Welcome to the

Press Conference

Working Committee Lasers and Laser Systems for Material Processing at VDMA

Gerhard Hein
Stuttgart, 24/06/2014
Development of the branch

2013

Production
Order intake, structure of demand
Exports and destinations
Laser Systems with CO₂- and Solid-State Lasers
Production and order intake, Germany

<table>
<thead>
<tr>
<th>Year</th>
<th>Production</th>
<th>Order intake</th>
</tr>
</thead>
<tbody>
<tr>
<td>2007</td>
<td>806.0</td>
<td>956.7</td>
</tr>
<tr>
<td>2008</td>
<td>733.6</td>
<td>729.6</td>
</tr>
<tr>
<td>2009</td>
<td>362.8</td>
<td>385.3</td>
</tr>
<tr>
<td>2010</td>
<td>566.6</td>
<td>854.3</td>
</tr>
<tr>
<td>2011</td>
<td>699.5</td>
<td>837.7</td>
</tr>
<tr>
<td>2012</td>
<td>711.9</td>
<td>870.7</td>
</tr>
<tr>
<td>2013</td>
<td>767.2</td>
<td>+3.9%</td>
</tr>
</tbody>
</table>

Source: VDMA, Committee Lasers and Laser Systems for Materials’ Processing

Graph showing the development of production and order intake from 2007 to 2013.
Laser Systems with CO$_2$- and Solid-State Lasers

Order Intake: domestic orders, foreign orders, total orders

Source: VDMA, Committee Lasers and Laser Systems for Materials’ Processing

Mill. Euro

<table>
<thead>
<tr>
<th></th>
<th>Domestic</th>
<th>Foreign</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>199.3 (−12.6%)</td>
<td>638.4 (+9.1%)</td>
<td>837.7 (+3.9%)</td>
</tr>
<tr>
<td>2013</td>
<td>174.2</td>
<td>696.6</td>
<td>870.7</td>
</tr>
</tbody>
</table>
Laser Systems with CO\textsubscript{2}- and Solid-State Lasers

Exports

Source: VDMA, Committee Lasers and Laser Systems for Materials’ Processing

Mill. EUR

2007 2008 2009 2010 2011 2012 2013

580.1 500.7 418.3 505.6 475.8 570.3

+19.9%

share of total exports

2013 (570.3 Mill. Euro)

Western Europe; 33%

Other Asia; 17%

Central/Eastern Europe; 17%

Japan; 4%

China; 8%

USA; 11%

Other; 10%

Source: VDMA, Committee Lasers and Laser Systems for Materials’ Processing
Order Intake, Production and Export
\(\text{CO}_2\)-, Solid-State and Diode Lasers

Mill. Euro

<table>
<thead>
<tr>
<th></th>
<th>2013</th>
<th>H1 2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Order intake</td>
<td>441.8</td>
<td>231.0</td>
</tr>
<tr>
<td>Production</td>
<td>522.0</td>
<td>257.6</td>
</tr>
<tr>
<td>Export</td>
<td>295.0</td>
<td>154.4</td>
</tr>
</tbody>
</table>

Source: VDMA, Committee Lasers and Laser Systems for Materials’ Processing
Order Intake: domestic, foreign and total demand
CO\textsubscript{2}-, Solid-State and Diode Lasers

Mill Euro

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CO₂- Solid-State and Diode Lasers
Exports

Exports in Mill. Euro – 2013 / H1 2013

- Asia: 109.9
  - 66.7
  - 37% (43%)
- USA: 106.2
  - 49.4
  - 36% (32%)
- Western Europe: 58.1
  - 26.4
  - 20% (17%)
- Central/Eastern Europe: 15.7
  - 9.2
- Other: 2.8
  - 2% (2%)

Share of total exports
2013 (295 Mill. Euro),
H1 2013 (154 Mill. Euro, share in brackets)

Source: VDMA, Committee Lasers and Laser Systems for Materials´ Processing
Worldwide consolidated production of beam sources and Laser Systems (VDMA-members)

Mill. EUR

Beam source

Since 2013 including diode lasers

Lasersystems

<table>
<thead>
<tr>
<th>Year</th>
<th>Beam Source</th>
<th>Lasersystems</th>
</tr>
</thead>
<tbody>
<tr>
<td>2007</td>
<td>598</td>
<td>887</td>
</tr>
<tr>
<td>2008</td>
<td>565</td>
<td>839</td>
</tr>
<tr>
<td>2009</td>
<td>335</td>
<td>398</td>
</tr>
<tr>
<td>2010</td>
<td>523</td>
<td>639</td>
</tr>
<tr>
<td>2011</td>
<td>697</td>
<td>773</td>
</tr>
<tr>
<td>2012</td>
<td>650</td>
<td>838</td>
</tr>
<tr>
<td>2013</td>
<td>696</td>
<td>913</td>
</tr>
</tbody>
</table>

Source: VDMA, Committee Lasers and Laser Systems for Materials’ Processing

Since 2013 including diode lasers