

# Report for the 3<sup>rd</sup> Quarter 2013

Consolidated Report Pursuant to IFRS as of September 30, 2013 (unaudited)

SINGULUS

### Business Trends and Situation of the SINGULUS TECHNOLOGIES Group

- → EBIT positive after nine months
- → Positive EBIT forecast for the full-year 2013
- $\rightarrow$  Gross profit margin improved
- → Demand for Blu-ray significantly above plans
- → First production line for solar cells inaugurated

The financial key figures of the SINGULUS TECHNOLOGIES AG (SINGULUS TECHNOLOGIES) for the first nine months of 2013 have significantly improved compared with the prior year due to the increased order intake for production machines of the BLULINE II type in the Optical Disc segment.

SINGULUS TECHNOLOGIES achieved sales in the amount of  $\bigcirc$  93.1 million in the first nine months of the current business year and was thus able to exceed the sales in the amount of  $\bigcirc$  83.5 million recorded in the same period one year ago. In the  $3^{rd}$  quarter sales were also improved from  $\bigcirc$  39.9 million in the previous year to  $\bigcirc$  43.9 million in 2013.

The operating result (EBIT) improved considerably and amounted to  $\bigcirc$  1.4 million in the first nine months 2013 compared with  $\bigcirc$  -10.9 million (before extraordinary charges) in the first nine months of 2012. Including extraordinary charges the EBIT stood at  $\bigcirc$  -54.2 million in the comparable period in 2012. In the period under review the EBITDA came to  $\bigcirc$  5.8 million and therefore improved compared with the  $\bigcirc$  -29.9 million in the prior year period.

The order intake in the first nine months of the business year 2013 amounted to € 82.6 million (previous year: € 110.6 million). The order backlog amounted to € 29.6 million as of September 30, 2013 (previous year: € 53.9 million).

# Business trends and market development Optical Disc

For SINGULUS TECHNOLOGIES, in the Optical Disc segment the year 2013 has been very positive. For the current business year the volume sales of BLULINE II machines for the production of Blu-ray Discs were above our own forecasts.

According to the German Association of Audiovisual Media (BVV) sales for Blu-ray Discs in Germany rose by 41 % in the first half of 2013 compared with the same period one year ago. With a share of more than 90 %, physical media (Blu-ray and DVD) also continue to dominate sales in the home entertainment market in 2013. Blu-ray Disc sales in the US, the international key market, will also expand with a double-digit growth rate in 2013.

This favorable trend is amplified by the market launch of the new ultra-high definition television technology and the new gaming consoles Play-Station PS 4 by Sony as well as Microsoft's Xbox One. Both gaming consoles are even expected to be equipped with a Blu-ray drive with 4K support to win the consumers' favor. At several gaming conventions and the IFA in Berlin, the two new consoles were a highlight.

At the IFA 2013 media and technology companies provided insights into the future of television: Sky, Astra, Sony, Harmonic, the Fraunhofer Heinrich-Hertz-Institute and the

German TV-Platform presented ultra-high definition. The new generation of high definition television provides four times the resolution (3,840 x 2,560 pixels) of HDTV.

SINGULUS already developed a new replication line under the brand name BLULINE III for the manufacturing of triple-layer Blu-ray Discs with a storage capacity of 100 GB. Production equipment by SINGULUS TECHNOLOGIES enables the production of next generation optical discs on the basis of the current BLULINE II machines for dual-layer Blu-ray Discs.

#### $\rightarrow$ HIGH-TECH WITH BLULINE

Fascination Blu-ray – Ready for 4K TV



# Business trends and market development Solar

In the Solar division SINGULUS TECHNOLOGIES is a recognized supplier for new machine concepts and production processes for crystalline and thin-film solar cells, which increase the efficiency of solar cells and reduce their production costs.

On September 12, 2013
SINGULUS TECHNOLOGIES
signed a framework contract
with M•Cells, a renowned solar
cell producer from Shanghai,
China, for the delivery of up to
16 vacuum coating machines.
The contract between M•Cells
and SINGULUS includes an

 $\rightarrow$  THIN FILM SOLAR

Inauguration of the production line for solar cells at BOD Group, Lithuania



option for the purchase of SINGULAR XP machines summarizing in the double-digit million range. The SINGULAR XP vacuum coating equipment is intended for the rear side passivation of crystalline PERC solar cells in the yearly production of 500 MW highly efficient multi-cells. The delivery of the first machine to China is already scheduled for the beginning of 2014.

The vacuum coating machine SINGUL AR XP is intended for the passivation of cells' rear side at M•Cells' factory in China. The SINGULAR XP is specifically designed for the production capacity of a typical cell production line. In addition. SINGULUS' machine provides the advantage that the two layer systems required for the rear side passivation, aluminum oxide (AIOx) and silicon nitride (SiNx) can be applied without discontinuation of the vacuum. Due to its compact assembly the SINGULAR XP machine is ideally suited for the integration as an upgrade for existing cell production lines.

At the photovoltaics trade fair 28th European Photovoltaic Solar Energy Conference and Exhibition (28th EU PVSEC), the vacuum coating machine SINGULAR XP for the production

of new, rear-side passivated silicon solar cells as well as a R&D machine of the TENUIS series for alternative coating materials for CIGS thin-film solar cells were in the spotlight. For both work areas, i.e. crystalline solar cells and thinfilm solar technology, numerous projects were discussed and agreements prepared during the 28th EU PVSEC, which overall raises expectations of a more positive development of the business activities in the Solar segment in the next business year.

This expectation is supported by recent results of market research institutes. In the course of the 28th EU PVSEC conference current market estimates were released, which point towards a recovery of the international PV market. A report by Deutsche Bank from October 2013 forecasts global installations to rise from about 35 GW in 2013 to 45 - 50 GW in the year 2014.

The inauguration of the production line for crystalline solar cells on this year's October 15 was an important development step for SINGULUS TECHNOLOGIES in the solar division. In the presence of the Lithuanian Prime Minister Algirdas Butkevicius, the

German ambassador Matthias Mülmenstädt and Vilnius' mayor Arturas Zuokas, the "BOD Group High Technology Center L.I.G.H.T. Wing (Lithuanian of green and high technologies)" was opened in the Lithuanian capitol Vilnius with a ceremony. The spotlight of the ceremony was the commissioning of a new production line for crystalline solar cells, which was supplied by SINGULUS TECHNOLOGIES.

SINGULUS TECHNOLOGIES had already signed an agreement for the supply of a production line for solar cells with the BOD Group at the beginning of 2012. The central production steps for the manufacturing of silicon solar cells, the wet-chemical machine for the texturing and cleaning as well as the vacuum machine for the application of anti-reflective layers are proprietary developments of SINGULUS.

Together with SINGULUS the BOD Group develops an industrial production process for the manufacturing of PERC solar cells. For this, a SINGULAR XP machine coupled with a polishing and etching machine of the LINEA II is used.

Business trends and market development Semiconductor SINGULUS TECHNOLOGIES has delivered the ordered TIMARIS and ROTARIS machines in the past months and is working on the final acceptance tests of the systems.

An additional focus is set on the development of new, more efficient coating machines. SINGULUS TECHNOLOGIES is presenting its key customers new concepts of its TIMARIS product family.

The new platform under the brand name TIMARIS III offers semiconductor machines with an expanded production capacity for the wafer manufacturing. With the new machine platform SINGULUS TECHNOLOGIES targets an expected increased demand for MRAM wafer.

Project discussions are held with numerous renowned semiconductor producers for future investments in new, innovative plant technology. The project talks involve expansions of existing development and pilot systems as well as investments in new production capacity.

### ightarrow NANO VACUUM COATING

Thin Film Layers for New Applications



#### **Key Financial Figures**

# Order intake and order backlog

During the first nine months of the business year 2013 the order intake of € 82.6 million (previous year: € 110.6 million) was below the comparable figures one year ago. In the quarter under review the order intake came to € 33.8 million (previous year: € 23.6 million). The order backlog amounts to € 29.6 million as of September 30, 2013 (previous year: € 53.9 million).

#### Sales

Sales in the first nine months of the business year 2013 came to  $\[ \]$  93.1 million, higher than the prior-year level of  $\[ \]$  83.5 million. This increase was realized due to improved sales in the segments Optical Disc (by  $\[ \]$  15.8 million to  $\[ \]$  69.4 million) and Semiconductors (by  $\[ \]$  1.1 million to  $\[ \]$  8.6 million). Within the Solar

division sales declined by € 7.3 million (previous year: € 22.4 million). Sales of € 43.9 million in the 3<sup>rd</sup> quarter 2013 (previous year: € 39.9 million) were thus above the prioryear level. Sales are split into € 36.4 million in the Optical Disc segment (previous year: € 25.8 million), Solar at € 5.9 million (previous year: 10.4 million) and Semiconductor at € 1.6 million (previous year: € 3.7 million).

For the first nine months of business year 2013 the percentage regional breakdown of sales was as follows: Europe 35.8 % (previous year: 30.4 %), North and South America 45.7 % (previous year: 39.8 %), Asia 9.3 % (previous year: 26.1 %)

as well as Africa and Australia 9.2 % (previous year: 3.7 %). The percentage regional breakdown of sales for the 3<sup>rd</sup> quarter 2013 was as follows: Europe 47.8 % (previous year: 26.3 %), North and South America 43.5 % (previous year: 42.9 %), Asia 1.9 % (previous year: 26.3 %) as well as Africa and Australia 6.8 % (previous year: 4.5 %).

#### **Gross margin**

In the first nine months of the business year 2013 SINGULUS TECHNOLOGIES achieved a gross profit margin in the amount of 25.9 % (previous year: 21.0 %). The gross profit margin in the 3<sup>rd</sup> quarter 2013 stood at 32.4 % (previous year: 16.7 %). In the prior-year period the gross profit margin was burdened by incurred extraordinary charges. Adjusted for this, the gross profit margin in the first nine months 2012 stood at 26.7 % and at 28.7 % in the 3<sup>rd</sup> quarter 2012.

#### **Operating expenses**

The operating expenses in the first nine months of the business year 2013 amounted to € 22.5 million (previous year: € 71.6 million). The prior-year level was burdened by extraordinary expenses in the amount of € 38.5 million. The adjusted operating expenses in the prior-year amounted to € 33.1 million. Excluding the extraordinary charges the operating expenses declined by € 10.6 million compared with the same period one year ago.

In the first nine months of the business year 2013 the expenses for research and development totaled € 5.6 million (previous year: € 15.1 million). In the prioryear period the expenses for research and development included extraordinary charges in the amount of € 6.0 million. Adjusted for this the expenses for research and development were thus reduced by € 3.5 million, which is mainly the result of reduced write-offs on capitalized development expenses in the previous year.

The expenses for marketing and sales and customer service declined by € 2.1 million to € 11.1 million. General and administrative expenses amounted to € 8.2 million and were therefore slightly below previous year's level (previous year: € 8.5 million). The other operating expenses came to € 1.0 million (previous year: € 9.0 million). The prior-year period included extraordinary charges in the amount of € 4.1 million. The other operating income for the first nine months of 2013 in the amount of € 3.4 million (previous year: € 2.6 million) mainly include income from the reversal of provisions and liabilities in the amount of € 1.9 million, income from the reversal of write-offs due to doubtful accounts in the amount of € 0.7 million as well as foreign exchange gains in the amount of € 0.4 million.

In the quarter under review research and development expenses amounted to 2.0 million (previous year: € 8.7 million). In the prioryear this item was burdened by extraordinary expenses in the amount of € 6.0 million.

In addition, the expenses for marketing & sales and customer service amounted to € 3.4 million (previous year: € 4.4 million) and € 2.8 million (previous year: € 3.1 million) for general, administrative expenses. The other operating expenses came to € 0.3 million (previous year: € 4.9 million). In the same quarter one year ago, the other operating expenses included extraordinary charges in the amount of € 4.1 million. The other operating income in the 3rd quarter 2013 in the amount of € 2.3 million (previous year: € 1.1 million) mainly include income from the reversal of provisions and liabilities in the amount of € 1.4 million. income from the reversal of write-offs due to doubtful accounts in the amount of € 0.6 million as well as foreign exchange gains in the amount of € 0.3 million. The prioryear quarter was burdened by impairment and restructuring charges (€ 28.4 million). Comparable charges were not incurred in the quarter under review.

#### **Earnings**

In the first nine months of the business year 2013 a positive result before interest and taxes (EBIT) was achieved. The EBIT in the amount of € 1.4 million exceeded the negative EBIT of the comparable prior-year period adjusted for extraordinary effects in the amount of € -10.9 million. Thus, the adjusted operating result improved by 12.3 million compared with the same period one year ago. In the quarter under review a

positive EBIT of € 7.9 million was realized (previous year: € -41.8 million).

In detail, the breakdown of sales and the operating result are split between the segments as follows:

#### **Balance Sheet and Liquidity**

Since December 31, 2012 the long-term assets increased by € 12.2 million and stood at € 65.6 million as of September 30, 2013. This is mainly due to the increase in accounts receivable with a term of more than one year to € 15.2 million [December 31, 2012: € 3.5 million] because of a higher share of sales with long-term payment obligations.

In addition, borrowings to customers rose by  $\in$  2.1 million (December 31, 2012:  $\in$  3.7 million).

	Segment "Opt	ical Disc"	Segment "Solar"		Segment "Semiconductor"		SINGULUS TECHNOLOGIES Group	
	2013	2012	2013	2012	2013	2012	2013	2012
	EUR m	EUR m	EUR m	EUR m	EUR m	EUR m	EUR m	EUR m
9 Months							-	
Revenue (gross)	69.4	53.6	15.1	22.4	8.6	7.5	93.1	83.5
Sales deduction and								
direct selling costs	0.6	-0.5	0.0	-0.1	-0.1	0.0	-0.7	-0.6
Revenue (net)	68.8	53.1	15.1	22.3	8.5	7.5	92.4	82.9
Restructuring expenses/impairment	0.0	-13.3	0.0	-15.1	0.0	0.0	0.0	-28.4
EBIT	13.2	-20.7	-9.0	-33.5	-2.8	0.0	1.4	-54.2
Depreciation and amortization	-2.2	-8.3	-1.7	-15.7	-0.5	-0.3	-4.4	-24.3
EBITDA	15.4	-12.4	-7.3	-17.8	-2.3	0.3	5.8	-29.9
3 <sup>rd</sup> Quarter								
Revenue (gross)	36.4	25.8	5.9	10.4	1.6	3.7	43.9	39.9
Sales deduction and								
direct selling costs		-0.2	0.0	-0.1	-0.1	0.0	-0.4	-0.3
Revenue (net)	36.1	25.6	5.9	10.3	1.5	3.7	43.5	39.6
Restructuring expenses/impairment	0.0	-13.3	0.0	-15.1	0.0	0.0	0.0	-28.4
EBIT	12.5	-14.5	-3.4	-27.7	-1.2	0.4	7.9	-41.8
Depreciation and amortization	-0.7	-5.4	-0.6	-12.8	-0.2	-0.1	-1.5	-18.3
EBITDA	13.2	-9.1	-2.8	-14.9	-1.0	0.5	9.4	-23.5

In contrast, the other intangible assets declined by  $\[ \in \]$  1.5 million (December 31, 2012:  $\[ \in \]$  8.9 million). This change is mainly due to scheduled write-offs on the acquired customer base at that time from the acquisition of the Blu-ray Disc activities of the Oerlikon Balzer AG in the amount of  $\[ \in \]$  0.9 million.

Current assets declined by € 31.5 million during the period under review (December 31. 2012: € 153.1 million). This is mainly the result of the sale of machines held as inventory in the Optical Disc segment, which resulted in a reduction of inventories by € 14.2 million to € 31.9 million. Furthermore, cash and cash equivalents declined by € 8.9 million to € 47.0 million due to the payment of € 4.7 million for the first interest coupon of the corporate bond in the 1st quarter 2013 as well as due to cash-relevant restructuring measures from 2012 in the amount of € 1.6 million Owing to the positive development in the quarter under review, the accounts receivable due in less than one year showed a contrasting trend and increased to € 25.2 million (December 31 2012 · € 23 0 million

The short-term liabilities declined by € 12.5 million and stood at € 41.5 million as of September 30, 2013. Specifically, the liabilities from production orders declined by € 9.5 million [December 31, 2012: € 16.1 million] due to the completion of current orders, which are accounted for pursuant to the percentage-ofcompletion method. In addition. the short-term provisions for restructuring measures declined by € 2.3 million (December 31, 2012: € 5.1 million) mainly due to the use of the provision as well as earnings relevant reversals because of changed economic situations. Accounts payable declined by € 2.2 million (December 31, 2012: € 7.8 million) as well as short-term financing liabilities from the issuance of the corporate bond by € 1.2 million [December 31, 2012: € 3.6 million]. In contrast, prepayments received for current orders in the Optical Disc segment rose by € 2.5 million (December 31, 2012· € 3.7 million

The long-term liabilities declined by € 4.3 million compared with the year-end level of 2012 (December 31, 2012: € 78.0 million). This results from a reduction of long-term financing obligations from the issuance of the corporate bond by € 2.0 million (December 31, 2012: € 58.3 million) mainly due to the bond buybacks in the period under review. Furthermore. the long-term bank liabilities declined by € 1.7 million owing to the term to maturity and the corresponding transfer to shortterm liabilities in connection with the regular repayment of the KfW Ioan

#### Shareholders' equity

The shareholders' equity in the Group declined by € 2.5 million in the quarter under review and stood at € 72.0 million as of September 30, 2013. Equity in the amount of € 71.2 million is attributable to the shareholders of the parent company (December 31, 2012: 73.5 million) and € 0.8 million to minorities (December 31, 2012: € 1.0 million). The equity ratio was improved by 2.4 percentage points to 38.5 % in the first nine months of the business year 2013.

#### **Cash Flow**

In the first nine months of the business year 2013 the operating cash flow of the Group was negative at  $\bigcirc$  -4.5 million and thus  $\bigcirc$  3.0 million below the prior-year level of  $\bigcirc$  -1.5 million.

Due to the issue of the corporate bond in March 2012 the cash flow from investing activities and from financing activities differ materially from the prioryear levels. The cash flow from investing activities came to € -3.9 million (previous year: € -35.3 million). The prior-year period was characterized by the investment of liquid funds from the inflow due to the bond in the amount of € 30.0 million Pursuant to IFRS these funds with a term to maturity exceeding three months are reported in the investing segment of the cash flow calculation

The cash flow from financing activities amounted to € -1.3 million in the first nine months of the business year. In this context the release of restricted funds resulted in an increase of cash and cash equivalents in the amount of € 7.6 million. In contrast, the payment of interest for the corporate bond (€ -4.7 million), the bond buyback (€ -2.3 million)

as well as the repayment of loans ( $\bigcirc$  -1.9 million) were incurred. In the previous year, the cash flow from financing activities amounted to  $\bigcirc$  54.2 million due to the cash inflow from the issue of the bond.

Overall, the cash and cash equivalents declined by € 9.9 million in the cash flow statement in the first nine months of the business year 2013. In the cash flow statement, funds with a term of more than three months are not included as cash and cash equivalents. Accordingly, the balance sheet displays a differing reduction in cash and cash equivalents in the amount of € 8.9 million.

#### **Risk Report**

During the nine months of the business year 2013 there were no changes regarding the risks depicted in the Annual Report for the year 2012.

# Development of costs and prices

From our point of view the sales prices developed as planned during the first nine months of the business year 2013. Material and personnel expenses also

developed according to our budgets. However, the price situation in the Solar segment strongly depends on the future developments of demand in this market.

#### Research and development

At € 5.7 million overall in the first nine months of the business year 2013 the expenditures for developments were slightly below the prior-year level of € 6.2 million. The expenditures for development activities came to € 2.0 million (previous year: € 2.4 million) in the quarter under review.

#### **Employees**

Due to the implemented streamlining of the international activities as well as due to the cost reduction measures in the area of wet-chemical machines at our site in Fürstenfeldbruck. the number of employees in the SINGULUS TECHNOLOGIES Group declined from 420 employees as of September 30, 2012 to 356 employees as of September 30, 2013. During the first nine months of 2013 374 employees were employed on average in the group of companies (previous year: 443 employees).

#### The SINGULUS Stock

At the beginning of the quarter the SINGULUS TECHNOLOGIES stock traded around the € 1.30 level. From the end of August 2013 an uptrend to above € 1.40 started. On September 12 the stock price reach its high of € 1.75 in the period under review. On this day SINGULUS TECHNOLOGIES and M. Cells announced in an ad-hoc release that the two companies had concluded a framework contract for the optional delivery of up to 16 machines for the production of PERC solar cells. The close on September 30 was at € 1.58. After the release of the preliminary Q3 results on October 31, 2013 subsequently the stock price advanced to approx. € 2.40 on November 7

#### Corporate bond

With the approval of the Supervisory Board the Executive Board of SINGULUS TECHNOLOGIES. resolved to again prolong the buyback program of the corporate bonds issued on March 23, 2012. which was commenced on December 11, 2012 and limited to June 30, 2013, until December 31, 2013 and to increase the total volume to € 5.0 million at maximum. The other conditions of the program remain unchanged. Since the beginning of the buyback program in 2012, in total € 2.7 were repurchased by the company as of September 30.

# Outlook for the business year 2013

The results of the first nine months of the business year 2013 are characterized by the very favorable development in the Optical Disc segment especially for the delivery of Blu-ray production equipment. The development in this segment exceeds our expectations. At present we thus still expect the business year 2013 to finish with an overall positive operating result (EBIT) in the Group. However, adjusting for financing expenses in 2013 a slightly negative net result for the Group pursuant to IFRS would result.

SINGULUS TECHNOLOGIES has continuously progressed in the past couple of years due to its technologic know-how and has positioned itself very good in the existing three divisions.

The goal is to develop innovative products also in the future on the basis of the core competencies nano- and vacuum-coating as well as thermal and wet-chemical process technology in order to open new market. The extensive advancement of the existing product range through internal measures is the focus of the corporate strategy. However, at the same time we are reviewing reasonable acquisition opportunities to strengthen the sustainable development at SINGULUS TECHNOLOGIES.

The successful implementation provides a basis for returning to a long-term growth path.

Yours sincerely,

The Executive Board

SINGULUS TECHNOLOGIES AG

## **Consolidated Balance Sheet**

ASSETS	Sept. 30, 2013	
	[EUR m]	
	47.0	
	25.2	
	2.2	
	15.3	
	42.7	
	13.4	
	18.5	
	31.9	
Total current assets	121.6	153.1
	15.2	
	5.8	
	7.8	
	21.7	
	1.0	
Total non-current assets	65.6	53.4

Total assets	187,2	206,5
Total assets	187,2	206,5

LIABILITIES	Sept. 30, 2013		
	5.6		
	2.3		
	6.6		
	2.4		
	12.8		
	2.8		
	0.5		
	2.3		
Total current liabilities	41.5	54.0	
	56.3		
	0.0		
	6.8		
	10.6		
Total non-current liabilities	73.7	78.0	
Total liabilities	115.2	132.0	
	48.9		
	77.2		
	-56.8		
Equity attributable to owners of the parent	71.2		
Non-controlling interests	0.8		
Total equity and liabilities	72.0		
Total equity and liabilities	187.2	206.5	

## **Consolidated Income Statement**

	3 <sup>rd</sup> Quarter			9 Months				
	2013	3	201	2012		3	2012	
	[EUR m]	[in %]			[EUR m]	[in %]		
Revenue (gross)	43.9	100.9	39.9	100.8	93.1	100.8	83.5	100.7
	-0.4	-0.9			-0.7	-0.8		
Revenue (net)	43.5	100.0	39.6	100.0	92.4	100.0	82.9	100.0
	-29.4	-67.6			-68.5			
Gross profit on sales	14.1	32.4	6.6	16.7	23.9	25.9	17.4	21.0
Research and development	-2.0	-4.6			-5.6	-6.1		
	-3.4	-7.8			-11.1	-12.0		
	-2.8	-6.4			-8.2	-8.9		
Other operating expenses	-0.3	-0.7			-1.0			
					3.4	3.7		
Impairment and restructuring expenses	0.0	0.0	-28.4		0.0	0.0	-28.4	-34.3
					-22.5	-24.4		
EBIT	7.9	18.2	-41.8	-105.6	1.4	1.5	-54.2	-65.4
	0.5					1.8		
		-3.0				-4.5		
EBT	7.1	16.3	-42.7	-107.8	-1.1	-1.2	-56.6	-68.3
Tax expenses/income	-0.7							
Profit or loss for the period	6.4	14.7	-41.5	-104.8	-2.2	-2.4	-53.8	-64.9
	6.5				-2.0			
					-0.2			
Basic earnings per share based on the profit for the period (in EUR) attributable to owners of the parent	0.13				-0.04			
Diluted earnings per share based on the profit for the period (in EUR) attributable to owners of the parent	0.13				-0.04			
Basic number of shares. pieces								
Diluted number of shares. pieces								

# **Consolidated Statement of Comprehensive Income**

	3 <sup>rd</sup> Qu	arter	9 Months		
	Sept. 30, 2013		Sept. 30, 2013		
	[EUR m]		[EUR m]		
Profit or loss for the period	6.4	-41.5	-2.2		
Exchange differences in the fiscal year	-0.3	0.0	-0.3		
	-0.3	0.0	-0.3		
Total comprehensive income	6.1	-41.5	-2.5	-52.7	
	6.2	-41.3	-2.3		
		-0.2	-0.2		

# **Statement of Changes in Consolidated Equity**

	Subscribed capital [EUR m]	Capital reserves [EUR m]		erves R m]	Retained earnings [EUR m]		Total [EUR m]	[EUR m]	[EUR m]
			Currency translation reserves	Hedge accounting reserves	Actuarial gains and losses from pension plans*	Other retained earnings*			
As of January 1, 2012	48.9	77.2				8.2	135.7		138.0
Other comprehensive income	0.0	0.0		0.0	0.0	0.0		0.0	
Total comprehensive income	0.0	0.0	1.1	0.0	0.0	-53.6	-52.5	-0.2	-52.7
As of September 30, 2012	48.9	77.2	2.5			-45.4	83.2		85.3
As of January 1, 2013	48.9	77.2	2.2	0.0		-52.9	73.5		74.5
Other comprehensive income	0.0	0.0	-0.3	0.0	0.0	0.0	-0.3	0.0	-0.3
Total comprehensive income	0.0	0.0	-0.3	0.0	0.0	-2.0	-2.3	-0.2	-2.5
As of September 30, 2013	48.9	77.2	1.9	0.0	-1.9	-54.9	71.2	0.8	72.0

### **Consolidated Cash Flow Statement**

	Sept. 30, 2013		
	[EUR m]		
ash flows from operating activities			
		<u>.2</u>	
Amortization, depreciation and impairment of non-current assets	4.4		
	-2.2		
	2.5		
	 -13.5		
	-8.3		
	1.8		
	14.2		
	<del>-2.2</del>		
	0.5		
	2.5		
	-2.1		
	0.0		
	-0.3		
	-0.9 -2		
et cash from/used in operating activities*	-4	.5	-1.5

	Sept. 30,	2013	
	[EUR r	n]	
Cash flows from investing activities*			
	-2.1		
	-1.0		
Cash paid for investments in other intangible assets and property, plant and equipment	-0.8		
Cash paid for the acquisition of Oerlikon's Blu-ray business	0.0	-3.9	
		-3.9	-35.3
Cash flows from financing activities			
	0.0		
	-2.3		
	7.6		
Decrease in cash and cash equivalents		-9.7	17.4
		-0.2	
Cash and cash equivalents in the statement of cash flows at the beginning of the fiscal year		40.9	17.8
Cash and cash equivalents in the statement of cash flows at the end of the fiscal year*		31.0	35.4
Time deposits with terms longer than 3 months		16.0	30.0
Cash and cash equivalents at the end of the fiscal year		47.0	65.4

#### Notes to the interim results (unaudited)

The SINGULUS TECHNOLOGIES Aktiengesellschaft (hereinafter also "SINGULUS TECHNOLOGIES AG" or the "Company") is an exchange-listed stock corporation domiciled in Germany. The consolidated financial accounts presented for the interim reporting of the SINGULUS TECHNOLOGIES AG and its subsidiaries (the "Group") for the first nine months of the business year 2013 were approved for publication by decision of the Executive Board as of November 7, 2013.

The consolidated financial accounts were drawn up in Euro (EUR/ $\mathfrak{E}$ ). If not stated otherwise, all figures are in millions of Euro (million  $\mathfrak{E}$ ). Due to statements in million  $\mathfrak{E}$  differences in rounding may occur.

#### Accounting and valuation principles

The preparation of the abbreviated consolidated interim results for the period from January 1 to September 30, 2013 was made pursuant to IAS 34 "Interim Financial Reporting". The abbreviated consolidated interim results do not include all of the notes and information required for the reporting for the full business year and should be read in conjunction with the consolidated financial accounts as of December 31, 2012.

The preparation of the annual results pursuant to IAS 34 requires estimates and assumptions by the management, affecting the level of the reported assets, liabilities, income, expenses as well as contingent liabilities. These assumptions and estimates mainly affect the Groupconsistent determination of useful life expectancy, the write-offs of assets, the valuation of provisions, the

recoverability of receivables, the determination of realizable terminal values in the area of inventories as well as the realizability of future tax relieves. The actual values can differ from the assumptions and estimates made on a case by case basis. Changes are recognized affecting earnings at the time of the knowledge gained.

The accounting and valuation methods applied in the consolidated accounts for the interim reporting correspond to those applied for the most recent consolidated financial report as of the end of the business year 2012. For a detailed description of the accounting principles please refer to the notes of the consolidated financial statements of our Annual Report 2012.

In June 2011 the IASB published changes of IAS 19 - Employee Benefits - which were adopted by the EU in June 2012. The changes of IAS 19 are principally mandatorily applicable with retrospective effect for accounts for the business commencing on or after January 1, 2013. The Group adjusted the reported prior-year figures for the effects from the changes of IAS 19.

For the valuation of the provisions for pensions the Group has so far applied the corridor approach. The abolishment of the corridor method due to the changed IAS 19 has an effect on the actuarial gains and losses directly in the balance sheet and resulted in an increase in the provisions for pensions in the amount of € 2.7 million as well as a reduction of the shareholders' equity in the same amount. The consolidated profit and loss statements will be unaffected by actuarial gains and losses in the future, since they are included in the other result from now on.

With the reporting as of December 31, 2012 term deposits with a maturity of more than three months were no longer reported as a component of the funds in the cash flow statements pursuant to IAS 7.7. The changes in term deposits with a remaining term to maturity exceeding three months are separately reported since then within the cash flow from investing activities. Correspondingly, below the cash flow statements a transition towards cash and cash equivalents in the balance sheet was included. In addition, with the reporting as of December 31, 2012 interest payments made and received (IAS 7.31) as well as cash flow from income taxes (IAS 7.35) were separately reported. Pursuant to IAS 8.42 the respective figures for the year 2012 were adjusted accordingly.

#### Scope of consolidation

In addition to the SINGULUS TECHNOLOGIES AG the consolidated financial statements include all companies, which are legally or factually controlled by the company. In the interim report as of September 30, 2013, in addition to the SINGULUS TECHNOLOGIES AG one domestic and twelve foreign subsidiaries were included. No companies have been added or deleted from the scope of consolidation in the current business year.

# Accounts receivable and receivables from production order

The accounts receivable and receivables from production orders as of September 30, 2013 are split as follows:

	Sept. 30, 2013	Dec. 31, 2012
	EUR m	EUR m
Accounts receivable – short-term	28.3	27.4
Receivables from production orders 3.9 3.4	2.2	3.4
Accounts receivable – long-term	15.2	4.1
less write-offs	-3.1	-5.0
	42.6	29.9

#### Intangible assets

Capitalized development expenses, goodwill, customer bases as well as concessions, intellectual property rights and other intangibles are included under intangible assets. As of September 30, 2013, the capitalized development expenses amounted to € 6.7 million (December 31, 2012: € 7.1 million). In the first nine months of 2013 the investments in developments totaled € 2.1 million (previous year:  $\odot$  3.3 million). In the same period scheduled write-offs and amortization amounted to € 1.5 million (previous year: € 4.6 million). In the quarter under review development expenses amounted to € 0.6 million (previous year: € 1.4 million), the scheduled amortization for the respective period amounted to € 0.5 million (previous year: € 1.6 million). In addition, in the 1st quarter 2013 a development machine (€ 1.0 million) was regrouped from capitalized development expenses to property, plant & equipment.

#### Property, plant & equipment

In the first three months of the business year 2013  $\ \in \ 0.5$  million were invested in property, plant & equipment (previous year:  $\ \in \ 0.8$  million). During the same period scheduled depreciation amounted to  $\ \in \ 1.2$  million (previous year:  $\ \in \ 1.2$  million). In the quarter under review capital expenditure amounted to  $\ \in \ 0.1$  million (previous year:  $\ \in \ 0.4$  million), the scheduled amortization for the respective period amounted to  $\ \in \ 0.4$  million (previous year:  $\ \in \ 0.4$  million).

#### Contingent liabilities and other financial obligations

The contingent liabilities and other financial obligations not included in the consolidated accounts as of September 30, 2013 amount to  $\in$  38.7 million (December 31, 2012:  $\in$  47.6 million) and mainly include rent and leasing obligations ( $\in$  27.4 million), guarantees for prepayments received ( $\in$  8.4 million) as well as guarantees ( $\in$  2.5 million). Management does not have knowledge about facts that could have a materially adverse impact on the business operations, the financial situation or the business results of the company.

#### Geographical breakdown of sales

Geographical information	Germany	Rest of Europe	North and South America	Asia	Africa and Australia
as of Sept. 2013	EUR m	EUR m	EUR m	EUR m	EUR m
Sales by country of origin	71.2	5.6	14.0	2.3	0.0
Country of destination	10.1	23.3	42.4	8.7	8.6

Geographical information	Germany	Rest of Europe	North and South America	Asia	Africa and Australia
as of Sept. 2012	EUR m	EUR m	EUR m	EUR m	EUR m
Sales by country of origin	61.0	4.4	10.8	7.3	0.0
Country of destination	12.9	12.5	33.2	21.8	3.1

#### Sales reductions and individual selling expenses

The sales reductions include cash discounts granted. The individual selling expenses are mainly composed of expenses for packaging, freight and commissions.

#### General administrative expenses

The administrative expenses include the expenses for the management, personnel expenses, the finance and accounting departments as well as the corresponding expenses for rent and company cars. Furthermore, they include the ongoing IT expenses, legal and consulting fees, expenses for investor relations activities, the Annual General Meeting and the annual financial statements.

#### Research and development expenses

In addition to the research and non-capitalizable development expenses, the research and development expenses in the first nine months of the business year 2013 also include the scheduled amortization of capitalized development expenses in the amount of € 1.5 million (previous year: € 4.6 million). During the  $3^{rd}$  quarter 2013 write-offs on capitalized development activities amounted to € 0.5 million (previous year: € 1.6 million).

#### Financial income and financing expenses

The interest income/expenses are composed as follows:

	Sept. 30, 2013	Sept. 30, 2012
	EUR m	EUR m
Interest income from long-term customer claims	0.9	0.5
Interest income from time deposits/ sight deposits	0.3	0.5
Other interest income	0.5	0.0
Financing expenses from issuance of bond	-3.8	-2.7
Other financing expenses	-0.4	-0.7
	-2.5	-2.4

#### Financial instruments

Attributable time value

Cash and cash equivalents as well as accounts payable regularly have a short term to maturity. The balance sheet values are approximately the attributable time values. The same holds true for short-term accounts receivables and other assets. The attributable time values of long-term accounts receivable corresponds to the present values corresponding to the payments of the assets subject to the

Attributable

relevant interest rate parameters. As a valuation price for the foreign exchange forwards concluded, for cash rates the ECB reference prices and for forward rates the relevant forward rate prices of the relevant commercial banks are used. The attributable time value of the exchange-listed bonds corresponds to the exchange price at the balance sheet date plus the book value of the accrued interest liabilities as of the balance sheet date. The attributable

time values of liabilities owed to banks correspond to the repayment amount of the bank loan at the balance sheet date. The maximum credit risk is reflected by the book values of the financial assets and liabilities.

The following table displays the book values and the corresponding time values of all financial instruments included in the consolidated financial statement by class.

		Book value		time value	
	Valuation	Sept. 30, 2013	Dec. 31, 2012	Sept. 30, 2013	Dec. 31, 2012
	category	EUR m	EUR m	EUR m	EUR m
Financial assets					
Cash and cash equivalents	L&R	47.0	55.9	47.0	55.9
Borrowings	L&R	5.8	3.7	5.8	3.7
Other assets	L&R	10.1	17.6	10.1	17.6
Derivatives Hedging derivatives	FAHfT	0.1	0.1	0.1	0.1
Accounts receivable	L&R	40.4	26.5	40.4	26.5
Receivables from production orders	L&R	2.2	3.4	2.2	3.4
Financial liabilities					
Corporate bond	FLAC	58.7	61.9	51.8	47.8
Loans with variable interest rate	FLAC	2.3	4.2	2.3	4.2
Derivatives Hedging derivatives Other derivatives	HD FLHfT	0.0 0.0	0.0	0.0 0.0	0.0
Accounts payable	FLAC	5.6	7.8	5.6	7.8
Off-balance sheet instruments					
Loan commitments to customers		0.0	1.5	0.0	1.5
Total		105.5	107.1	105.5	107.1
Total	FAHfT	0.1	0.1	0.1	0.1
Total	FLAC	66.6	73.9	59.7	59.8
Total	FLHfT	0.0	0.0	0.0	0.0
Total	HD	0.0	0.0	0.0	0.0

#### Annotations to the abbreviations:

L&R: Loans and Receivables
FAHfT: Financial Assets Held for Trading

FLAC: Financial Liabilities Measured at Amortised Cost FLHfT: Financial Liabilities Held for Trading

HD Hedging derivatives

Financial liabilities accounted for at net book value resulted in a net loss of € 3.9 million (previous year: € 2.9 million). For the guarter under review the net loss amounted to € 1.3 million (previous year: € 1.3 million). The net losses are exclusively attributable to interest payments.

#### Hierarchy of attributable time values

The Group applies the following hierarchy for the calculation and reporting of the corresponding time values of financial instruments as per valuation method:

Level 1: listed (unadjusted) prices on active markets for similar assets or liabilities.

Level 2: methods, in which all input parameters which have a material impact on the calculated attributable time value, can be observed directly or indirectly,

Level 3: methods, which use input parameters, which have a material impact on the calculated attributable time value and which are not based on observable market data.

Assets, which are valued at the attributable time value:

	As of Sept. 30, 2013	Level 1	Level 2	Level 3
Attributable time value of financial assets that are earnings relevant	EUR m	EUR m	EUR m	EUR m
Foreign exchange contracts	0.1		0.1	-
	As of December 31, 2012	Level 1	Level 2	Level 3
Attributable time value of financial assets that are earnings relevant	EUR m	EUR m	EUR m	EUR m
Foreign exchange contracts	0.1	-	0.1	_

Liabilities, which are valued at the attributable time value:

	As of Sept. 30, 2013	Level 1	Level 2	Level 3
Attributable time value of financial liabilities that are earnings relevant	EUR m	EUR m	EUR m	EUR m
Foreign exchange contracts – hedging	0.0		0.0	-
	As of December 31, 2012	Level 1	Level 2	Level 3
Attributable time value of financial liabilities that are earnings relevant	EUR m	EUR m	EUR m	EUR m
Foreign exchange contracts – hedging	0.0	-	0.0	_

Cast 20 2012

#### Earnings per share

For the calculation of the undiluted earnings per share the earnings attributable to the bearers of the common shares of the parent company are divided by the weighted average number of shares in circulation during the period under review. For the calculation of the diluted earnings per share the earnings attributable to the bearers of the common shares of the parent company are divided by the weighted average number of common shares in circulation during the period under review in addition to the weighted average number of shares resulting from the conversion of all potential common shares with dilution effect into common shares. Dilution effects were neither recorded in the period under review nor in the same period one year ago. In the period from the balance sheet date until the drawing up of the consolidated financial statements there were no additional transactions of common shares or potential common shares

#### **Events after the Balance Sheet Date**

There were no events with material impact after the completion of the quarter under review.

#### **Shareholdings of Board members**

As of the balance sheet date, the members of the Executive and Supervisory Boards of the SINGULUS TECHNOLOGIES AG held the following number of shares, convertible bonds and stock options:

The following members of the Supervisory Board are shareholders of the company:

	Sept. 30, 2013
	shares
DrIng. Wolfhard Leichnitz	39,344

Furthermore, at the end of the quarter under review members of the Executive Board had themselves purchased the following number of shares of the SINGULUS TECHNOLOGIES AG:

	shares
DrIng. Stefan Rinck	9,619
Markus Ehret	7,000
	16,619

#### **Affirmation of the Legal Representatives**

"We assert to our best knowledge and belief that pursuant to the applicable accounting principles for the interim financial reporting the consolidated financial statements reflect the true situation of the asset, financial and earnings situation of the Group. The consolidated interim status report depicts the course of business including the financial results and the situation of the Group in a way reflecting the true situation and describing the material opportunities and risks of the foreseeable developments of the Group during the remainder of the business year."

Kahl am Main, November 2013

SINGULUS TECHNOLOGIES

The Executive Board

### At a glance -

### Consolidated Key Figures 3rd Quarter 2011-2013

		2011	2012	2013
Revenue (gross)	in million €	57.2	39.9	43.9
Order intake	in million €	22.0	23.6	33.8
EBIT	in million €	6.5	-41.8	7.9
EBITDA	in million €	9.3	-23.5	9.4
Earnings before taxes	in million €	6.5	-42.7	7.1
Profit/loss for the period	in million €	6.4	-41.5	6.4
Research & development expenditures	in million €	1.5	2.4	2.0

# Corporate Calendar

2013/14

November	November 12	Q3/2013 Report
March	March 31	Annual Press Conference, Analyst Conference
Мау	May 15 May 28	Q1/2014 Report Annual Shareholders Meeting
August	August 14	Q2/2014 Report

### Consolidated Key Figures 9 Months 2011-2013

		2011	2012	2013
Revenue (gross)	in million €	121.8	83.5	93.1
Order intake	in million €	137.0	110.6	82.6
Order backlog (09/30)	in million €	50.8	53.9	29.6
EBIT	in million €	6.3	-54.2	1.4
EBITDA	in million €	14.7	-29.9	5.8
Earnings before taxes	in million €	4.9	-56.6	-1.1
Profit/loss for the period	in million €	3.7	-53.8	-2.2
Operating cash flow	in million €	-0.2	-1.5	-4.5
Shareholders' equity	in million €	134.5	85.2	72.0
Balance sheet total	in million €	194.0	215.0	187.2
Research & development expenditures	in million €	5.2	6.2	5.7
Employees (09/30)		465	420	356
Weighted number of shares, basic	€	43,910,333	48,930,314	48,930,314
Earnings per share, basic	€	0.09	-1.10	-0.04

# Future-oriented statements and forecasts

This report contains future-oriented statements based on the current expectations, assessments and forecasts of the Executive Board as well as on the currently available information to them. Known as well as unknown risks, uncertainties and impacts could cause the actual results, the financial situation or the development to differ from the statements made in this report. We assume no obligation to update the future-oriented statements made in this report.

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