

PRESS RELEASE

Zwolle – 13 November 2014

RoodMicrotec – Trading Update **New strategy is bearing fruit**

In the third quarter of 2014, sales saw a limited increase on the average for the first two quarters of this year. However, sales are still under pressure from postponed projects. This is a greater problem than in the past, and is certainly a factor in our sector.

On the other hand, the number of requests for quotations remains high. Also, approximately 90% of those requests result in offers, and considerably more than 50% of those smaller and bigger offers are converted into orders (hit rate). The book-to-bill ratio of over 1.2 in the third quarter is fully in line with expectations, and substantially higher than in the past.

New product development

In our new strategy we focus increasingly on supporting product development by OEMs and Fabless Companies (FCs). This has already resulted in several contracts for long-term projects and recurring sales. In addition, we are working on the preparation for 10-20 also long-term projects with recurring sales. These form the main foundation for our growth strategy. We anticipate that these projects will be turned into contracts in the near future, which will lead to additional structural sales increases. In order to raise the number of orders to a higher level on a long-term basis, we continue to work on strengthening our sales organisation.

'The continuing order postponement is very disappointing. In spite of the positive developments and the fact that our new strategy has been received so well, the postponements are affecting our sales. On the other hand, I am proud that we are playing an ever more important part in the supply chain for OEMs and FCs by supporting them in their new product development. This would have been unthinkable just a few years ago, but we have already taken in several orders within a relatively short time,' said RoodMicrotec CEO Philip Nijenhuis.

Outlook for 2014

The continuing postponement of orders makes it difficult to state exactly when the substantial sales growth will materialise that we anticipate based on our high hit rate. There will definitely be sales growth in the second half of 2014, but whether it will be substantial remains to be seen. We maintain our previously stated long-term objective of annual autonomous growth of between 3% and 13% at an average growth of the semiconductor market of 6%, and of improving the operating result and the net result.

Financial agenda 2015

8 January 2015	Publication annual sales figures 2014
26 February 2015	Publication annual figures 2014
26 February 2015	Conference call for press and analysts
12 March 2015	Publication annual report 2014
23 April 2015	Annual general meeting of shareholders
14 May 2015	Publication trading update
9 July 2015	Publication sales figures first half 2015
27 August 2015	Publication interim report 2015
27 August 2015	Conference call for press and analysts
12 November 2015	Publication trading update

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 its *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 testing 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.

The value-added services comprise inter alia (eXtended) supply chain management, 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 and total manufacturing solutions with partners.

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

Further information:

Philip Nijenhuis, CEO
Telephone +31 (0) 38 4215216
Email: investor-relations@roodmicrotec.com
Website: www.roodmicrotec.com