



RoodMicrotec Newsletter

Number 2, September 2015 • RoodMicrotec

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Successful Automotive Competence Centre

The Automotive Competence Centre is a great success.

More and more parties in the automotive sector see us as a qualified and reliable partner. The importance of this cannot be

understated, because the requirements of the automotive sector are very strict indeed. If the sector considers us as a serious partner, this reflects positively on

other market sectors. Our new strategy is clearly being appreciated, and is a good reason for positive future prospects.

Continuing stream of additional orders in June and July

In June and July RoodMicrotec has once again booked a large number of orders from new customers or new business from existing customers.

'New business truly means a different service. Say that we used already to do testing for a particular customer, but we will now also provide industrialisation and packaging, that would be new business. A strong volume increase for an existing service is therefore not new business', says Reinhard Pusch, RoodMicrotec CSO.

'The new orders are spread over our different focus areas. We secured the biggest order in volume - EUR 25 million over 10 years - in the automotive sector. It constitutes 10% of the number of orders. The other orders can be broken down as follows:

- 50% industrial
- 20% space and avionics
- 10% medical/pharma
- 10% European Research Institute. We won an application from CERN (the European Organisation for Nuclear Research, physicists and engineers)



Reinhard Pusch

As stated before on a number of occasions, the additional orders we are securing these days have long lead times. The orders we booked in June and July are no exception. In some cases we are talking to a customers for more than two years before orders actually materialise. But when they do, they involve long-term business with recurring revenue. Sometimes as long as ten years. This not only lends far more stability to our turnover, but also more structure to our internal organisation, because we can work with a more project-based approach. This is especially the case in automotive projects. Before we start work, we make an extensive risk analysis, in which we involve all business units. All critical moments are charted and scenarios gone over. Every business unit remains responsible for its own activity, but together the business units are responsible for the entire project, comprising testing, packaging and industrialisation (mass production). At the end of the day, this gives the organisation more stability than carrying out many unconnected orders, involving unexpected peaks and troughs.

The road may be long, but we have made the right choice, and it is beginning to bear fruit.'

RoodMicrotec Seminar

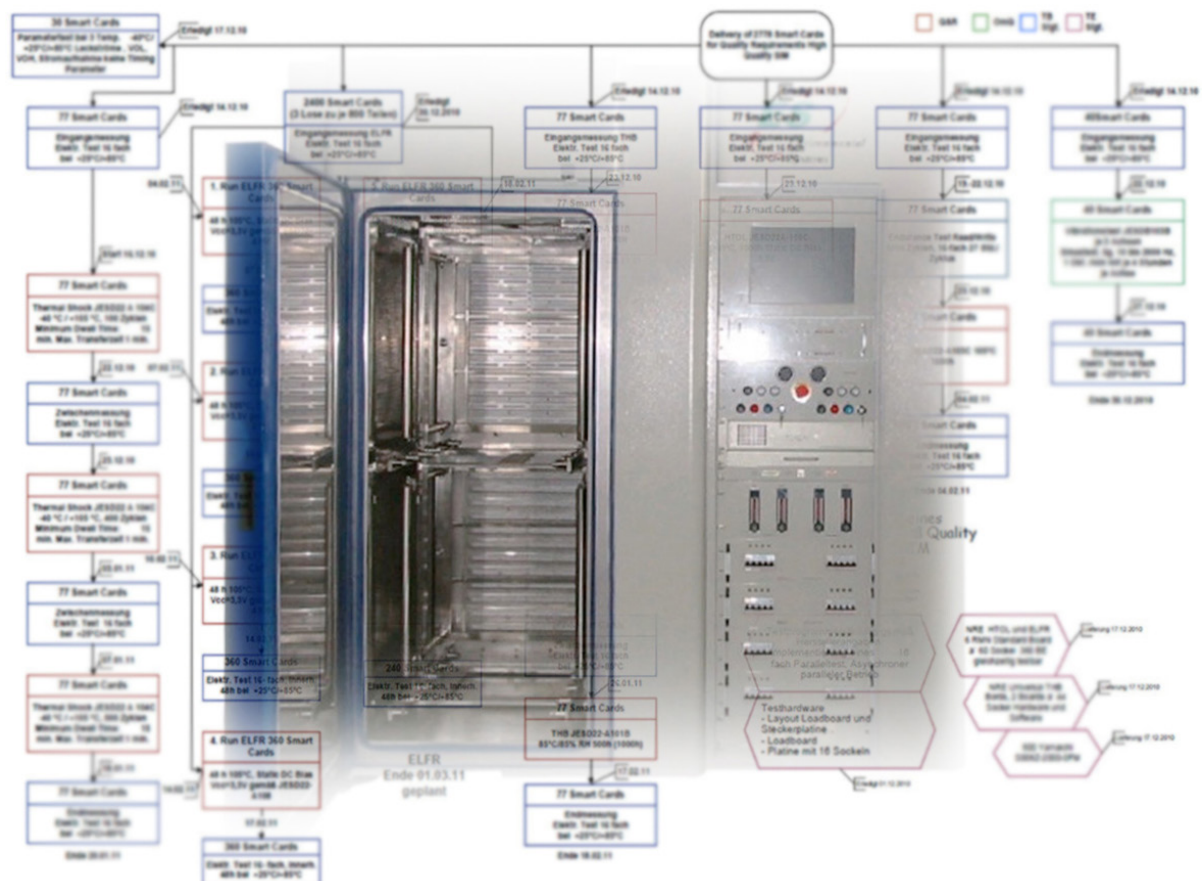
Automotive: Reliability of Electronic Components
Robustness Validation, Qualification / Failure Analysis,
Safe Launch, Complaint Handling, Statistical Methods

Since the set-up of its Automotive Competence Centre, RoodMicrotec is increasingly seen as a key partner to the automotive industry. For this reason, on 22 October RoodMicrotec will organise a seminar on major themes in this sector, as listed above.

The demands on electronic components are constantly increasing, not only in the automotive sector, but also in other sectors such as industrial and medical. This means that the requirements for the qualification of electronic components and systems can no longer be covered by standard tests. We must push the envelope and not only to aim at a zero-fault qualification, but at increasing stress conditions up to end-of-life. That is what is behind automotive qualification and robustness validation, now included e.g. in the AEC-Q100 standard.

The seminar will provide valuable scientific and practical insights into qualification and failure analysis of electronic components and systems. Various topical issues will be addressed, such as: Is component qualification still sufficient today or is board assembly qualification the way to go? What are the consequences of board assembly qualification for component manufacturers or assembly houses? Can the process reliably be sped up by safe launch methods? The role of return management will also be discussed as an essential and non-negligible parameter for error analysis which merges more and more into a system history. One presentation will show methods in the reliability process using statistics on field data.

In short, it will be an unmissable event for engineers, technicians as well as logistics/procurement specialists, and people involved in qualification, procurement, return management and failure analysis of electronic components and systems.



Agenda 2015



3 September 2015

Silicon 4 System

Oxford, UK

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10 September 2015

NMI Package Conference

Coventry, UK

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5-9 October 2015

ESREF

Toulouse, France

booth No. 20



26-28 October 2015

MikroSystemTechnik Kongress

Karlsruhe, Germany

jointbooth
with MST BW



28-29 October 2015

NMI-Automotive Congress

Birmingham, UK

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3 November 2015

GSA Entrepreneurship
Conference 2015

London, UK

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17-19 November 2015

Aerospace

Bremen, Germany

hall 5,
booth A51

Colophon

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