

# ROFIN-SINAR Technologies Inc.

## Investor Presentation

Nasdaq RSTI | US 7750431022

FY 2009/9 M



## **„Safe Harbor“ Statement Under the Private Security Litigation Reform Act**

During the course of this presentation, we will make projections or other forward-looking statements regarding future events or the future financial performance of the Company. We wish to caution you that such statements reflect only our current expectations, and that actual events or results may differ materially.

We refer you to the risk factors and cautionary language contained in the documents that the Company files from time to time with the Securities and Exchange Commission, including the Company's Annual Report on Form 10-K for our last fiscal year ended September 30, 2008. Such documents contain and identify important factors that could cause our actual results to differ materially from those contained in our projections or forward-looking statements.

We undertake no obligation to update such projections or such forward-looking statements in the future.

# Company Overview

Company

**rofin** is a global leader in the design, manufacture and marketing of industrial lasers and laser-based products used in material processing applications

- Headquartered in Plymouth, MI (USA) and Hamburg (Germany)
- Sales: FY 2008: \$575.3 million (FY 2007: \$479.7 million)  
FY 2009/9M: \$259.1 million (FY 2008/9M: \$421.0 million)
- Worldwide > 1,750 employees
- Over 3,000 customers worldwide
- Installed base of over 31,000 laser units
- More than 4,000 laser units shipped in FY 2008
- Revenues with service & spare parts > 25% of revenues

# Worldwide Production, Sales and Service Network

Company



## Technologies

## Primary Markets

- Gas lasers:

CO<sub>2</sub> lasers

- Solid-state lasers:

Lamp and diode-pumped lasers  
Fiber lasers

- Semiconductor lasers:

Diode lasers

- Machine tool

- Automotive & Sub-Suppliers

- Semiconductor

- Consumer electronics

- Photovoltaic

- Medical device manufacturer

- Jewelry

- Flexible packaging

- Others

# Focused Sales - Laser Sources + Systems

Company

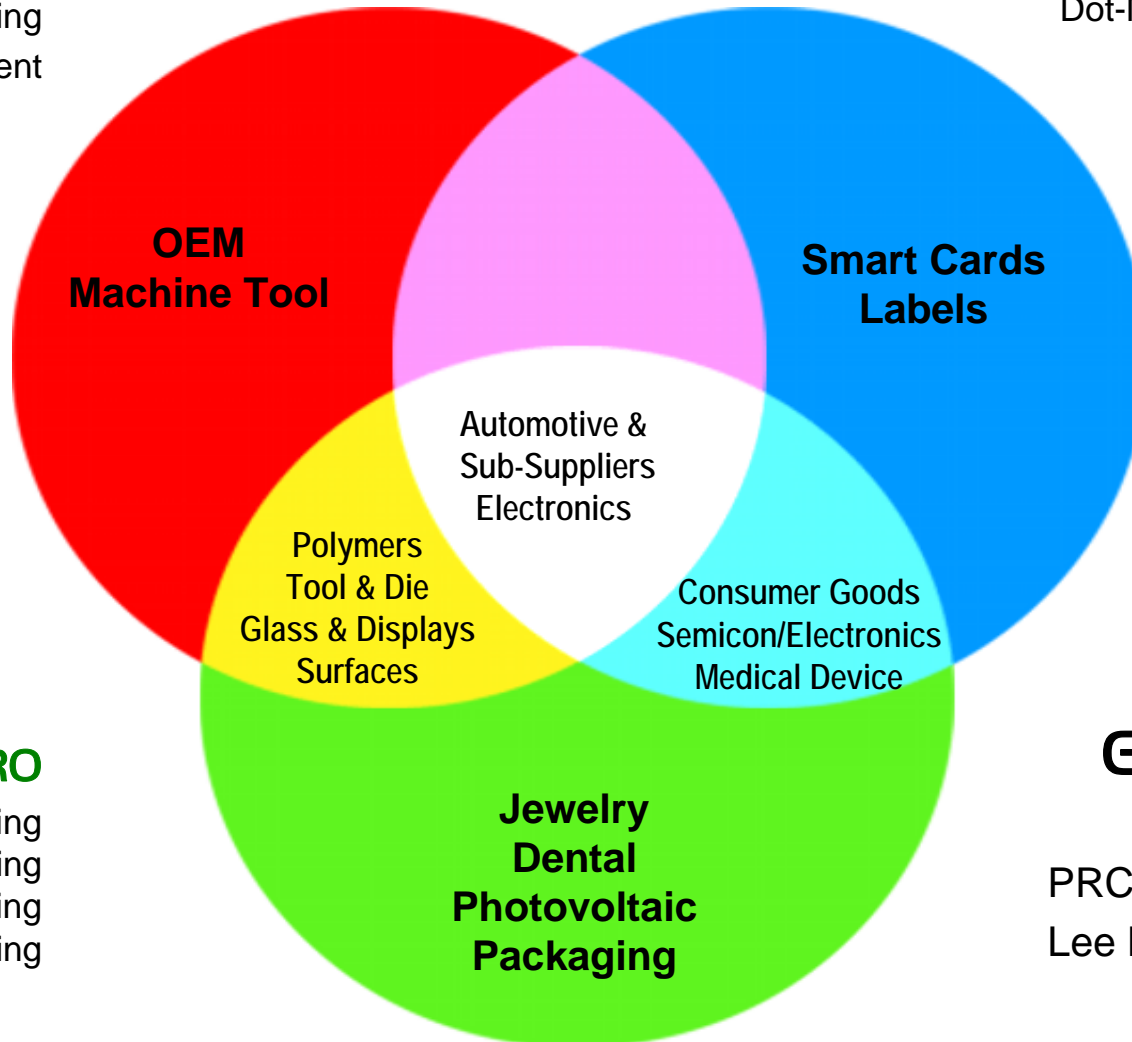
## ROFIN BRAND

### MACRO

Cutting  
Welding  
Surface Treatment

### MARKING

Vector-Marking  
Dot-Matrix-Marking



### MICRO

Fine Cutting  
Fine Welding  
Micro Structuring  
Perforating

## ADDITIONAL GROUP BRANDS

PRC Laser  
Lee Laser

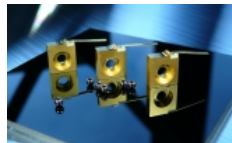
CO<sub>2</sub> laser sources  
Laser sources

# Focused Sales – Components

Company

## Additional Group Brands

### Laser diodes, diode technology



#### Primary markets

Avionics / Aerospace  
 Defense  
 Image Recording  
 Instrumentation  
 Industrial  
 Laser Industry  
 Medical

Spectroscopy  
 Laser Industry  
 Medical  
 Industrial  
 Scientific

### Fibers, fiber laser technology

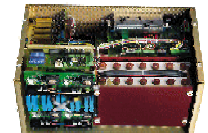


#### Primary markets

Avionics / Aerospace  
 Defense  
 Industrial  
 Laser Industry  
 Medical  
 Scientific

Industrial  
 Laser Industry

### Optics, beam deliveries, power supplies



#### Primary markets

Laser Industry  
 Mainly high-power  
 laser manufacturers

Laser Industry  
 Mainly CO<sub>2</sub>  
 laser  
 manufacturers

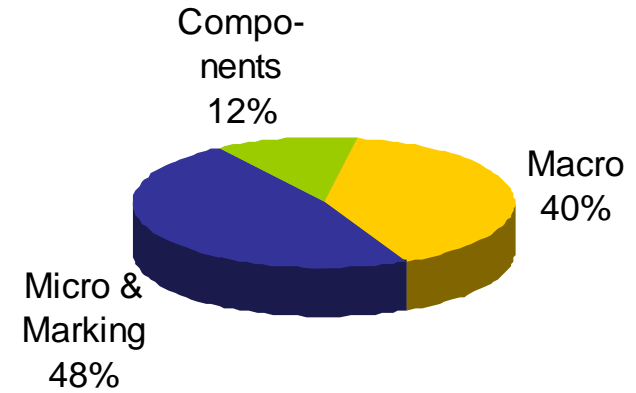
# Revenue Split - Applications

Financials

MACRO



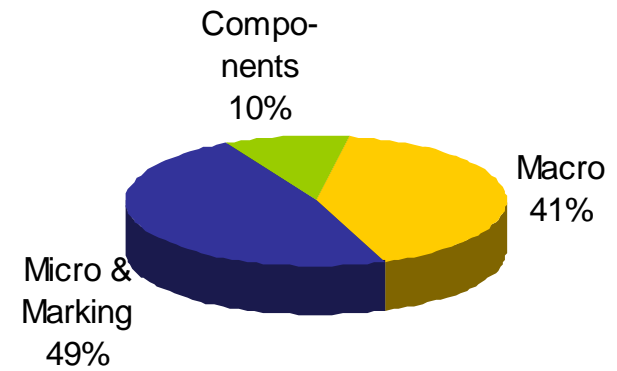
**Total Revenue FY 2009/9M: 259.1 US\$ million**



MICRO & MARKING



**Total Revenue FY 2008: US\$ 575.3 million**



# Revenue Split - Industries

Financials

MACHINE TOOL



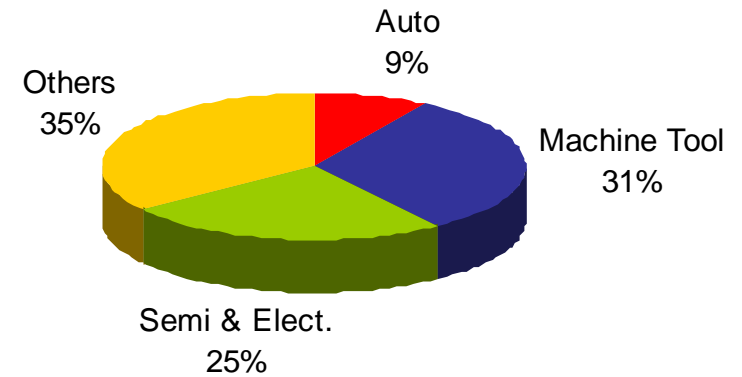
SEMICON ELECTRONICS



**Total Revenue FY 2009/9M: US\$ 259.1 million**

Laser relevant sales: US\$ 150.7 million

Thereof:



AUTOMOTIVE



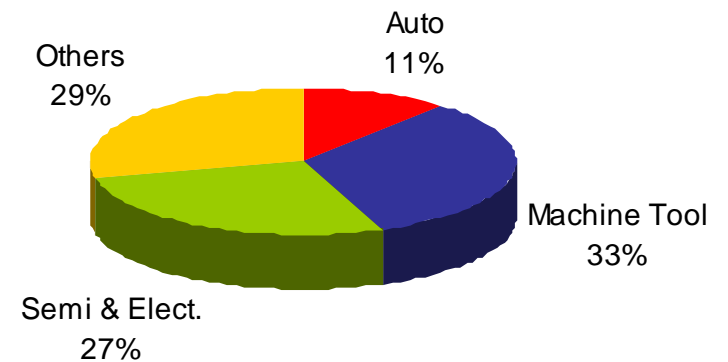
OTHERS



**Total Revenue FY 2008: US\$ 575.3 million**

Laser relevant sales: US\$ 371.4 million

Thereof:



# Revenue Split - Regions

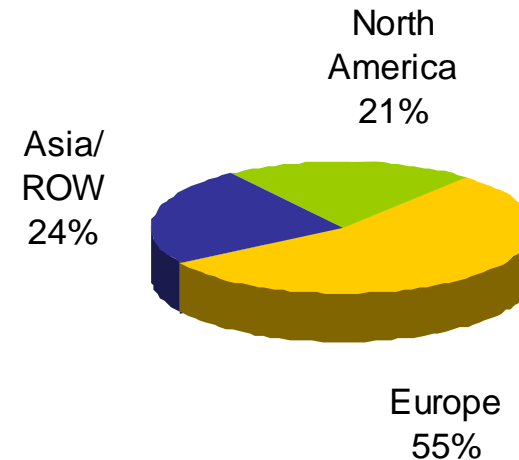
Financials

## Global Presence – Global Success

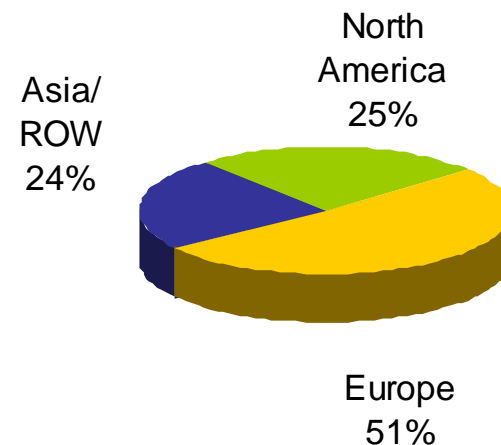
- 20 production facilities in North America, Europe and Asia
- Customer service support in 50 countries
- Approximately 140 sales engineers and 347 customer service personnel
- Regional and industry specialized sales engineers

## Geographic Sales Split

Total Revenue FY 2009/9M: US\$ 259.1 million



Total Revenue FY 2008: US\$ 575.3 million

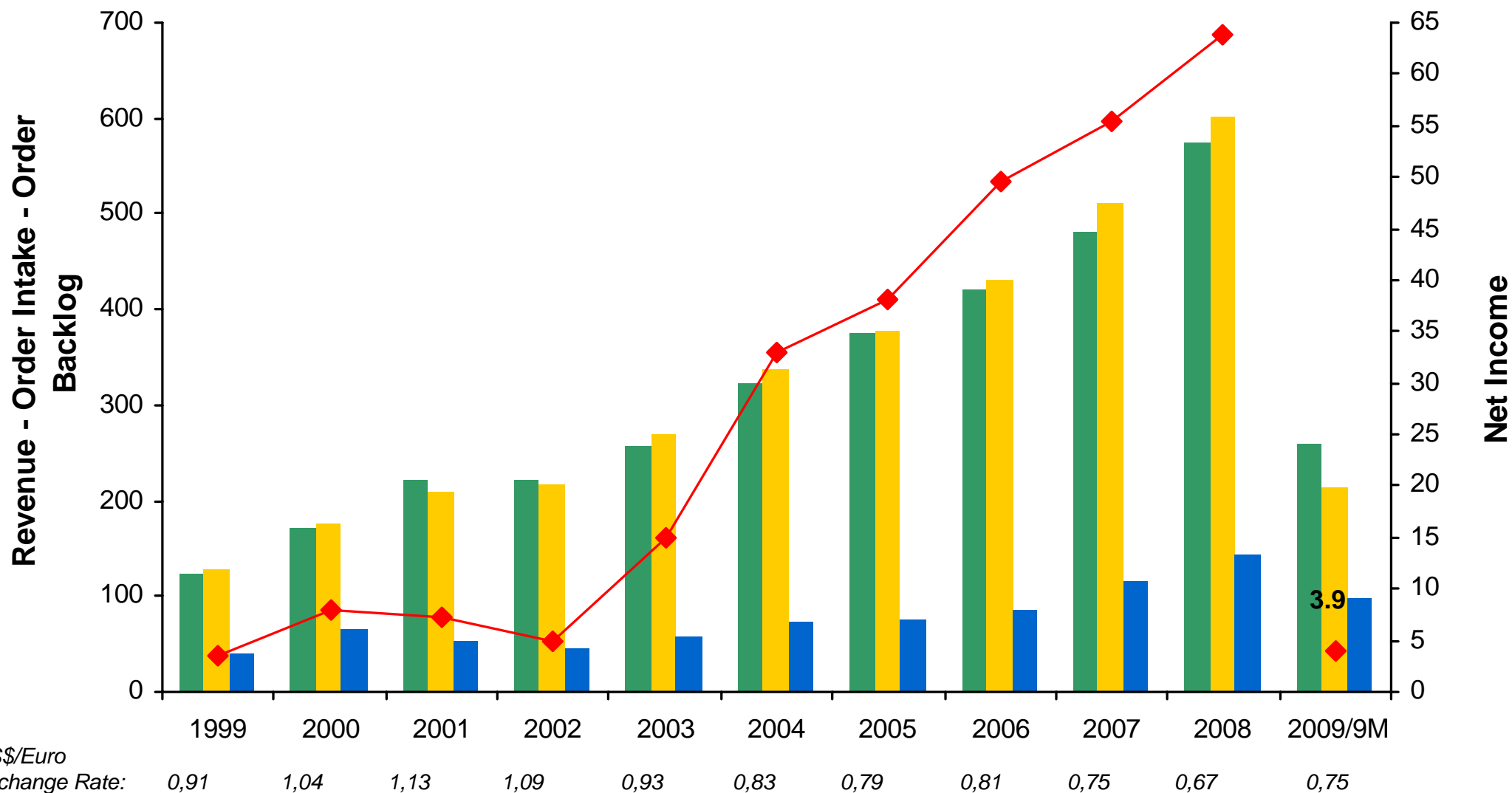


# Key Financials – Historical Overview

Financials

(Mio. US\$)

■ Revenue      ■ Order Intake  
■ Order Backlog      ◆ Net Income



# „Lasers Light up Production“

Technology

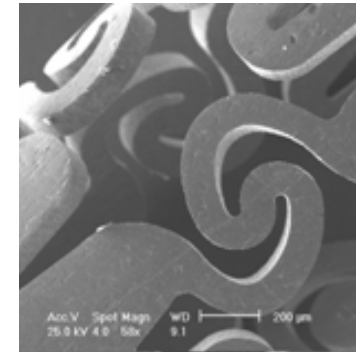
## Automation



Contact free, easy to automate and integrate

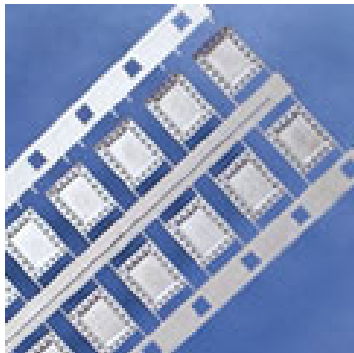
**Laser usage  
saves money!**

## Precision



Smallest parts, minimal heat input, best reproducibility

## Productivity



High production rates in fully automated production

## Innovation



Innovations allow new production processes

## Flexibility



Flexible in geometry, process and batch size

- **Focus on new markets and applications**
- **Develop new laser products through technological innovation**
- **Capitalize on our global presence to attract new customers**
- **Offer customized solutions based on standard platforms**
- **Acquire complementary business operations or products**
- **Further expansion in the Asian market**

## ROFIN's Common Stock

Nasdaq:	since 1996 "RSTI"
Frankfurt Stock Exchange:	since July 2001 ISIN: US7750431022
Indices:	 Russell 2000,  TecDax
Shares O/S (diluted, after split):	~ 28.9 million (9M/FY2009)
Freefloat:	~ 100%
Share distribution:	~ 90% USA, ~ 10% Europe
Fiscal year ends Sept. 30	

### Earnings results 4<sup>th</sup> quarter fiscal year 2009:

**November 5, 2009**

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22113 Hamburg, Germany

# Product Portfolio

Appendix

## CO<sub>2</sub> Laser Sources



Sealed-Off Laser  
100 - 600 W



Diffusion-Cooled CO<sub>2</sub>-Laser  
1,000 – 8,000 W



Fast-Axial-Flow CO<sub>2</sub>-Laser  
1,000 – 8,000 W



StarShape CO<sub>2</sub>



StarMark CO<sub>2</sub>

## Diode Lasers



High-Power Diode Laser  
700 - 3,600 W



Low-Power Diode Laser  
120 - 400 W

## CO<sub>2</sub> Laser Systems



Remote Welding System



Profile Welding System



Laser Perforation System



CO<sub>2</sub> Laser Marking System



Multiscan Marker

## Diode Lasers Systems



Fiber-Coupled Diode Laser System



Direct Beam Diode Laser System

## Solid-State Laser Sources



Diode-Pumped Laser  
1,000 – 4,000 W



Disc Laser  
750 – 3,000 W



Q-Switched Laser  
500 - 800 W



High-Power  
Fiber Laser  
1,000 W



StarShape  
Nd:YAG Laser



StarPulse  
Laser



StarCut Laser



Diode-Pumped  
Laser Marker



Diode-End-  
Pumped Laser



Picosecond  
Fiber Laser

## Solid-State Laser Systems



Stent Cutting System



Laser Deposit Welder



Manual  
Laser Welder



CUBE Workstation  
(Cutting, Welding,  
Marking)



Precision Laser  
Marker



Fiber Laser Marker



„Green“ Nd:YAG Laser



Desktop Marker

# Company History - Milestones

## Appendix

- 1975 Founding of Rofin-Sinar Laser
- 1987 Acquired by Siemens
- 1988 Acquisition of Spectra Physic's Industrial Laser Division in the US
- 1989 Acquisition of Laser-Optronic in Germany (laser marking systems)
- 1996 Spun off from Siemens (IPO on Nasdaq Stock Exchange)
- 1997 Acquisition of Dilas Diodenlaser, Germany
- 1998 Acquisition of Palomar Technology UK (today Rofin-Sinar UK)
- 2000 Acquisition of Carl Baasel Lasertechnik, Germany
- 2001 Acquisition of Z-Laser S.A., Spain
- 2001 Secondary listing at the Frankfurt Stock Exchange (TecDAX since 2004)
- 2002 Expansion in Asia; Founded subsidiaries in Taiwan and Korea
- 2004 Acquisition of Optoskand, Sweden
- 2004 Secondary offering of 2.86 Mio shares at \$28
- 2004 Acquisition of PRC and Lee Laser, USA
- 2005 Founded subsidiaries in China, Canada and USA (Dilas Diode Laser, Inc.)
- 2007 Acquisition of Corelase Oy, m2k-laser GmbH, ES Technology
- 2008 Acquisition of Nufern, USA (fibers and fiber laser technology)
- 2008 Foundation of ROFIN-BAASEL Swiss AG
- 2008 Formed Nanjing Eastern Technologies and Dilas Diodelaser China
- 2009 Closed acquisition of china-based NELC