



**Cimetrix®**

# Cimetrix, Incorporated

December 2011

*Enabling the Smart, Connected Factory*

**OTCQB and OTCBB: CMXX**

[www.cimetrix.com](http://www.cimetrix.com)

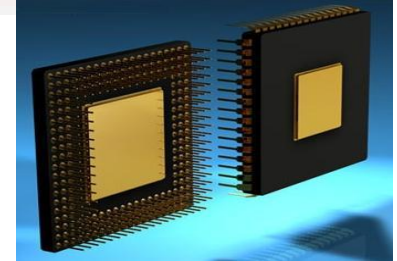
# Safe Harbor Statement

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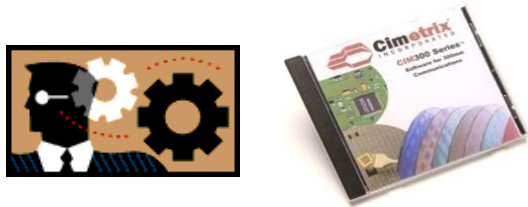
The matters discussed in this presentation include forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. Statements about the Company's prospects for future growth and profitability, new product acceptance, M&A prospects, target market growth and ability to win new OEM customers are forward-looking statements. The comments made by the company's senior management in regards to future earnings involve uncertainties including but not limited to sales of Cimetrix software, which include CODE, CIMConnect, CIM300, CIMPortal and CIMControlFramework product families, that could be effected by economic climate, technological improvements, and other risks discussed more fully in filings by the Company with the Securities and Exchange Commission. Reference is made to the Company's most recent reports on Forms 10K and 10Q, which detail such risk factors.

# Cimetrix Overview

- Software products company
- Serve semiconductor, PV, LED and other electronics markets
- Products and services tailored to equipment makers (OEMs)



# Critical Software for High Tech Manufacturing



**Equipment Suppliers  
(OEMs)**

- ASML
- Asmlecon
- Axcelis
- centrotherm
- LAM
- Nexx
- Nikon
- Süss Micro
- Varian
- Veeco

## Worldwide Factories

Intel  
Samsung  
Toshiba  
TSMC

**Semi Chips**

JA Solar  
Motech  
Q-Cells  
Suntech

**Photovoltaic Solar Cells**

Cree  
Nichia  
Osram  
Philips Lumileds

**LED Lighting**

# Inside A 300mm Wafer Fab



# Complete Automation



IM Flash Technologies– courtesy of Lexar

**Fabs run 24/7/365 with very few people at the equipment**



# Moving Wafers

IM Flash Technologies– courtesy of Lexar



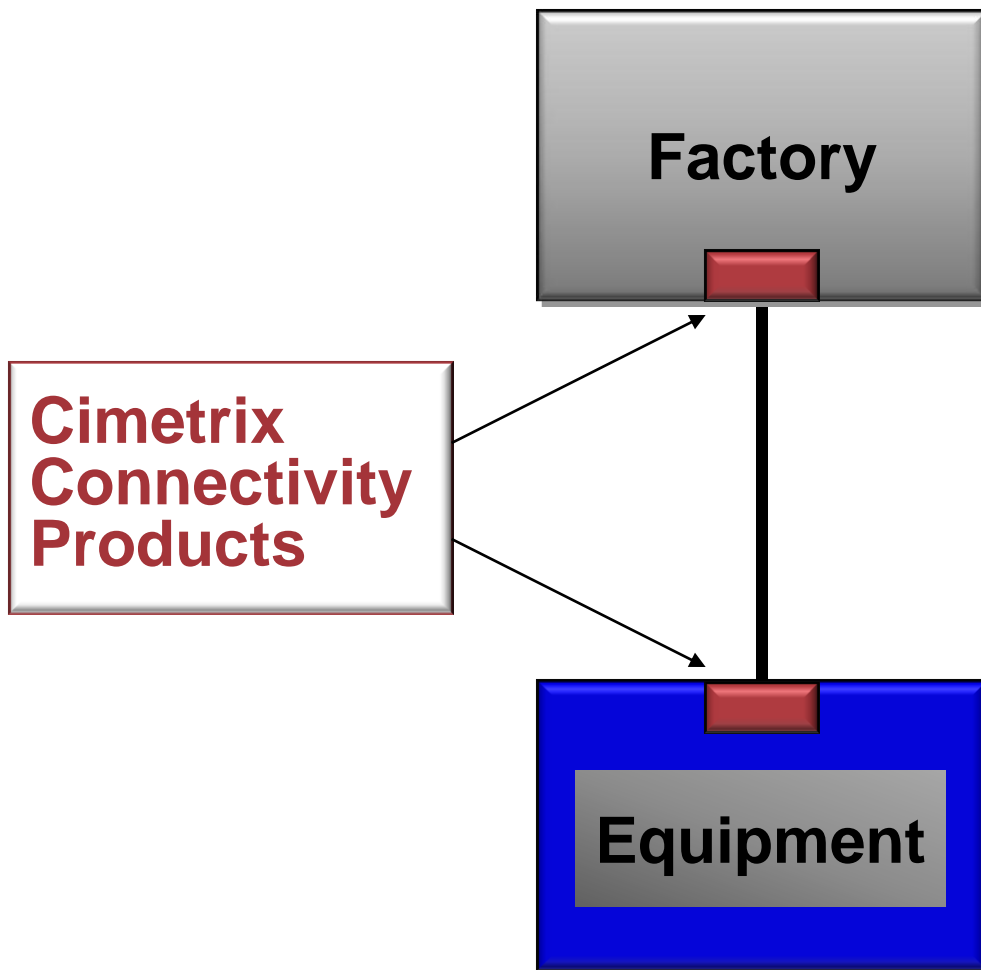
# Wafer Processing



IM Flash Technologies– courtesy of Lexar

**Each of these wafers is run through more than 800 processes**

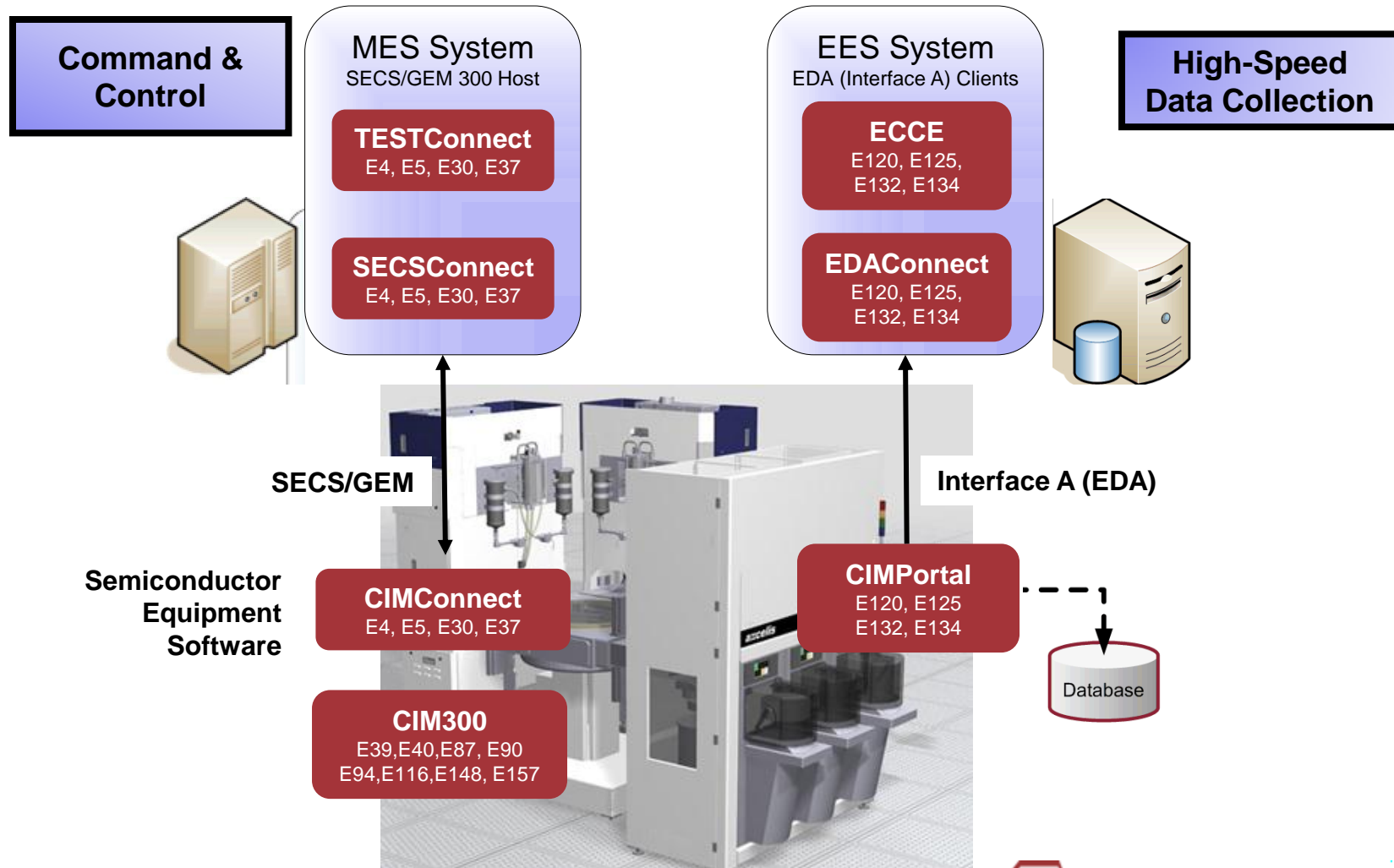
# Cimetrix Product Base: Factory Connectivity



GLOBALFOUNDRIES Fab 1 in Dresden



# Complex Factory Requirements Provide High Barrier to Entry



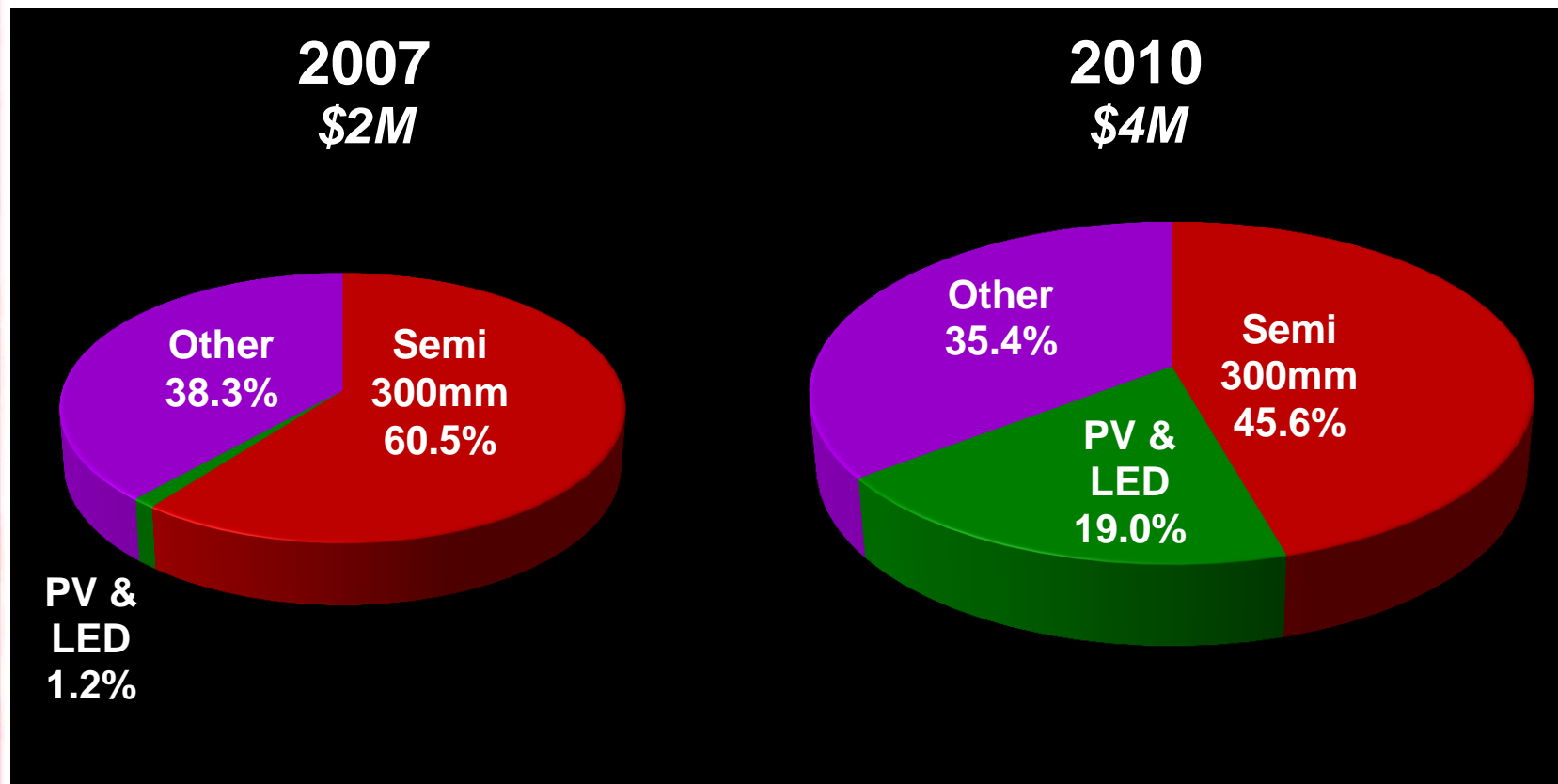
# Forefront of Industry Standards

- Hold co-chair position in SEMI committees for continuous standards development and evolution
- Actively involved in the new SEMI PV2 standard and HB-LED Equipment Automation Task Force
- Close cooperation with ISMI on member company initiatives and SEMI standards
- Collaboration with leading end users (Intel, IBM, GLOBALFOUNDRIES, Samsung, TSMC, Q-Cells, and others) to continuously improve FA standards

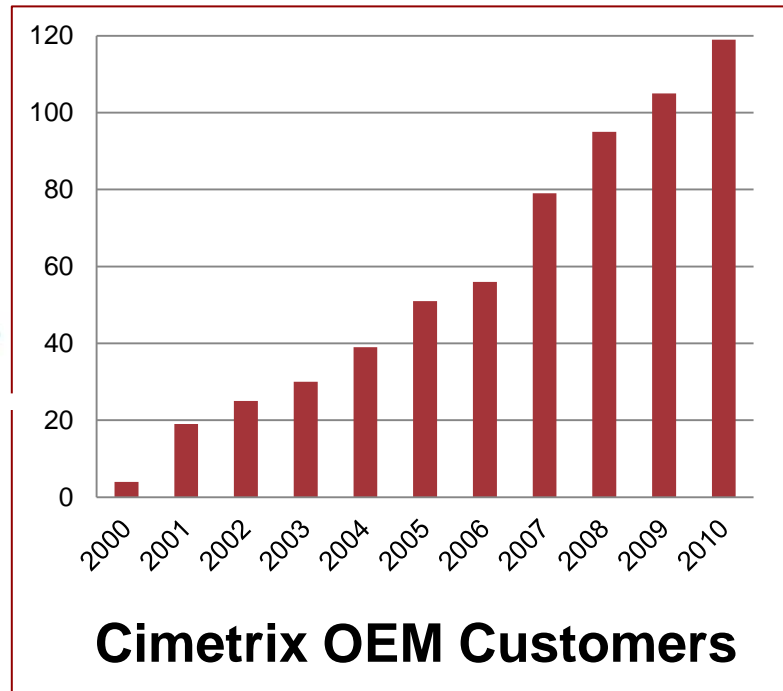


# Leveraged 300mm Experience to Expand to PV & LED Markets

*Software license revenue associated with machine shipments*



# Solid Foundation Built on Connectivity Products

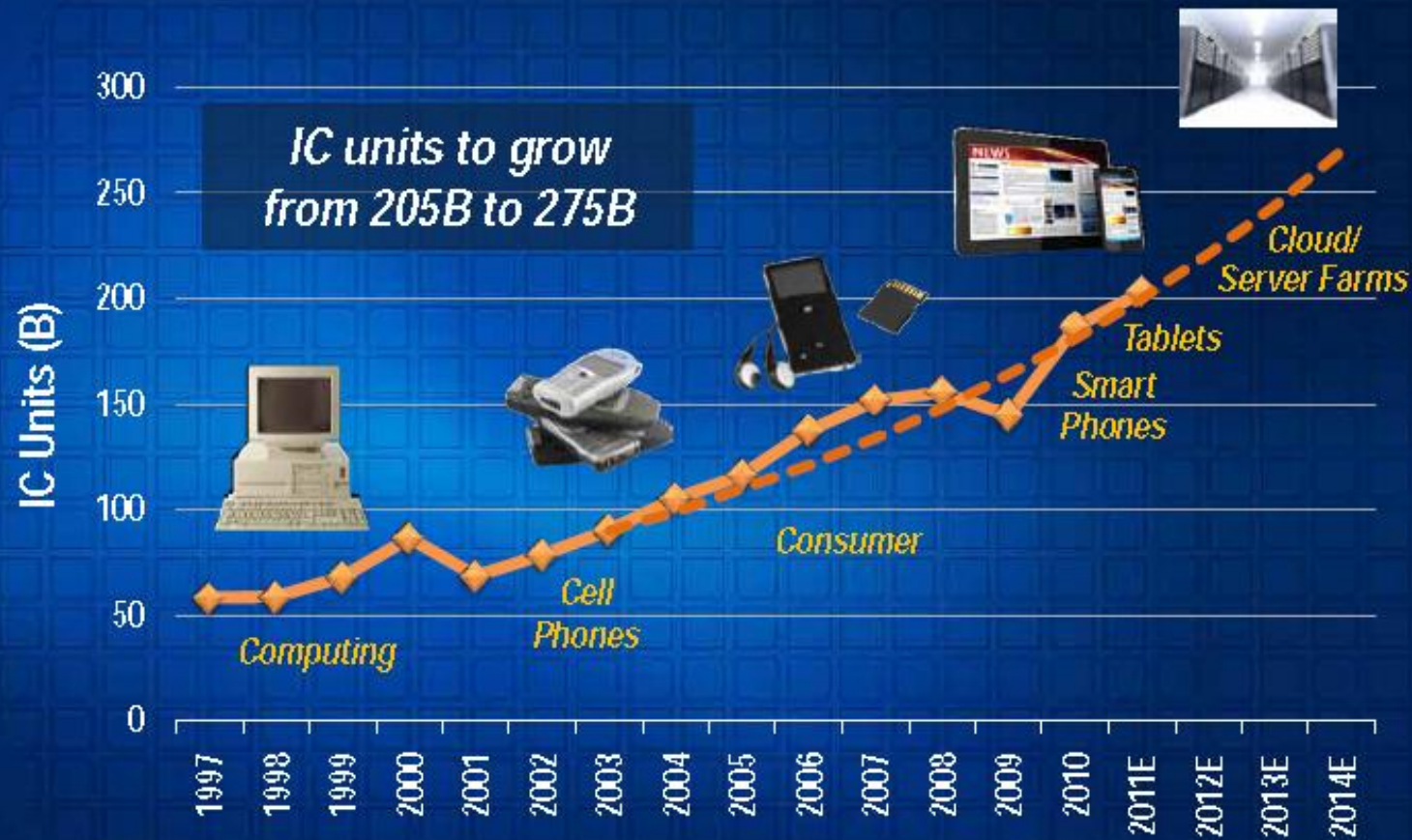


# Growing Electronics Markets...

<b>Industry</b>	<b>2010 Capital Equipment Market</b>	<b>CAGR (2009 – 2013)</b>
Semiconductor 300mm	\$28B	17%
Photovoltaic (PV)	\$ 9B	33%
LED (HB/UHB)	\$ 4B	35%

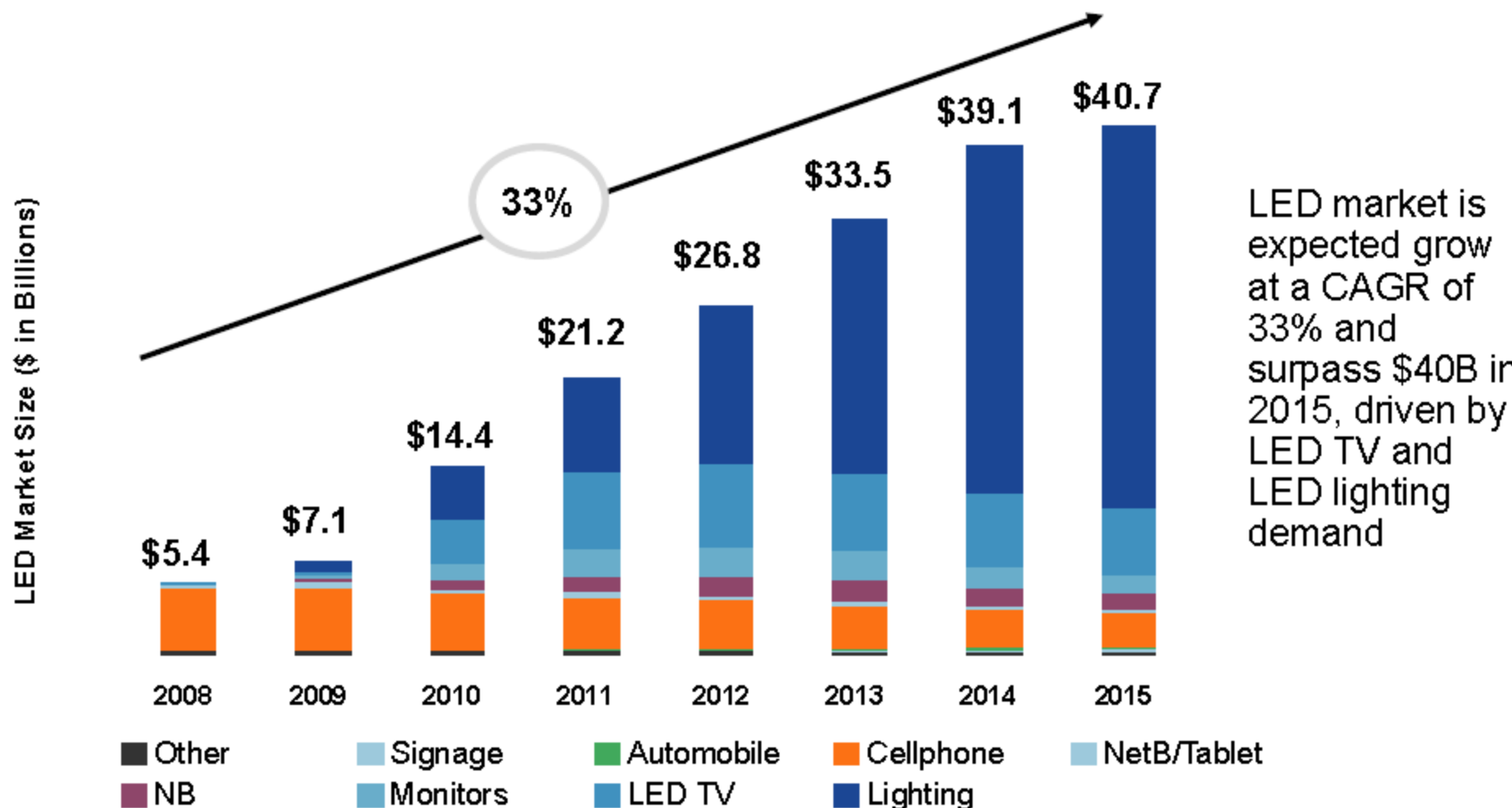
Sources: Gartner, VLSI Research, SEMI, Morgan Stanley, Yole Développement, Veeco Investor Presentation and SUSS MicroTec Investor Presentation

# Expectations for the Semiconductor Industry Over the Next 3 Years



IC units continue growing 10% – 11% annually, driving a requirement for increased WFE investments

# LED Market Revenue to Surpass \$40B by 2015

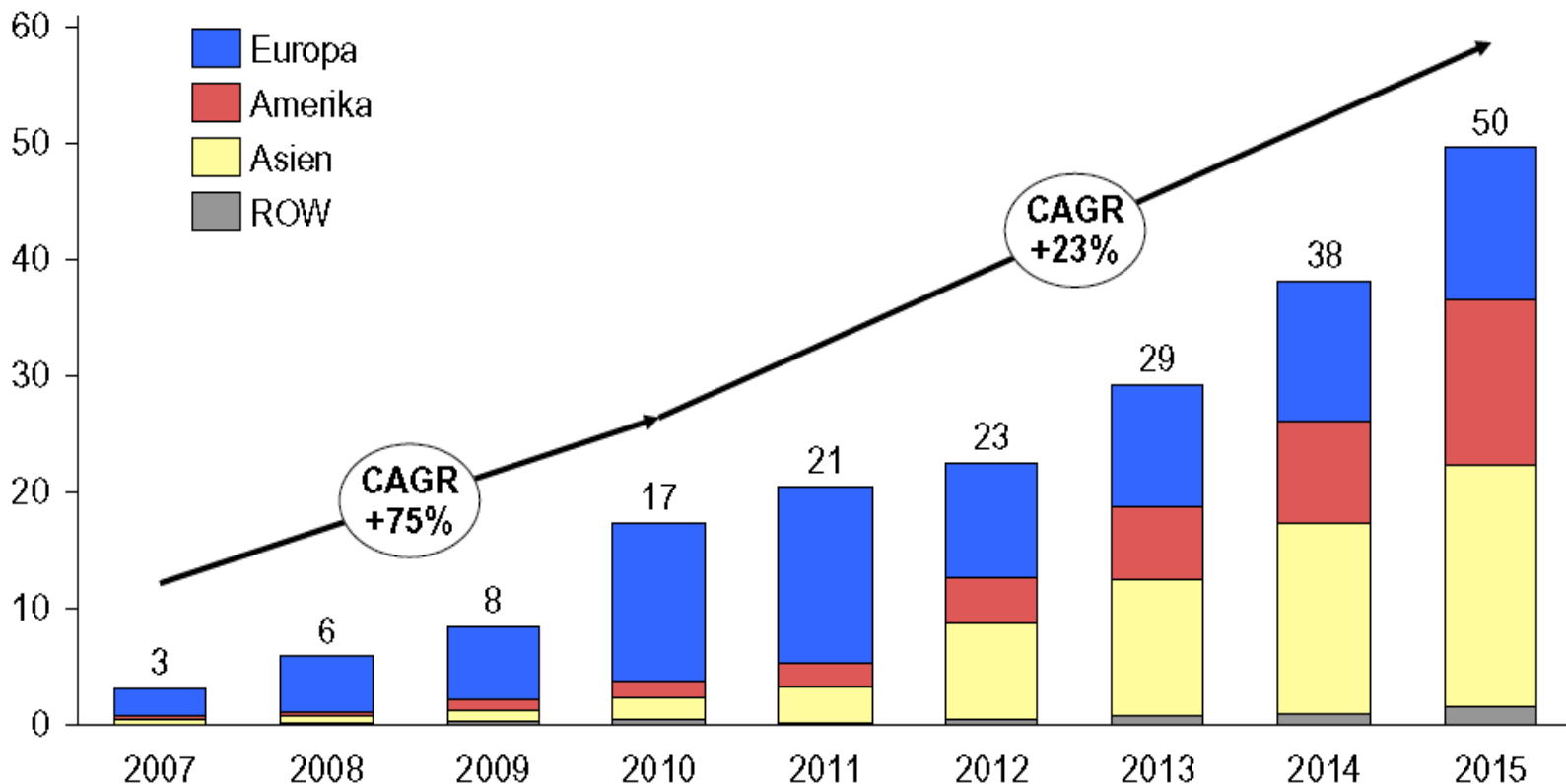


## Notes:

- 1) 1mmx1mm LED Lighting chip ASP \$1 based on IMS research; outer years assume Haitz Law cost per lm decrease by 10X per decade
- 2) Other application LED chip ASP \$0.20 based on UBS average; outer years assume Haitz Law cost per lm decrease by 10X per decade

# Photovoltaic Market Perspective: Market Share in Asia Increasing...

Installed PV  
Power (GW)

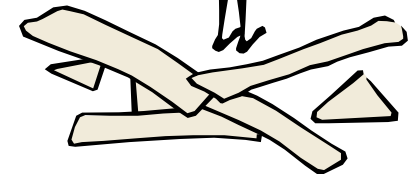
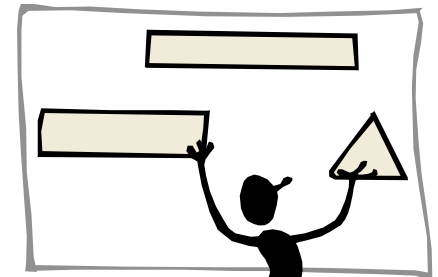


Germany's share is declining: 50%    43%    <35%    <30%    <20%

**CAGR = Average annual growth rate**

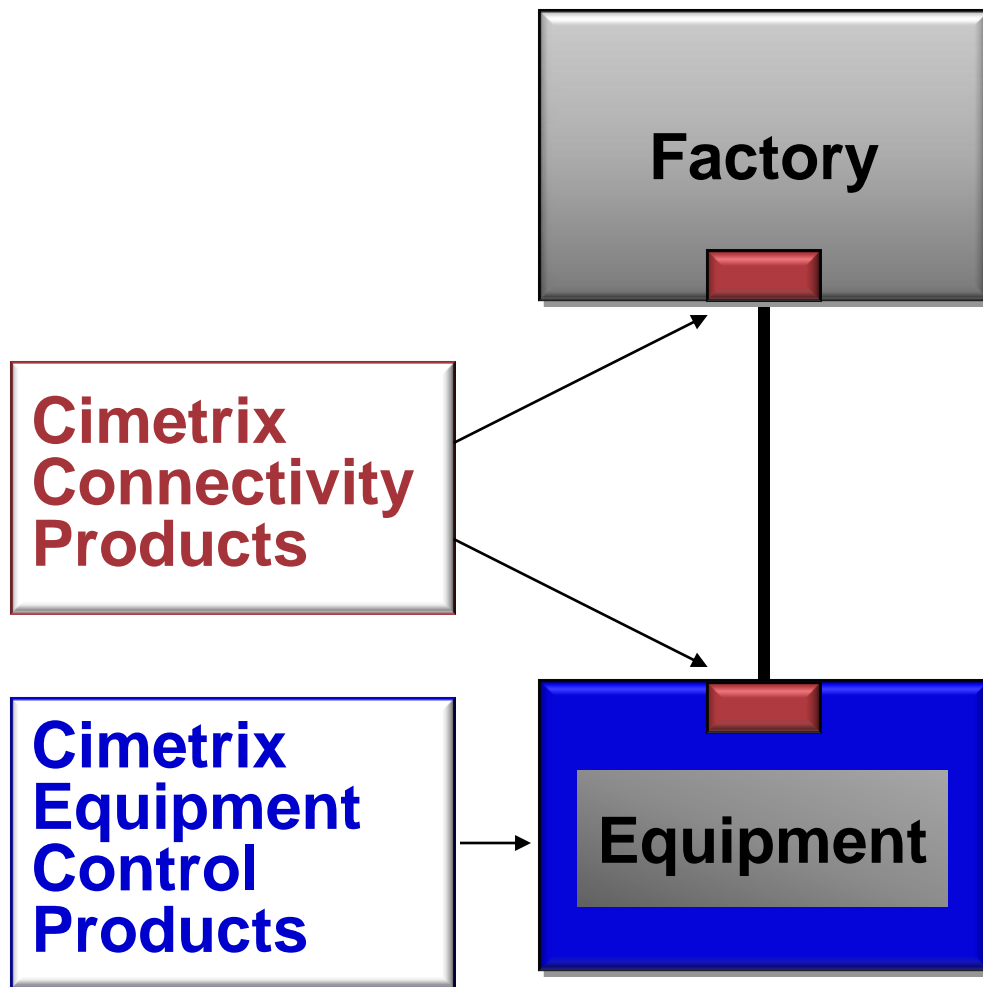
# Today's Customer Challenges

1. Time-to-market for new equipment models
2. Meeting schedule commitments
3. Responding quickly to customer change requests
4. Maintaining highly skilled, experienced software staff



**For OEMs software is not a core competence and is often viewed as the bottleneck**

# Evolving to Add Greater Value



GLOBALFOUNDRIES Fab 1 in Dresden



# Axcelis Success

***axcelis***

*"Our customers were demanding more high-speed, dependable information from tool suppliers in order to improve yield, productivity, and reliability. The current solutions available did not provide the level of frequency and quality data collection that we were looking for, and developing a solution in house was not cost-effective or efficient.*

*Partnering with a software company like Cimetricx allowed us to share the cost burden for this major initiative and benefit long term from a tool control software platform which would be a supported product..."*

**Larry Bourget**

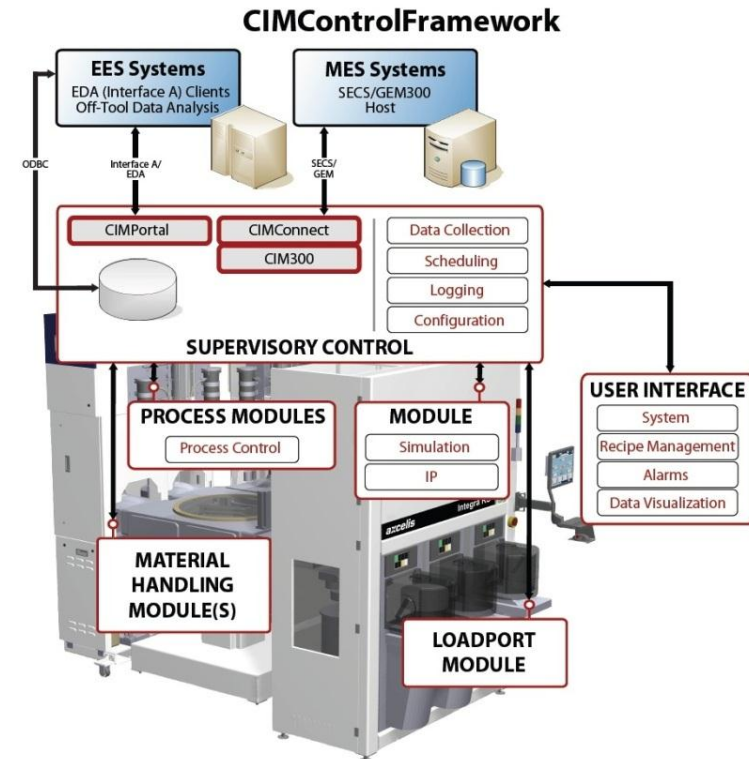
**Director, Integra Product Development  
Axcelis Technologies (NASDAQ: ACLS)**

**<http://www.axcelis.com>**

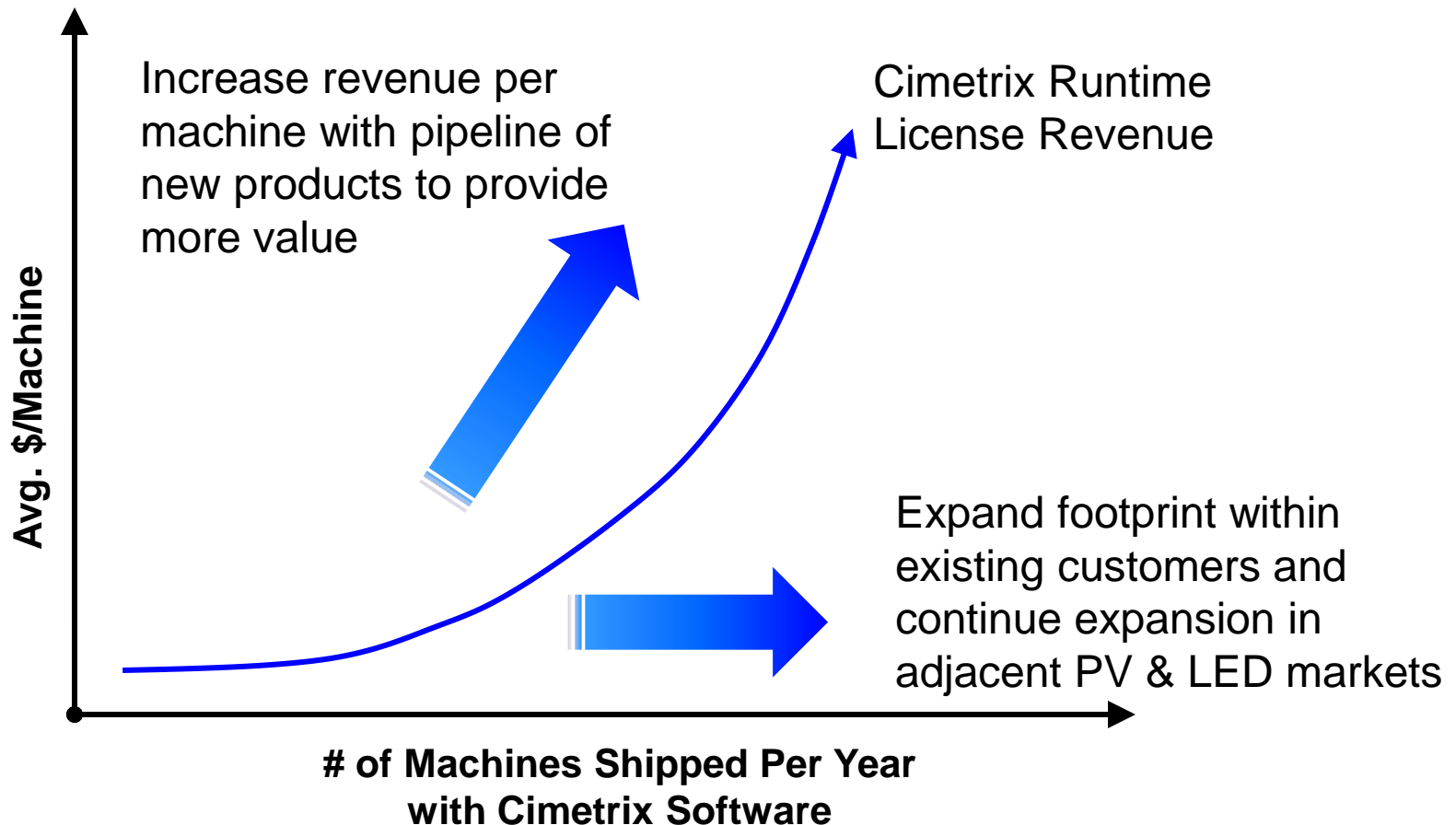
# Equipment Control Product

## CIMControlFramework

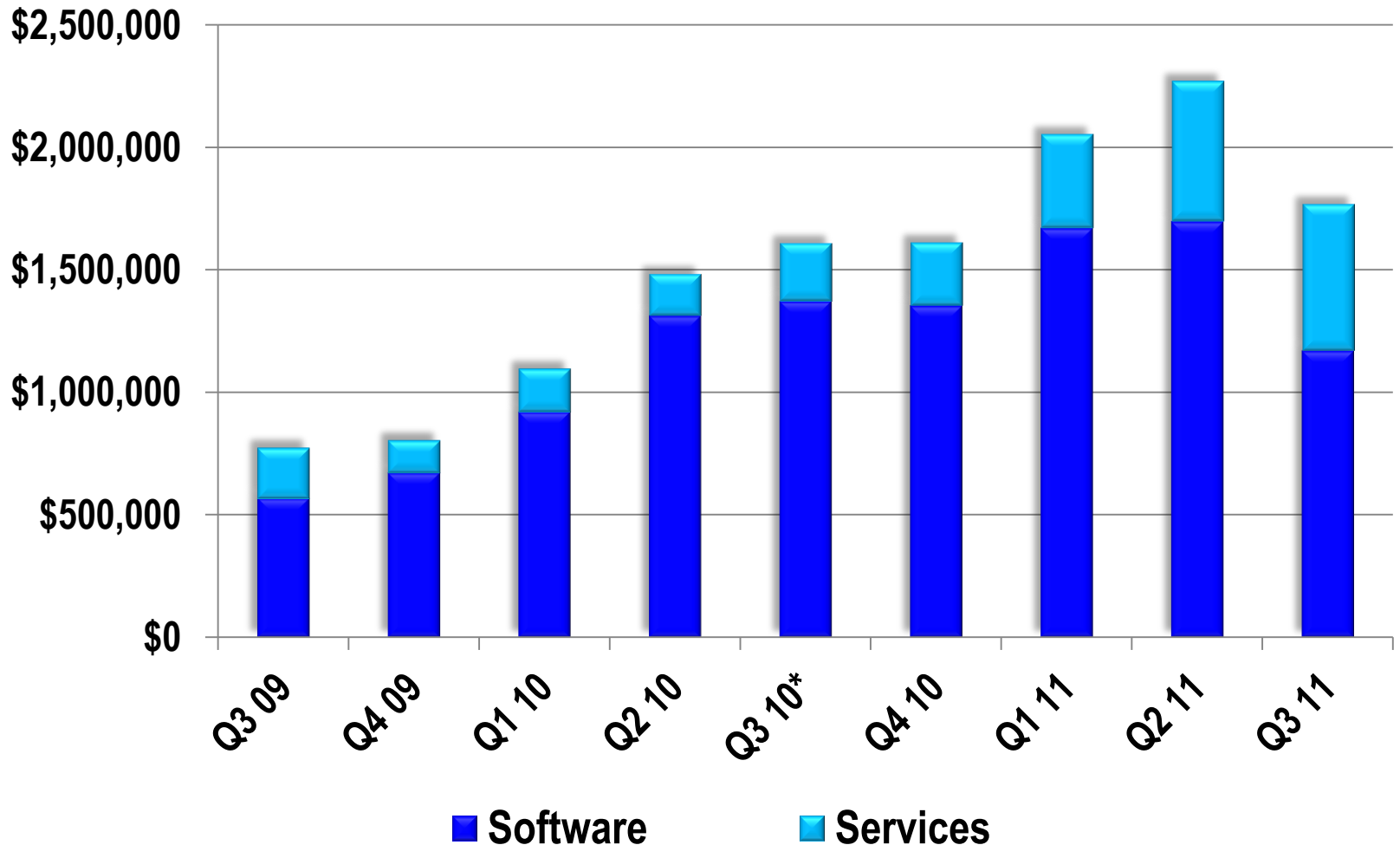
- State of the art design processes & technologies
- Saves time and reduces new product development risk
- Use for new projects, or extend the life of existing systems
- Use Cimetricx Global Services to get up and running fast



# Cimetrix Growth Strategy

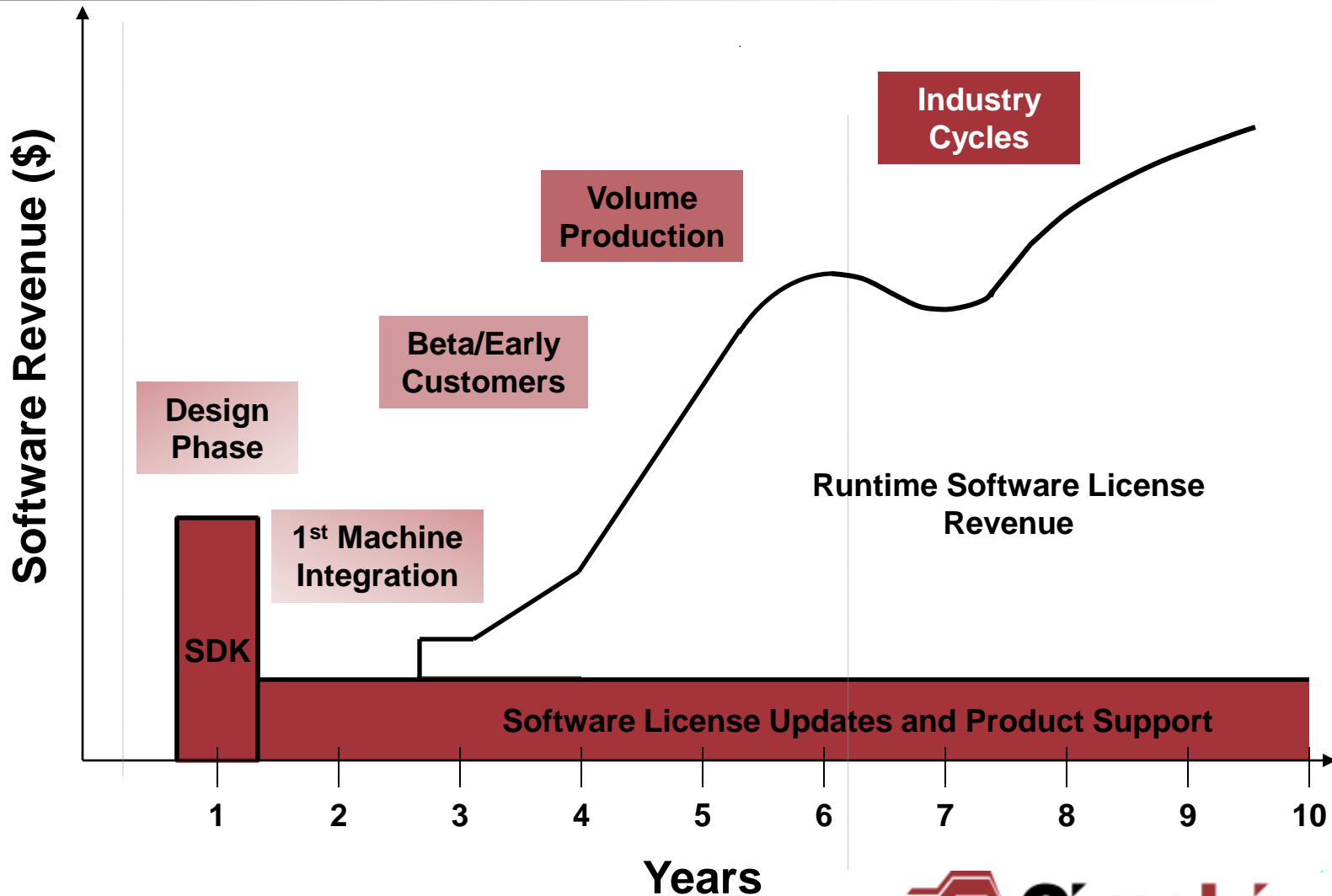


# Growing, Profitable, No Debt



\* Excludes one-time  
\$1M order

# Design Wins Require Services Which Lead to Long-Term Annuity



# Experienced Team

	Bob Reback	President & CEO
	Dave Faulkner	EVP Sales & Marketing
	Paul Johnson	VP Software Engineering
	Jodi Juretich	VP & CFO



# Executing in the Short-Term *Positioned for the Long-Term*

## Financial

- 173% Revenue growth in 2010
- 9 Consecutive quarters of profitability
- Pre-paid long-term debt 12 months early

## Market

- Long-term growth in 3 market segments
- Installed customer base with upside potential

## Products

- Annuity from existing products
- New products taking off
- Next generation products planned

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