

# ROFIN-SINAR Technologies Inc.

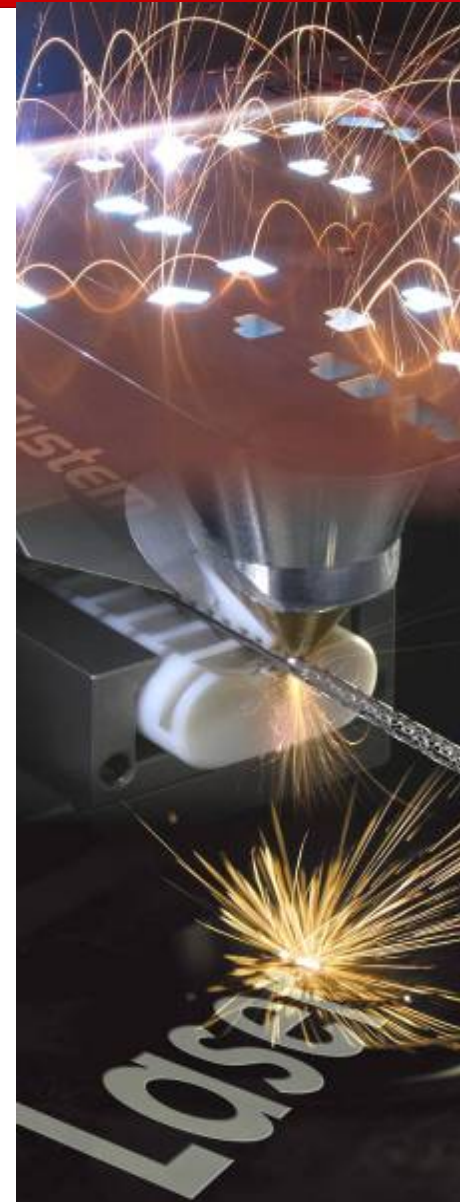
## Investor Presentation

Nasdaq RSTI

US 7750431022

WKN 902757

Fiscal Year 2011



## **„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 the fiscal year ended September 30, 2011. 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.

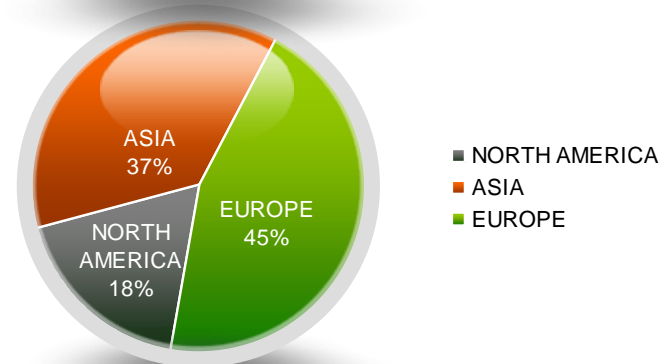
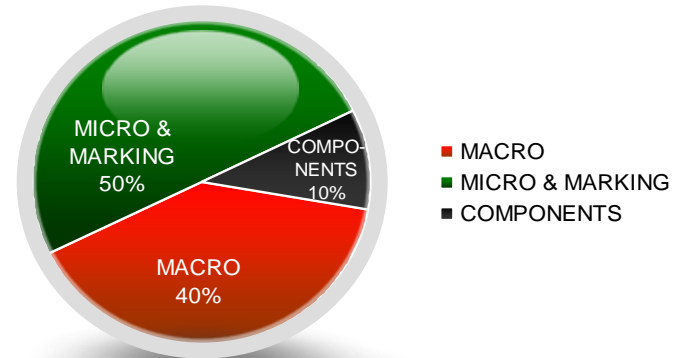
**rofin** is a global leader in the design, manufacture and marketing of *industrial* lasers and laser-based products used in material processing applications

## Overview

- ➔ Headquartered in Plymouth, MI, and Hamburg (Germany)
- ➔ Worldwide > 2,100 employees
- ➔ Over 4,000 customers worldwide
- ➔ Global sales & service network
- ➔ Installed base of over 42,000 laser units
- ➔ Revenues with service & spare parts > 25% of revenues

## Revenues

FY 2011: \$597.8 million  
 FY 2010: \$423.6 million



## Technologies

## Primary Applications



### **Gas lasers:**

CO<sub>2</sub> lasers

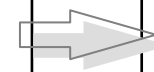


Cutting, welding, surface treatment (i.e. structuring), perforating, drilling, marking



### **Solid-state lasers:**

Lamp and diode-pumped lasers  
Fiber lasers

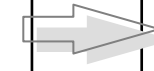


Cutting, welding, surface treatment (i.e. ablation, structuring, cleansing), drilling, marking



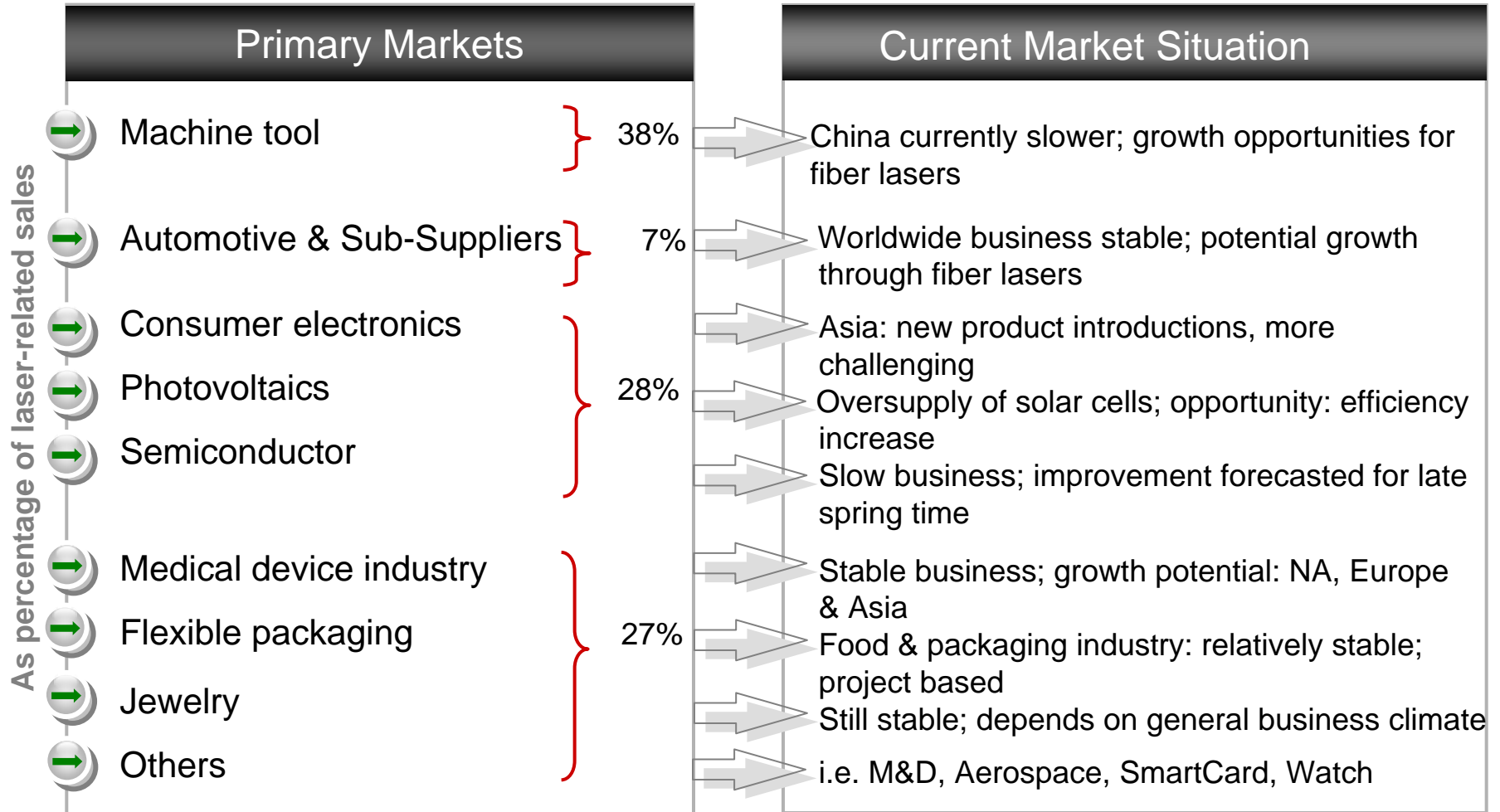
### **Semiconductor lasers:**

Diode lasers



Heat conduction welding, brazing, hardening, soldering

**Total Net Sales: FY 2011: \$597.8 million** (thereof laser-related: \$382.5 million)  
 FY 2010: \$423.6 million (thereof laser-related: \$252.2 million)



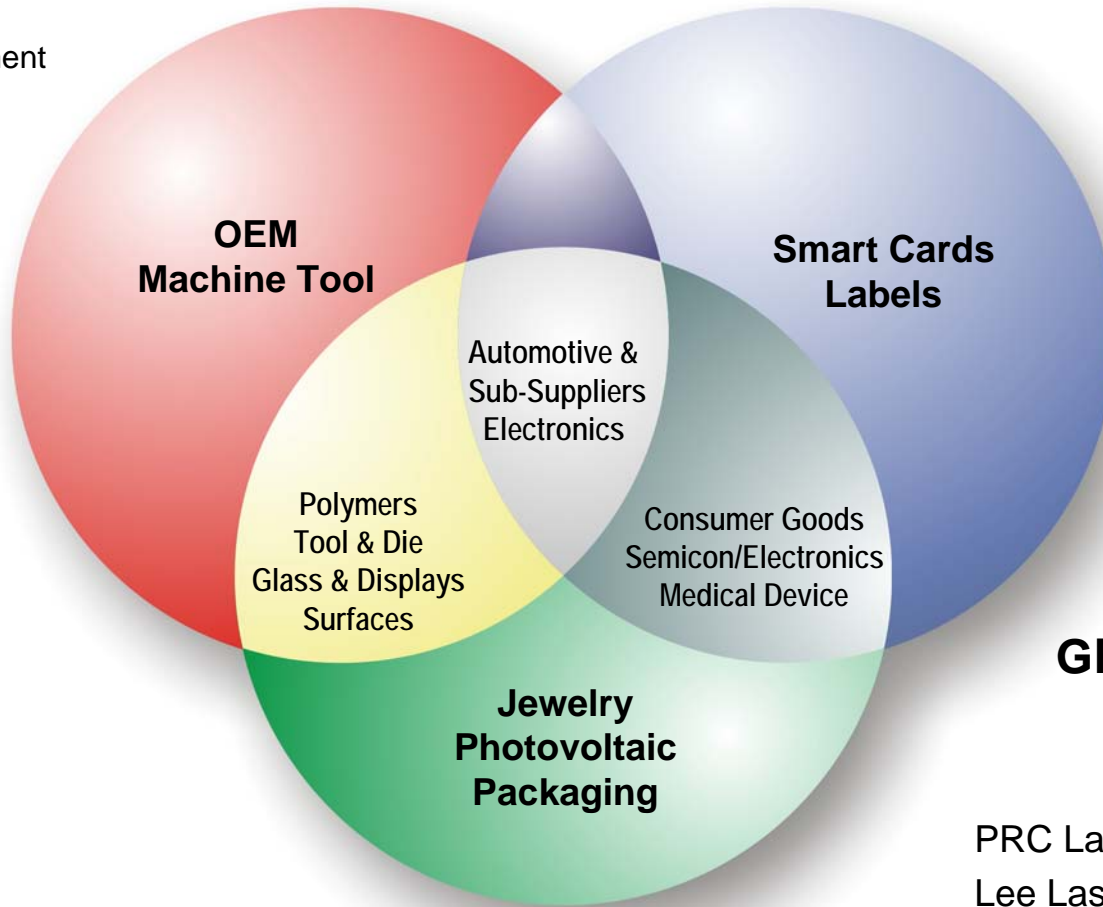
## ROFIN BRAND

### MACRO

Cutting  
Welding  
Surface Treatment

### MARKING

Vector-Marking



### ADDITIONAL GROUP BRANDS - LASERS -

PRC Laser  
Lee Laser  
NELC

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

### MICRO

Fine Cutting  
Fine Welding  
Micro Structuring  
Perforating

## ADDITIONAL GROUP BRANDS - COMPONENTS -

**DILAS**  
The diode laser company.

**m2k Laser**  
High-Brightness Diode-Lasers

**Laser diodes, diode technology**

**Primary markets**

<ul style="list-style-type: none"> <li>Avionics / Aerospace</li> <li>Defense</li> <li>Image Recording</li> <li>Instrumentation</li> <li>Industrial</li> <li>Laser Industry</li> <li>Medical</li> </ul>	<ul style="list-style-type: none"> <li>Spectroscopy</li> <li>Laser Industry</li> <li>Medical</li> <li>Industrial</li> <li>Scientific</li> </ul>
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**NUFERN**

**CORELASE**  
Industrial Solutions  
for Material Processing

**Fibers, fiber laser technology**

**Primary markets**

<ul style="list-style-type: none"> <li>Avionics / Aerospace</li> <li>Defense</li> <li>Industrial</li> <li>Laser Industry</li> <li>Medical</li> <li>Scientific</li> </ul>	<ul style="list-style-type: none"> <li>Industrial</li> <li>Laser Industry</li> </ul>
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**optoskand**  
High Power Laser Optics and Fibers

**pmb**  
Power Supplies

**Optics, beam deliveries, power supplies**

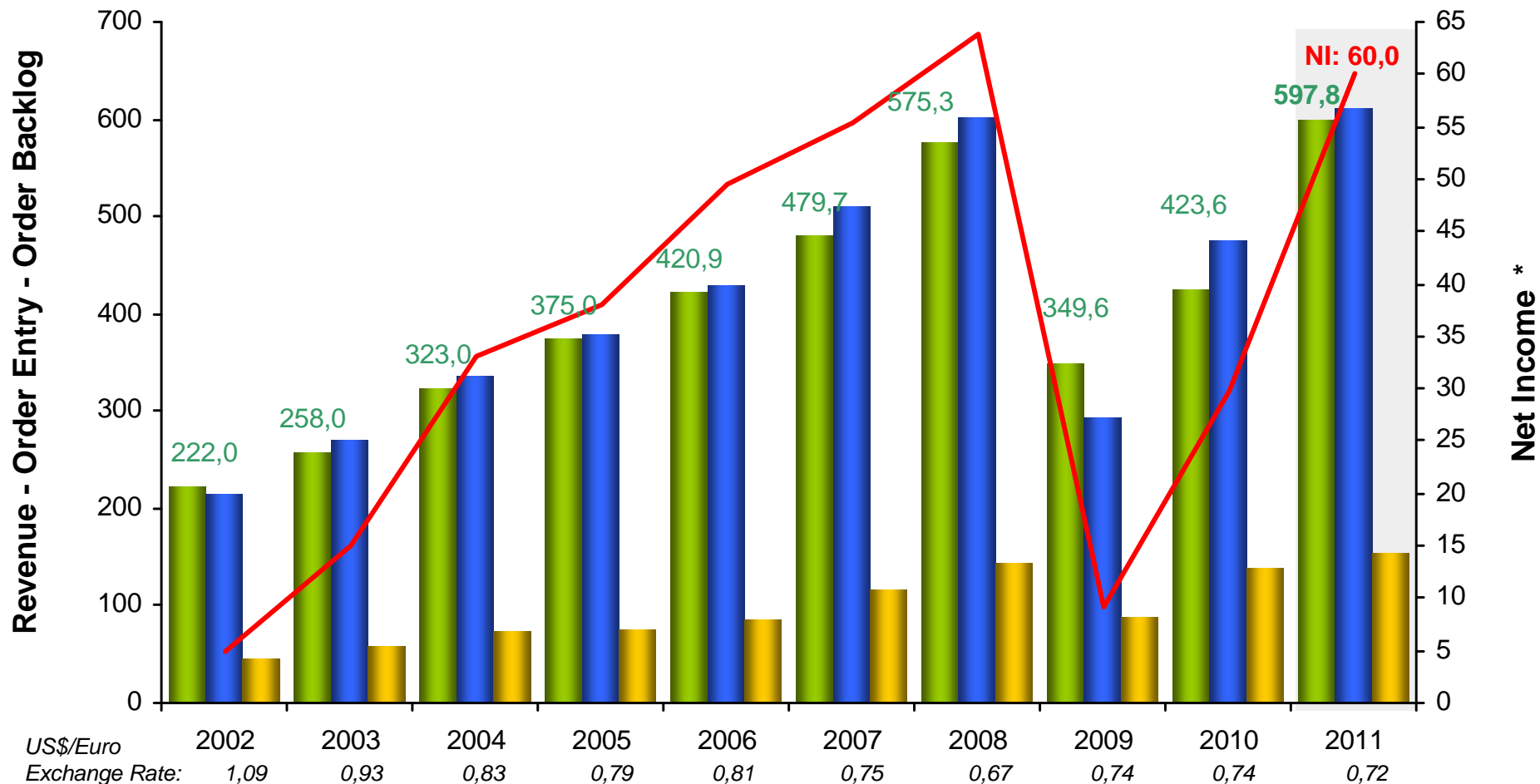
**Primary markets**

<ul style="list-style-type: none"> <li>Laser Industry</li> <li>Mainly high-power laser manufacturers</li> </ul>	<ul style="list-style-type: none"> <li>Laser Industry</li> </ul>
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# KEY FINANCIALS - HISTORICAL OVERVIEW

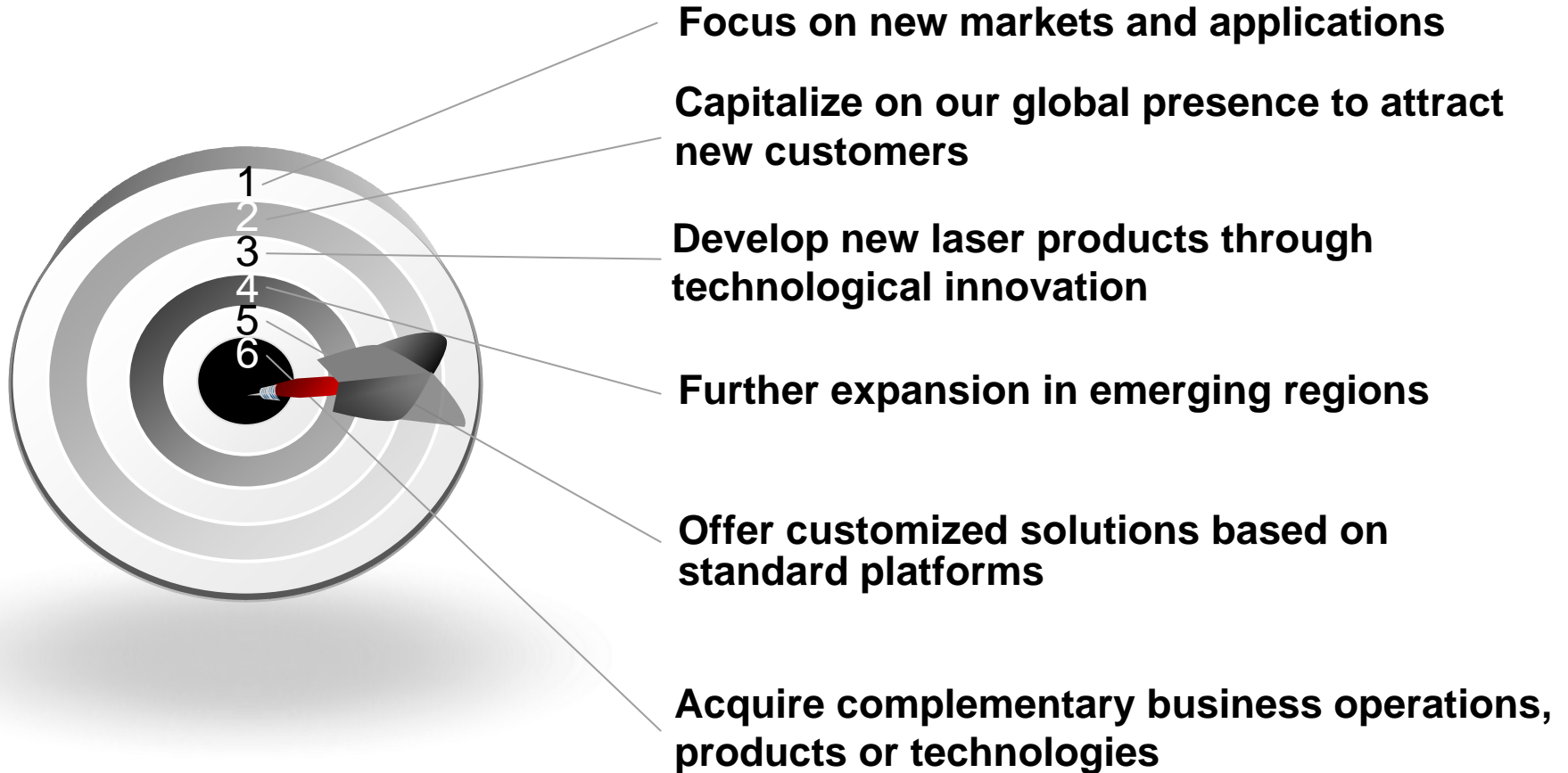
(Mio. US\$)

■ Revenue  
■ Order Entry  
■ Order Backlog  
— Net Income \*



\* Attributable to RSTI

## Key Items



## ROFIN's Common Stock

Nasdaq:	since 1996 "RSTI"
Frankfurt Stock Exchange:	since July 2001 ISIN: US7750431022
Indices:	 Russell 2000, S&P SmallCap 600
Shares O/S (diluted, after split):	~ 29.1 million (FY2011)
Freefloat:	~ 100%
Share distribution:	~ 90% USA, ~ 10% Europe/ROW

Fiscal year ends Sept. 30

### Earnings results 1<sup>st</sup> quarter FY 2012:



ROFIN-SINAR Technologies Inc.  
c/o ROFIN-SINAR Laser GmbH  
Berzeliusstrasse 87  
22113 Hamburg, Germany

### February 2, 2012

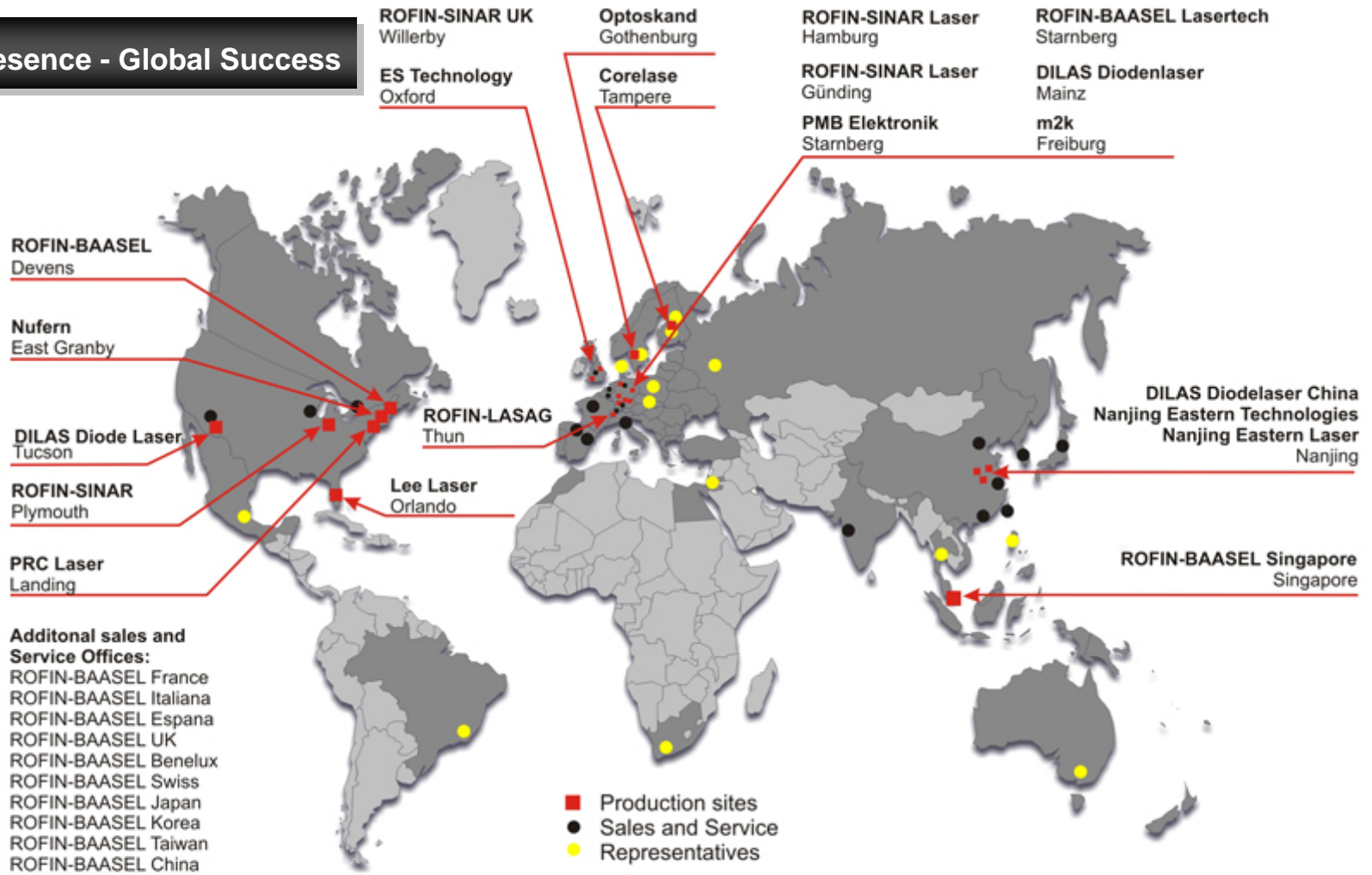
#### Investor Relations Contact:

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[www.rofin.com](http://www.rofin.com)

- 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 2004 - 2010)
- 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
- 2010** - Acquired LASAG AG (Thun/Switzerland) and its worldwide activities
- 2011** - Formed subsidiary in India

## Local Presence - Global Success



- Additional sales and Service Offices:**
- ROFIN-BAASEL France
  - ROFIN-BAASEL Italiana
  - ROFIN-BAASEL Espana
  - ROFIN-BAASEL UK
  - ROFIN-BAASEL Benelux
  - ROFIN-BAASEL Swiss
  - ROFIN-BAASEL Japan
  - ROFIN-BAASEL Korea
  - ROFIN-BAASEL Taiwan
  - ROFIN-BAASEL China
  - ROFIN-BAASEL Canada
  - ROFIN BAASEL India
  - ROFIN-SINAR Inc. - LASAG Office
  - ROFIN-SINAR Inc. - California Office
  - PRC Europe, Belgium
  - WB-PRC Laser, Germany

- Production sites
- Sales and Service
- Representatives

- More than 20 production facilities in North America, Europe & Asia
- Customer service support in over 50 countries
- Approx. 140 sales engineers & about 400 customer service personnel
- Regional & industry specialized sales engineers