

# **Quarterly Investor Fact Sheet**

February 8, 2010

# LED & Solar Process Equipment ● Data Storage Process Equipment ● Metrology













	LED & Solar Process Equipment	Data Storage Process Equipment	Metrology
Core Technologies	MOCVD, MBE, CIGS Sources and Coating Systems	lon Beam Etch & Deposition, DLC, PVD, Saws & Lappers	Atomic Force Microscopes, Stylus & Optical Profilers, Confocal Microscopes
Veeco Market Position	# 1 or 2	# 1 equipment supplier for thin film magnetic head manufacturing for hard drives	# 1 or 2 – large share "nanotech tools"
Market Growth Rate	> 25% LED > 70% CIGS	5 – 10%	5-10%

## 2009 Accomplishment Highlights

- Executed an aggressive restructuring program
  - Maintained positive operating cash flow throughout the sharpest downturn in the history of the industry
  - Created a leaner structure with a higher percentage variable cost to substantially improve profitability
- Strengthened the balance sheet though completion of secondary offering, aggressive cost control and improved working capital management
- Rebalanced business portfolio: Realigned resources and management focus in favor of strategic growth areas
- Exited the year with unprecedented momentum
  - All three segments projected to grow revenue and profit in 2010
  - · Record backlog of \$402M

#### Q4 2009 Highlights

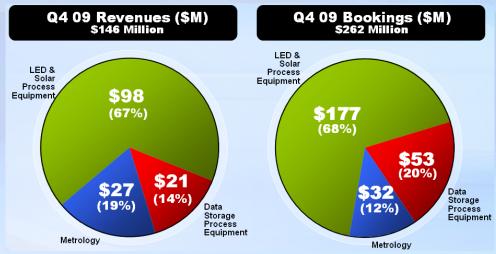
- Revenue was \$146.4 million, up 33% compared to \$110.3 million in Q4'08. Revenue increased 48% sequentially
- Bookings were \$262.2 million, surpassing our prior record level of \$225.6 million
- Net income was \$18.7 million, or \$0.50 per share, compared to net loss of (\$74.0) million, or (\$2.35) per share, last year
- Veeco's earnings per share, excluding certain items, was \$0.41 compared to earnings per share of \$0.15 last year
- Operating expenses \$43.3 million (29.6% of sales); up sequentially but down as a percent of sales
- Q4'09 gross margins were 45%, ahead of guidance of 43-44%; all three businesses reported sequential GM improvement

#### Strong balance sheet performance:

- Company generated \$37 million in cash from operations in fourth quarter, exclusive of \$130M equity offering proceeds
- Record inventory turnover of 4.2 times

All Businesses Profitable in Q3 and Q4 2009

# Q4 2009 Financial Highlights



(\$M except EPS)	Q4'09	Q3'09	Q4'08
Orders	\$262.2	\$225.6	\$88.5
Revenues	\$146.4	\$98.9	\$110.3
Gross Margin	45.0%	41.4%	39.5%
Operating Income (Loss)	\$20.5	\$3.5	(\$77.1)
EBITA (Loss)	\$25.1	\$8.9	\$8.0
EPS (Loss) (Non-GAAP)	\$0.41	\$0.16	\$0.15

See reconciliation to GAAP on www.veeco.com

#### **Record Q4 Bookings**

#### Q4'09 bookings \$262.2M, up 16% sequentially and 200% higher than Q4'08

#### LED & Solar:

- \$177M in orders with 16 LED manufacturers placing orders for Veeco MOCVD
- Unprecedented demand for TV and laptop backlighting ramp. General illumination in "early innings"

#### **Data Storage:**

Strong recovery of \$53M; orders up 200% sequentially

#### Metrology:

Orders \$32M, best order quarter in six quarters

Q4 book to bill 1.79 to 1.00

### **Veeco Analyst Coverage / Contact Information**

 Avian Securities LLC Andrew Abrams

212-232-0178

Bank of America

Krish Sankar

415-676-3552

Canaccord Adams

Jed Dorsheimer 617-371-3875

Citigroup Smith Barney
 Tim Arcuri

415-951-1734

J.P. Morgan Chase & Co. Christopher Blansett 415-315-6702

Lazard Capital Markets

Daniel Amir 415-281-3424  Merriman Curhan Ford Bill Ong

415-262-1383

• Piper Jaffray & Co Jesse W. Pichel 212-284-9301

 Sidoti & Company, LLC Kelly Anderson

212-297-0001
• Stifel, Nicolaus & Co.
Patrick Ho

214-647-3509
• UBS Securities LLC
Ahmar Zaman
212-713-9903

Veeco Instruments Inc.

Nasdaq: VECO

Corporate Office: Terminal Drive, Plainview, New York 11803

**Tel:** 1 516 677 0200 **Fax:** 1 516 677 0380 **Email** investorrelations@veeco.com

Contact: Debra Wasser, Senior Vice President, Investor Relations, x1472

Website: www.veeco.com/IR

To the extent that this news release discusses expectations or otherwise makes statements about the future, such statements are forward-looking and are subject to a number of risks and uncertainties that could cause actual results to differ materially from the statements made. These factors include the risks discussed in the Business Description and Management's Discussion and Analysis sections of Veeco's Annual Report on Form 10-K for the year ended December 31, 2008 and in our subsequent quarterly reports on Form 10-Q, current reports on Form 8-K and press releases. Veeco does not undertake any obligation to update any forward-looking statements to reflect future events or circumstances after the date of such statements.