



# CY12 Guidance & CY13 Preliminary Outlook

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# Forward Looking Statement

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- This presentation contains information about management's future expectations, plans and prospects of our business that constitute forward-looking statements for purposes of the safe harbor provisions under The Private Securities Litigation Reform Act of 1995.
- Please see final slide for additional information regarding these statements.



# CEO Commentary





# CY12 Guidance/CY13 Prelim. Outlook

# Q4CY12 & CY12 Guidance

*The company will report final Q4CY12 and CY12 results in February 2013*

Measure	Q4CY12 Guidance	CY12 Guidance
Revenue	\$95M to \$102M	\$726M to \$733M
Gross Margin <sup>1</sup>	34% to 36%	38% to 40%
Operating Expenses <sup>2</sup>	\$49M to \$51M	\$151M to \$153M
R&D Expenses <sup>2</sup>	\$23M to \$25M	\$71M to \$73M
Capital Expenditures	\$5M to \$7M	\$41M to \$43M
Effective Tax Rate <sup>1,2</sup>	Not provided	39%
Non-GAAP EPS	-\$0.05 to -\$0.10	\$0.77 to \$0.82
Cash & Cash Equivalents	>\$400M year-ending	
Backlog <sup>3</sup>	≈\$1.2B year-ending	

Notes:

1. Q4CY12 & CY12 Gross Margin ranges and effective tax rate exclude the effect of a charge the company expects to take in the range of \$80 million to \$90 million in Q4CY12 related to the write down of the majority of its DSS inventory and other inventory related charges.
2. Q4CY12 & CY12 R&D expense, total operating expense ranges and effective tax rate exclude the impact of potential impairment related to goodwill, long-lived assets & other intangibles for the PV business that could impact Q4CY12.
3. GT estimates that approximately 25% of its year-ending backlog is at risk

# CY13 Preliminary Outlook

Measure	CY13 Preliminary Outlook
Revenue	\$500M to \$600M
Gross Margin	35% to 37%
Operating Expenses	\$152M to \$158M
R&D Expenses	\$75M to \$80M
Capital Expenditures	\$11M to \$13M
Non-GAAP EPS	\$0.25 to \$0.45
Cash & Cash Equivalents (year-ending)	\$225M to \$275M



# Q&A

# Forward Looking Statements

## Forward-Looking Statements

*Certain of the information in this presentation relate to the Company's future expectations, plans and prospects for its business and industry that constitute "forward-looking statements" for the purposes of the safe-harbor provisions of the Private Securities Litigation Reform Act of 1995, including but not limited to: financial guidance (including expected ranges of financial results) related to the fourth quarter of calendar year 2012, calendar year 2012 and the fiscal year ending December 31, 2013 (including guidance (or range of results) for each of these periods related to: revenue, percentage of revenue attributable to the Company's three business segments, gross margin (which excludes the effect of charges for the the fourth quarter of calendar year 2012 with respect to the gross margin for such quarter and the calendar year 2012); the expected charge related to the write down of the majority of its DSS inventory and other inventory related charges in the the fourth quarter of calendar year 2012, the potential impairment related to goodwill, long-lived assets & other intangibles for the PV business that could impact the 2012 December quarter; anticipated expenses for the fourth quarter of calendar year 2012 and for the full calendar year 2012 (excluding the impact of potential impairments), including operating expenses, research and development expenses, capital expenditures and effective tax rate; non-GAAP earnings per share for the fourth quarter of calendar year 2012 and for the full calendar year 2012; Company's expected cash balance at December 31, 2012; Company's guidance (preliminary outlook) for fiscal year ending December 31, 2013, including expected revenue, percentage of revenue attributable to the Company's three business segments, gross margin, operating expenses (including for research and development expenses), capital expenditures, non-GAAP earnings per share and cash balance at December 31, 2013; expected year-ending backlog, expected continued soft market conditions and very tight lending environment in the solar and LED industries and the continued challenging macroeconomic environment; the effect of actions aimed at sizing the business to the environment; whether the Company is profitable in calendar year 2013; Company does not expect current market conditions to improve over the next twelve months; Company is targeting key areas of development including new sapphire applications and next generation solar technology, as well as diversification programs into silicon carbide and gallium nitride, which the Company believes will contribute to the Company's long term growth. These forward-looking statements are not a guarantee of performance and are subject to a number of uncertainties and other factors, many of which are outside the Company's control, which could cause actual events to differ materially from those expressed or implied by the statements. Other factors that may cause actual events to differ materially from those expressed or implied by our forward-looking statements include the impact of continued decreased demand and/or excess capacity in the markets for the output of our solar and sapphire equipment, general economic conditions and the tightening credit market having an adverse impact on demand for the Company's products, the possibility that changes in government incentives may reduce demand for solar products, which would, in turn, reduce demand for our equipment, technological changes could render existing products or technologies obsolete, the Company may be unable to protect its intellectual property rights, competition from other manufacturers may increase, exchange rate fluctuations and conditions in the credit markets and economy may reduce demand for the Company's products and various other risks as outlined in GT Advanced Technologies Inc.'s filings with the Securities and Exchange Commission, including the statements under the heading "Risk Factors" in the company's quarterly report on Form 10-Q for the fiscal quarter ended September 29, 2012. Statements in this press release should be evaluated in light of these important factors. The statements in this press release represent GT Advanced Technologies Inc.'s expectations and beliefs as of the date of this press release. GT Advanced Technologies Inc. anticipates that subsequent events and developments may cause these expectations and beliefs to change. GT Advanced Technologies Inc. is under no obligation to, and expressly disclaims any such obligation to, update or alter its forward-looking statements, whether as a result of new information, future events, or otherwise.*

# Non-GAAP Financial Measures

## Use of Non-GAAP Financial Measures

In addition to providing financial measurements based on generally accepted accounting principles in the United States of America (GAAP), GT Advanced Technologies is providing additional financial metrics that are not prepared in accordance with GAAP (non-GAAP). We believe that the inclusion of these non-GAAP financial measures helps investors to gain a meaningful understanding of our past performance and future prospects, consistent with how management measures and forecasts company performance, especially when comparing such results to previous periods or forecasts. Our management uses these non-GAAP measures, in addition to GAAP financial measures, as the basis for measuring our core operating performance and comparing our performance to prior periods and to the performance of our competitors. Management also uses these measures in its financial and operational decision-making.

We define "non-GAAP net income" as GAAP net income excluding share-based compensation expense, amortization of acquired intangible assets, acquisition and acquisition related expenses, contingent consideration, the non-cash portion of interest expense, restructuring costs and any other potential impairments related to goodwill, intangible assets & long-lived assets.

We define "non-GAAP earnings per share on a fully-diluted basis" as our non-GAAP net income divided by our weighted average shares outstanding on a fully-diluted basis.

We consider non-GAAP net income to be an important indicator of our operational strength and performance of our business because it eliminates the effects of events that are not part of the Company's core operations.