### **Business and Financial Roadmap**

#### **Georges Penalver**

Executive Vice President Corporate Strategy Officer











#### Conclusion





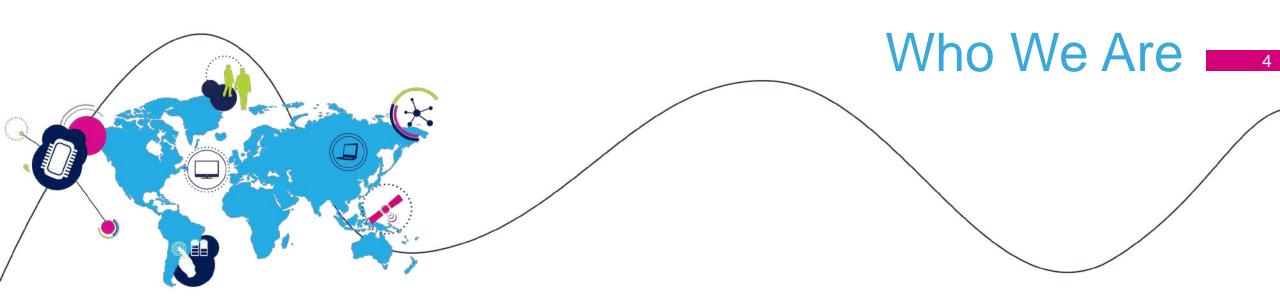
Financials

Market and Growth Drivers

#### Conclusion







- A global semiconductor leader
- The largest European semiconductor company
- 2012 revenues of **\$8.49B**<sup>(1)</sup>
- Approximately **48,000** employees worldwide<sup>(1)</sup>
- Approximately **11,500**<sup>(1)</sup> people working in R&D
- **12** manufacturing sites
- Listed on New York Stock Exchange, Euronext Paris and Borsa Italiana, Milano



### ST's vision



Leadership in Sense & Power, Automotive Products and Embedded Processing Solutions



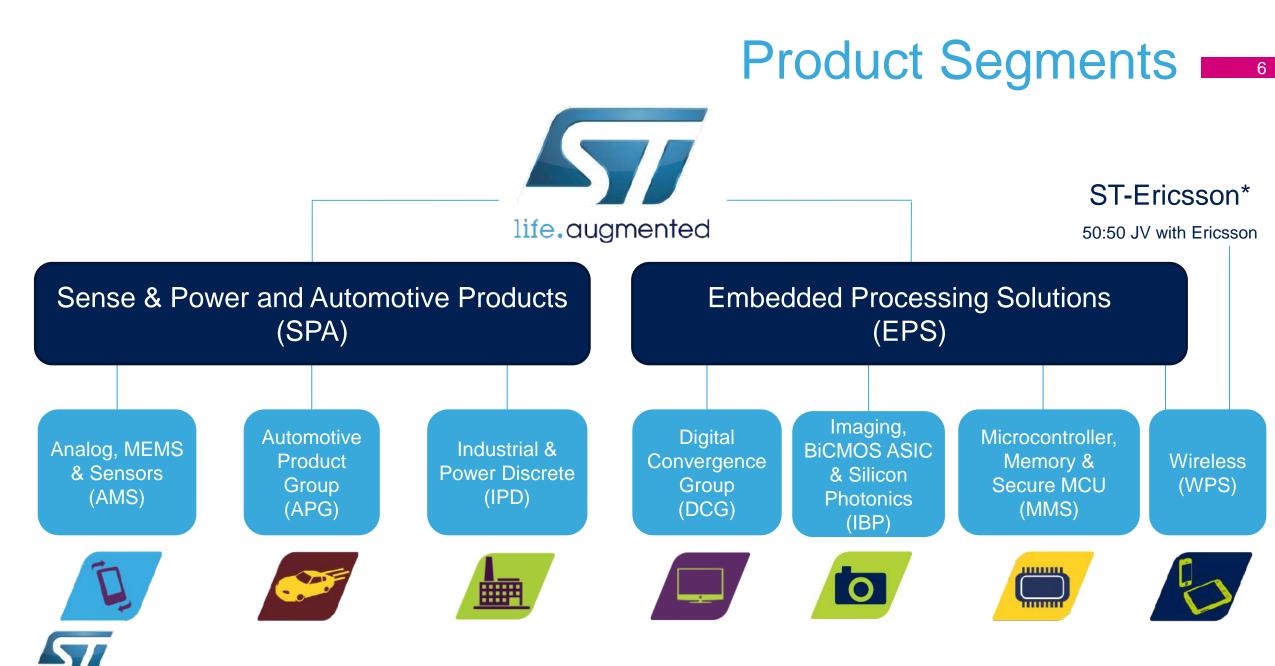






Automotive



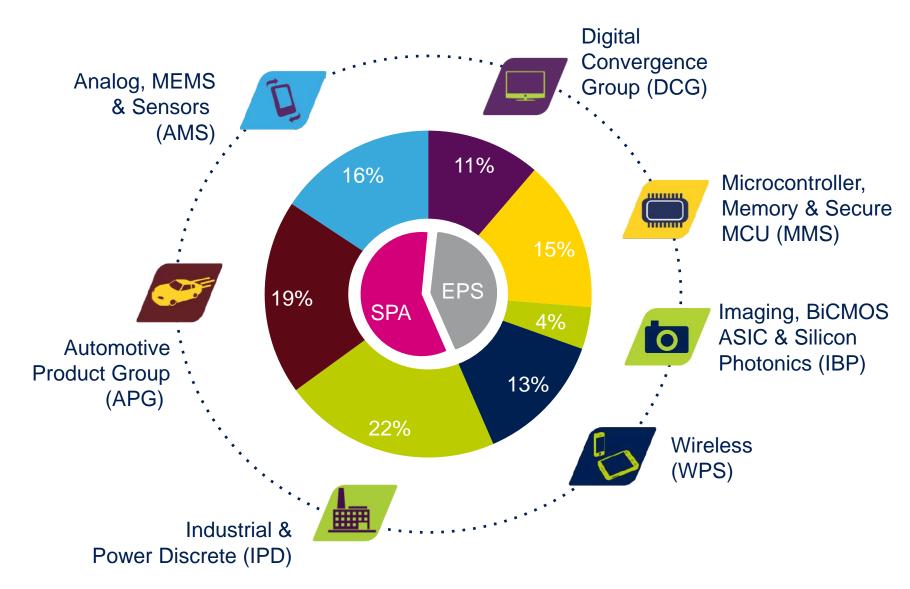


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\*Exit to be completed by 3Q 2013

# 1Q13 Revenues by Product Groups

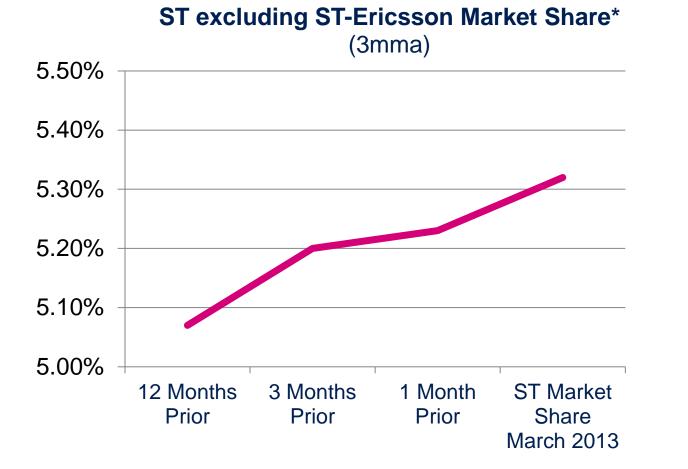
Sense & Power and Automotive Products (SPA)



Embedded Processing Solutions (EPS)



### ST Market Share Gains 3



#### Market share gains driven by:

- Innovation / new products
- Mass market efforts
- New major customer focus
- Manufacturing / flexibility
- Product quality



# ST-Ericsson Split Up

#### **STMicroelectronics**

Existing ST-Ericsson products\* and related business as well as certain assembly and test facilities

#### **Ericsson**

Design, development and sales of the LTE multimode thin modem products

#### **ST-Ericsson**

Starting the close down of the remaining parts of the JV

- About 950 employees
- Main sites: France and Italy
- ST financially responsible from March 2, 2013

- About 1,800 employees and contractors
- Main sites: Sweden, Germany, India and China
- Ericsson financially responsible from March 2, 2013

- About 1,600 employees and contractors
- Includes about 200 employees and contractors in connectivity business which is for sale
- Joint financial responsibility from March 2, 2013

Formal transfer of the parts of ST-Ericsson to the parents expected to be completed during 3Q13, subject to regulatory approvals









Market and Growth Drivers

Conclusion



### Two-product Segments Organization 11



Starting 2Q13 reported financials for each product segment: Revenues Operating Income Free Cash Flow\*



# ST Financial Model<sup>\*</sup>

Targeting 10% or more operating margin

Net operating expenses average quarterly rate in the range of \$600 million to \$650 million\*\*



\*Based on an average effective exchange rate of 1.30 Euro/dollar

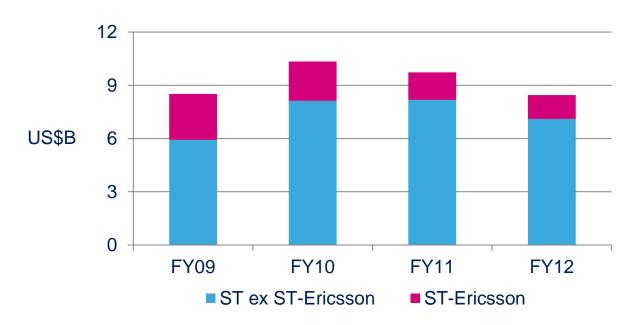
\*\*By the beginning of 2014; excluding restructuring charges





### ST Revenue Dynamics

- Semiconductor market expected to improve in 2013
- ST, excluding ST-Ericsson, expects to outperform our serviceable available market (SAM) in 2013
  - Outperformance driven by: sales organization, mass market and new products





- Imaging
- Microcontrollers
- Analog & MEMS
- Power Discrete





# ST Quarterly Revenues 15



#### 1Q13 Revenues = \$2.01B -0.4% vs 1Q12

- 1Q13 Revenues excluding Wireless Product Line:
  - Up 1.3% y-o-y
  - Down 3.4% q-o-q, better than seasonal
  - Wireless Product Line down 26% q-o-q
- 2Q13 Revenue Guidance:
  - Up about 3% q-o-q (+/- 3.5 percentage points)
  - Up about 7% q-o-q at mid-point excluding Wireless
     Product Line



### Addressing the Mass Market

#### Distribution (as % of total revenues)



#### **New Sales & Marketing Organization**

- Global account responsibility
- Continued focus on new major accounts
- Increased geographical customer and distribution branch coverage

#### Key marketing initiatives delivering results

- Revenues from distribution
  - Up 18.7% y-o-y
  - Up 3.5% q-o-q





16

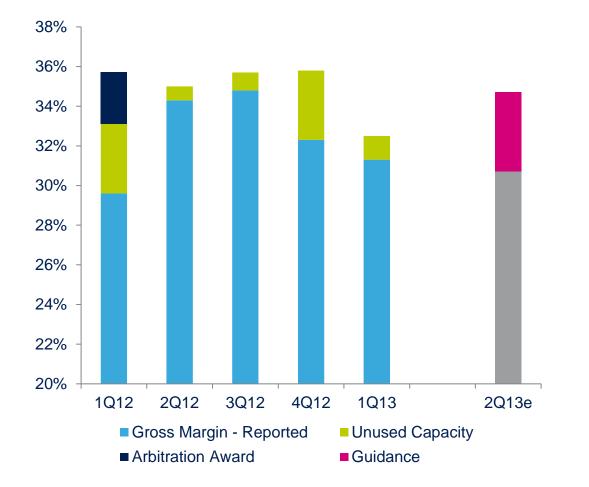
### Financial Performance 17

In US\$M, except EPS	1Q12	2Q12	3Q12	4Q12	1Q13	FY11	FY12
Net Revenues	2,017	2,148	2,166	2,162	2,009	9,735	8,493
Gross Margin	29.6%	34.3%	34.8%	32.3%	31.3%	36.7%	32.8%
Operating Income (Loss) before impairment, restructuring & one-time items* Operating Margin before impairment, restructuring & one-time items attributable to ST*	(280) (6.5%)	(151) (1.3%)	(79) 0.3%	(142) (3.3%)	(180) (5.3%)	121 6%	(652) (6.5%)
Net Income – Reported	(176)	(75)	(478)	(428)	(171)	650	(1,158)
EPS Diluted Adjusted EPS Diluted*	(0.20) (0.14)	(0.08) (0.05)	(0.54) (0.03)	(0.48) (0.11)	(0.19) (0.13)	0.72 0.41	(1.31) (0.33)
Free Cash Flow* Net Financial Position, adjusted for 50% investment in ST-Ericsson*	98 1,267	(129) 1,153	(80) 1,064	145 1,192	(65) 1,096	(288) 1,167	33 1,192
Effective Exchange Rate €\$	1.33	1.32	1.29	1.30	1.31	1.37	1.31



# Gross Margin Evolution

18



- 1Q13 gross margin down 100 basis points q-o-q, mainly driven by no revenues from licensing and usual beginning of the year price pressure. On a y-o-y basis gross margin was up 170 basis points.
- 2Q13 expected q-o-q improvement driven by increased volumes, reduced unused capacity charges and improved manufacturing efficiencies as fab utilization rates are expected to be ~85%



# **Gross Margin Expansion**

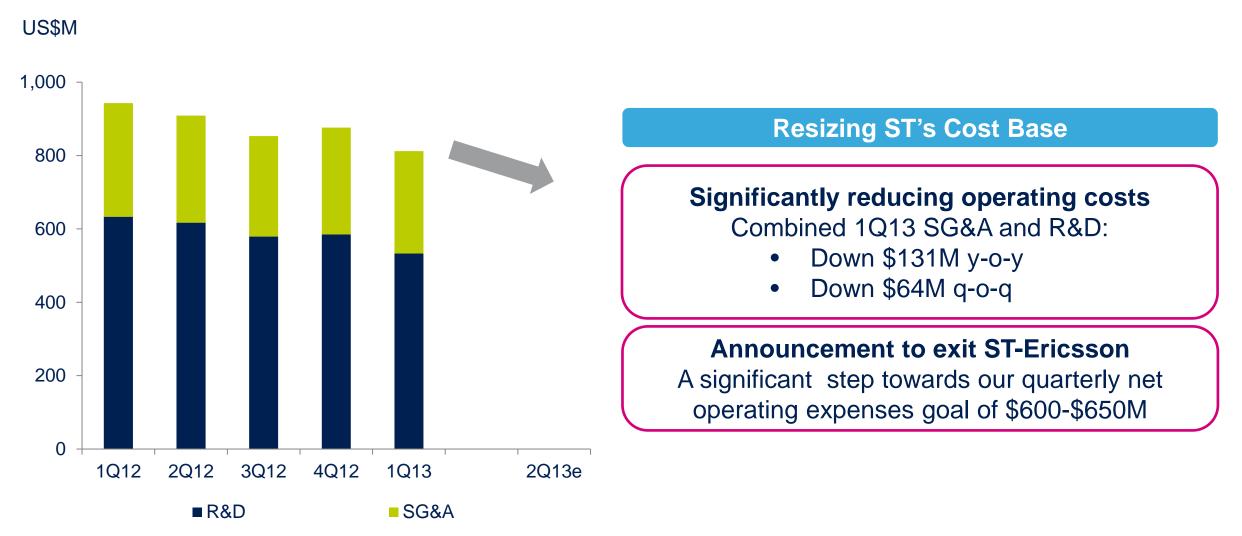
19

### Key drivers for gross margin expansion

- Product mix evolution toward higher margin products
- ST-Ericsson business decrease; currently significantly dilutive to ST consolidated gross margin
- Manufacturing optimization towards utilization rate of about 90% and loading stability.



# ST Operating Expenses Evolution 20





### Reaching our Quarterly Expense Target

Steps to Achieve Net Operating Expense Target of \$600-\$650M



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All ST organizations will contribute to achieve a \$35M quarterly expense reduction target, especially Embedded Processing Solutions and Staff and Support Functions

# Sense & Power and Automotive 22

#### 1Q13 Revenues: \$1,127M 28% AMS 38% APG IPD 34% 1Q13 Operating Margin: 5.1%



#### **Revenue Growth Drivers: 2013 - 15**

- High volume motion MEMS & Sensors, touch screen controllers, Op Amps and Microphones
- Expansion of LV MOSFET and IGBT
- Growth in power management for portable equipment
- 32-bit microcontrollers for Automotive
- New products in Smart Power and e-Flash

#### **Operating Margin Mid-term Target: 10-15%**

- Improve product mix and time to market
- Manufacturing flexibility / efficiency
- Mass market efforts

#### **1Q14 Net Operating Expense Target**

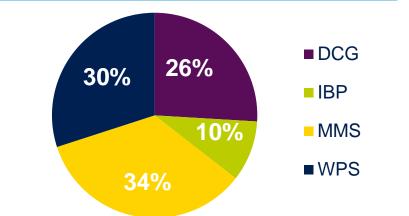
About 50% of target \$600-\$650M range



# Embedded Processing Solutions 23



#### 1Q13 Revenues: \$867M



#### 1Q13 Operating Losses: \$210M



#### **Revenue Growth Drivers: 2013 - 15**

- Rapid growth in 32-bit general purpose & secure MCUs
- Major turnaround in Imaging
- ASICs for networking
- Gain share in home gateway and connected clients
- Deploy 40nm Set-Top-Box families in emerging countries

#### **Operating Margin Mid-term Target: 5-10%**

- Improve product mix and time to market
- Exit of ST-Ericsson
- ST-Ericsson competencies to be redeployed
- Customer / application diversification

**1Q14 Net Operating Expense Target** 

About 50% of target \$600-\$650M range 



# Net Financial Position\* 24

End of period (US\$M)	Mar. 30, 2013	Dec. 31, 2012	Mar. 31, 2012
Available Cash and Marketable Securities	1,906	2,489	2,213
Restricted Cash	4	4	7
Total Liquidity	1,910	2,493	2,220
Total Financial Debt	(897)	(1,301)	(1,442)
Net Financial Position	1,013	1,192	778
ST-Ericsson Net Debt to Ericsson	83	-	489
ST Net Financial Position	1,096	1,192	1,267

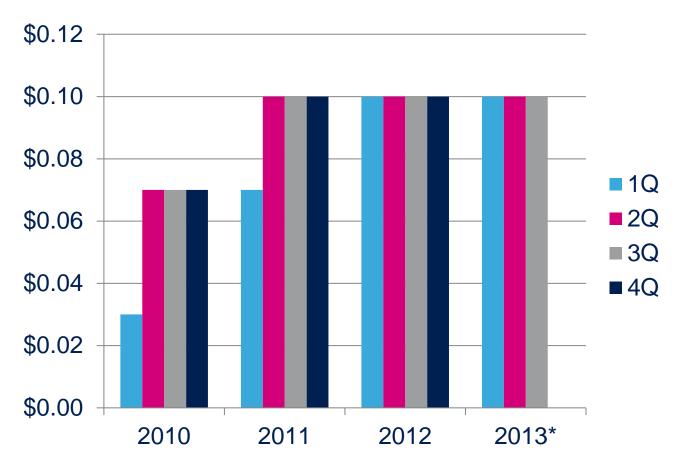
#### Maintain Strong Financial Position

- In 1Q13, ST:
  - Repaid \$455M at maturity of outstanding 2013 Senior bonds
  - Funded \$83M under the ST-Ericsson parent facility
  - Funded capex of \$111M
  - Signed new €350M European Investment Bank Ioan
- In first half of 2013, ST's capex expected to be about \$300M •
  - Significantly below 10% of revenues

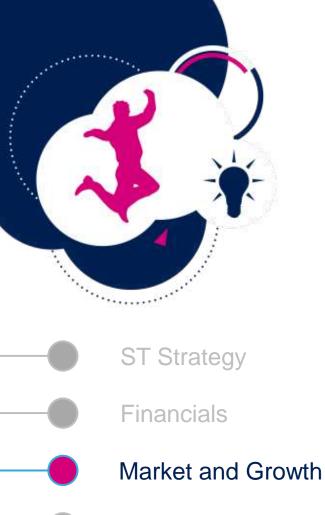


### **Dividend Evolution**

- Quarterly dividend distribution to be decided semi-annually instead of annually
  - US\$0.10 in 2Q and 3Q of 2013, per common share, to be paid in June and September of 2013, respectively.
  - 4Q 2013 and 1Q 2014 dividends will be decided at a Shareholders' Meeting to be held during the fourth quarter of 2013.











Market and Growth Drivers

Conclusion



# Key Industry Trends 27



Smart energy usage







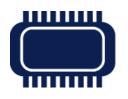












Embedded intelligence

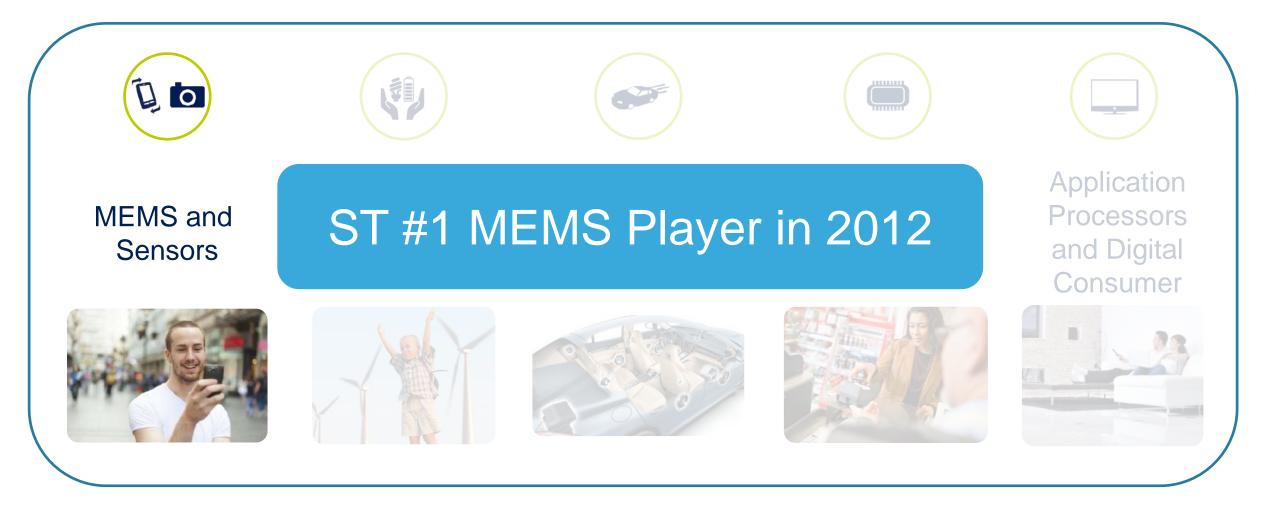


### Our Growth Drivers 28





### Growth Driver: MEMS and Sensors 29





Targeting areas where ST leads or will lead



# MEMS Sensors in Portable Devices

### **Target Markets**

- Mobile & Consumer
  - HUBS
    - Motion
    - Environmental
    - Acoustic
  - Expanding use of sensors
  - Finger Tip revolution
  - Personal projection



#### \$5.6B TAM in 2016 CAGR 2013-16: +18%

- #1 in revenue for MEMS for mobile and consumer
- Enlarging product portfolio to cover existing and new applications with a complete portfolio for motion, environment, audio and touchscreen controllers
- Internal dual-source manufacturing on 200mm
- Wide and flexible technology portfolio
- ST's iNEMO family: unrivalled ability to integrate sensors with ARM-based MCU

ST Strengths



Source: IHS iSuppli, January 2013

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# MEMS Sensors: Expanding to New Markets

### **Target Markets**

#### • Automotive

- Addressing a new market for Assisted guidance, Personal safety & Comfort
- Emerging new markets
  - Fitness & Wearable
  - Internet of Things





>\$23B TAM in 2016 CAGR 2013-16: +10% Automotive Sensor TAM

ST Strengths

- #1 in revenue for accelerometers and gyroscopes in 2012 for all markets
- Entering production for Automotive MEMS now; internal manufacturing key for automotive customers
- Numerous flagship product wins in fitness and wearable
  - ST MEMS complimented by ST's Ultra-Low Power RF and Ultra-Low Power MCUs
  - As smartphones dissolve into devices around the body ST captures opportunities
- Providing smallest Smart Systems to enable Internet of Things



### **Target Markets**

- Camera phones
- DSC

0

- Automotive, gaming, medical
- Proximity detection



\$26B TAM in 2016 CAGR 2013-16: +17%

### ST Strengths



- Unique, comprehensive and flexible Imaging solutions offering
- Product portfolio repositioned to serve new applications including Automotive, Digital Still Camera, Gaming and Medical in addition to Wireless
- Global, state-of-the-art IP portfolio and technologies:
  - Image processing algorithms & FD-SOI for ISP, high performance pixel, FSI and BSI Imager processes, FlightSense<sup>™</sup> for sensors, camera modules
- Design, manufacturing and packaging verticalization

32

### Growth Driver: Smart Power 33





Targeting areas where ST leads or will lead



### Smart Environments

### **Target Markets**

- Renewable energy generation
- Smart metering
- Power conversion



\$6B TAM in 2016 CAGR 2013-16: +14.2% Smart Grid TAM

### ST Strengths

- >80% market share in Smart Metering powerline modem
- Complete solution for smart energy management
- Mdmesh II Plus: leading position in superjunction transistors
- Leading technologies for Smart Grid
  - STarGrid<sup>™</sup> platform for Power Line Communication
  - High voltage power discrete and Smart Power for energy management



# Power Management for Portable

### Target Markets

- Mobile
- Tablet
- Handheld consumer



\$9B TAM in 2016 CAGR 2013-16: +7.4%

New growth driven by Power Management portfolio and competencies from ST-Ericsson

### ST Strengths

- Leading positions in select target markets
  - >75% market share of AMOLED display ICs
- Complete application know-how and broad IP portfolio
- New business model: power management competencies from ST-Ericsson will address all portable platforms
- Entering Smart RF Antenna tuners

#### 35



# Power Management in Automation 36

### **Target Markets**

- Factory automation
- Home and building automation
- Industrial motor drives



7841

\$8B TAM in 2016 CAGR 2013-16: +7.5%

### ST Strengths

- #2 in revenue in Industrial Electronics
  - Motion control ICs, electrostatic discharge (ESD) protection, IGBT/MOSFET, etc.
- Leading 9th generation BCD technology for Smart Power
  - New platforms with Micro-stepping and multi-motor drivers
- Silicon Carbide (SiC) already in mass production

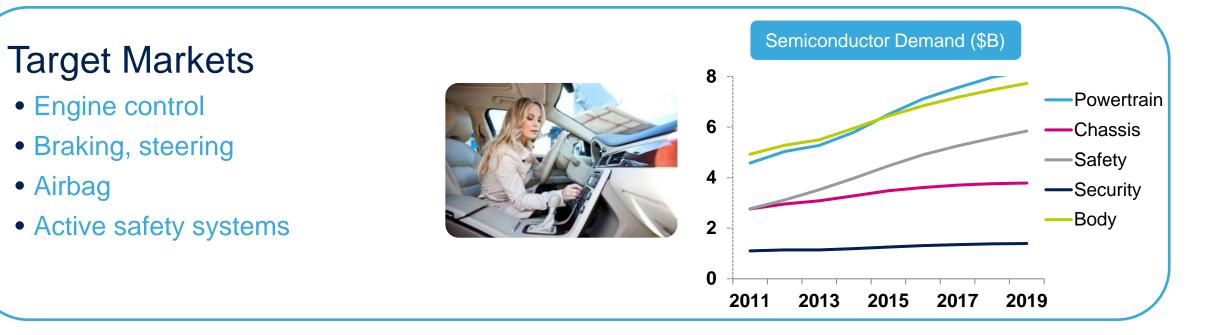
### Growth Driver: Automotive 37





Targeting areas where ST leads or will lead





- #1 in revenue in Smart Power, ASIC and Active Safety
- 32-bit MCU portfolio growing fast
  - \$2.4B in design-wins collected; 60 new part numbers already available
- Cooperation agreements with leading OEMs: Audi and Hyundai Autron
- Fully controlled automotive-qualified supply chain
- New intelligent switches: 7<sup>th</sup> generation of VIPower family deliver improvements for reliability and precision

ST Strengths



38



#### **Target Markets**

ST Strengths

- Audio
- Positioning and telematics
- Tuners for terrestrial & satellite



>\$3.5B TAM in 2012 CAGR 2012-17: +8%

- #2 in revenue in car infotainment
- #1 in revenue in Audio Power Amplifiers
  - >45% market share; 6 new products to be launched in 2013 to address the fast growing market of Digital Audio Amplifiers
- First to market: Multi-constellation autonomous receiver covering GPS/USA, GALILEO/EU and GLONASS/Russia. COMPASS support to be introduced in 2013 to address the Chinese high volume market



### Growth Driver: Microcontrollers 40





#### Targeting areas where ST leads or will lead

\*Excluding Automotive: IHS iSuppli, March 2013; WSTS, February 2013



### General Purpose Microcontrollers 41

#### **Target Markets**

- General purpose MCUs
- Everywhere intelligence is needed!
  - Consumer
  - Appliances
  - Industrial
  - Healthcare



\$7B TAM in 2015 CAGR 2012-15: >3% WW TAM GP MCUs (excl. automotive)

ST Strengths

- #6 by revenue in General Purpose MCUs in 2012 from #10 in 2007
- ST mass market customer base driving revenue growth
- Advanced e-NVM technology platform
- ARM Cortex M 32-bit architecture
- >400 part numbers addressing all market requirements





### Secure Microcontrollers 42

#### **Target Markets**

- $\rightarrow$  Mobility, Contactless and Turnkey solutions
- Personal security
  - Banking, ID
  - Pay TV, Transport
- Embedded Security
  - NFC & Mobile payment
  - Secure authentication



\$3B TAM in 2015 CAGR 2012-15: >4% WW TAM Secure MCUs

ST Strengths

- #3 by revenue in Secure MCU in 2012 from #5 in 2007
- #1 by revenue in secure element in 2012
- Strong portfolio driven by:
  - Full NFC solution including Secure Element and Contactless transceiver
  - Advanced contactless platform
  - 40nm embedded non-volatile Flash technology

### Growth Driver: AP and Digital Consumer 43





Targeting areas where ST leads or will lead

### Growth from the Smart Home

#### **Target Markets**

- Home Gateway next wave in Set-Top-Box
- High growth in connected clients
- High-end multi-screen environments



Internet Enabled Clients CAGR 2012-15: 18.5% 44

- #2 in set top box worldwide, #1 outside US
- Expanding in cable and rapidly growing connected clients markets
- High performance application processor "Orly"; key design wins in 32/28nm
- Diversified solutions including:
  - New Class 2 40nm product family addressing legacy STB
  - Alicante 28nm DOCSIS 3.0, addressing data and headless gateway
  - Orly multimedia headed gateway, with best-in-class performance and integration

#### ST Strengths



### Growth from Digital ASICs

#### **Target Markets**

- ASICs for Networking driven by dramatic increase in Internet traffic
- Expanding ASICs in new markets such as gaming
- Exploiting FD-SOI technology



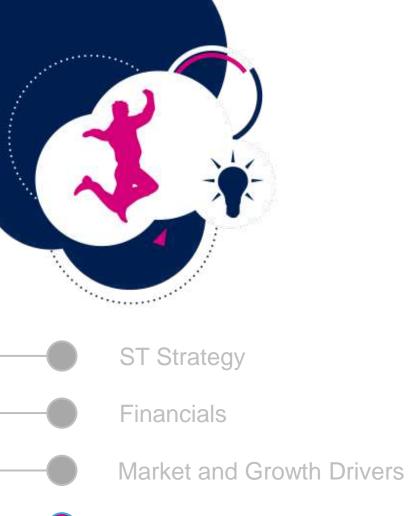
#### Market Trends

- Internet and Video Traffic
  - X2 every 18 months
  - Emerging Countries
- Smart Home and Gateways
  - Multiple Services
  - Developed Countries
- Growth Opportunity
  - Multiscreen Environment
  - Network Infastructure

ST Strengths

- Expanding share in ASICs through FD-SOI technology in consumer and communications infrastructure
- World-class IP portfolio
- Strong customer relationships in key applications such as Networking







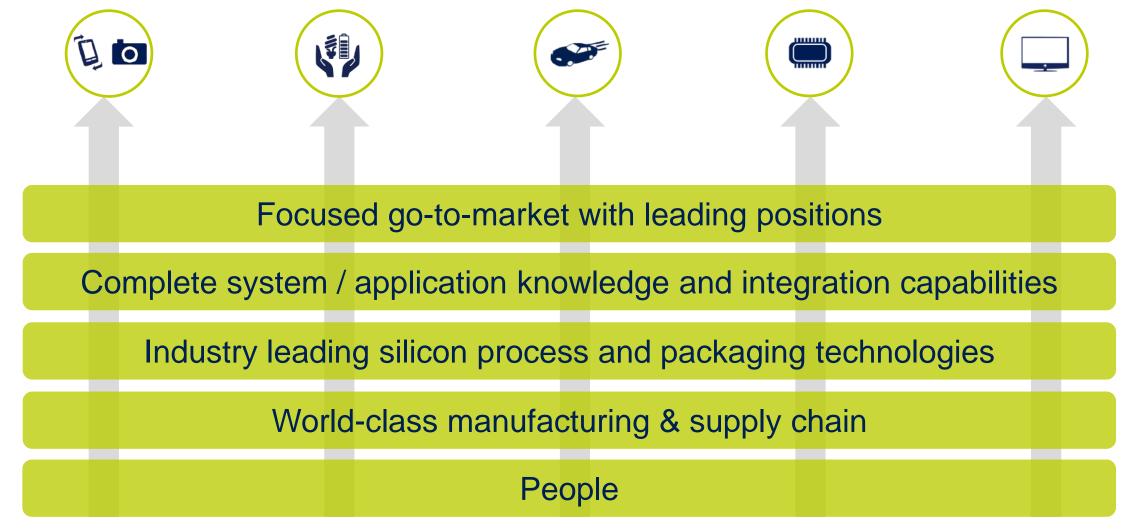




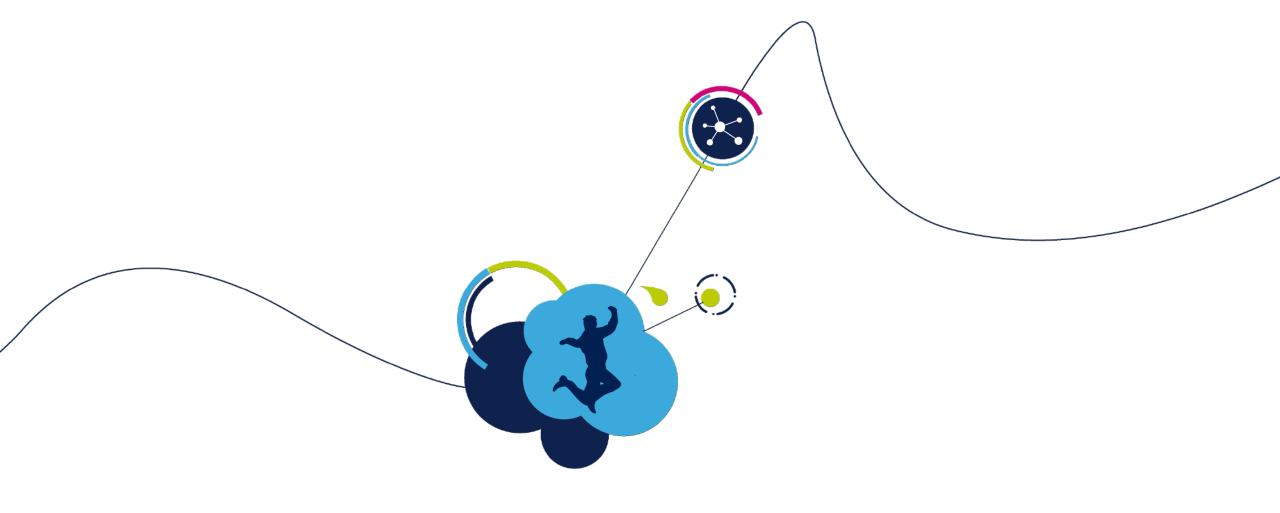


### Why ST will Win

47







## Thank You

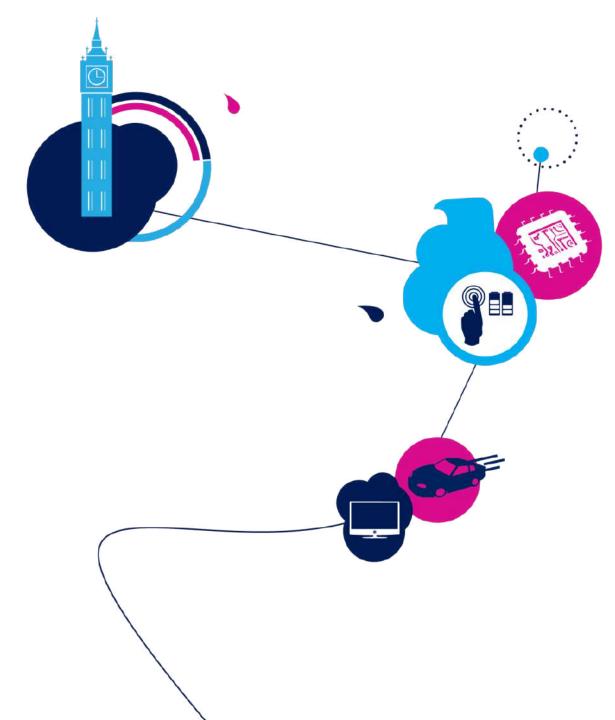


### Technology R&D and Manufacturing

#### **Jean-Marc Chery**

Executive Vice President Chief Manufacturing & Technology Officer General Manager, Digital Sector











Technology – Embedded Processing Solutions

Technology – Sense & Power and Automotive

#### Manufacturing

#### Conclusion











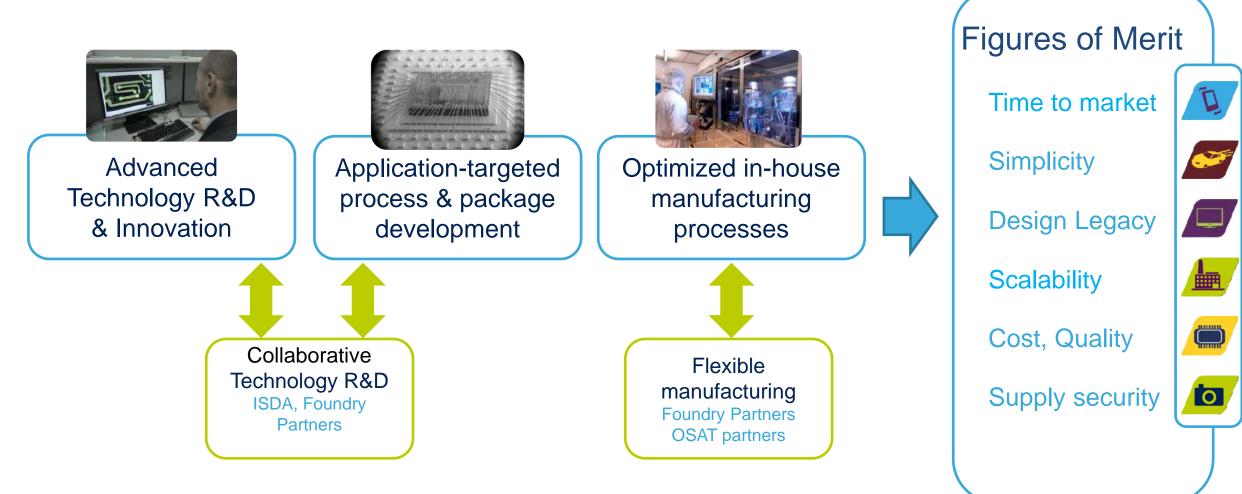
Technology – Sense & Power and Automotive



#### Conclusion



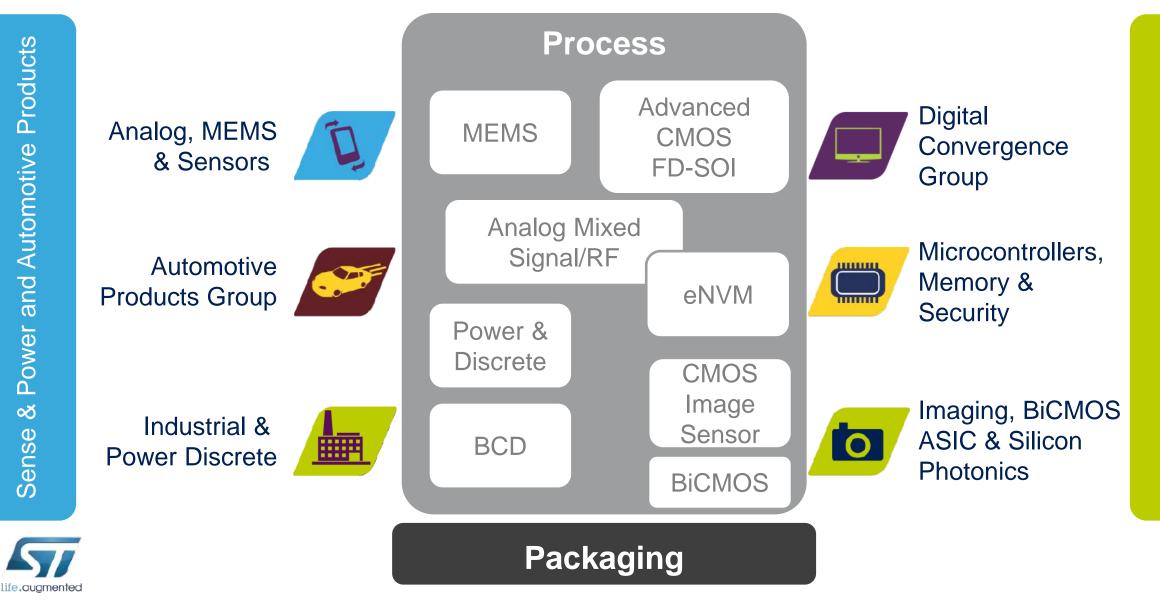
### The Right Model for Our Industry





ISDA: International Semiconductor Development Alliance OSAT: Outsourced Assembly and Test

### Technology Portfolio Enabling Business



Power and Automotive Products

৵

Sense







#### Technology – Embedded Processing Solutions

Technology – Sense & Power and Automotive

Manufacturing

#### Conclusion



### EPS - Technology Roadmap

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FD-SOI: Fully Depleted Silicon On Isolator UTBB: Ultra Thin Body and BOX (Buried Oxide)

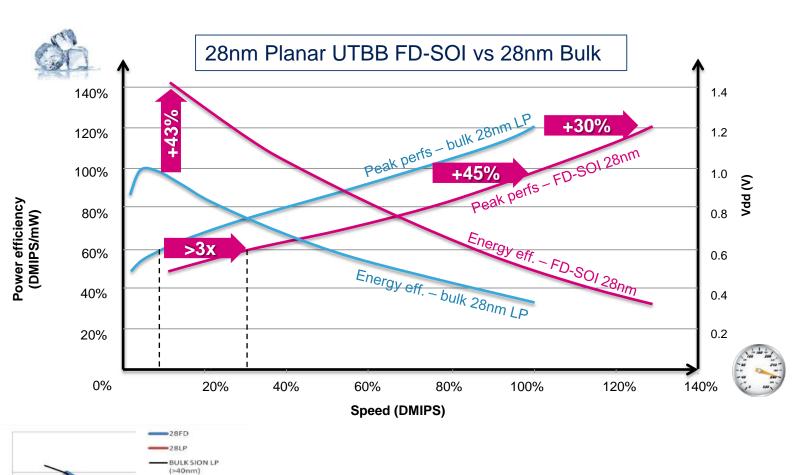
- Convergence to FinFET expected at 7nm
- FinFET know-how being developed in the framework of the ISDA Alliance



### Best in Class Technology at 28nm

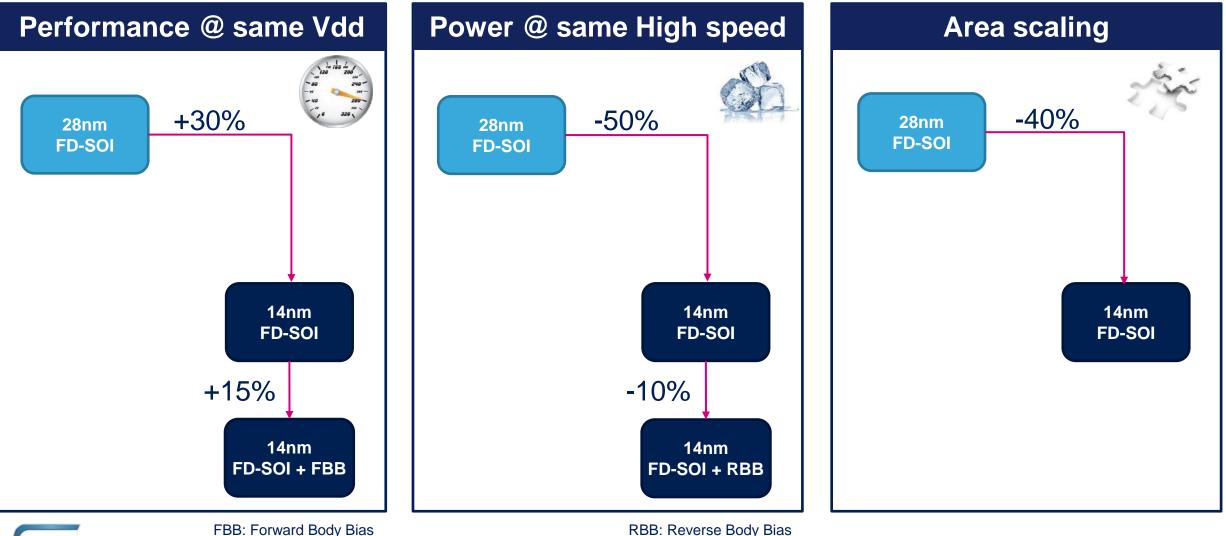
TIME

- Superior technology at 28nm delivering what customers want
- ST products based on FD-SOI have competitive advantage
- Winning ASIC business thanks to performance/power and simpler process than alternative
- Yield Learning Equivalent to Traditional Bulk Process





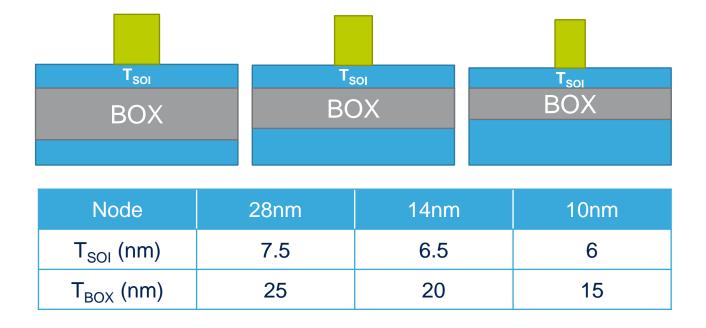
### Continuing Technology Superiority at 14nm



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**RBB:** Reverse Body Bias

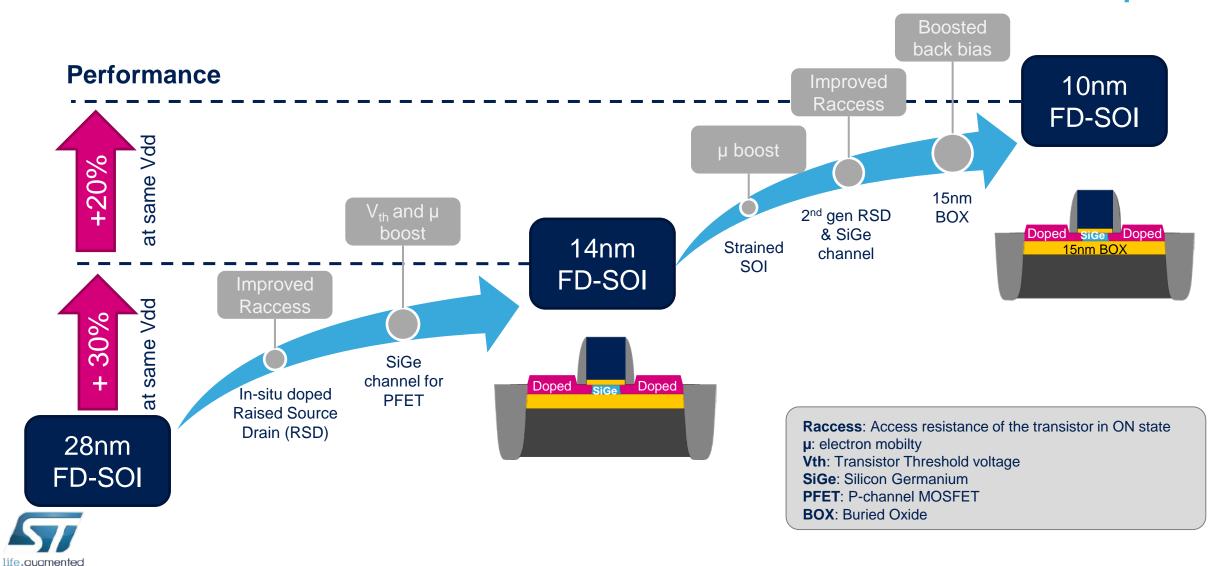
### Planar UTBB FD-SOI Scalability obtained by reduction of $T_{SOI} \& T_{BOX}$



- Electrostatic control improved by Thinning T<sub>BOX</sub>
- Scalability down to 10nm node
- Devices already processed with 3.5nm SOI film

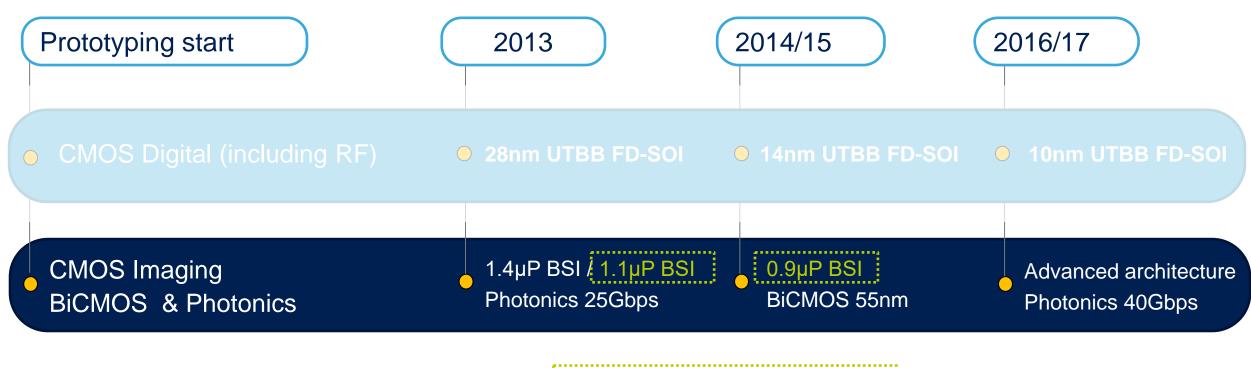


### Planar UTBB FD-SOI Scalability Boosters Roadmap



### EPS - Technology Roadmap

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Collaborative R&D through agreement with UMC

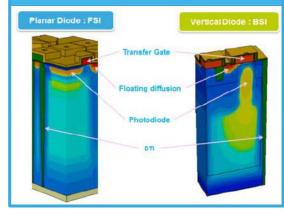
**BSI: Backside Illumination** 



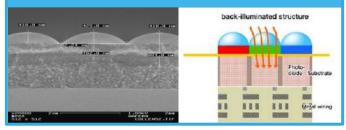
### Image Sensors Differentiating Factors

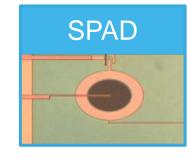


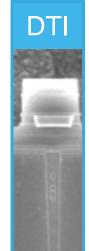
#### **Optical Simulations**



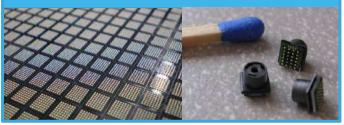
#### Colorisation / micro-lens







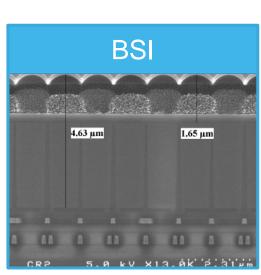
#### TSV - WLP



**TSV:** Though Silicon Via **WLP**: Wafer-Level Package

**DTI:** Deep Trench Isolation

**Optimized Design Solution** 



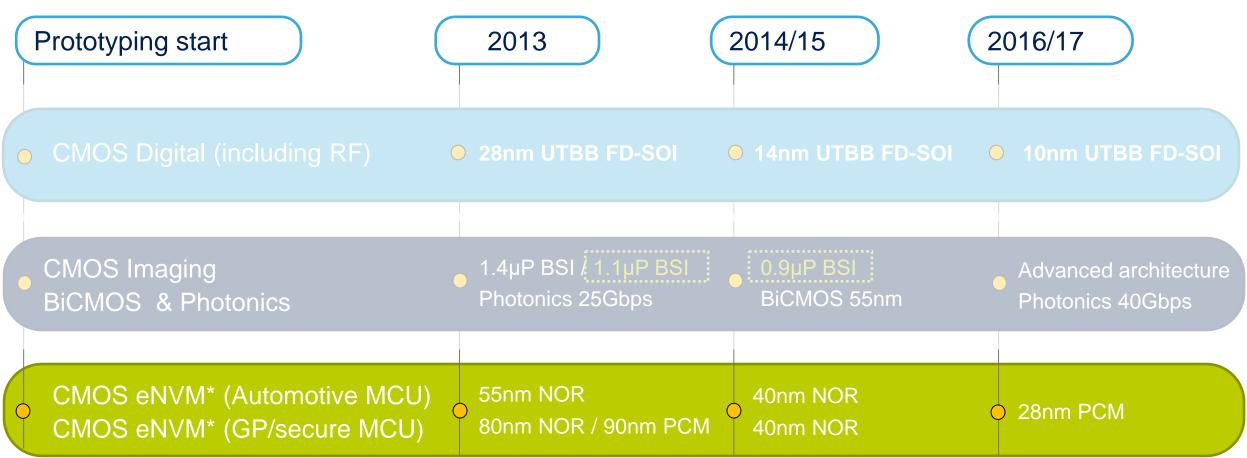
**BSI:** Backside Illumination



### Life.quamented

### EPS - Technology Roadmap

62



\* Logic with embedded memories



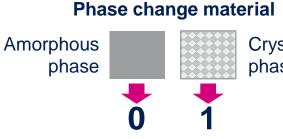
eNVM: embedded Non Volatile Memory PCM: Phase Change Memories

### Non-Volatile Memory Differentiators

#### Phase Change Memory (PCM) Technology

#### NOR 40nm e-Flash

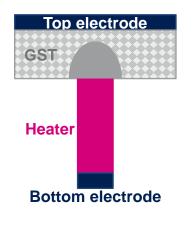
63





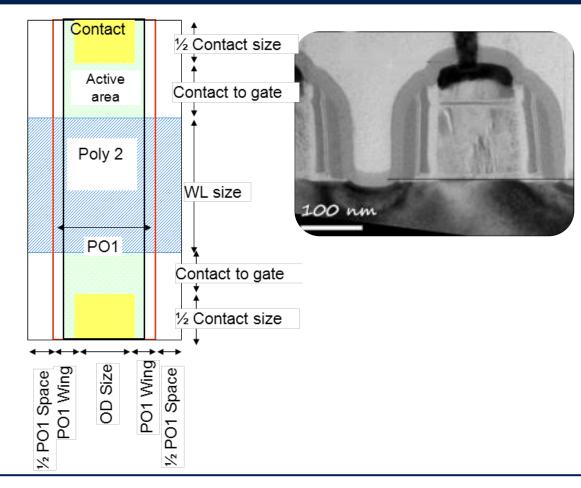


#### Bit cell (In state "1")



- Breakthrough for process cost saving and improved performance
- Power consumption fitting RF requirements
- Most mature solution among novel memory concepts
- Qualification for the 90nm node

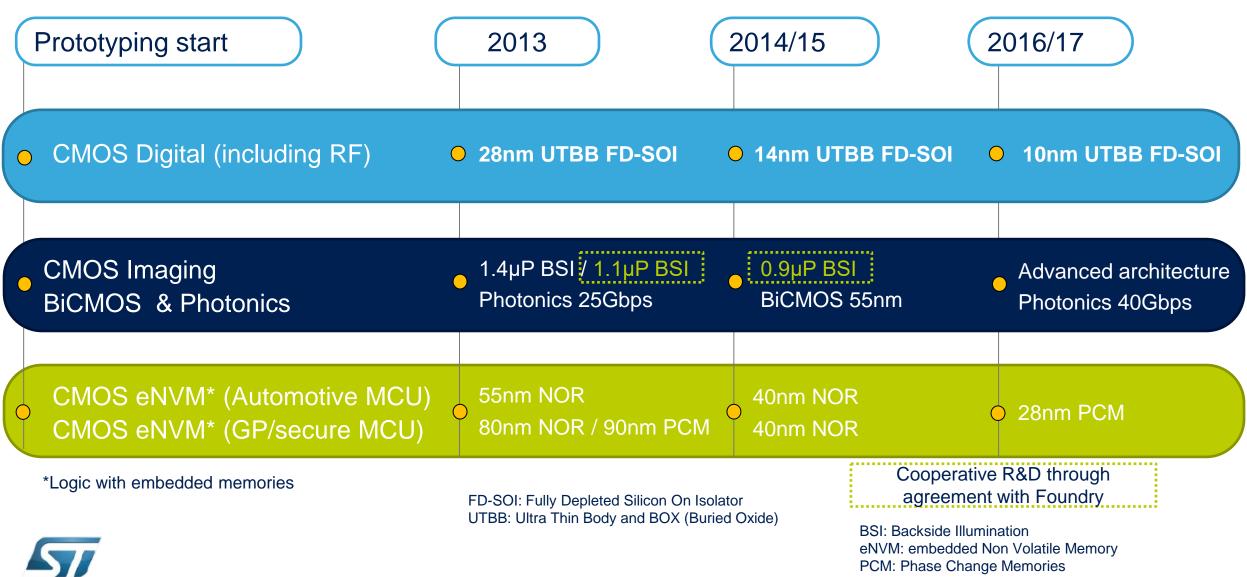
**GST**: GeSbTe, Germanium-Antimony-Tellurium alloy





### EPS - Technology Roadmap

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Technology – Sense & Power and Automotive

Manufacturing

#### Conclusion



### SPA - Technology Roadmap

Prototyping start         2013         2014/15         2016/17				
0	BIPOLAR CMOS DMOS 0-100V BIPOLAR CMOS DMOS >100V	• 160nm/110nm • 320nm OL/160nmSOI	• 90nm (200/300mm)	• 65nm (300mm)
•	MEMS	<ul> <li>Motion (6 axis, AMR,Geophone)</li> <li>Actuators</li> </ul>	<ul> <li>Environmental (Hr,Temp)</li> <li>Audio (Hperf Micro)</li> <li>Actuators</li> </ul>	•
0	Power	• 0.35µm • Oxide Filled Trench • Silicon Carbide (SIC)	<ul> <li>• 0.2µm</li> <li>• Oxide Filled Trench Gen2</li> <li>• Gallium Nitride (GaN)</li> </ul>	•
•	Discrete	<ul> <li>HV Scr Triacs 1500V</li> <li>GaN Pschottky 600 V</li> <li>EnFilm Gen1</li> </ul>	<ul> <li>HV Scr Triacs 2000V</li> <li>GaN Pschottky1200V</li> <li>EnFilm Gen2</li> </ul>	• HV Scr Triacs 2500V • EnFilm Gen3



### Smart Power: Leading with BCD9S

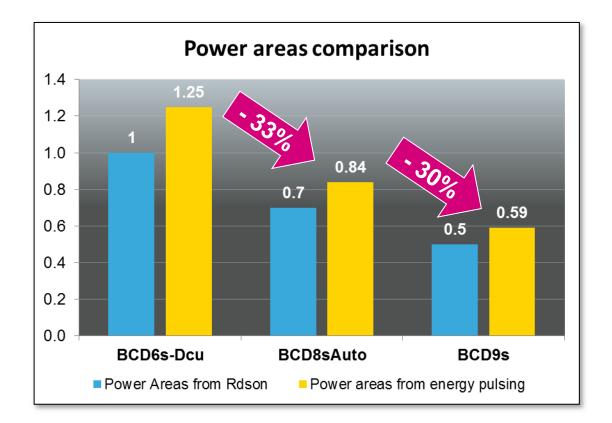
#### BCD9S

- 1.8V CMOS / 5V Analog
- 8V to 100V
- 130Kgates/mm2



Full Cu Metallization Thick (10um) Cu Power Metal





#### Tier-1 automotive customer award for next generation braking system



## All Technologies for MEMS

#### **New Materials** Silicon Technologies Package Getters ٠ Wafer Level Packaging • Moore's Law: Miniaturization Polymers (Stacked Multi Dice) More than Moore: Functionalities Shape Memory Alloy New interconnections 3D Structure: i.e. MEMS Piezoelectric (PZT) (Bondless, Sintering, Cu on Cu) Through-Silicon Vias SiC & GaN Smart System In Package (SiP) Graphene Technology and manufacturing for full spectrum of MEMS MOTION ACOUSTIC MICRO-**ENVIRONMENTAL** MEMS **ACTUATORS** MEMS MEMS Accelerometers Electrostatic Microphones Pressure Piezoelectric Loudspeakers Temperature Compass Gyroscopes Thermal Humidity Chemical Brain Infrared

•

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### Packaging Technology R&D 69

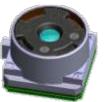
#### **Applicative**

#### Sense

MEMS & microphones (LGAs) **Optical modules and Imagers** towards BSI







#### **Power & BCD**

High dissipation, miniaturized packages (PSSO, QFNs)

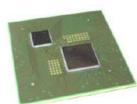
# 57 PowerSS0-24 51

#### Advanced

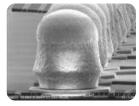
#### **Digital with advanced CMOS**

Integration and miniaturization based on BGAs.

Towards Flip Chip & WLP









### Mastering all Technologies and Manufacturing for Automotive





### Priorities for 2013 - Technology

BCD9S technology platform to be ready for production Power ASIC for Automotive (ABS/ESP) engineering samples delivery demonstrating superior device performances and die area reduction

2013



FD-SOI 14nm technology to be ready for prototyping and IPs validation vehicles for superior performances and low power consumption SoC and ASICs Embedded Flash 40nm technology for high performance MCUs Readiness for prototyping and IPs validation vehicles









Technology – Embedded Processing Solutions

Technology – Sense & Power and Automotive

#### Manufacturing

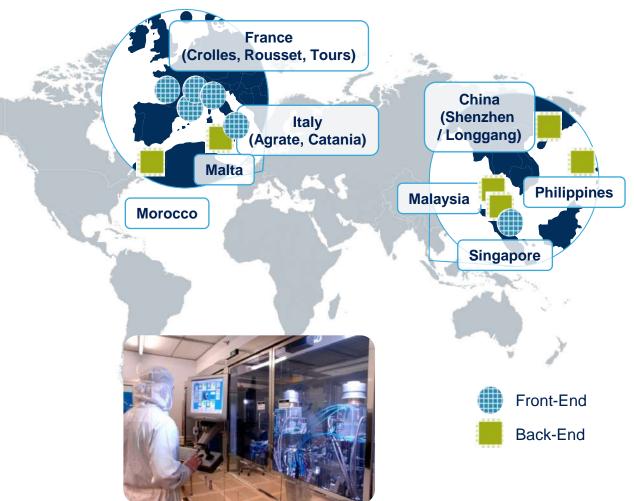
Conclusion



# Manufacturing Model

73

- Manufacturing model unchanged
  - Independent manufacturing
  - Supply flexibility provided by foundries
- Efficient manufacturing tool at about \$2.2-\$2.3B/quarter run rate
- 6 Front-end sites
  - 20% outsourcing target
- 6 Back-end plants
  - 30% outsourcing target





### Manufacturing & Technology R&D CAPEX 74

1500 1000 500 0 2009 2010 2011 2012 2013e

#### Capex in US\$M

- Proven ability to significantly modulate Capex
  - Essentially driven by decisions to add global capacity on top of technology mix evolution

- 2013 Capex expected to be approximately \$550-\$600M
  - 300mm 14nm FD-SOI capability
  - 300mm Image Sensor BSI capacity
  - MEMS
  - Smart-Power mix change
  - Capacity increase & mix evolution in back-end
  - Copper wire conversion





Front-End R&D Test&Others Back-End



Internal Manufacturing Advantage

We win business thanks to the full control and flexibility in our supply chain

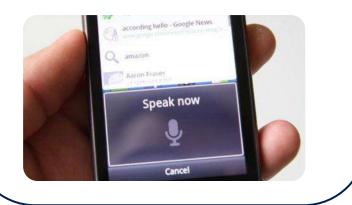
#### **Digital**

- Fastest prototyping service
- Fast ramp to volume



#### **MEMS**

- Fast ramp to volume
- Control of all the parts



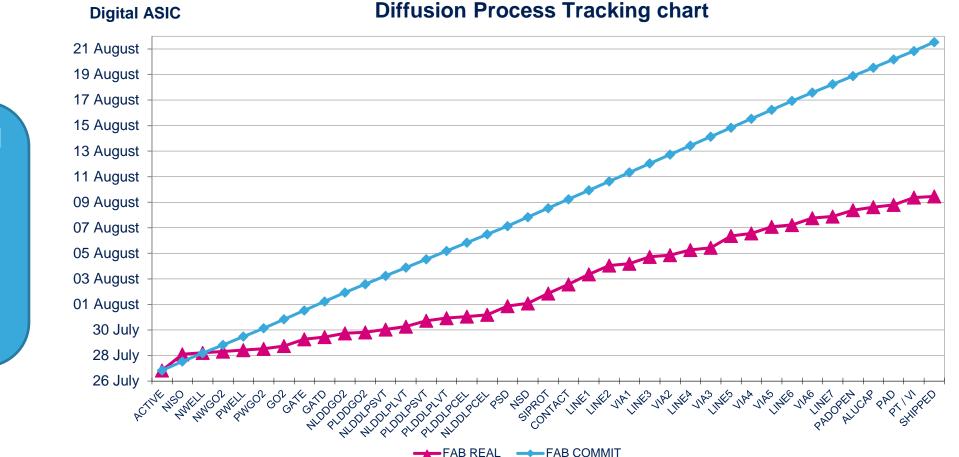
#### Automotive

- Customer requirement
- Quality & Reliability





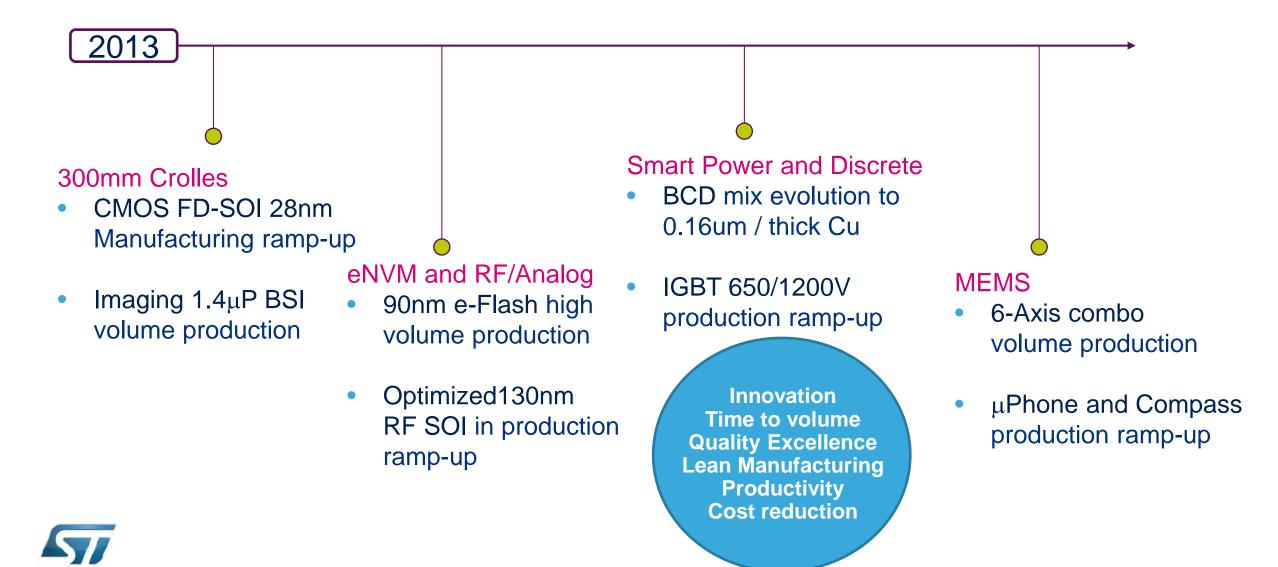
#### Fastest Prototyping for Digital ASIC

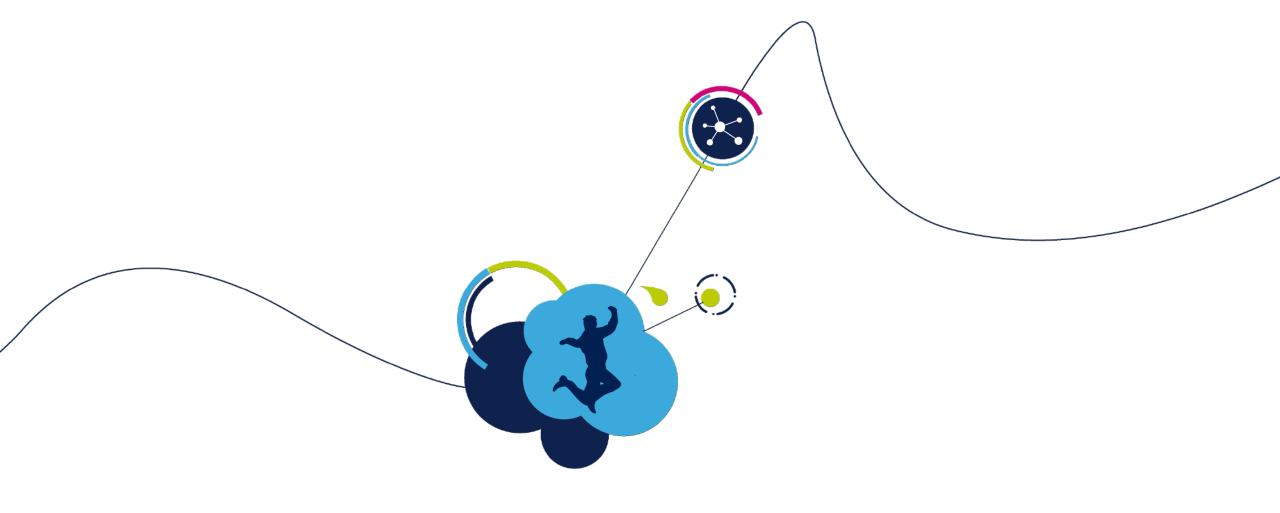


Prototype shipped 13 days in advance of committed schedule with 0.37 days per mask layer



#### Priorities 2013 – Manufacturing





# Thank You

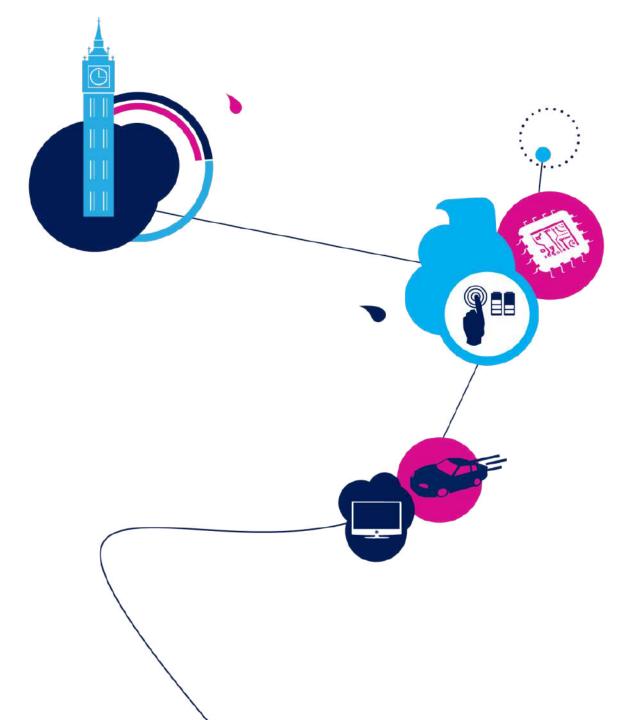


### Analog, MEMS & Sensors

Benedetto Vigna Executive Vice President, General Manager, Analog, MEMS & Sensors Group

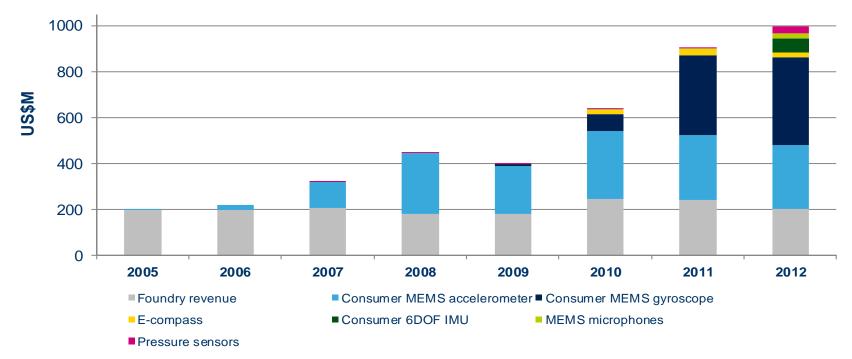
Marco Cassis Executive Vice President, President, Japan-Korea Region





### Leading the global MEMS World with a Rainbow of Products

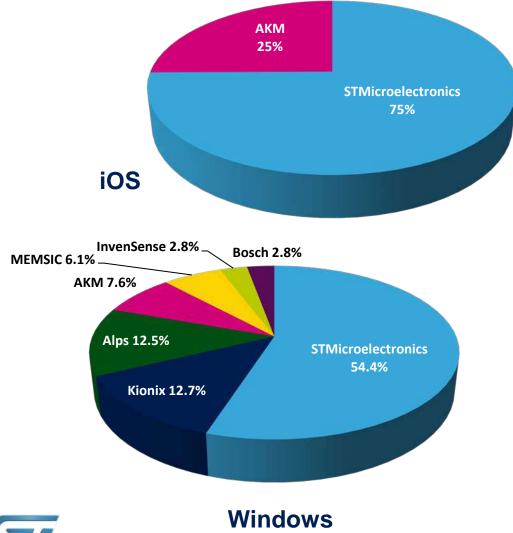
2005 - 2012 ST Microelectronics MEMS Revenue Estimation





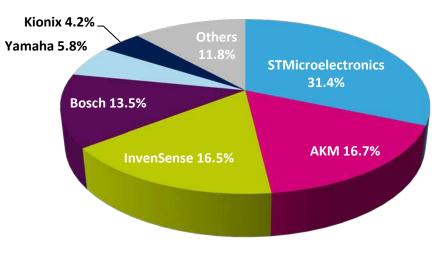
#### First MEMS company to reach \$1,000M!

# Growing faster than the Competition in all Operating Systems



life.auamented

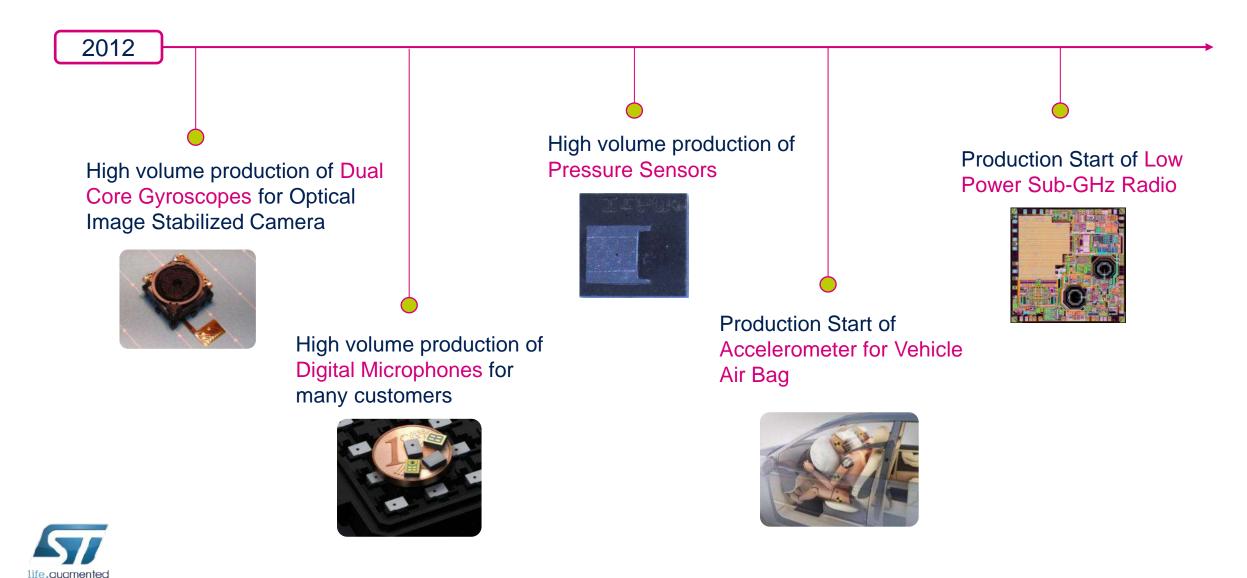
Motion MEMS for Phones and Tablets Market: +16.6% YoY ST: +30% YoY



**Android OS** 

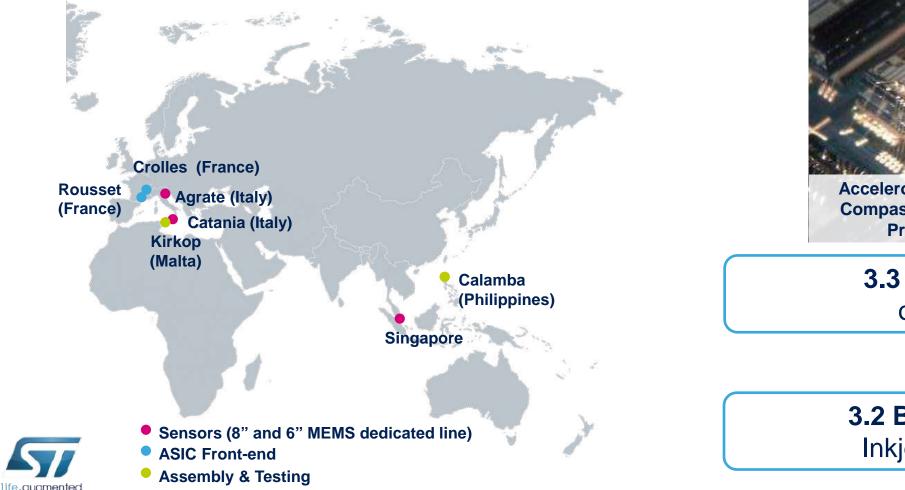
81

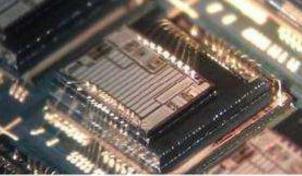
# Beyond Motion MEMS 82



# Almost One ST MEMS shipped per Person in the World

#### **Outstanding Global Manufacturing Capability with Dual Sourcing**





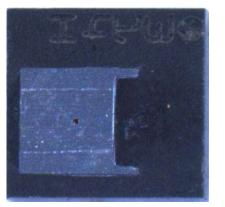
83

Accelerometers, Gyroscopes, Compasses, Microphones and Pressure Sensors

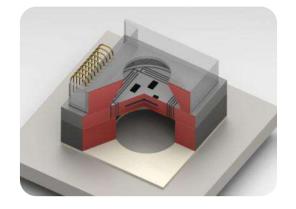
### **3.3 Billion units** of Sensors

# **3.2 Billion units** of Inkjet Printheads

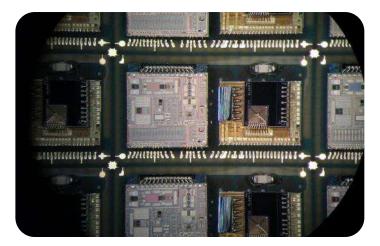
#### A Wide and Flexible Technology Portfolio 84

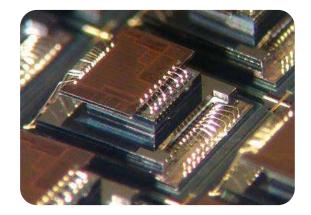






#### **New Sensors: Environmental and Acoustic**







New Systems: Sensors + Brain + RF

### The Six Pillars of AMS Growth 85



#### MOTION MEMS

Accelerometers Compass Gyroscopes Brain



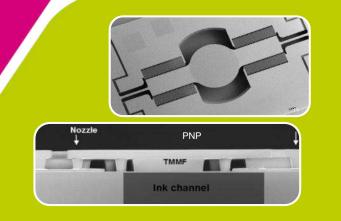
#### ACOUSTIC MEMS

Microphones Loudspeakers



#### ENVIRONMENTAL MEMS

Pressure Temperature Humidity Chemical Infrared Gas Flow



#### MICROACTUATORS

Electrostatic Piezoelectric Thermal



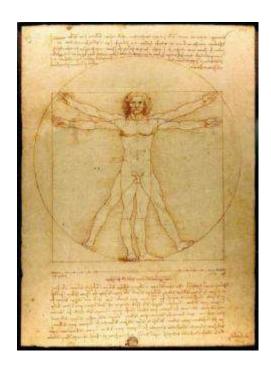
Low Power Brain

Low Power RF

# The Market Opportunity for AMS 86

- *Humanization* of the technology driven by a radical change in User Interface
- Augmented applications with more silicon inside
- Smart(er) Environment
  - Phone
  - Home
  - Car
  - City
  - Grid







#### Leading the User Interface Revolution **17**

The Primary Computing Interface for Decades

Legacy interfaces for Industrial and Consumer appliances

Gesture







#### **Touch/Proximity**





#### More Natural, More Intuitive, More Convenient



# The Three Hubs for Augmented Applications



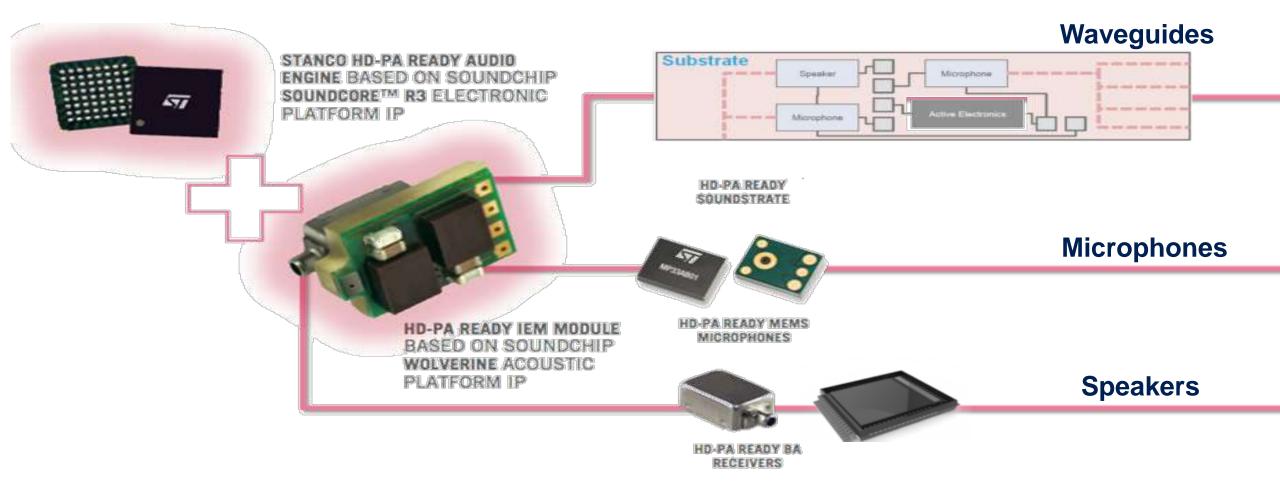
### The Emerging Environmental Hub



#### Humidity, Pressure, and Temperature sensors **Re-engineering the personal barometric station**



#### In-Ear Wearable Acoustic Hub



Fits like a headset, Sounds Clear and Natural: Open up your senses

### Augmented MEMS Fusion Engine

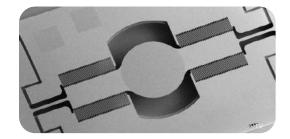
- Indoor Navigation
- 3D voice positioning
- Audio navigational hints
- Geo-localized contents
- Acoustic point-of-interests





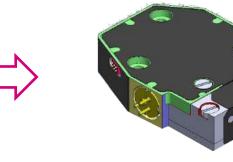
Merging 2 Hubs for an Enhanced Navigation Experience... Anywhere

#### MEMS for Personal Projection 33



**MicroMechanical** 

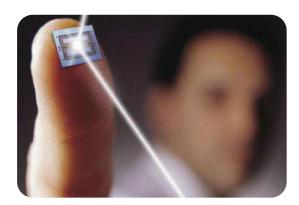
Mirrors



Optical Engine ~ 1.5 cm<sup>3</sup>



Low Power Electronics



... ST makes Video "naturally augmented" through MEMS actuators and low power electronics



### Smart(er) environments \_\_\_\_94





**Smart Car** 









New "silicon-intensive" markets are opening

### Envisioning Smart Street Lamps 55



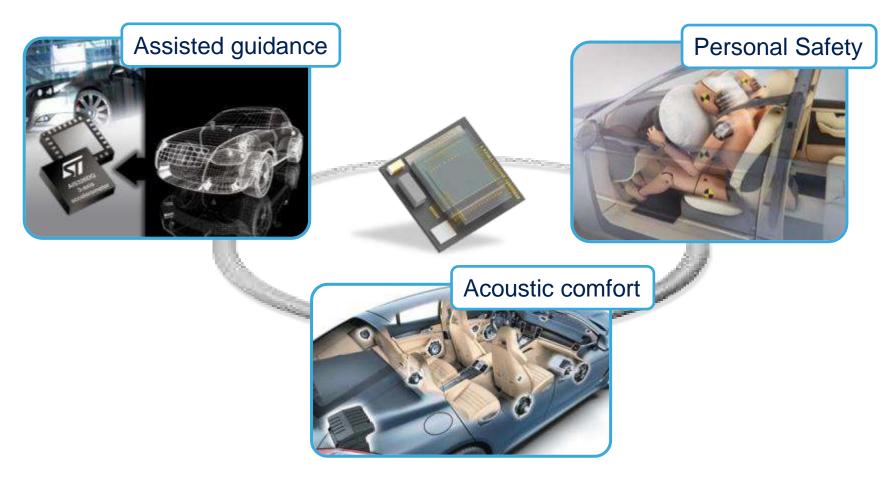




Automatic WARNING pre-alarm dispatched upon abnormal audio level increase (i.e. violent crimes or vandalism)



### MEMS for the Smart Car

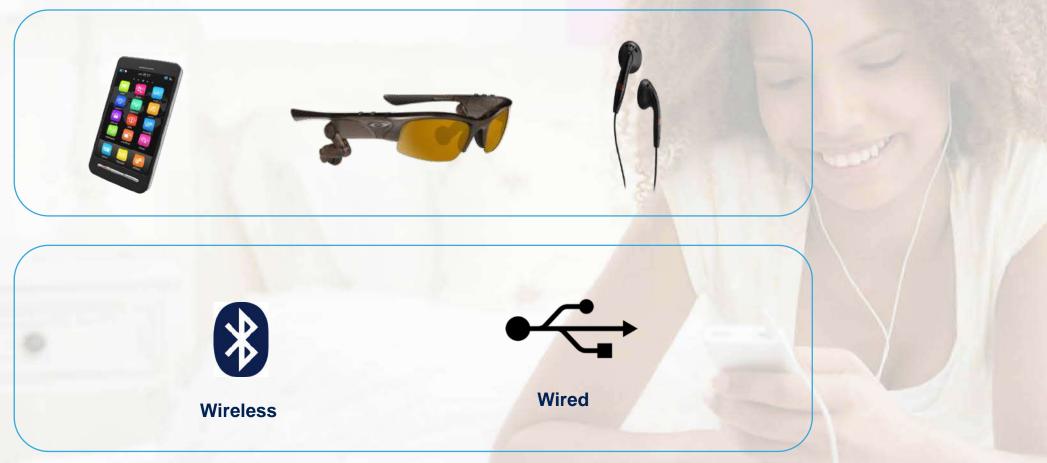


... ST enables a safer, easier, and richer interaction with cars with automotive dedicated sensors



### Sensors in Accessories for a Smarter Personal Experience

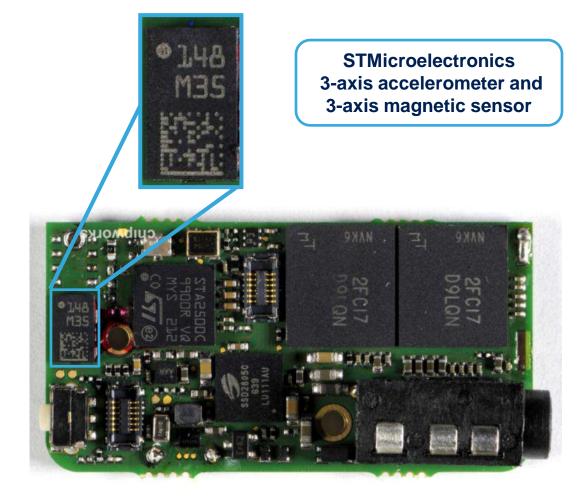
97



... ST brings Augmented Reality to everyday life with augmented accessories

### Bringing Sensors to Watches 38







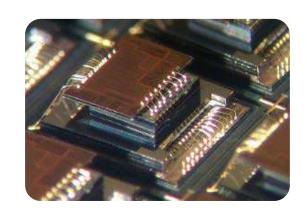
### Wireless Sensors for Fitness and Wearable



99



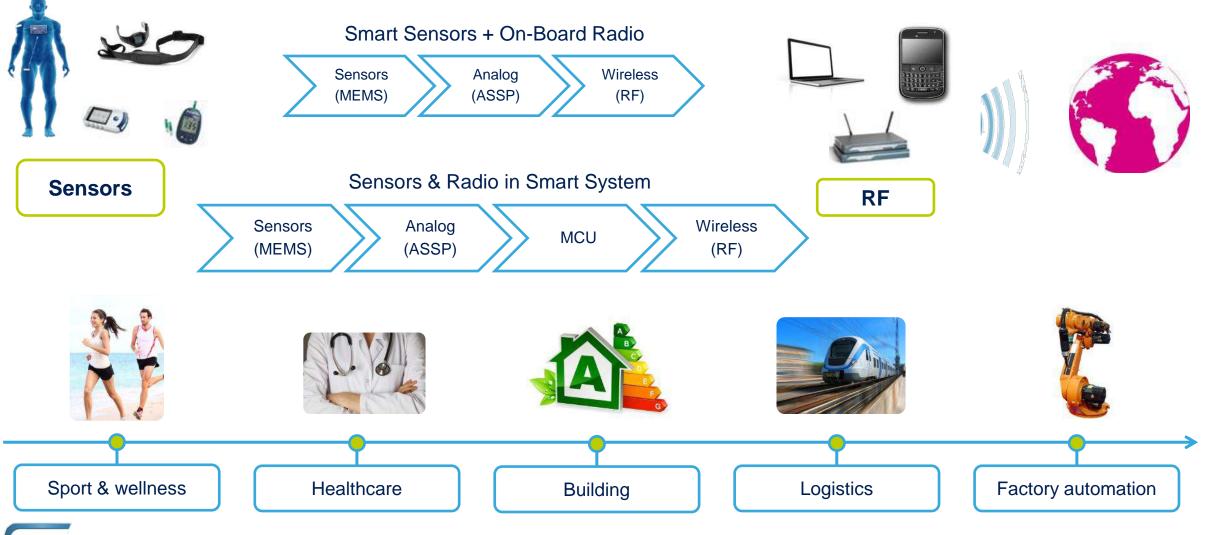
... ST connects RF sensors to enable new services, new products, new customers





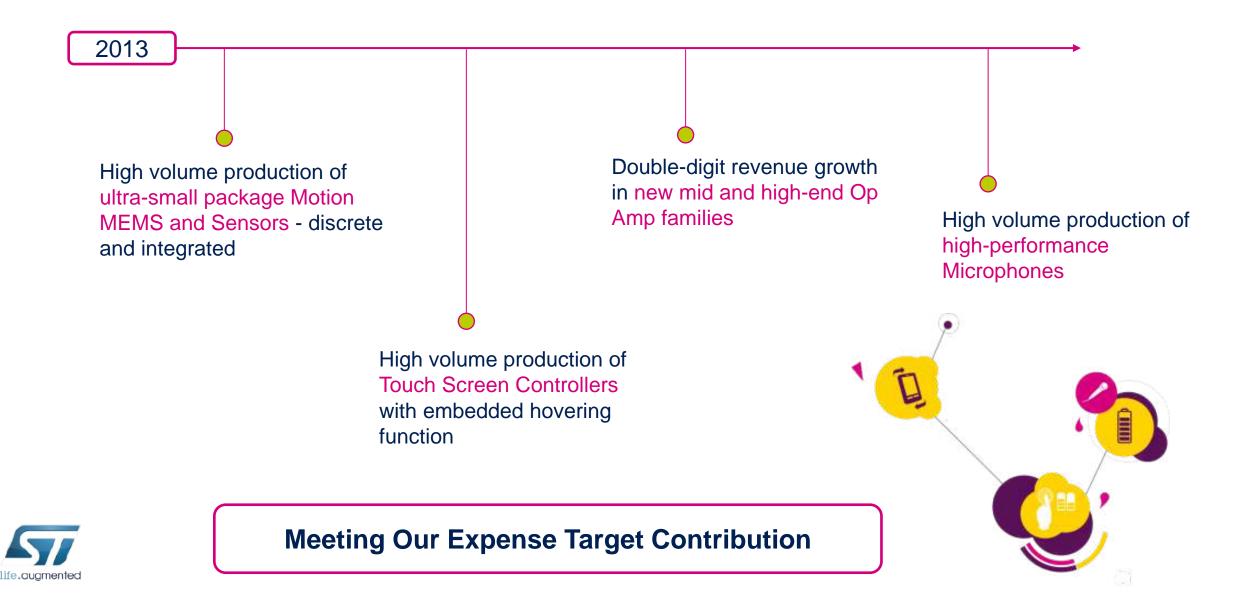


#### Enabling the Internet of Things 100



life.gugmented

### Priorities for 2013 Analog, MEMS & Sensors 101

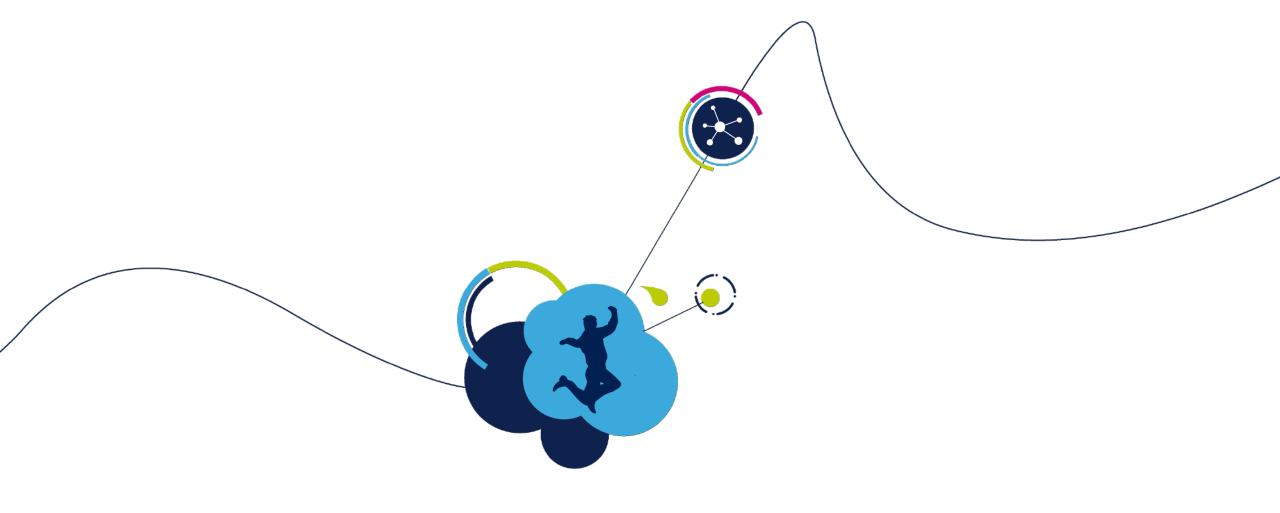




- #1 in the global MEMS market and continuing to gain share
- Providing complete sensing solutions, with high levels of integration, signal processing ,and miniaturization:
  - Motion, Environmental, Audio Hubs
  - Touch Screen Controllers
- Continuing to accelerate the pervasion of silicon-based solutions:
  - Opening new markets traditionally based on technologies other than silicon
- Continuing to grow in mobile consumer while expanding presence in new areas for ST:
  - Fitness and Wearable
  - Automotive
  - Healthcare
  - Internet of Things







# Thank You



# Automotive Product Group (APG)

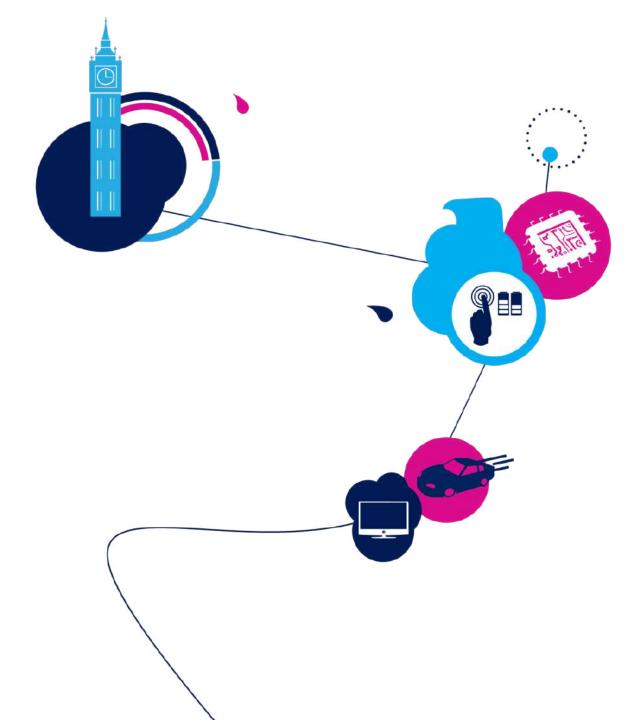
#### Marco Monti

Executive Vice President, General Manager, Automotive Product Group

#### **Paul Grimme**

Executive Vice President, General Manager, Sales & Marketing, Europe, Middle East and Africa





### Automotive Product Group Highlights

#### Solid position in Automotive

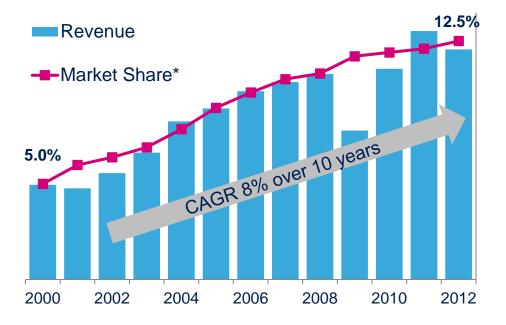
- #3 worldwide with leading positions in many applications
- Outperforming market growth
- Opportunities to expand the top line
  - Proliferation of innovative systems in cars
  - Wins achieved in emerging markets
- Complete product portfolio offer
  - High innovation content
  - Existing offer now complemented by new MCUs
- Strong Technology portfolio
  - Thanks to alliances and partnerships, ST's technology R&D portfolio and manufacturing machine

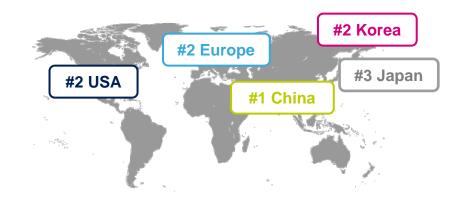


ST Automotive product strategy aiming to consolidate market position, grow more than the market and improve profitability in the coming years



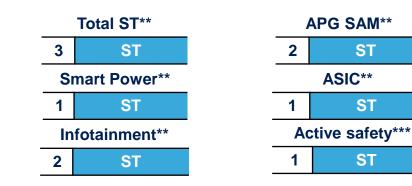
### Automotive Product Group at a glance



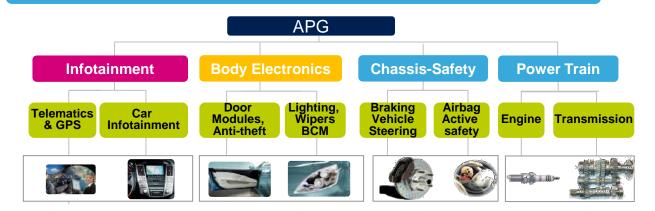


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#### A leading market position



#### Broad range product offer

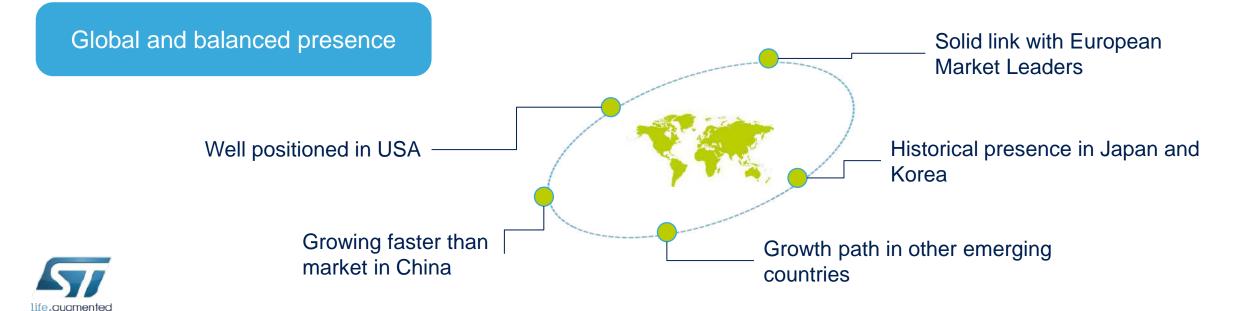


#### Covering all different automotive applications

\*WSTS 2013, \*\*IHS iSuppli, Auto 2013, \*\*\*Strategic Analytics, 2013

# ST in Automotive today 107

- Gaining market share in a moment of market downturn
- Well balanced geographical sales to absorb market fluctuations
- Market leadership in Smart Power with more than 25% share
- Market Leader in high value high complexity ASIC
- Market leader in fast growing infotainment, positioning & digital broadcasting applications
- Well recognized leader in technology and innovation for Automotive





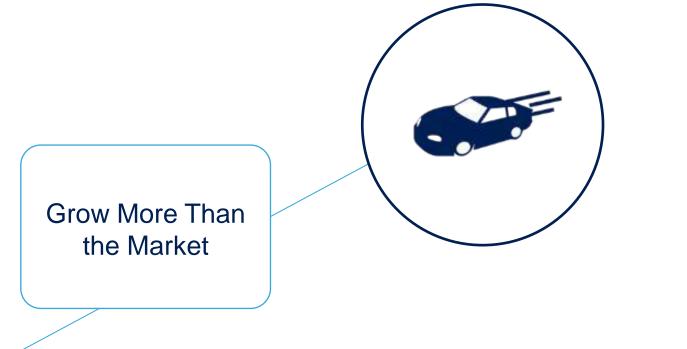


Addressing a \$22.4 billion market, APG gaining share



Source: Strategy Analytics, April 2013

## Key Priorities 109

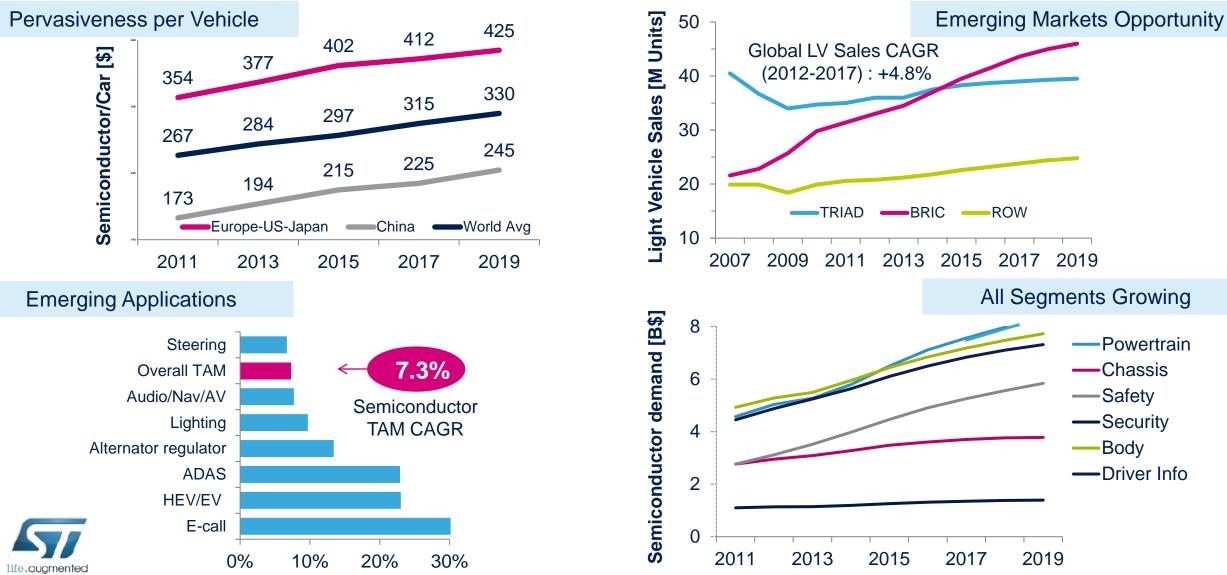


Addressing a \$22.4 billion market, APG gaining share



Source: Strategy Analytics, April 2013

## APG Market Growth Opportunities 110



Source: Strategy Analytics, IHS iSuppli, Automotive, April 2013

#### Pervasiveness per Vehicle: Key Opportunities 111

#### **Powertrain**

- **Direct Injection Engine** (~+30% content vs. traditional solutions)
  - CO<sub>2</sub> emission reduction, fuel saving and high-power output
  - 5 new ASICs entering in production in 2013
- Automatic Gearbox
  - 2 new ASICs in 2013, traditional and dual clutch transmission
- Stop Start Engine components for fuel saving

#### Safety

32-bit microcontroller for Automotive

- Airbag increased number of channels for more safety
  - New generation of modular multiple channel airbag system, optimized for low to hi-end, entering production in 2013

#### Braking

- Electric Parking Brake brand new integrated solutions
- High-end plug-and-play Vehicle Dynamic Control fully integrated IC solution

Steering

Single fully integrated IC for Active Power Steering



#### Body

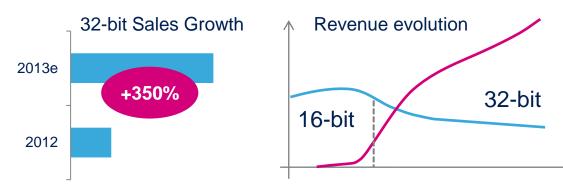
- Market leadership in Lighting & Door Zone
  - A new complete product family able to reduce wiring weight thus reducing C02 emissions now available for:
    - Xenon Discharge lamp
    - Interior and Exterior Bulb & LED's
    - Door Zone highly integrated solutions

#### High efficiency motor drivers

- More than 100 motors in each car
- 5 new products in 2013



- Highest product growth in Automotive More that \$2.4B awarded business secured
- Specific solutions for Power Train, Safety, Body, Infotainment
- More than 60 part numbers entering in production in 2013







## Emerging Market: Key Opportunities

#### Vehicle market growth CAGR 12-17 China 10.67% India 12.75% 8.85% Russia Brazil 6.57% Korea 1.24% Europe 0.37% Japan 1.24% N.America 2.59% TOT 5.37%

#### State of the art, cost-optimized standard products, tailored to Mass Market and BRICs

- Low-cost 4-cycle Engine control compliant to the China-6 emission regulation
- 4 to 8 channel fully integrated Airbag IC
- Flexible Alternator regulator for emerging market
  - Dedicated family of 32-bit microcontrollers
- Dedicated family of smart actuators for Body applications

#### Specific products for China

112

#### Plug 'n Play full system solutions

System Solutions

The highest

growing

market

- 4-cycle Engine Control
- 1/2-cycle Motorcycle Engine Control
- Entry level ABS
- Entry level Stability Control
- Low to mid-end Airbag
- Entry level Body Control Module
- Entry level positioning and navigation
- Entry level Infotainment

#### Dedicated team to offer system solutions to mid/small size customers

- Application and software support
- Tools and Reference Designs

#### **Production grade SW library**

- Positioning
- Infotainment
- Protocol management

Specific organization to support mid/small customers

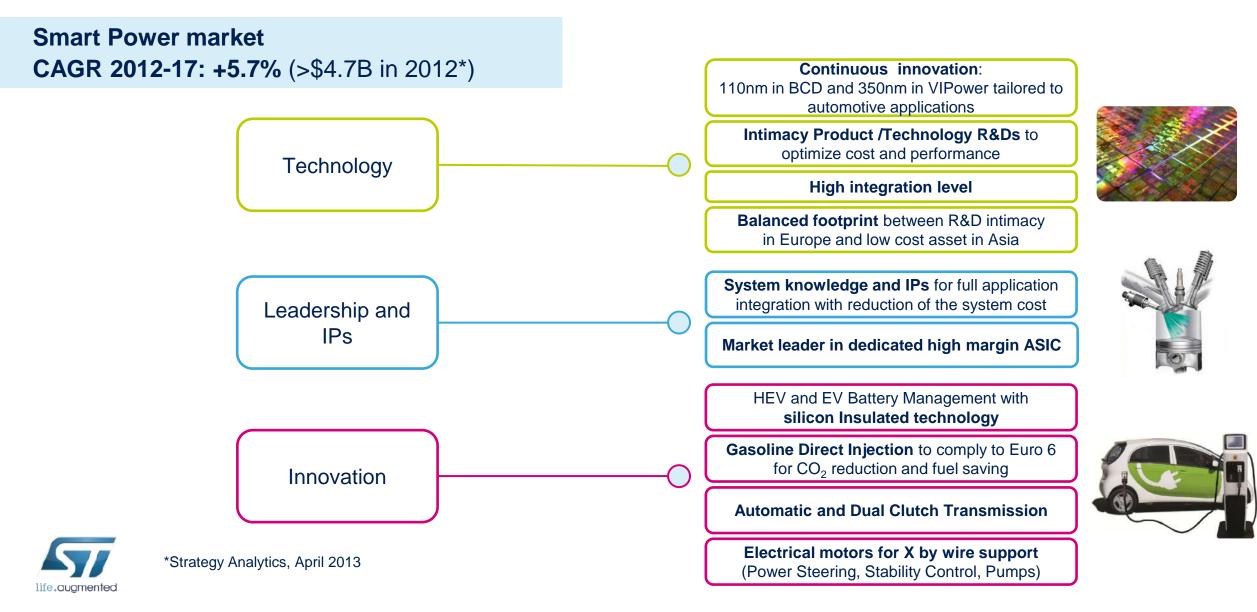






Source: Strategy Analytics, April 2013

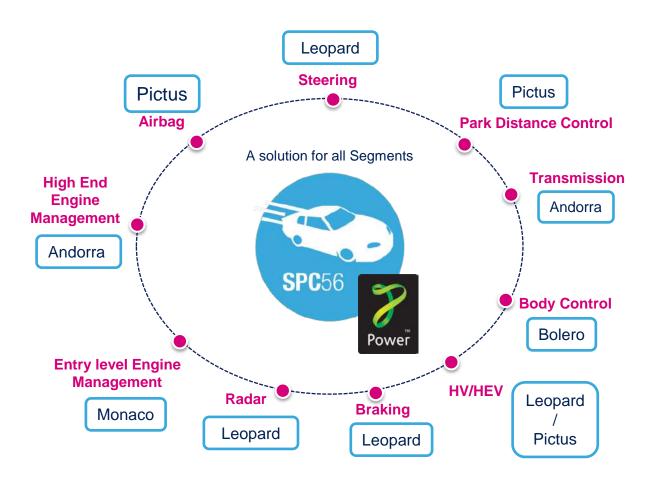
## Improving Profitability: Smart Power



### Improving Profitability Driver: 32-bit MCUs

**32-bit MCUs market** CAGR 2012-17: +9.6% (>\$2.7B in 2012\*)

- Proprietary 40nm Embedded Flash process with unique internal 12" 40nm and below capability in Europe and USA
- Target to be among the top players the fastest growing supplier in the 32-bit segment
- 60 new part numbers available to cover all the specific Automotive applications
- Functional Safety: Certified ISO26262 ASILD
- Continued innovation at process level with a breakthrough in non volatile memory with Phase Change Memory approach

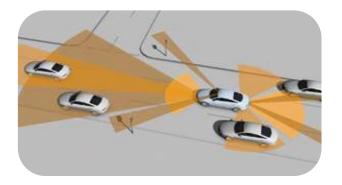


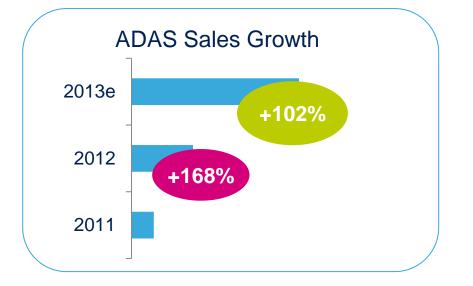


### Improving Profitability Driver: Active Safety

Active Safety market CAGR 2012-17: +22.9% (>\$1.3B in 2017\*)

- Market leader in Vision based solutions with presence in more than 20 car brands\*\* resulting in more than 60% market share\*\*
  - APG business is expected to double every year in the next 3 coming years
  - 3<sup>rd</sup> generation of Vision entering production in 2013
- Leading edge microwave SiGe BiCMOS technology perfectly fitting Short Range and Long Range Radar Automotive Systems
  - Market leader on 24GHz Radars for active cruise control
  - 77GHz version starting in 2013







## Improving Profitability Driver: Infotainment





#### Infotainment market CAGR 2012-17: +9.3% (>\$3.7 B in 2012\*)

#### **Audio**

- Long time leader in Audio Power Amplifiers with >45% Market Share\*\*
- 6 new products to be launched in 2013 to address the fast growing market of Digital Audio Amplifiers

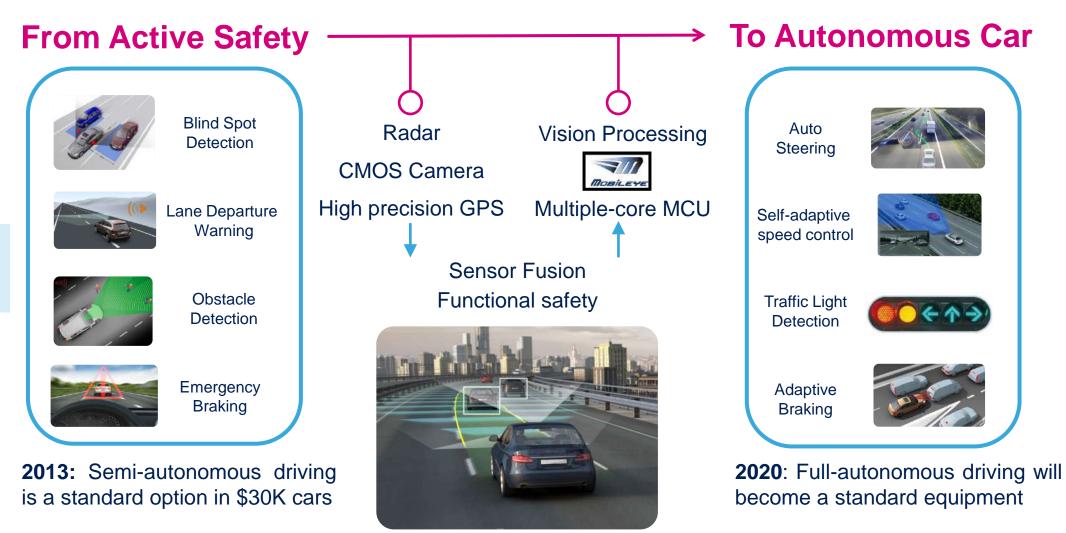
#### **Positioning and Telematics**

- More than 15 years presence in automotive with leading-edge, proprietary solutions for positioning and telematics
- First on the market with a Multi-constellation autonomous receiver covering GPS/USA, GALILEO/EU and GLONASS/Russia. COMPASS support to be introduced in 2013 to address the Chinese high volume market

#### Tuners

- More than 20 years presence in Tuners for Automotive applications
- Undisputable leadership in Satellite Receivers thanks to long lasting partnership with SiriusXM
- A new Multi-standard (FM,DAB, HD, DRM) digital receiver to be launched in 2013

## Innovation: A Few Examples





\$630M

TAM 2013

Source: Strategy Analytics, April 2013

## Recent Achievements

- First win in Japanese OEM's with 32-bit MCU for chassis
- First win from a major American Car maker with our 32-bit MCU for Powertrain
- Design wins to achieve 40% market share in Power Train in China
- Design win for next generation Braking Platform from a major European Tier-1



119

to address radical innovation and open new growth opportunities

- Design win for high volume Lighting BCM from a major Japanese Tier-1
- Design win at a major Tier-1 to further consolidate the dominant position in Door Zone
- Multiple wins with the first-to-market Multi-Constellation receiver to become a market leader in positioning



## The APG Value Proposition 120



\*\*\*\*\*\*\*\*\*\*\*\*\*

- Broad range system competence
- Wide technology portfolio
- Manufacturing machine committed to Automotive
- Consistent market growth and solid intimacy with key customers at WW level
- Long term commitment to Automotive

- Smart Power
- 32-bit Microcontrollers dedicated to Automotive
- Infotainment and Advanced Safety

A wide application coverage in Automotive

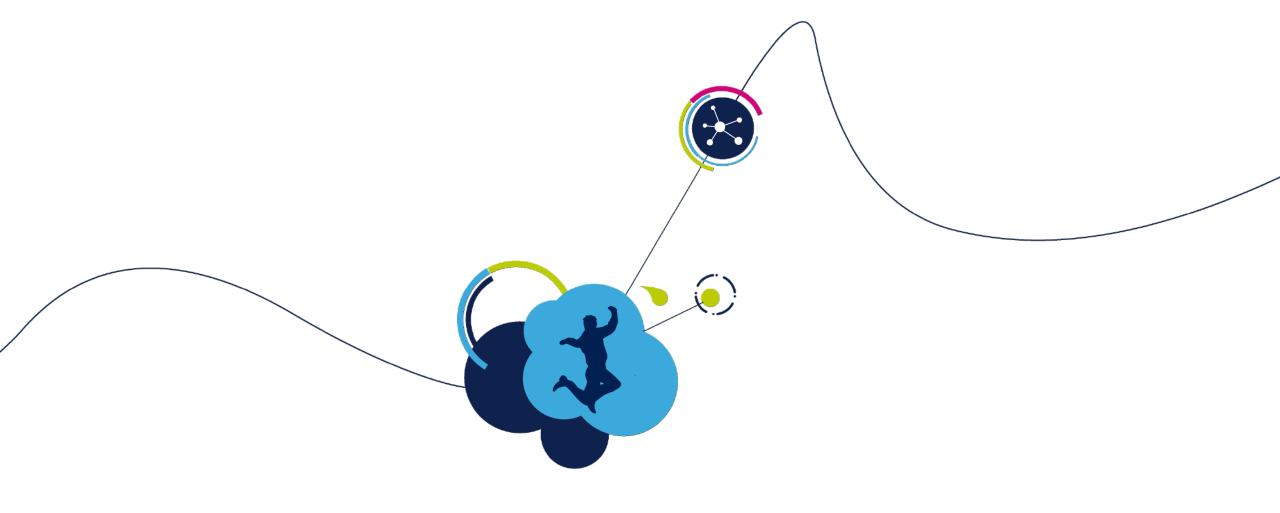


## APG Main Growth Drivers & Expectations 121

#### Growth above market

- Reinforce the Smart Power / Intelligent Power leadership
- Gain market share in 32-bit microcontrollers with the Power Architecture on top of the \$2.4B already designed in
- Increase the top line leveraging the pervasiveness of semiconductors in the car
- Maintain the leadership in Body and Infotainment expanding the penetration in the emerging markets
- Focus on margin expansion to increase profitability
  - New 110nm BCD generation
  - 40nm e-FLASH to support our microcontroller growth
  - Expand customer base thanks to a system approach and dedicated support structure
  - Lead high margin advanced safety with strong innovation contents





# Thank You



## Digital Convergence (DCG)

EB

Gian Luca Bertino Executive Vice President General Manager, Digital Convergence Group

Laurent Remont Group Vice President General Manager, Unified Platform Division



### Digital Convergence 124



#### **Market Trends**

- Internet and Video Traffic
  - x2 every 18 months
  - Emerging countries
- Smart Home and Gateways
  - Multiple services
  - Developed countries
- Growth Opportunity
  - Multiscreen environment
  - Network infrastructure



#### Focused Portfolio 125

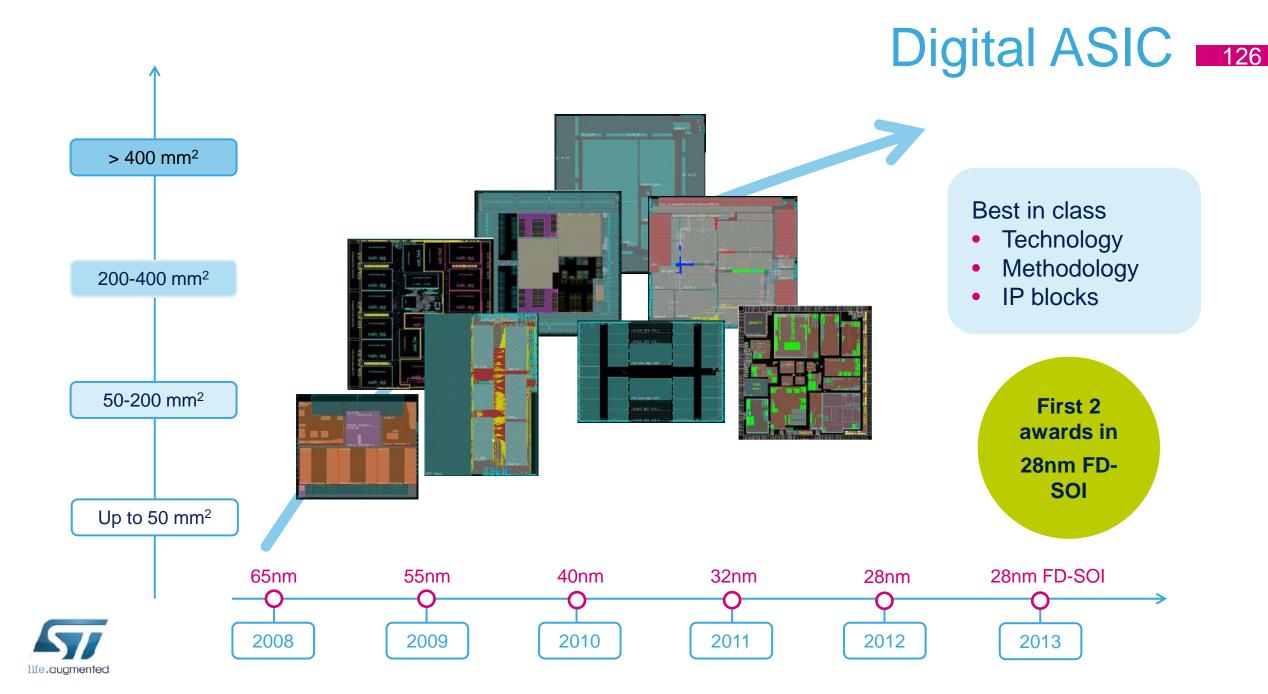


Set Top Box Home Gateway **Smart Home** 

Networking Gaming Legacy (eg Printers)

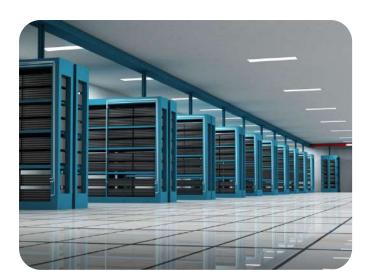
**Premium Monitors** 4K2K





### Key Differentiators 127

SERDES: Ramping 14Gb/s, sampling 28Gb/s



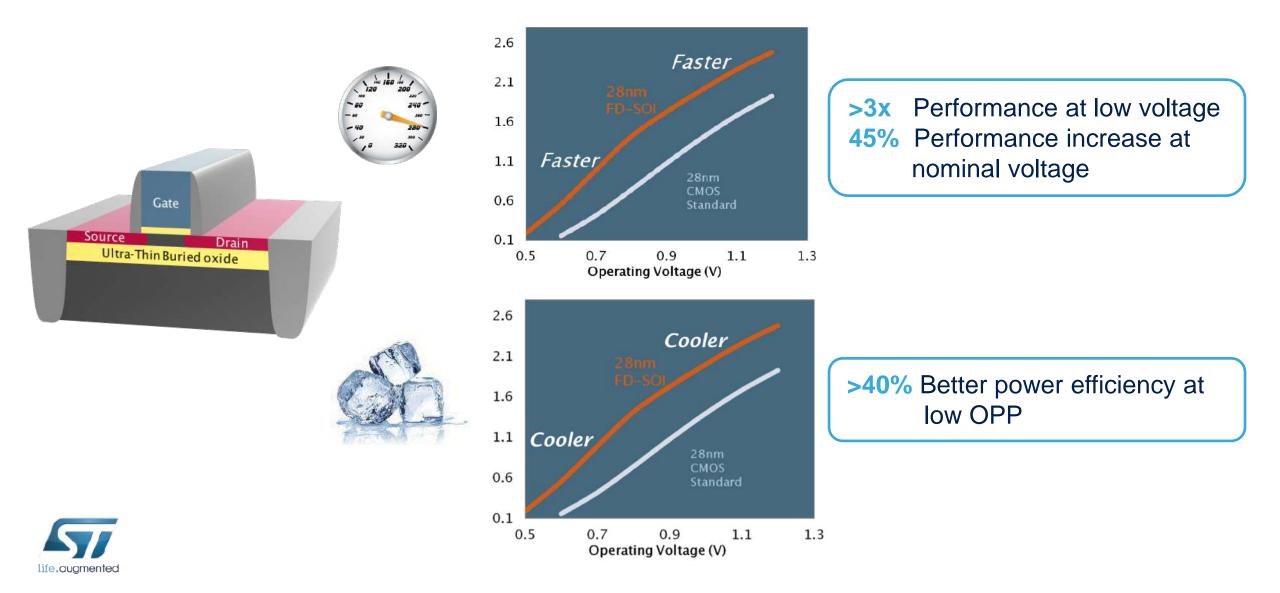
ARM: Leading Partner for 64-bit cores

LOW POWER: Advanced design techniques

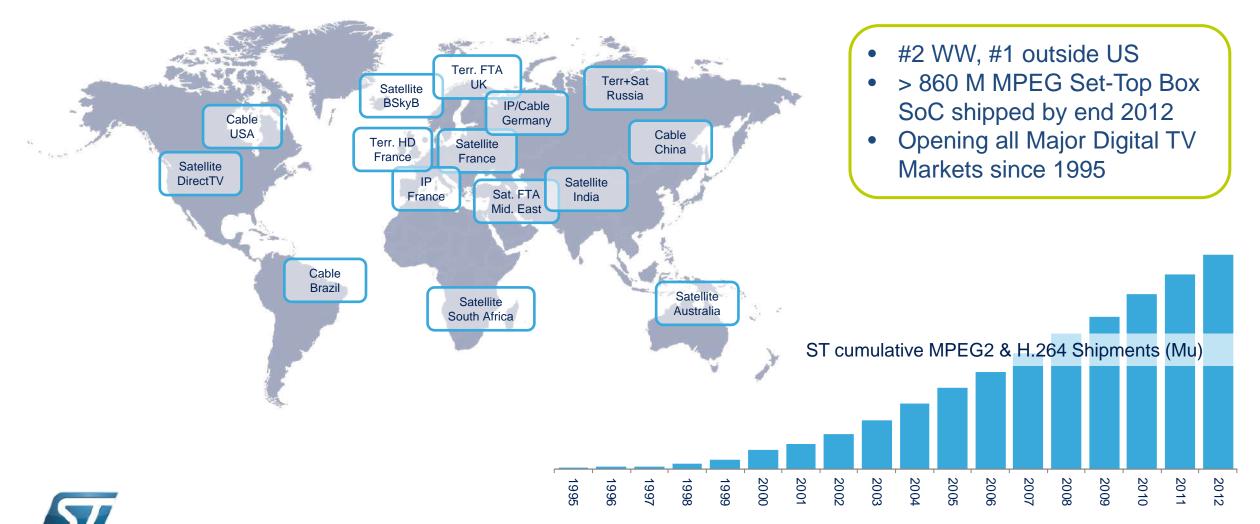
Mastering SILICON TECHNOLOGY in house



#### FD-SOI 128



### Leader in Set-Top-Box 129



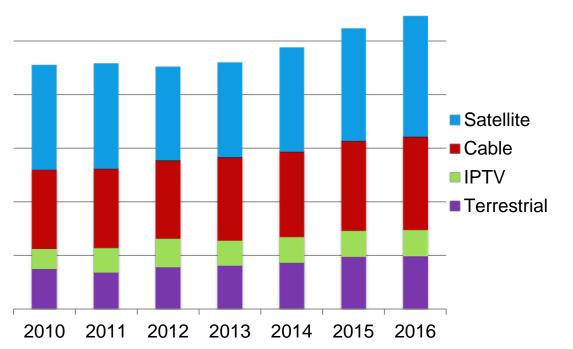
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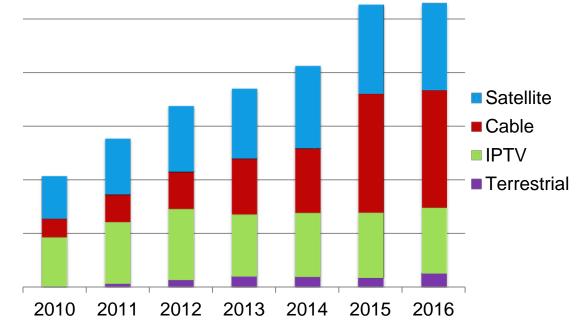
Source: ABI Research April 2013, ST

#### Connected Clients 130

**Global Set-Top Box Market** 226M boxes in 2012 5.2% CAGR 2012-2015

Internet-Enabled Set-Top Box Market 68M boxes in 2012 18.5% CAGR 2012-2015





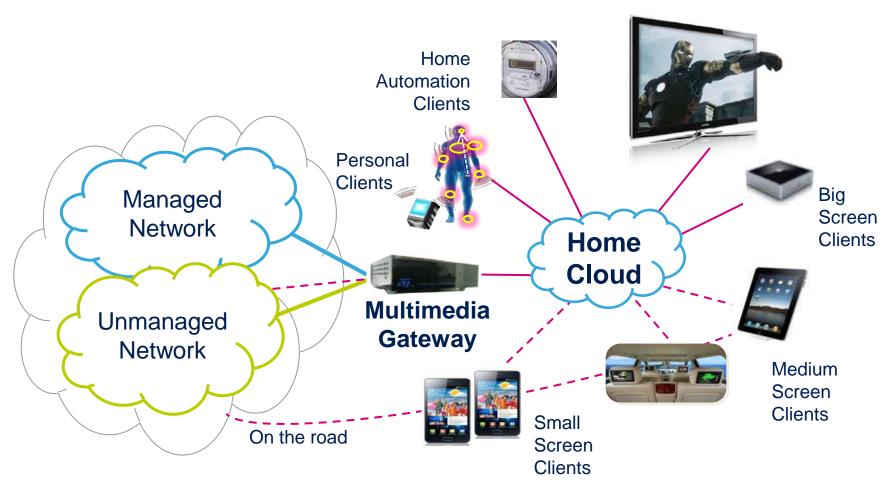


Connected Clients is the fastest growing segment

#### Smart Home 131

#### Towards Client-Server Architecture for the Home

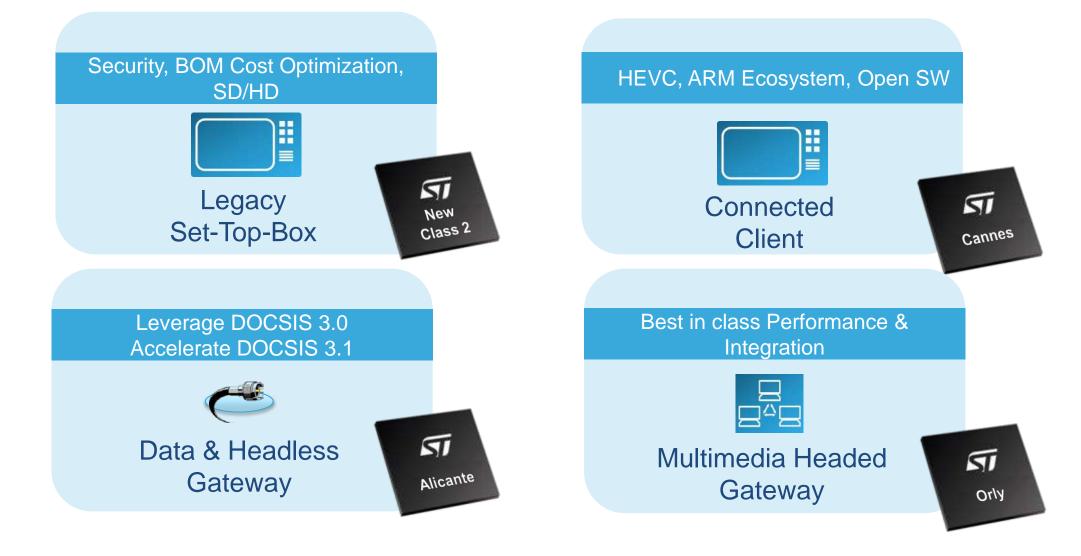
- Any client benefits from managed network services
- New applications across multiple clients
- QoS thanks to Multimedia • Gateway acting as a cloud proxy
- Home Services continuity for . mobile clients



Smart Home is the next big transition



### Addressing All Opportunities 132





### Key Differentiators 133



MM & DISPLAY: AV, Graphics, HEVC, Faroudja

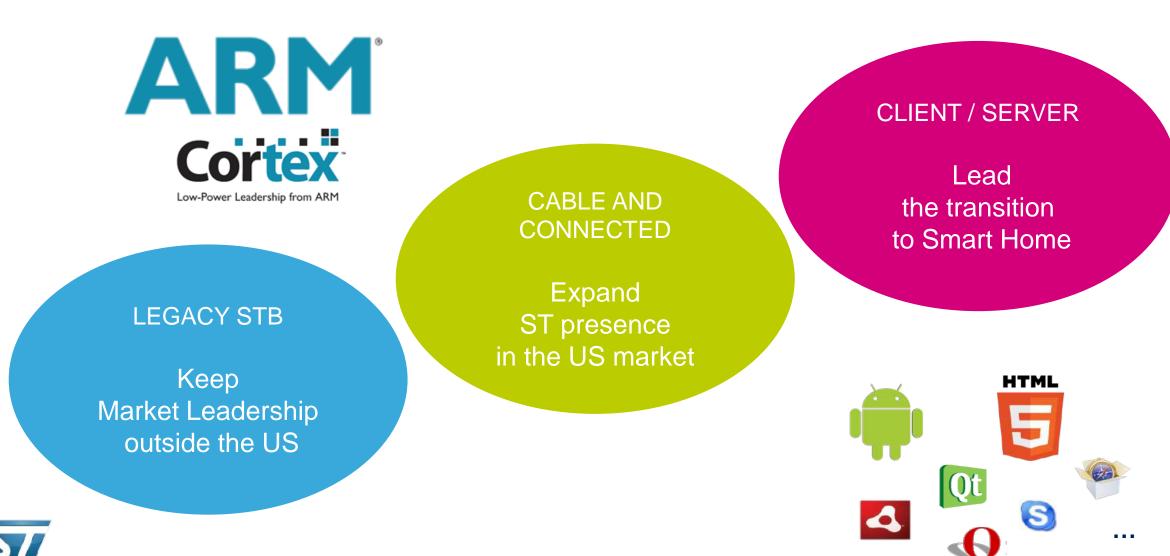
Full portfolio of SECURITY SOLUTIONS

**ARM ARCHITECTURE & Multiple SW Stack** 

DOCSIS 3.0 / 3.1, MOCA 2.0, WiFi AC

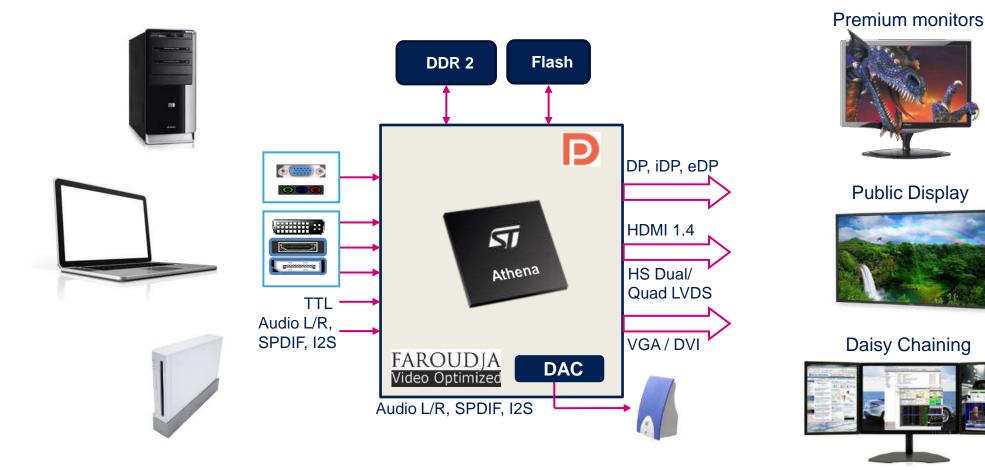


### ST Strategy to Market Leadership 134



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# Leading the transition to 4K2K





### 2013 Priorities

136

**Recent Achievements** 

- Successfully expanded our share in 32/28nm ASIC, including initial adoption of FD-SOI technology
- Fast adoption of the 40nm New Class 2 (Legacy Set-Top-Box) and 28nm Orly (Home Gateway) product families
  - Sumitomo Electric Network selected Orly for its advanced generation of Smart IPTV Set-Top-Box
- Fast Adoption of the Athena product family for Premium Monitors
- Continue the deployment of New Products (New Class 2, Orly, Cannes, Alicante, Athena)
- Gain share in the US market (Cable, Gateway and Connected Set-Top-Box)
- Exploit the potential of FD-SOI technology in ASIC
- Execute the \$600M plan
  - Unified Processing Platform
  - No Merchant Silicon for TV or Mobile
  - Synergies and optimized R&D structure

Priorities for 2013





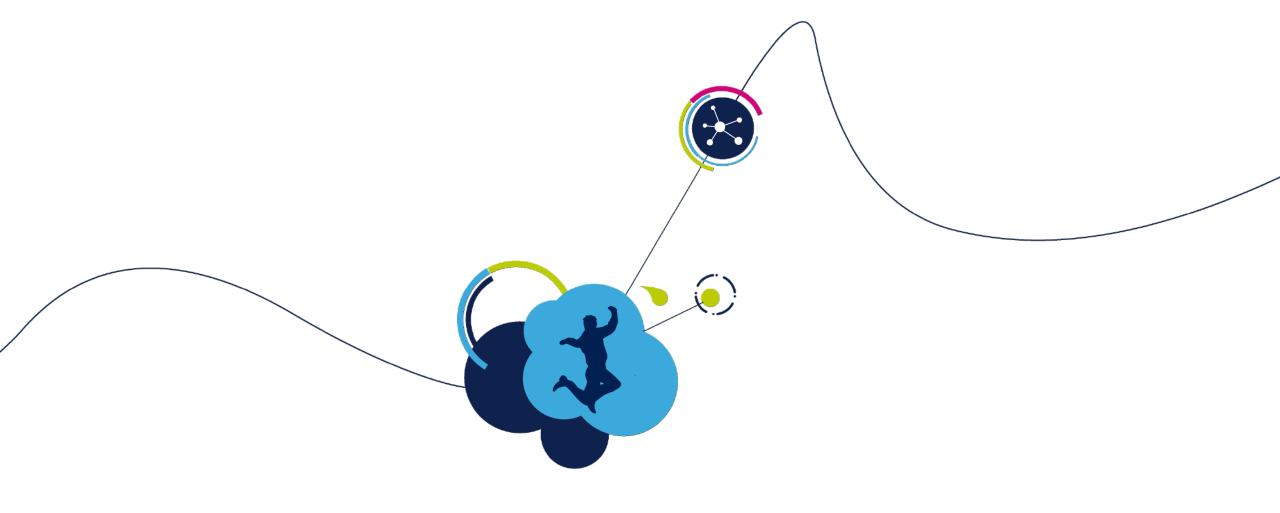
Growth opportunities Network Infrastructure & Multiscreen Environment

Market leadership Through Focused Portfolio

Competitive advantage FD-SOI & IP

Growth drivers New Class 2, Cannes, Orly, Alicante, ASIC, Athena





# Thank You



### Imaging, BiCMOS ASIC and Silicon Photonics (IBP)

#### **Eric Aussedat**

Corporate Vice President General Manager, Imaging, BiCMOS ASIC and Silicon Photonics Group

Flavio Benetti Group Vice President General Manager, Mixed Processes Division



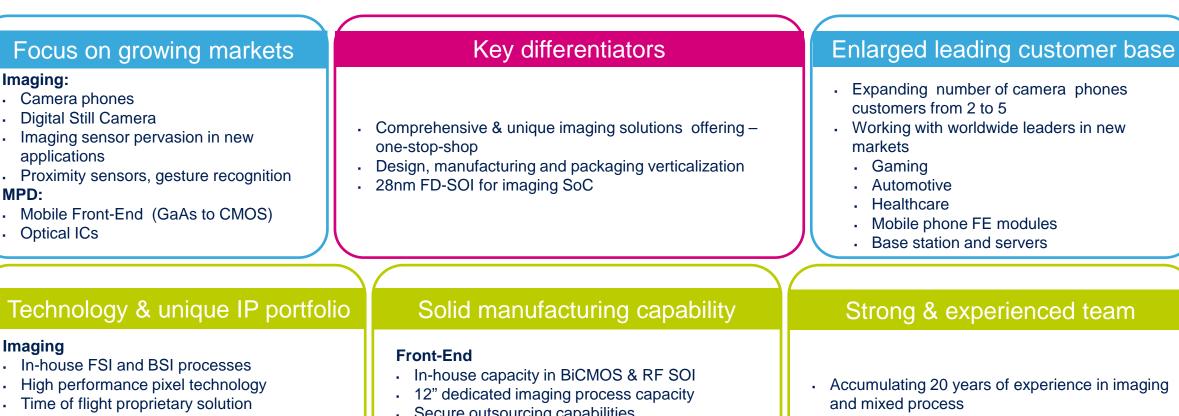
Targeting leading position in all addressed applications

#### **Imaging: Mixed Processes:** Within the Top 5 in image The leader in optical sensors interconnect & Silicon **Photonics** Within the Top 3 in cameras Within the Top 2 in RF SOI Worldwide leader in proximity sensors and image processors



IBP Targets 140

## Strengthening IBP Fundamentals 141



- Broad-range image processing portfolio
- High performance BiCMOS roadmap
- · Si Photonics process under development
- State of the art RF SOI for RF FE solutions

- Secure outsourcing capabilities
- Silicon Photonics

#### **Back-End**

- Highly automated camera module assembly and test lines
- Significant increase of resources in Analog, SoC and Process R&D over the last 2 years



Imaging:

MPD:

Imaging

**MPD** 

#### **Mixed Processes Division**

Flavio Benetti Group Vice President General Manager, Mixed Processes Division



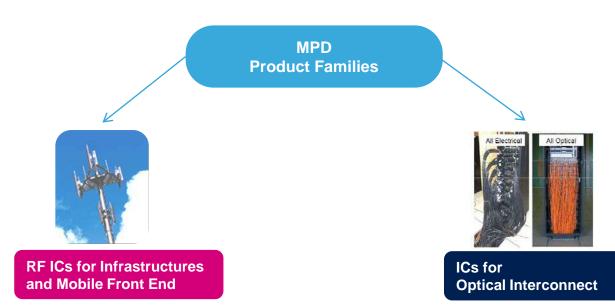
## MPD Division and Market 143

#### MPD has two product families

- **Optical Interconnect**
- **RF Infrastructure & Front End**

#### Market trends

- Market strongly driven by data traffic growth both mobile and fiber connections
- RF Front-End market growing thanks to move from GaAs to silicon based solutions



TAM (US\$M)	2012	2016	CAGR Y16/12
ICs for Optical Interconnect (include Silicon Photonics)	369	562	11%
ICs for RF Infrastructure (Base Station and BackHauling)	254	339	7%
ICs for RF Front End (RF SOI)	276	735	27%
Total MPD market	899	1636	17%



### MPD Division – Key Pillars

RF ICs for Infrastructures Ŷ (base station and backhaul)

> Technology: BiCMOS7RF, BiCMOS9/9MW/55 Packages QFP etc.

**Products:** synthesizer, mixers, down-converter, transceivers

RF ICs for Mobile Front End (RF SOI technology)

C Technology: RF SOI

> **Business model:** wafer foundry

Electronic ICs for **Optical Interconnect** Modul (Telecom & Datacom Transceivers)

Technology: BiCMOS9/MW Sa Packages QFP etc.

**0** Products: trans-impedance amplifiers, clock data recovery, photo detector

Photonic ICs for **Optical Interconnect** (Transceivers, Board-to-Board, Chip-to-Chip)

**Technologies : PIC25** Photonic, advanced copper  $\bigcirc$ pillar, optical packaging Silic

Products : integrated transceivers, HS data link

 $\mathbf{C}$ 

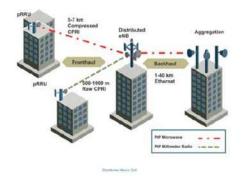


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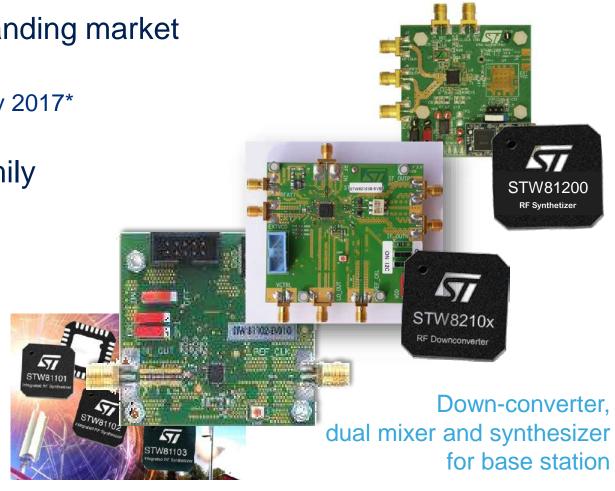






# RF for Infrastructure Mase Station and Backhaul

- A solid roadmap for a growing and demanding market
  - Base Stations and Point-to-Point Backhaul
  - Mobile Backhaul equipment growing : \$9.1bn by 2017\*
- ST is developing a complete product family able to face the new network topology
  - Addressing Small Cells needs
  - Bringing new BiCMOS solutions to High Frequency Bands (up to 70GHz)

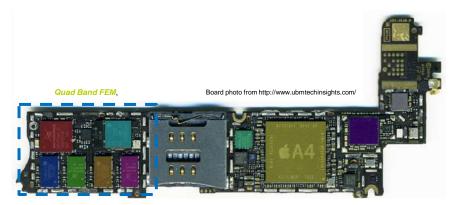




ʻOvum

### RF for Mobile Front End RF SOI technology

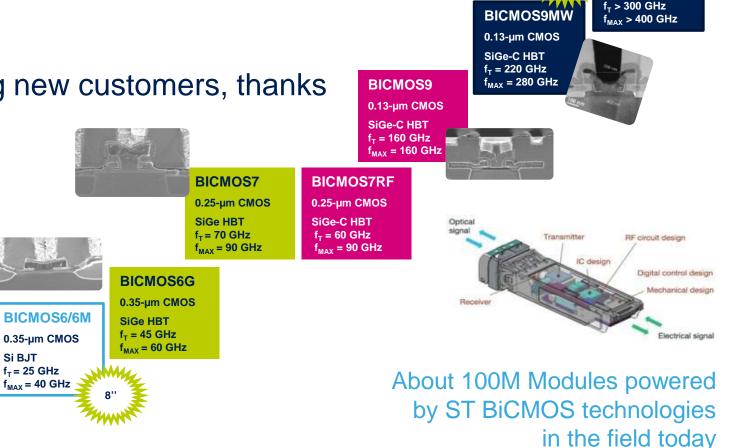
- ST is committed to be a long term player in ICs for Mobile and WiFi Front End and among the top 2 suppliers
- RF SOI Business moved from ST-Ericsson to MPD
  - H9SOI technology produced in ST Crolles fab since 2008
- ST is investing in RF SOI technologies for Mobile and WiFi Front-End
  - New optimized, state-of-the-art technology at final stage of qualification : H9SOI-FEM





### Electronic ICs for Optical Interconnect Telecom & Datacom Transceivers

- ST is a leading supplier of ICs for optical modules
  - Among the Top 3
  - Serving the leader
- Serving the top players and gaining new customers, thanks to
  - Wide range of BiCMOS technologies
  - Highest level of quality standard
  - Superior Engineering Support
  - Wide choices of Packages
  - Full Supply Chain support



147

**B55** 

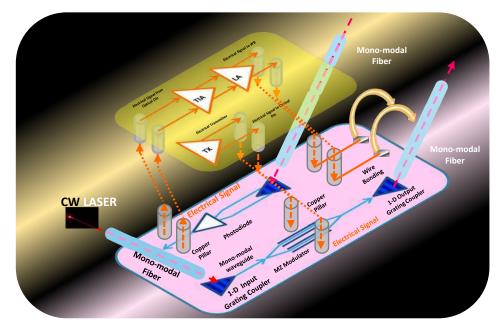
55-nm CMOS

SiGe-C HBT



# Photonic ICs for Optical Interconnect Silicon Photonics

- ST aims to be the market leader supplier providing industrial, volume oriented, Silicon Photonics technology, named PIC25
  - PIC25, a variant of Luxtera licensed technology, was set up in ST in early 2012
- PIC25, mainly fabricated using 65nm line, is successfully being implemented in 12" Crolles fab
  - Production start expected in 4Q 2014
- One award by a major player and another expected within the next quarter
  - First project application could be in the domain of short-range connectivity



Silicon Photonics is a technology that allows processing and manipulation of light signals on silicon, bringing a dramatic increase in processing speed and outstanding power consumption reduction.



### Imaging

#### **Eric Aussedat**

Corporate Vice President General Manager, Imaging, BiCMOS, ASIC and Silicon Photonics Group



### Imaging – Market Trends 150

- Continuous growth in existing and new applications
  - Camera phones
  - Camera and secondary camera penetration
  - Touch screen phone requiring proximity detection
  - CMOS image sensor for digital still camera
  - New segments (automotive, etc.) and new applications (gaming, etc.) requiring image sensors, photonic sensors, optical modules and ISP/SOC
- As a result, TAM expected to grow from \$14B in 2012 to \$26B in 2016









### Imaging Division – Key Pillars 151

Imaging Semi-conductor	Image Sensor Production from 1.4um to 5.6um pixel 1.1um development From VGA to 24Mpix	Semi-conductor	Sensor User detection, Proximity, ALS, Optical navigation, Man machine interface, Automotive, Medical 8 & 12" ST & external foundry	Packaged Lens & sensor	Module Fixed focus camera Wafer Level re- flowable camera EDOF camera Auto-focus camera Innovative optics, assembly & test technologies ST manufacturing Long term optics &		Image Signal Processing	Coprocess Stand alone Full ST vide Integration of party IP on a 12" CMOS4 & foundries production Developing CMOS28nn
Ima				Pack		ž Š		

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e ISP

- eo pipe IP
- of third

demand

40nm ST in

IC's in12" m

BGA ne

### Imaging: Key Products Driving Growth 152

Camera phones:

- From re-flowable to moving optics camera
- FSI & BSI sensors
- HDR sensors & chipset

New range of imaging dedicated SoC & open market Imaging Signal Processor devices Entered New Applications:

- Digital Still Camera
- Automotive, security & Medical
- Microdisplays

Innovative proximity sensors based on proprietary Time of Flight technology FlightSense<sup>™</sup>





### Imaging Strategy Execution 153 Camera phones

- Sensors
  - Ramp-up of Back Side Illumination (BSI) process one quarter ahead of schedule for smartphone maker flagship device
    - Including brand new technology concept
    - High Performance Pixel: DTI, Vertical Diode, large pixel, HDR, low dark optimization
  - Investment of color capacity into Crolles 300mm ready in 3Q'13 (+100%)
  - 65nm Back Side Illumination process development with UMC under execution as planned
- Modules
  - Mass production in large volumes of 5 Mega pixel Auto Focus camera
  - Mass production of 8 Mega pixel Auto Focus camera
  - Mass production of several large volumes Fixed Focus cameras (from 720p to 5Mpix resolutions)
- ISP's
  - Mass production of large volume ISP for smartphone maker flagship handset (40nm)

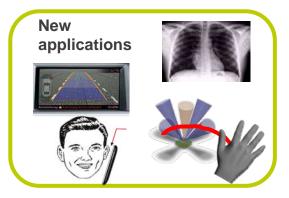




### Imaging Strategy Execution 154 New markets, new applications

- Digital Still Camera
  - Three quarters of mass production of full frame sensors for high end DSLR market (Mastering 2D stitching technology)
- Automotive and Security
  - Sampling automotive & security HDR sensor and ISP in 3Q'13
  - Sampling automotive and security ISP in 3Q'13
  - Several design wins/ins under execution
- Gaming
  - Mass production of large volume ISP for new gaming platform (40nm)
- Proximity sensing solutions
  - Design-wins on industrial and consumer applications: Mass Production 2H13
- Design win for large volume optical mouse sensor
- Near infrared detection ASIC for large display optical touch (AIO PC's) in production







# Imaging Strategy Execution Microdisplays

- ST acquired 40% of MicroOled company
  - ST gradually taking over the full supply chain
  - New product design in ST CMOS technology
  - FE manufacturing
  - Color line
  - Packaging and test



- In production on Electronic View Finder and Customer Goggles since 4Q12
- ST and MicroOled partnering to compete for new design wins in Electronic View Finder (EVF) and Augmented Reality areas





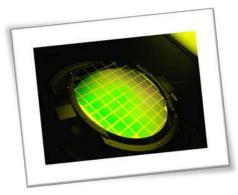
### Conclusion 156

#### Imaging

- ST is pursuing its redeployment in imaging, aligning product development resources, process R&D efforts and FE and BE manufacturing capacity
- The strategy execution is on track, with major programs in all targeted segments, technologies and applications
- The efforts are focused on the goal to become a highly recognized leader in this industry

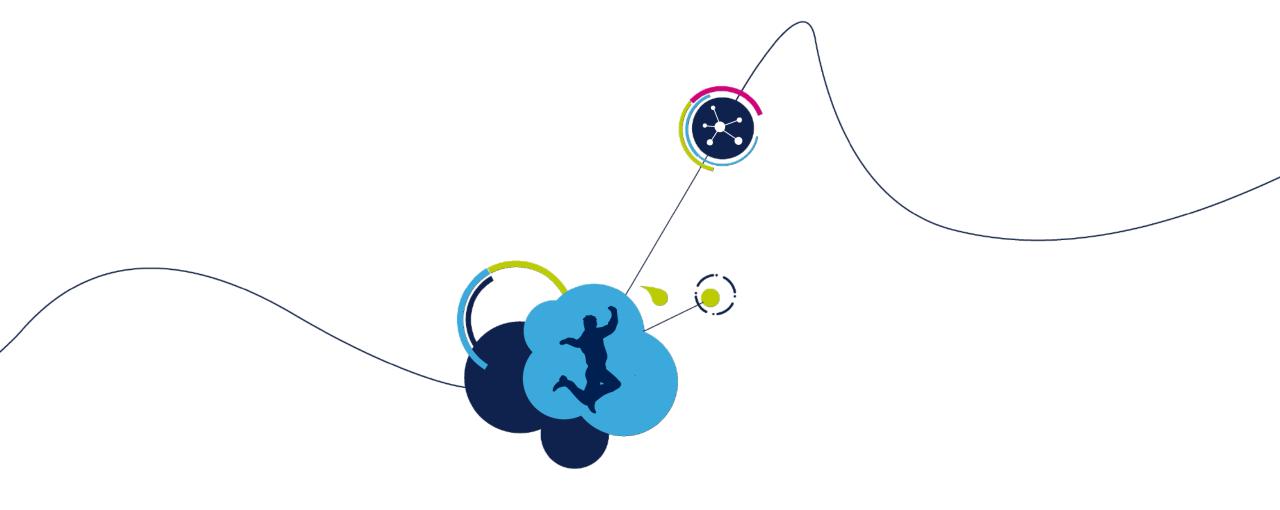
#### **Mixed Processes**

- Exploit full potential of BiCMOS and RF CMOS technologies:
  - Dominate Optical Module IC market
  - Gain share in RF networking market
  - Become a reference player in mobile and WiFi Front-End market
  - Gain share in segments still dominated by GaAs technologies today
- Become the leader in Silicon Photonics, with a one-stop-shop approach
- Cover the short-term optical module market to long-term Chip-to-Chip connectivity









### Thank You



### Industrial & Power Discrete (IPD)

#### **Carmelo Papa**

Executive Vice President General Manager, Industrial and Multisegment Sector

Matteo Lo Presti Group Vice President General Manager, Industrial & Power Conversion Division

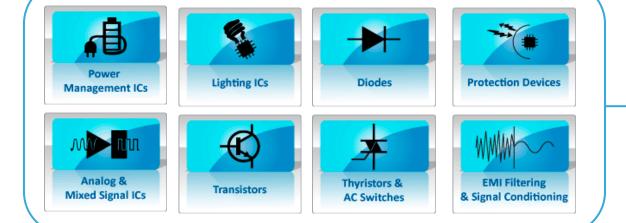


### IPD at a Glance 159

#### 2012 key facts

- TAM = \$ 33.1B
- Billing = \$ 1.75B
- Market share = **5.3%**





#### A significant breakthrough in Innovation

- > 700 new products introduced in the last two years
- **16%** of sales are products < 2 years old
- > 290 new patents and patent applications (filed or granted) in 2012

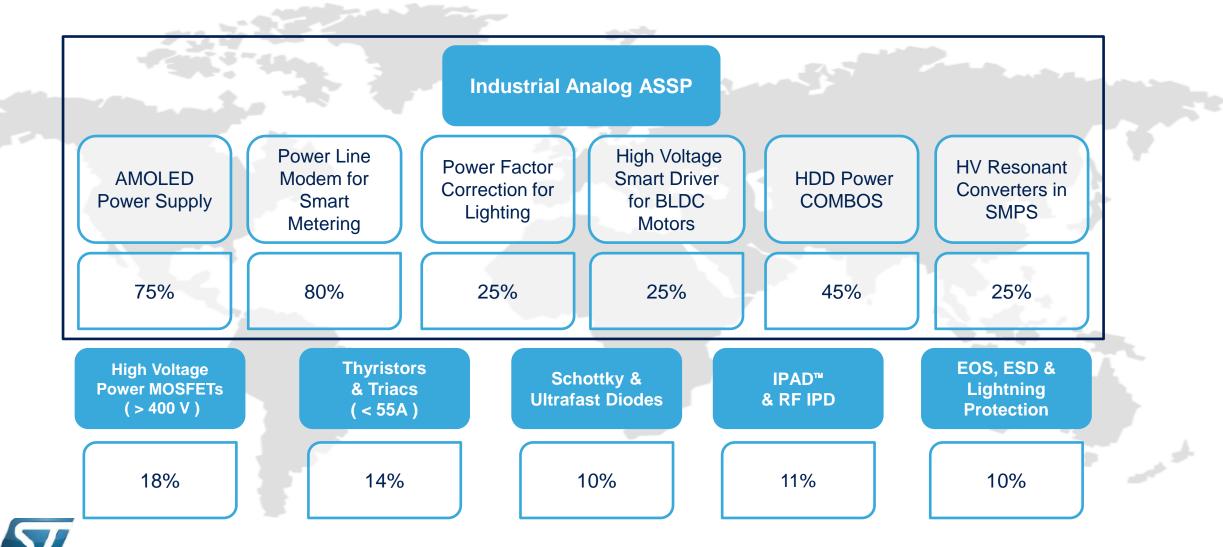
#### Diversified product portfolio embedding Power, Smart Power and Analog ICs

- ... more than **7,300** available products
- Serving a large and balanced customer base: OEMs, Distributors and Mass Market Accounts
  - > 5,800 final customers supported

Wide mix of Technology (HCMOS9, Power, BCD), IPs, SW and Packages supporting product roadmap evolution



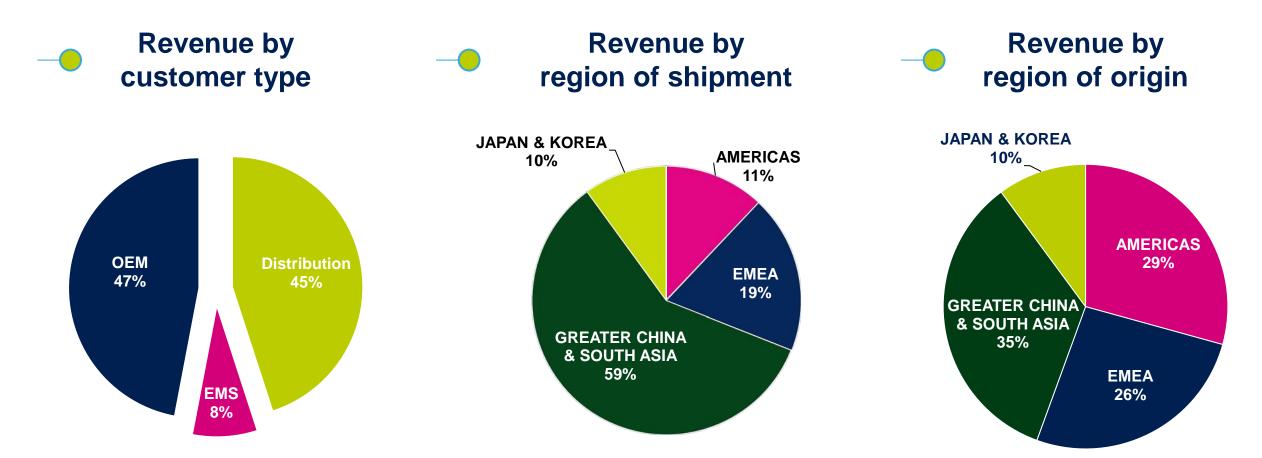
### Market Leader in Power & Smart Power



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Source: WSTS, IHS iSuppli, ST

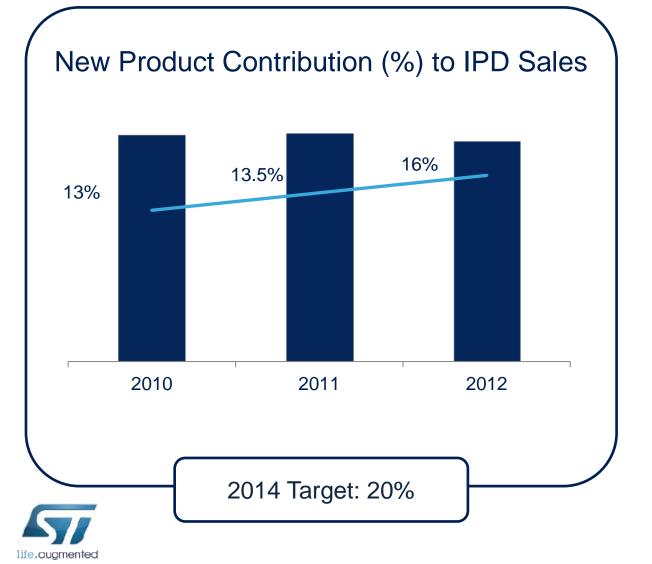
### Well Balanced Customer Base...



...and well balanced across Market Segments



### New Products: a Key Contribution to Sales 162



Long lasting product portfolio for Industrial Applications

Competitive Design & Manufacturing process

23 new Key Power & Smart Power technologies introduced in the last 2 years

Large Power, Analog & Digital IP portfolio for developing Advanced Smart Power products

Power Packages enabling high power applications and power density optimization

### IPD: 2012 Results & TAM Evolution 163

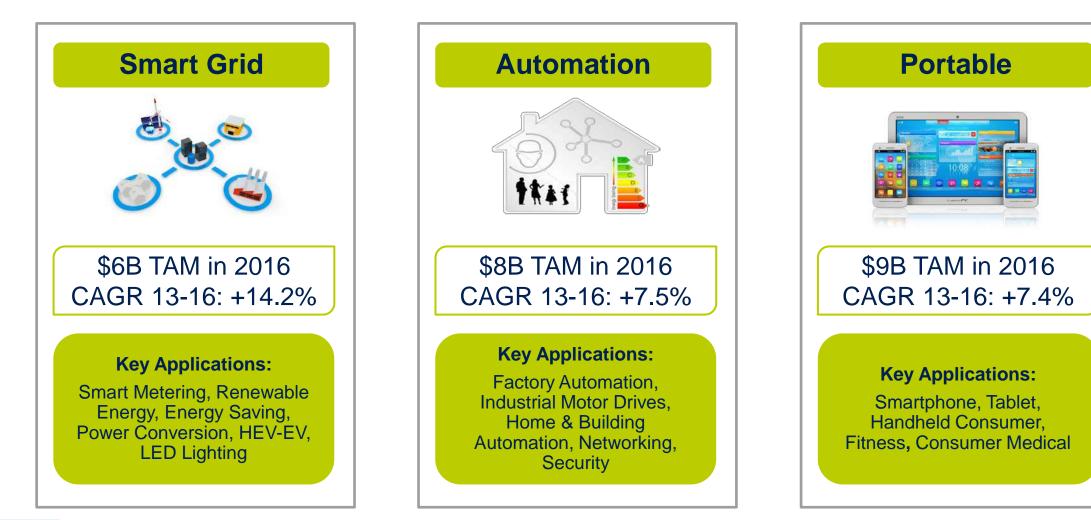


#### **Key Products Focus**

- Power Management ICs for Smartphones and Tablets
- Industrial ASICs and ASSPs for factory automation and motion control
- IGBT Power Modules for industrial applications
- Tunable Capacitors for mobile phones
- SiC Diodes for high power converters



### Key Market Trends & Focus Areas 164





### Recent Major Achievements in Portable 165

Portable



#### AMOLED Displays ICs:

Ensuring longer battery life and high immunity to cellphone communication noise, resulting in flicker-free displays

- > 75% Market Share
- Now expanding into TV display applications

Integrated Passive & Active Devices (IPAD): combining multiple functions in a single tiny package

Won new socket at major Chinese smartphone makers

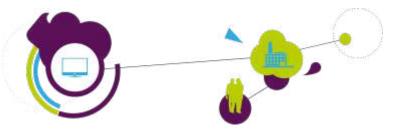
High-Speed Electrostatic-Discharge Protections: Increasing application robustness & reliability

 Collected multiple design wins in mobile phones and tablets, TV displays, PCs and laptops at major global OEMs.

#### High Voltage MOSFET:

Extending product range for battery chargers for smartphones and tablets

 > 400% sales growth in 2012 vs. 2011 with new MOSFET technology in major smartphone manufacturers





### Recent Major Achievements in Automation 166

**Automation** 



Motion Control ICs: Unrivaled integration with Smart Power technology

- x-SPIN<sup>™</sup> family doubling sales in last 3 years
- Introduced new Technology Platforms for Micro-Stepping & Multi Motor Drivers, allowing penetration into new, high margin Industrial applications (representing 30% of the Market)

#### SmartDRIVE<sup>™</sup>:

Advanced solution for robust and high efficient driving of **IGBT/MOS** 

 SmartDRIVE product family sales growing by 120% in the last 3 years in Home Appliances (market growing by 10% per year) EOS & ESD Protection: for Ethernet & Security Networks

• New design wins will double ST 2013 revenues vs. 2012

#### IGBT/MOSFET Power Modules: Integrated & efficient modules for flexible & robust designs

- Won socket for SLLIMM (IPM) Intelligent Power Modules in high-end washing machines at a leading European household appliance maker & at US white goods manufacturers
- First custom product sockets won at Industrial customers for High Power Conversion and Motion Control



### Recent Major Achievements in Smart Grid 167

**Smart Grid** 

#### Power Line Communication: Undisputed Leadership with **STarGRID™** Platform

- 80% market share in power line modem for Smart Metering
- 120% sales growth 2012 vs. 2010

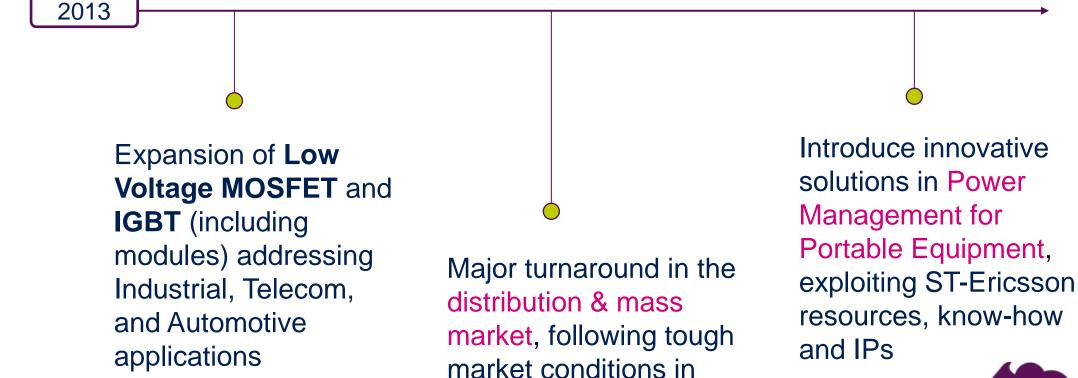
#### Power Conversion: ICs for Energy Saving

 Increase market penetration thanks to strong relationship with OEM and know-how reuse in new ASSP for open market HV Power Discrete and Smart Power: For Energy Management

- Super Junction MOSFET sales growth +7 % in 2012 vs. 2011 representing 61% of High Voltage sales in 2012
- Secured design wins for the robust Trench-Gate Field-stop IGBTs with several solar-power and welding customers in Europe and China
- Introduction of Power Transistors and ICs for HEV Application: design won with Key OEMs

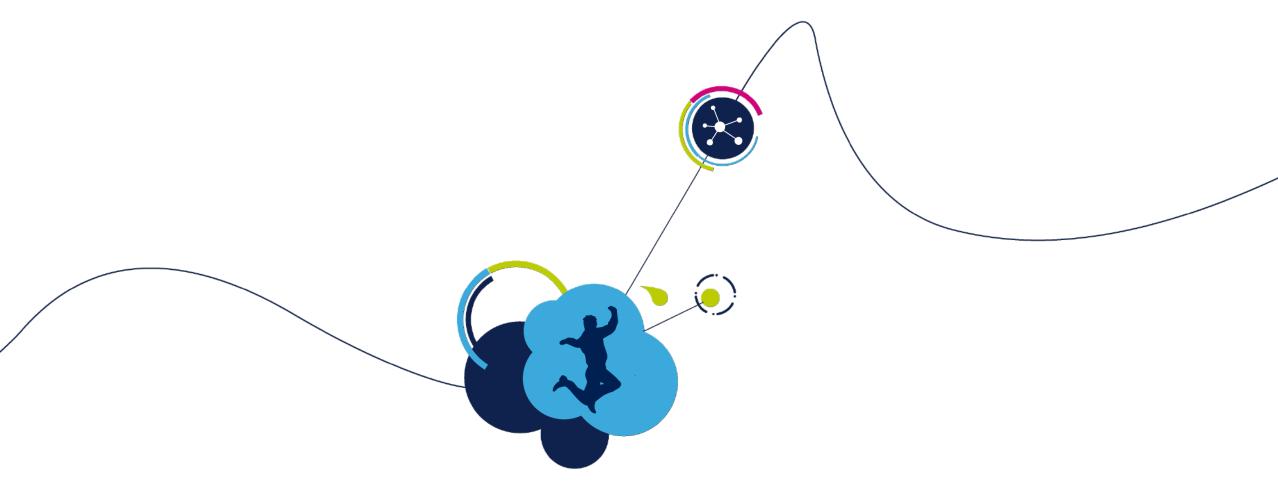


### IPD: Priorities for 2013 168









# New Technologies and Advanced Products to Serve the Market

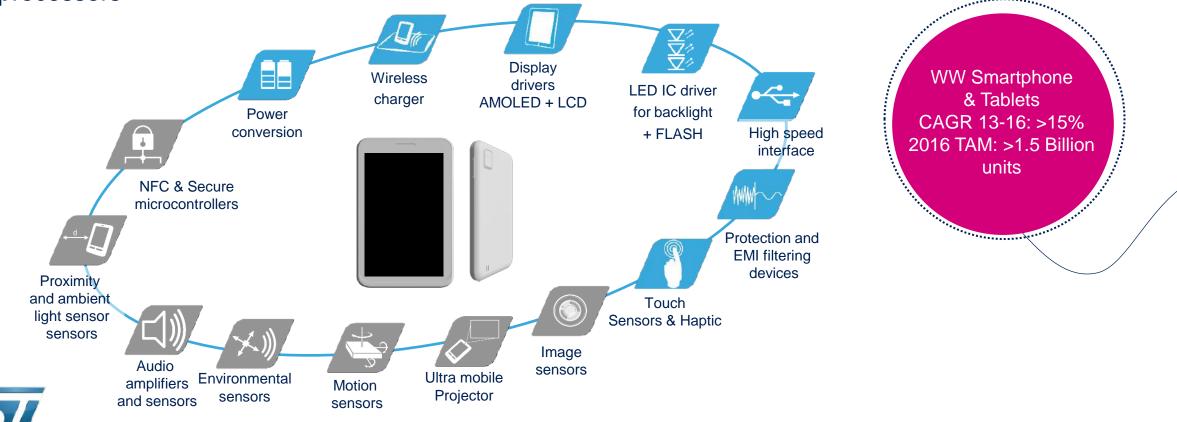




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### Expanding Leadership in Power Management ICs for Smartphones & Tablets

Complete application know-how and broad IP portfolio for integrated solutions: from AMOLED DC/DC to Power Management Integrated Circuit (PMIC) for application processors





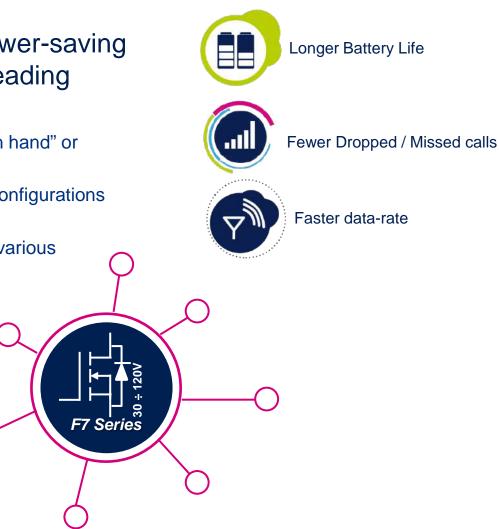
### Entering New Areas for Discrete Power & Antenna Tuners

Smart RF Antenna Tuners: Introducing high-performing, power-saving Tunable Capacitors for new generation 4G LTE devices for leading smartphone manufacturers

- Mobile Phone antenna is matched by design (GSM or 3G) and/or configuration ("in hand" or "free space")
- ST tunable solution adapts the antenna impedance to various modes and preset configurations in order to Boost 4G Connections & Battery Life
- Enhancing the transfer of energy from the handset amplifier to the antenna under various operating conditions

### Expanding our Market Leadership from high voltage to low voltage **Power Transistors**

• Power MOSFET low conduction losses & efficient intrinsic body diode allow package miniaturization & small form factor of final system







## New Paradigm in Digital Power Supply

**STLux:** The first digital platform specifically for power conversion.

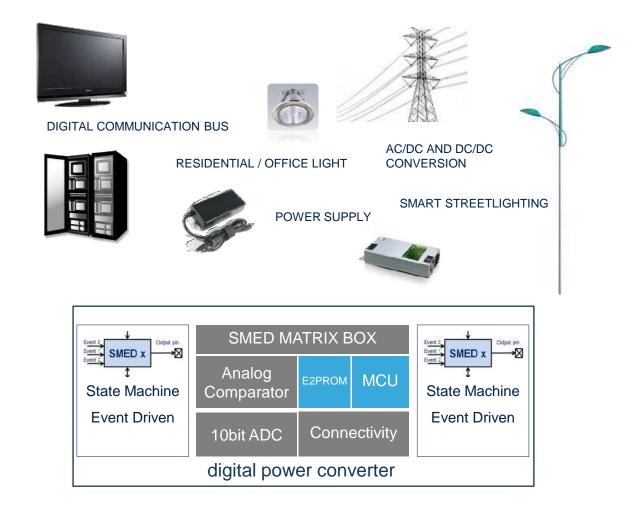
#### Main Advantages:

- Topology independent solution
- Control, communication and monitoring functions
- Thermal management
- Easy to program, easy to use
- Very high efficiency with control algorithm adapted to load conditions

#### Improved reliability:

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• Fault detector, precursor & recorder



ST Market Leadership in Analog Power Management will expand to Digital Power Management



### Advanced Products for Metering Applications



- From first smart PLC modem generation to super integrated 5th generation SoC platforms
- Unique System on Chip architecture with highest integration for emerging Smart Grid applications
- Integrated: PLC Module, Metrology Engine and Application Core

#### **New Meter Analog Front End**

- Programmable SoC energy calculator
- Configurable DSP energy calculator with Multiple Channels AFE







### Advanced Power Discrete 174

#### SiC and GaN

**AFER Diodes** 

- 600/650V SiC Diode already in mass production
- 1200V SiC Diode available
- 1200V SiC MOSFET (Planar Technology) available in 3Q13

Low Vf providing an immediate 1% efficiency improvement

Perfect price/performance positioning between Schottky & standard rectifiers

Low Ir providing extra margin against thermal runaway

- 650V / 200A HEMT GaN Transistor under development
- 600V GaN Power Diodes available next year

# Sic e2







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### Advanced Power Discrete 175

#### IGBT

- Trench Field Stop technology: the most advanced IGBT technology, offering 50% better efficiency than planar technologies
- 1200V Trench Field Stop thin wafer for better thermal characteristics and Power Module applications
- 650V / 200A Trench Field Stop IGBT for HEV and high-end Motor Control Applications

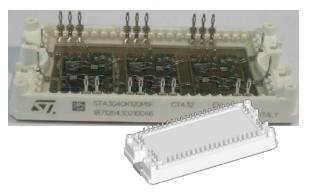
#### **Power Modules**

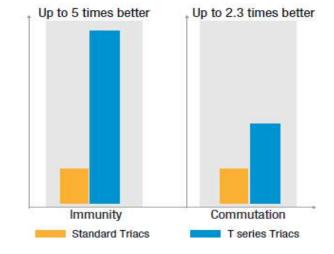
- High Power Modules for industrial and automotive applications
- Proprietary ST packages: compact size and available in Solderable or PressFit Pins
- Improved thermal exchange
- Design for reliability

#### **Triacs New generation**

• Better commutation (x3) and noise immunity (x5) vs. standard solutions







New Triac series features





### Advanced Smart Power

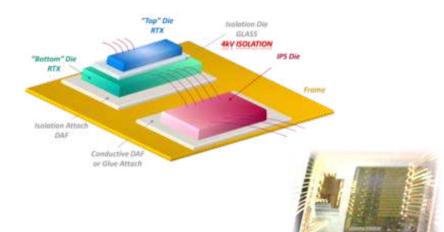
**O**IO-Link

#### Intelligent Power Switches (IPS)

- Galvanic Isolation Break-through Technology for IPS .
- Self protection and diagnostic ۲
- Programmable devices with configurable output stages ۲
- New product portfolio offering high integration and diagnostic for . PLC, Digital I/O Systems
- Novel IO-LINK Transceivers for industrial networking •

#### GapDrive

- Galvanic Isolated Gate Driver ۲
- Serial Configuration / Monitoring .
- High Current Driving capability ۲
- Fault Protection
- Also addressing automotive applications



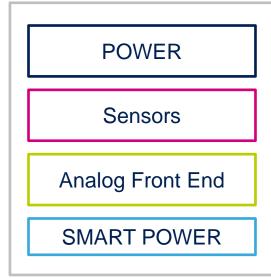
**Elementary Coreless** Transformer unit





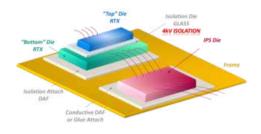


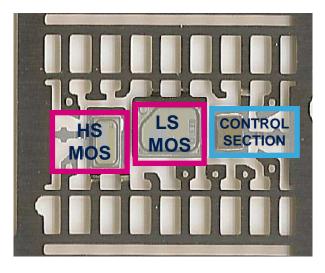
### Excellence in Analog & Power Mix through SiP 177



#### **Key Benefits**

- Miniaturization
- Improve cost-effectiveness
- Enhance functionalities
- Protect IPs
- Power Density
- Flexibility
- Mix of hybrid technologies
- Heterogeneous integration





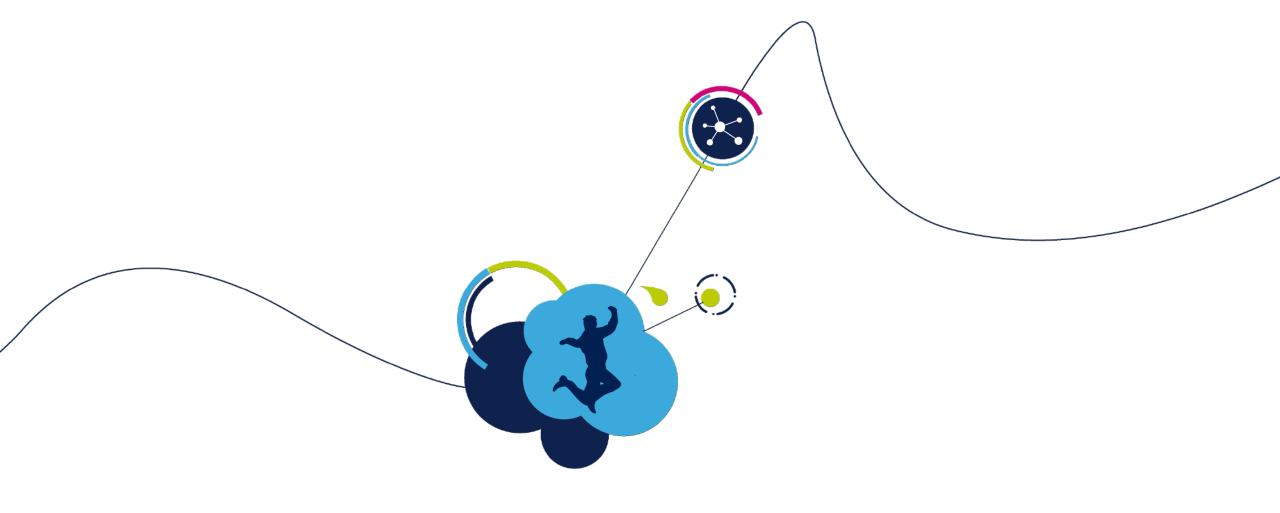


A combination of IPs and Technology for a Smart System-In-Package

### Focus on Mix and Profitability

- Targeting high-end growing markets
  - Smart Grid
  - Automation
  - Portable
- Improving product mix
  - Enriching Power Discrete product families by introducing SiC, GaN, High and Low Voltage MOSFET, FER Diodes.
  - Combining efficient Power Technologies (MOSFET, IGBT, SiC, GaN) with Smart Power ICs in Advanced Modules for Smart Grid, Automotive and Automation Markets
  - Entering **Digital Power Conversion** in High Performance and High Efficiency applications, supporting new stringent energy regulations
  - Expanding Smart Power Leadership entering in **Power Management ICs** for Smartphones and Tablets
- Leveraging on new resources transferred from ST-Ericsson to:
  - Reach a critical mass in the area of Power Management and Smart Power
  - Contribute to achieve the \$600-650M Net Opex target, thanks to repatriation of external development
- New products and focus areas will contribute to the improvement of Gross Margin and Operating Profit





### Thank You



### Microcontrollers (MMS)

#### **Claude Dardanne**

Executive Vice President, General Manager, Microcontroller, Memory & Secure MCU Group

#### **François Guibert**

Executive Vice President, President, Greater China and South Asia



# Microcontrollers in MMS Product Group





SmartGrid / Industrial



Healthcare



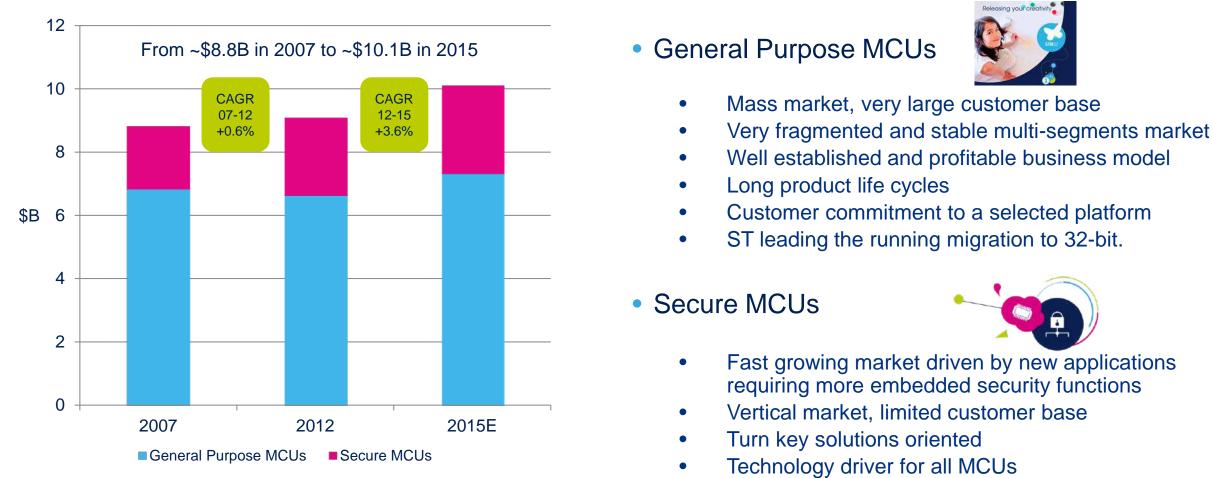
Appliances



Consumer



# WW TAM Microcontrollers\* 2007-15

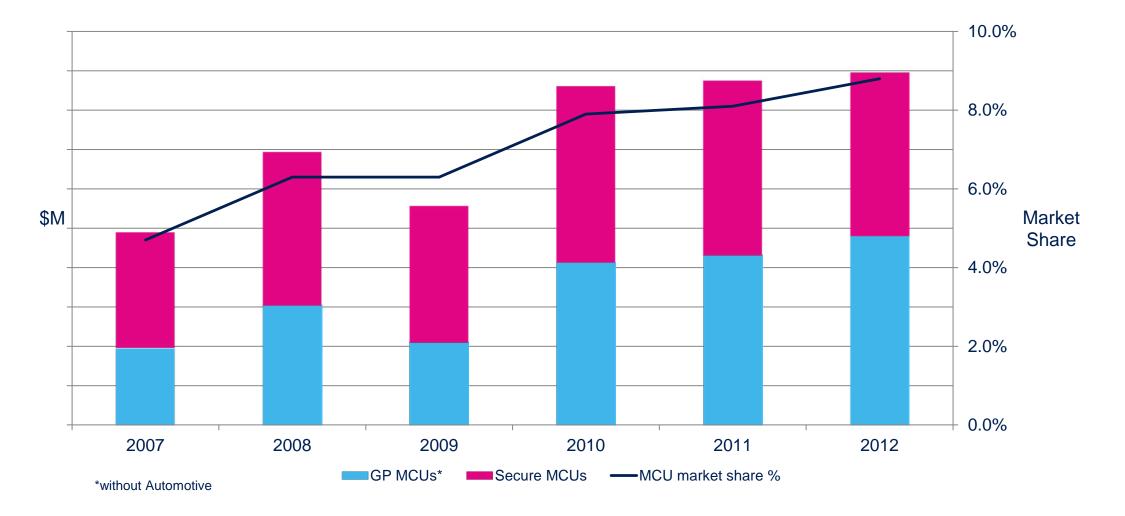


\*WW TAM Microcontrollers excluding automotive → Source WSTS February 2013

ST gaining share on new Secure Solutions: NFC, Secure Authentication, Contactless payment...



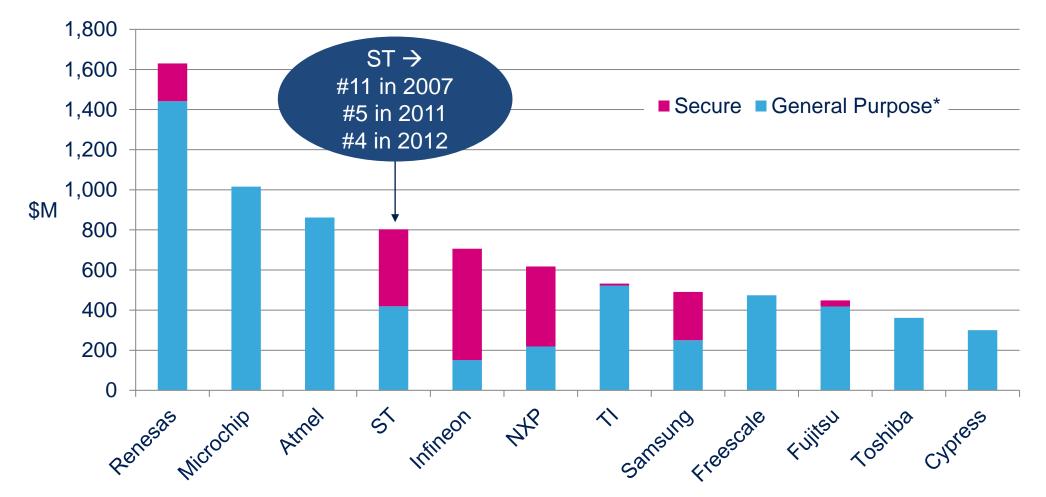
### MMS MCUs Revenue 2007-2012 183





MCUs revenues = GP MCUs\* + Secure MCUs Market share for consolidated MCUs excluding automotive, payphone memories & cards (Source WSTS February 2013)

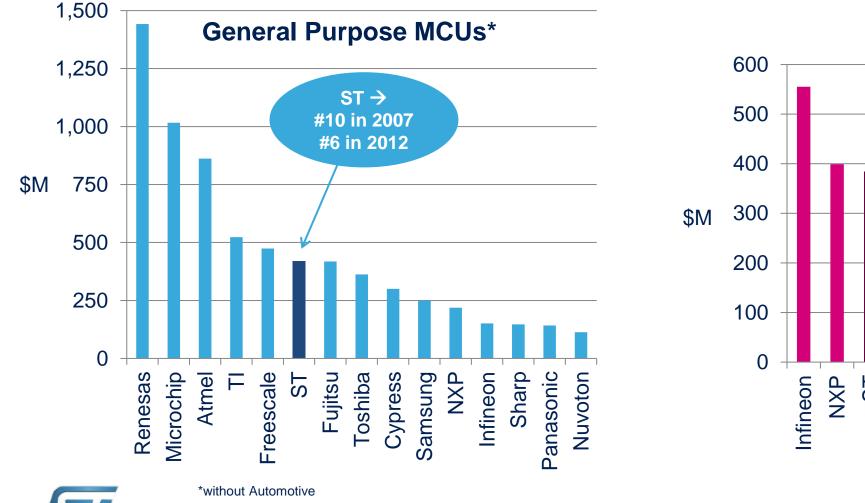
# 2012 GP & Secure MCUs Top Suppliers Revenues





\*without Automotive

# 2012 GP & Secure MCUs Top Suppliers Revenues

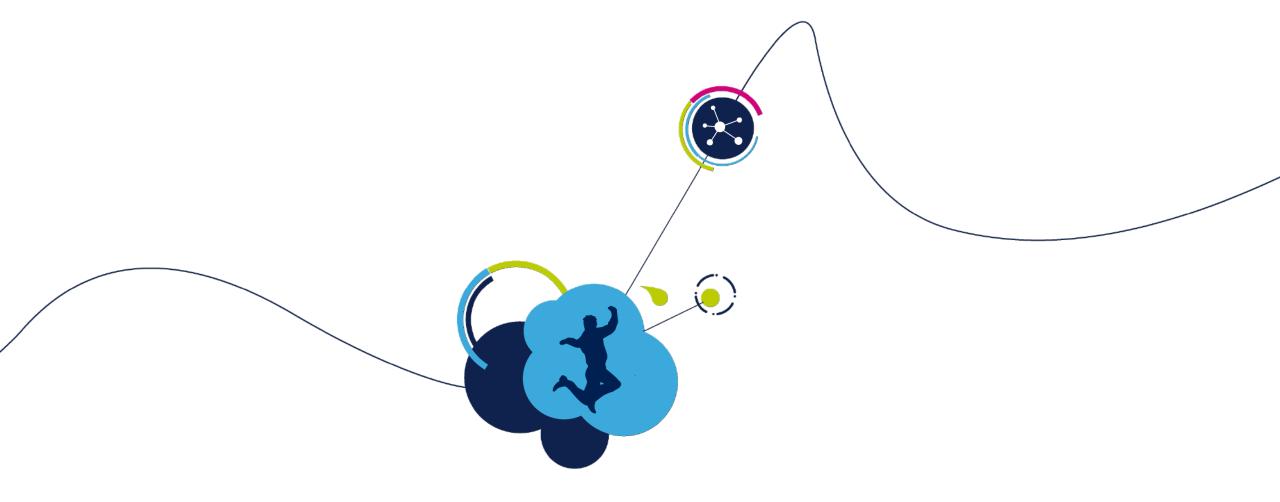


life.auamented



Secure MCUs

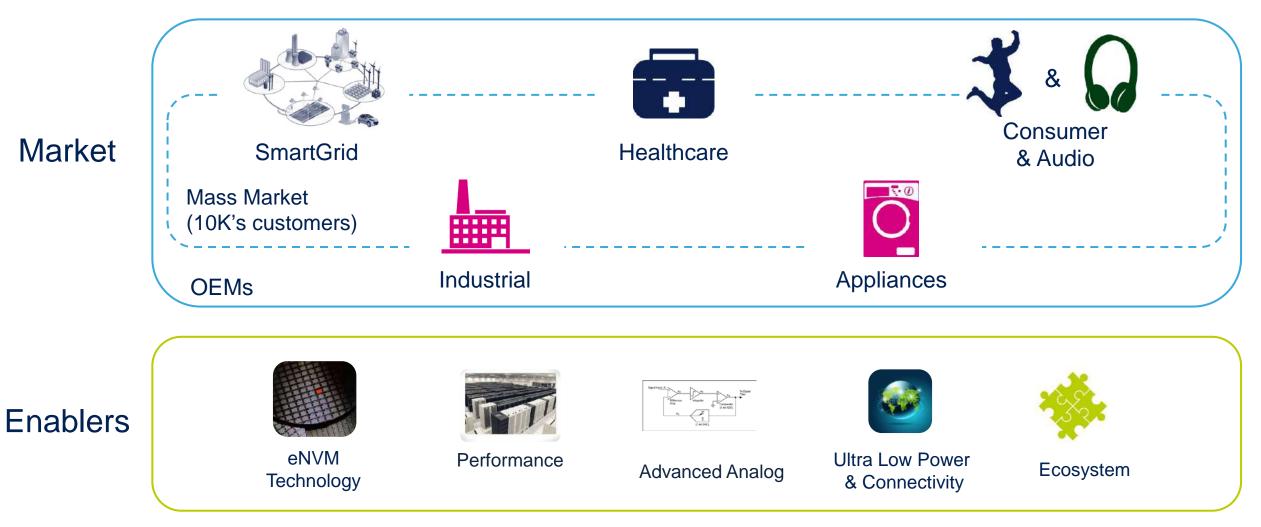
Source: IHS iSuppli CLT March 2013



# **General Purpose Microcontrollers**



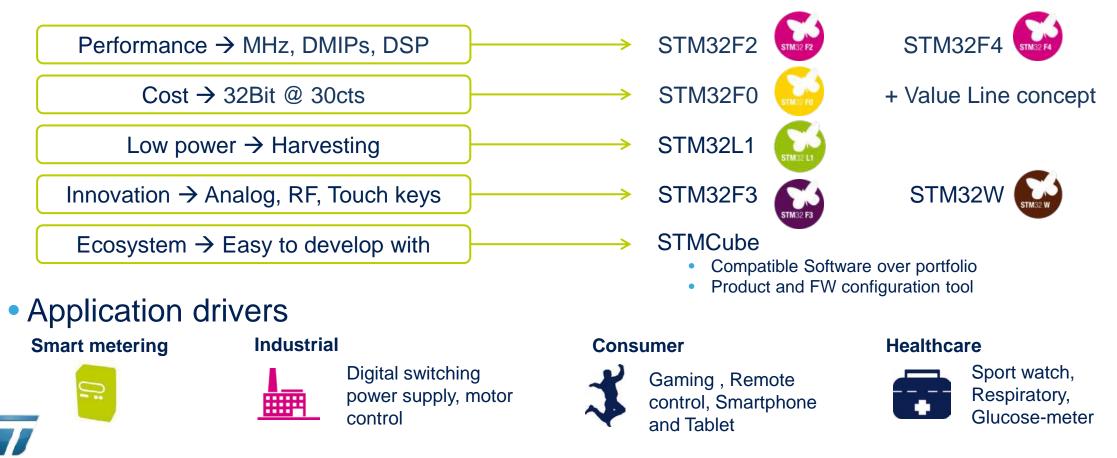
# General Purpose MCUs Perimeter 187



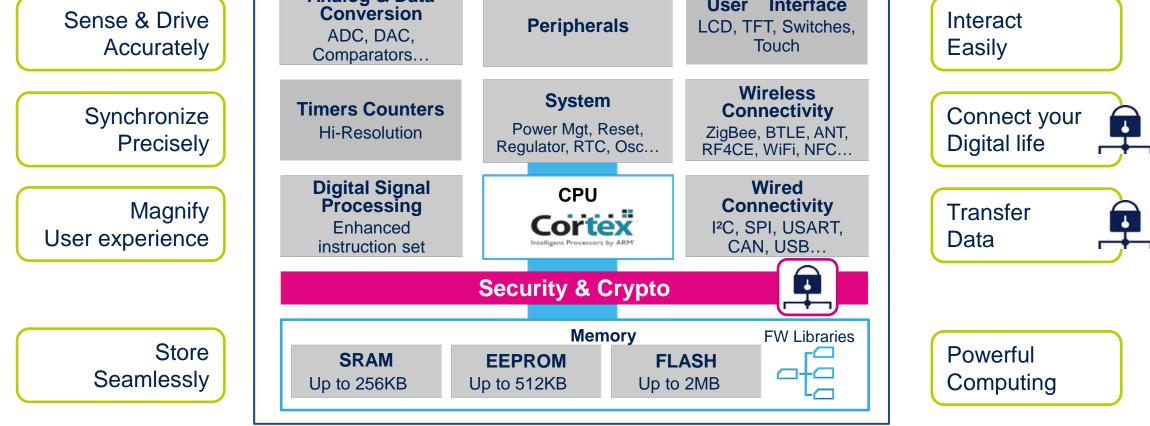


# General Purpose MCUs - Growth Drivers 188

- General Purpose products portfolio covering a broad application range
- Leadership based on 5 main axes:



# Sense & Drive<br/>Accurately Analog & Data<br/>Conversion<br/>ADC, DAC,<br/>Commercian Peripherals User Interface<br/>LCD, TFT, Switches,<br/>Touch Interact<br/>Easily



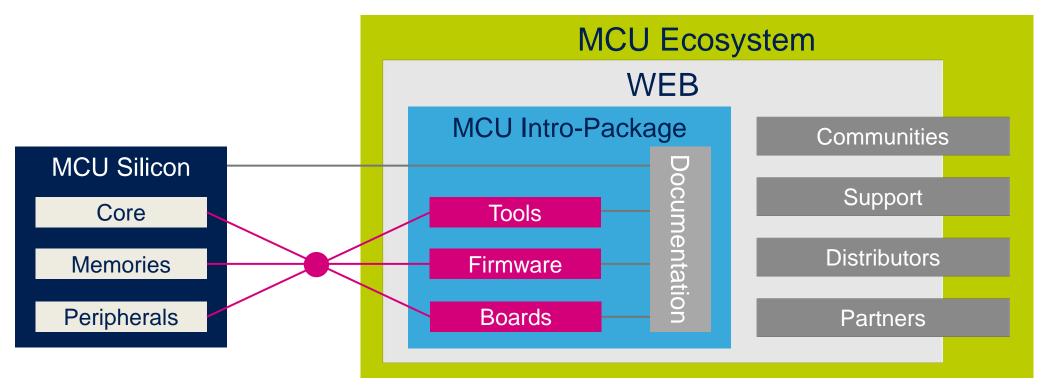
More integration to connect applications and



broad product portfolio to adapt to application needs...STM32  $\rightarrow$  >400 P/N

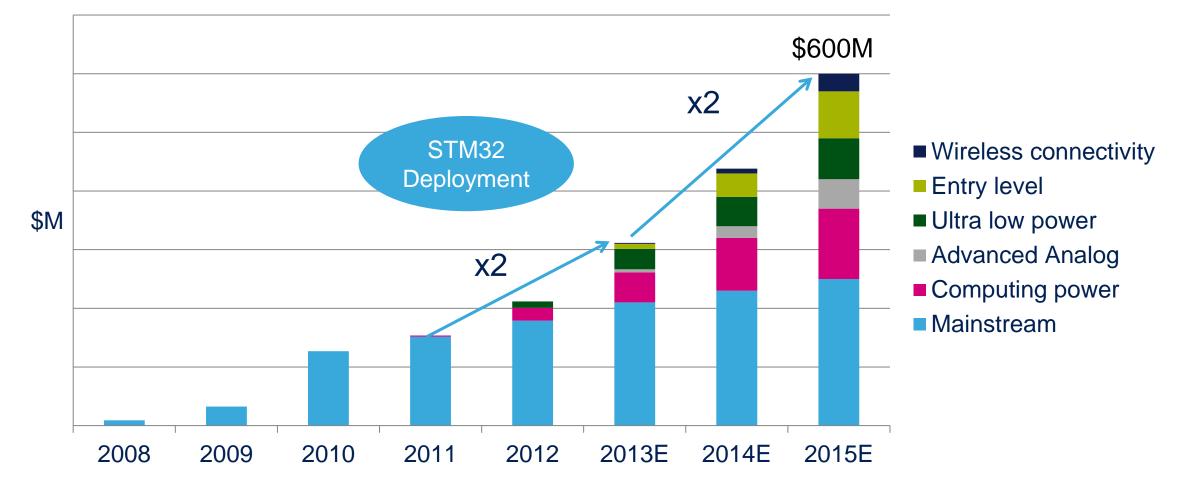
# Mass Market MCU Ecosystem

- The product is part of the offer and Ecosystem is the enabler
- Support is a differentiating factor



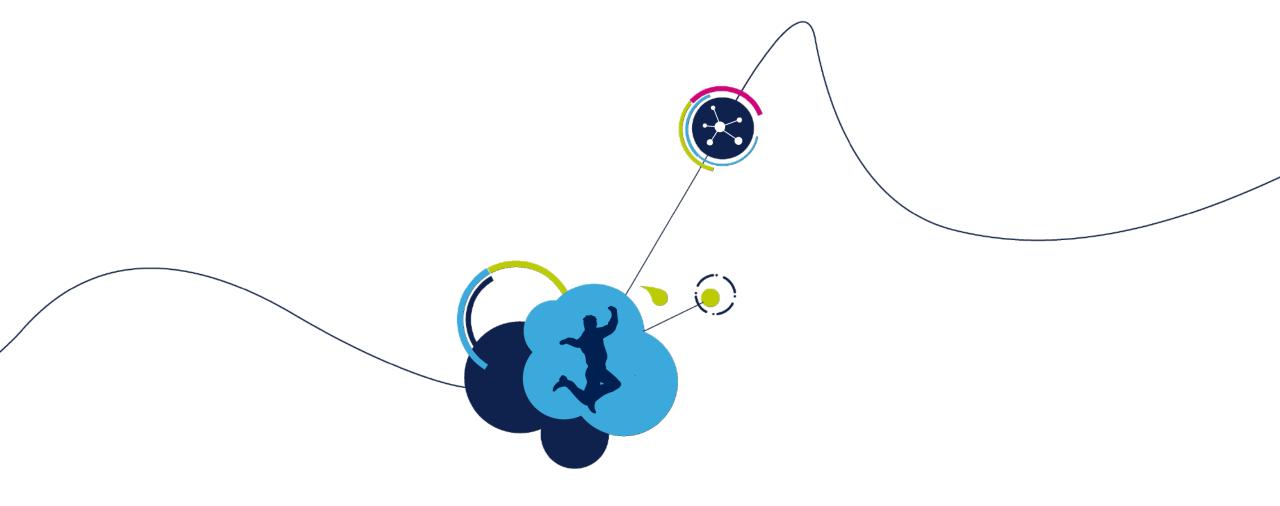
- Intro-Package is a key part of our Product offer  $\rightarrow$  easy to develop
- Web is our users eStore, eLibrary and eForum  $\rightarrow$  easy to access
- Ecosystem is our customer's expectations  $\rightarrow$  comfort

# General Purpose MCUs growth driven by STM32 deployment





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# **Secure Microcontrollers**



# Secure MCUs Perimeter 193

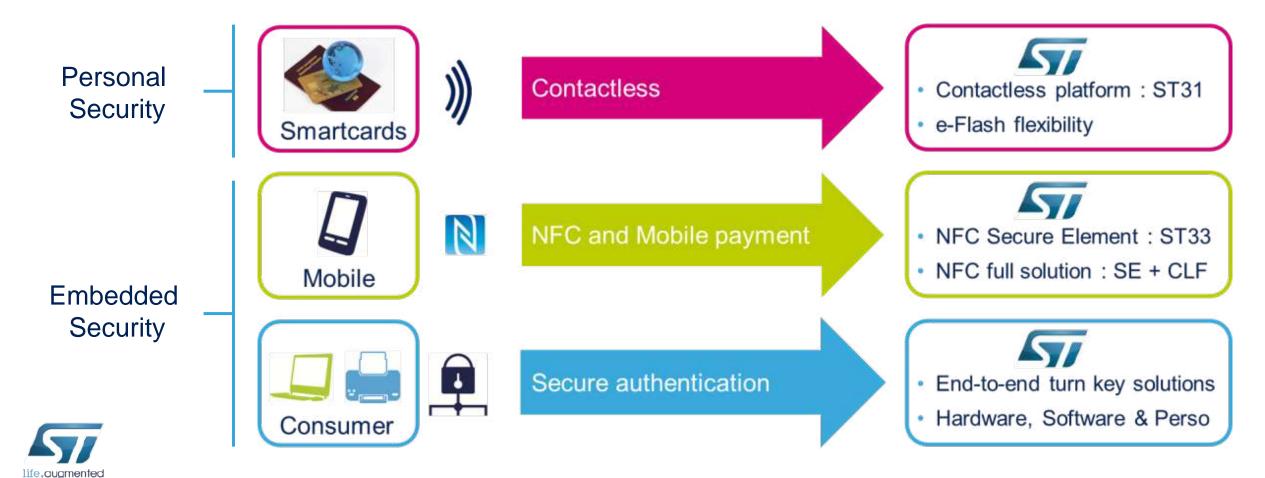




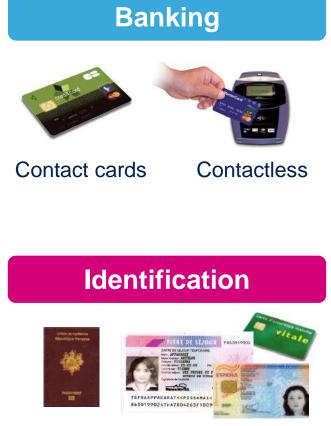
# Secure MCUs Growth Drivers

194

Market growth driven by mobility, contactless convenience and an increasing need for security & authentication in the digital world (consumer, ...)



# Personal Security Target Markets 195





ID, Healthcard



Secure MCUs





#### Contactless cards

Pay TV

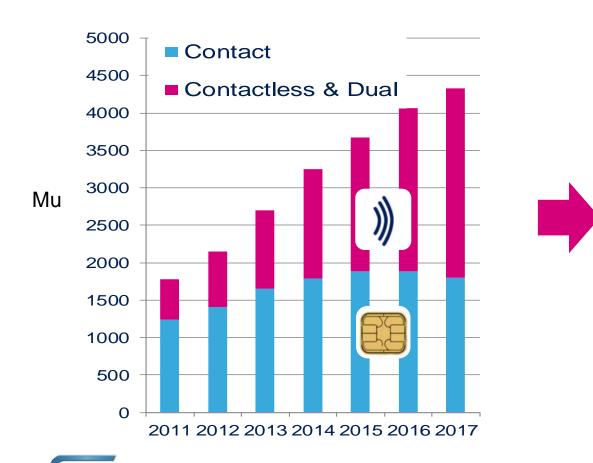


Highly secure ICs for Conditional Access



# Personal Security Market 196

#### WW TAM (Munits) Secure MCUs in Banking, ID, Pay TV, Transport



Contactless & Dual interface Focus → 30% CAGR 2011-2017



- Banking migration
  - China, US & Europe



- New National ID & passport programs
  - Advanced cryptography
  - High transaction speed
  - Flash flexibility









# ST31Advanced Contactless Platform 197





- First ARM 32-bit SC000 based Secure MCU → Transaction speed
- Multi-protocol ISO 14443 A & B, 18092 passive → Interoperability
- MIFARE<sup>™</sup> and Calypso enabled
- FLASH 80nm technology
- → Supply chain flexibility

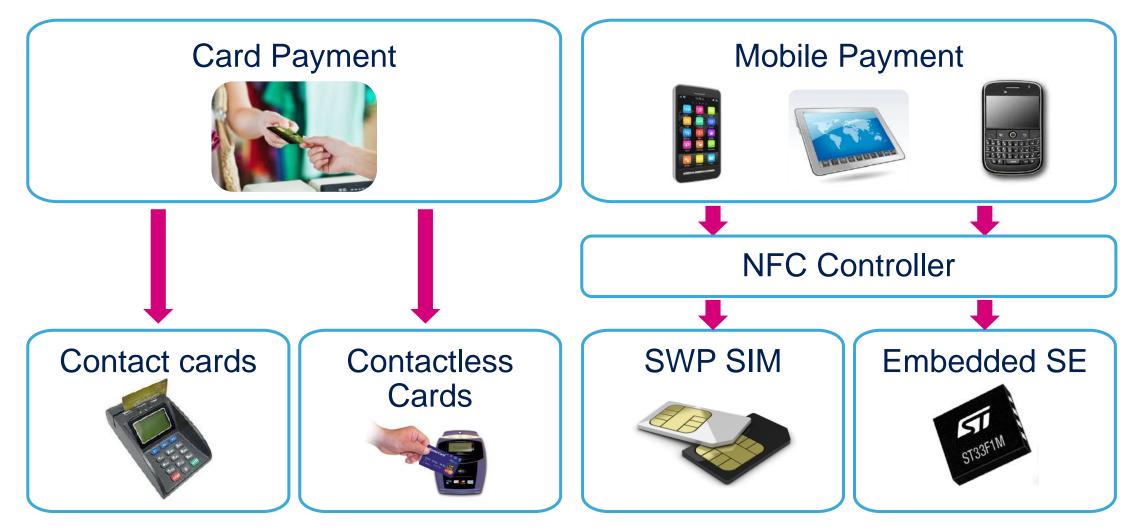
→ Multi-application **Transport** 

• Highly secure CC EAL6+ architecture

→ Security



# ST Payment Solutions 198

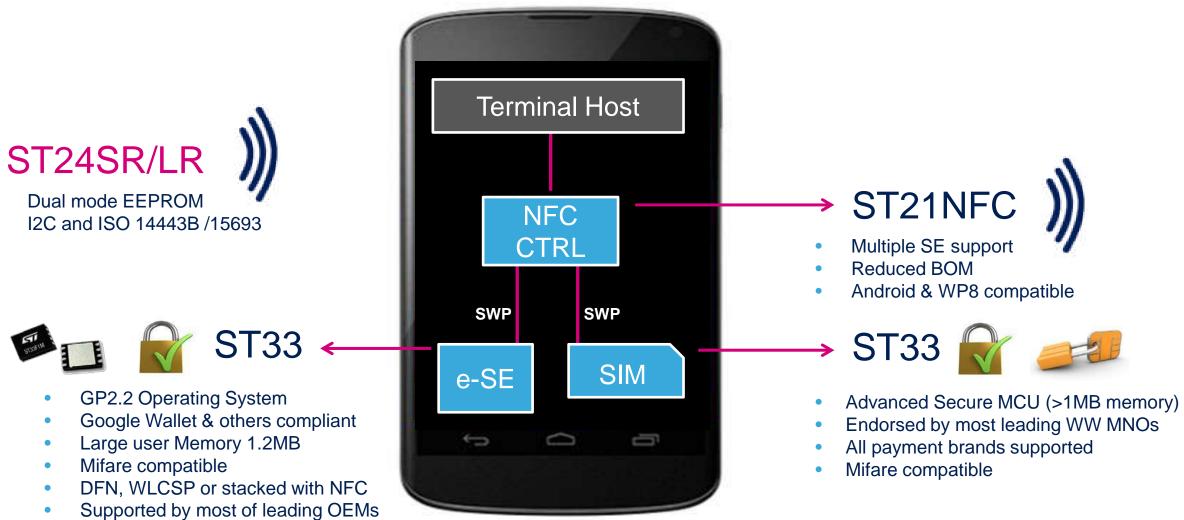




# NFC Applications 199



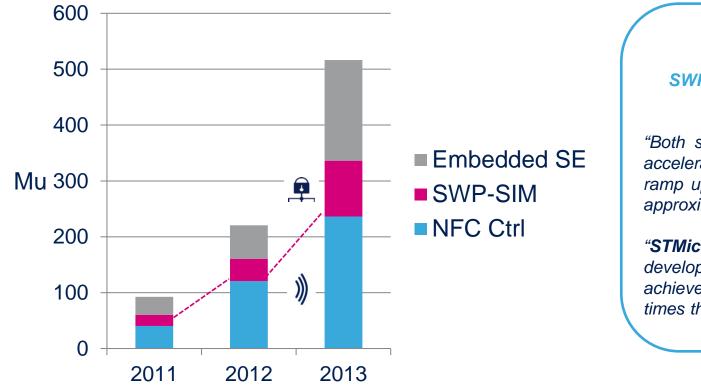
# ST NFC Solutions 200





All payments brands supported

# NFC Growth Driven by Mobile Payment 201



**ABI**research<sup>®</sup>

SWP SIMs Establish STMicroelectronics as a Leading Secure **Element Vendor** 

"Both secure microcontroller categories are also benefiting from the acceleration in NFC deployments that we have detected, although the ramp up in NFC SIMs is greater, with it now expected to account for approximately 40% of secure elements in 2012 and 2013. "

"STMicroelectronics, however, is the standout winner, with faster development of NFC SIMs occurring. ABI Research estimates that it will achieve SWP SIM secure element market share in the region of 2-3 times that of its nearest competitor. "

**e\_SE:** Leading OEMs and Google deploying new payment services and wallets in Embedded Secure Element

**SWP-SIM:** MNOs to achieve critical mass in deploying NFC services

Source : ABI 2012, ST

# Secure Authentication

ST secure solution against counterfeit, cloning or any unauthorized use

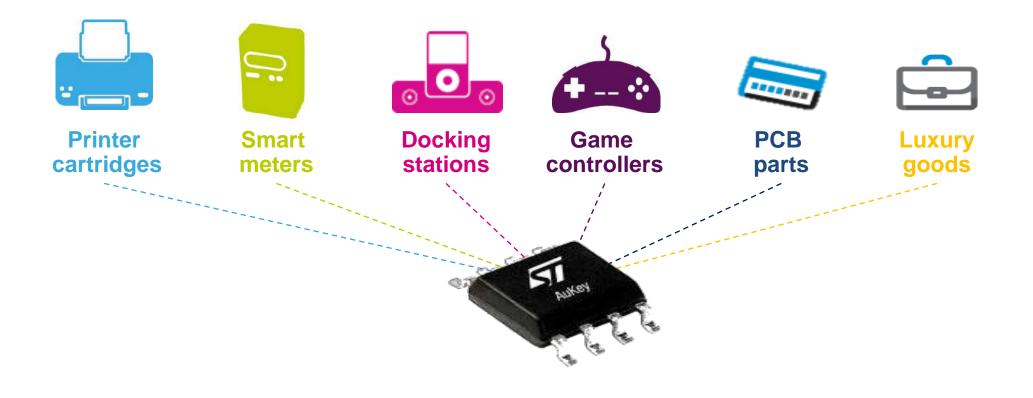
\*\*\*\*\*

With comprehensive security assets and strong experience, ST is the ideal partner to address brand protection



# Secure Authentication Applications

#### Growing counterfeiting and cloning requires stronger authentication services









State-Of-The-Art Security for Peripheral Authentication Common Criteria EAL5+ Certified (exceeding banking level)

Command set tailored for accessories authentication



# Secure MCUs Growth Driven by Secure Element Deployment

- ST solid leader in Mobile Security
  - More than 50% market share in SIM Secure Element
  - Ramping up Embedded Secure Element for Android Smartphones



- Solid experience and broad range contactless offer
  - RF multi-protocol ISO 14443 Type A, B and F
  - NFC Controller for Smartphones
  - MIFARE<sup>™</sup> libraries for contactless Transport
- Leader in Security
  - First to achieve Common Criteria EAL6+
  - Support certified cryptography library



# Microcontrollers → Strategy to Grow ■

#### Capitalize on ST advanced e-NVM technologies

• e-FLASH 90/80nm in volume production, speed-up migration to 40nm

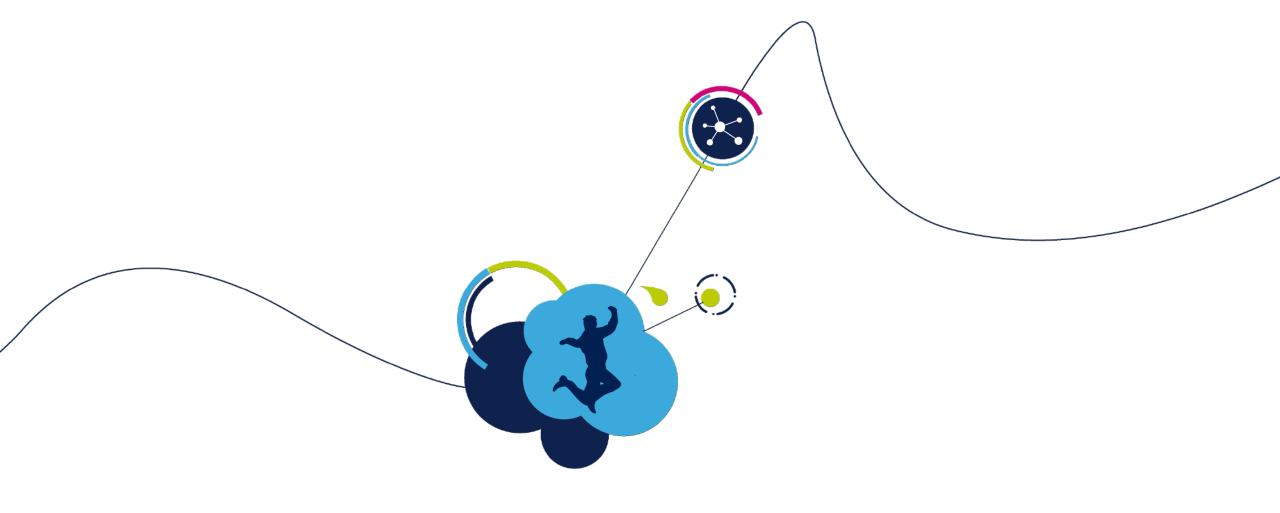
#### • General Purpose Microcontrollers $\rightarrow$ STM32 focus

- Pursue market share gain capitalizing on 32-bit platform leadership
- Continue to expand STM32 family as the broadest WW portfolio based on ARM Cortex-M core
- Focus on ecosystem to address mass market with maximum efficiency

#### Secure Microcontrollers → ST33 & ST31 focus

- Capitalize on solid leadership established in Mobile Security for NFC solutions
- Enlarge contactless portfolio to fully capture banking and NFC opportunities
- Reinforce current leadership in security authentication





# Thank You



# Manufacturing and Technology R&D

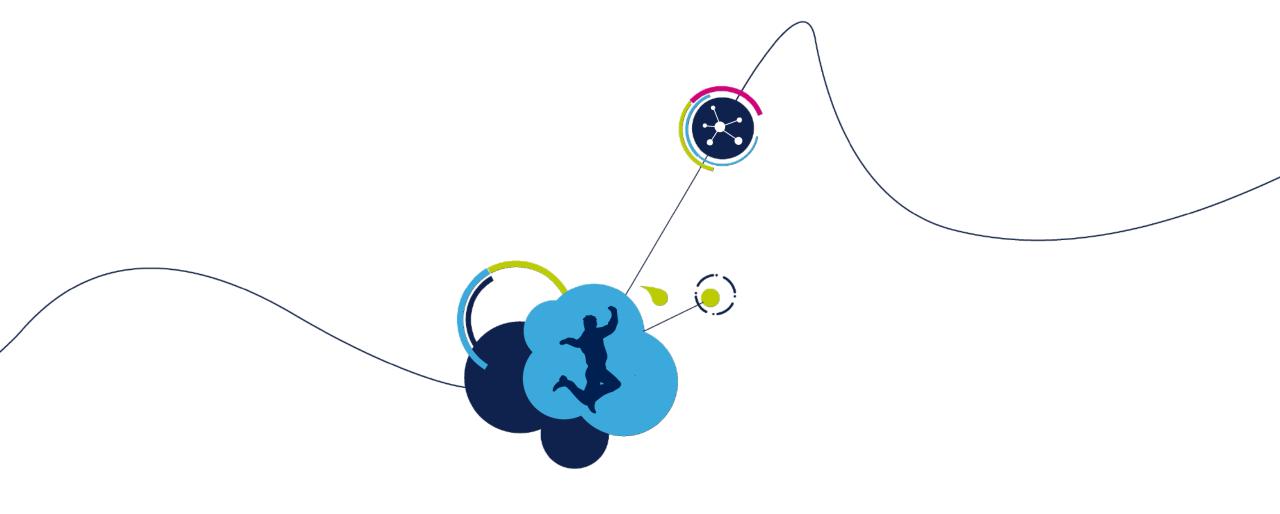
#### **Jean-Marc Chery**

Executive Vice President Chief Manufacturing & Technology Officer General Manager, Digital Sector

#### **Orio Bellezza**

Executive Vice President General Manager, Front-End Manufacturing & Technology R&D, IMS & APG





# Manufacturing



# Integrated, Flexible Manufacturing Engine 210



Large technology portfolio Clustering approach Internal and external flexibility



# Front-End Manufacturing: Unique Capability 211



Discretes





Discretes Power BCD

Sense & Power and Automotive Products







Advanced BCD MEMS



Embedded-NVM Logics

Foundries



Advanced Logic Logic Image Sensors Embedded-NVM

Embedded Processing Solutions





# Front-End Manufacturing Vision 212

#### Advanced CMOS and derivatives

- Crolles 300 growth, focusing on balanced mix of technologies
- Embedded-NVM, Analog CMOS and BiCMOS at both 200 and 300 mm (Rousset, Crolles)
- Multiple foundry options to support further growth and flexibility

#### Sense & Power technologies

- Strengthen differentiation at Europe fabs, for MEMS, BCD & Discretes
- Huge scale in Singapore 6". Option to grow 8" for mature technologies
- Foundry outsourcing, to increase flexibility









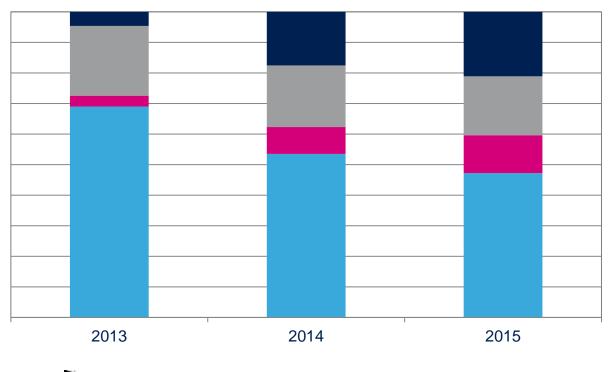






# Crolles 300 Differentiation Engine

- Growing differentiating and proprietary technologies
  - High-end CMOS: introducing and ramping FD-SOI <28nm</li>
  - CMOS Image Sensor: ramping 1.4 and 1.1µm BSI
  - Embedded-NVM : 90/55/40nm for Micros and Automotive
- Improving flexibility and assets utilization



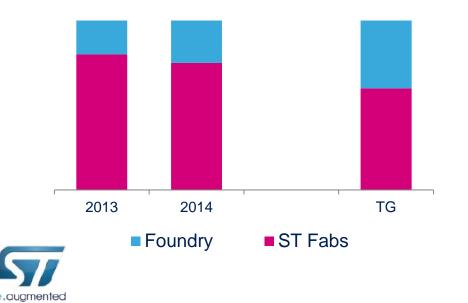
213

■ CMOS 240nm & ANALOG ■ CMOS ≤ 28nm ■ CMOS IMAGE SENSOR ■ Emb-NVM



# CMOS and Derivatives Sourcing

- Crolles/300 expansion and Rousset/Crolles clustering
- Technology/Manufacturing partnerships in Image Sensor/BSI and CMOS FD-SOI
- Multiple sourcing for flexibility Outsourcing growth, targeting 40%



Technology / Source	First: Time to Market	Second	Alternative
CMOS 40LP	Crolles 300	Foundry	Foundry
CMOS 28LP/RF	Foundry	Crolles 300	Foundry
CMOS 28 UTBB FDSOI	Crolles 300	Foundry	Foundry possible
CMOS 20LPM	Foundry		
CMOS 14 UTBB FDSOI	Crolles 300	Foundry	Foundry possible

Technology / Source	First: Time to Market	Second	Alternative
IMG 140 BSI	Crolles 300	Foundry	
IMG 110 BSI	Foundry	Crolles 300	Foundry
BICMOS55/PHCS 25GB/S	Crolles 300		
CMOS M55/M40	Crolles 300	Foundry possible	
CMOS F 80/ 90 PCM	Rousset 200	Crolles 300	Foundry possible

# Sense & Power and Automotive 215



Agrate
Advanced BCD and MEMS



Catania Smart Power and Power Discretes

#### **Technology differentiation**

- MEMS 6-axis motion sensor
- Smart Power BCD9s
- Power discretes SiC and GaN
- Tunable antenna discretes

#### **Integrated Manufacturing and R&D**

- Time to market time to volume
- Clusters of leadership Mfg/R&D/Product



**Cost competitive HVM in Singapore** 



Tours
Discretes and Tunability

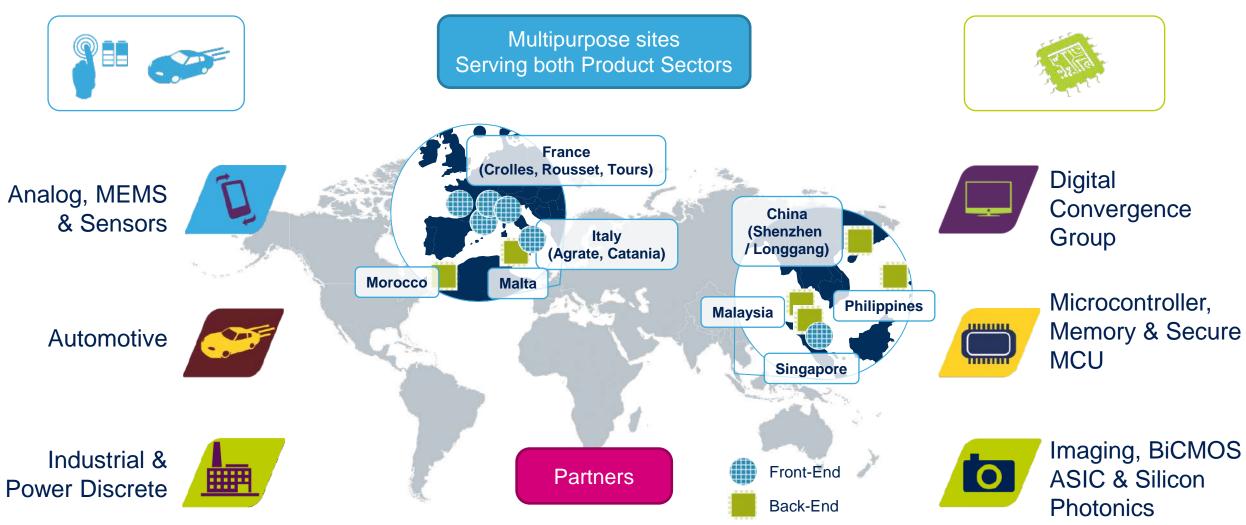


Singapore High Volume Manufacturing



# Packaging & Testing Manufacturing

216





# Packaging & Test Manufacturing Focus 217

- Fast time to volume and competitive manufacturing
  - Innovative sensors solutions (MEMS and optical)
  - High Power Modules for Industrial and Automotive
  - High Density lead frames technology
- Gold to Copper conversion road-map
- Relentless quality improvement
- Multi-sourcing for materials
- Increase flexibility vs OSATs







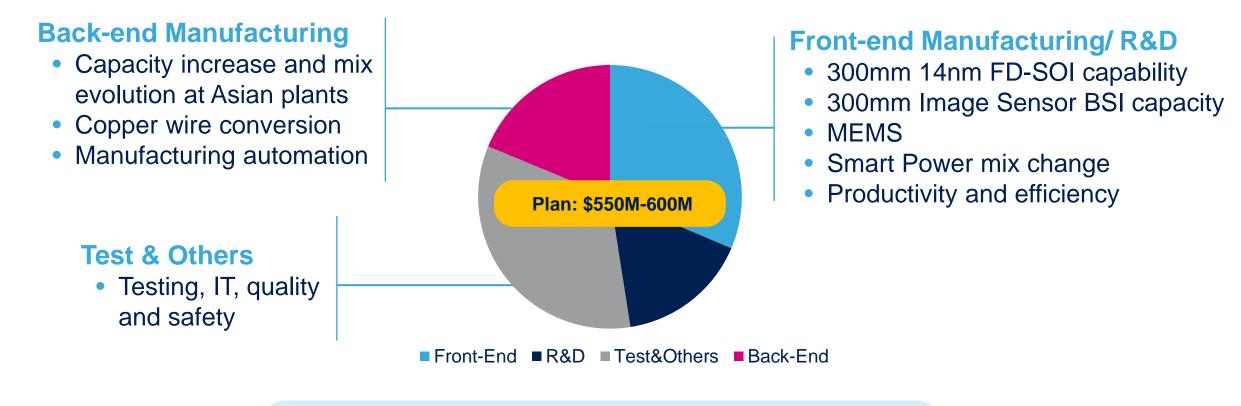








# 2013 Capital Spending

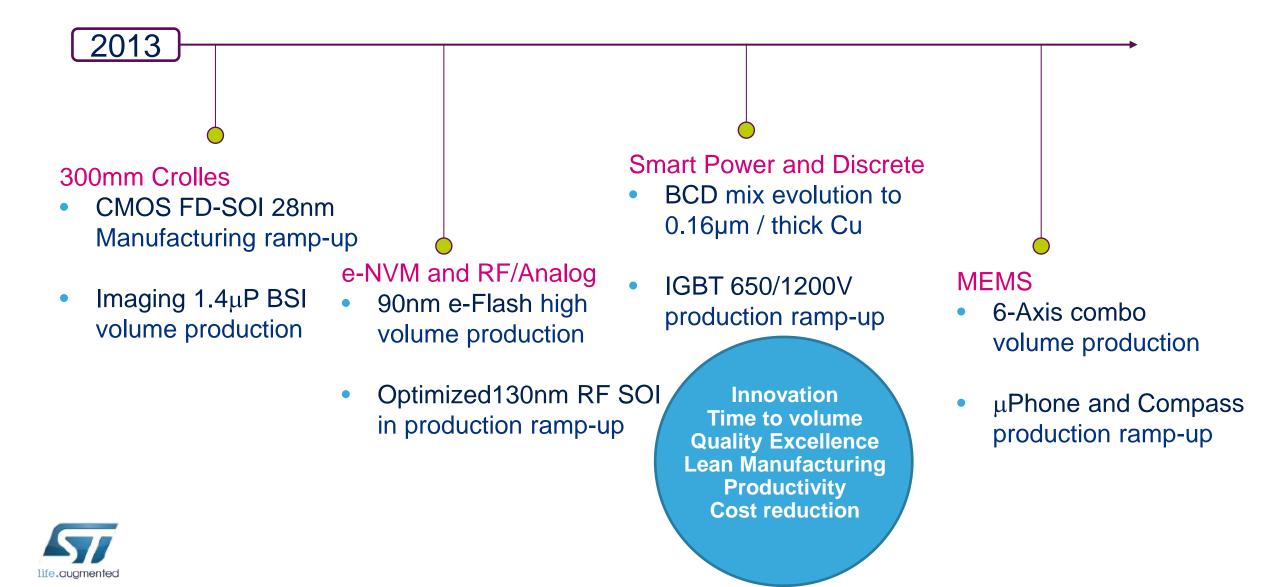


Investments focused on:

- Strategic businesses growth and key product ramps
- Proprietary technology and manufacturing



# Priorities 2013 – Manufacturing

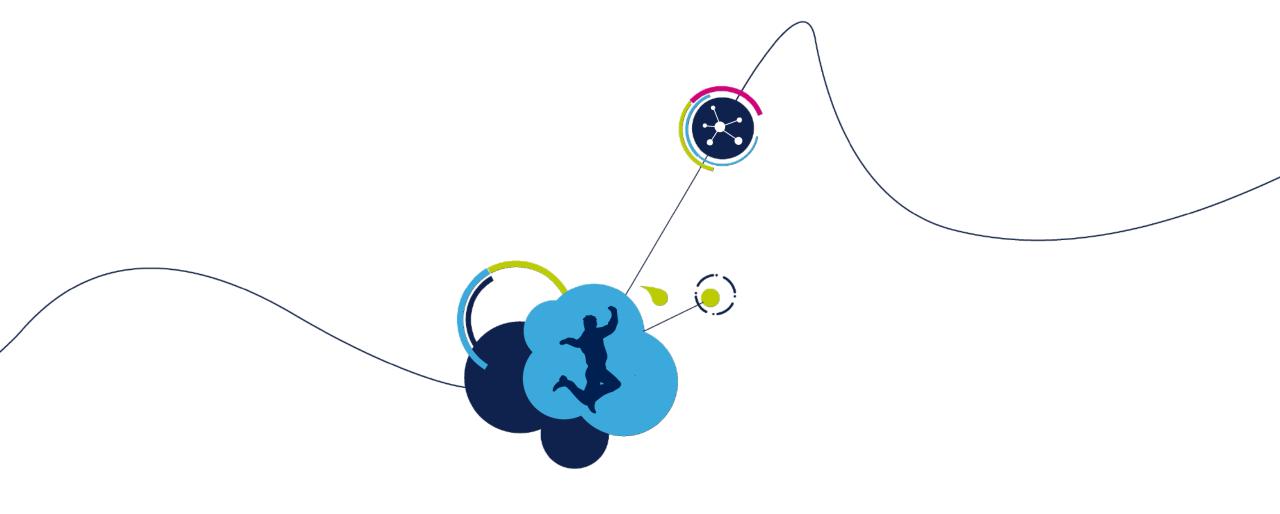


# Manufacturing Summary

- Highly efficient and flexible manufacturing engine, Front-End and PTM
- Differentiating technologies and packages, serving both product segments
- Time-to-market and time-to-volume, driven by clusters of leadership
- Cost efficiency, driven by global lean manufacturing initiative





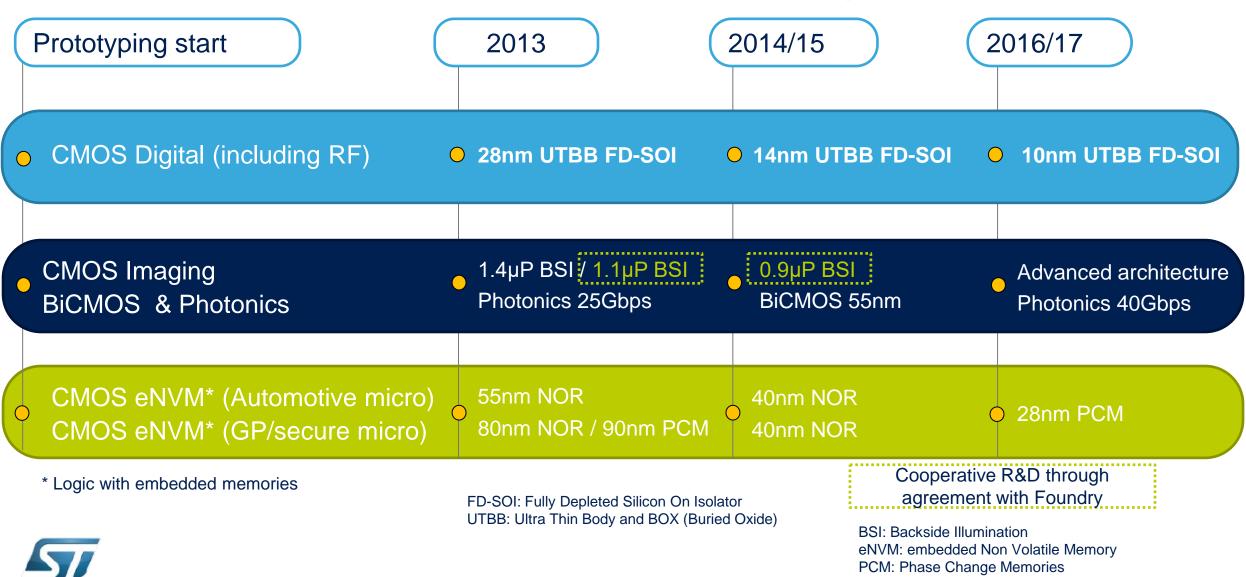


# Technology R&D



# EPS - Technology Roadmap

222



# SPA - Technology Roadmap 223

Pr	ototyping start	2013	2014/15	2016/17
0	BIPOLAR CMOS DMOS 0-100V BIPOLAR CMOS DMOS >100V	• 160nm/110nm • 320nm OL/160nmSOI	• 90nm (200/300mm)	• 65nm (300mm)
•	MEMS	<ul> <li>Motion (6 axis, AMR,Geophone)</li> <li>Actuators</li> </ul>	<ul> <li>Environmental (Hr,Temp)</li> <li>Audio (Hperf Micro)</li> <li>Actuators</li> </ul>	
0	Power	• 0.35µm • Oxide Filled Trench • Silicon Carbide (SIC)	<ul> <li>• 0.2µm</li> <li>• Oxide Filled Trench Gen2</li> <li>• Gallium Nitride (GaN)</li> </ul>	2 •
•	Discrete	<ul> <li>HV Scr Triacs 1500V</li> <li>GaN Pschottky 600V</li> <li>EnFilm Gen1</li> </ul>	<ul> <li>HV Scr Triacs 2000V</li> <li>GaN Pschottky1200V</li> <li>EnFilm Gen2</li> </ul>	• HV Scr Triacs 2500V • EnFilm Gen3



# Priorities for 2013 - Technology

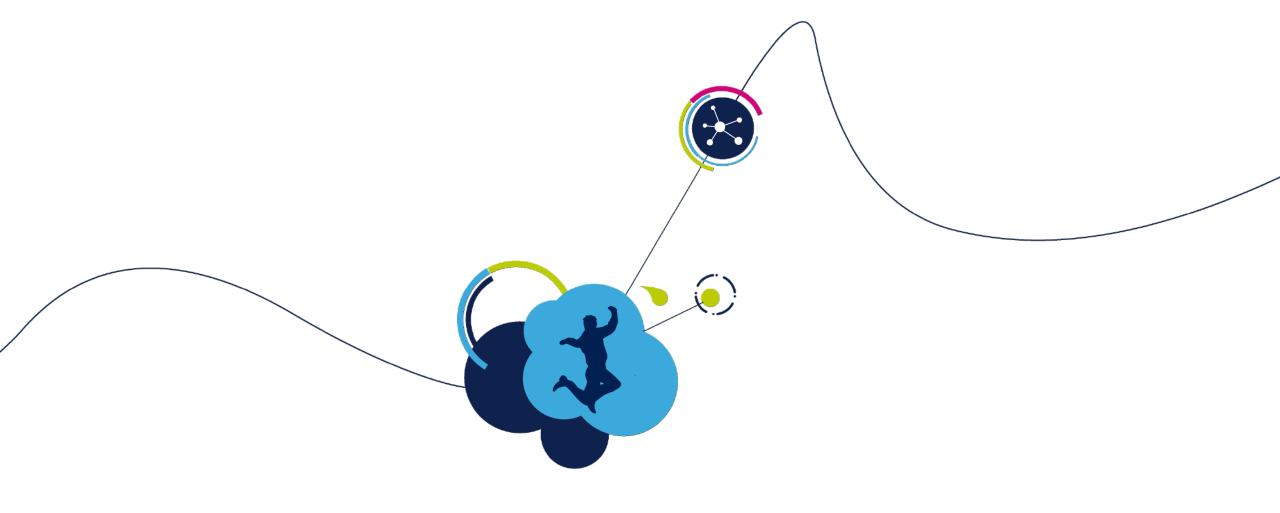
BCD9S technology platform to be ready for production Power ASIC for Automotive (ABS/ESP) engineering samples delivery demonstrating superior device performances and die area reduction

2013

FD-SOI 14 nm technology to be ready for prototyping and IPs validation vehicles for superior performances and low power consumption SOC and ASICS Embedded flash 40nm technology for high performance MCUs Readiness for prototyping and IPs validation vehicles







# Thank You

