Welcome to Dialog Semiconductor

- A fabless provider of mixed signal Integrated Circuits (ICs) focused on power saving solutions

- Headquartered in Germany, UK incorporated and listed on the Frankfurt stock exchange

- Serving leading portable devices OEMs

- c. 850 employees

Power Management

Ultra Low Power Audio

Short range wireless Connectivity

Low Power Displays

DZ Bank Sustainable Technologies Conference, 4 June 2013 Zurich
Highly integrated customised ICs for portable applications

- **Strong technology focus**
  - Integrated mixed signal and analogue power saving IC’s
  - Applications processor agnostic

- **In high growth markets**
  - Addressing high growth portable applications

- **Across the ecosystem**
  - Intensive R&D collaboration with Apps Partners, foundry and packaging companies

- **For Tier 1 clients**
  - Customised solutions underpin consumer experience and product differentiation
  - Fast design process aligned to client’s business cycles

**Highest level of complexity and integration in power management ICs for portable applications**

Customised for our clients in collaboration with our ecosystem
Segment overview
A focus on high growth portable applications

Mobile systems

Connectivity

Automotive and Industrial

Market trends

- Increasingly adoption of LTE
- Smartphones rapidly replacing feature phones and the emergence of the low end smartphone
- Accelerated adoption of tablets
- The Ultrabook™ opportunity

- Nascent markets
- Gateway penetration enabling Bluetooth Smart peripherals
- Healthcare – demographics and consumer driven independent health care
- Energy awareness and control
- Home surveillance going digital and wireless

Development trends

- Longer battery lifetime
- Battery efficiency and monitoring
- Wireless and intelligent charge

- Easy to use and install low-power wireless
- Standardisation of technologies

- Regulation driving increasing adoption of LED for private and industrial use
- Motor controllers becoming more complex and power efficient
- LED lighting control configurable to different lamp types
- Low power flexible product development

DZ Bank Sustainable Technologies Conference, 4 June 2013 Zurich
The five year view
Robust earnings growth and cash generation

**Revenue**
57% CAGR 2007-2012

**EBIT**
98% CAGR 2008-2012

**Basic EPS**
59% CAGR 2008-2012

**Operating cash**
54% CAGR 2008-2012
Dialog’s vision for sustainability

Sustainable Profitable Growth
Environment: energy efficiency of products

Configurable PMICs: changing how engineers design power management

- High integration of power management with optional ultra low power audio
- Fully configurable with PC software
- Battery fuel gauge integration option
- Fourth generation configurable Power Management IC in development

Increasing levels of PMIC integration

- One time programmable by customer using Dialog software
- Allows systems designers to simply make late changes in power tree
- No silicon iterations and faster product development cycle

2007
- <10 mm²
- Typical PMIC 2007
- ~5 power sources

2013
- >50 mm²
- Typical PMIC 2013
- >30 Power sources
Environment: energy efficiency of products

Our value proposition

- Ability to integrate digital control
- Typically 40% board saving – material savings *
- > 30% cost saving *
- > 30% power saving *
- Accelerate time to market for our customers

Graph:
- ASP and number of products sold
- FY 2010: 57, 1.38
- FY 2011: 87, 1.54
- FY 2012: 100, 2.10

* Compared to discreet solutions
Environment: manufacturing efficiency

Key benefits of our fabless business model

Environmental

- Use shared capacity
- Scalability
- Higher throughput
- Dialog uses only best-in-class fabrication partners (i.e. TSMC)

Economic

- CAPEX light model
- Capacity flexibility
- Design flexibility
- Business continuity
Continuous investment in R&D
Diversifying through innovation

OPEX Full year
($ million and as a % of revenue)

FY 2010 FY 2011 FY 2012

R&D
19.0 17.1 16.5

SG&A
11.7 10.7 9.3

R&D % of revenue (RHS)
57 90 128

SG&A % of revenue (RHS)
35

Multi-touch IC

Active Research & Development

Intelligent fuel gauge

Fast charge

LED

Home automation

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Entering key markets with exciting new products
Focus on high growth mobile applications

- 3rd platform win with Samsung
- Reference design with Asia based smartphone chipset vendor
- H2 new products ramp

- Collaboration with Intel on Bay Trail platform

- Launch of Smartwave™ our first multi-touch IC

- Launch of Smartbond™ our first Bluetooth Smart SoC

- 21% CAGR 2012-2015
  Emergence of the low end smartphone
  Impact of multi-core and LTE platforms

- 30% CAGR 2012-2015
  Rapid adoption of the tablet

- The Ultrabook opportunity
  40% of notebook market by 2015

- 350 million units market by 2016 *
  Consumer behaviour and demographics pushing the use of short range low power wireless (home automation, medical, fitness, PAN)

* IHS forecast 2013
Social: Employees
Diversity and training and development

- Turnover is **5.6%**; down from 8.2% in 2011
- **15%** women; up from 13.7% in 2011
- Young Woman Designer of the year (UK 2010)
- **12** countries
- **51** nationalities (43 in 2011)
- **c.850** employees (76% engineers)
  +37% (2012/2011)

- Training and development budget tripled in the period 2009-2012
- Strong commitment across the entire organisation
- 2013 budget was well in excess of $1 million
Dialog is committed to be a responsible member of the community

Dialog has set a target of giving 1% of pre-tax profit by 2015.
Investor Relations

- Quarterly Earnings Call Including Q&A
- Quarterly Investor Roadshows
- Attendance at Key Conferences
- Media and Press Relations
- Quarterly all hands communication meetings with Employees
- Regulators

Transparency

- Audited quarterly financial statements
- Quarterly disclosure of financial statements
- Remuneration structure is transparent to all employees and clearly communicated
- Full and timely disclosure of any directors dealings
- United Nations Global Compact
  - Committed in February 2012
  - Human and Labour Rights
Corporate Governance
Remuneration and incentives

Fixed Compensation
► Base Salary
► Competitive
► Experience
► Performance
► Reviewed Annually

Variable Compensation
► Profit Based Bonus (group performance)
► Management-by-Objectives (MBO) Employee-Profit
► Recognition Awards
► Recognition Employee Referral “Introduce Us”
► Patent Incentives

Stock Options
► All employee programme
► Long-term incentive plan (EIP)
Dialog’s sustainability journey
Where are we heading?

30% employee volunteerism rate
CDP - ‘Scope-2-Indirect CO2 Emission Reduction’ 30%
Reduce the use of hazardous materials in labs by 25%

2013
Design centres to recycle 95% of packaging and waste
100% of suppliers have their own documented CSR policy
100% on-site audits of suppliers

2014

2015
Corporate giving to be 1% pre-tax profit
Reduce travel emissions by 25%
The power to be...
Positioned for strong growth
Focus in high growth mobile applications

- **21% CAGR 2012-2015**
  - Impact of multi-core and LTE platforms
  - Emergence of the low end smartphone

- **30% CAGR 2012-2015**
  - Rapid adoption of the tablet

- **100% CAGR 2012-2015**
  - The Ultrabook opportunity
  - 40% of notebook market by 2015

Consumer behaviour and demographics pushing the use of short range low power wireless (home automation, medical, fitness, PAN)
### Continuous innovation
**Maintaining our leading position in the market**

#### Business benefits

- Expanded product functionality and programmability
- Allowing faster go-to-market and power-optimised products
- Potential for capacity increase in preparation for increased future demand
- Cost efficiency: path to 300mm production and higher yields
- Performance improvements: increased PMIC integration and programmability
- Delivering products that bring further space and cost reduction for our clients

#### Technological innovation

- First member of our digital power management family incorporating ARM M0 core sampled
- Leading with TSMC the transition of PMIC technology from 0.25µ to 0.13µ BCD
- New multi-phase buck architecture introduced - key PMIC building block - supporting the latest quad and octal ARM and Intel Atom multicore processors

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DZ Bank Sustainable Technologies Conference, 4 June 2013 Zurich
Notes to the financials
Underlying definition

(*) Underlying results in Q1 2013 are based on IFRS unaudited consolidated interim income statement, adjusted to exclude share-based compensation charges and related charges for National Insurance of US$1.3 million, excluding US$1.1 million of amortisation of intangibles associated with the acquisition of SiTel (now Dialog BV), excluding US$1.9 million non-cash effective interest expense in connection with the convertible bond and excluding US$0.3 million non-cash effective interest expense related to a licensing agreement entered into Q3 2012 and also excluding the related tax effects.

The term “underlying” is not defined in IFRS and therefore may not be comparable with similarly titled measure reported by other companies. Underlying measures are not intended as a substitute for, or a superior measure to, IFRS measures.

(**) EBITDA is defined as operating profit excluding depreciation for property, plant and equipment (Q1 2013: US$3.9 million, Q1 2012: US$2.7 million), amortisation for intangible assets (Q1 2013: US$5.1 million, Q1 2012: US$4.7 million) and losses on disposals and impairment of fixed assets (Q1 2013: US$0.3 million, Q1 2012: US$0.2 million).

(***) Free Cash Flow is defined as net income of US$ 9.9 million plus amortisation and depreciation of $US9.1 million, minus change in working capital of US$7.5 million, minus capital expenditure of US$12.2 million and plus net interest expense of $US2.6 million.
Dialog at a glance
Q1 2013 – Delivering revenue growth and gross margin improvement

$180m
Revenue
(Q1 2012 Actual: $166m)
+8%

38.1%
Gross margin
(Q1 2012 Actual: 36.9%)
+120bps

28.8%
OPEX %
(Q1 2012 Actual: 27.6%)
+120bps

9.2%
EBIT margin
(Q1 2012 Actual: 9.5%)
-30bps

$0.15
Diluted EPS
(Q1 2012 Actual: $0.17)
-12%

$20.4m
Operating cash flow
(Q1 2012 Actual: $35.8m)
-43%
Given the visibility we have, we remain confident about the company’s revenue growth for the full year, anticipating a much stronger second half driven by ramp of high volume new products.

In Q2 2013 Dialog expects revenue for the quarter to be in the range of $140 to $155 million.

On the basis of the revenue outlook for Q2 2013 we expect gross margin to be flat to marginally below Q1 2013.

Gross margin is expected to improve incrementally through the second half and grow year on year.
$180 million revenue in Q1 2013
- 8% growth over Q1 2012
- 36% sequential decline in line with guidance

Full year revenue
($ million)

57% Revenue CAGR 2007-2012

Quarterly revenue
($ million)

54% Q1 Revenue CAGR 2007-2013
Committed to year on year gross margin improvement
Q1 2013 gross margin in line with February guidance

- **Q1 2013 IFRS Gross margin of 38.1% 120bps above Q1 2012**
  - Decrease of 40bps over prior quarter
  - Gross margin reflects the seasonally weaker first quarter and higher allocation per unit of the fixed element of cost of goods sold (COGS)

- Gross margin is expected to improve through H2 2013 and grow year on year

- In Q2 2013 we expect gross margin to be flat to marginally below Q1 2013
Further OPEX leverage in 2013
*Investing in R&D for future growth*

- Q1 OPEX in line with our business model and our objectives
- Q1 2013 R&D at 20.1%, 290bps above Q1 2012
- Best in class SG&A at 8.7%, 170bps below Q1 2012
- Trailing twelve months OPEX as a percentage of revenue year on year reduction of 60bps

(*) Peers: Cirrus Logic, Silicon Lab, ams, CSR, Wolfson, TI, STMicro, Maxim, Linear Tech, Broadcom, Semtech, Skyworks.
Operating Profit (EBIT)
5% Q1 2013 EBIT growth over Q1 2012

- **Q1 IFRS EBIT of $16.6 million or 9.2% of revenue**
  - 5.4% increase over Q1 2012
  - EBIT % 30bps below Q1 2012

- **Q1 2013 EBIT level is at similar level to Q3 2012**
  - Incremental long term R&D investment

- **Q1 Underlying EBIT(*) of $18.9 million or 10.5% of revenue**
  - 12% decrease over Q1 2012 (Q1 2012: $21.5 million or 13.0% of revenue)
  - Sustained R&D programmes relating to 2014 and 2015 projects

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Q1 IFRS EBIT and EBIT %
($ million)

<table>
<thead>
<tr>
<th></th>
<th>Q1 2012</th>
<th>Q1 2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>EBIT</td>
<td>15.7</td>
<td>16.6</td>
</tr>
<tr>
<td>EBIT %</td>
<td>9.5%</td>
<td>9.2%</td>
</tr>
</tbody>
</table>

IFRS EBIT and EBIT %
($ million)

<table>
<thead>
<tr>
<th></th>
<th>Q3 2012</th>
<th>Q1 2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>EBIT</td>
<td>17.5</td>
<td>16.6</td>
</tr>
<tr>
<td>EBIT %</td>
<td>9.7%</td>
<td>9.2%</td>
</tr>
</tbody>
</table>
Q1 2013 IFRS Net Income of $9.9 million, 15% below Q1 2012

- Financial expenses related to the interest expense in connection with the measurement of the financial liability from the convertible bond
- Effective tax rate peaked at 30% as indicated in February (Q1 2012: 27%)

**IFRS Earnings Per Share ($ cents)**

<table>
<thead>
<tr>
<th></th>
<th>Basic</th>
<th></th>
<th>Diluted</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1'12</td>
<td>18</td>
<td>Q1'13</td>
<td>15</td>
<td>Q1'12</td>
</tr>
<tr>
<td>Q1'13</td>
<td>15</td>
<td></td>
<td>Q1'13</td>
<td>15</td>
</tr>
</tbody>
</table>
$319 million cash & cash equivalents balance at 29 March 2013

$20.4 million cash inflow from operations in Q1 2013

$1.9 million free cash flow generated in Q1 2013
Inventory Analysis
Managing inventory transition through the product cycle trough

- Inventory value in Q1 2013 includes the increase in raw materials ahead of new product launches – approximately $22 million or 18 days.

- Inventory value will continue to drop in Q2 2013.

Inventory ($ million) and Days Inventory Outstanding (# days)

- Inventory value in Q1 2013 includes the increase in raw materials ahead of new product launches – approximately $22 million or 18 days.

- Inventory value will continue to drop in Q2 2013.

(1) Calculated using average inventory balance over the period.
## Balance sheet as of 29 March 2013

<table>
<thead>
<tr>
<th></th>
<th>At 29 March 2013 US$000</th>
<th>At 31 December 2012 US$000</th>
<th>Change US$000</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Assets</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>318,647</td>
<td>312,435</td>
<td>6,212</td>
<td>2.0</td>
</tr>
<tr>
<td>All other current assets</td>
<td>180,751</td>
<td>251,067</td>
<td>(70,316)</td>
<td>(28.0)</td>
</tr>
<tr>
<td><strong>Total current assets</strong></td>
<td>499,398</td>
<td>563,502</td>
<td>(64,104)</td>
<td>(11.4)</td>
</tr>
<tr>
<td>Property, plant and equipment, net</td>
<td>53,594</td>
<td>50,318</td>
<td>3,276</td>
<td>6.5</td>
</tr>
<tr>
<td>Goodwill</td>
<td>32,283</td>
<td>32,283</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Intangible assets</td>
<td>48,551</td>
<td>51,789</td>
<td>(3,238)</td>
<td>(6.3)</td>
</tr>
<tr>
<td>Investments</td>
<td>1,500</td>
<td>-</td>
<td>1,500</td>
<td>-</td>
</tr>
<tr>
<td>All other non-current assets</td>
<td>1,212</td>
<td>1,335</td>
<td>(123)</td>
<td>(9.2)</td>
</tr>
<tr>
<td>Deferred tax assets</td>
<td>7,192</td>
<td>8,913</td>
<td>(1,721)</td>
<td>(19.3)</td>
</tr>
<tr>
<td><strong>Total non-current assets</strong></td>
<td>144,332</td>
<td>144,638</td>
<td>(306)</td>
<td>(0.2)</td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td>643,730</td>
<td>708,140</td>
<td>(64,410)</td>
<td>(9.1)</td>
</tr>
<tr>
<td><strong>Liabilities and Shareholders’ equity</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Current liabilities</td>
<td>69,711</td>
<td>142,650</td>
<td>(72,939)</td>
<td>(51.1)</td>
</tr>
<tr>
<td>Non-current liabilities</td>
<td>183,175</td>
<td>182,899</td>
<td>276</td>
<td>0.2</td>
</tr>
<tr>
<td>Net Shareholders’ equity</td>
<td>390,844</td>
<td>382,591</td>
<td>8,253</td>
<td>2.2</td>
</tr>
<tr>
<td><strong>Total liabilities and Shareholders’ equity</strong></td>
<td>643,730</td>
<td>708,140</td>
<td>(64,410)</td>
<td>(9.1)</td>
</tr>
</tbody>
</table>
# Cash flow statement as of 29 March 2013

<table>
<thead>
<tr>
<th>Description</th>
<th>Three months ended 29 March 2013</th>
<th>Three months ended 30 March 2012 adjusted</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Cash flows from operating activities:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net profit</td>
<td>9,896</td>
<td>11,635</td>
</tr>
<tr>
<td><strong>Adjustments to reconcile net profit to net cash used for operating activities:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Interest income, net</td>
<td>2,658</td>
<td>0</td>
</tr>
<tr>
<td>Income tax expense</td>
<td>4,241</td>
<td>4,301</td>
</tr>
<tr>
<td>Impairment of inventories</td>
<td>3,846</td>
<td>1,277</td>
</tr>
<tr>
<td>Depreciation of property, plant and equipment</td>
<td>3,920</td>
<td>2,723</td>
</tr>
<tr>
<td>Amortisation of intangible assets</td>
<td>5,148</td>
<td>4,716</td>
</tr>
<tr>
<td>Losses on disposals of fixed assets and impairment of fixed and financial assets</td>
<td>274</td>
<td>201</td>
</tr>
<tr>
<td>Expense related to share-based payments</td>
<td>1,814</td>
<td>1,514</td>
</tr>
<tr>
<td><strong>Changes in working capital:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Trade accounts receivable, other receivables and factoring</td>
<td>60,936</td>
<td>5,195</td>
</tr>
<tr>
<td>Inventories</td>
<td>2,960</td>
<td>(19,351)</td>
</tr>
<tr>
<td>Prepaid expenses</td>
<td>(285)</td>
<td>(782)</td>
</tr>
<tr>
<td>Trade accounts payable</td>
<td>(71,180)</td>
<td>27,818</td>
</tr>
<tr>
<td>Provisions</td>
<td>(284)</td>
<td>(3,340)</td>
</tr>
<tr>
<td>Other assets and liabilities</td>
<td>(3,528)</td>
<td>(63)</td>
</tr>
<tr>
<td><strong>Cash generated from operations</strong></td>
<td>20,416</td>
<td>35,788</td>
</tr>
<tr>
<td>Interest paid</td>
<td>(124)</td>
<td>–</td>
</tr>
<tr>
<td>Interest received</td>
<td>72</td>
<td>88</td>
</tr>
<tr>
<td>Income taxes paid</td>
<td>(1,961)</td>
<td>(5,075)</td>
</tr>
<tr>
<td><strong>Cash flow from operating activities</strong></td>
<td>18,403</td>
<td>30,801</td>
</tr>
<tr>
<td><strong>Cash flows from investing activities:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Purchase of property, plant and equipment</td>
<td>(7,865)</td>
<td>(7,872)</td>
</tr>
<tr>
<td>Purchase of intangible assets</td>
<td>(2,077)</td>
<td>(1,749)</td>
</tr>
<tr>
<td>Payments for capitalised development costs</td>
<td>(777)</td>
<td>(988)</td>
</tr>
<tr>
<td>Purchase of other investments</td>
<td>(1,500)</td>
<td>–</td>
</tr>
<tr>
<td>Deposits received back (made)</td>
<td>(5)</td>
<td>143</td>
</tr>
<tr>
<td><strong>Cash flow used for investing activities</strong></td>
<td>(12,224)</td>
<td>(10,466)</td>
</tr>
<tr>
<td><strong>Cash flows from financing activities:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sale of employee stock purchase plan shares</td>
<td>251</td>
<td>2,231</td>
</tr>
<tr>
<td><strong>Cash flow from financing activities</strong></td>
<td>251</td>
<td>2,231</td>
</tr>
<tr>
<td>Cash flow from (used for) operating, investing and financing activities</td>
<td>6,430</td>
<td>22,566</td>
</tr>
<tr>
<td>Net foreign exchange difference</td>
<td>(218)</td>
<td>188</td>
</tr>
<tr>
<td><strong>Net increase in cash and cash equivalents</strong></td>
<td>6,212</td>
<td>22,754</td>
</tr>
<tr>
<td>Cash and cash equivalents at beginning of period</td>
<td>312,435</td>
<td>113,590</td>
</tr>
<tr>
<td>Cash and cash equivalents at end of period</td>
<td>318,647</td>
<td>136,344</td>
</tr>
</tbody>
</table>

1) Please refer to note 2 – Q1-2012 adjustment
<table>
<thead>
<tr>
<th></th>
<th>Three months ended 29 March 2013</th>
<th>Three months ended 30 March 2012</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>IFRS Adjustments Underlying *)</td>
<td>IFRS Adjustments Underlying *)</td>
</tr>
<tr>
<td>Revenues</td>
<td>179,954</td>
<td>166,348</td>
</tr>
<tr>
<td>Cost of sales</td>
<td>(111,357) (227) (111,130)</td>
<td>(104,902) (556) (104,346)</td>
</tr>
<tr>
<td><strong>Gross profit</strong></td>
<td><strong>68,597</strong> (227) <strong>68,824</strong></td>
<td><strong>61,446</strong> (556) <strong>62,002</strong></td>
</tr>
<tr>
<td>Selling and marketing expenses</td>
<td>(8,534) (1,118) (7,416)</td>
<td>(9,289) (1,929) (7,360)</td>
</tr>
<tr>
<td>General and administrative expenses</td>
<td>(7,245) (11) (7,234)</td>
<td>(7,797) (1,871) (5,926)</td>
</tr>
<tr>
<td>Research and development expenses</td>
<td>(36,258) (1,027) (35,231)</td>
<td>(28,639) (1,471) (27,168)</td>
</tr>
<tr>
<td><strong>Operating profit</strong></td>
<td><strong>16,560</strong> (2,383) <strong>18,943</strong></td>
<td><strong>15,721</strong> (5,827) <strong>21,548</strong></td>
</tr>
<tr>
<td>Interest income and other financial income</td>
<td>171 - 171</td>
<td>99 - 99</td>
</tr>
<tr>
<td>Interest expense and other financial expense</td>
<td>(2,829) (2,177) (652)</td>
<td>(43) - (43)</td>
</tr>
<tr>
<td>Foreign currency exchange gains and losses, net</td>
<td>235 - 235</td>
<td>159 - 159</td>
</tr>
<tr>
<td><strong>Result before income taxes</strong></td>
<td><strong>14,137</strong> (4,560) <strong>18,697</strong></td>
<td><strong>15,936</strong> (5,827) <strong>21,763</strong></td>
</tr>
<tr>
<td>Income tax expense</td>
<td>(4,241) 469 (4,710)</td>
<td>(4,301) 524 (4,825)</td>
</tr>
<tr>
<td><strong>Net profit</strong></td>
<td><strong>9,896</strong> (4,091) <strong>13,987</strong></td>
<td><strong>11,635</strong> (5,303) <strong>16,938</strong></td>
</tr>
<tr>
<td>Earnings per share (in US$)</td>
<td></td>
<td></td>
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<tr>
<td>Basic</td>
<td>0.15 (0.06) 0.21</td>
<td>0.18 (0.08) 0.26</td>
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<td>Diluted</td>
<td>0.15 (0.06) 0.21</td>
<td>0.17 (0.08) 0.25</td>
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<td>EBITDA **)</td>
<td><strong>25,902</strong> (1,247) <strong>27,149</strong></td>
<td><strong>23,361</strong> (3,732) <strong>27,093</strong></td>
</tr>
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</table>
Link between **Sustainability** and **Financial Performance**

**Improved Reputation** – A positive image can be a differentiating factor in winning new customers and retaining existing customers.

**Attract / Retain Top Talent** – More than just career development and remuneration.

**Reduced Operational Risk** – What gets monitored gets managed.

**Transparency** – open communication with all stakeholders helps build trust

**Access to Capital** – Performing well in Sustainability can help attract socially responsible investments, opening up new avenues of financial capital with long term views.
Dialog’s Sustainability Journey
Where are we now?

2009
- GSA Outstanding European company award 2009, 2010 and 2011
- Learning and development programme aimed at the career goals of all employees

2010
- Increased employee training and development by 64% (2010) and an additional 74% in 2012.
  - Active university relations programme

2011
- United Nations Global Compact signatory
- Launched Global Corporate Giving Programme
- Benchmarked key SRI and Sustainability issues
  - Sustainability Factsheet
  - Devised global sustainability strategy

2012
- DZ Bank Sustainable Technologies Conference, 4 June 2013 Zurich
Dialog’s Sustainability Journey

Dialog is committed to ‘doing business responsibly’

Dialog is building Sustainable, Profitable Growth

This is a journey – we are keen to learn and improve
Investor Information
Calendar, events and analyst coverage

Analyst coverage

<table>
<thead>
<tr>
<th>Bank</th>
<th>Contact</th>
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<tbody>
<tr>
<td>Baader Bank</td>
<td>Guenther Hollfelder</td>
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<td>Bankhaus Lampe</td>
<td>Karsten Iltgen</td>
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<td>Ali Farid Khwaja</td>
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<td>Chetan Udeshi</td>
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<td>Jürgen Wagner</td>
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<td>Morgan Stanley</td>
<td>Francois Meunier</td>
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<td>Natixis</td>
<td>Maxime Mallet</td>
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</tbody>
</table>

Financial Calendar

- **Q2 2013 Results**: 23 July 2013
- **Q3 2013 Results**: 29 October 2013

Key Events

- [J.P. Morgan](#)
  European TMT Conference
  18 June, London

Contacts

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