

## PRESS RELEASE

Zwolle, 10 January 2012

### RoodMicrotec: realises marginal sales growth

#### Preliminary sales figures 2011

RoodMicrotec N.V.'s provisional annual sales for 2011 increased by 1% to EUR 15.716 million (2010: EUR 15.563 million). The sales increase was in line with the sales increase in the global semiconductor industry, which was approx. 0.8 % (source: SIA Nov. 2011).

In the second half of 2011 we realised sales of EUR 7.083 million, an increase of 14% compared to sales in the second half of 2010 (EUR 8.235 million).

#### Business units

##### Preliminary semi-annual sales result

(x EUR 1,000)	<b>HY2 2011</b>	<b>HY2 2010</b>	<b>Approx. change</b>
Test	3,339	4,338	-23.0%
Supply Chain Management	1,414	1,269	+11.4%
Failure & Technology Analysis	0,784	1,089	-28.0%
Test Engineering	0,376	0,413	-9.0%
Qualification & Reliability	1,170	1,125	+4.0%
<b>Total</b>	<b>7,083</b>	<b>8,235</b>	<b>-14.0%</b>

##### Preliminary sales result compared to 2010:

(x EUR 1,000)	<b>2011</b>	<b>2010</b>	<b>Approx. change</b>
Test	7,264	7,657	-5.1%
Supply Chain Management	3,556	3,060	16.2%
Failure & Technology Analysis	1,667	1,842	-9.5%
Test Engineering	0,887	0,762	16.3%
Qualification & Reliability	2,343	2,241	4.5%
<b>Total</b>	<b>15,717</b>	<b>15,563</b>	<b>1.0%</b>

In 2011 the market was volatile and unpredictable, strongly influenced as it was by economic developments. This caused uncertainty and restraint among our customers. In the beginning of the year, demand in particular for volume Test and Related Services was very high. After the summer it dropped sharply, picking up again at the end of the year. Sales were also impacted by replacement of old products by new ones that as yet have realised lower sales. Consolidating production in one location had a temporary negative impact, but it has significantly increased capacity, which proved important at the end of the year. Supply Chain Management developed very positively in 2011, while sales in Failure & Technology Analysis lagged, chiefly due to a shortage of engineers. This has now been largely

solved. In order to meet expected future demand, we will continue to hire engineers. Test Engineering grew in 2011 compared to 2010, but also struggled with a shortage of engineers. In this sector, too, we will continue to hire engineers. Qualification & Reliability is showing ongoing growth, partly due to a restructuring.

*'We cannot deny that we expected more for the second half of the year. The constant increase in applications proves that the market considers us an excellent partner. Partly due to various restructurings they are able to serve the market optimally. There is a significant shortage of engineers in our market, but we are well under way towards solving this issue completely,'*  
RoodMicrotec CEO Philip Nijenhuis said.

## Outlook

For 2012 limited growth (2.6%) is forecast for the global market, well under the 6% multi-year average. The macro-economic forecasts for our part of the world are not positive. This will not pass us by. RoodMicrotec has the objective to grow faster than the global market, and we have continued to do that.

Applications for our services continue to increase. This strengthens our belief that we will achieve our objective of growing faster than the global market in 2012. Even so, the macro-economic developments force us to be cautious, so we will not make concrete predictions for 2012 as yet.

## Financial agenda 2012

23 February 2012	Publication annual figures 2011
23 February 2012	Conference call for press and analysts
9 March 2012	Publication annual report 2011
26 April 2012	Annual general meeting of shareholders
15 May 2012	Publication trading update
10 July 2012	Publication sales figures first half 2012
31 August 2012	Publication interim report 2012
31 August 2012	Conference call for press and analysts
15 November 2012	Publication trading update
10 January 2013	Publication sales figures full year 2012
21 February 2013	Publication annual figures 2012
21 February 2013	Conference call for press and analysts
8 March 2013	Publication annual report 2012
25 April 2013	Annual general meeting of shareholders
14 May 2013	Publication trading update
9 July 2013	Publication trade figures
31 August 2013	Publication interim report 2013
31 August 2013	Conference call for press and analysts
14 November 2013	Publication trading update

## Audit

The financial data has not been audited.

## Forward-looking statements

This press release contains a number of forward-looking statements. These statements are based on current expectations, estimates and prognoses of the board of management and on the information currently available to the company. The statements are subject to certain risks

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and uncertainties which are hard to evaluate, such as the general economic conditions, interest rates, exchange rates and amendments to statutory laws and regulations. The board of management of RoodMicrotec cannot guarantee that its expectations will materialise. Furthermore, RoodMicrotec does not accept any obligation to update the statements made in this press release.

#### **About RoodMicrotec**

With 40 years' experience as an independent value-added service provider in the area of micro and optoelectronics, RoodMicrotec offers Fabless Companies, OEMs and other companies a one-stop shopping proposition. With our *powerful solutions* RoodMicrotec has built up a strong position in Europe.

Our services comply with the industrial and quality requirements of the high reliability/space, automotive, telecommunications, medical, IT and electronics sectors.

*Certified by RoodMicrotec* concerns inter alia certification of products to the stringent ISO/TS 16949 standard that applies to suppliers to the automotive industry. The company also has an accredited laboratory for test activities and calibration to the ISO/IEC 17025 standard.

Its value-added services include failure & technology analysis, qualification & burn-in, test & product engineering, production test (including device programming and end-of-line service), ESD/ESDFOS assessment & training, quality & reliability consulting, supply chain management and total manufacturing solutions with partners.

RoodMicrotec has branches in Germany (Dresden, Nördlingen, Stuttgart) and the Netherlands (Zwolle).

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