

# Corporate presentation – First Quarter 2010

Conference Call April 27, 2010, at 11.00 a.m. (CE time)



The following documentation contains forward-looking statements that are subject to certain risks and uncertainties. Actual results may differ materially from those anticipated in this presentation.



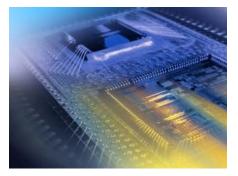
#### Overview

- Automotive markets
- Customers
- Products
- ♦ Financials
- Summary



## Micronas – first quarter 2010

- Automotive orders and sales began to revive in the third and fourth quarter of 2009, and this trend continued in the first quarter of 2010
- Micronas sales slightly below last quarter sales due to reduction of Consumer sales
  - Automotive sales higher than previous quarter
- Saving measures initiated by Board of Directors and Management already started to have positive impact on the first quarter results
- Micronas EBIT of CHF 0.9 million
  - Automotive EBIT of CHF 1.1 million
- Sales and EBIT results slightly higher than guided by Management for first quarter





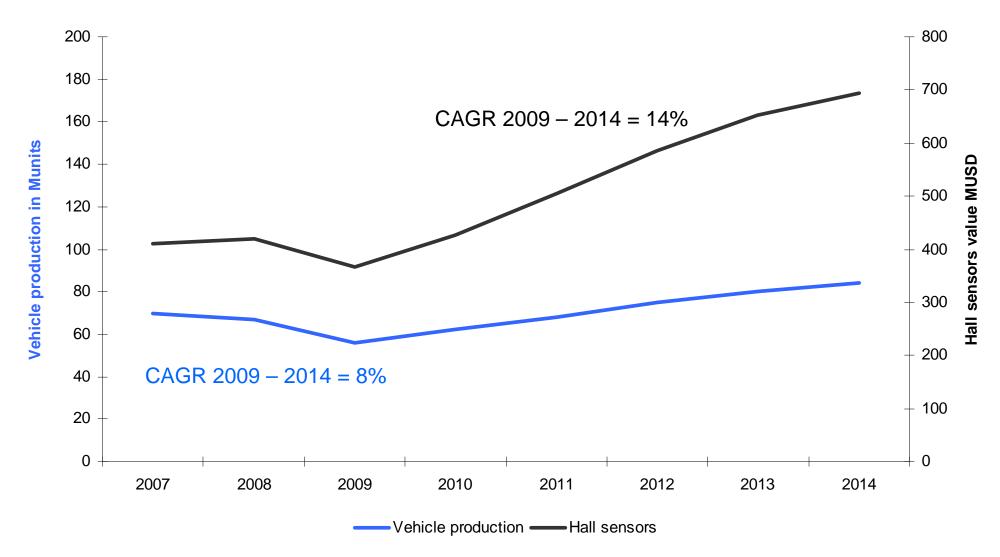




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#### Automotive and sensor markets





#### **Update on Automotive industry**

- New car registration\*
  - Car registration Jan. to March 2010 compared to Q1-2009:
    - EU: +11% to a total of 3.6 mil. units
      - France, Italy, Great Britain and Spain: ongoing positive trend
      - Germany: 23%
    - USA: + 16% to a total of 2.5 mil. units
    - Japan: + 24% to a total of 1.3 mil. units
    - China: + 77% to a total of 2.8 mil. units

- Outlook
  - Bottom is behind us but visibility is still limited
    - End of wrack down bonus programs in various countries in Europe with yet unclear effect on future car sales



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#### **Customer and distributor base**



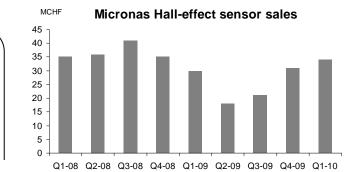


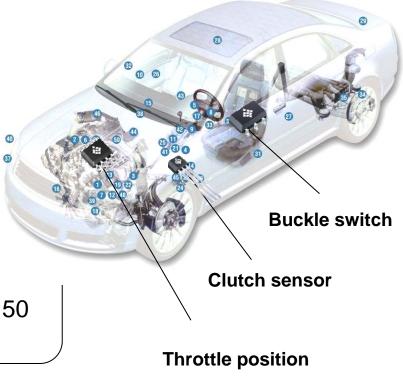
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#### Hall-effect sensors for automotive

- Hall-effect sensors are highly reliable contactless magnetic sensors for position, speed, motion and angles
- Integrating the sensor and signal processing electronics monolithically allows to provide:
  - Flexible and customizable solutions via programmability using the integrated EEPROM
  - Various analog and digital interfaces
  - Ideal network system solutions through easy LIN functionality also in combination with our embedded controller family
  - High-durability through multiple device protection functions
  - Extended temperature range (Tj = -40°...+170°C
- Multi-purpose Hall sensor families for more than 50 applications in the car

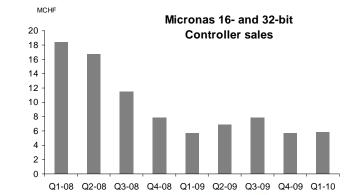


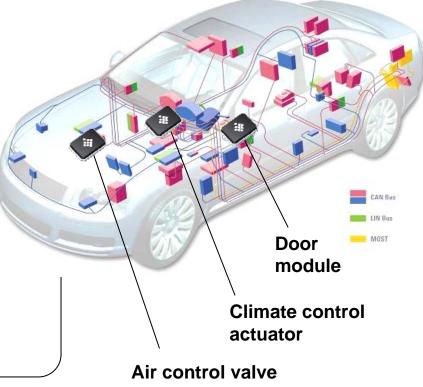




#### **Embedded controllers for automotive**

- High-performance CPU core provides system cost advantages through integrated application specific features
  - On-chip power management supports direct 12V battery operation
  - Embedded non-volatile memory (EEPROM)
  - Integrated LIN transceiver easy LIN° provides ideal network system solution in combination with our hall sensors
  - High-current output drivers for actuators
  - High-durability through multiple device protection functions
  - Extended temperature range (Tj = -40°C...+170°C)





EEPROM = Electrically Erasable Programmable Read Only Memory



**Door lock** 

#### Products for industrial and white goods

- Industrial market widely adopting contact-less technologies for sensor solutions
- Emerging mechatronic applications need system solutions comprised of a sensing and an actuator control function
- Leverage of existing sensor and controller portfolio and alignment of future product roadmap to the industrial and white goods market
  - Industrial (motors, fans, building technology)
  - White goods (washing machine, dish washer)
  - Vending machines

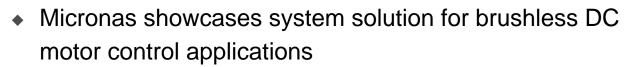


#### Motor commutation



#### **Product news**

- Three new value-optimized variants of the HAL 182x family
  - New linear hall sensors offering cost benefits through preset sensitivity levels
  - The sensors can be used to determine position, direction of motion, fluid level and for current measurements.
  - They can also be used to replace classic potentiometers



 The system solution comprises Micronas Hall-effect sensors for the motor commutation and the Micronas embedded microcontroller HVC 2480A, a flash-based 8-Bit microcontroller directly working on 12V supplies







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#### **Micronas Group – income statement**

in CHF Mil.	Q1/2010		Q4/2009		Q1/2009	
		in % of		in % of		in % of
		net sales		net sales		net sales
Net sales	47.4		49.3		80.4	
Margin	11.8	24.8%	11.2	22.7%	10.6	13.2%
R & D	-5.9	-12.4%	-6.9	-14.0%	-21.5	-26.7%
SG & A	-4.6	-9.7%	-4.1	-8.3%	-16.5	-20.5%
Other operating inc./exp.	0.7	1.5%	-0.2	-0.4%	-2.0	-2.5%
Operating profit/loss before						
restructuring	2.0	4.2%	0.0	0.0%	-29.4	-36.6%
Restructuring	-1.1		-1.0		-129.4	
EBIT	0.9	1.9%	-1.0	-2.0%	-158.8	-197.6%
Financial income/expense net.	-4.8		-5.2		2.2	
Pretax profit/loss	-3.9	-8.2%	-6.2	-12.6%	-156.6	-194.9%
Income taxes	0.0		-0.3		0.5	
Loss for the period	-3.9	-8.2%	-6.5	-13.2%	-156.1	-194.2%
EBITDA	8.3	17.5%	8.2	16.6%	-148.6	-184.9%
Earnings per share in CHF	-0.13		-0.22		-5.30	

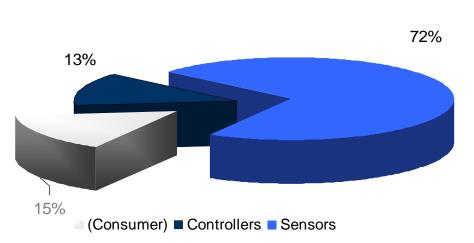


## **Micronas Group – segment information**

in CHF Mil.	Q1/2010	Q4/2009	Q1/2009
Automotive			
Net sales	40.1	37.0	35.7
Manufacturing margin	14.7	13.3	14.3
in % of sales	36.6%	35.9%	40.0%
Margin	10.8	8.9	9.7
in % of sales	27.0%	24.1%	27.1%
Operating profit/loss	1.1	-1.2	0.3
in % of sales	2.8%	-3.2%	0.9%
in CHF Mil.	Q1/2010	Q4/2009	Q1/2009
Consumer			
Net sales	7.3	12.3	44.7
Manufacturing margin	0.9	2.3	15.5
in % of sales	12.9%	18.7%	34.6%
Margin	0.9	2.3	0.9
in % of sales	12.9%	18.7%	2.0%
Operating profit/loss before restructuring	0.8	1.2	-29.7
Restructuring	-1.1	-1.0	-129.4
Operating profit/loss	-0.3	0.2	-159.2



## Automotive – product lines and regional information



Sales by product lines

in CHF Mil.	Q1/2010	Q4/2009	Q1/2009	
Europe	16.2	14.6	9.7	
Asia	19.4	18.3	23.2	
America	4.2	4.0	2.7	
Others	0.3	0.1	0.1	
Total	40.1	37.0	35.7	

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#### Automotive – order book

in CHF Mil.	Q1/2010	Q4/2009	Q1/2009
Orders on hand, beginning of period	47.0	37.0	44.4
Net sales	40.1	37.0	35.7
Order intake	47.9	47.7	18.4
Translation adjustments	-2.0	-0.8	0.6
Orders on hand, end of period	52.8	47.0	27.7
Book-to-bill	1.19	1.29	0.52



#### **Micronas Group – balance sheet**

in CHF Mil.	26.3.2010	31.12.2009
Total non-current assets	95.5	105.3
Total current assets	231.9	240.3
Total assets	327.4	345.6
Total shareholders' equity	121.6	127.0
in % of total assets	37.1%	36.8%
Total long-term liabilities	148.5	156.4
Total current liabilities	57.3	62.2
Total liabilities	205.8	218.6
Total shareholders' equity and liabilities	327.4	345.6



#### Micronas Group – trade net working capital

in CHF Mil.	26.3.2010	31.12.2009
Inventories	23.6	26.3
Accounts receivable	20.7	20.5
	44.3	46.8
Accounts payable	10.1	11.9
	10.1	11.9
Trade net working capital	34.2	34.9
in percent of net sales (LTM)	16.4%	14.5%



#### **Micronas Group – cash flow statement**

in CHF Mil.	Q1/2010	Q4/2009	Q1/2009
Cash flow from operating activities	-3.1	2.6	-25.1
Cash flow from investing activities	-0.4	-3.9	-4.9
<ul> <li>Capital expenditures</li> <li>interest received/disposal of assets</li> </ul>	-1.6 0.5	-4.0 0.5	-5.3 1.7
Cash flow from financing activities	-1.7	-1.9	-1.8
<ul> <li>repayment of It. liabilities</li> </ul>	-1.7	-1.9	-1.8
Exchange effect on cash	-4.1	-1.9	3.6
Change in cash	-9.3	-5.1	-28.2
Cash at the end of the period	179.1	188.4	274.9



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## Summary

- Sales growth restarted in the second half of 2009 and this trend continued in the first quarter 2010
- Introduced strong measures to improve P&L and to stop further reduction of liquidity from operations already had a positive impact on first quarter results
- Continuous investment in our strong product portfolio
- Solid balance sheet, cash and equity
- International customer base with full confidence in our company, products and quality commitment (new longterm agreements)
- Micronas continues to give quarterly updates and guidance

