



Soitec reports total consolidated sales of 59.9 million Euros for Q3 2012-2013

- Q3 Consolidated sales down by 25.7% year on year – in line with H1 trends
- Mobility driven markets continue to offset part of the PC segment weakness
- Full year consolidated sales anticipated close to 270 Million Euros

Bernin, France, 22nd January 2013 – Soitec (Euronext Paris), a world leader in generating and manufacturing revolutionary semiconductor materials for energy and electronics, today announced total consolidated sales of 59.9 million Euros for the third quarter down by 25.7% on a yearly basis.

Consolidated sales

Consolidated Sales <i>Euros millions</i>	2012-2013	2011-2012	Change
1st quarter	60.3	82.8	-27.2%
2 nd quarter	69.9	79.8	-12.4%
3 rd quarter	59.9	80.6	-25.7%
Total 9 months	190.1	243.2	-21.8%
Made up of:			
Electronic business segment	185.8	236.4	-21.4%
Solar Energy business segment	4.3	6.8	not significant
Lighting business segment	-	-	-

Electronic Business Segment

Electronic Sales <i>Euros millions</i>	2012-2013	2011-2012	Change
1st quarter	60.3	82.8	-27.2%
2 nd quarter	65.7	79.8	-17.6%
3 rd quarter	59.8	73.9	-19.1%
Total 9 months	185.8	236.4	-21.4%

Third quarter

Third quarter Electronic segment reported a 19.1% revenue decrease on a yearly basis with sales of 59.8 million Euros. Trends reported for H1 sales remain unchanged. Markets dedicated to mobility and smart phones continued to deliver growth leading to improved revenue diversification with lower dependences on individual customers. Major customers across the high performance markets remain focused on reducing their inventories in line with the weakness of the PC market. This segment now represents almost 50% of consolidated sales, due to the growth of new products dedicated to mobile markets and weakness of the demand in this specific market.

Layer Transfer Solutions sales, mainly dedicated to smartphones markets, were up by 75.2% at 11.5 million Euros on a yearly basis. While small diameters sales, dedicated to RF applications, increased by 59.1% year on year, 300 mm wafer sales, dedicated to related high performance and PC markets were down by 44.1%. Total wafer sales for the third quarter were down by 31.8% at 44.3 million Euros, (35.5% at constant exchange rates). Specialty Electronics sales were up by 62.1% at 2.4 million Euros compared to the third quarter of last year. Licensing revenues were 0.3 million Euros and Equipment sales (i.e. Altatech) were 1.3 million Euros in the quarter.

9 months

Electronic segment reported consolidated revenues down by 21.3% at 185.8 million Euros. Compared to the nine months of last year, total wafer sales were down by 34.6% at 139.5 million Euros (39.4% at constant exchange rate). 300 mm wafer sales which represented 72% of total wafer sales over the 9 months period, decreased by 43.2% compared to the same period last year. All other SOI wafer sales were up by 6.3% and at the same time Layer Transfer Solutions sales were multiplied by 2.4 up to 33.3 million Euros.

Specialty Electronics were up by 32.0% at 7.9 million Euros for the first nine months of the year compared to the same period of last year. Licensing revenues were 1.7 million Euros over the period and Equipment sales totalled 3.5 million Euros.

Solar Energy Business Segment

The Solar Energy division reported no significant sales in the third quarter.

Outlook

Electronic sales for the fourth quarter of the 2012-2013 financial year are expected to be flat for segments linked to the current PCs market, but will continue to benefit from growth for those related to RF, mobility and smart phones.

In the fourth quarter, solar revenue growth remains closely linked to finalizing project financing in for our project in South Africa, as well as the completion of Italian projects.

Full year consolidated sales are expected close to 270 million Euros.

Recent development

On January 7th, ST- Ericsson announced opening the way for a new era of smartphones and announced the world fastest, coolest integrated LTE modem and application processor platform based on FDSOI.[http://www.stericsson.com/press_releases/L8580_eQuad.jsp]

In connection with the financing of its Touwsrivier solar project in South Africa, Soitec recently received a provisional rating from Moody's with the supportive outcome of (P)Baa2.za
Soitec also celebrated opening ceremony of its industrial plant in San Diego in which 140 MWp annual capacity have been immediately qualified.

Agenda

Q4 sales for the financial year 2012-2013 will be published on 15 April 2013 after the closing of the Paris Stock Exchange.

About Soitec:

Soitec is an international manufacturing company, a world leader in generating and manufacturing revolutionary semiconductor materials at the frontier of the most exciting energy and electronic challenges. Soitec's products include substrates for microelectronics (most notably SOI : Silicon-on-Insulator) and concentrating photovoltaic systems (CPV). The company's core technologies are Smart Cut™, Smart Stacking™ and Concentrix™, as well as expertise in epitaxy. Applications include consumer and mobile electronics, microelectronics-driven IT, telecommunications, automotive electronics, lighting products and solar power plants for large-scale utilities. Soitec has manufacturing plants and R&D centers in France, Singapore, Germany, and the United States.

For more information, visit: www.soitec.com.

For all information, please contact:

Investor Relations Contact

Olivier Brice
+33 (0)4 76 92 93 80
olivier.brice@soitec.com

International Media Contact

Camille Darnaud-Dufour
+33 (0)6 79 49 51 43
camille.darnaud-dufour@soitec.com

French Media Contact

Marie-Caroline Saro
H&B Communication
+33 (0)1 58 18 32 44
mc.saro@hbcommunication.fr