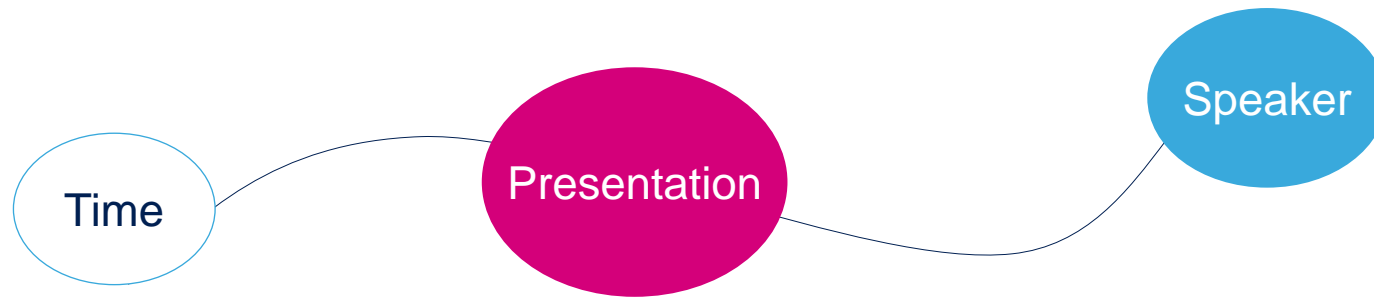


# Agenda 1



9:00 - 9:10	Introduction	Tait Sorensen
9:10 - 9:40	Company Transformation & Financial Roadmap	Carlo Ferro
9:40 - 10:00	Market Trends & ST Growth Drivers	Georges Penalver
10:00 - 10:30	Home and Digital	Jean-Marc Chery
10:30 - 10:50	BREAK	
10:50 - 11:10	Leadership in the Automotive Industry	Marco Monti
11:10 - 11:40	Internet of Things	Bob Krysiak
11:40 - 12:05	Strategy & Vision	Carlo Bozotti
12:05 - 13:00	Q&A Panel	Carlo Bozotti / Jean-Marc Chery / Carlo Ferro / Georges Penalver / Carmelo Papa
13:00 - 14:00	Lunch	
14:00 - 17:00	Breakout Sessions	
17:00 - 18:30	Reception	

# Agenda – Breakout Sessions

Breakout Rooms	Versailles	Louis XVI B	Library	Fontainebleau	Louis XVI A
14:00 – 14:30	AMS		DCG / IBP	Mass Market	MMS
14:30 – 15:00	IPD	APG		Mass Market	
15:00 – 15:30	IPD	APG		Manufacturing & Technology R&D	
15:30 – 16:00	AMS		DCG / IBP	Manufacturing & Technology R&D	MMS
16:00 – 16:30	IPD	APG		Mass Market	
16:30 – 17:00	AMS		DCG / IBP	Manufacturing & Technology R&D	MMS
17:00 – 18:30	Reception – Fontainebleau Foyer				

- Analog, MEMS & Sensors (AMS)
- Automotive (APG)
- Digital Convergence (DCG) & Imaging, BiCMOS ASIC & Silicon Photonics (IBP)
- Industrial & Power Discrete (IPD)
- Manufacturing & Technology R&D
- Mass Market
- Microcontrollers (MMS)

Benedetto Vigna, Marco Cassis  
 Marco Monti, Kevin Gagnon  
 Gian Luca Bertino, Eric Aussedat,  
 Carmelo Papa, Matteo Lo Presti  
 Jean-Marc Chery, Orio Bellezza  
 Paul Grimme, Bob Krysiak  
 Claude Dardanne, Francois Guibert



# Forward Looking Statements

*Some of the statements contained in this release that are not historical facts are statements of future expectations and other forward-looking statements (within the meaning of Section 27A of the Securities Act of 1933 or Section 21E of the Securities Exchange Act of 1934, each as amended) that are based on management's current views and assumptions, and are conditioned upon and also involve known and unknown risks and uncertainties that could cause actual results, performance, or events to differ materially from those anticipated by such statements, due to, among other factors:*

- Uncertain macro-economic and industry trends;*
- Customer demand and acceptance for the products which we design, manufacture and sell;*
- Unanticipated events or circumstances, which may either impact our ability to execute the planned reductions in our net operating expenses and / or meet the objectives of our R&D Programs, which benefit from public funding;*
- The loading and the manufacturing performance of our production facilities;*
- The functionalities and performance of our IT systems, which support our critical operational activities including manufacturing, finance and sales;*
- Variations in the foreign exchange markets and, more particularly, the U.S. dollar exchange rate as compared to the Euro and the other major currencies we use for our operations;*
- The impact of intellectual property ("IP") claims by our competitors or other third parties, and our ability to obtain required licenses on reasonable terms and conditions;*
- Restructuring charges and associated cost savings that differ in amount or timing from our estimates;*
- Changes in our overall tax position as a result of changes in tax laws, the outcome of tax audits or changes in international tax treaties which may impact our results of operations as well as our ability to accurately estimate tax credits, benefits, deductions and provisions and to realize deferred tax assets;*
- The outcome of ongoing litigation as well as the impact of any new litigation to which we may become a defendant;*
- Natural events such as severe weather, earthquakes, tsunamis, volcano eruptions or other acts of nature, health risks and epidemics in locations where we, our customers or our suppliers operate;*
- Changes in economic, social, political, or infrastructure conditions in the locations where we, our customers, or our suppliers operate, including as a result of macro-economic or regional events, military conflict, social unrest, or terrorist activities; and*
- Availability and costs of raw materials, utilities, third-party manufacturing services, or other supplies required by our operations.*

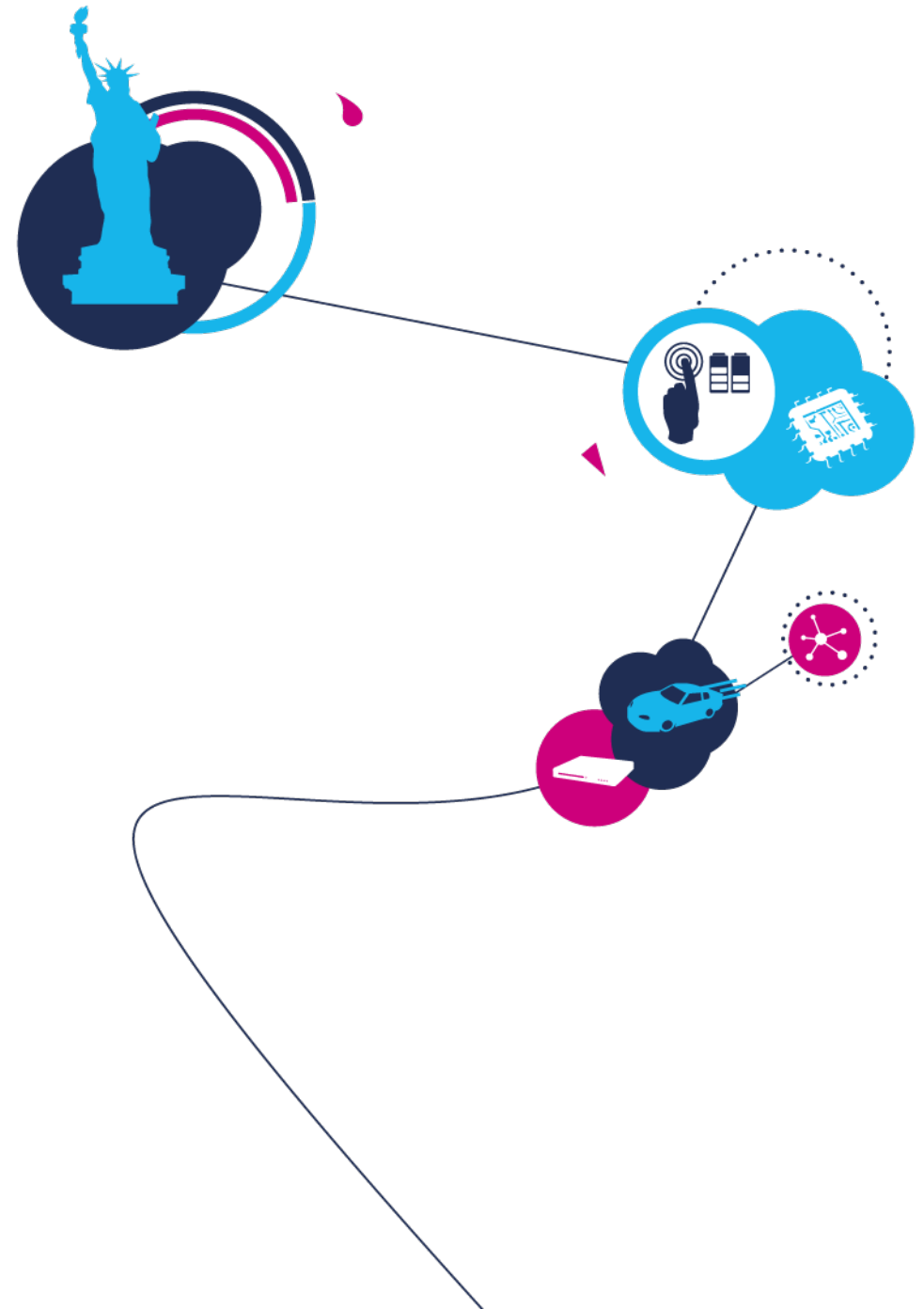
*Such forward-looking statements are subject to various risks and uncertainties, which may cause actual results and performance of our business to differ materially and adversely from the forward-looking statements. Certain forward-looking statements can be identified by the use of forward looking terminology, such as "believes," "expects," "may," "are expected to," "should," "would be," "seeks" or "anticipates" or similar expressions or the negative thereof or other variations thereof or comparable terminology, or by discussions of strategy, plans or intentions.*

*Some of these risk factors are set forth and are discussed in more detail in "Item 3. Key Information — Risk Factors" included in our Annual Report on Form 20-F for the year ended December 31, 2013, as filed with the SEC on March 5, 2014. Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results may vary materially from those described in this release as anticipated, believed, or expected. We do not intend, and do not assume any obligation, to update any industry information or forward-looking statements set forth in this release to reflect subsequent events or circumstances.*

# Company Transformation and Financial Roadmap

**Carlo Ferro**

Chief Financial Officer





- ST Overview
- Company Transformation
- Our Business Portfolio
- Financial Performance
- Towards Our Financial Model



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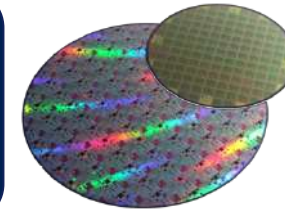


- A global semiconductor leader
- The largest European semiconductor company
- 2013 revenues of **\$8.08B**
- Approximately **45,000** employees worldwide
- Approximately **9,000** people working in R&D
- **12** manufacturing sites
- Listed on New York Stock Exchange, Euronext Paris and Borsa Italiana, Milano



## World-class Technology

- 28nm FD-SOI agreement with top-tier foundry
- Embedded flash for MCU in 300mm
- BCD9S for power applications



## Unique Set of R&D and Design Competences

- 9,000 people working in R&D and product design
- Strengthening capabilities in application processors, RF, analog and power technologies, software and complex system integration



## Intellectual Property

- 16,000 owned patents corresponding to 9,000 patent families
- 598 new patent applications filed in 2013



## Independent Manufacturing

- Supply flexibility and asset-lighter model provided by foundries



## Worldwide Sales & Marketing Network

- 79 sales offices in 35 countries
- Global coverage with 54 associated distributors in over 150 countries

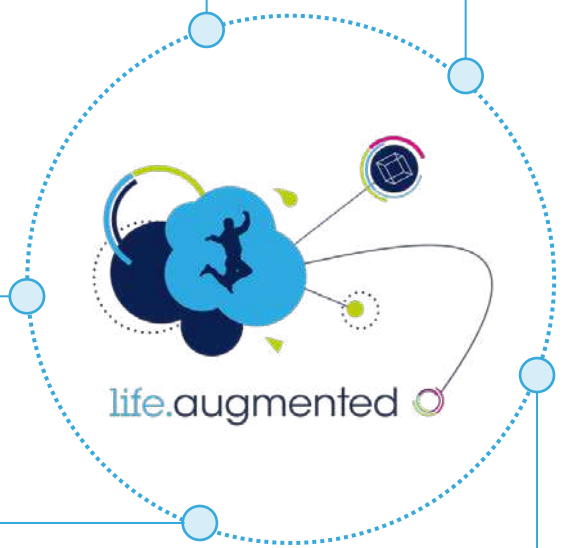




# Where You Find Us



**Our MEMS & Sensors**  
are augmenting the consumer experience



**Our digital consumer products**  
are powering the augmented digital lifestyle



**Our automotive products**  
are making driving safer, greener  
and more entertaining



**Our smart power products**  
are making more of our energy  
resources



**Our Microcontrollers**  
are everywhere making everything  
smarter and more secure



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# Transforming the Company

## Towards the Industry Megatrends

2005	2009	December 2012 ST Strategic Plan	Today
<b>Expanding Customer Base</b>			
<ul style="list-style-type: none"> <li>• #1 customer = 22% of total revenues</li> <li>• 9% distribution revenues</li> <li>• 50% revenues from Asia</li> </ul>	<ul style="list-style-type: none"> <li>• #1 customer = 16% of total revenues</li> <li>• 16% distribution revenues</li> <li>• 60% revenues from Asia</li> </ul>	<div data-bbox="1319 525 1821 753" style="background-color: #0070C0; color: white; padding: 10px; text-align: center;"> <b>New Sales &amp; Marketing organization</b> </div>	<ul style="list-style-type: none"> <li>• No customer exceeding 10% of total revenues</li> <li>• 30% distribution revenues</li> <li>• 59% revenues from Asia</li> </ul>
<b>Adapting Product Portfolio</b>			
<ul style="list-style-type: none"> <li>• Solid positions in Automotive, Industrial &amp; Power Conversion, Telecom and Set-Top Boxes</li> </ul>	<ul style="list-style-type: none"> <li>• Re-design MCU offering based on 32-bit ARM-core</li> <li>• Beginning of expansion of MEMS</li> <li>• Exited Flash memories</li> </ul>	<div data-bbox="1319 868 1821 1263" style="background-color: #0070C0; color: white; padding: 10px;"> <p>Focus on 5 product growth drivers with <b>broader market applicability</b></p> <p>Target <b>sustainable profitability</b> in each business</p> </div>	<ul style="list-style-type: none"> <li>• Leadership positions across 5 growth drivers</li> <li>• Wider portfolio for emerging consumer apps and mobile</li> <li>• Exited ST-Ericsson</li> </ul>

# Financial, Manufacturing & Technology Transformation

2005*	2009*	December 2012 ST Strategic Plan	Today*
<b>Financial</b>			
<ul style="list-style-type: none"> <li>• 3Y Capex/sales: 19%</li> <li>• Quarterly Opex: \$664M</li> <li>• Quarterly adjusted OI: \$93M</li> <li>• Dividend (LTM) \$0.12 per share</li> <li>• Net financial position: \$225M</li> </ul>	<ul style="list-style-type: none"> <li>• 3Y Capex/sales: 9%</li> <li>• Quarterly Opex: \$881M</li> <li>• Quarterly adjusted OI: \$(183)M</li> <li>• Dividend (LTM) \$0.18 per share</li> <li>• Net financial position: \$420M</li> </ul>	<div data-bbox="1345 582 1796 821" style="background-color: #0070C0; color: white; padding: 10px; border-radius: 5px;"> <p><b>New financial target model</b></p> </div>	<ul style="list-style-type: none"> <li>• 3Y Capex/sales: 7%</li> <li>• 1Q14 Opex: \$606M</li> <li>• 1Q14 adjusted OI: \$8M</li> <li>• Dividend (LTM) \$0.40 per share</li> <li>• Net financial position: \$612M</li> </ul>
<b>Manufacturing &amp; Technology</b>			
<ul style="list-style-type: none"> <li>• 17 Front-end Fabs</li> <li>• Fully IDM</li> <li>• Joint Technology R&amp;D</li> </ul>	<ul style="list-style-type: none"> <li>• 8 Front-End Fabs</li> <li>• Flexible IDM</li> <li>• Technology R&amp;D co-operative model</li> </ul>	<div data-bbox="1345 978 1796 1249" style="background-color: #0070C0; color: white; padding: 10px; border-radius: 5px;"> <p><b>Stabilization of the manufacturing tool &amp; refined foundry strategy</b></p> </div>	<ul style="list-style-type: none"> <li>• 6" to 8" conversion plans ongoing</li> <li>• Back-End plants consolidation</li> <li>• Extended Technology R&amp;D co-operative model</li> </ul>



\* Net Financial Position at December 31, 2005 and 2009 and March 29, 2014. Opex (i.e. SG&A + R&D) and adjusted OI (i.e. Operating Income before impairment, restructuring and other related closure charges) based on quarterly average of 2005 and 2009 or 1Q14.

# Recent Achievements

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Outperformed served market (SAM) in 2013



ST revenues +3.2% vs SAM -1.6%

Completed exit of ST-Ericsson



Timely manner and at lower than estimated cost

Product innovation



First to market with products across our 5 growth drivers in 2013

Customer expansion



Sales through distribution increased to 30% of total revenues

Core competences reinforced



Redeployed 1,000 ST-Ericsson engineers to high growth areas

Strategic agreement for 28nm FD-SOI



Ensuring high-volume production at top-tier foundry

Steady progress in financial performance



\$108M Y-o-Y improvement in operating income attributable to ST before impairment and restructuring charges

Keeping a high dividend yield in semiconductors



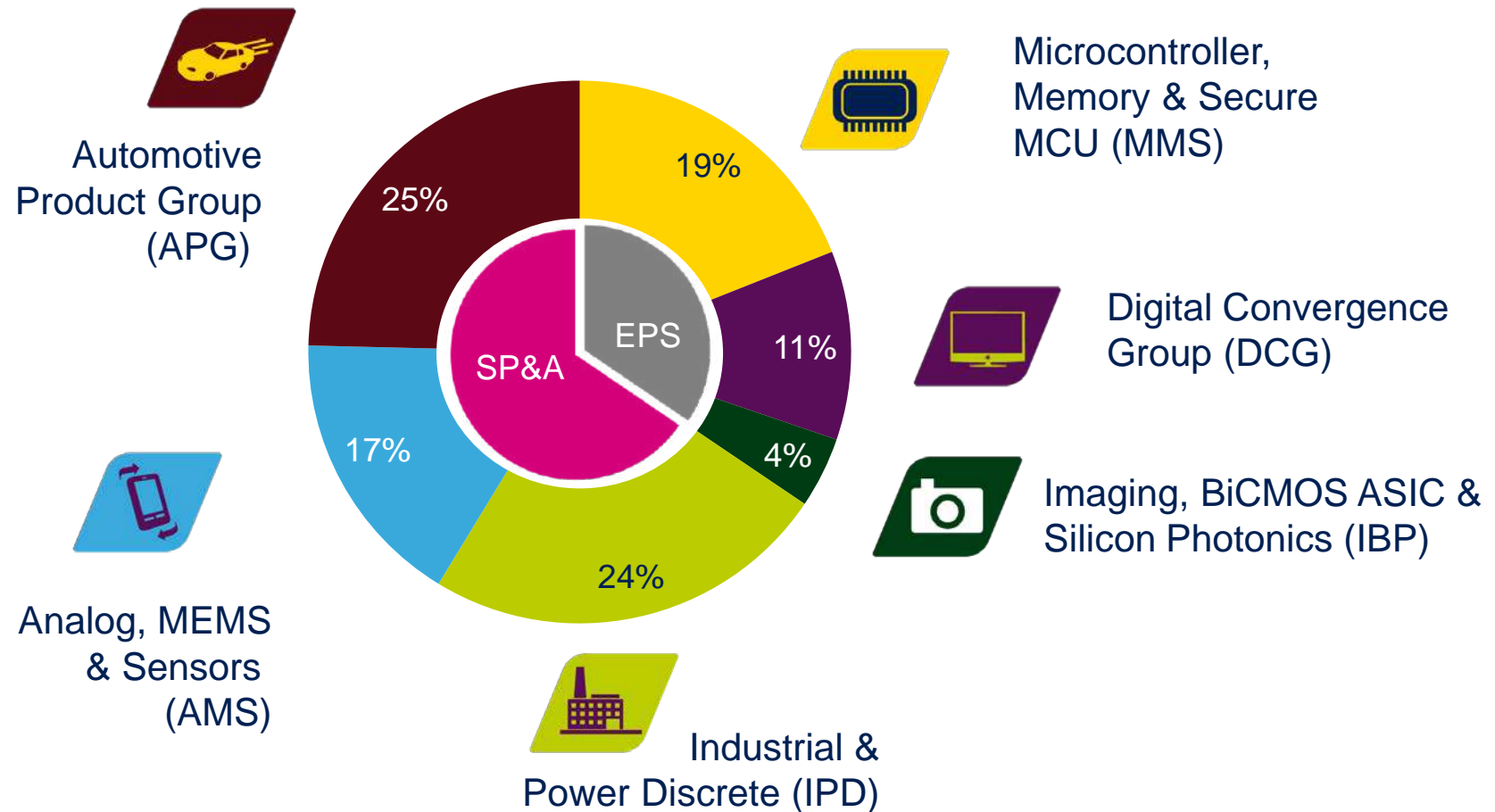
Proposal to AGM for stable dividend of \$0.10 per share in each of 2Q14 and 3Q14



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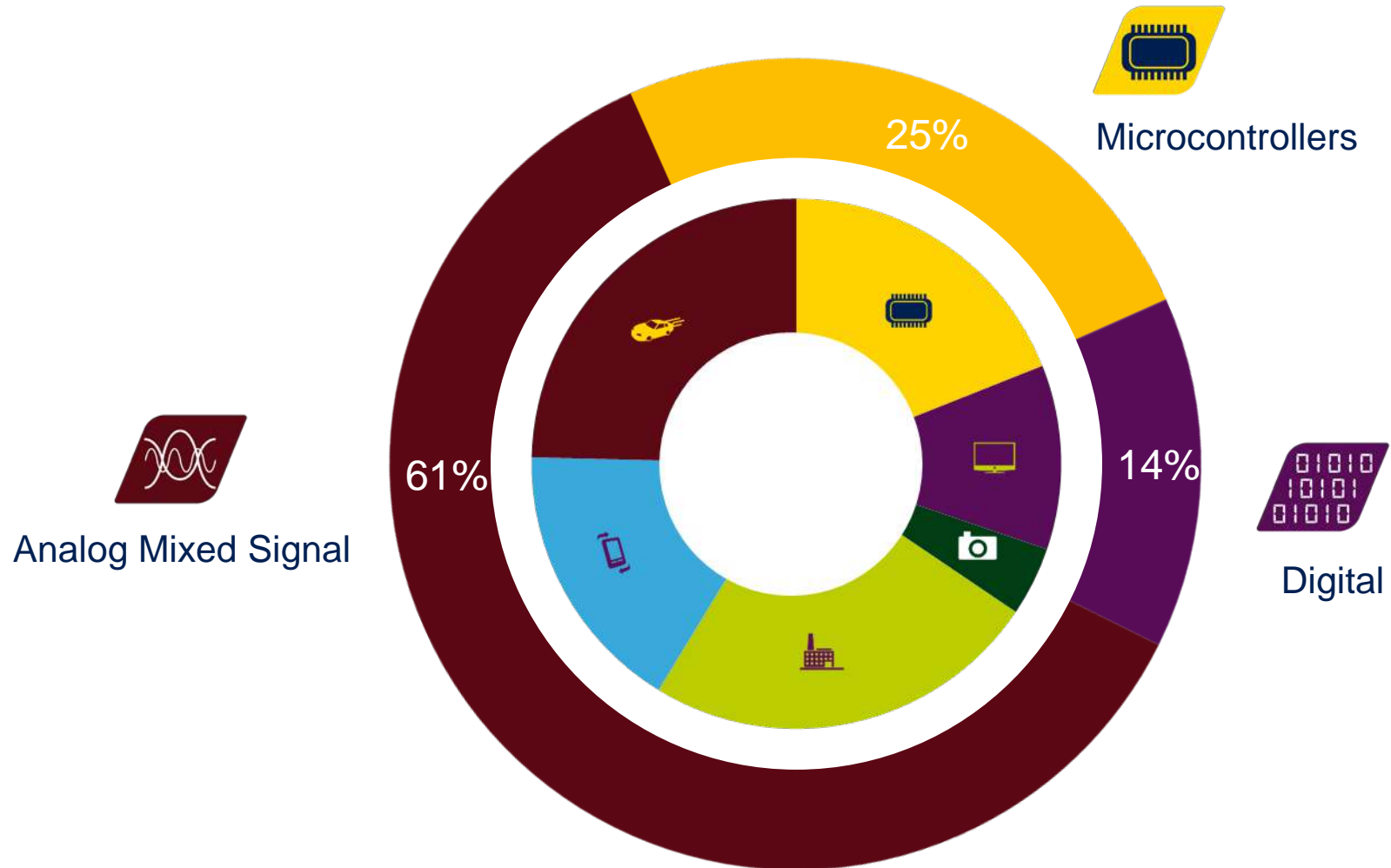
# Well Balanced Product Portfolio

## Revenues by Product Group 1Q14



# High Value Technology Portfolio

## Revenues by Silicon Technology 1Q14

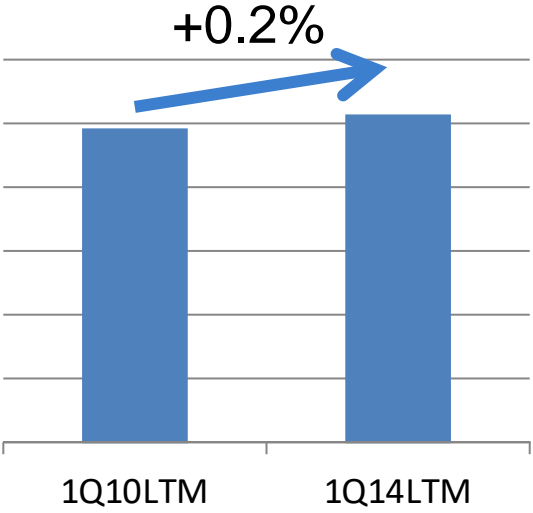




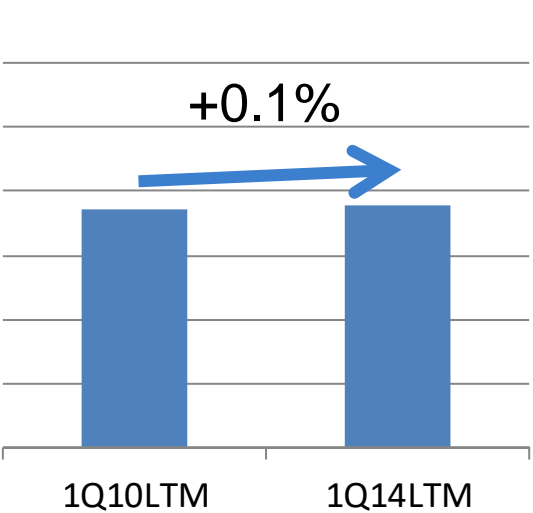
# Gaining Market Share

## Market Share Performance 1Q14 LTM vs. 1Q10 LTM

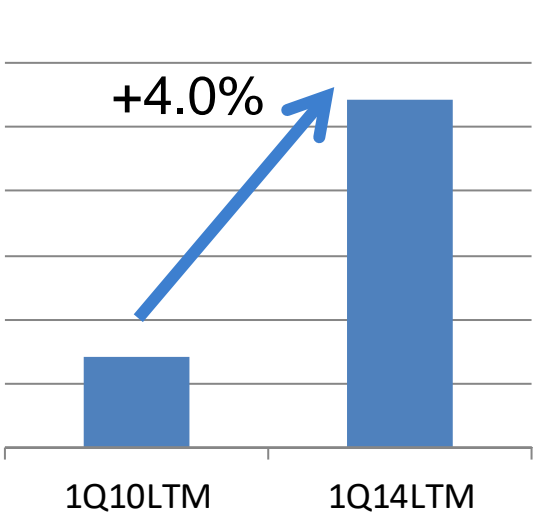
### Automotive



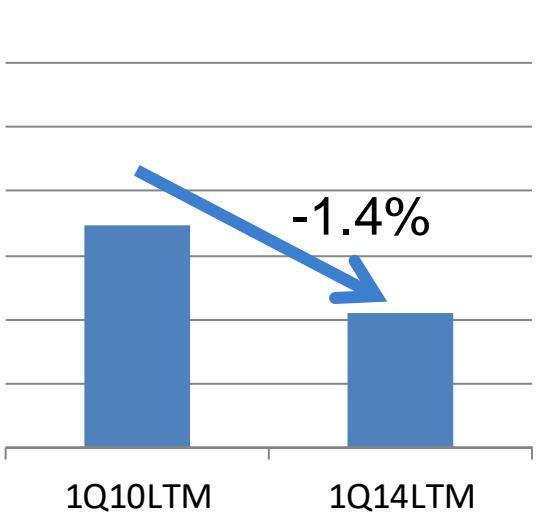
### Sense + Power



### Microcontrollers



### Digital



1) Source: WSTS, ST  
2) LTM Periods: 1Q14 LTM = 2Q13 – 1Q14 and 1Q10 LTM = 2Q09 – 1Q10



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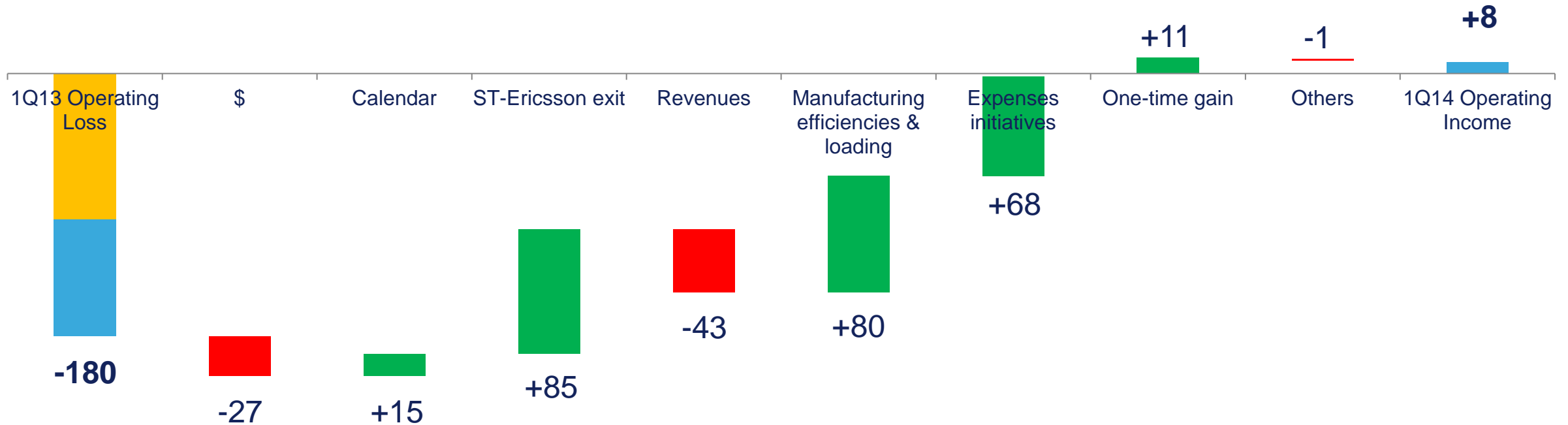
# Financial Performance

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<i>In US\$M, except EPS</i>	1Q13	4Q13	1Q14	FY13	FY12
<b>Net Revenues</b>	2,009	2,015	1,825	8,082	8,493
<b>Gross Margin</b>	31.3%	32.9%	32.8%	32.3%	32.8%
<b>Operating Income (Loss) before impairment &amp; restructuring</b>	(180)	18	8	(173)	(705)
<b>Net Income – Reported</b>	(171)	(36)	(24)	(500)	(1,158)
<b>EPS Diluted</b>	(0.19)	(0.04)	(0.03)	(0.56)	(1.31)
<b>Adjusted EPS Diluted*</b>	(0.13)	(0.01)	(0.01)	(0.23)	(0.33)
<b>Free Cash Flow*</b>	(65)	91	(51)	(179)	33
<b>Net Financial Position</b>	1,013	741	612	741	1,192
<b>Effective Exchange Rate €/\$</b>	1.31	1.34	1.35	1.31	1.31

# Operating Income Y-o-Y Improvement

Operating Income Evolution (US\$M): 1Q13 to 1Q14



Operating Loss Attributable to ST excluding 50% of ST-Ericsson in 1Q13 was \$100M.

## EBITDA



■ EBITDA (US\$M)  
◆ EBITDA (% of revenues)

## Operating Income

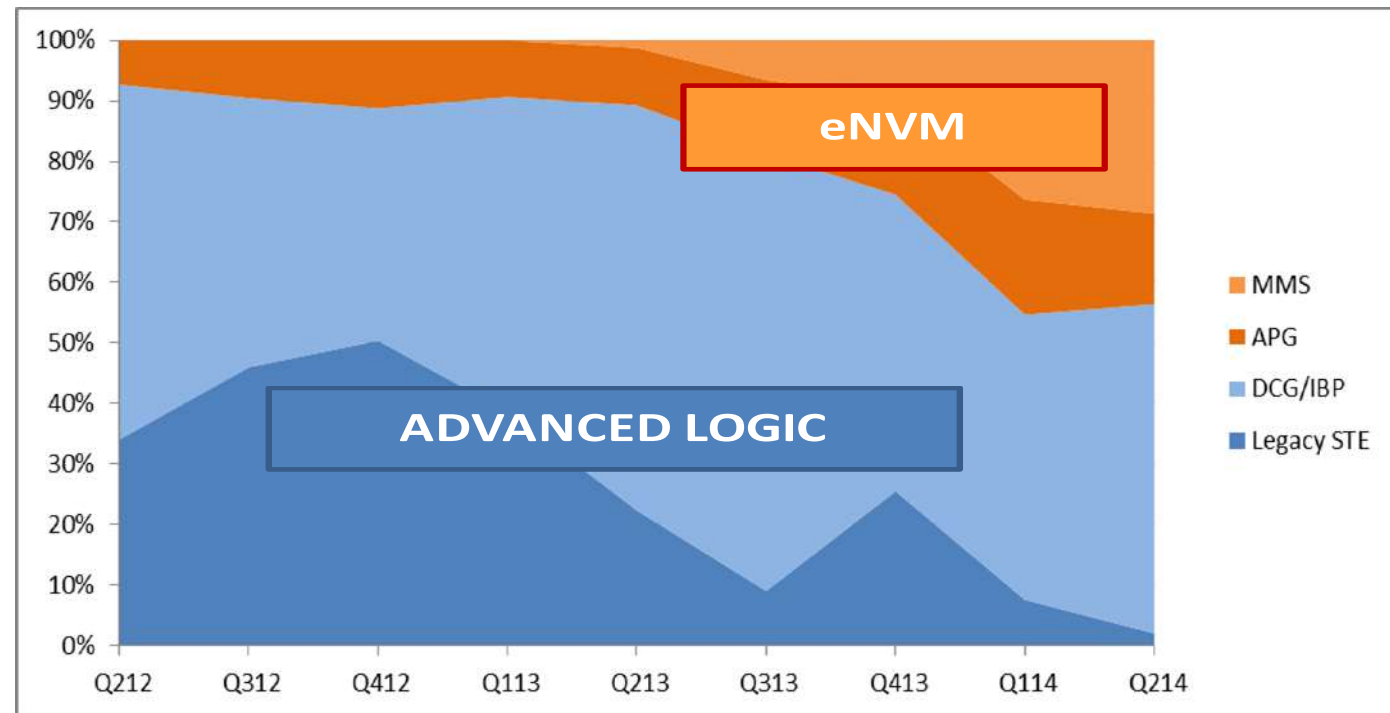


■ Operating Income (loss) before impairment & restructuring (US\$M)  
◆ Operating Margin before impairment & restructuring (%)

# Crolles300 Technology Mix Evolution

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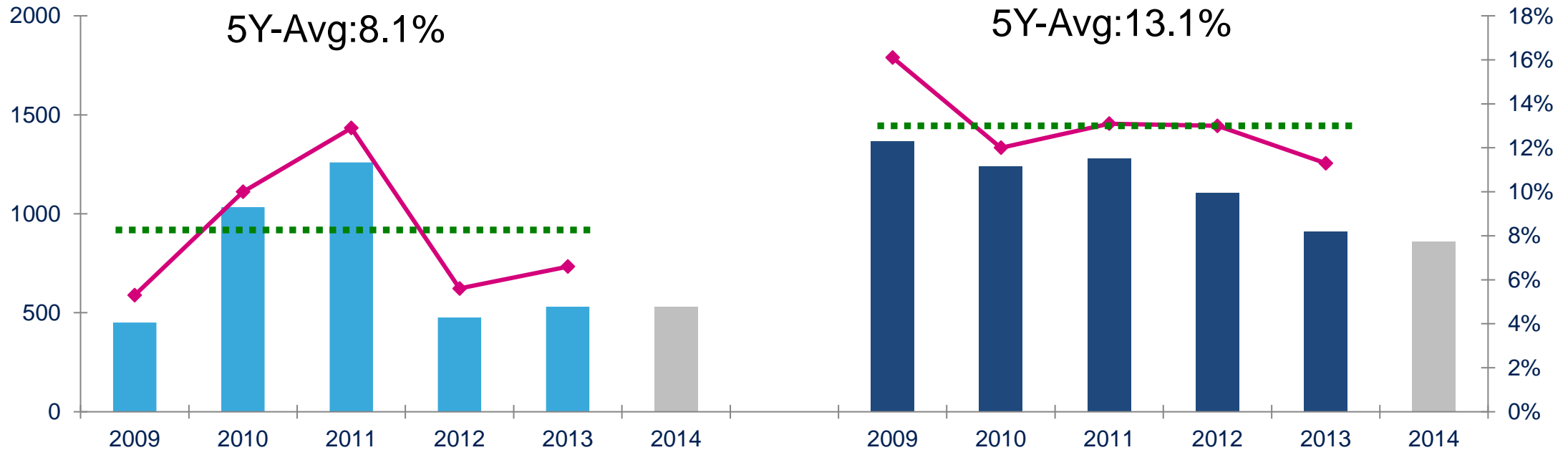
- Embedded Flash for Microcontrollers and Automotive qualified and started in production
- Reduced exposure to Advanced Logic
- Advanced Logic for Set-Top Box and Digital ASICs applications



# Reducing Capital Intensity

## Capital Expenditures

## Depreciation & Amortization



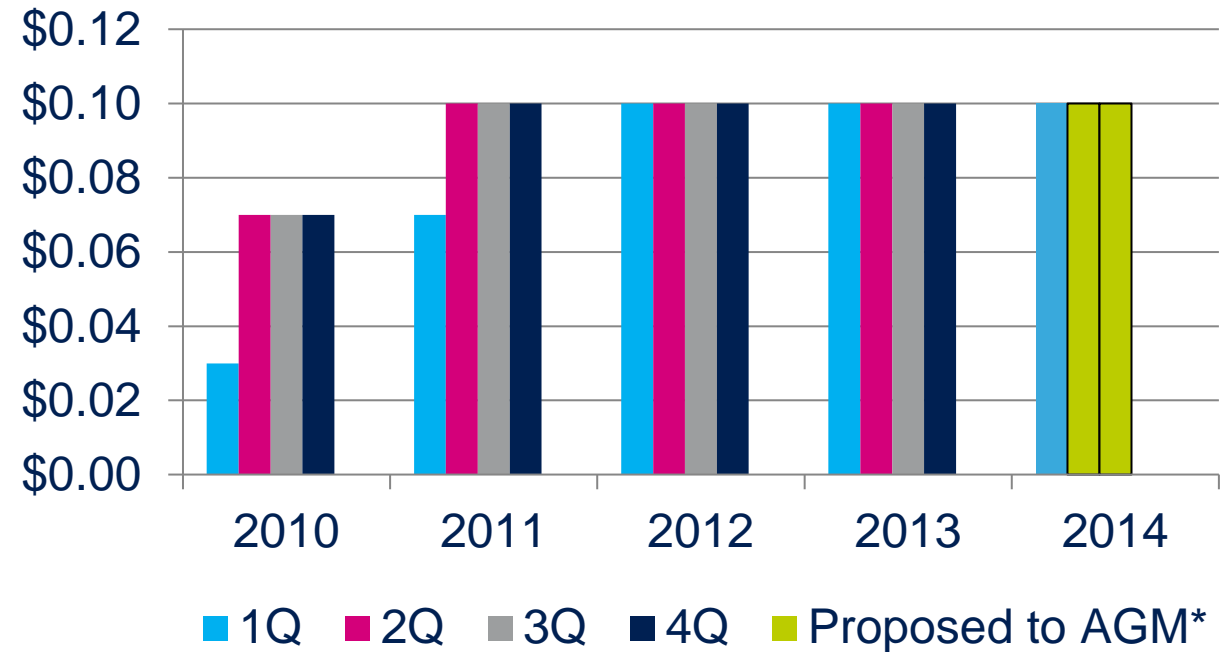
Capex, D&A and Outlook (US\$M)

Capex / Sales and D&A / Sales (%)

# Dividend Evolution

Yield (%) *	Semiconductor Companies
4.5	US PEER 1
<b>4.1</b>	<b>STMICROELECTRONICS</b>
3.5	US PEER 2
3.4	US PEER 3
3.2	US PEER 4
2.5	US PEER 5
2.4	ASIA PEER 1
2.3	US PEER 6
1.5	US PEER 7
1.4	EUROPEAN PEER 1
1.3	US PEER 8
0.9	EUROPEAN PEER 2
0.0	US PEER 9
0.0	US PEER 10
0.0	US PEER 11
0.0	US PEER 12
0.0	US PEER 13

\*Source: Bloomberg as of May 12, 2014



\*2Q14 and 3Q14 dividend proposed to the AGM

## Continuing to Reward Shareholders

Stable cash dividend of \$0.10 per share for each of the 2nd and 3rd quarter of 2014 to be proposed to the 2014 AGM





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# ST Financial Model\*

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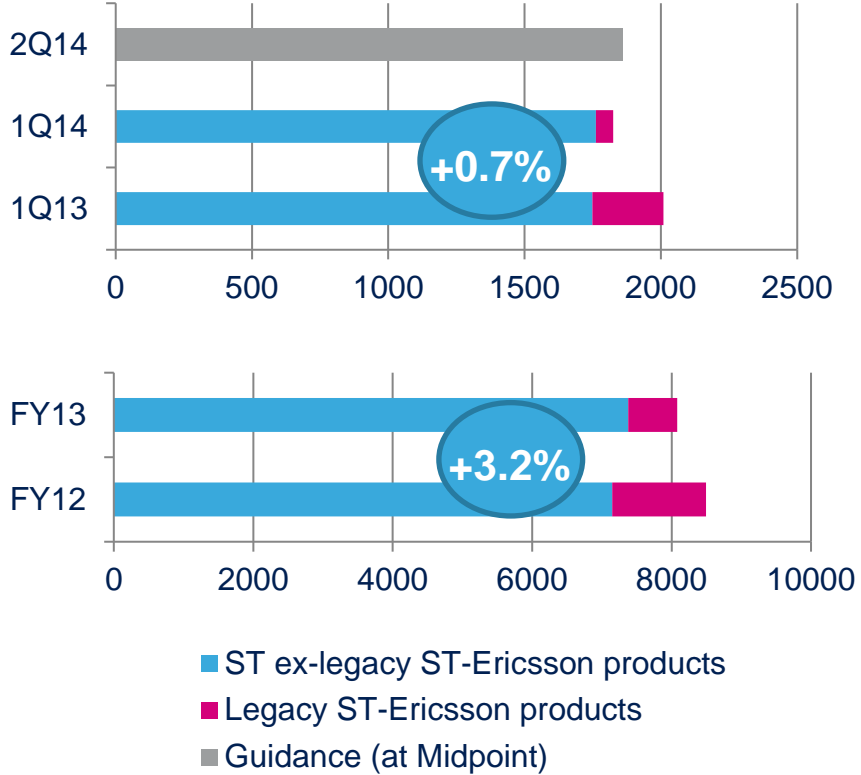
Quarterly revenues of \$2.15 to \$2.25 billion

Gross margin in the range of 36% to 38%

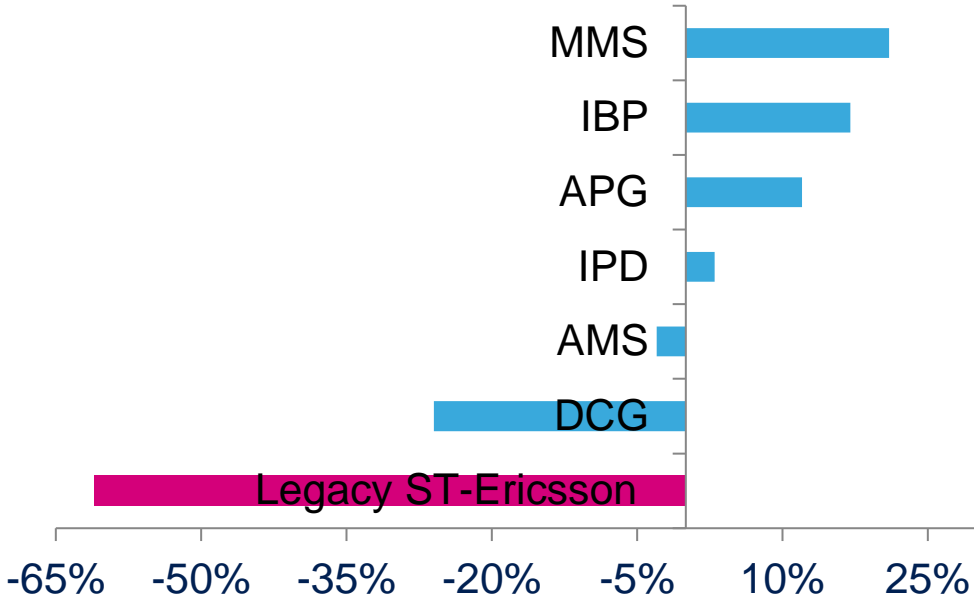
Quarterly net operating expenses in the range of \$600 million to \$650 million\*\*

Targeting about 10% operating margin starting mid-2015

## Revenues (US\$M)



## Revenue Evolution by Product Group 1Q14 LTM vs. 1Q13 LTM (%)



## Product Innovation Driving Growth Perspective

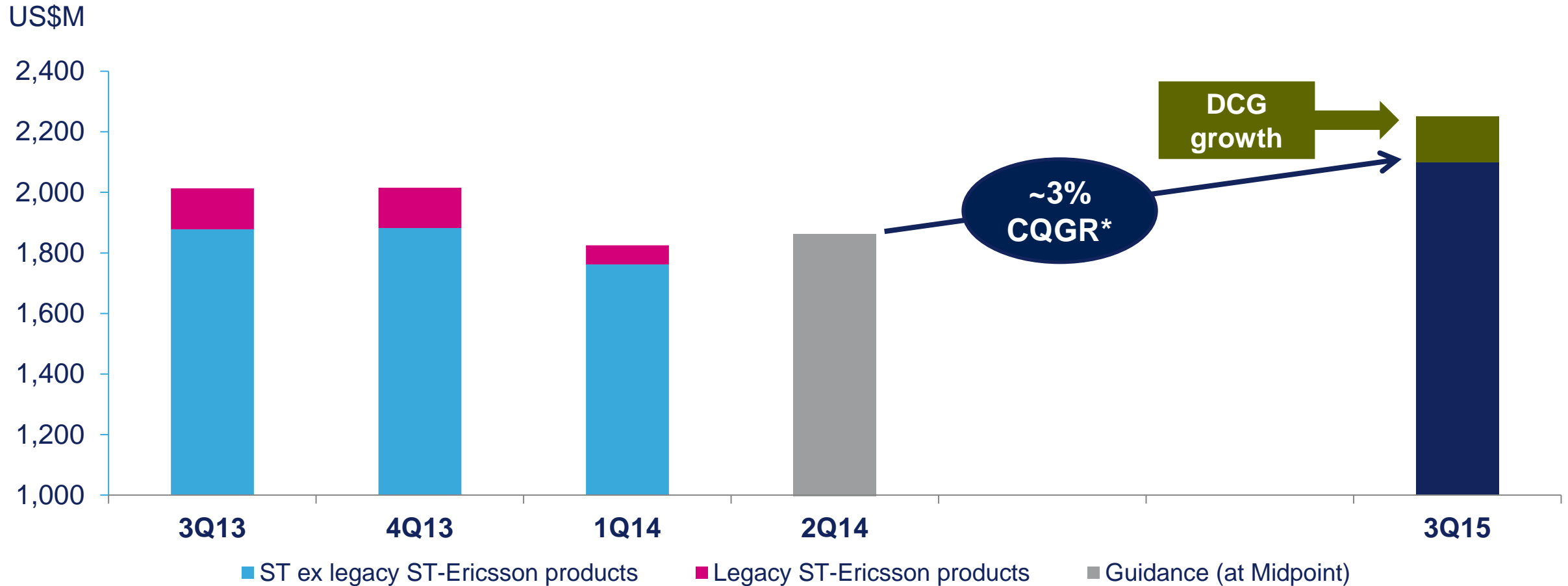
~15% of total revenues in 4Q14 are expected to be generated from products not existing in 4Q13

- New product revenues expected in 4Q14:**
- ~17% of Embedded Processing Solutions
  - ~14% of Sense and Power & Automotive



# Revenue Growth Path

**Solid revenue growth in all businesses including significant growth in DCG**



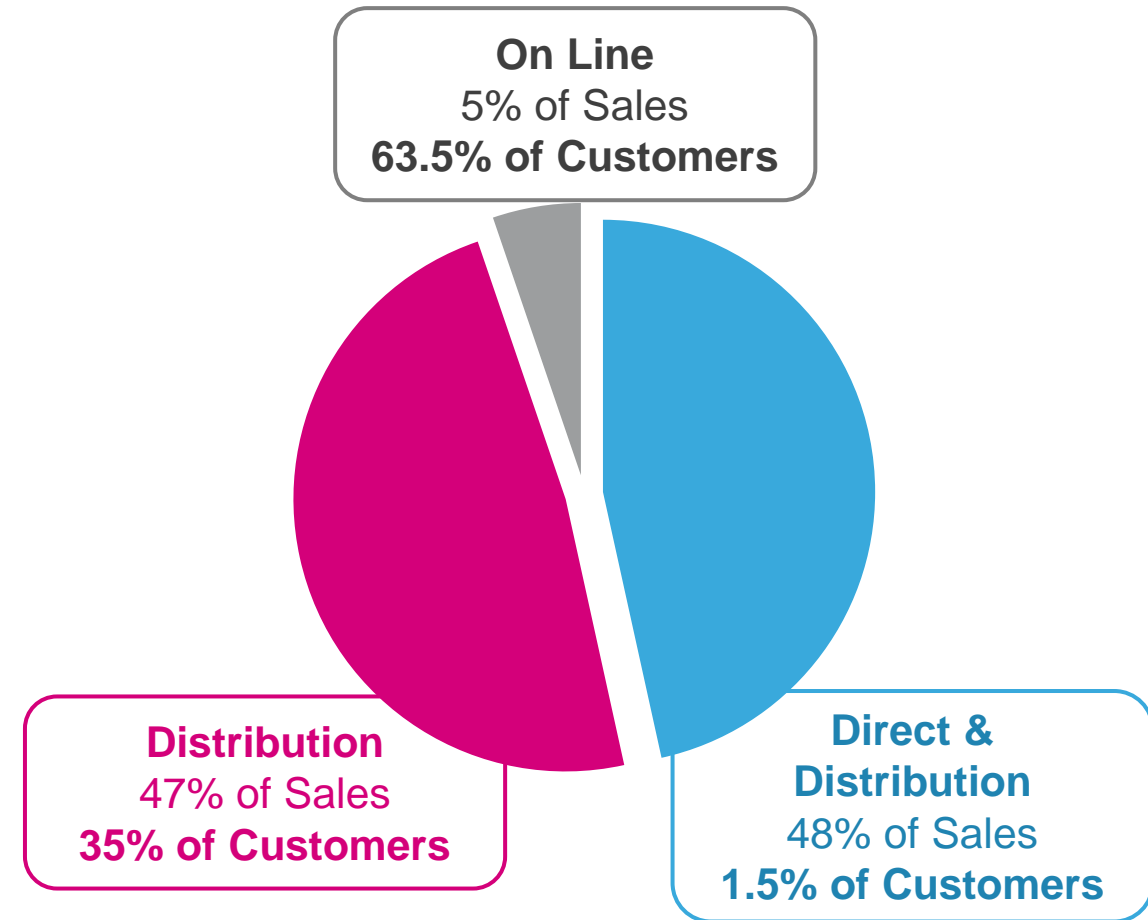
\* CQGR: Compounded Quarterly Growth Rate

# Revenue Expansion via the Mass Market

## Mass Market at ST

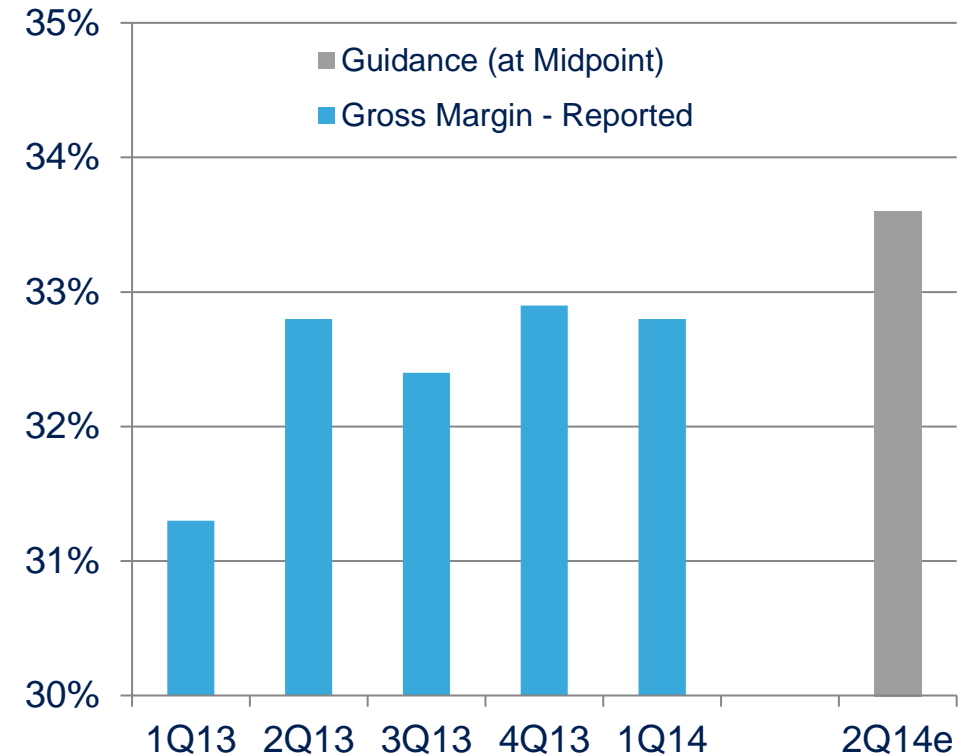
- Encompasses thousands of customers of ST outside of the top accounts
  - The largest market served by ST
  - Different engagement dynamics of the channels
- Diversified customer base brings higher stability
  - Multiple market segment cycles
- Higher margin potential
- A new, focused structure in place to keep on winning in this market

“Mass Market” >100,000 customers

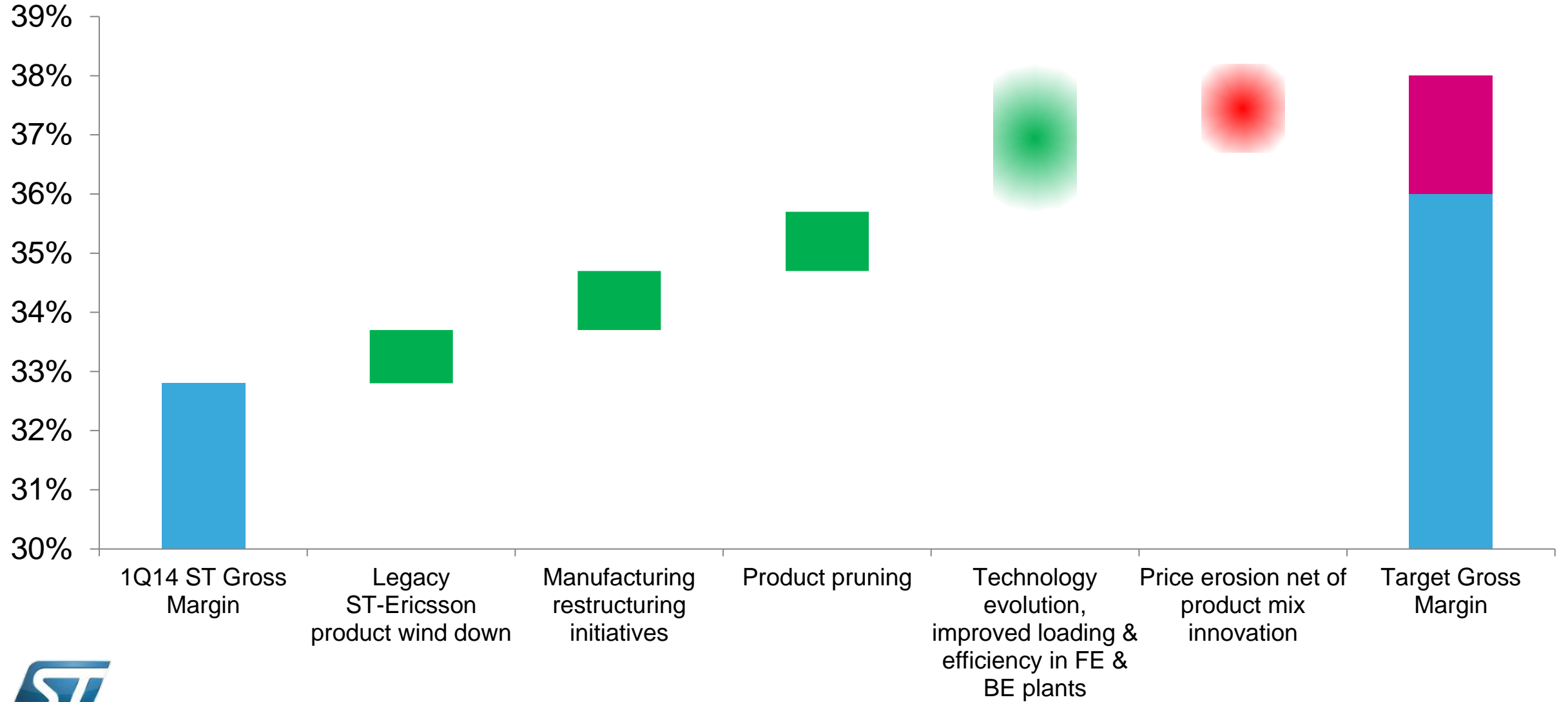


## Key Initiatives to Increase Gross Margin to Target Range of 36% to 38%

- Wind down of ST-Ericsson products
- Manufacturing restructuring initiatives
  - Singapore (AMKJ9) wind down and conversion to 8" by mid-2015
  - Longgang, China phase-out by end of 2014
  - Catania 6" phase-out and 8" expansion in 2015/16
- Pruning of low margin products
- Technology evolution, improved loading and efficiencies in Front & Back-End Plants

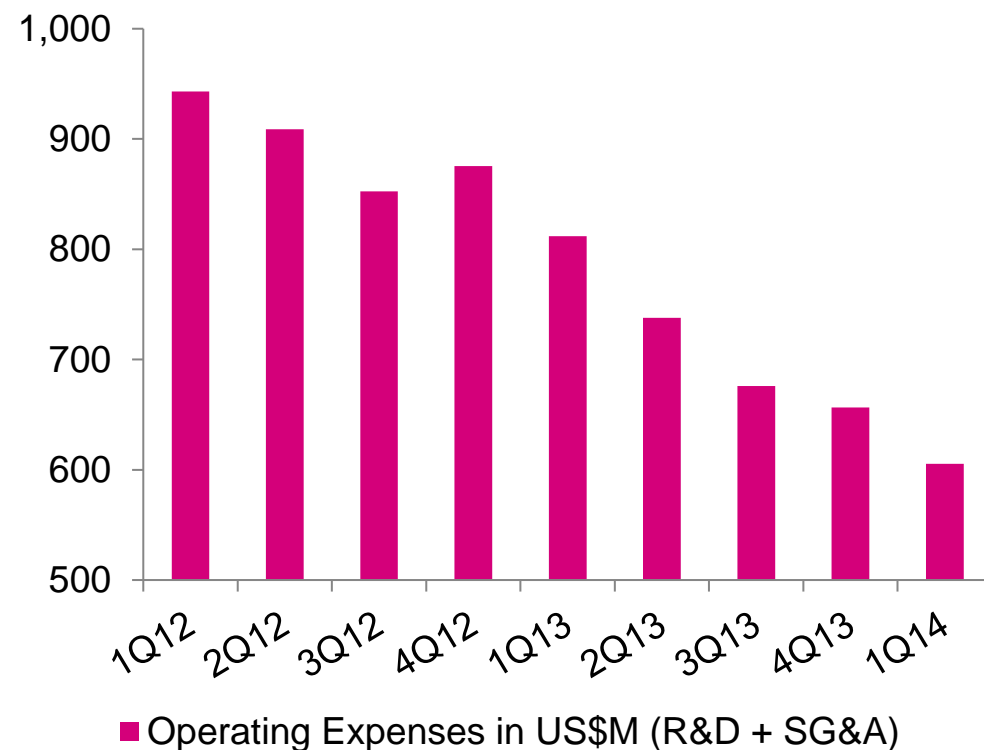


# Key Initiatives to Increase Gross Margin



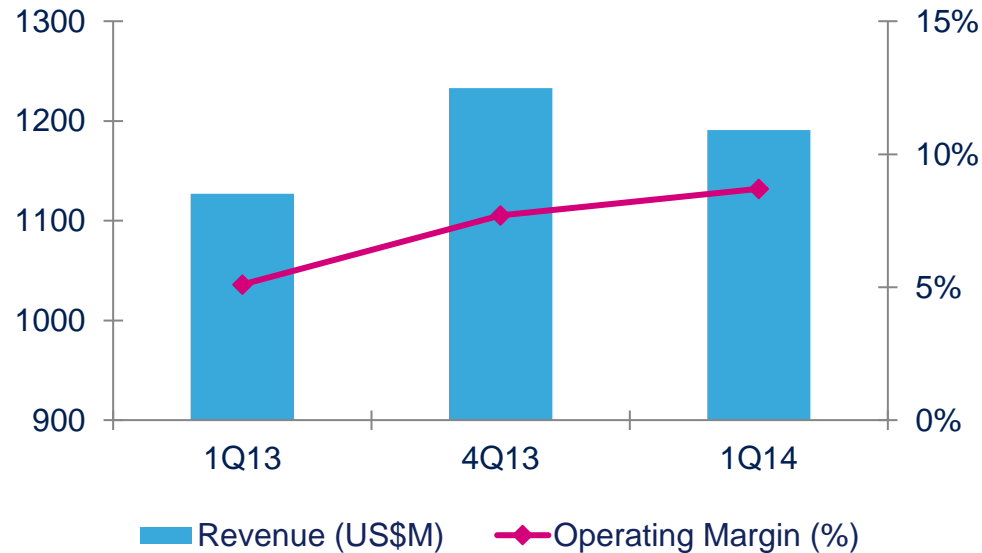
## Net Operating Expense

- Targeting \$600M to \$650M average per quarter
- Includes SG&A and R&D expenses net of R&D grants
- Modularity within the range in respect to revenue growth:
  - Targeting to stay at the low end of the range in 2014
- R&D grants expected to be about \$30M per quarter, after approval of the Nano 2017 grants, expected in 2Q14





## Operating Margin\*



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

## Operating Margin Boosters

### Revenue boosters in 2014:

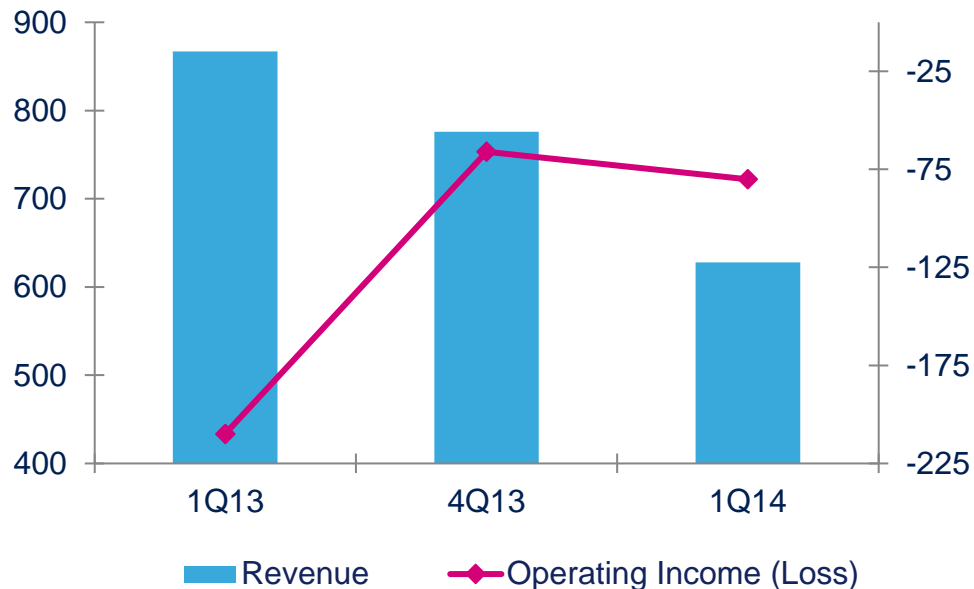
- New MEMS & sensors
- 32-bit microcontrollers for automotive
- Power/Smart Power products for industrial and automotive
- Overall macro-economic improvement in the housing and industrial markets
- Major efforts in Distribution and Mass Market

### Margin improvement drivers:

- Product mix improvement and pruning
- Manufacturing restructuring
- Manufacturing efficiencies
- Expense leverage on higher revenues

# Embedded Processing Solutions

## Operating Income (Loss)\* in US\$M



**Operating Margin Mid-term Target: About 5%**

## Operating Margin Boosters

### Revenue boosters in 2014:

- Continued expansion of General Purpose MCUs
- Ramp-up of secure MCUs in banking in Asia
- New generation of Set-Top-Box / Home Gateway products
- ASICs for networking
- Imaging signal processors and proximity sensors
- RF-SOI technology

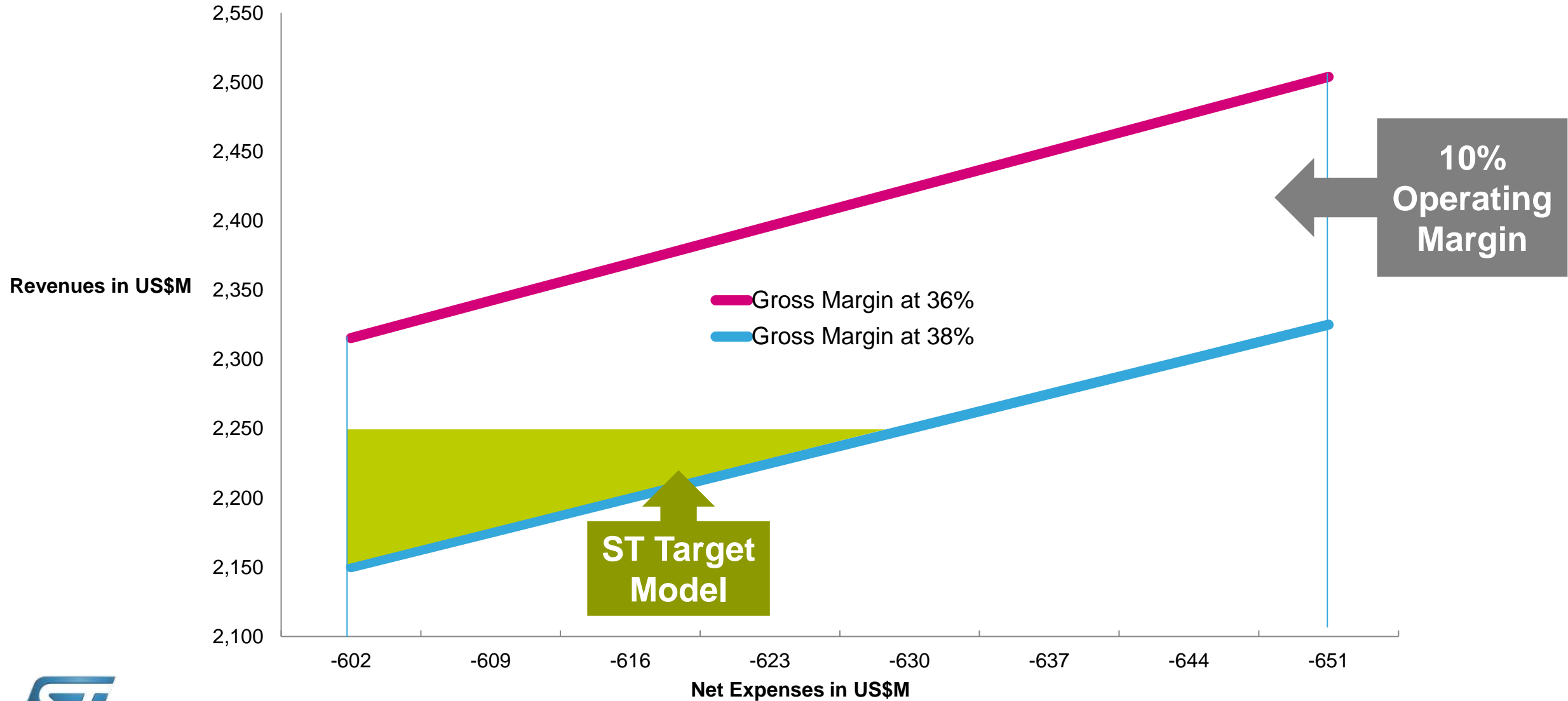
### Additional Revenue booster in 2H15

- 28nm FD-SOI ASICs

### Margin improvement drivers:

- Expense leverage on higher revenues
- Improved product mix in Set-Top-Box / Home Gateway
- Optimize fab loading
- Manufacturing performance
- Opex reduction
- Nano 2017 R&D grants

# Towards our Financial Model



# Towards our Financial Model

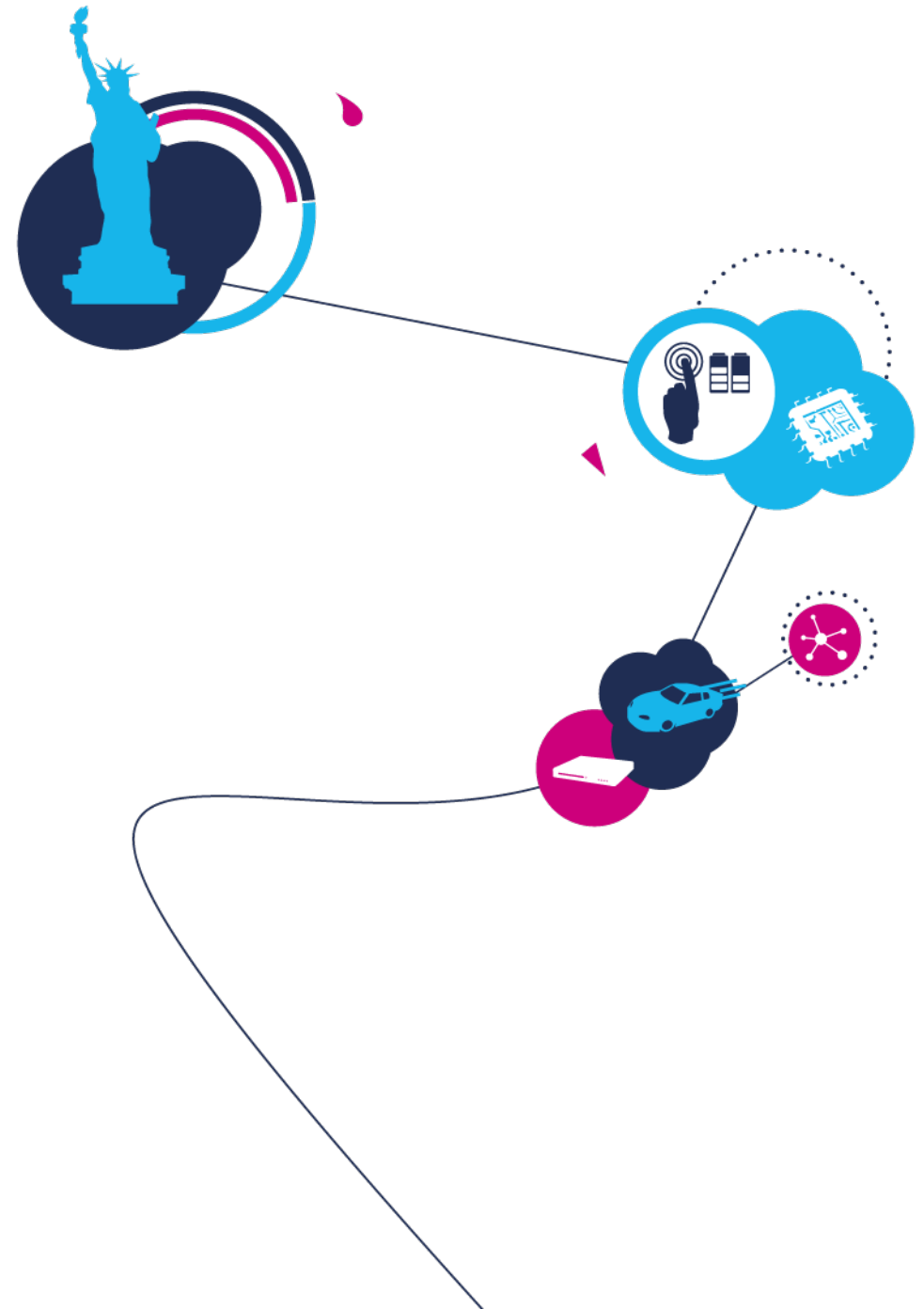
- Progress made on transformation
- Initiatives launched and ongoing
- Financial improvement started
- Focus on execution while more is still to come
- Management commitment



# Market Trends and ST Growth Drivers

**Georges Penalver**

Corporate Strategy Officer

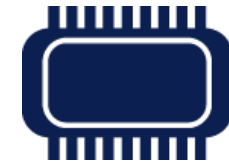




Smart energy usage



Humanization of Technology



Embedded intelligence



## Underlying trends and challenges

- Increasing demand for energy
- Increasing use of renewable energy sources
- Evolution in environmental regulation

## What ST brings

- Solutions to reduce fuel consumption and emissions in cars
- Efficient power conversion, smart metering and battery charging for the Smart Grid
- Digital power management for data center & internet infrastructure
- Motor control for improved factory automation, power management and industrial internet
- Solutions for Lighting systems (LED, smart lighting, etc)
- Energy-friendly solutions for goods and appliances



## Underlying trends and challenges

- Explosion of mobile internet and “Big data”
- Wellness aspiration - Quantified self
- Aging population and associated living, and healthcare challenges
- Professional IoT to drive efficiency in vertical sectors

## What ST brings

- Rich portfolio of motion, optical, environmental and acoustic sensors
- Ultra low power connectivity to connect everything to the network
- Range of ultra low power microcontrollers for every application
- Advanced touchscreen solutions with hovering
- Solutions for active safety and assisted driving in cars
- Immersive and interactive solutions for home entertainment





## Underlying trends and challenges

- The Smart World (smart cities, homes, buildings, cars, ....)
- Exponential data traffic growth from mobile, social networks & video
- Securing individual and professional data, including transactions

## What ST brings

- Solutions for embedded processing from the smallest to the largest “augmented things”
- Broad range of microcontrollers, supported by a large ecosystem
- Security solutions
- High performance and low consumption data processing technologies (FD-SOI)



# Our Strategic Growth Drivers

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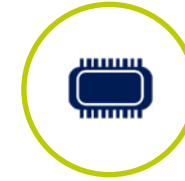
MEMS and  
Sensors



Smart Power



Automotive



Microcontrollers



Digital  
Consumer  
& ASICs

## Leading Positions

#1 MEMS  
& Micro-actuators

#1 Industrial Analog ASSP  
#1 High voltage Power  
MOSFET  
#1 Thyristors & Triacs

#1 Automotive Analog  
application specific  
#1 in Safety  
#1 in China

#2 32-bit MCU  
#2 GP and Secure MCU  
#1 EEPROM

#2 Set-top box

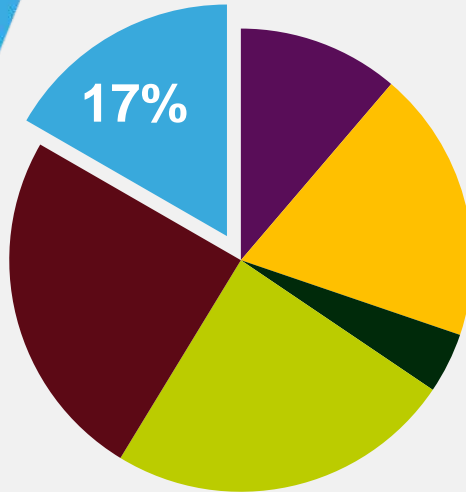


# AMS – Analog, MEMS & Sensors

## Contribution to ST revenues 1Q14



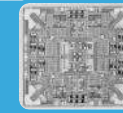
AMS



## Portfolio

### MOTION MEMS

Accelerometers  
Compass  
Gyroscopes



### ACOUSTIC MEMS

Microphones



### ENVIRONMENTAL SENSORS

Humidity / Chemical  
Pressure / Temperature  
Infrared / Gas Flow  
Light / Proximity



Sensor Hub & Sensor Fusion

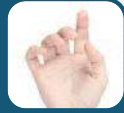
### MICRO-ACTUATORS

Electrostatic: Mirrors for  
Portable Projector  
Thermal / Piezoelectric: InkJet  
Drug Dispensing



### TOUCH SENSORS

Touch Screen  
Active Pen



### ANALOG

OpAmps, Comparators  
Low-power electronics  
Bluetooth Low Energy  
Advanced Audio Solutions

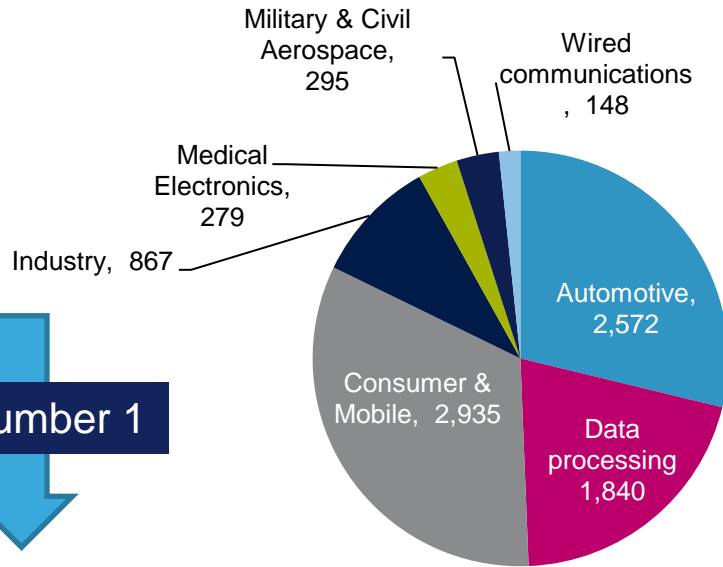


#1 in MEMS for Consumer and Mobile  
#1 in MEMS & Micro-actuators



# MEMS & Sensors Market

## MEMS/Actuator Market 2013



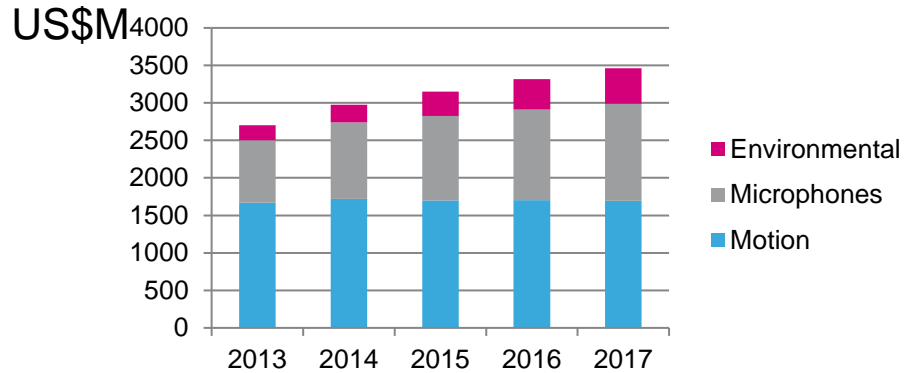
ST Number 1

ST shipping now

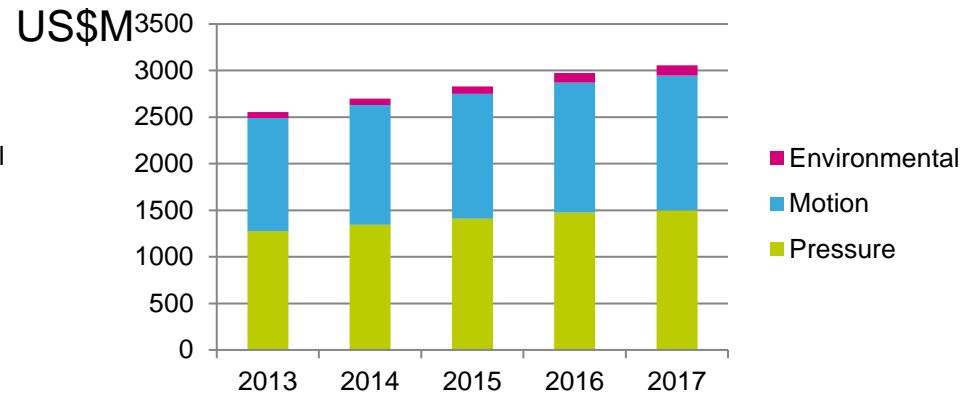
### Key Trends

- Increasing content in current key applications
- Sensor Fusion
- A new wave of connected things - IoT and Wearables

## Consumer & Mobile



## Automotive MEMS





# MEMS & Sensors Growth Drivers

## Consolidating in Motion MEMS

- Opportunity in mobile MEMS remains
- Proliferation in wearable devices and IoT markets
  - New ultra-low power smart 6-axis family
  - Gyroscope for Optical Image Stabilisation

## Growing MEMS Microphones

- Fast growing - multiple microphones in devices
  - Large growth opportunity building on first successes
  - Range of top and bottom, analog and digital microphones

## Growing Environmental Sensors

- Mobile, wearable and IoT devices becoming environmental hubs
  - Deploying - Temperature, Pressure, Humidity, UV sensors

## Growing in Automotive

- New solutions based on existing technologies developed for consumer and mobile
  - In production with motion MEMS today
  - Ongoing qualification of pressure and other sensors at multiple automotive players



# Opportunities in Analog

## Grow Touchscreen Controllers

- Touchscreen is the dominant technology in smartphones
- Mastering advanced touchscreen technology
  - Started shipments to major mobile manufacturers
  - Started production of high-performance touch screen controllers with hovering function

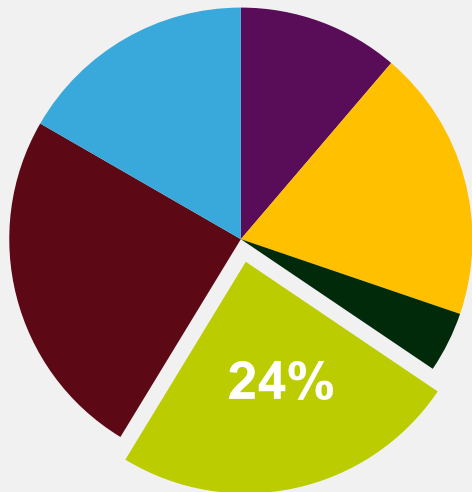
## Broad deployment of Analog

- Our customers need a wide range of general purpose analog products to complete product design in a broad range of applications
- Opportunities to design-in alongside ST's leading microcontrollers
  - Low-power connectivity
  - High-end audio solutions
  - Distribution and online channel programs to increase market reach



# IPD – Industrial & Power Discrete

### Contribution to ST revenues 1Q14



**IPD**

### Portfolio

**Diodes & Rectifiers**

**Power Transistors & Modules**

**Power Management ICs**

**Lighting ICs**

**Thyristors & AC Switches**

**EMI Filtering, Signal Conditioning**

**Protection Devices**

**Industrial Analog ASSP**

#1 Industrial Analog ASSP  
#1 High voltage Power MOSFET  
#1 Thyristors & Triacs



# Automation - Motion Control

48



Home & Building Automation

Home & Small Appliances

Factory Automation

## Motion Control ICs and Power Discretes

- Efficiency improvement due to new IGBT technology is the key driver for the new generation of equipment
- Large opportunities for air conditioning in Greater China
  - IGBT at 600 V and 1200 V with various current ratings
  - Ultrafast and Silicon Carbide (SiC) Rectifiers
  - Dedicated and standard Motor Control ICs
  - Smart Gate Drivers & new GapDRIVE™ products





# Energy & Power Management for Portable



Smartphones and Tablets

Gaming Consoles

Wearable

Internet of Things

## Energy Management

- Strong market demand due to battery power saving and improved antenna signal reception
  - Power Management ICs
  - RF Antenna Tuners
  - Common Mode Filter (ECMF)
  - High Speed Protection devices

## AMOLED

- Usage of AMOLED Display is extending rapidly from Korea to Greater China and Taiwan due to screen brightness and image quality improvement
  - Introducing the first family of Power Management ICs combining Energy Management and AMOLED drivers



# Power Conversion - Digital Power & LED Lighting

50



## LED Lighting

Switched-mode Power Supply  
for Telecom & Consumer

Adapters

Uninterruptible Power Supply

## LED Lighting

- LED Lighting estimated to grow by 35% per year for the next 5 years
  - STLUX Digital Power Controllers ICs
  - AC-DC & DC-DC LED Lighting Converter ICs
  - Power Factor Correctors (PFCs) ICs
  - Power MOSFET, Diodes
  - LED By-Pass Protections

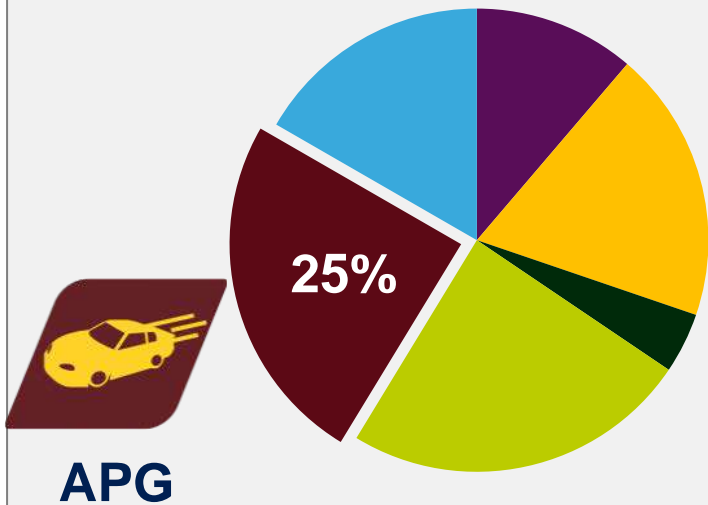
## Digital Power

- Programmability in Digital Power allows higher efficiency and offers significant growth potential
  - STNRG Digital Power Controllers ICs
  - HV Super-Junction and LV advanced Trench MOSFET, IGBT
  - Flat Package Ultrafast & Silicon Carbide Devices
  - Field effect rectifier Diodes



# APG – Automotive Product Group

Contribution to ST revenues  
1Q14



## Portfolio

### Infotainment

Telematics & GPS

Car infotainment

### Body electronics

Door modules, Anti-theft

Lighting, Wipers, BCM

### Safety

Braking  
Vehicle steering

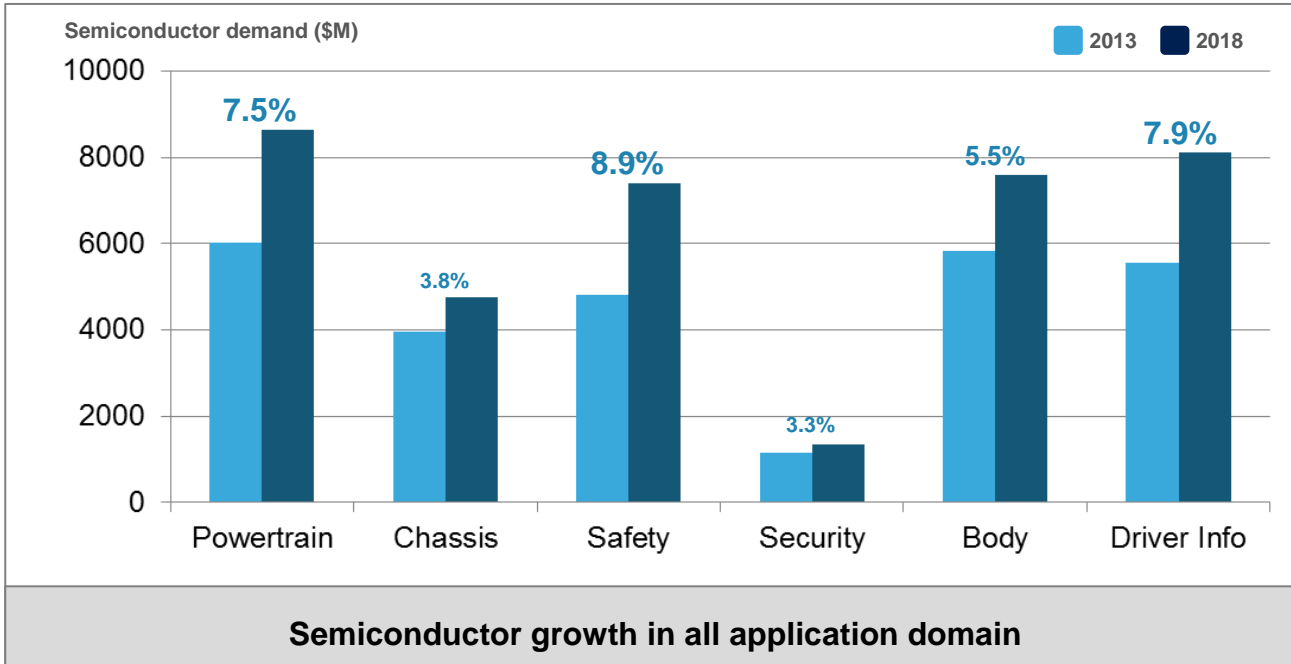
Airbag  
Active safety

### Powertrain

Engine

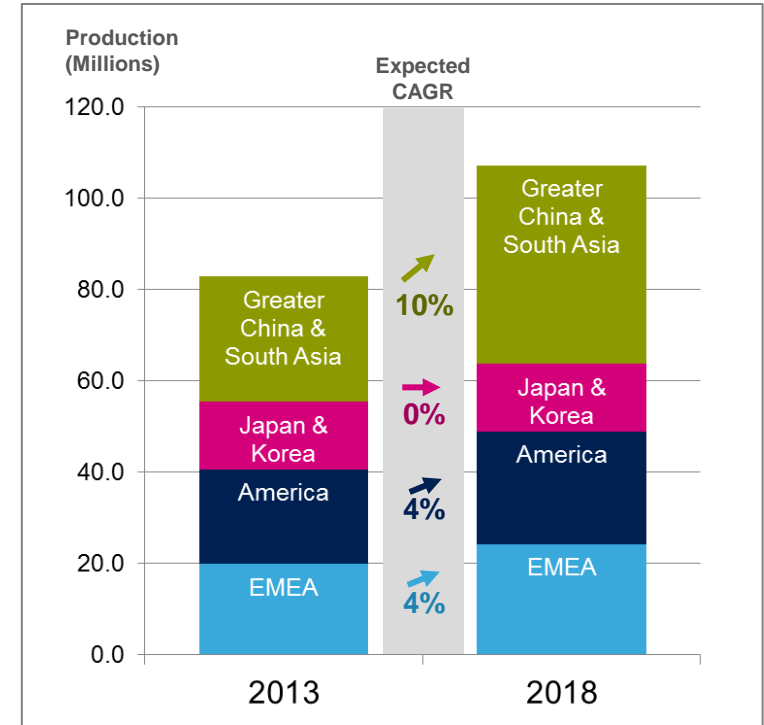
Transmission

#1 Automotive Analog Application Specific  
#1 in Safety  
#1 in China



## Expected growth

- Safety is the highest growth, with Active Safety (ADAS) system for mature markets and passive safety for emerging markets
- Powertrain growth opportunity, driven by Vehicle Electrification / Hybridization, Stop-Start and increasing penetration of innovative automatic transmission
- China exhibits highest content growth



**Vehicle production to hit 108 M units by 2018.**  
**CAGR of 5.2% over 2013-18**



## Smart Power

- Solid technology roadmap to support the development of new systems
- Leadership confirmed in the area of smart power with latest **110nm BCD9S** process

## Automotive MCU

- Expansion through new product offer, supporting proliferation of MCUs in Automotive systems
- More than \$2.5B **in design wins** for 32-bit MCU
- Continued expansion of **32-bit Power Architecture** MCU family, doubling our revenues in this segment

## Active safety

- Major market growth expected in active safety, double-digit growth across all regions
- Strong push by certification authority
- Growing Consumer interest
- Strong offer in **radar & vision**
- Starting production of 3rd gen “Collision Avoidance processor”, 4th generation in development addressing **autonomous driving**

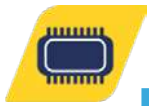


## Telematics & GPS

- Further use of the connectivity in the car (GPS, Wi-Fi ....) to address Vehicle to X applications
  - New generation of industry-leading **multi-constellation** satellite-positioning chip
  - Addressing **Automotive grade Wi-Fi** with a new product family
  - Important design wins already captured in **Telematics**
    - Market leader in Insurance box
    - Growing share in Telematics at OEMs

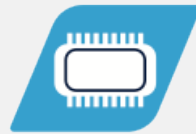
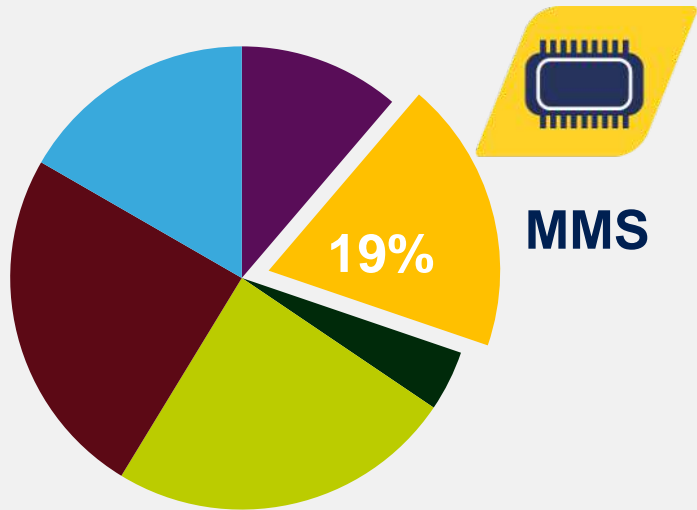
## Car Infotainment

- Increased content in the emerging market Infotainment systems, addressing a market of more than 50M modules per year
- Car Infotainment ready to support smartphone resources
  - **Key player in China**, addressing the full system solution: Audio, Tuner, Processor
  - **Gaining momentum in Japan** with several design wins, in both OEM's and after market
  - Ready to support "**Car Play**" concept



# MMS – Microcontroller, Memory & Secure MCU

Contribution to ST revenues  
1Q14



General Purpose  
Microcontrollers



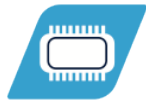
Memories

Secure MCU

## Portfolio

- General Purpose 8-bit & 32-bit MCUs
- Automotive 8-bit MCUs
- Serial EEPROM
- RF memories
- Dual-Interface memories
- Personal and embedded security
- Secure Hardware platforms & turnkey solutions

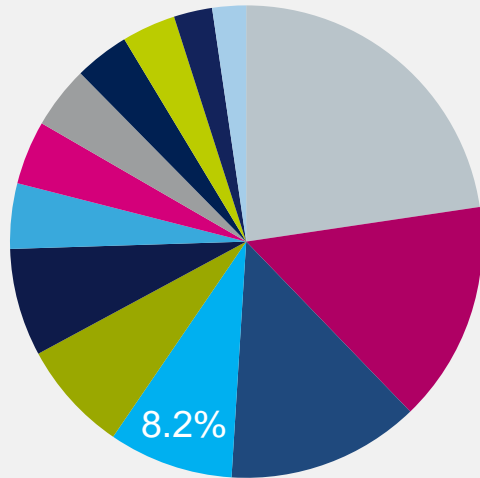
#2 Microcontroller Player (GP + Secure)



# Further Expand STM32 MCUs

## General Purpose MCUs 2013 Ranking

IHS March 2014, market share in %



### Key Market trends

- Major push in Mass Market with >70% of our billing
- Strong demand in wearable
- Wireless phones / tablets with sensor hub and phone accessories



### Expand the STM32 product line

- Decisions driven by targeted applications
  - **STM32L0** (Cortex-M0) to reinforce our position in ultra low power 32-bit

### Strengthen the ecosystem

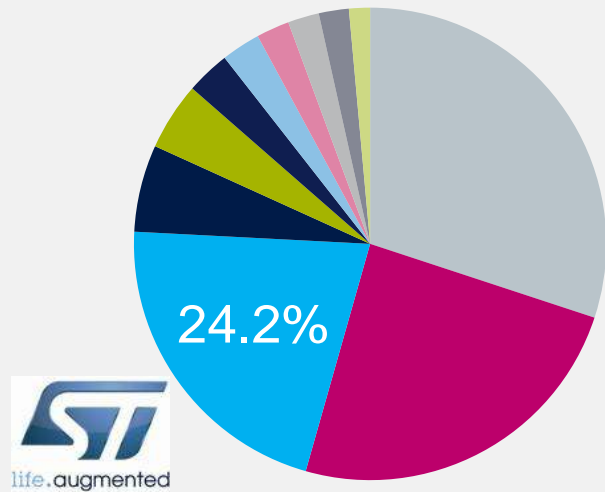
- Extend the concept of “easy to design with”
  - Expansion of **our offer with hardware and software platforms** to make life easier for developers

### Differentiation

- Continuing to build on ARM cores, but differentiating through **eNVM** technology and advanced analog and digital IP



**Secure MCUs  
2013 Ranking**  
IHS March 2014, market share in %



**Key Market trends**

- Migration to Contactless
- Migration to Secure mobility



## Mobile Security

- Maintain leadership in all kinds of **NFC Secure Elements**, through fully owned, leading-edge technologies and **state of the art security**

## Banking & ID

- Ramp up **ST31 Dual Interface** Banking in Asia and Europe
- Support the US Europay, MasterCard and Visa (EMV) migration for banking
- **ST31 Flash** reinforcing our position in ID & Banking

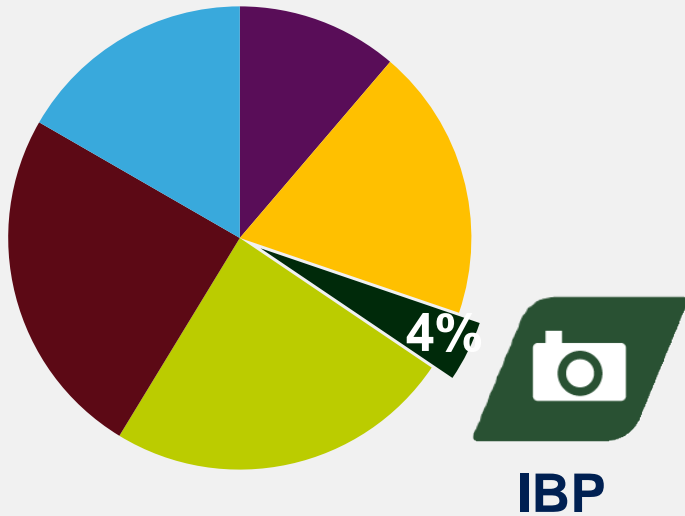
## Expand to new value-added applications

- M2M for **Automotive**
- Expand **secure authentication** solutions in consumer electronics and digital world



# IBP – Imaging, BiCMOS ASIC & Silicon Photonics

Contribution to ST revenues  
1Q14



## Portfolio

### Imaging

CMOS Image Sensors

Proximity Sensors

### Mixed Process

RF/ RF-SOI

Silicon Photonics  
& Optical Products



# Key Opportunities

## Imaging

### FlightSense™

- Innovative emerging applications - Range finder, gesture recognition, depth map
- Ramp **proximity sensors** based on proprietary **FlightSense** technology

### Diversification

- Automotive with safety camera
- Home automation and security
- Medical with Imagery

## Mixed Process

### RF-SOI

- CMOS solutions solidly gaining market share versus GaAs for mobile Front End
- RF ICs for Mobile and Wi-Fi Front End based on low power RF-SOI technology

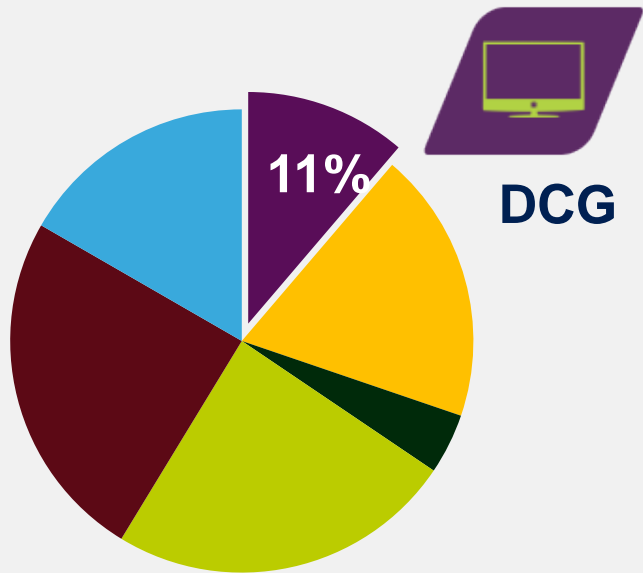
### Silicon Photonics

- Continued strong momentum
- 30+ new ASIC projects in BiCMOS and Silicon Photonics



# DCG – Digital Convergence Group

Contribution to ST revenues  
1Q14



Stronger portfolio with  
Industry leading products



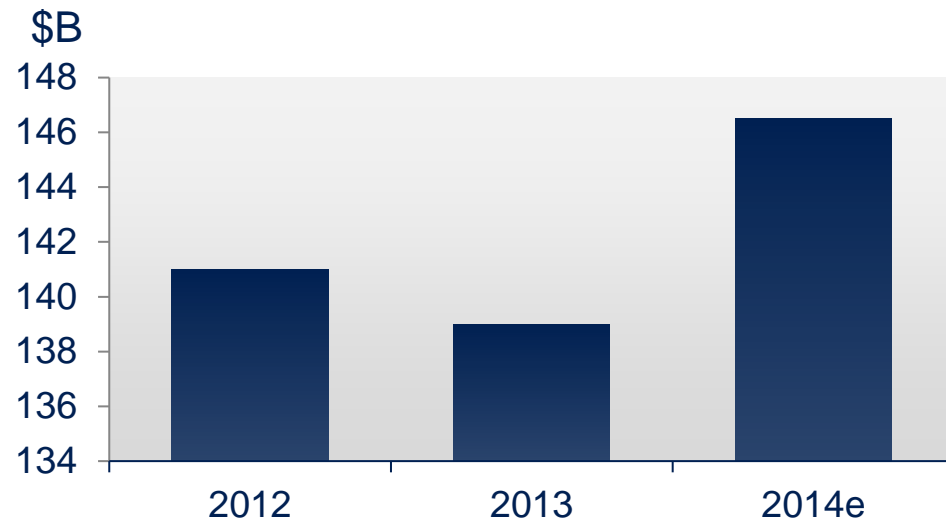
#2 Set-Top-Box Player

Digital  
ASIC

Networking  
Consumer  
Legacy

Advanced CMOS  
FD-SOI

## ST Serviceable Available Market\*



~ \$139B  
in 2013

Expected  
to grow  
5.6% in  
2014

## Key Markets

	CAGR 2013-2016
MEMS & Sensors	6.5%
32-bit MCUs	8.0%
Automotive	7.3%
Power Management & Industrial	7.2%
HD and UHD Set-Top-Box units	10.4%

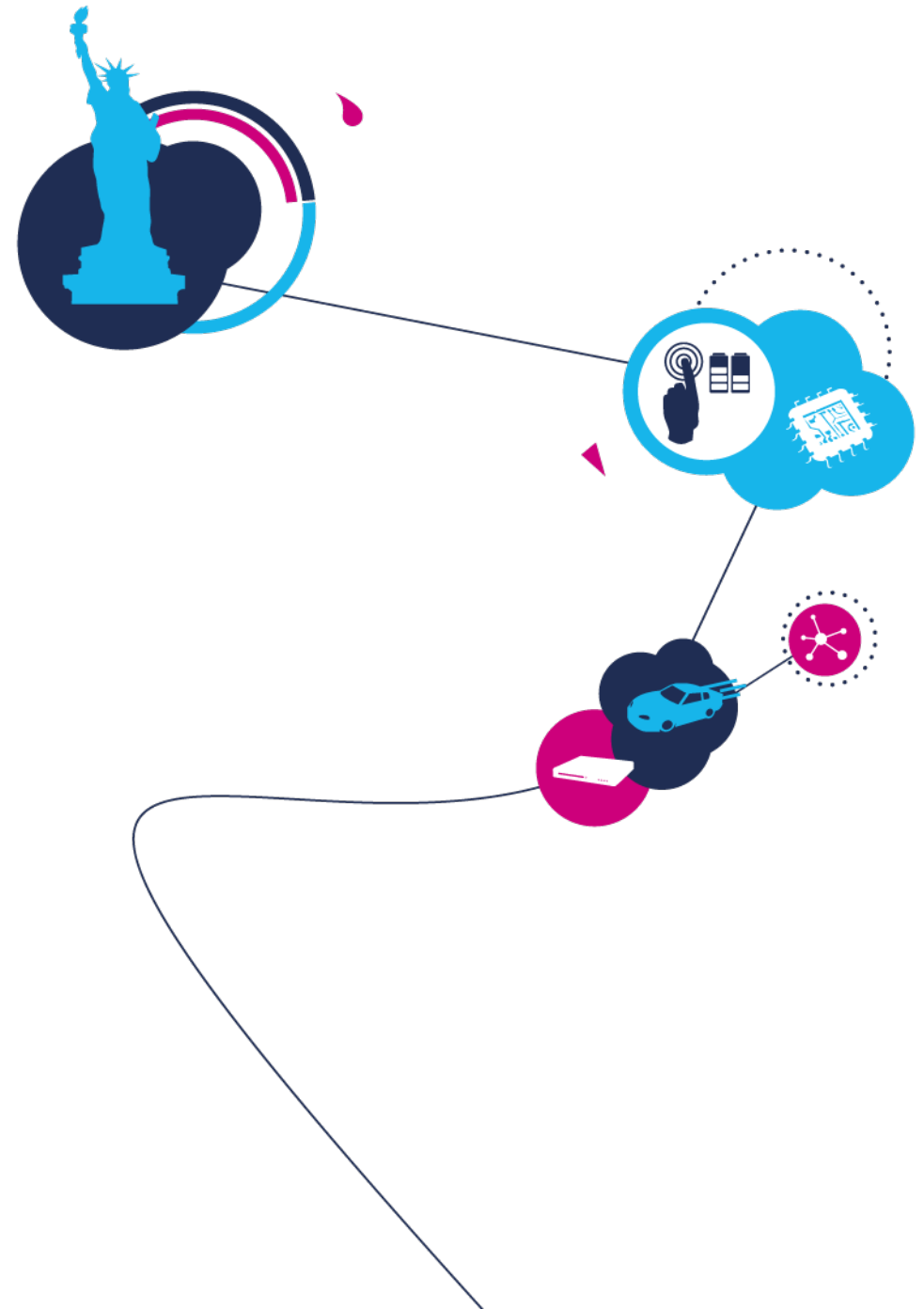
# Home and Digital

**Jean-Marc Chery**

Chief Operating Officer

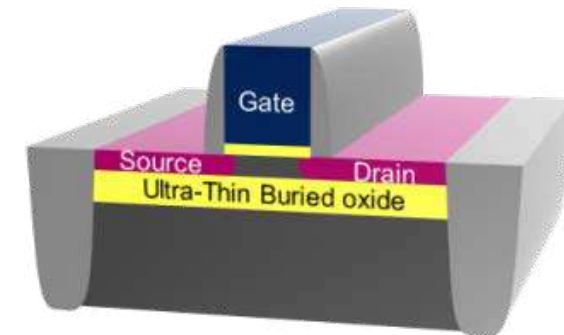


life.augmented





- **Digital Convergence Group** turnaround in two waves to double revenues by Q4 2015 from Q4 2013
- **FD-SOI** becoming an industry standard, **with expanded ecosystem** on track to be a substantial revenue generator for 2015





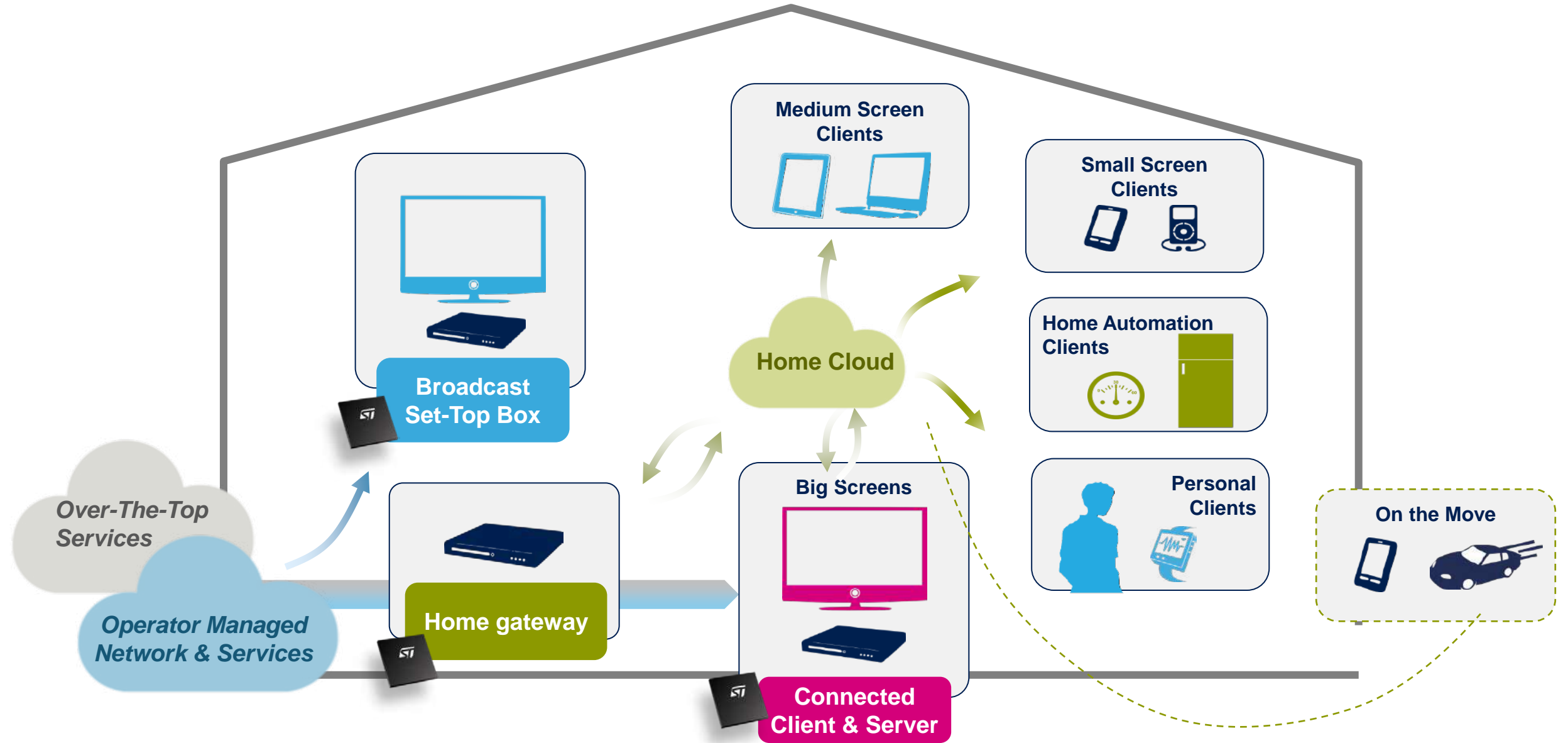
- Set Top Box, Connected Client-Server and Home Gateways
- Customs Solutions & ASICs
- FD-SOI Update



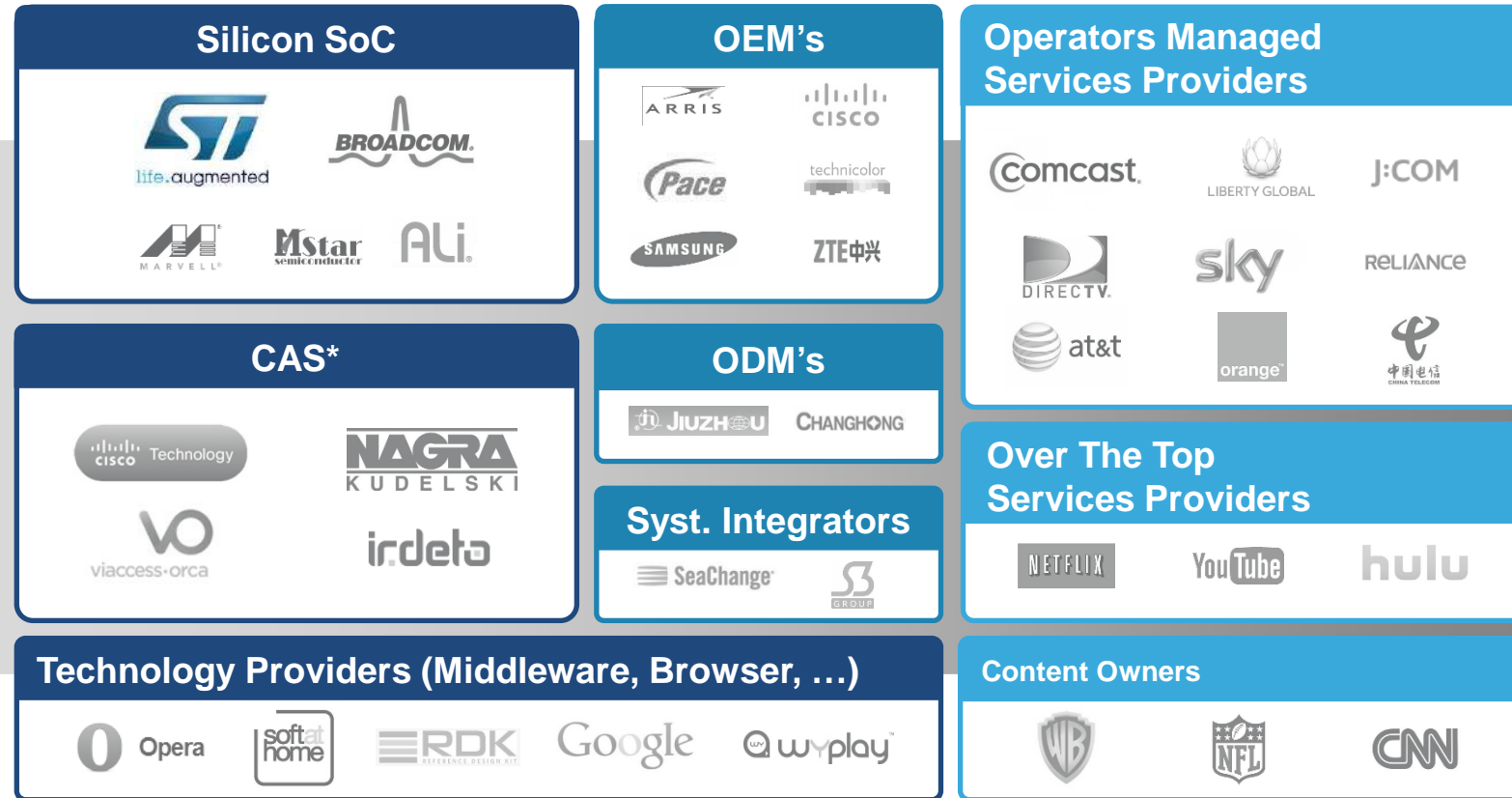


- Set Top Box, Connected Client-Server and Home Gateways
- Customs Solutions & ASICs
- FD-SOI Update

# Towards the Home Cloud

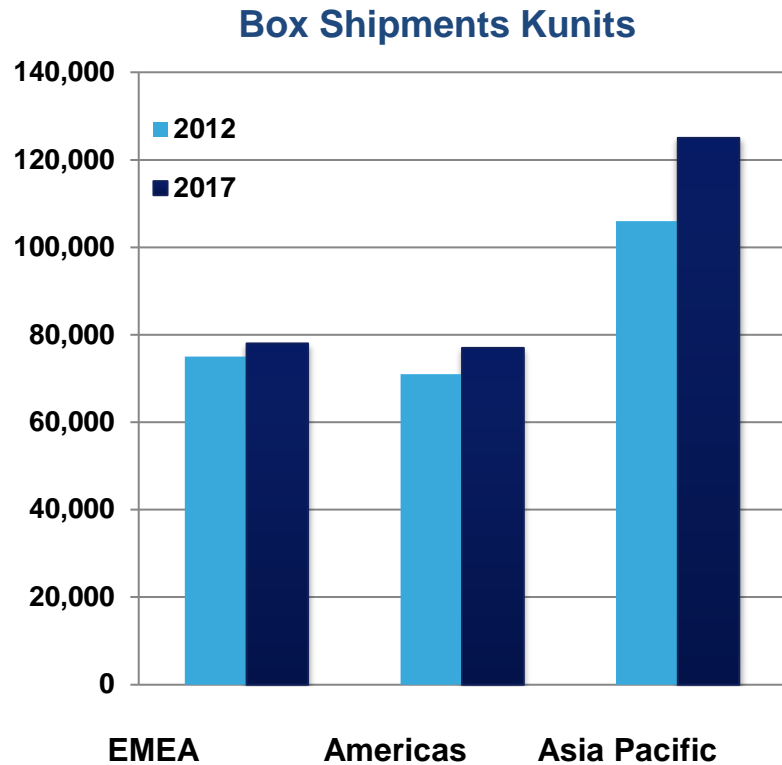


# A Complex Ecosystem



ST driving the Box & Gateway Ecosystem at all levels

## Box Deployments Evolution



### Americas & EMEA

- High value market
- ST SAM \$2.2B 2014

### Asia Pacific

- Fast-Growing Market
- ST SAM \$840M 2014

Connected Client & Server

Home Gateway

Broadcast Set-Top Box

Broadcast Set-Top Box

Connected Client & Server

Home Gateway

# Ultra HD Growing Rapidly

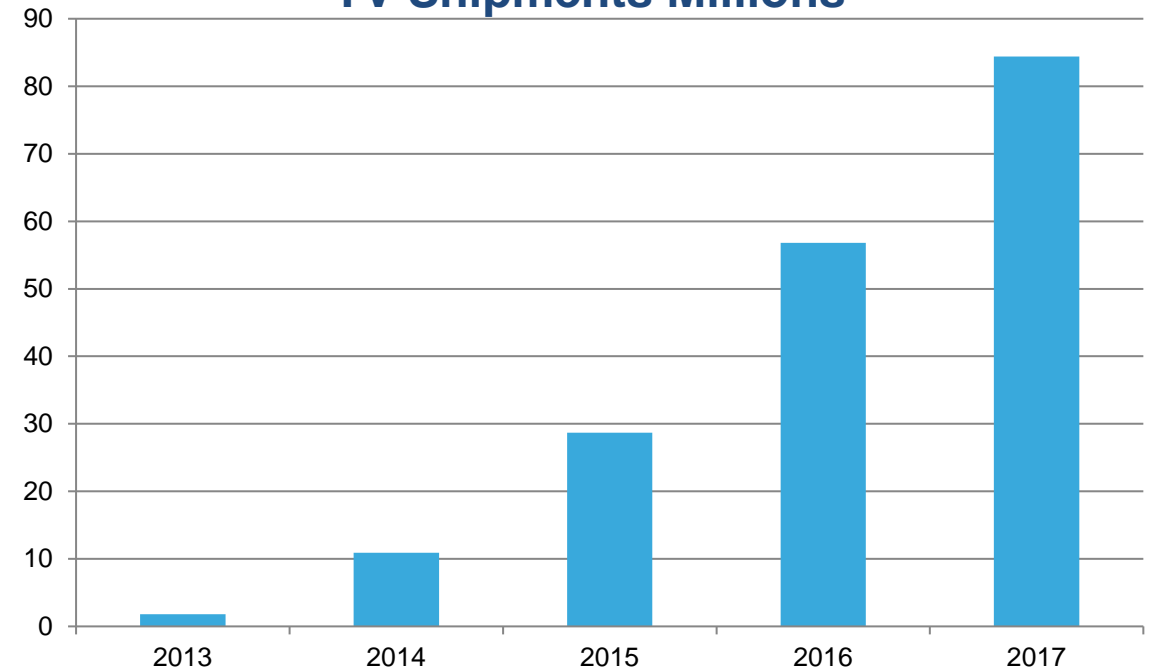
New user experience with Ultra HD wide screen TV

HEVC video compression to limit Ultra HD bandwidth impact

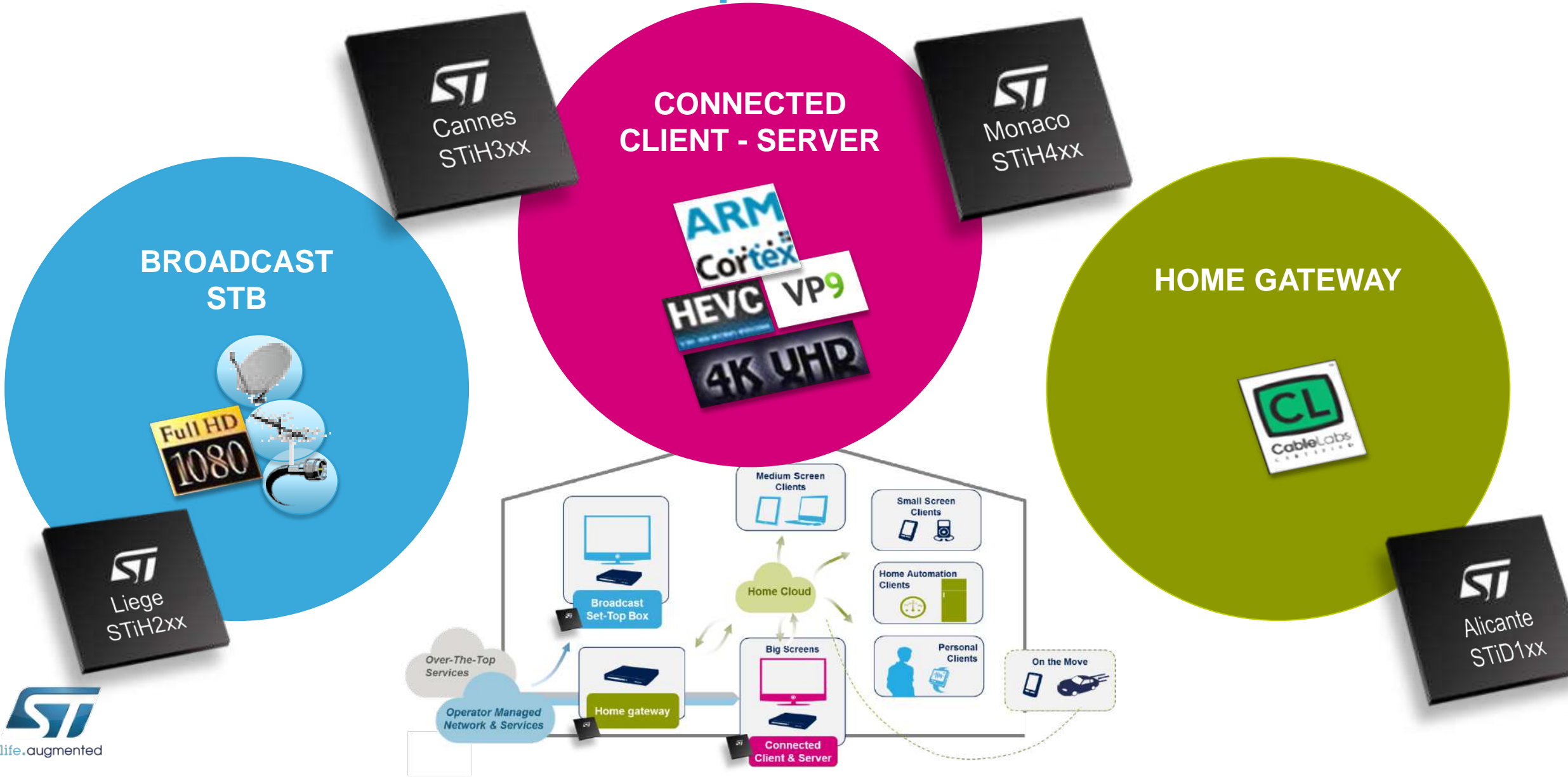


## Ultra HD

TV Shipments Millions



# Complete Product Portfolio



BROADCAST  
STB

ST  
Liege  
STiH2xx

# STiH2xx Deployment

Over 100 Designs

Around 40 box models starting in production

Value in HD Market

System Cost  
Security  
Wide Portfolio  
SW Ecosystem



# STiH3/4xx Engagement

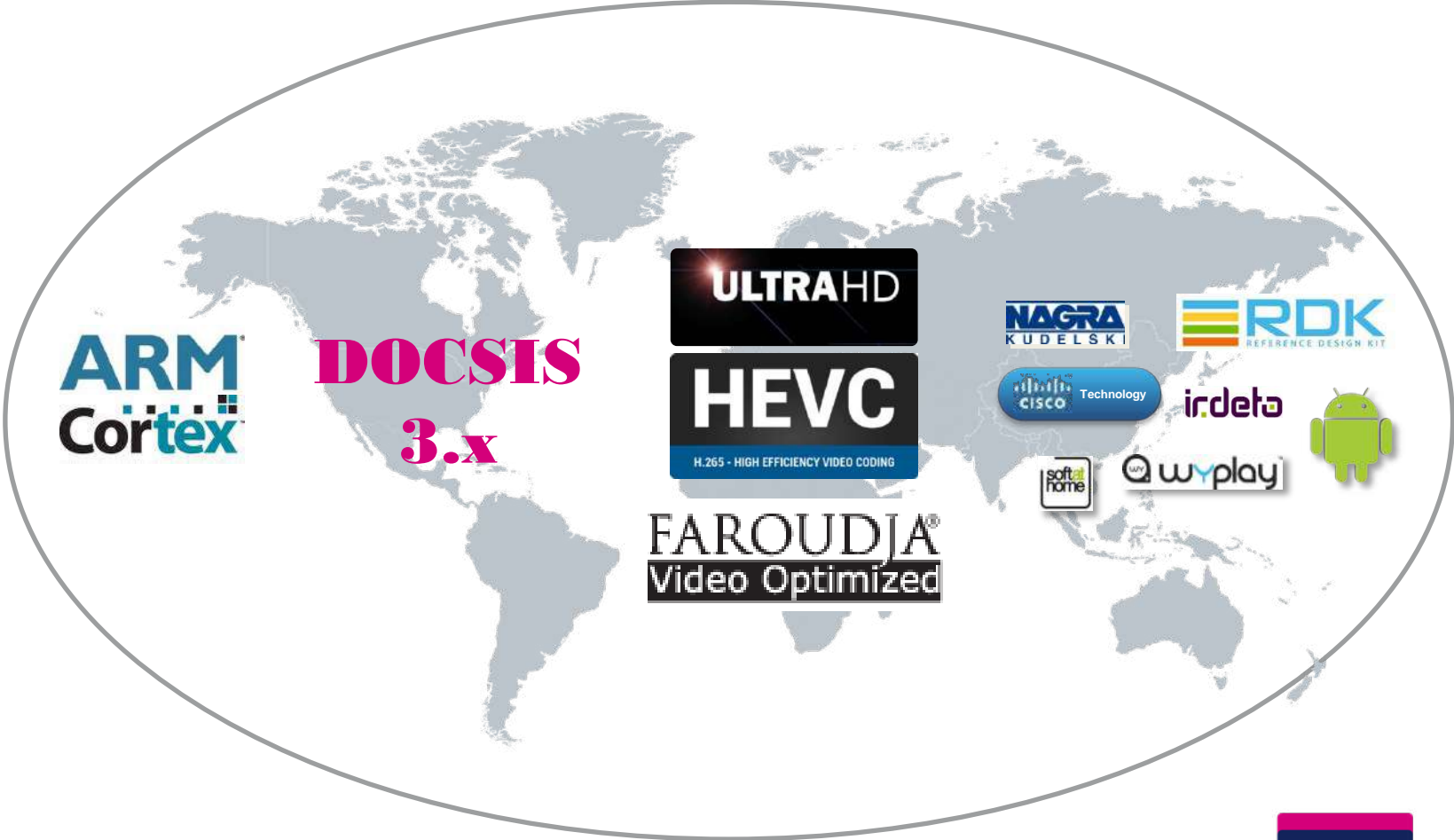


Already around 30 Designs

Over 10 boxes entering production

Value

- ARM CPU
- HEVC, DOCSIS3.0
- HD & UHD
- SW Ecosystem
- Client & Server Portfolio





# Towards Tomorrow's ST Digital Platforms

## STi8K™ Architecture



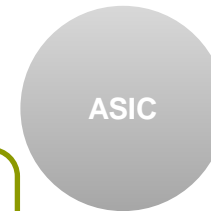
ARM® Cortex™ A53/A57 64-bit processor  
& FD-SOI best power & performance



The Ultimate  
Ultra HD experience



The Future  
Home Gateway solution

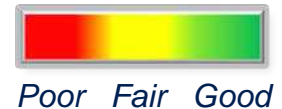
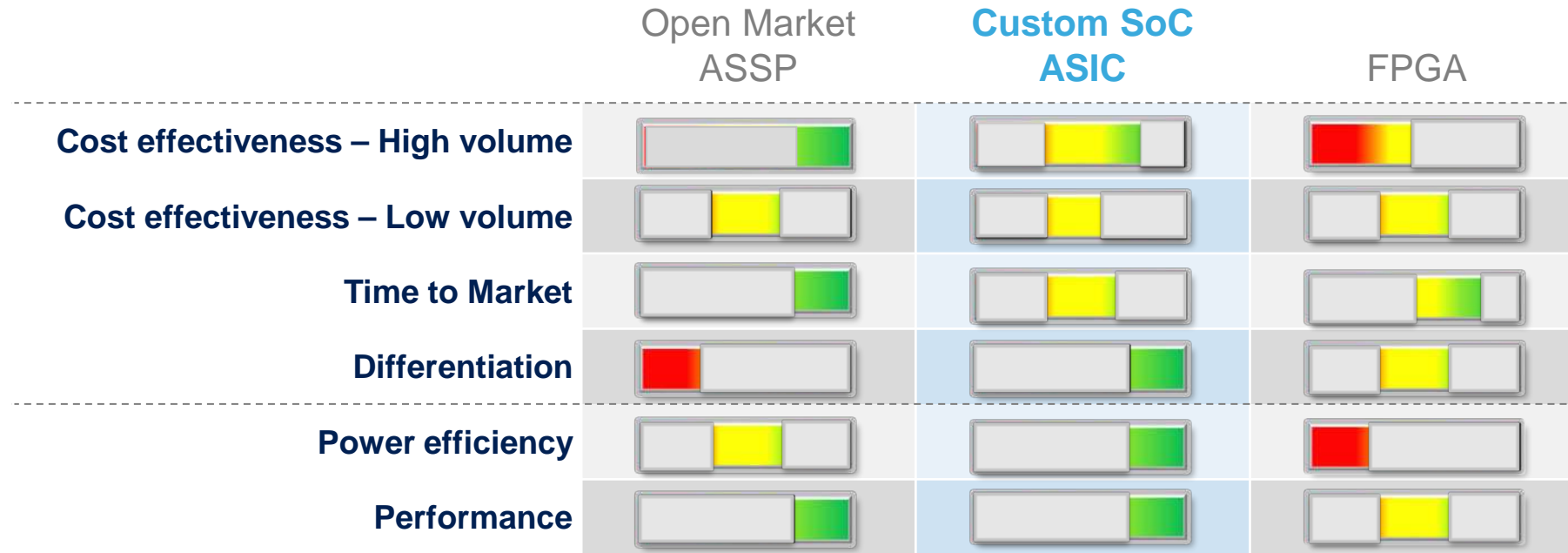


ASIC Consumer  
& Networking offer



- Set Top Box, Connected Client-Server and Home Gateway
- Customs Solutions & ASICs
- FD-SOI Update

# Customer Silicon Implementation Options

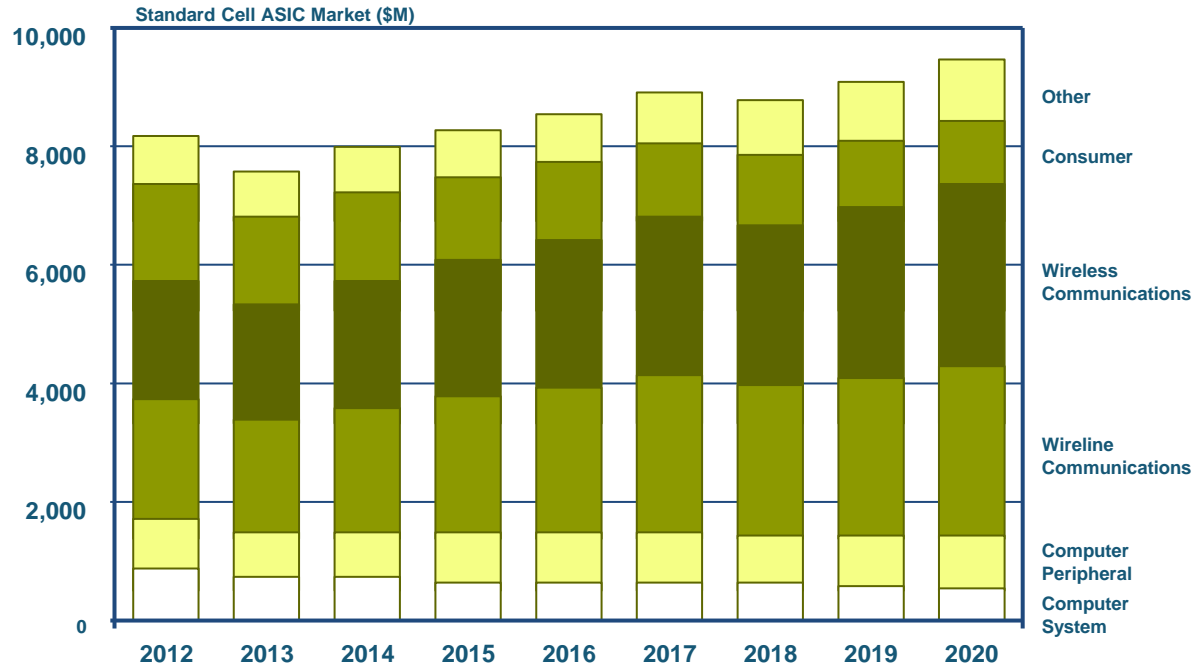


Cost, high volume	<b>HW differentiation</b>	Fast TTM
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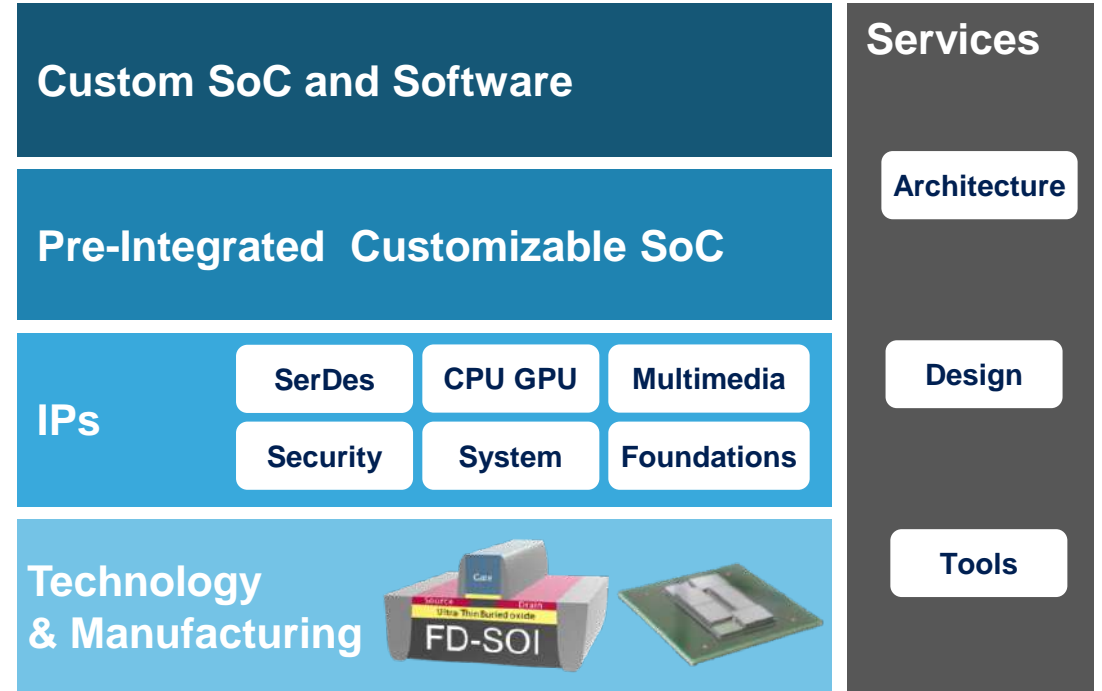
Targeted Markets

Consumer products		
Communication infrastructure products		
Mobile products		

# ST Custom Solutions & ASICs: Complete Offer



ASIC Market (source: IBS)



ST Offer

Complete & Flexible Offering to match technical and business requirements



Customizable Platform

Customer ASIC Design

COT & Foundry

# ASIC Progress Made in 12 Months

## Expansion of our capabilities

- Now addressing **consumer ASICs** on top of networking
- New **flexible business models** and service offer
- **Reinforced critical skills** thanks to ST-Ericsson resources reallocation
  - In architecture and low power
  - In complex design
- Nearly doubled our design throughput

## Building product leadership

- Capability to manage design complexity up to **400mm<sup>2</sup> in 28nm**
- Best in class **energy efficiency** (perf/power ratio)
- Leading edge IPs
- **FD-SOI** projects **increased** from 2 to 17 (14 ASICs)
- **FD-SOI unique value proposition** vs 28/20nm bulk and FinFet






- Set Top Box, Connected Client-Server and Home Gateway
- Customs Solutions & ASICs
- FD-SOI Update

# FD-SOI: Efficiency at All Levels

### CPU, GPU and logic


FBB dynamic modulation to get the best total power

Best dynamic power /leakage tradeoff



### Memories


Memory bit cells in FD-SOI have much lower leakage compared to Bulk



### Analog & High-speed

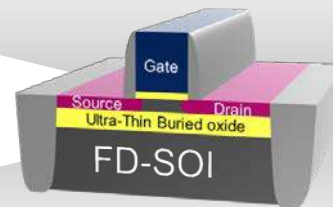
FD-SOI analog performance far exceeds Bulk

Better figure of merit than FinFET for high-speed IPs



- Infrastructure Networking
- Consumer
- Automotive
- Internet of Things

POWER EFFICIENCY & PERFORMANCE




DESIGN & PRODUCTION

### Simplicity & cost

Lower cost vs Bulk HPM & FinFET


Lower development cost vs. FinFET



### Reliability and yield

Memory: 50x better immunity to Neutron SER vs alternatives


True process compensation through body bias

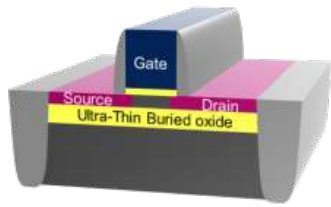


### Flexibility of usage

Single implementation from very low power to high performance

Ultra low voltage / sub threshold





# FD-SOI Ecosystem Expanding

80

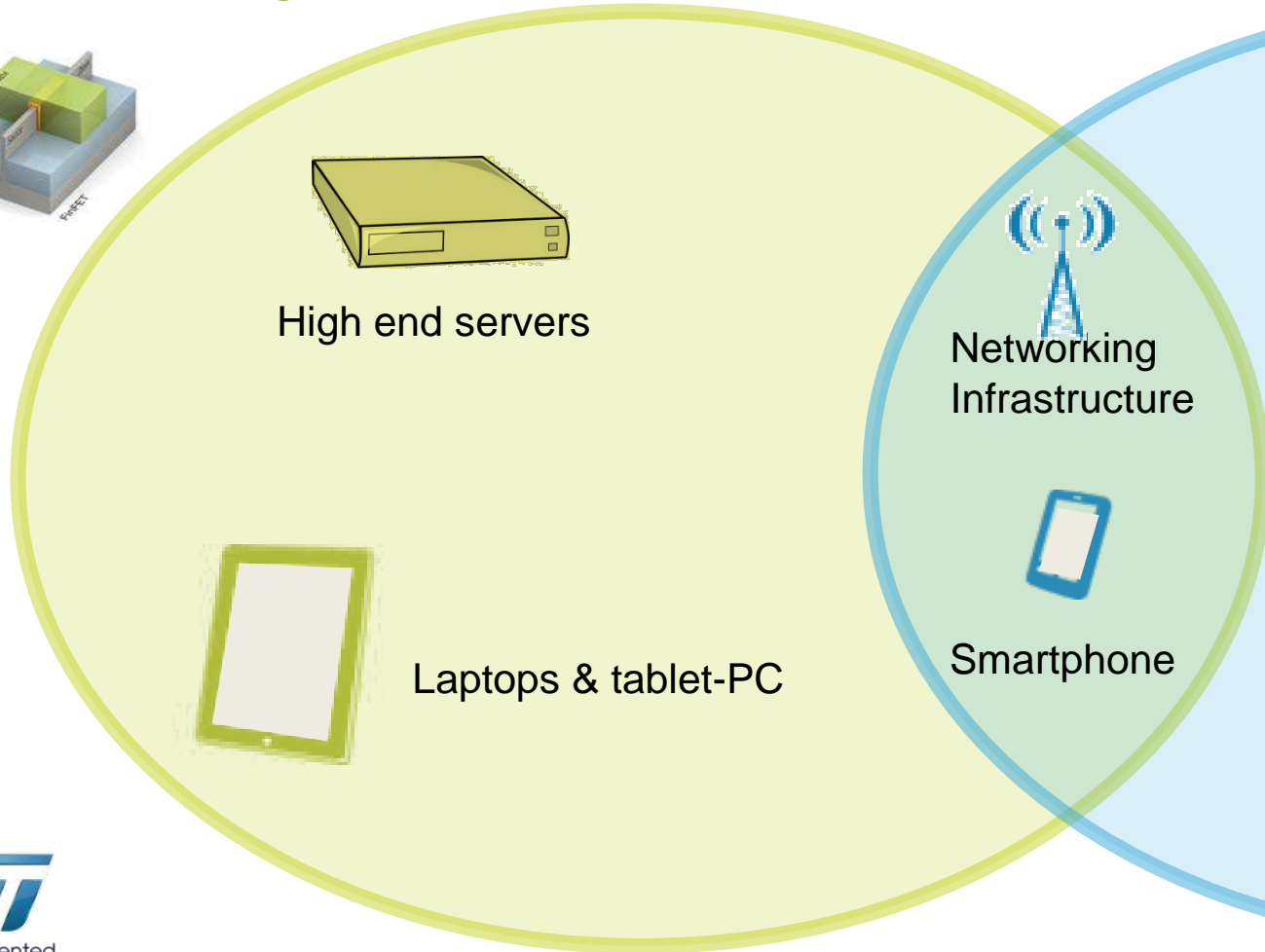
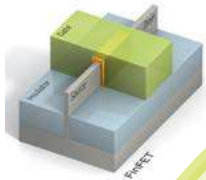
- An extended **strategic collaboration** between Samsung and ST
- Supply agreement
  - Samsung to serve as a second source for ST customers complementing Crolles300
- Strengthens **FD-SOI ecosystem** and confirms momentum
  - Offers customers choice and security of supply
  - Full design compatibility Samsung – ST. Same design can be manufactured in both Fabs
  - Accelerates adoption in the targeted market
- Samsung is licensing ST's **28nm FD-SOI**
  - To be part of Samsung foundry offer



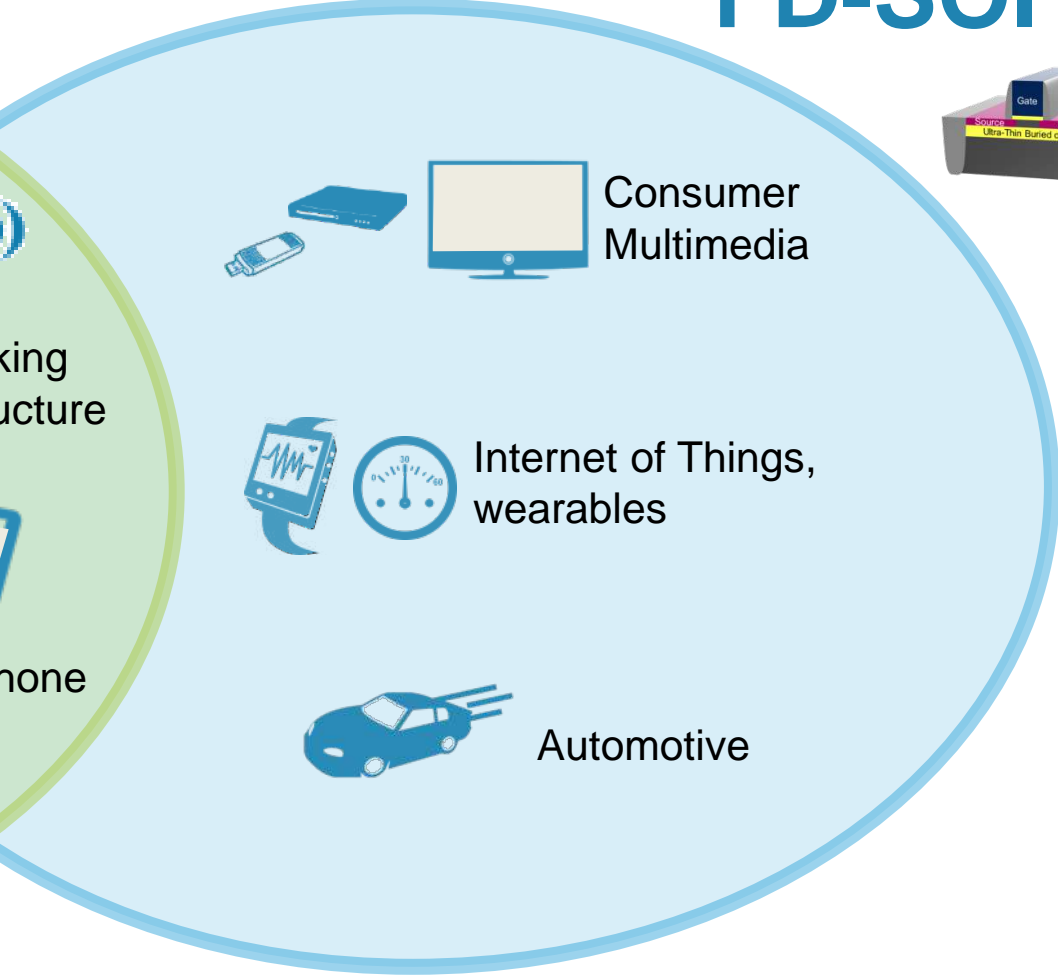
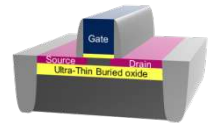


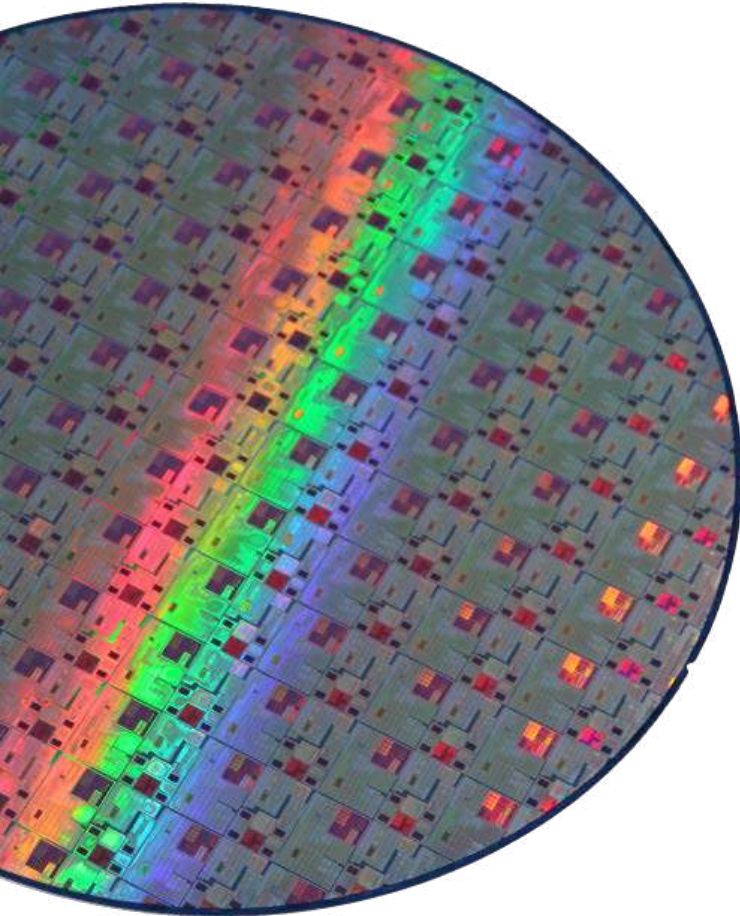
# Markets Using 40nm & 28nm Bulk are Evolving to...

## FinFet



## FD-SOI





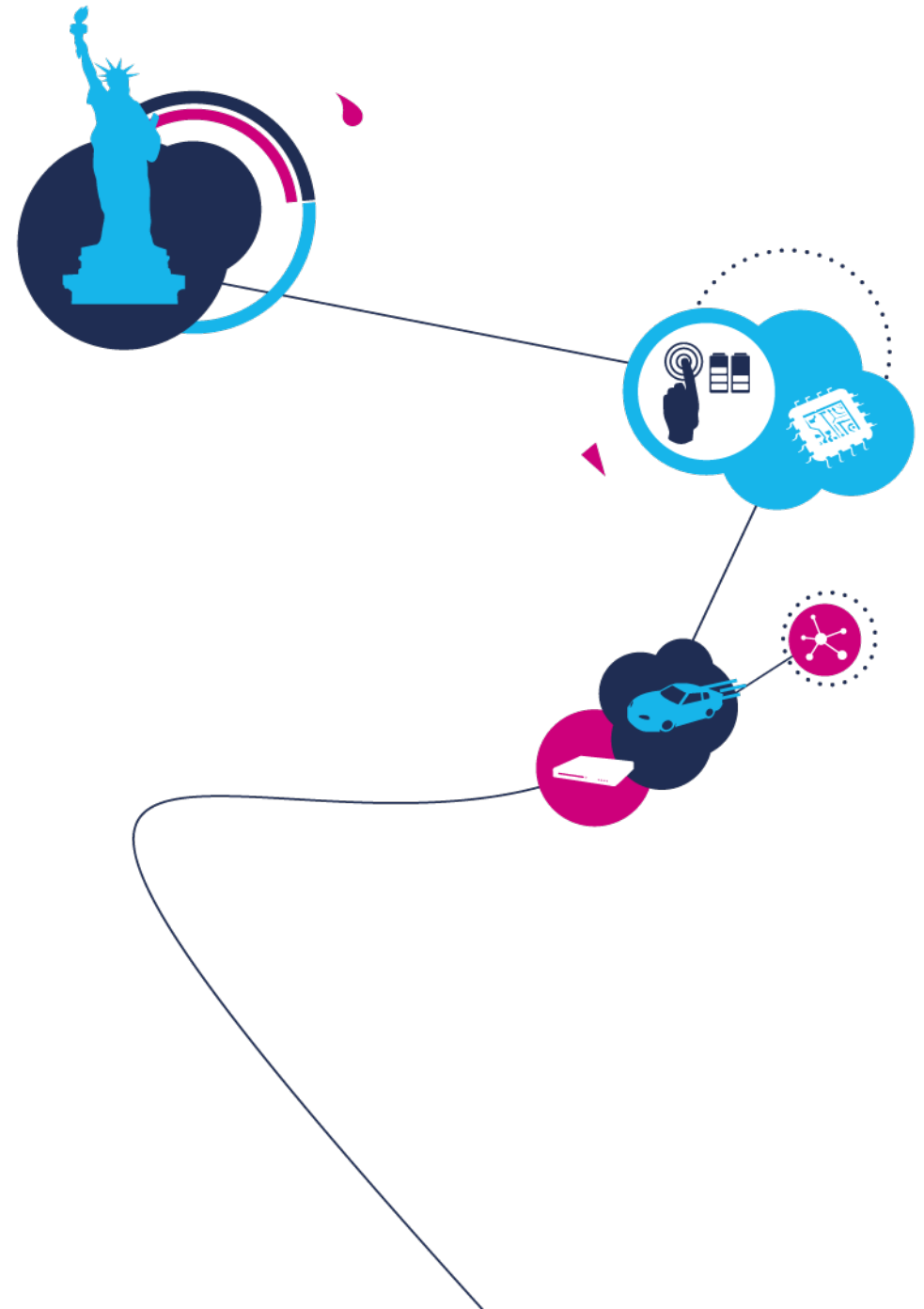
- Foundations to support turnaround of DCG
  - Market traction and opportunities
    - Broadcast STB and Home Servers/Gateways
    - Custom solutions and ASICs for Networking and Consumer
  - Building technology and product/Solution leadership
    - FD-SOI, Ultra HD, ARM 64-bit, ...
- Reinforcement and acceleration of FD-SOI ecosystem
  - 28nm FD-SOI Samsung agreement
- Clear advanced CMOS development strategy with payback over several market waves

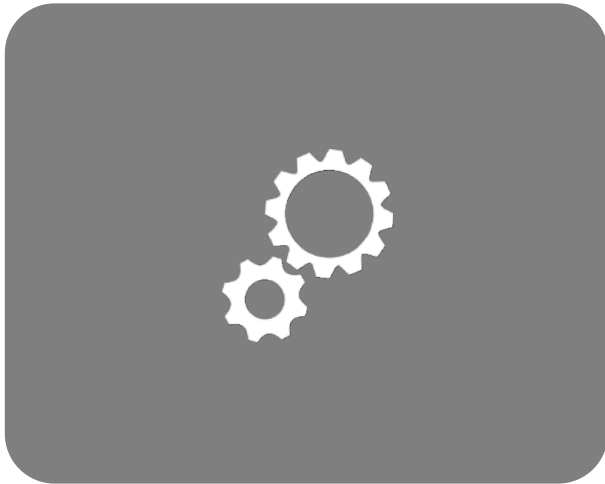
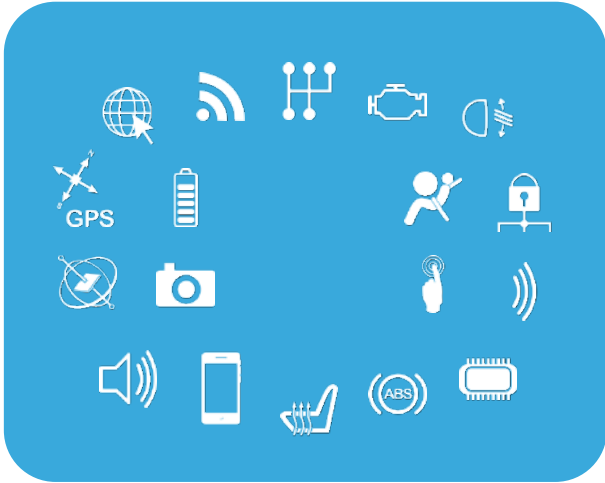
# ST Leadership in the Automotive Industry

**Marco Monti**

Executive Vice President

General Manager, Automotive Product Group

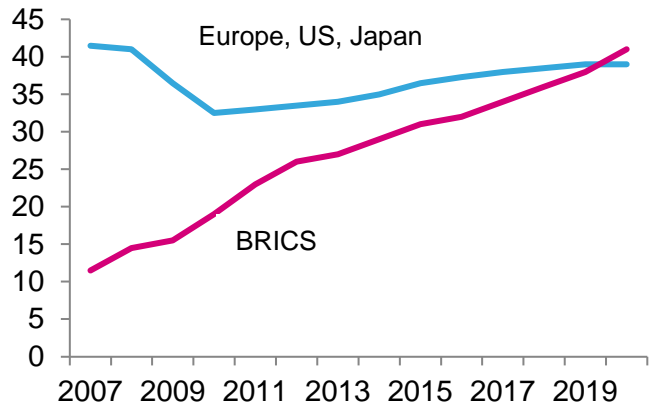
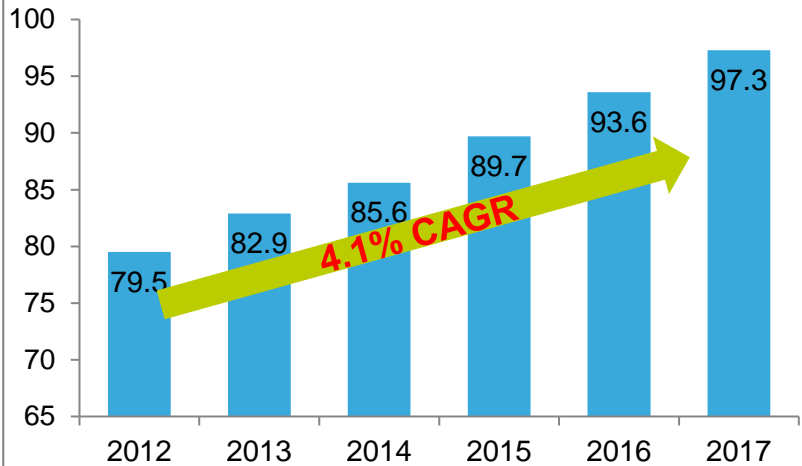




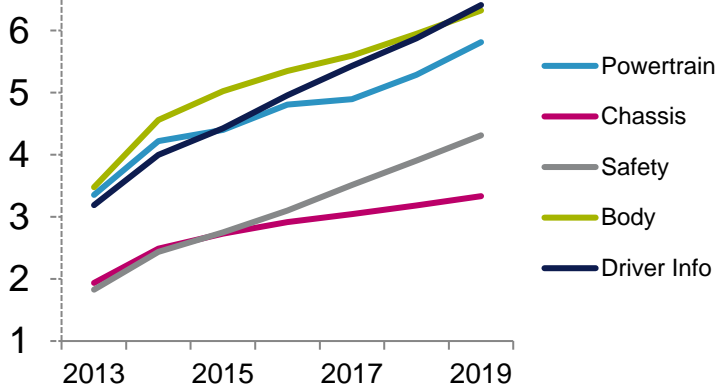
**Car evolution is dominated by three domains with a high level of interaction**



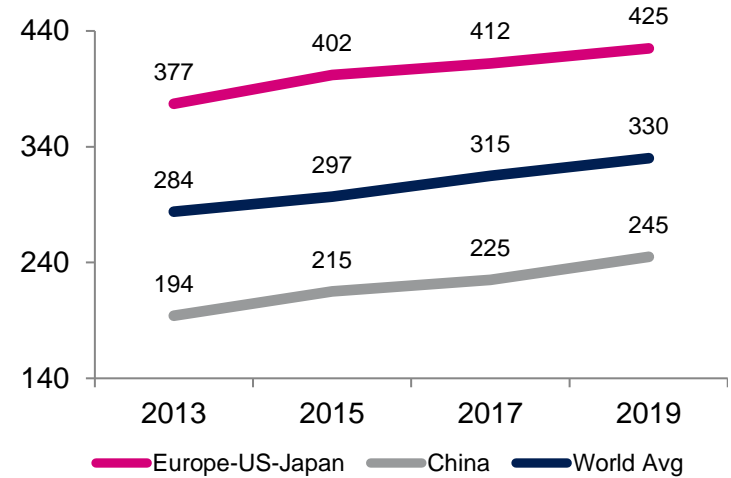
## Light Vehicle sales (M. Units)



## Semiconductor Opportunity



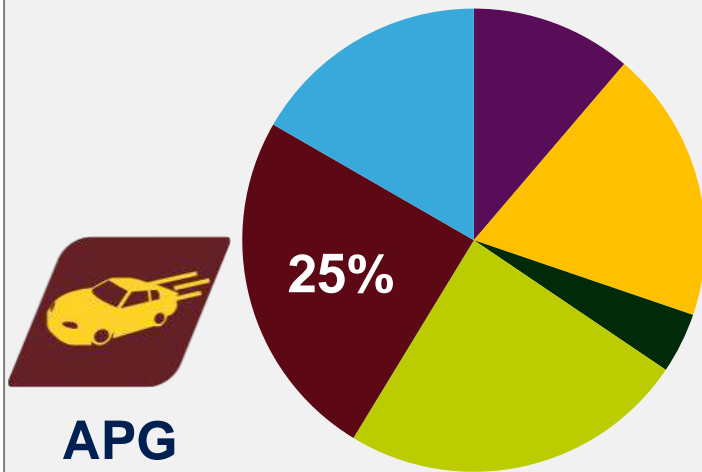
Semiconductor demand (\$B)



Car Semiconductor content (\$)



## Contribution to ST revenues 1Q14



## Portfolio

### Infotainment

Telematics  
& GPS

Car  
infotainment

### Body electronics

Door modules,  
Anti-theft

Lighting,  
Wipers, BCM

### Safety

Braking  
Vehicle steering

Airbag  
Active safety

### Powertrain

Engine

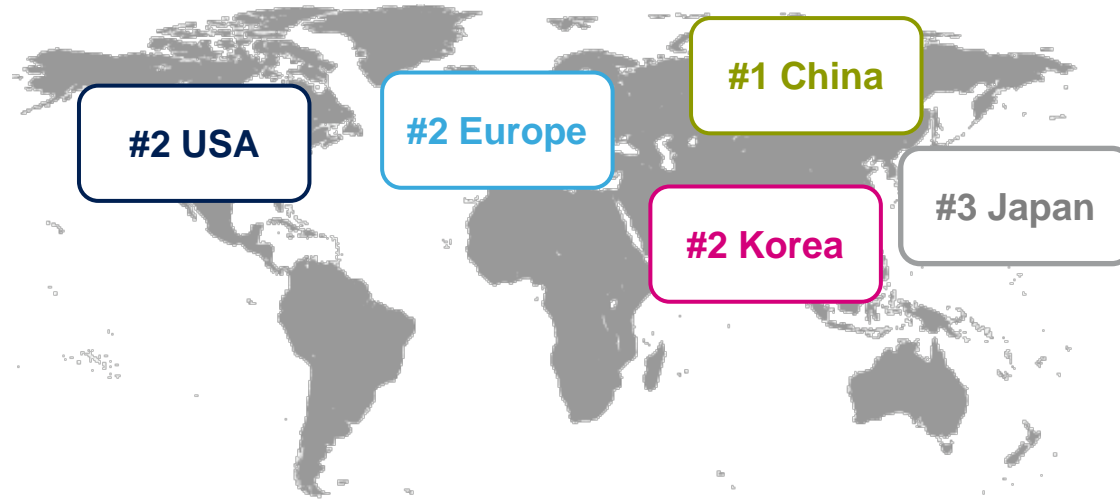
Transmission

## APG : \$1.7B Sales in 2013

- Up 7.3% vs. 2012
- 4Q13 up 22% vs. 4Q12
- 1Q14 up 16% vs. 1Q13

# ST a leader in Automotive

## Balanced geographical distribution



## A leading market position

#3 automotive semiconductor supplier

### APG Positioning

#	Item	share
2	SAM	12.8%
1	Smart Power	~25%
1	ASIC	~35%

### Automotive Electronics

1	Engine control	~32%
1	Braking	~19%
2	Airbag	~14%
1	Active Safety	~35%
1	Car Lighting	40%

### Infotainment

2	Infotainment	~13%
1	Digital Tuners	~71%
1	Audio	~47%
2	Positioning	~14%



# ST in your Car

Volkswagen Golf



Peugeot RCZ



Mercedes CLS



BMW 3 Series



Ford F150



Toyota Corolla



Hyundai Sonata



Fiat 500



Chevrolet Corvette



Porche 918 Spyder



Ferrari La Ferrari



Audi A6



**Infotainment**

- Telematics & GPS
- Car infotainment

**Body electronics**

- Door modules, Anti-theft
- Lighting, Wipers, BCM

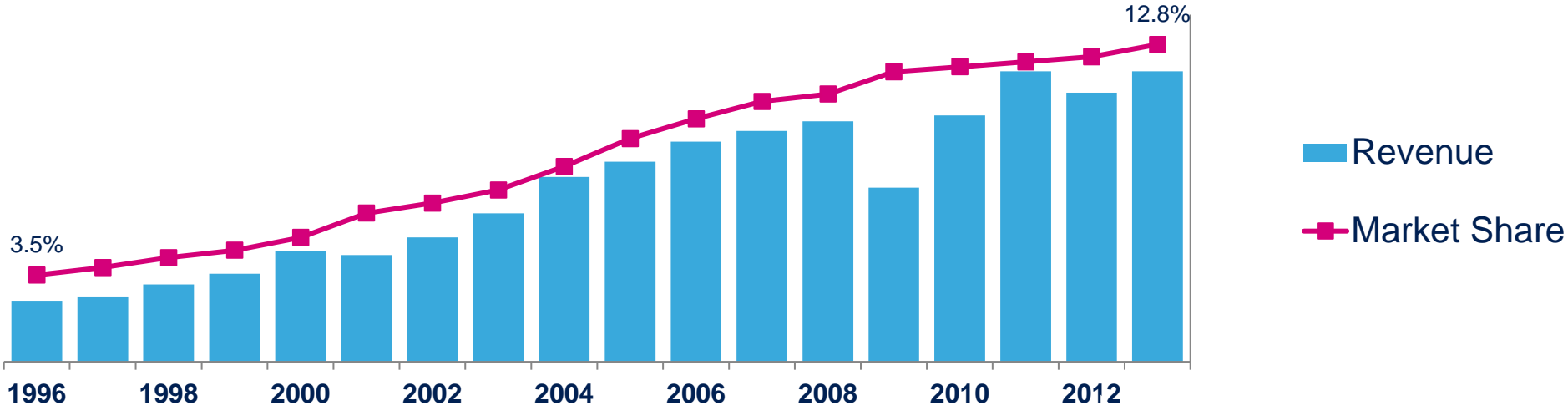
**Safety**

- Braking Vehicle steering
- Airbag Active safety

**Powertrain**

- Engine
- Transmission

# ST Strategy Aligned with Market Evolution



Serving key customers

Expanding the customer portfolio

Global innovative automotive player

Today the 3 business models coexist to bring value to our customers

# Serving key customers – 90's to 2006

- OEM modular platform strategy increased the volumes for players able to participate
  - Strongly technology driven (Power and Smart Power technologies ...)
  - Major focus on ASIC portfolio
  - Driven by manufacturing, quality, product execution
  - Focusing on specific product development more than full system support



Collision Warning (ADAS)  
Air Bag

Engine Control  
Braking & Steering  
Transmission  
Suspension

Infotainment  
Premium Audio  
Navigation  
Satellite Radio (US Market)

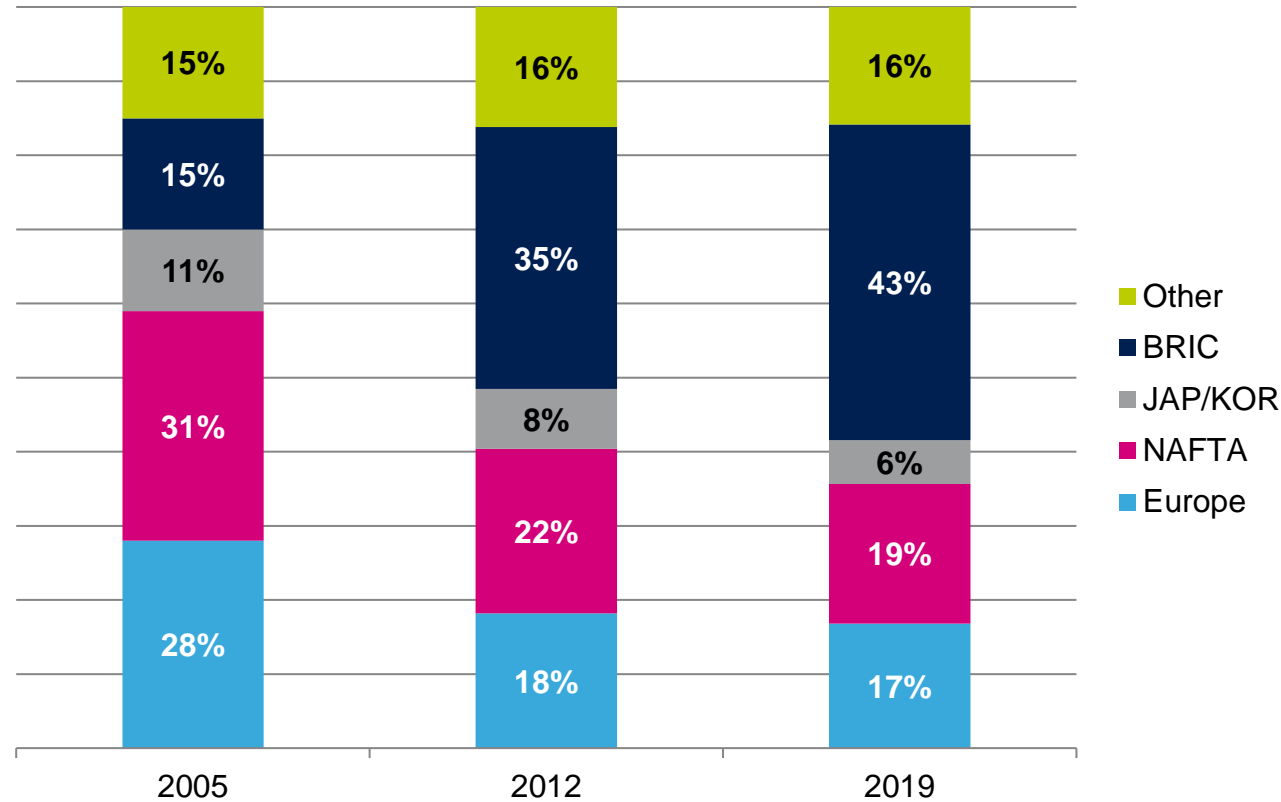
Door & Mirror Controls  
Exterior Lighting  
Seat Heating & Controls  
Air Conditioning  
Gateway

## Results

- Market share: From 3.5% in mid '90's to 10% in 2006
- Solid technology roadmap and competitive manufacturing machine
- Strong leadership with key Automotive players in Germany, Japan and USA
- Exceeding 30% market share in products for engine, braking and air bag systems

# Geographical Evolution

### Light Vehicle Sales by region



# Expanding the customer portfolio – 2005 to today

- Driven by the Automotive opportunities in the emerging markets and by infotainment proliferation in the car
  - Transition from ASIC to ASSP
  - Focused on providing a full system solution to our customers
  - A new offer of Automotive Microcontrollers based on Power and ARM architectures has been developed



Air Bag  
ABS  
Stability Control (ESC)

Engine Control  
Transmission

Infotainment  
Positioning  
Car Radio

Exterior Lighting  
Front/Rear Door  
Air Conditioning  
Wiper

## Results

- Market share: More than 12.8% in 2013
- Market leader in China and multiple alliances with leading Chinese OEM's
- Strong presence in ASSP for infotainment
- ~1/4 of our business through distribution
- More than 2.5B\$ in design wins with 32-bit microcontrollers

# The Automotive Market is Changing

94

## Increasing complexity drives innovation

- Proliferation of new systems challenges the traditional Automotive business model and the role of the semiconductor vendors
- Capabilities required are significantly broader
- Increasingly high barriers to entry

## Driving forces

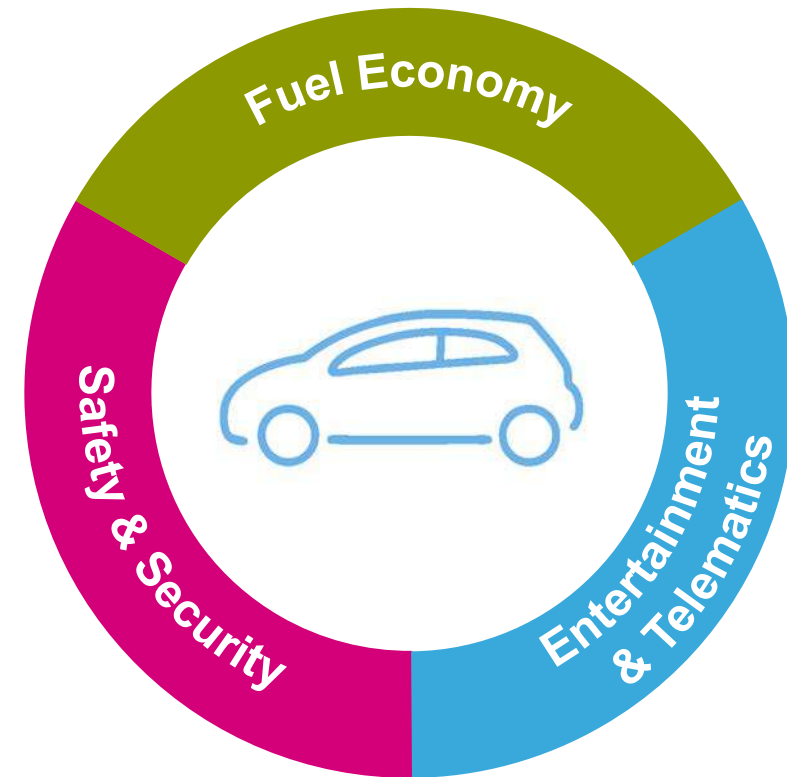
- Zero Casualties
- Continuous emission reduction
- Driver assistance
- Info-mobility / Intelligent mobility
- Strong momentum for premium vehicles

**Ability to innovate at the right level is critical to long-term viability**

# Global Innovative Automotive player – Now

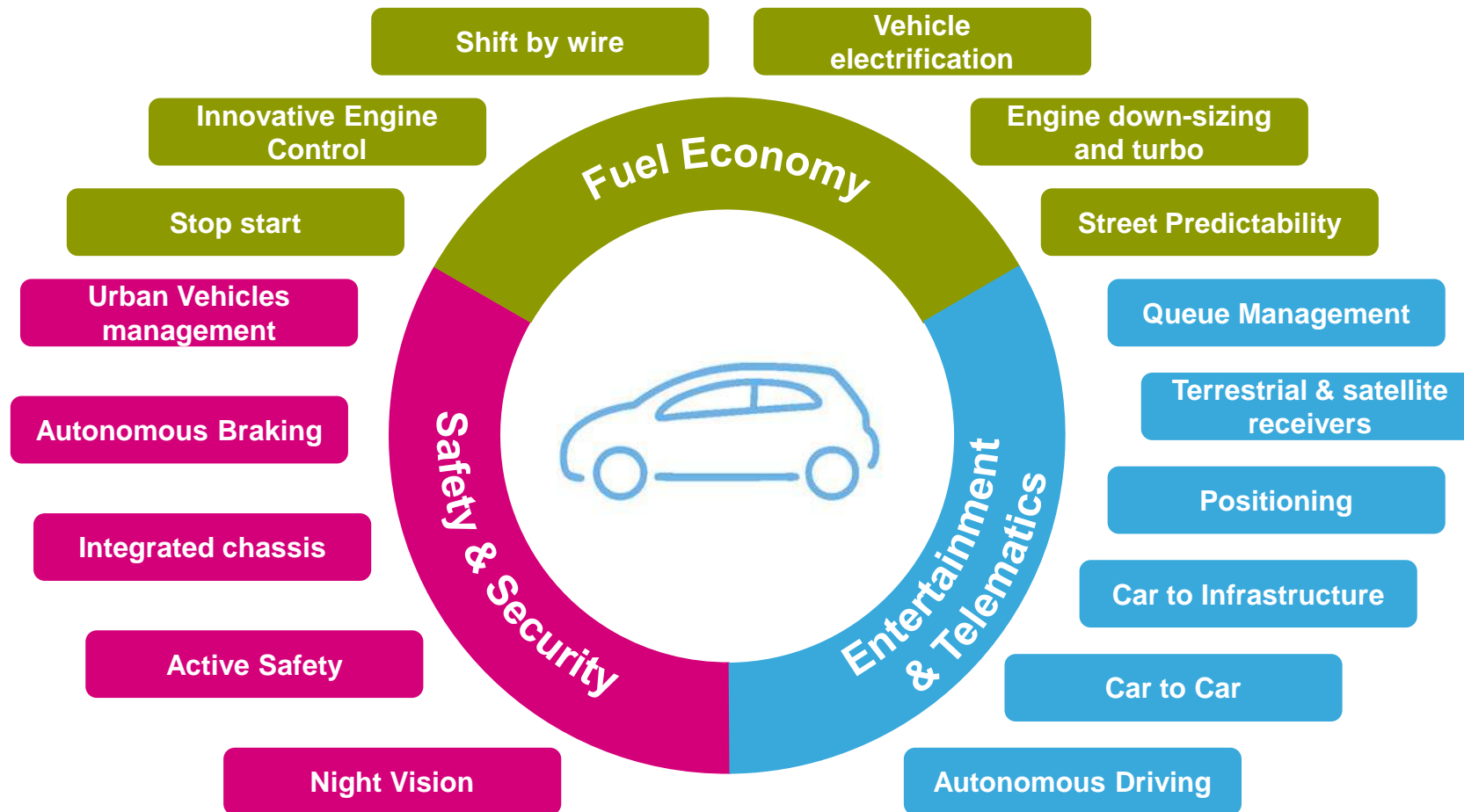
Car is becoming  
a technology HUB

- Cross-industry innovation key to success in future automotive systems
- ST strengthening leadership as global innovative automotive player



# Why the Car Requires so Many Technologies

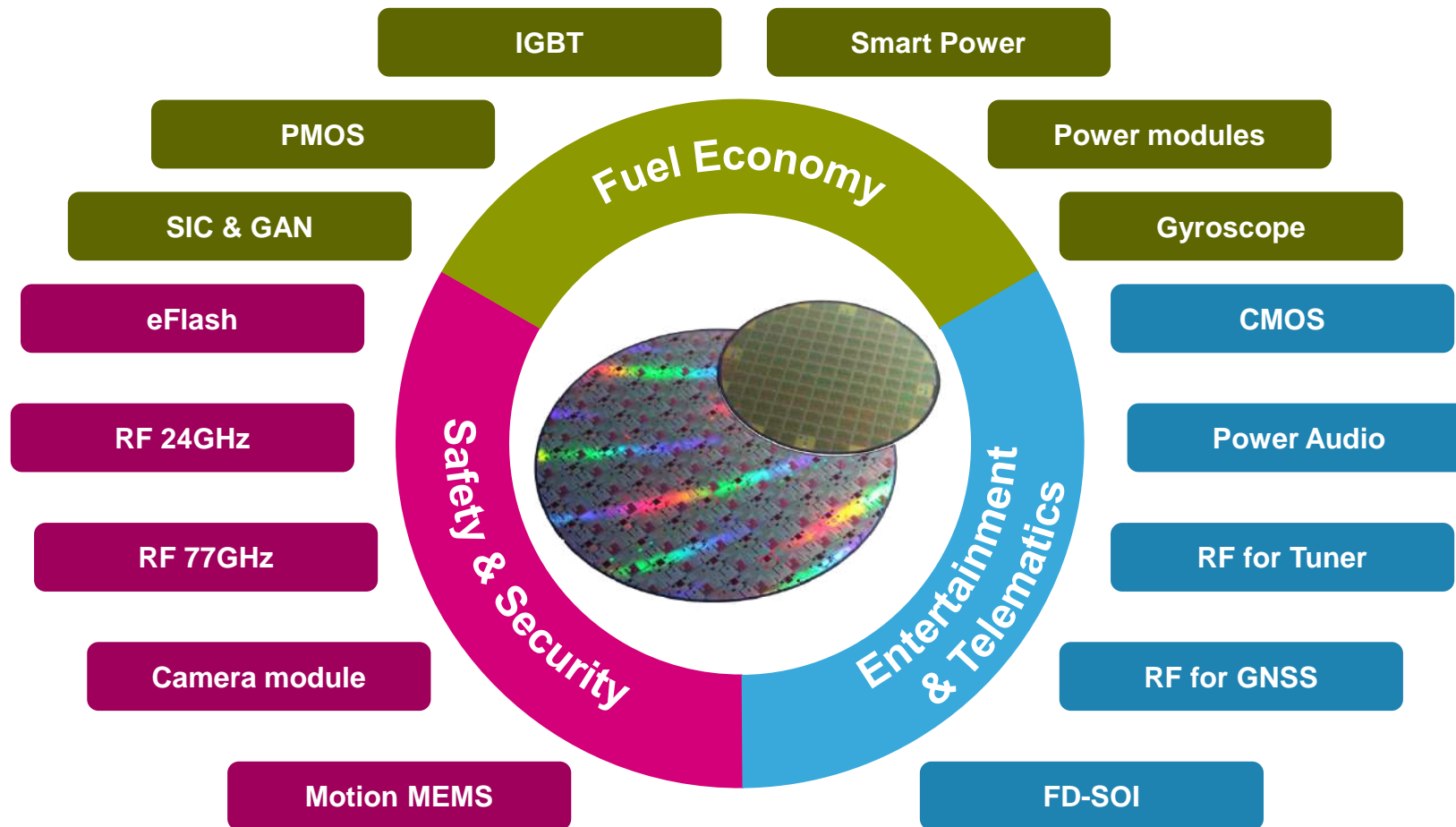
The car evolution is dominated by 3 domains with a high level of interaction





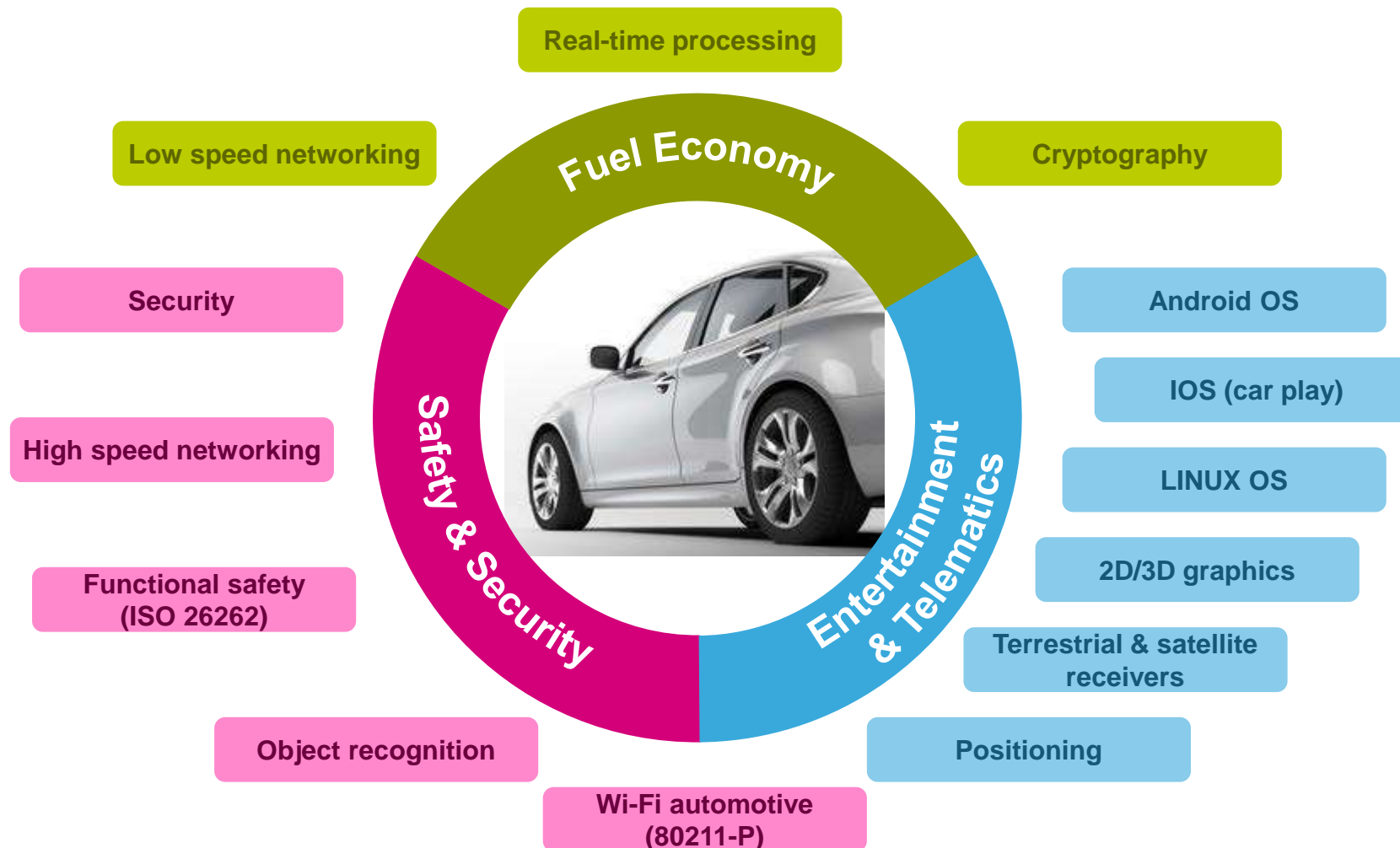
# Different Technologies Means Different Silicon

The proliferation of the new systems brings a huge variety of silicon technologies in the car



# ...and Different System and IP Requirements

New needs are bringing several new IP requirements to Automotive



# No Compromise on Automotive Requirements

Managing complexity and mastering new technologies is a must



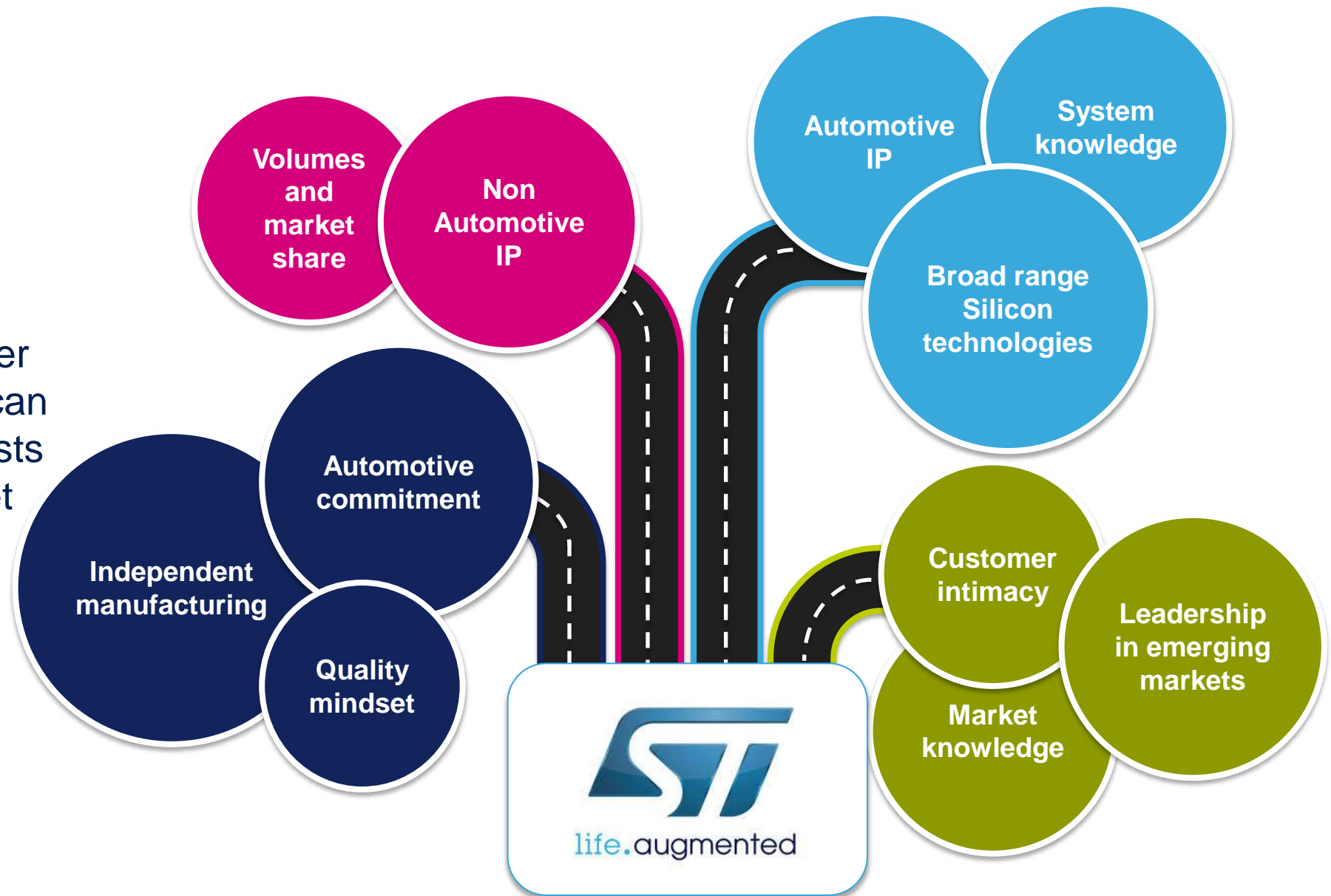
- Zero defect Quality
- Safety and Reliability
- Product longevity (> 20 years)
- Supply chain security
- Product confidentiality (ASIC)
- System development support
- Complexity management



Automotive Knowledge and Commitment

# ST Leading the Automotive Transition

Only an innovative technology and IP provider committed to Automotive can match the stringent requests of the Automotive market



# ST is Leading in ...

## Just started in production

101

Direct Injection

Conventional power train

Stop start solutions

Air Bag system for China

24 GHz radar based safety system



Powertrain System for China-6

Terrestrial and satellite receivers including the software Radio

Entry level / China dedicated Infotainment processor (Accordo 2)

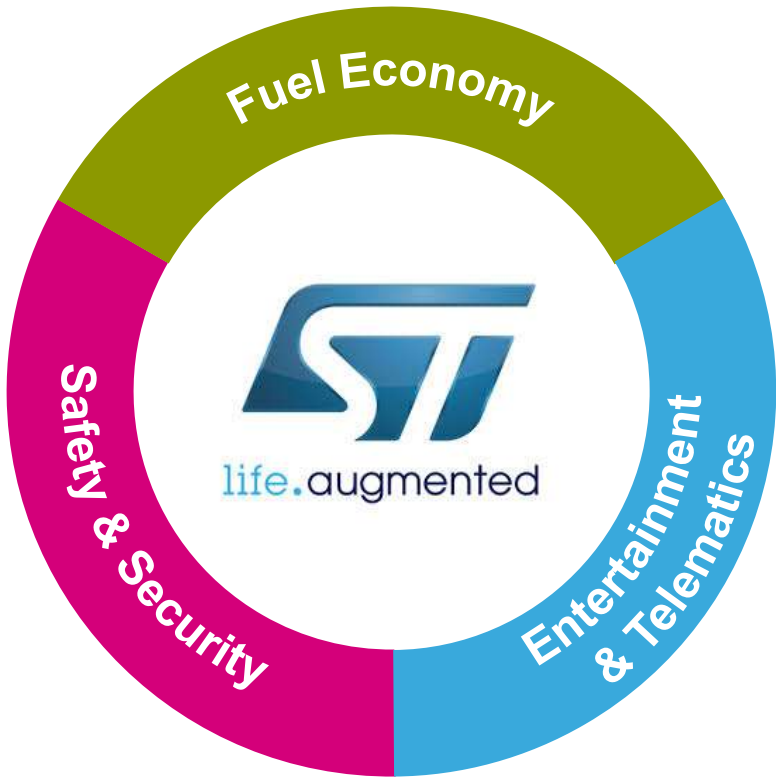
# ST is Innovating in ...

Production starting during 2014

Engine down-sizing and turbo

Hybrid vehicles main micro

3rd generation ADAS Vision Based Processor



3rd gen. Li-ion Battery management HEV

High precision positioning through GNSS

77 GHz Radar

# ST is Pioneering in ...

## Production starting 2015 and beyond

Cryptography implemented in all our Automotive micro

Power module to support electric vehicles



4th generation ADAS Vision Based Processor (FD-SOI based) for autonomous drive

Infotainment Application Processors (Car Play)

Dedicated camera module for active safety systems

Car to X ...

# ST is Partnering with...

Direct Injection

Engine down-sizing and turbo

Stop start solutions

Hybrid vehicles main micro

Air Bag system for China

3rd generation ADAS Vision Based Processor

4th generation ADAS Vision Based Processor (FD-SOI based) for autonomous drive

24 GHz radar based safety system



Conventional power train



Ready to support the different role of car makers with specific partnership models

Audi

Toyota

Mercedes

FAW

Hyundai

Great Wall

Changan

Others not yet disclosed

77 GHz Radar

Cryptography implemented in all our Automotive micro

3<sup>rd</sup> gen. Li-ion Battery management HEV

Power module to support electric vehicles

Terrestrial and satellite receivers including the software Radio

High precision positioning through GPS

Entry level / China dedicated Infotainment processor (Accordo 2)

Infotainment Application Processors (Car Play)

Car to X ...

Dedicated camera module for active safety systems



- The car of today is increasingly becoming a technology hub
  - Innovation is driven by enhancing car safety and driving experience
- Automotive semiconductor content will increasingly incorporate digital technologies
  - Key systems becoming more integrated
  - Increasing complexity of silicon technologies and IP
  - The entry barriers are becoming higher
- ST is well positioned to continue to lead the Automotive market
  - Long-standing commitment to Automotive
  - Established leading positions
  - Balanced strategy to enlarge customer base
  - Early investment in key technologies and IP to deliver innovation



# Internet of Things

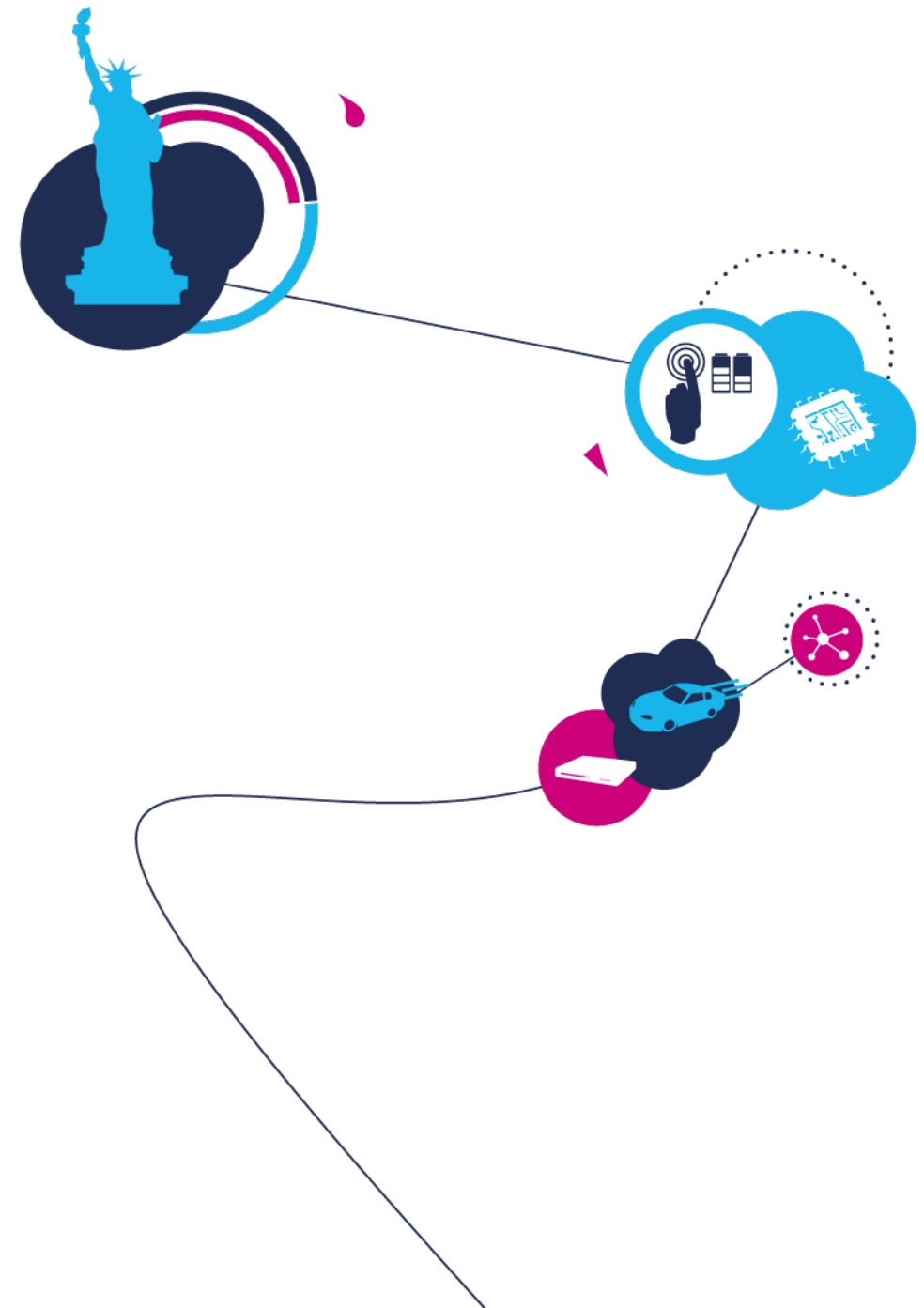
**Bob Krysiak**

Executive Vice President

President, Region Americas



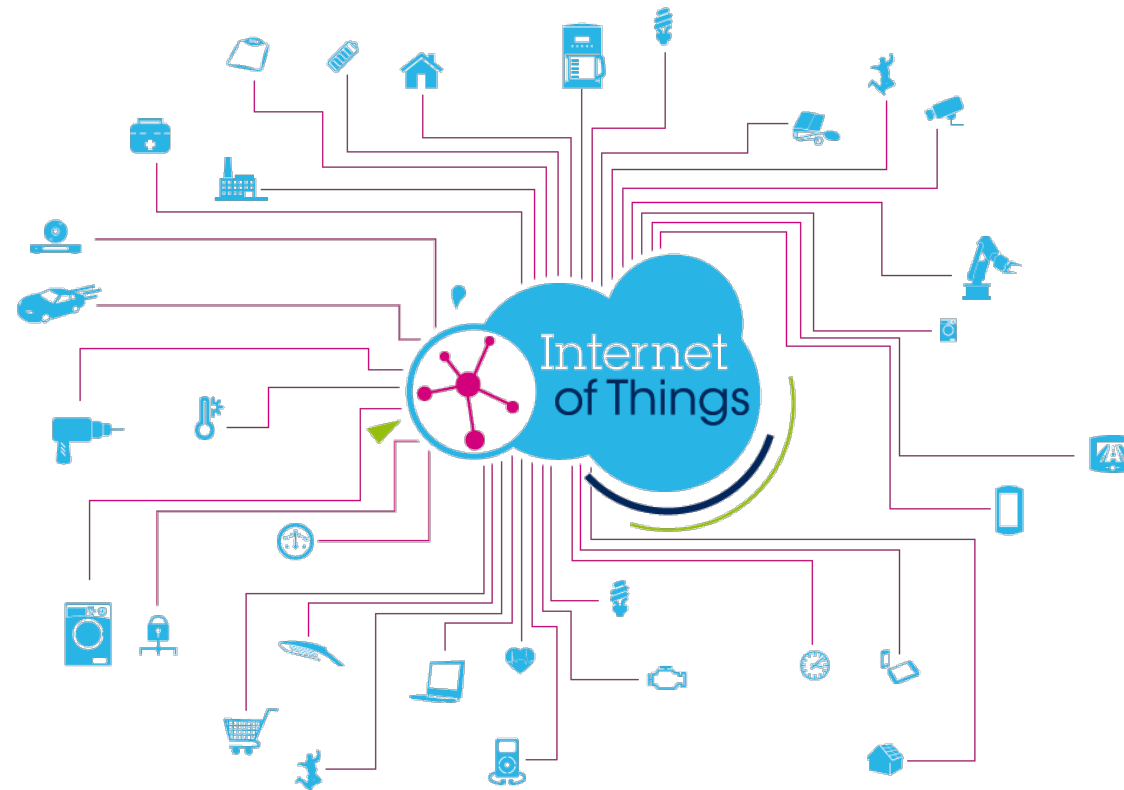
life.augmented



# The Internet of Things

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Existing Things  
augmented



New Things to  
augment life

“Things that leverage the internet to make them smarter...”

# Existing Things Augmented (Making Things Smarter)



It used to tell you  
the time

**Now** it tells  
you what to do



It used to remind you  
of someone close to  
your heart

**Now** it reminds you  
to take care of your  
heart



It used to just  
provide power

**Now** it talks to your machines  
and tells how much they  
are consuming



They used to help you  
see clearly

**Now** they help you  
to see more

# New Things to Augment Life

## Smart City

- Reduce traffic congestion
- Better use of resources
- Improve security



## Smart Car

- Reduce emissions
- Increase safety
- Save fuel



## Smart Home

- Make entertainment more interactive and immersive
- Increase comfort
- Save energy



## Smart Me Healthcare

- Empower patients
- Help physicians monitor and diagnose remotely

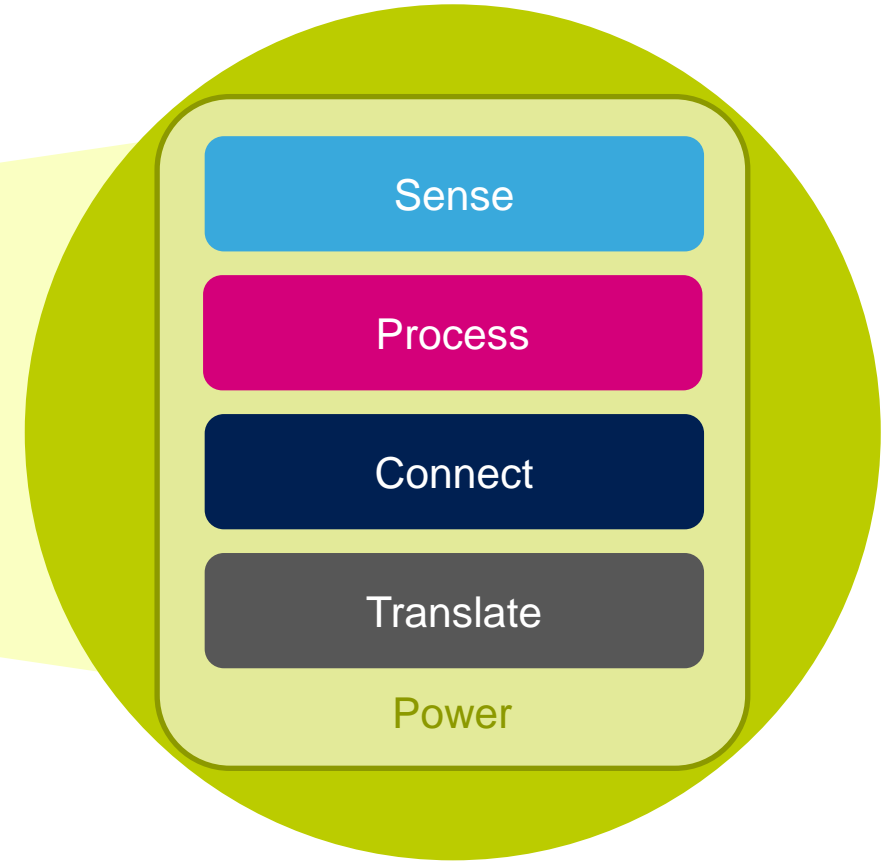
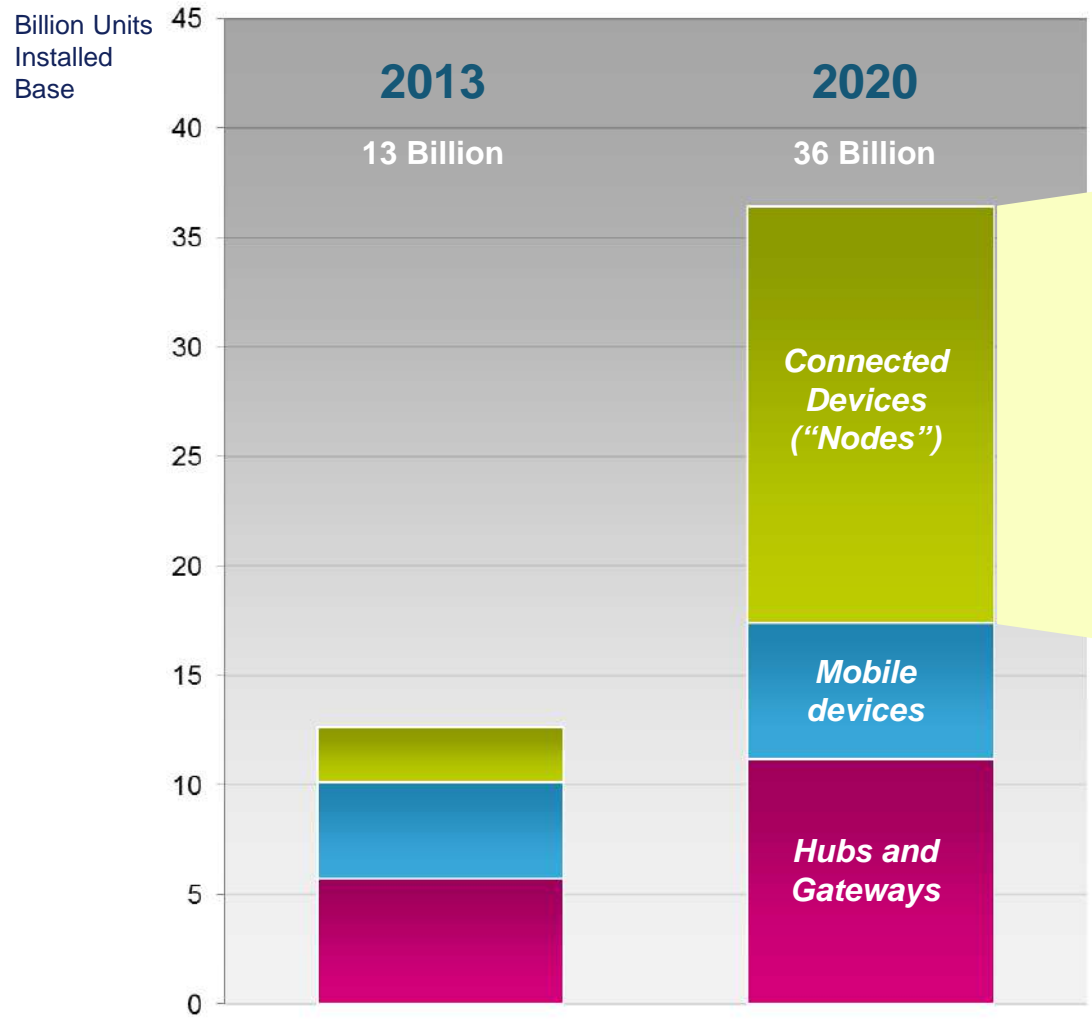


## Smart Me Fitness & Wellness

- Help to lead healthier lives
- Optimize sports performance
- Early warning of illness










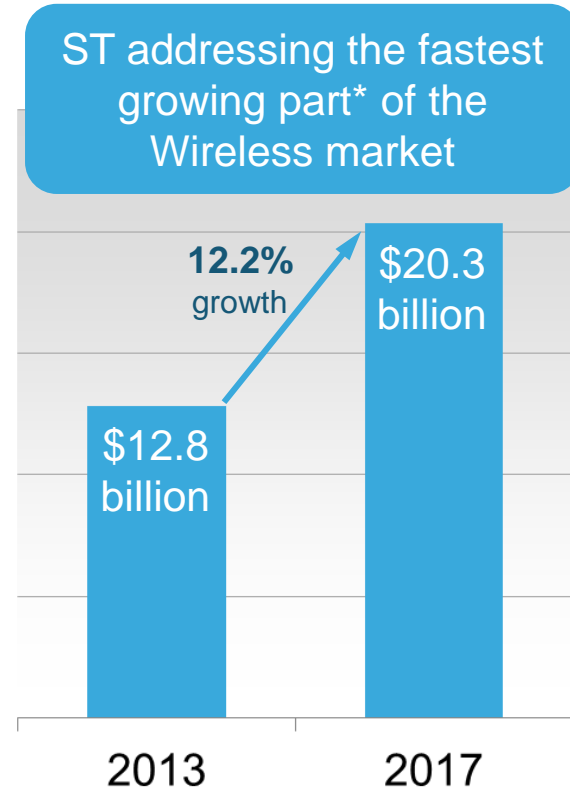
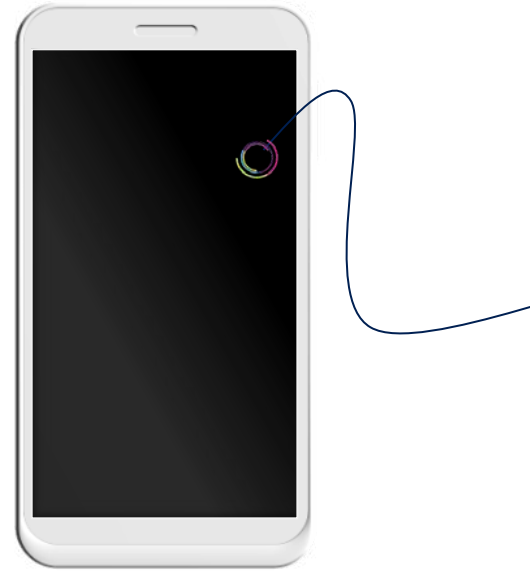
# The Opportunity

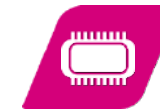





Augmented Things

# ST in Mobile Today

-  Motion Sensors
-  Ultra-mobile projector
-  FingerTip Touch Sensor
-  MEMS microphones
-  Environmental Sensors
-  Proximity & ambient light sensor
-  Imaging solutions

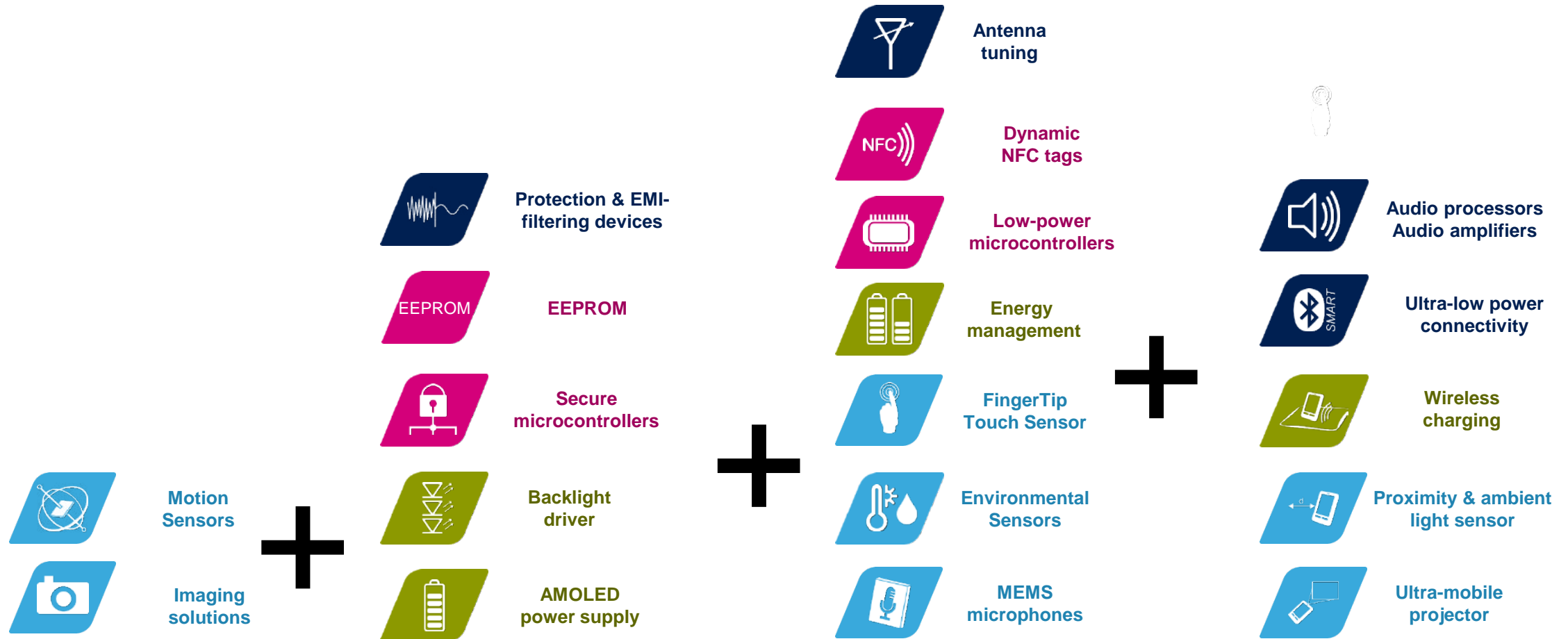


-  Low-power microcontrollers
-  Secure microcontrollers
-  Dynamic NFC tags
-  EEPROM

-  AMOLED power supply
-  Backlight driver
-  Energy management
-  Wireless charging
-  Audio processors  
Audio amplifiers
-  Antenna tuning
-  Ultra-low power connectivity
-  Protection & EMI-filtering devices

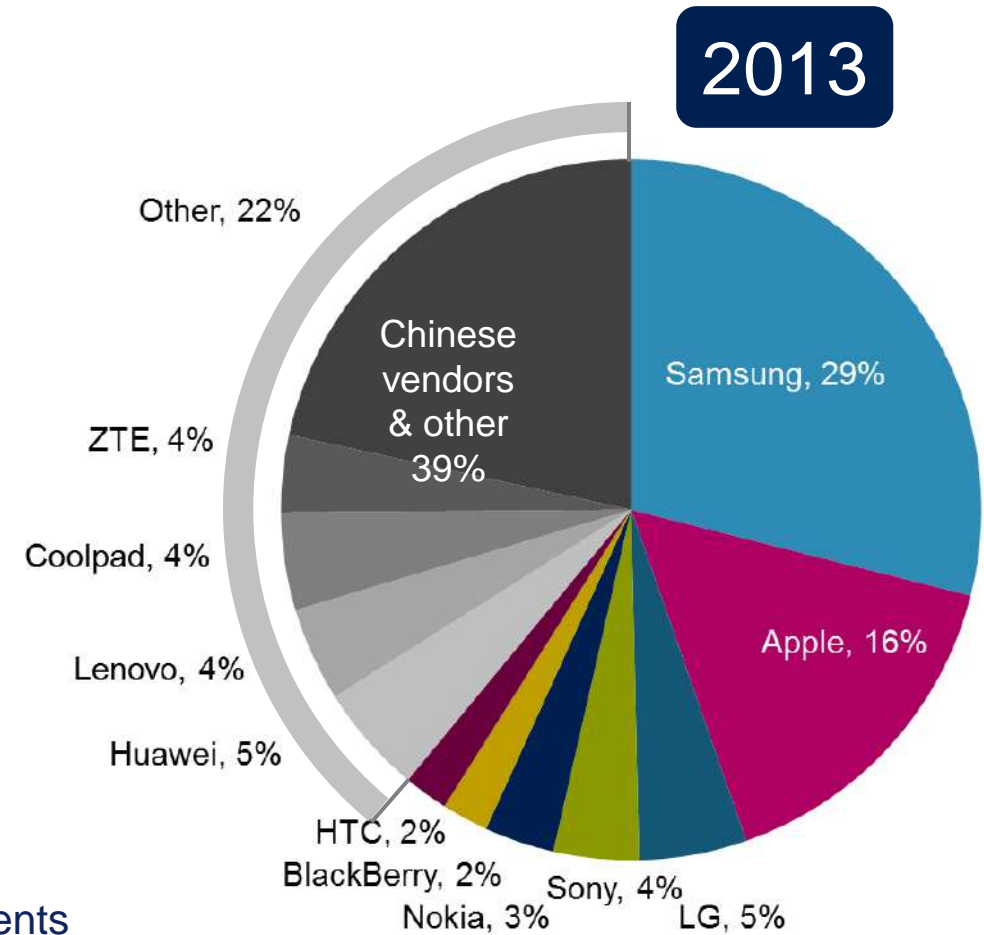
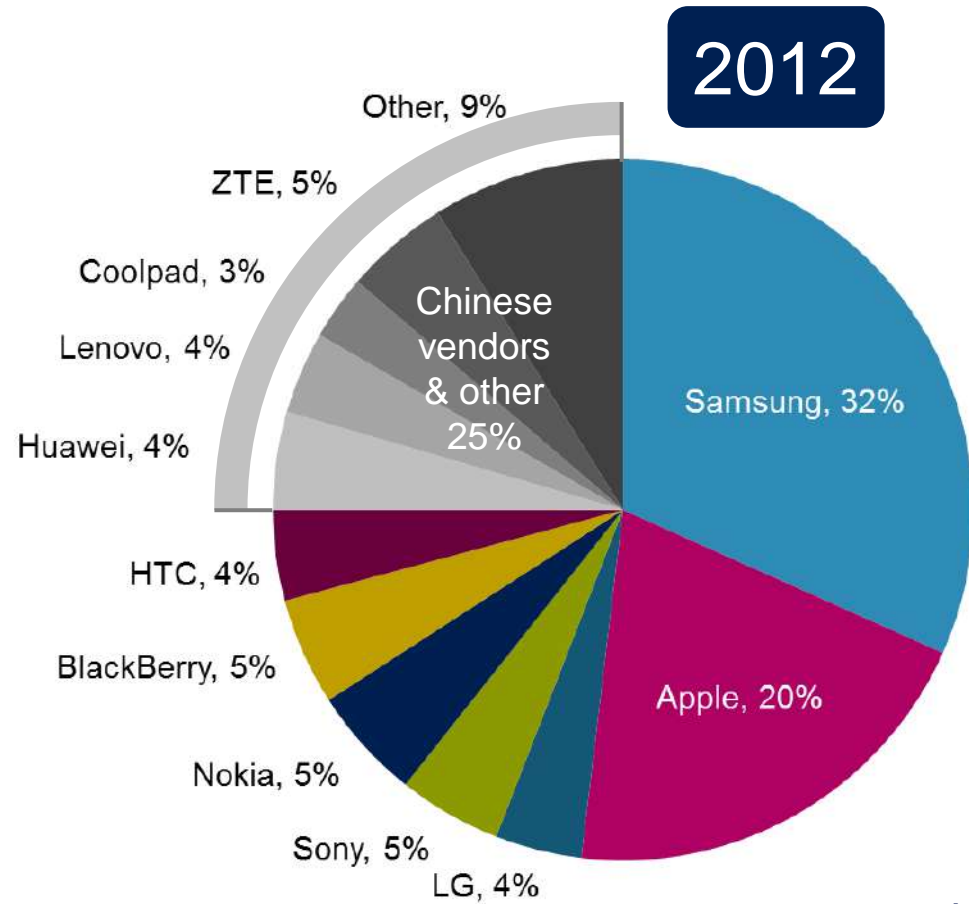
\*Sensors, imaging, MCU, standard logic, display drivers, discretes  
Source : IHS-iSuppli, AMFT 4Q13

# Diversifying in Mobile





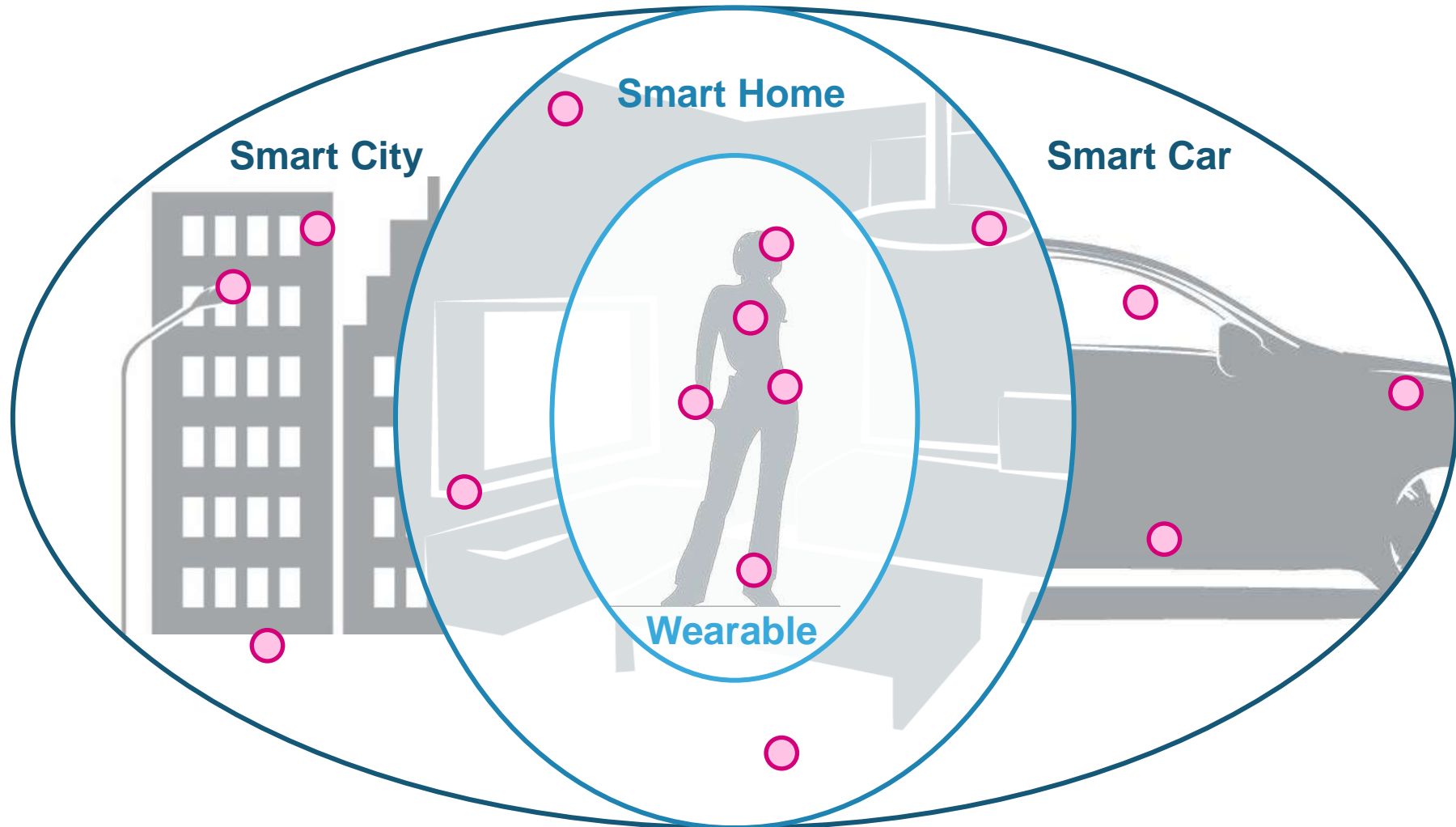
# Diversifying in Mobile



Unit Shipments

# Expanding to Make Things Smarter

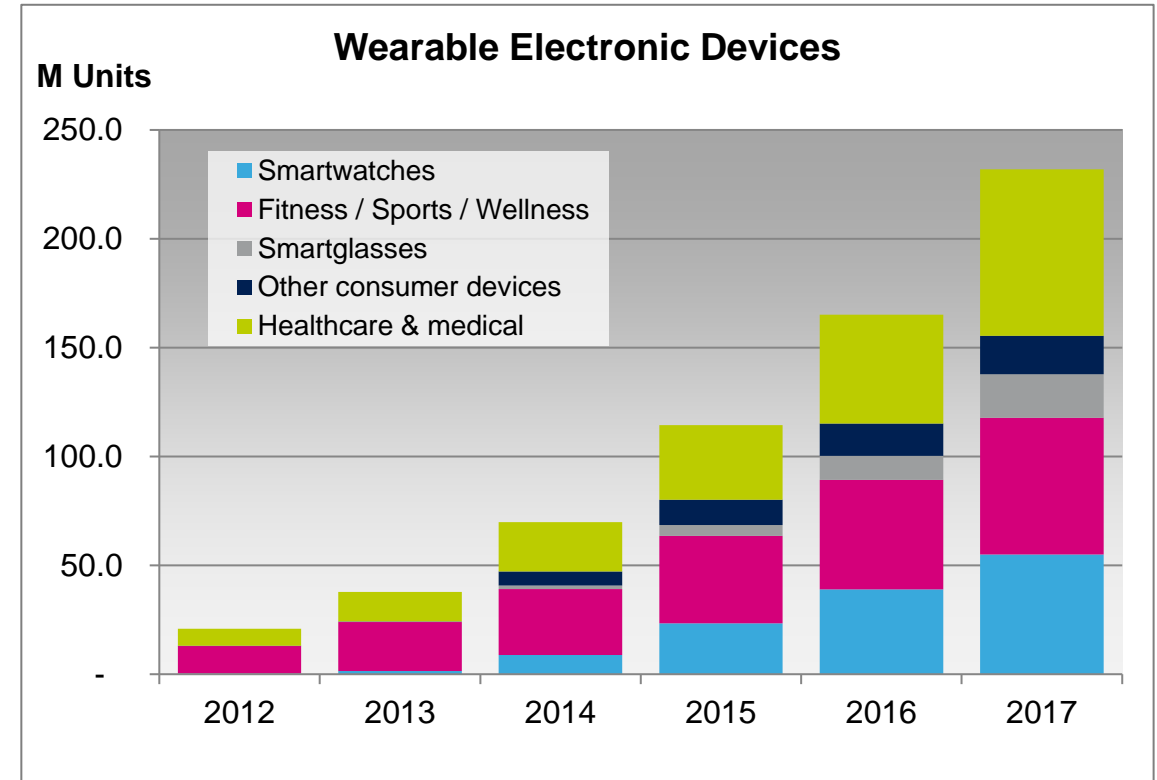
## Beyond the Smartphone



# Wearables – the First Wave of the IoT

## Why wearable devices have taken off

- Addressing existing needs
- Building on the personal infrastructure of the smartphone – providing local and Internet connectivity as well as the screen and interface capabilities
- Based on a existing connectivity standards
- Motivated entrepreneurs seeing lower barrier to entry than more complex electronic devices
- High volume availability of tiny components allows reasonable cost and size end devices



## Leading with the right products

- The leader in MEMS & sensors for consumer & mobile
- Leading in 32-bit low power microcontrollers
- Complementary Power management and connectivity solutions

## The right sales model

- Broad market coverage
- Systems approach



Activity Monitor



Heart Monitor



Sports



Smart Watch



Accessories



Glasses & Goggles

# ST Winning in the Smart Home

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- Sensors, intelligence and connectivity being added to many devices in the home
- Innovative nature of the products allows new companies to challenge established leaders
- ST present with many of the leaders in the first wave of augmented things in the home



# Adding Sensors to Everyday Things

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#### Auto-Schedule

The Nest Thermostat programs itself in about a week. It creates a personalized schedule based on the temperature changes you've made and continually adapts to your changing life.



#### Auto-Away

After you've left the house, the Nest Thermostat senses you've gone and automatically adjusts the temperature to avoid heating or cooling an empty home.



#### Sunblock

If the Nest Thermostat heats up in direct sunlight, it automatically adjusts to read and sets the right temperature.



#### The Leaf

The Nest Leaf appears when you turn the Nest Thermostat to a temperature that's energy efficient. It guides you in the right direction.



#### Time to Temp

The Nest Thermostat learns how long it takes your home to heat up and cool down, so it will show you how long it will take to reach your target temperature.



#### Airwave

Save on your cooling bills this summer. Airwave automatically runs the AC less when humidity in your home isn't too high, and ensures you stay cool.



#### Auto-Tune

Auto-Tune finds ways to lower your energy bill while keeping you comfortable, then automatically does them for you. It powers two Nest services: [Rush Hour Rewards](#) and [Seasonal Savings](#).



#### Cool to Dry

If you're in a hot, humid climate, Cool to Dry can help keep your home dry, without needing a dehumidifier.

# The Building Blocks of the IoT

## Sensors & Actuators



Motion  
MEMS



Environmental  
Sensors



MEMS  
microphones



Touch Sensor



Micro-actuators



Proximity sensor



Image sensors

## Brain



Low-power brain



Sensor fusion

## Communication



Ultra-low power  
connectivity

## Interfaces



Analog



# Leading Positions in the Key Building Blocks



## ULP Microcontrollers & Memories



### General-Purpose Microcontrollers

Leadership in 32-bit architecture based on Cortex-M™ platform



### Memories

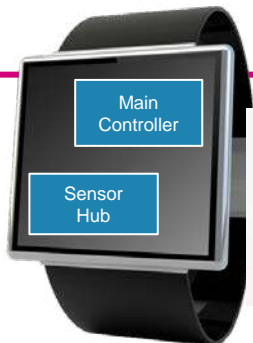
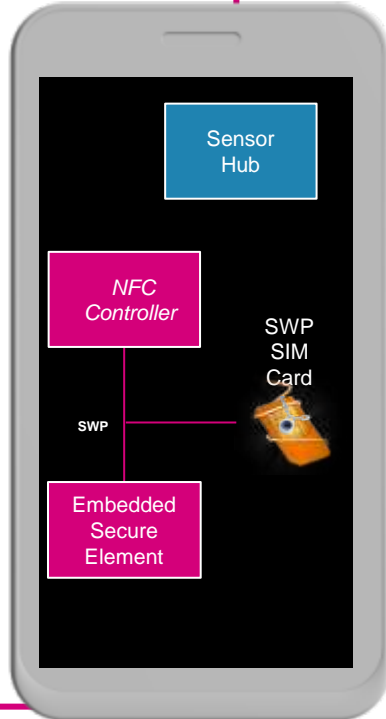
Leadership in RF EEPROM Near-Field-Communication compliant



### Secure MCU

Leadership in 32-bit architecture based on Secure Cortex™- SCxxx platform

Number 2 in MCU (GP + Secure)

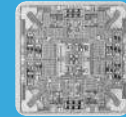


Dynamic NFC / RFID tags



## MEMS & Sensors

MOTION



Number 1 in MEMS Sensors and Micro-actuators

ACOUSTIC



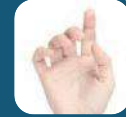
ENVIRONMENTAL



ACTUATORS



TOUCH



ANALOG







## Smart Energy Management

Largest portfolio of power management IP for smartphone and tablet

# 2 in Industrial power



Power management ICs



Lighting ICs



Diodes



Analog & Mixed Signal ICs



Thyristors & AC switches



Transistors



EMI filtering & signal conditioning



Protection devices



## Analog and mixed signal components

Wide range of analog products needed by our customers to complete product design

### Operational amplifiers

Large portfolio of highly power-efficient op amp in tiny packages

### Analog switches

Compact single and dual switches for audio and USB

### Current sensors

High accuracy current measurement for contactless battery chargers

### Battery gas gauges

Low-power gas gauge providing very accurate battery life indicators

### Audio amplifiers

High-efficiency Class D and G amplifiers for headsets and speakers

### Smart reset

Customizable products providing safe and convenient reset



## Ultra-low power Connectivity

- Ultra low-power Bluetooth connectivity solution for wearable and the IoT
  - Master and Slave Single Mode BLE (4.0) Network Processor.
  - On chip non-volatile Flash memory allows OTA BLE-stack upgrade. Stack qualified
- Plug-and-play Wifi modules
  - Fully qualified and certified
  - Easy entry to wireless for customers
- Spirit Transceiver for sub-1 GHz radios
  - Very low power
  - Flexible Multi-band transceiver







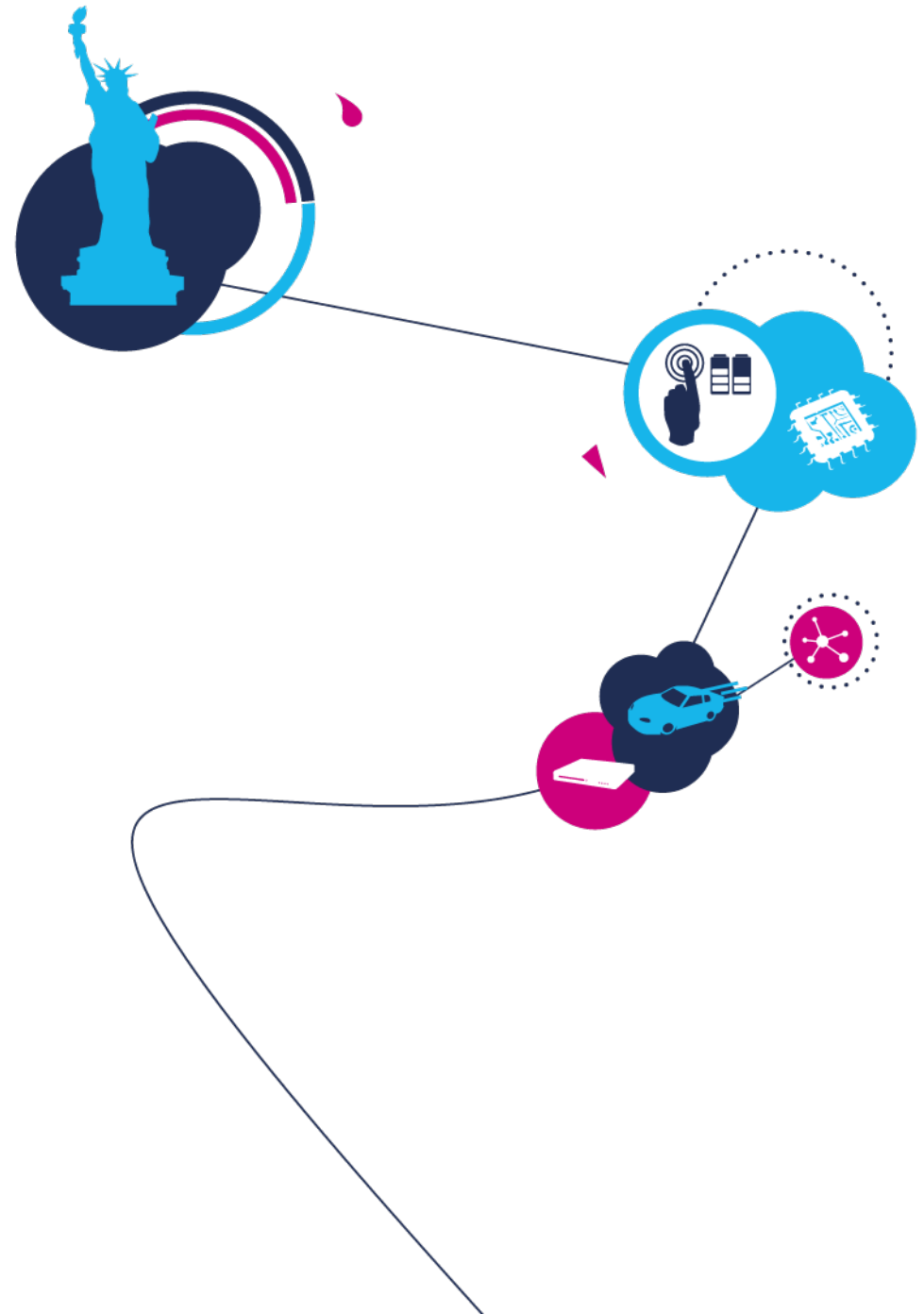


- The Internet of Things has the potential to connect tens of billions of things to the internet generating strong demand for sensors, microcontrollers, connectivity and energy management
- ST has all the ingredients for the IoT and is winning today in the first high volume markets that have emerged
- ST is well positioned to continue to serve and benefit from the diverse range of devices and applications that will be created

# AMS

**Benedetto Vigna**  
Executive Vice President  
Analog, MEMS and Sensors Group

**Marco Cassis**  
Executive Vice President  
President, Japan and Korea Region



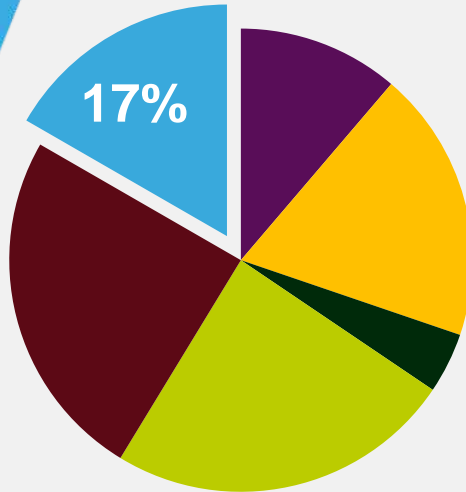


# AMS – Analog, MEMS & Sensors

### Contribution to ST revenues 1Q2014



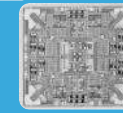
AMS



### Portfolio

#### MOTION MEMS

Accelerometers  
Compass  
Gyroscopes



#### ACOUSTIC MEMS

Microphones



#### ENVIRONMENTAL SENSORS

Humidity / Chemical  
Pressure / Temperature  
Infrared / Gas Flow  
Light / Proximity



Sensor Hub & Sensor Fusion

#### MICRO-ACTUATORS

Electrostatic: Mirrors for  
Portable Projector  
Thermal / Piezoelectric: InkJet  
Drug Dispensing



#### TOUCH SENSORS

Touch Screen  
Active Pen



#### ANALOG

OpAmps, Comparators  
Low-power electronics  
Bluetooth Low Energy  
Advanced Audio Solutions



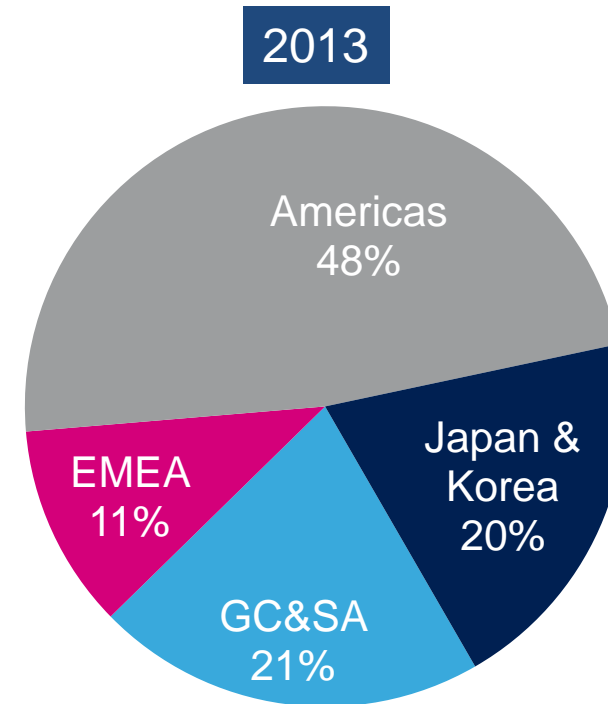
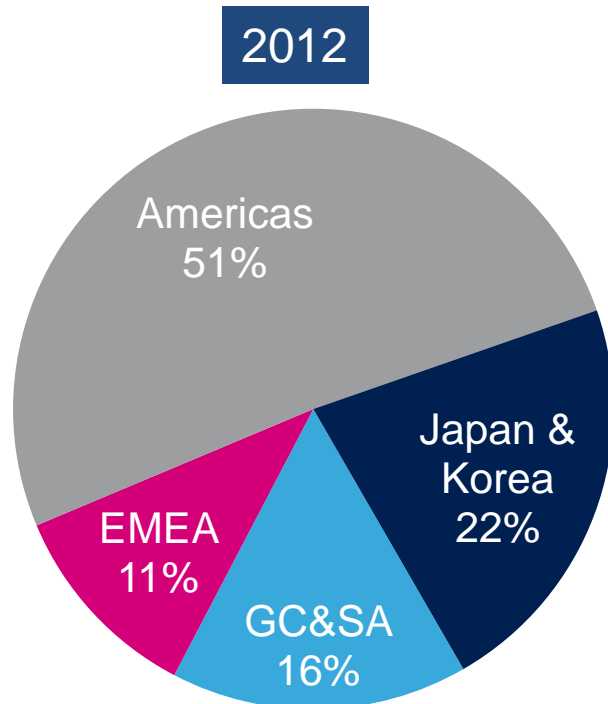
#1 in MEMS for Consumer and Mobile  
#1 in MEMS Sensors & Micro-actuators





- **\$1.3B** sales - Flat vs 2012
- More balanced customer base – growth in Greater China
- Diversification of revenue sources beyond motion MEMS and fluidic

## Revenue by region of Origin



# Key achievements in 2013

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## May 2013 Priorities

- High volume production of ultra-small package Motion MEMS and Sensors - discrete and integrated
- High volume production of Touch Screen Controllers with embedded hovering function
- Double-digit revenue growth in new mid and high-end Op Amp families
- High volume production of high-performance Microphones

## Our Achievements

### PRODUCTS

- New family of Android KitKat-compliant **6-axis smart sensors**
- Shipping world's smallest, lowest-power **6-axis compass**
- **iNEMO smart sensor system** in high volume production
- Started shipments of a new **touchscreen controller**
- >20% growth of signal conditioning (including Op Amp) revenues
- >100MUnits **MEMS microphones** shipped >200% growth

### CUSTOMERS

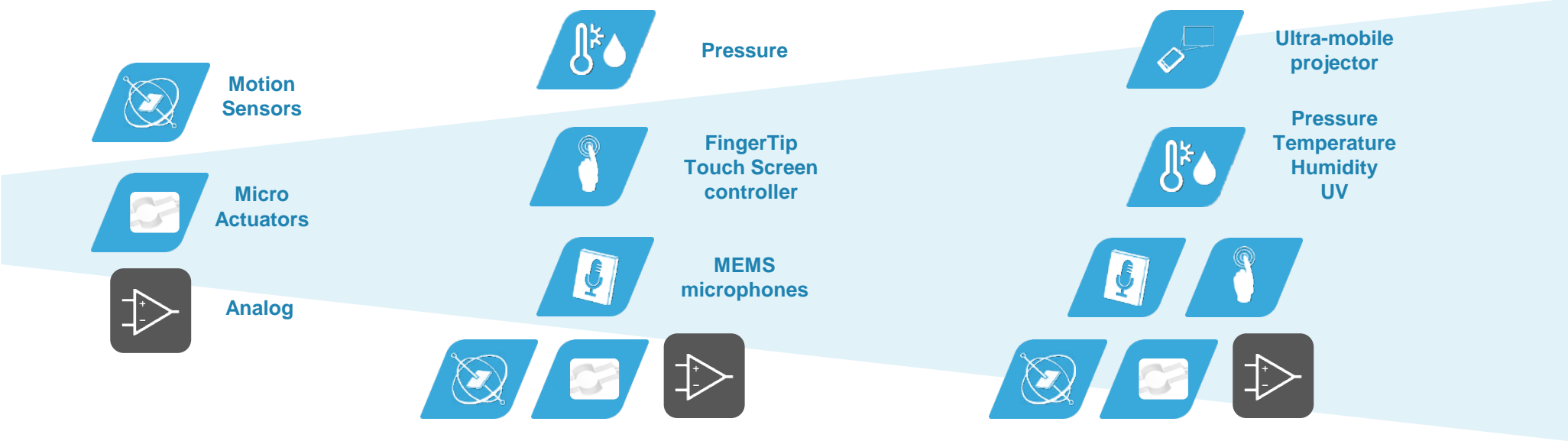
- Consolidating lead **motion MEMS position** - wins at top phone OEMs & proliferation in wearable
- Multiple **environmental sensor** wins
- Doubled sales with **China** smartphone OEMs



Beyond ..

# Diversification

Product



Customer



Market



# Leading in MEMS & Micro-actuators



Number 1 - MEMS & Micro-actuators



Motion Sensors

Number 1 - Motion MEMS



Environmental Sensors

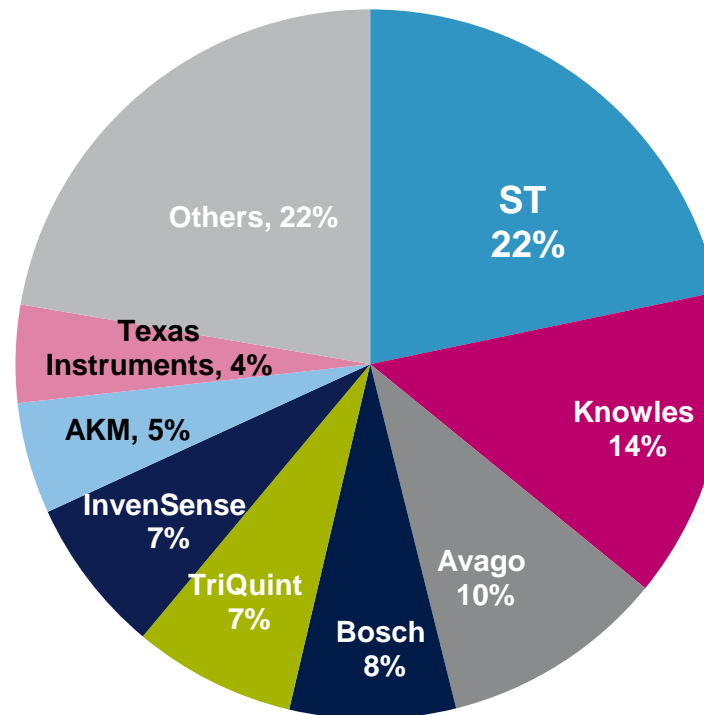
Number 2 - Pressure sensors



MEMS microphones

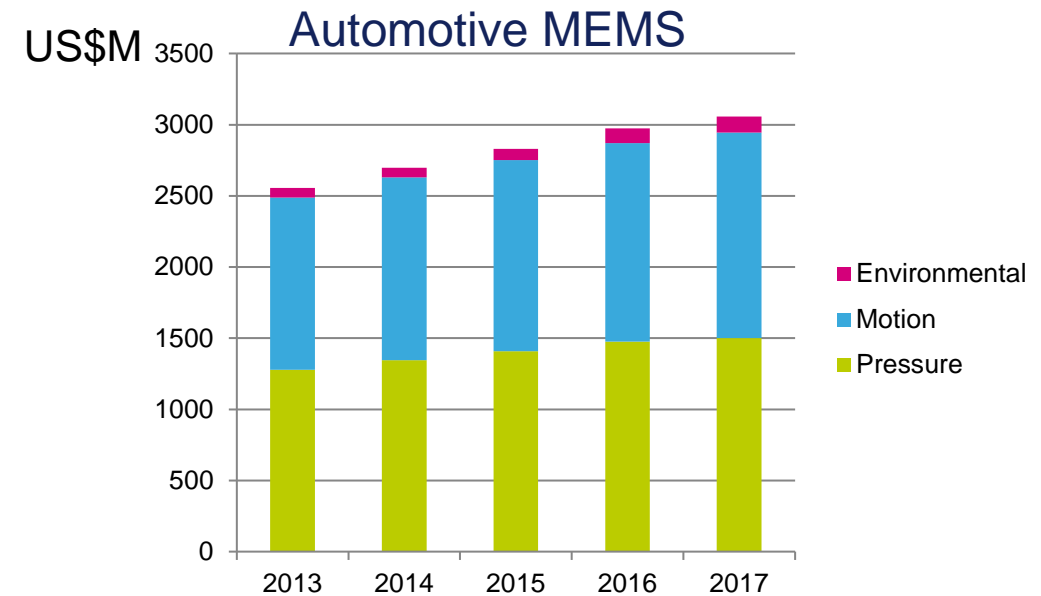
Number 5 - MEMS Microphones

### Consumer and Mobile Market Share by revenue



## Our Accelerometers on the road

- Huge opportunity where ST has minimal presence today
- Building on existing technologies developed for consumer and mobile
- Leveraging ST's strong position in automotive
- In production with motion MEMS today
- Qualification of pressure and other sensors ongoing at multiple automotive suppliers
- Long design-in cycles



# Sensors are Changing the World

## Smart City

- Reduce traffic congestion
- Better use of resources
- Improve security



## Smart Car

- Reduce emissions
- Increase safety
- Save fuel



## Smart Home

- Make entertainment more interactive and immersive
- Increase comfort
- Save energy



## Smart Me Healthcare

- Empower patients
- Help physicians monitor and diagnose remotely



## Smart Me Fitness & Wellness

- Help to lead healthier lives
- Optimize sports performance
- Early warning of illness

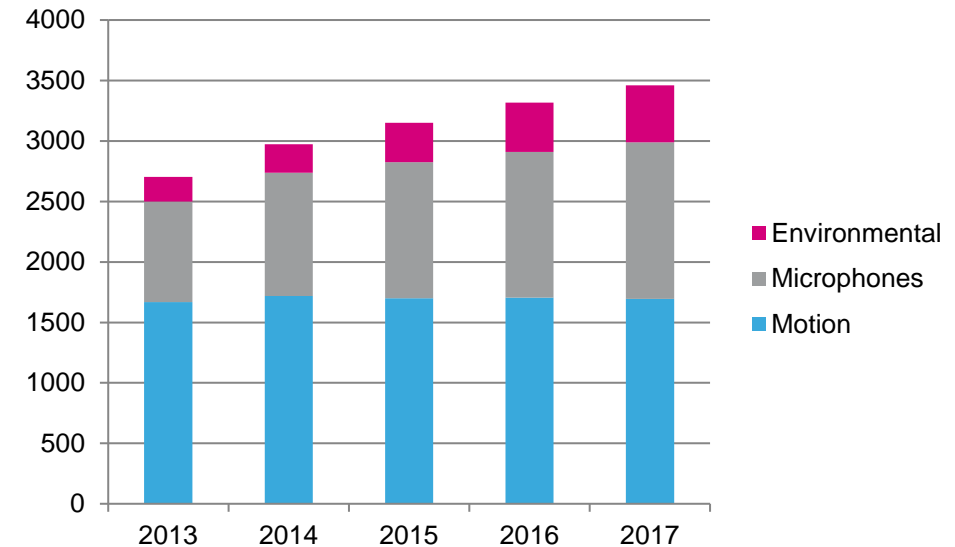


## Remains a top focus area

- Opportunities beyond mobile in wearable and more broadly in the Internet of Things
- Microphones growing quickly with multiple microphones in each device to deliver ever more advanced audio processing
- Environmental sensors offer opportunities for several sensor types per end device



US\$M







# Motion MEMS – Leading Innovation

## Higher integration




**iNEMO - LSM6DB0**  
Accelerometer + Gyroscope  
Sensor Hub / Microcontroller




The smartest and most flexible sensor hub  
Full offload of the application processor

## More sensitive



**LSM6DS0**  
Accelerometer + Gyroscope



Gyroscope rate noise down to  
0.008 dps /  $\sqrt{\text{Hz}}$  typical

## Lower power




**LSM6DS1**  
Accelerometer + Gyroscope




40% power improvement  
for 6-Axis motion sensing

## More robust



**LIS2HH12**  
3-axis accelerometer



New internal structure more  
resilient to mechanical and thermal stress

## Thinner




**R2G3IST**  
OIS Gyroscope




0.7mm thin OIS gyroscope

## Smaller

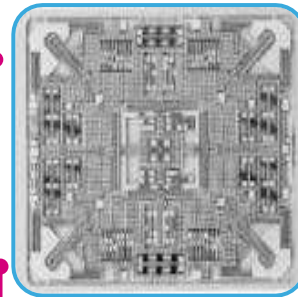
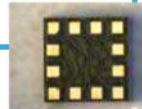


**LSM303C**  
Accelerometer + Magnetometer



The world smallest  
compensated compass

LGA 2x2x1



HTC One (M8)

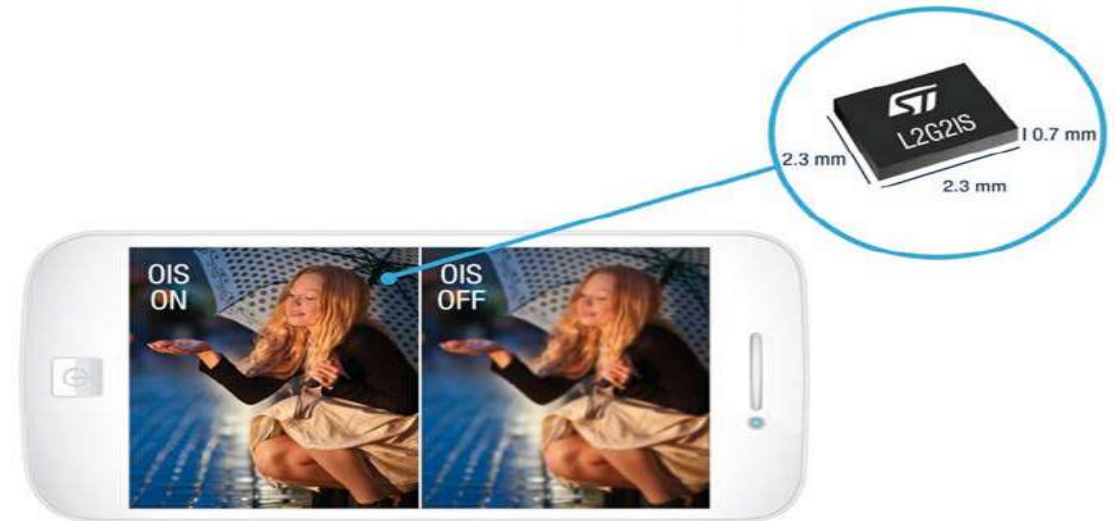
[www.ifixit.com/Teardown/HTC+One+%28M8%29+Teardown/23615](http://www.ifixit.com/Teardown/HTC+One+%28M8%29+Teardown/23615)



# Optical Image Stabilization

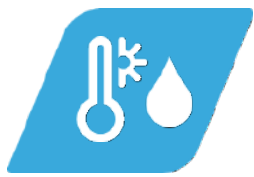
138

- Growing inclusion of optical image stabilization (OIS) within smartphones
- Launched 3<sup>rd</sup> generation of gyroscope for OIS
- Thinnest Gyro for OIS
- Traction with major manufacturers



## 3<sup>rd</sup> Generation Ultra-compact Gyro For OIS

- 2-axis gyro for OIS:  $\pm 100/\pm 200$  dps full-scale
- High temperature stability
- Embedded temperature sensor
- Power Supply range: 1.7V to 3.6V
- Advanced power management functionality



# Environmental Sensors

139

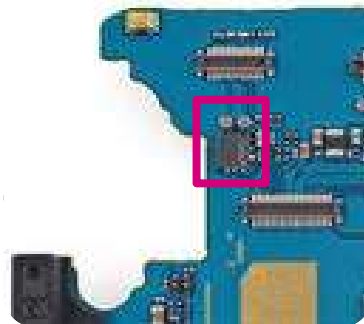
Rapidly growing penetration in smartphones and Augmented Things



- Combined temperature & humidity sensor in final productization stage
- Market introduction in 2Q



- Introduced fully molded pressure sensor in tiny package (2.5x2.5x1.0mm<sup>3</sup>)
- Water resistant
- 100% share at a leading smartphone manufacturer



Samsung Galaxy S5

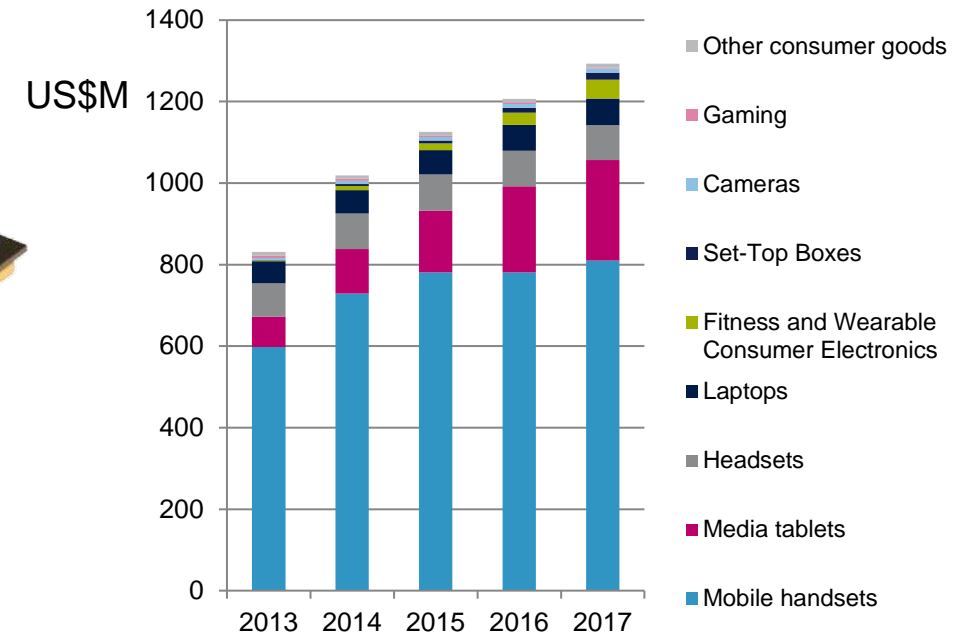
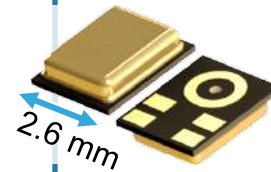


- UV sensor in development
- Market introduction in 3Q



# MEMS Microphones

- High growth market with multiple microphones per end device
- Over 100M microphones shipped in 2013
- Win for high volume smartphones and tablets
- Expanding portfolio of analog and digital, top and bottom port microphones
- Expertize in delivering the right trade-off between performance, reliability and form factor



November 1, 2013

Inside the iPad Air - New Info

- Two STMicroelectronics 331 microphones

<http://www.chipworks.com/en/technical-competitive-analysis/resources/blog/inside-the-ipad-air2/>



3-axis accelerometer, ST

Digital MEMS Microphone, ST

Google Glass XE-C

IHS Teardown, May 2014

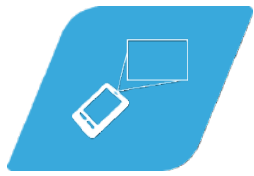


# Touchscreen Controllers

141

- Targeting Smartphones and Tablets with focused portfolio
  - High volume mid-range smartphones
  - Premium/Flagship smartphones
  - Tablets





# Ultramobile Projector

142

Revolutionary laser-based MEMS mirror projection technology

- Smaller, lighter and more flexible than competing technologies
- Easy focus free operation
- Vibrant colors projected up to 20" picture size

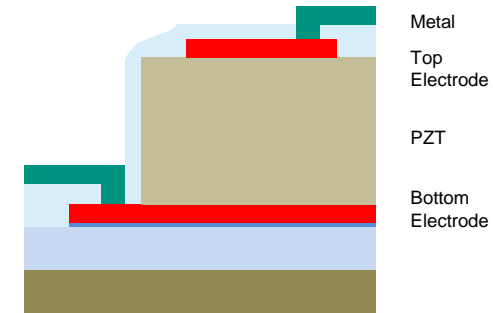




# Thin-film Piezo MEMS Actuators

143

- First in the world to manufacture Thin-film Piezo MEMS Actuators on 8" at the ST Agrate Fab
- Sampled pilot customers in 1Q14



## Application: Print heads

- Partnership with leading printing companies
- Lower cost at higher performance versus bulk Piezo

## Application: Autofocus

- Partnership with innovative lens maker for autofocus actuator in smart phones
- Lower power consumption and higher speed versus Voice-Coil Motor (VCM) based solution



- Wide range of analog products needed by our customers to complete product design
- Opportunities to design-in alongside flagship solutions
- Push through distribution and online channels to increase market reach
- Target application marketing for wearable devices

## Operational amplifiers

Large portfolio of highly power-efficient op amp in tiny packages

## Analog switches

Compact single and dual switches for audio and USB

## Current sensors

High accuracy current measurement for contactless battery chargers

## Battery gas gauges

Low-power gas gauge providing very accurate battery life indicators

## Audio amplifiers

High-efficiency Class D and G amplifiers for headsets and speakers

## Smart reset

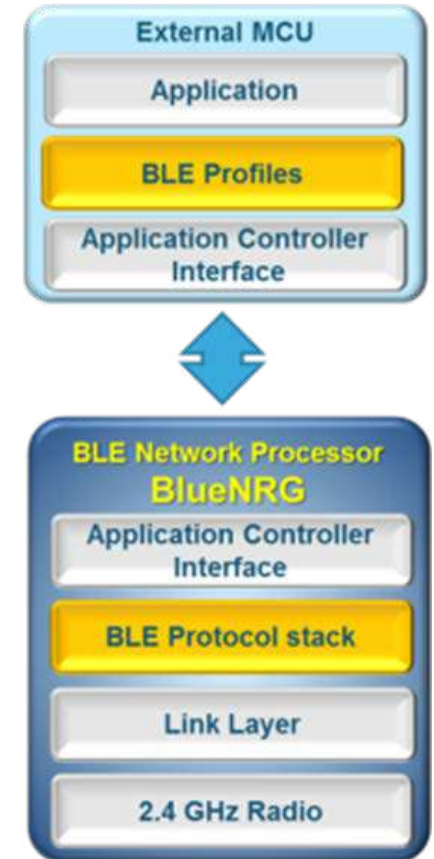
Customizable products providing safe and convenient reset





# BlueNRG Bluetooth Low Energy

- Ultra low-power connectivity solution for wearable and the IoT
  - Master and Slave Single Mode BLE (4.0) Network Processor.
  - On chip non-volatile Flash memory allows OTA BLE-stack upgrade. Stack qualified.
- Multiple designs in progress



# ST Enabling the Ecosystem

 ULP Microcontrollers & Memories




  
Software

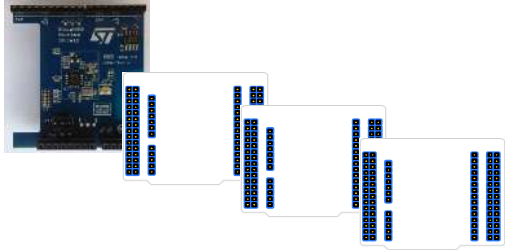


  
 Sensors

 Ultra-low power connectivity

 Smart Energy Management

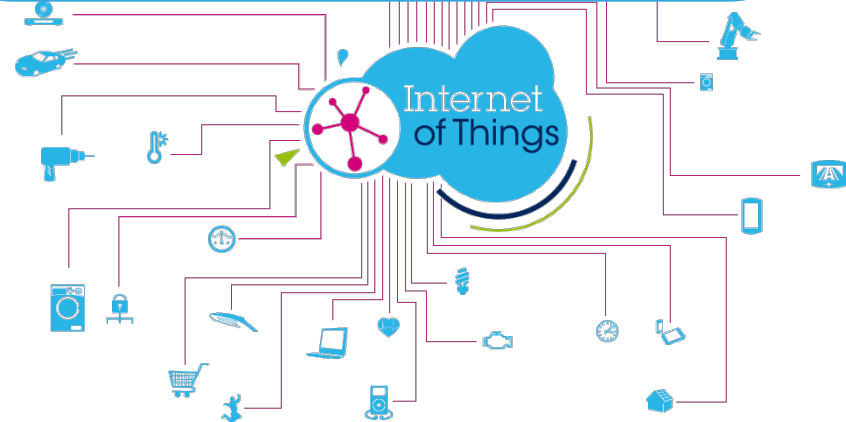
 Analog and mixed signal components



  
Security

Modular approach to create building blocks needed for IOT

- STM32 Nucleo boards with standard connectors
- STM32CubeMX for rapid software development and maximum reusability
- Add-on modules featuring ST's broad range of ingredients for IoT applications





Beyond ..

- AMS portfolio evolving to take advantage of the growing breath of opportunities in MEMS and sensors as well as analog and connectivity
- Motion MEMS remains a priority. Environmental sensors bringing more value per end-device allowing leverage on existing customer relationships
- Steady progress in diversification into automotive
- Analog promotion to wearables and mass market showing traction
- MEMS microphones, touchscreen and environmental sensors starting to become significant revenue generators. Bluetooth Smart products completing the offering

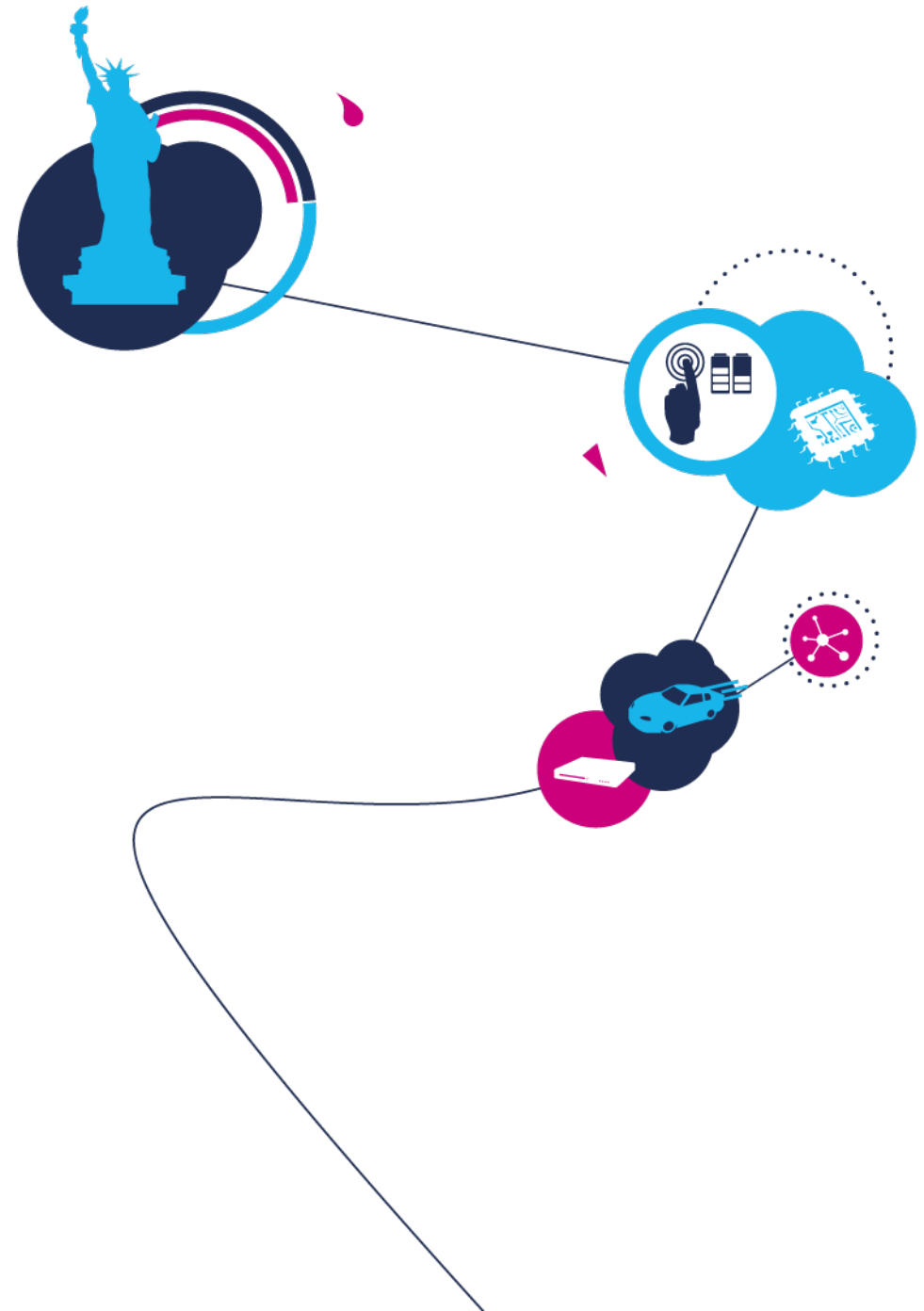
# Automotive Product Group (APG)

**Marco Monti**

Executive Vice President,  
General Manager, Automotive Product Group

**Kevin Gagnon**

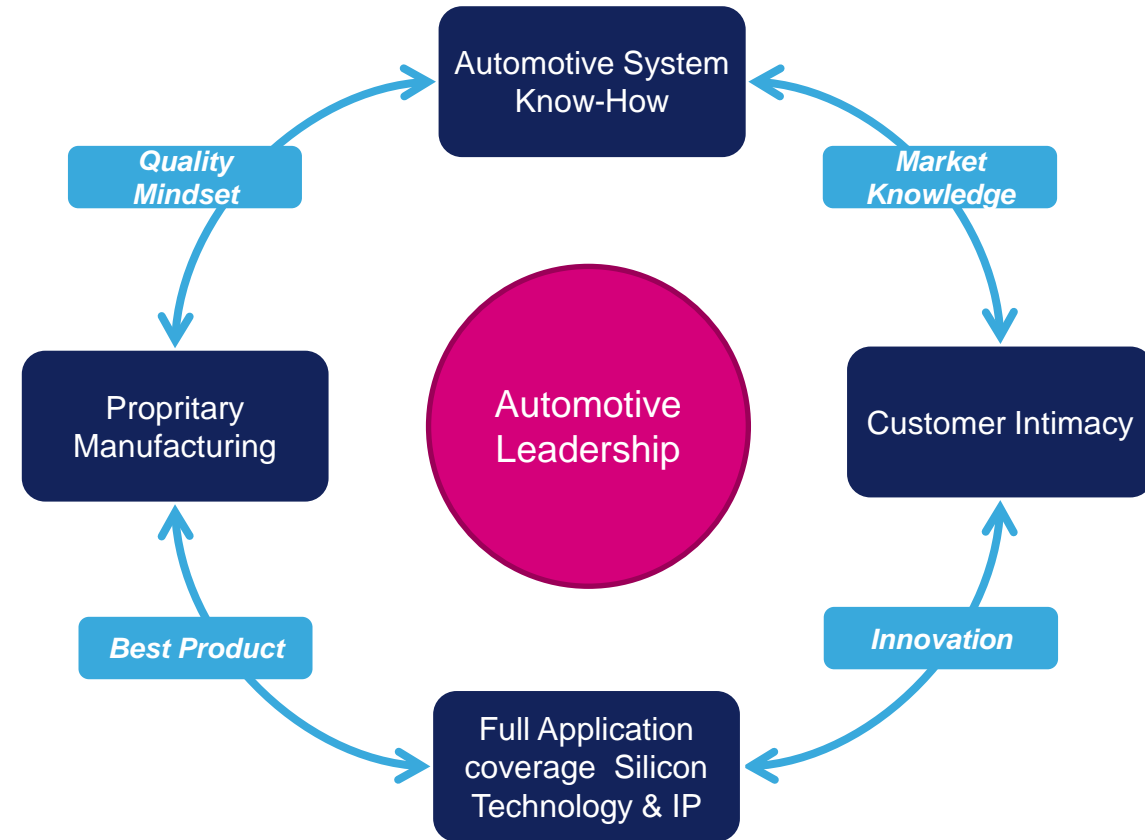
Vice President, Region Americas  
Central Sales Territory & APG Marketing



# ST in Automotive Today

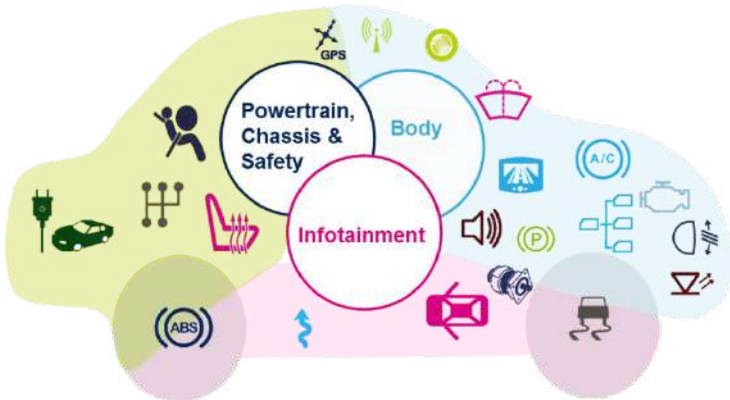
150

- 30+ years leadership in Automotive
- Well balanced geographical sales
- Strong intimacy with leading Car Makers and Major Tier-1
- Wide application coverage thanks to a state of the art technology portfolio
- Proprietary and independent manufacturing mastering quality and Automotive requirements
- Industrial / Digital Convergence IP reuse with a full Automotive grade quality to support innovation



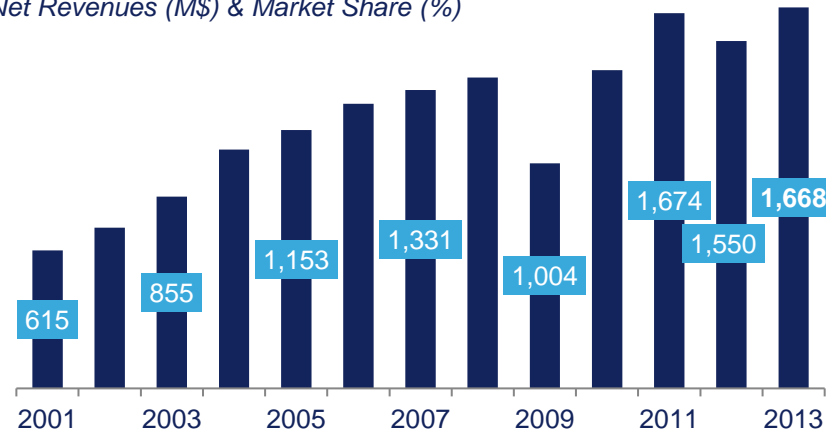
# Automotive: Positioning

## Wide Application Coverage



## Solid Continuous Growth

Net Revenues (M\$) & Market Share (%)



## Market Leadership

### Automotive Electronics

#	Application	Mktg Share
1	Engine Control	~32%
1	Charging	~22%
1	Braking	~19%
2	Airbag	~14%
1	Active Safety	~35%
1	Door Zone	~80%
1	Lighting	~45%
3	Motor Control	~20%

## APG : \$1.7Bn Sales in 2013

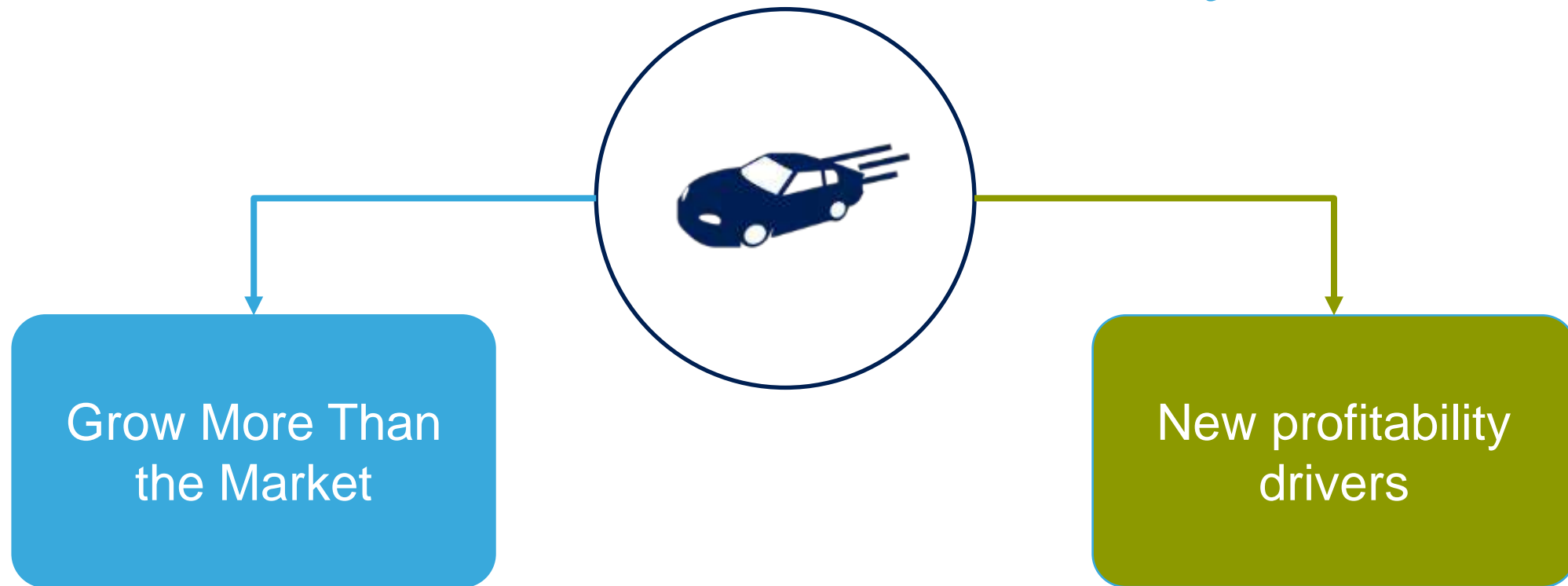
- Up 7.3% vs. 2012
- 4Q13 up 22% vs. 4Q12
- 1Q14 up 16% vs. 1Q13

## Worldwide Footprint



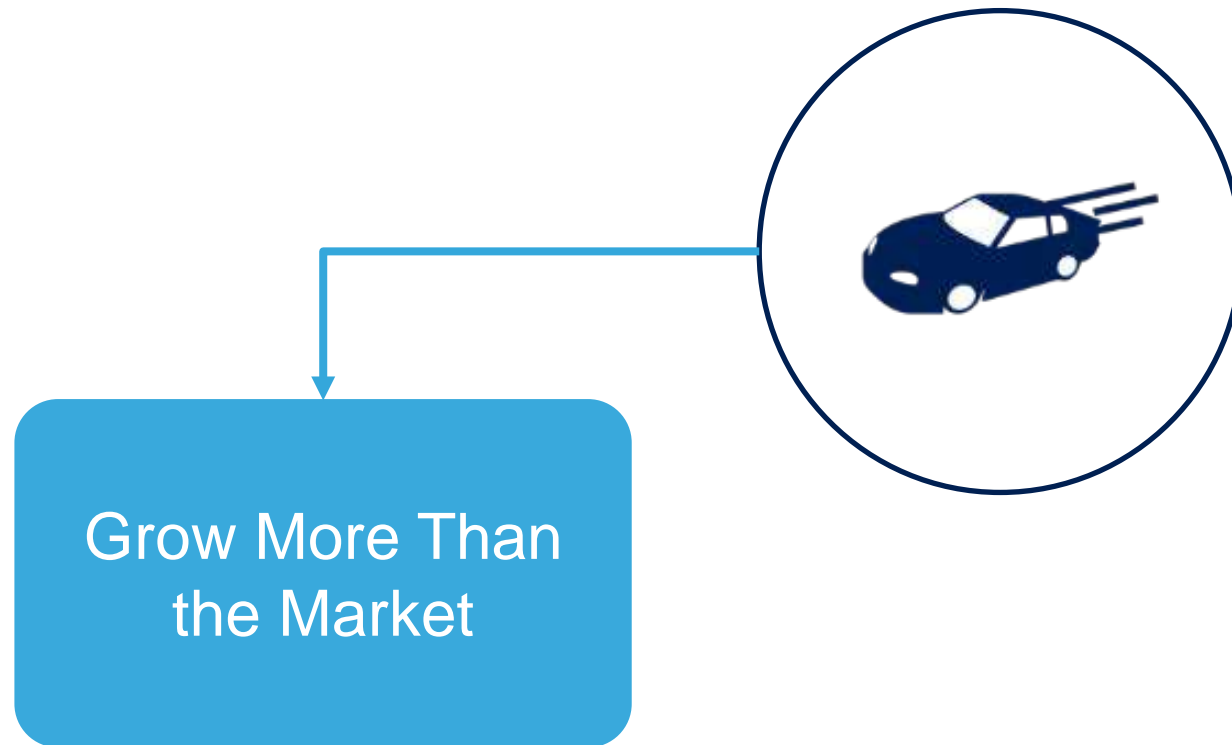
### Infotainment

#	Application	Mktg Share
2	Infotainment	~13%
1	Digital Tuners	~71%
1	Audio Amplifiers	~47%
2	Positioning	~14%



**Addressing a \$23.6 billion market, APG gaining share**

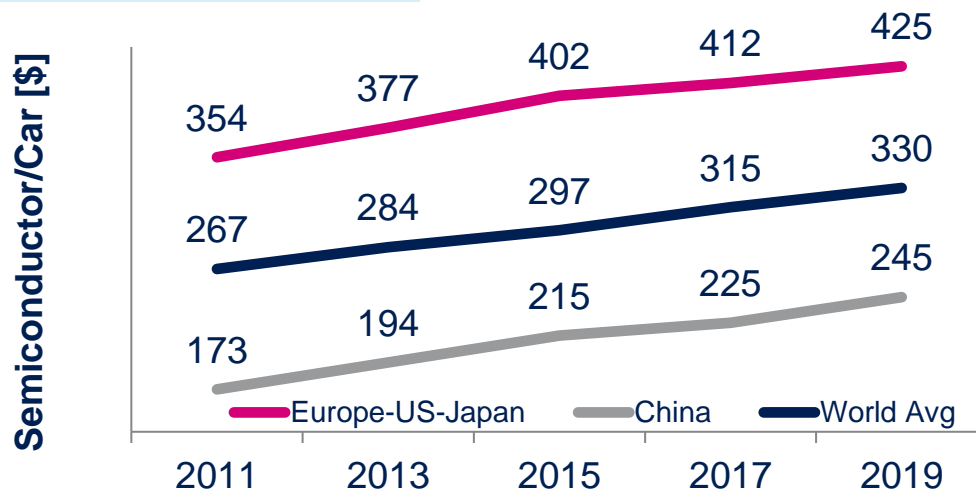




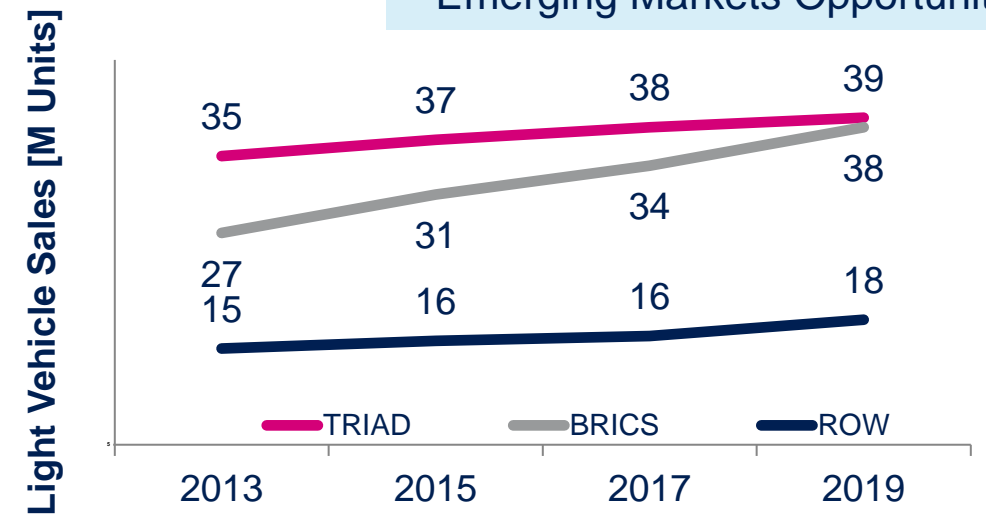
**Addressing a \$23.6 billion market, APG gaining share**

# APG Market Growth Opportunities

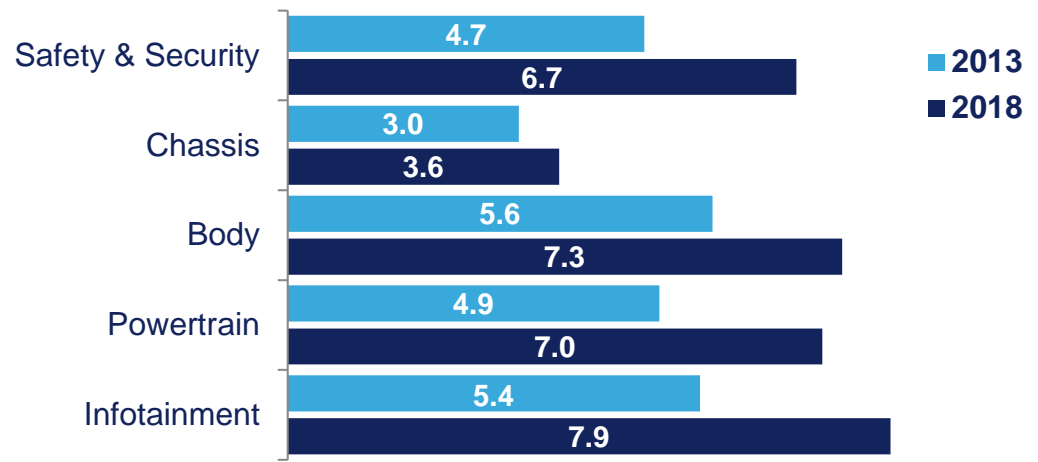
## Pervasiveness per Vehicle



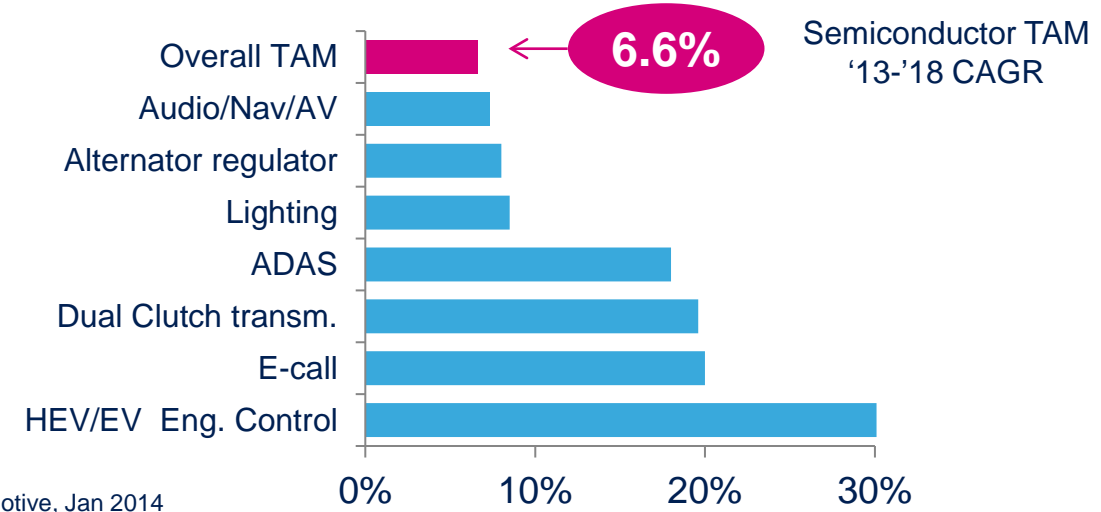
## Emerging Markets Opportunity



## All Segments Growing (US\$B)



## Emerging Applications



Source: Strategy Analytics, IHS , Automotive, Jan 2014

# Pervasiveness per Vehicle: Key Opportunities

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## Powertrain

### Direct Injection Engine

~+40% Si content vs. traditional solutions

- CO2 emission reduction, fuel saving and high-power output
- New Product Offer available now to meet EURO-6 requirements (95 CO2 grams)



### Automatic Gearbox

- Unique Fully Integrated Market Solution for High-Precision Automatic Transmission, available in 2014

### Charging

- New Flexible Voltage Alternator Regulator with Embedded 8-bit microcontroller

## Safety

**Airbag** increased number of channels for more safety

- Complete Product Offer for Low & Hi-End, in production latest 160nm Technology
- New Product extending coverage up to 28 loops



### Braking

- New Integrated solution in 110nm Technology
- In production with Electric Parking Brake brand new integrated solutions



### Steering

- New complete Offer available for cars and trucks

## Body

### Market leadership in Lighting & Door Zone

A new complete product family able to reduce wiring weight thus reducing CO2 emissions now available for:

- Xenon Discharge lamp
- Interior and Exterior Bulb & LED's
- Door Zone highly integrated solutions



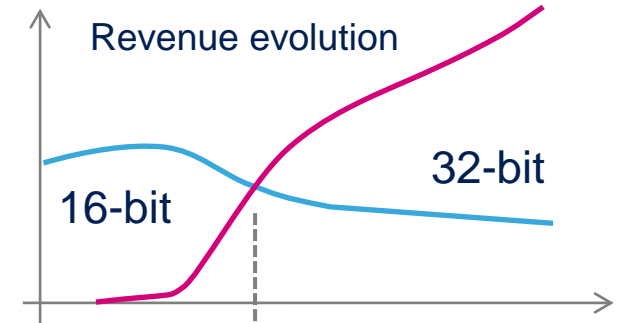
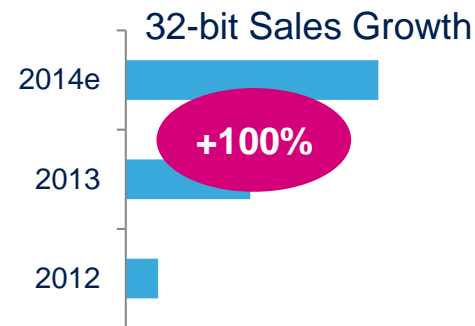
### High efficiency motor drivers

- Product offer enrichment: 4 new products coming in 2014. New portfolio in M07 innovative process.



## 32-bit microcontroller for Automotive

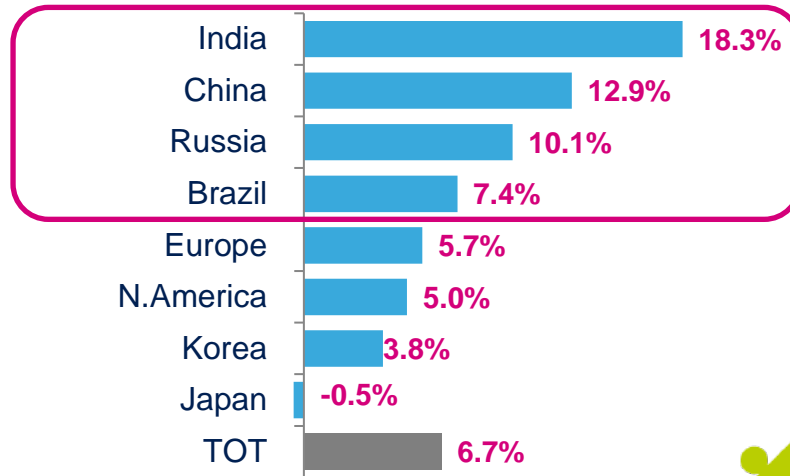
- From New Comer to Reference Supplier for Main Tier-1, worldwide
- 55nm Embedded Flash ramp-up production, 28nm under development
- Dedicated solutions for Power Train, Safety, Body
- Mass production on more than 100 part numbers



# Emerging Market: Key Opportunities

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## Vehicle market growth CAGR 13-18

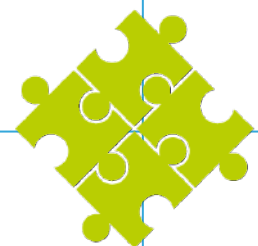


The highest growing market

## 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 system oriented family of 32-bit micro
- New family of smart actuators (switches) for Body applications

Specific products for China



## Plug 'n Play full system solutions

- 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
- Digital Tuners
- Entry level Infotainment

System Solutions

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

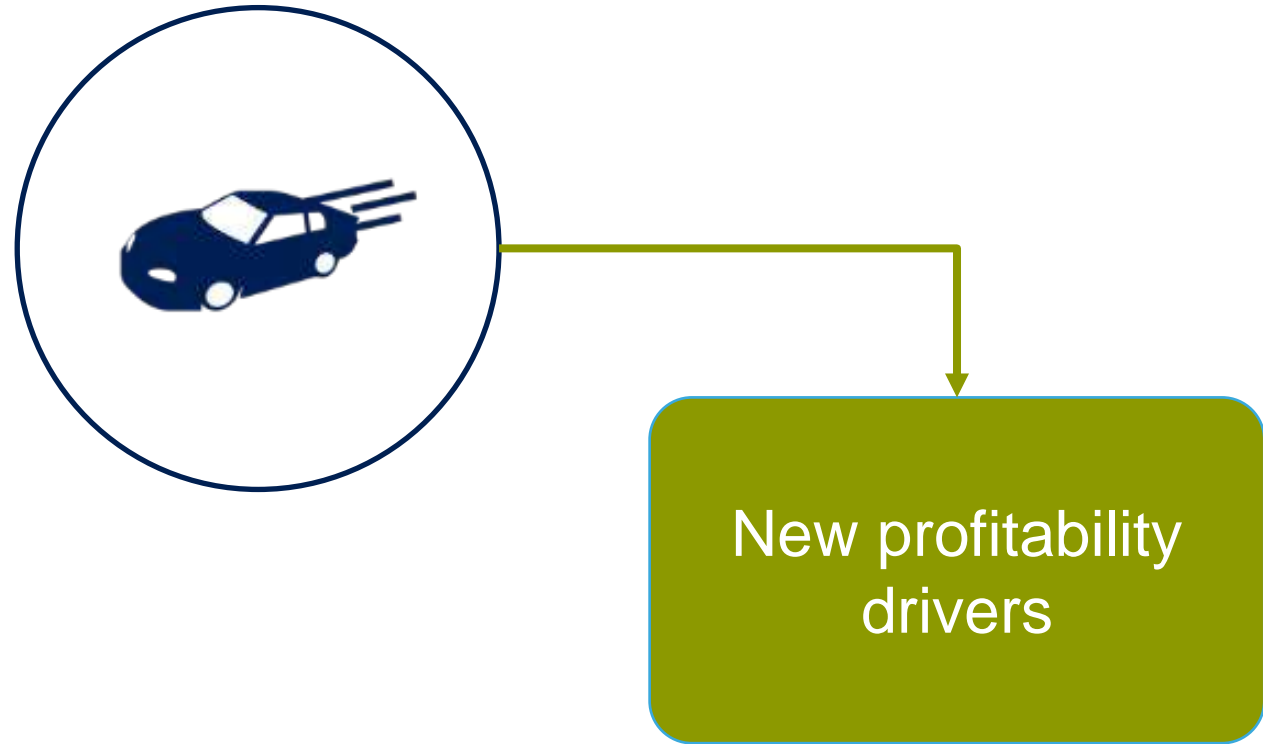
- Application and software support
- New Tools and Reference Designs

Specific organization to support mid/small customers

## Production grade SW library

- Positioning
- Infotainment
- Protocol management





**Addressing a \$23.6 billion market, APG gaining share**

# Key Profitability Drivers: Smart Power

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## Smart Power market

CAGR 2013-18: +5.6% (>\$5.0B in 2013\*)

### Technology

**Continuous Innovation:**  
110nm in BCD and 180nm in VIPower  
tailored to automotive applications

**Intimacy Product /Technology R&Ds**  
to optimize cost and performance

**Functions integration into single chips**  
**Miniaturization in packaging technologies**

### Leadership and IP

**System knowledge and IP** for full  
application integration with reduction of the  
system cost

**Market leader in dedicated high margin**  
**ASIC**

**High precision analog**

### Innovation

HEV and EV Battery Management with  
**silicon Insulated technology**

**Gasoline Direct Injection** to comply to  
Euro 6 for CO<sub>2</sub> reduction and fuel saving

**Automatic and Dual Clutch Transmission**

**Electrical motors for X by wire support**  
(Power Steering, Stability Control, Pumps)

**LEDs drivers** for a new efficient  
concept of car lighting



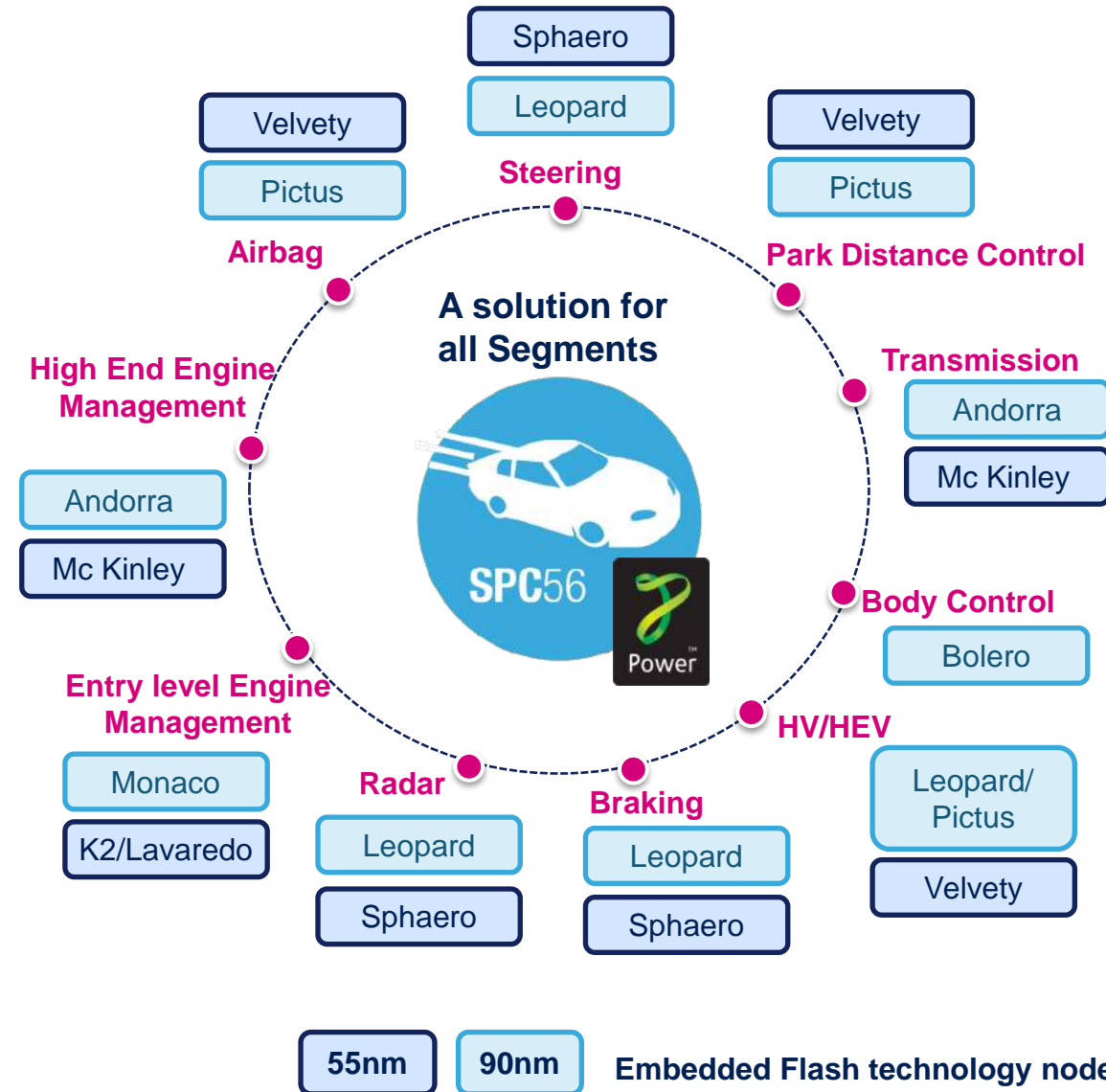
# Key Profitability Drivers: 32-bit MCUs

160

## 32-bit MCUs market

CAGR 2013-18: +8.9% (>\$3.5B in 2013\*)

- Proprietary 28nm Embedded Flash process in design with unique internal 12" 40nm and below capability
- Major progress to become reference player in fastest growing supplier in the 32-bit segment addressing key customer and mass market
- 100 part numbers available to cover all the specific Automotive applications
- Functional Safety ( ISO26262 ASILD certification) & Security





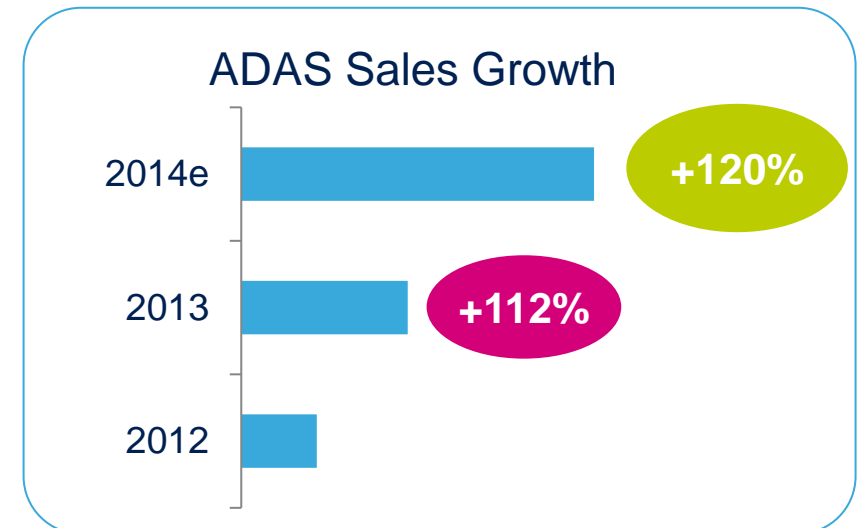
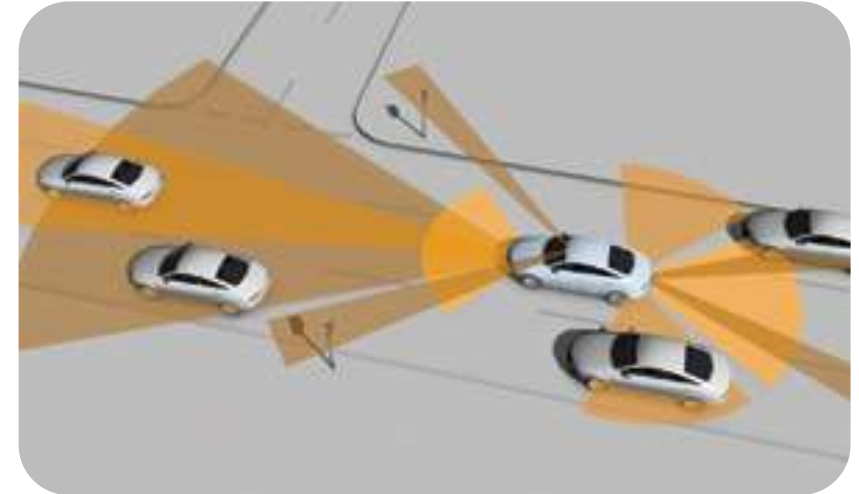
# Key Profitability Drivers: Active Safety

161

## Active safety market

CAGR 2013-18: +18% (>\$0.6B in 2013\*)

- Market leader in Vision based solutions with presence in more than 23 car brands\*\* resulting in more than 70% market share\*
  - APG business is confirmed growing at triple digit rate with a dominant presence in the premium brands
  - 4<sup>th</sup> generation under development exploiting full Autonomous Driving in cooperation with Mobileye
- Leading edge RF SiGe BiCMOS technology perfectly fitting Short Range and Long Range Radar Automotive Systems
  - Market leader on 24 GHz Radars
  - First 77 GHz single chip RX-TX available in 2014



# Key Profitability Drivers: Infotainment

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## Infotainment market

CAGR 2013-18: +7.3% (>\$4.4B in 2013\*)

### Audio

- Long time leader in Audio Power Amplifiers with >45% Market Share\*
- More than 10 new products in production in last two years including 6 new digital audio amplifiers
- New Audio Processor ready for market for Asian Car Radios

### 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/EE, GLONASS/Russia, BEIDOU/China single chip solution (Teseo III)

### Tuners





- More than 20 years presence in Tuners for Automotive applications
- Consolidated leadership in Satellite Receivers thanks to long lasting partnership with SiriusXM (now at 7th generation)
- Advanced multi standard software defined radio ready for production



\*Strategic Analytics and IHS infotainment. Jan 2014


# Innovation: A Few Examples

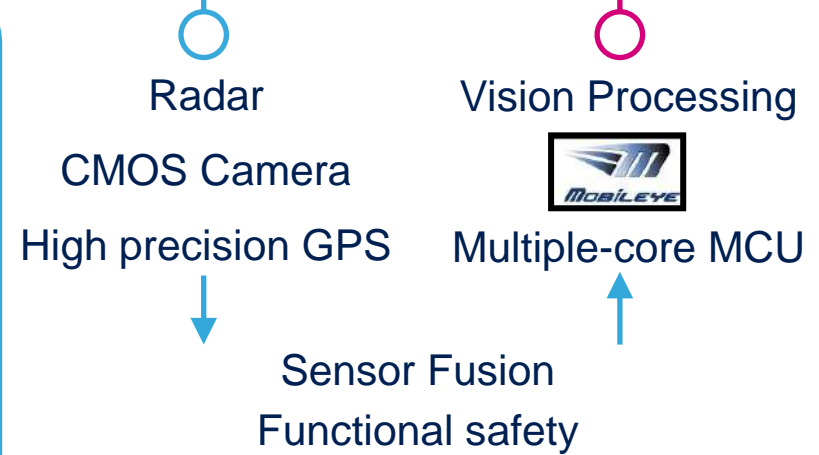
## From Active Safety

- 3.9%  **Blind Spot Detection**
- 5.2%  **Lane Departure Warning**
-  **Obstacle Detection**
- 4.4%  **Emergency Braking**





**2013:** Semi-autonomous driving is a standard option in \$30K cars



 2013 penetration rate

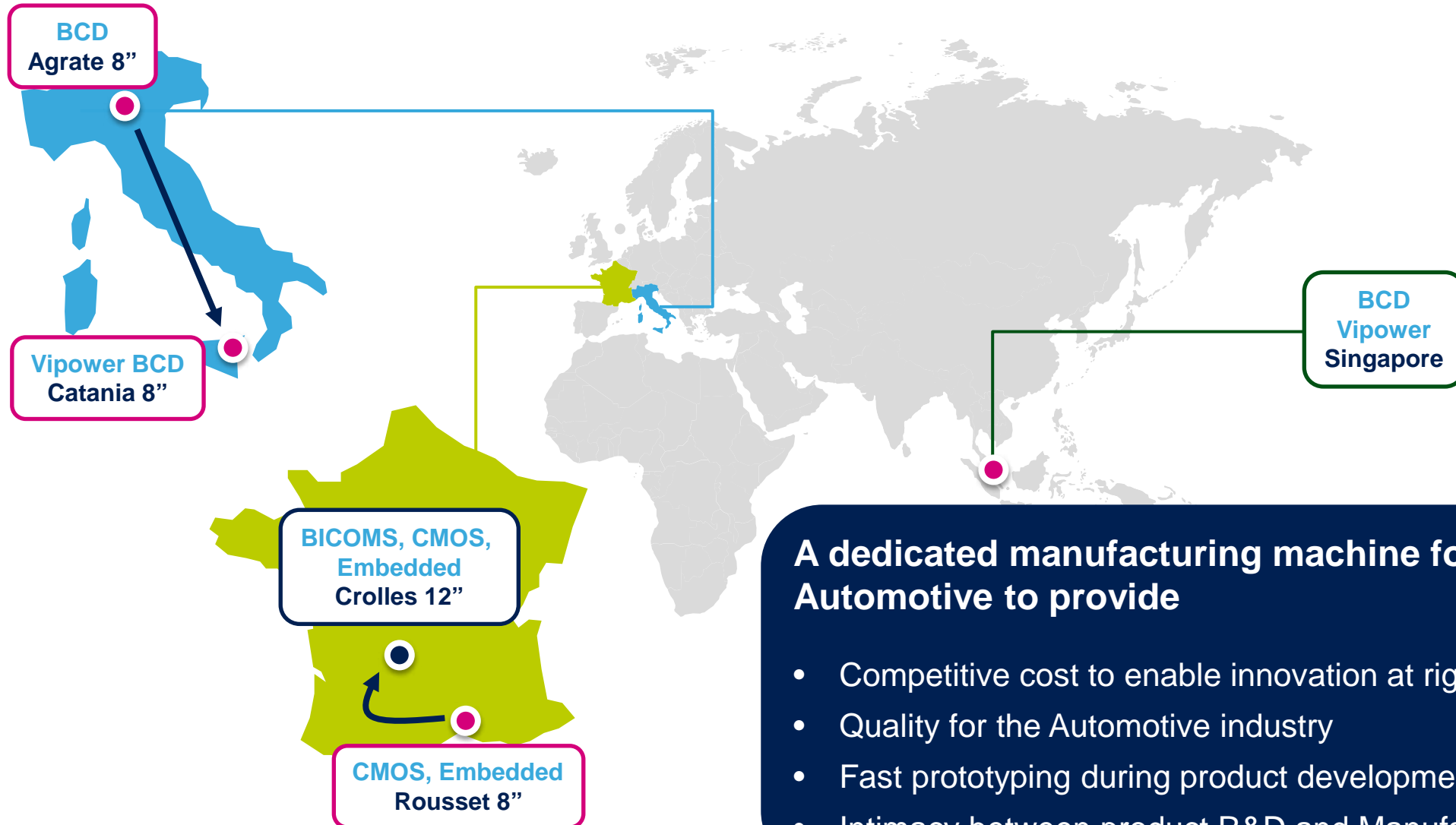


## To Autonomous Car

- Auto Steering** 
- Self-adaptive speed control** 
- Traffic Light Detection** 
- Adaptive Braking** 

**2020:** Full-autonomous driving will become a standard equipment

# Manufacturing and Supply Chain Machine Dedicated to Automotive



**A dedicated manufacturing machine for Automotive to provide**

- Competitive cost to enable innovation at right price
- Quality for the Automotive industry
- Fast prototyping during product development
- Intimacy between product R&D and Manufacturing

# APG Main Growth Drivers & Expectations

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- Growth above market
  - Reinforce the Smart Power / Intelligent Power leadership
  - Gain market share in 32-bit microcontrollers with the Power Architecture
  - Maintain the leadership in Body, Audio and Infotainment expanding the penetration in the emerging markets
  - Further expand customer base thanks to a system approach and dedicated support structure
- New drivers for profitability
  - New 110nm BCD & 180nm Vipower technology generations
  - 28nm e-FLASH to support our microcontroller growth
  - Enter in new high growing infotainment segments leveraging company IP's
  - Lead Active Safety with strong innovation contents

# The APG Value Proposition

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**A strong  
Automotive  
commitment**

- Long term leadership in Automotive
- Wide Automotive coverage thanks to our system competence & products IP's
- State of the arts technology portfolio addressing Automotive applications
- Proprietary Manufacturing machine committed to Automotive
- Solid market growth and intimacy with key customers at WW level

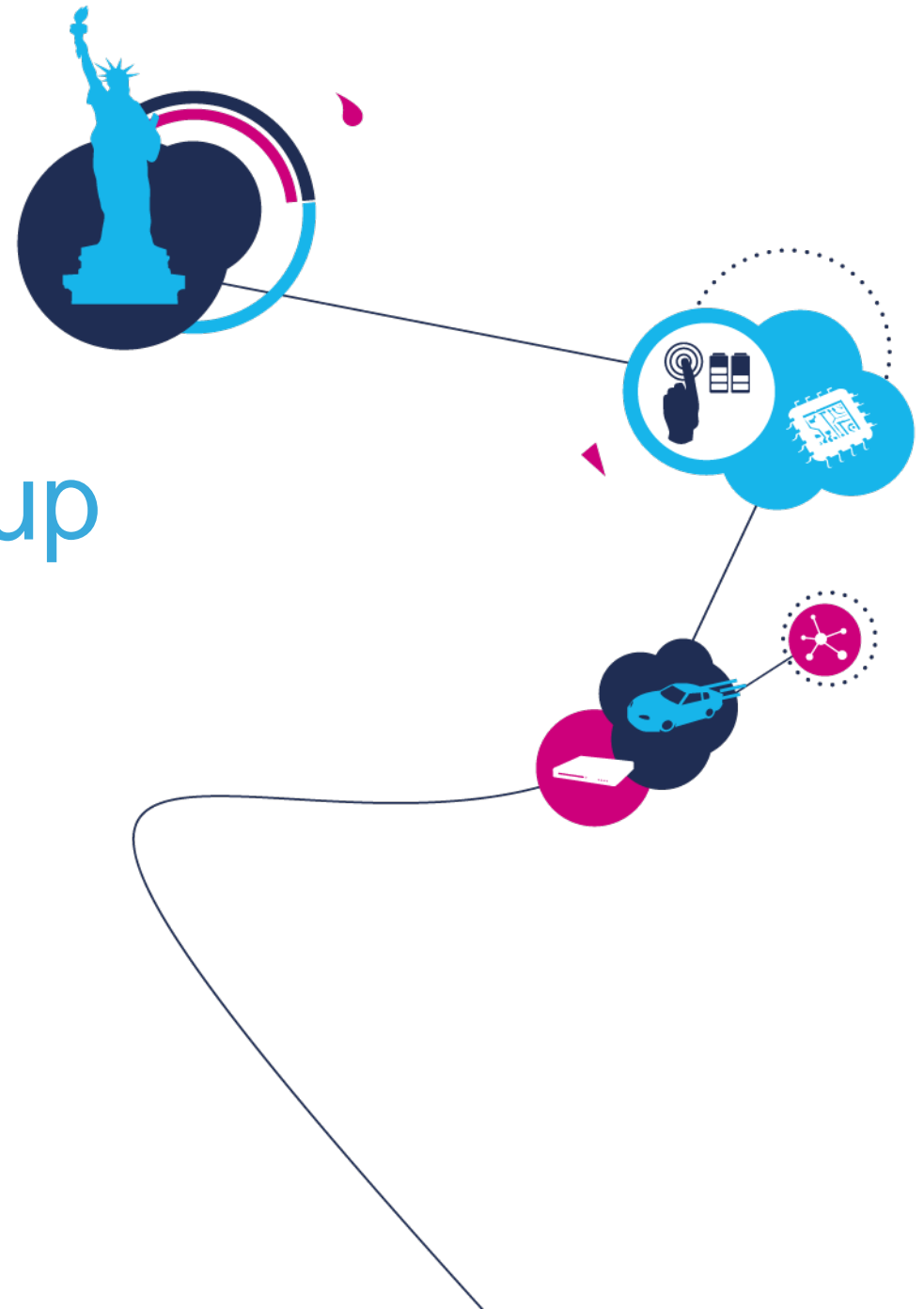
- Smart Power
- 32-bit Microcontrollers dedicated to Automotive
- Infotainment and Advanced Safety

**A wide  
application  
coverage in  
Automotive**

# Digital Convergence Group

**Gian Luca Bertino**

Executive Vice President,  
General Manager, Digital Convergence Group



# Focus on Digital Consumer and ASIC

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Leveraging specific skills (Low Power, Open Source SW, Application Processor) from ST-Ericsson

## #2 WW position in Set Top Box Market

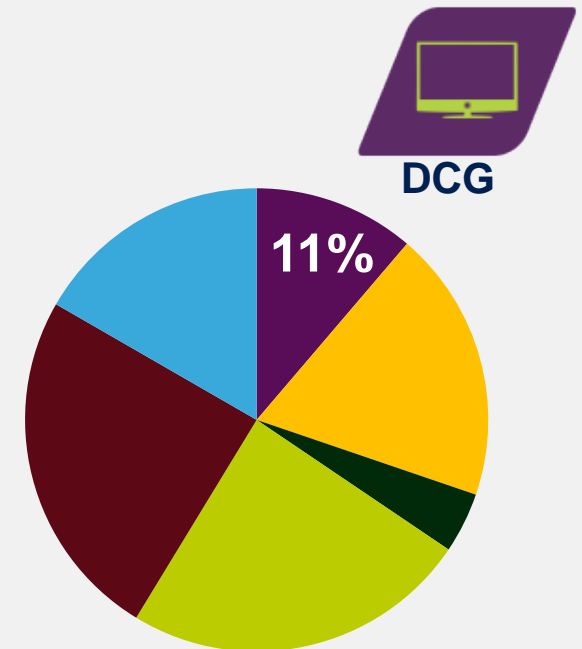
- > 15 years of Market Leadership
- > 1 Billion Mpeg Decoder cumulative shipments
- On the leading edge towards next transitions
  - Connected boxes (hybrid, client /server, DOCSIS)
  - Ultra HD TV, supported by HEVC & VP9
  - Pervasion of ARM cores & Open Source SW



## Long Standing presence in ASIC Market

Traditional play in Networking through specific IPs (SerDes) and design methodology for big dies (>400 sqmm in 28nm)  
Now boosting the biz by leveraging FD-SOI and expanding into the consumer space

## Contribution to ST revenues 1Q14





# Strong Value Proposition for Set Top Box

**HOME GATEWAY**  
 Network Access  
 DOCSIS  
 Telephony  
 Routing

**CLIENT & SERVER**  
 Content Anywhere  
 High Multimedia  
 Performance  
 Ultra HD

**BROADCAST STB**  
 Cost-Effective  
 Multimarket  
 Solutions



Complete and cost optimized HW/SW Portfolio

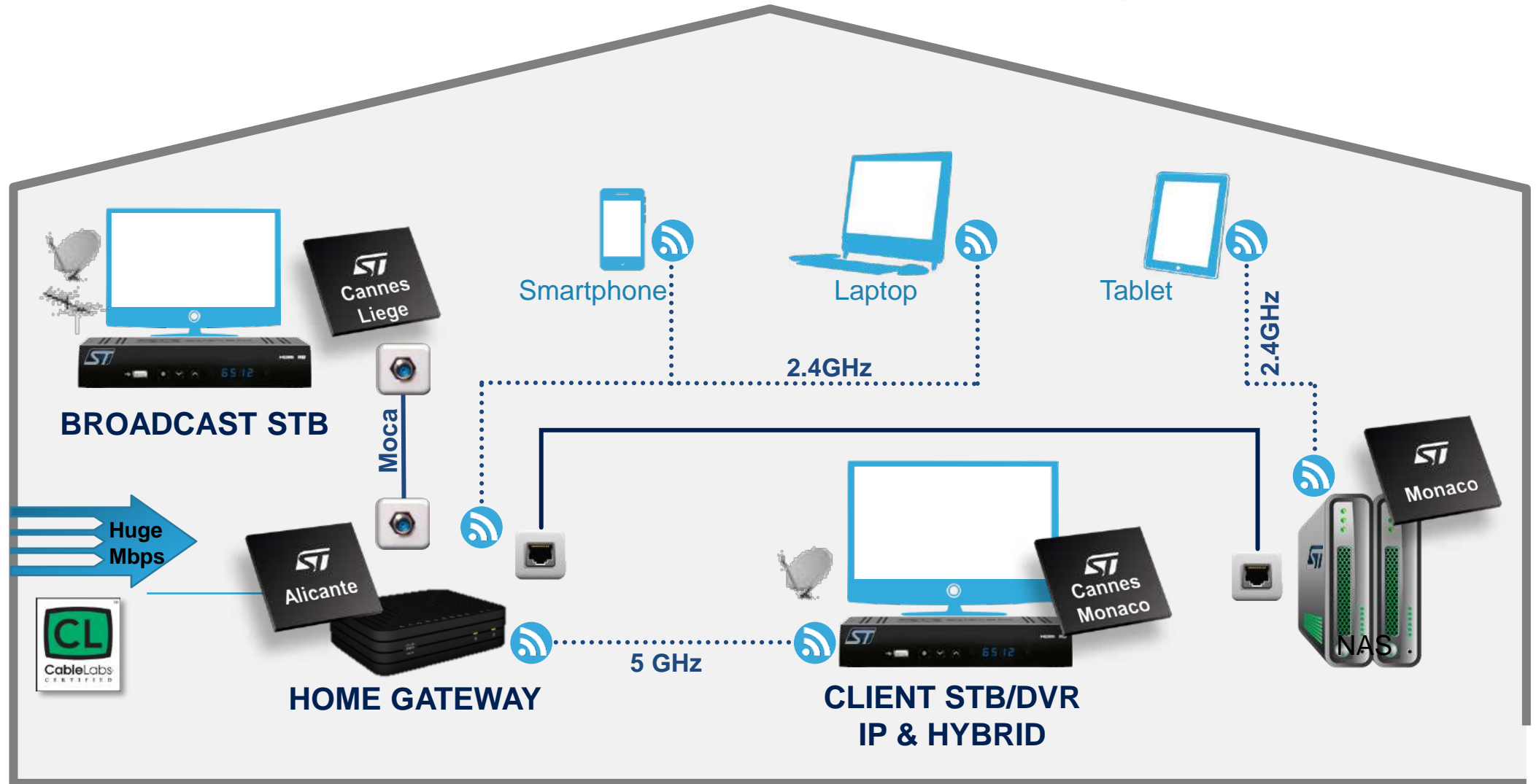
Ad Hoc devices for specific use cases

HW/SW compatibility within each product family

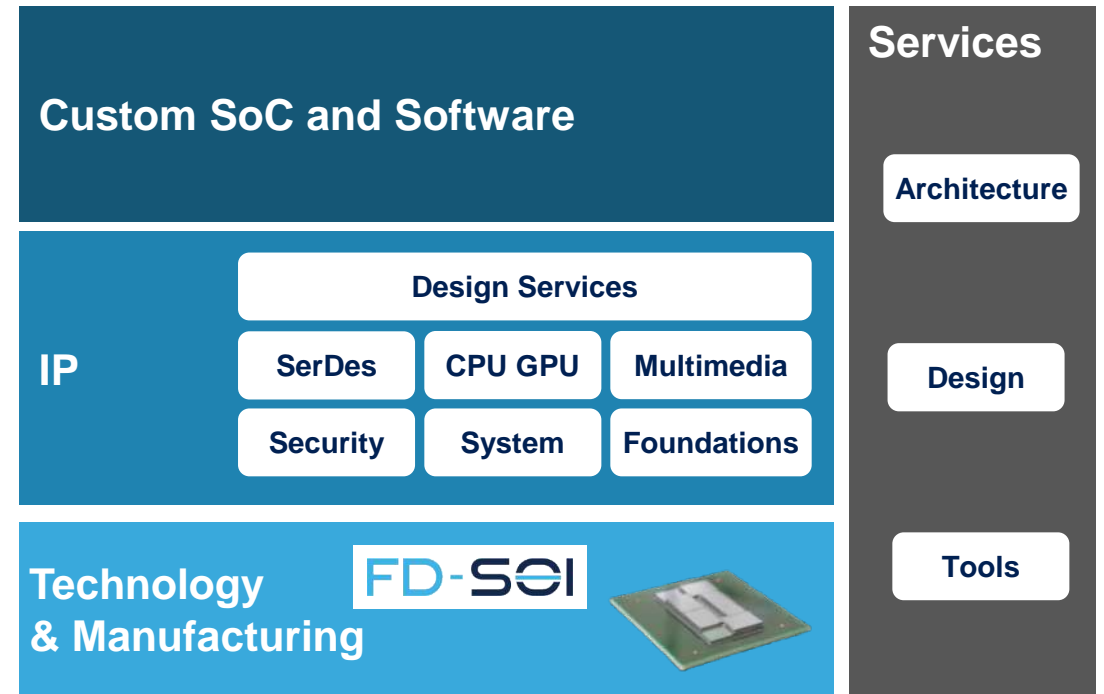
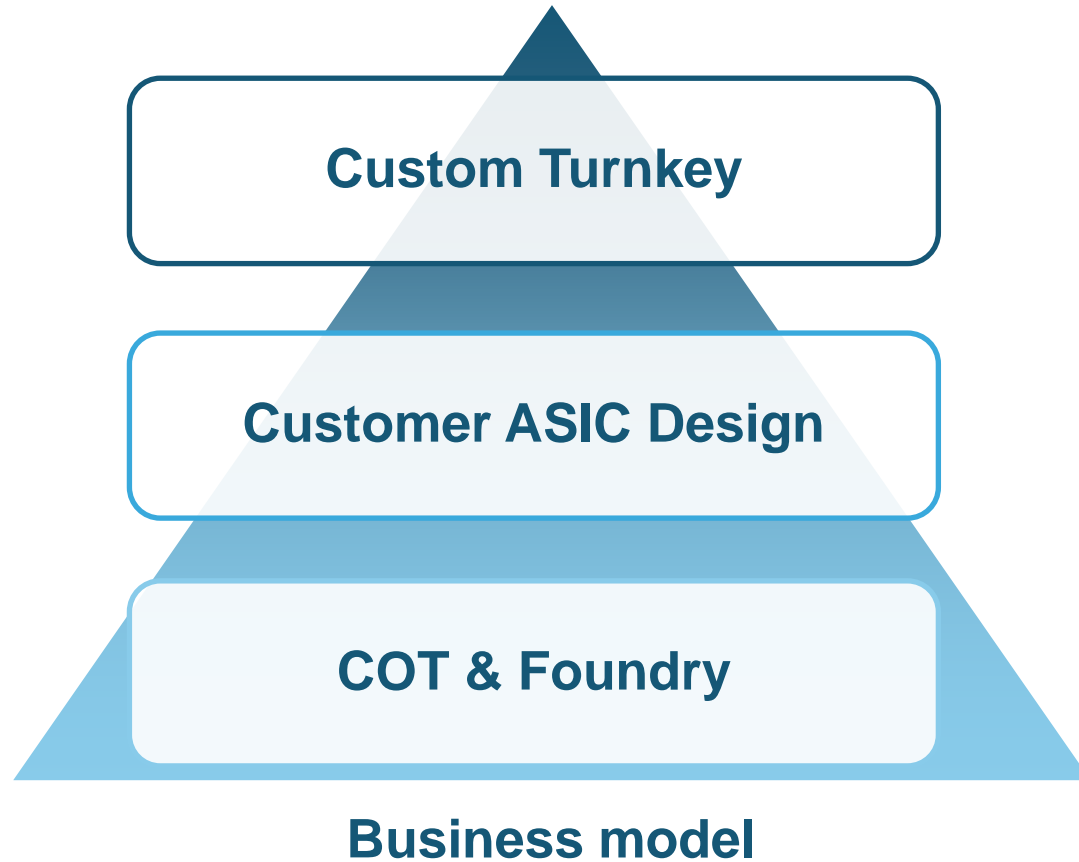
Smooth transition to ARM cores & ecosystem



# Full Solution for the Digital Home



# Strong Value Proposition for ASIC



ST Offer

Complete & Flexible Offering to match technical and business requirements

# Towards Tomorrow's Digital Home

## STi8K™ Architecture

ARM® v8 Cortex™-A53/A57 64-bit cores  
 FD-SOI 28nm process for the best power-to-performance ratio

**CLIENT & SERVER**



**HOME GATEWAY**



**ASIC**



- Compute GPU for HW-accelerated OpenCL1.x, OpenGL-ES 3.0, Renderscript, up to 5GpixS 3D, advanced transcoding, 4K/8K TV
- Modular & Scalable Solutions, from streaming Dongle to Home Server

- DOCSIS 3.1 for uncompromised up & downstream bandwidth
- Wire-speed routing capabilities
- Carrier Grade Telephony

- Leverage fully scalable HW/SW platform for turn key offer in the consumer space
- Leverage ARM® v8 Cortex™ in the networking market



**The Ultimate Home Multi-Media Experience**

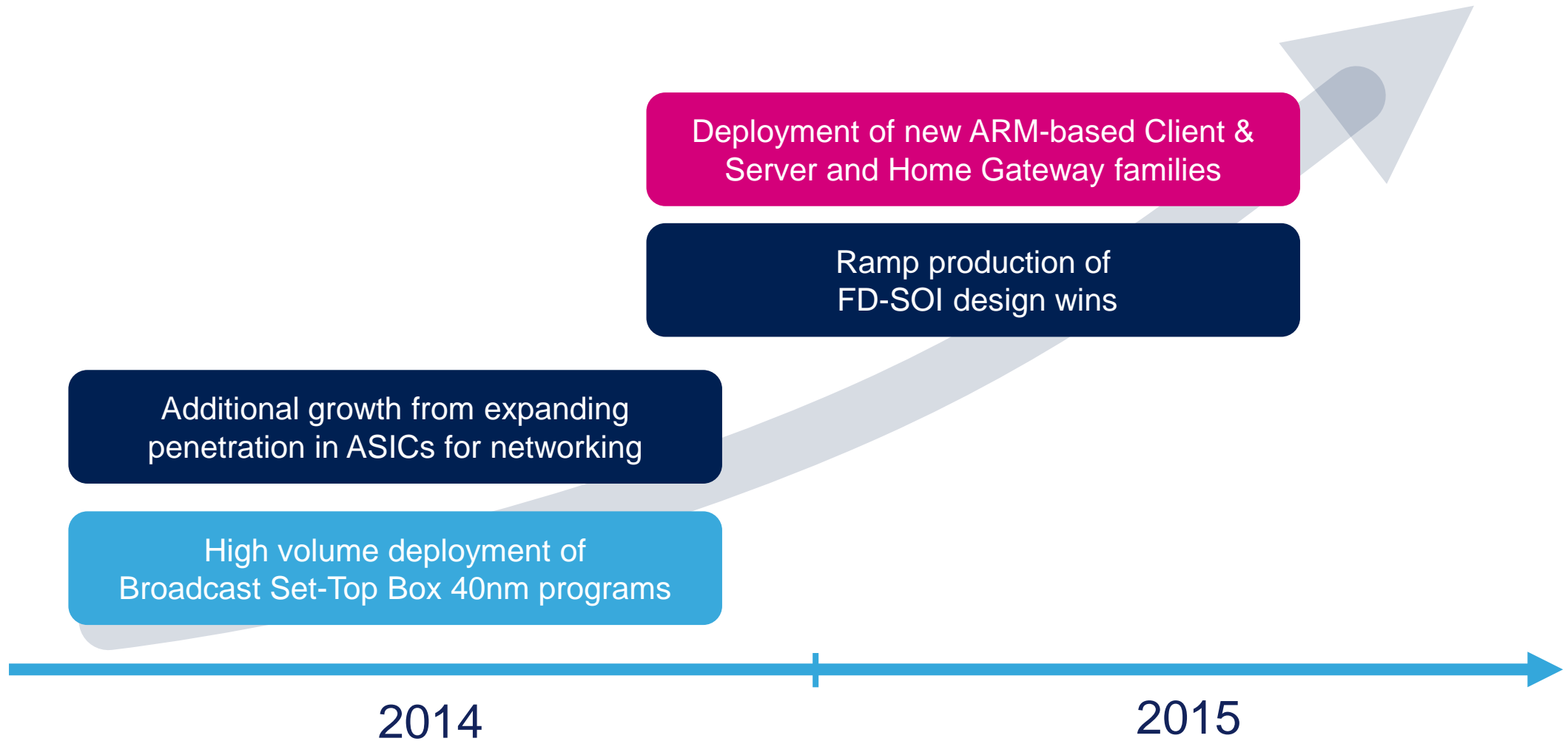


**The Ultimate Home Gateway Solution**



**The Comprehensive Value Proposition in ASIC**

# Doubling DCG Revenues by 4Q15



# Doubling DCG Revenues by 4Q15 ASICs – Our achievements

174

## 2013 and 1Q14 achievements

- 17 active designs in **FD-SOI** (including STi8K for Set-Top Box)
  - Multiple Design wins in ASIC for networking and consumer in 2013 and 1Q14
  - FD-SOI momentum continues, strong pipeline of new opportunities, expecting first 14nm win in 2H 2014
- 5 new ASICs in 28nm (bulk) and 32nm ramping production in 2H14

Additional growth from expanding penetration in ASICs for networking

- 8 new **ASICs in 28nm FD-SOI** anticipated to ramp volumes during 2015
  - Material revenues of new FD-SOI ASIC from 2H 2015
  - Leveraging both internal fab and foundry for FD-SOI volumes ramp up
- Expecting strong flow of active designs in 2015 leveraging STi8K and SerDes
  - 28Gbps SerDes demonstrated in 3Q13

Ramp production of FD-SOI design wins

2014

2015

# Doubling DCG Revenues by 4Q15

## STB & Gateway – Our achievements

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### 2013 and 1Q14 achievements

- **Liege** family products ramping volumes
  - largely adopted by operators, including satellite, cable and digital terrestrial
  - Material backlog in place as of now
  - Revenues already visible in 1Q14, material from 2Q onwards
- **Liege2** family launched at CCBN 2014, for early introduction of HEVC into the volume broadcast market
  - 28nm, leveraging Cannes architecture

High volume deployment of Broadcast Set-Top Box 40nm programs

- **DOCSIS 3.0** certification for the **Alicante** product family achieved in 3Q13
- **Cannes** and **Monaco** product families successfully launched at IBC 2013, with immediate good traction
  - Multiple design wins and healthy pipeline of opportunities, including US cable and European satellite and telco markets.
- 3 design wins will materialize production already from 4Q14

Deployment of new ARM-based Client & Server and Home Gateway families

2014

2015



- DCG business and operation completely refocused around **Digital Consumer and ASICs**, now one of the five growth drivers of ST

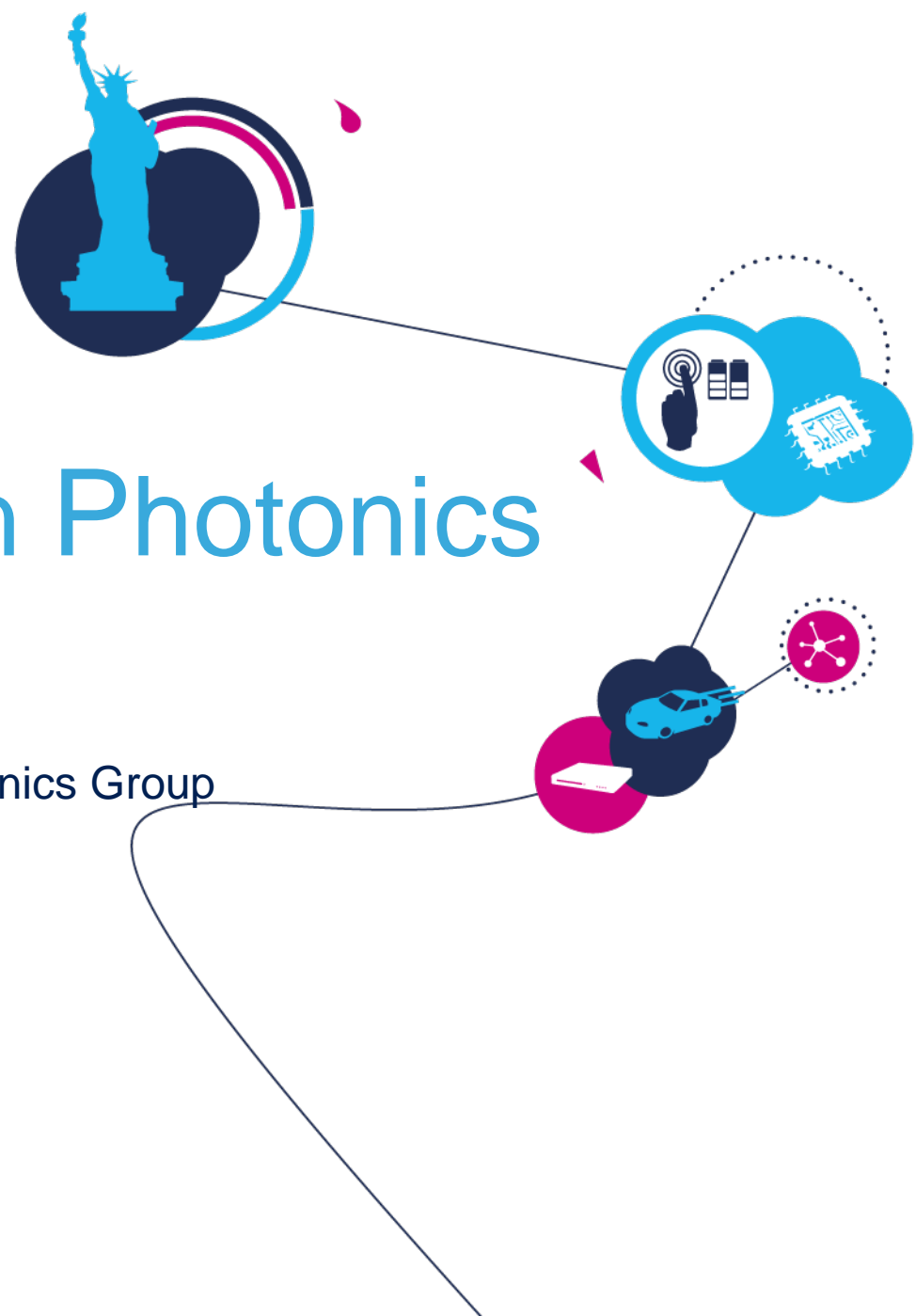
- New traction coming from **FD-SOI ASICs** and **ARM-based families** in Set-Top Box (Cannes, Monaco, Alicante)



- Setting the stage for future **leadership with the STi8K architecture**, leveraging FD-SOI and ARM<sup>®</sup> v8 Cortex<sup>™</sup>-A53/A57 across the board

- Revenue bottom in 1Q14, growth from 2Q and following quarters, target to **double revenues by 4Q15**





# Imaging, BiCMOS ASIC and Silicon Photonics

**Eric Aussedat**

Executive Vice President

General Manager, Imaging, Bi-CMOS ASIC and Silicon Photonics Group



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## Image Sensors Solutions



Within Top 5 players in imaging solutions and processing

## Silicon Photonics

Leader in Optical interconnect and Silicon Photonics



## Photonic Sensors



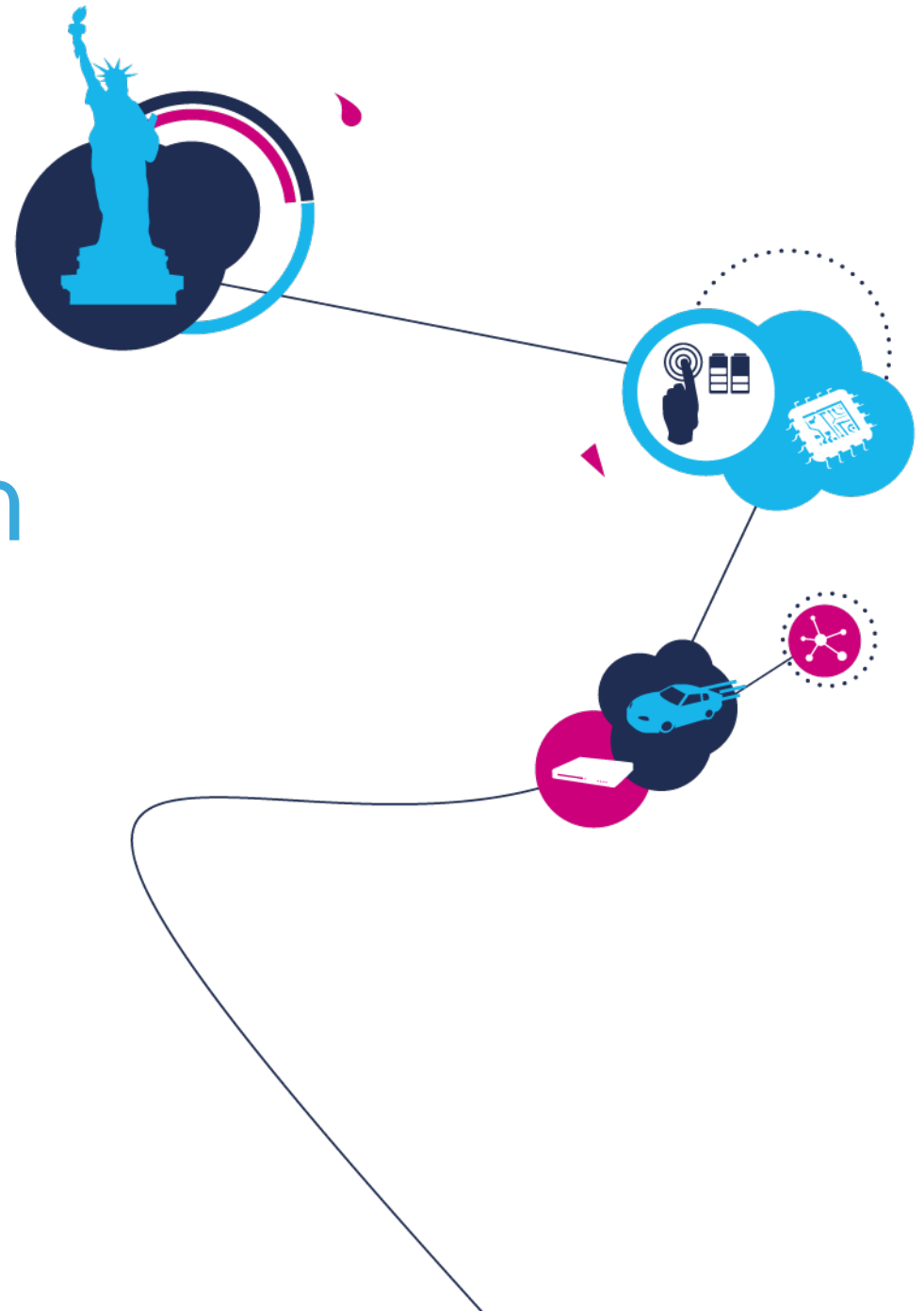
Worldwide leader in photonic sensors

## RF Mobile Front-End & Infrastructure

Within Top 2 in RF Mobile Front-End



# Mixed Processes Division



# Powering Infrastructure Connectivity

180



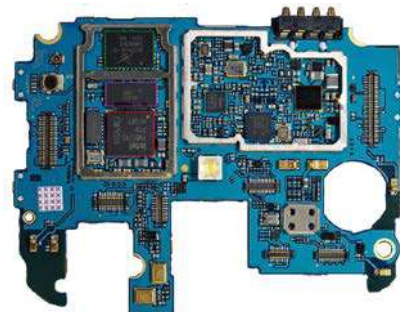
**Products for  
Base Stations and  
Backhaul**

**350M\$ TAM in 2017**



**ICs for  
Optical Transceiver  
Connection**

**580M\$ TAM in 2017**



**Technologies for  
Mobile Antenna ICs**

**1B\$ TAM in 2017**

# MPD Division – Key Pillars

## RF

ICs for Base Stations and for Point-to-Point Backhaul

Technologies

- BiCMOS7RF
- BiCMOS9MW
- BiCMOS55

Products

- Synthesizers
- Transceivers

## RF SOI

Foundry for Mobile Front End ICs

Technology

- H9\_FEM

Applications

- Mobile Front-End Switches and PA

Business model

- Design Support and Wafer Foundry

## Optical Module

Electronic ICs for Optical Interconnect Telecom & Datacom Transceivers

Technologies

- BiCMOS9MW
- BiCMOS55

Products

- Trans-Impedance Amplifiers
- Laser Drivers
- Clock Data Recovery

## Silicon Photonics

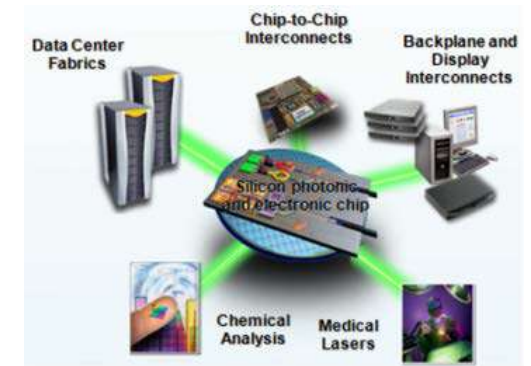
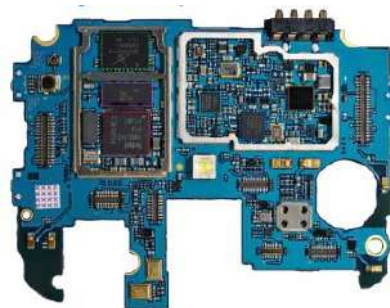
Photonic ICs for Optical Interconnect Telecom & Datacom Transceivers, Board-to-Board

Technologies

- PIC25 Photonic
- BiCMOS9MW
- BiCMOS55
- 3D assembly with advanced copper pillar
- Optical assembly

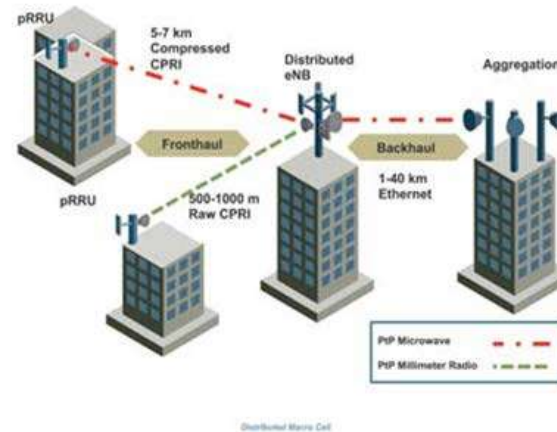
Products

- Integrated Transceivers



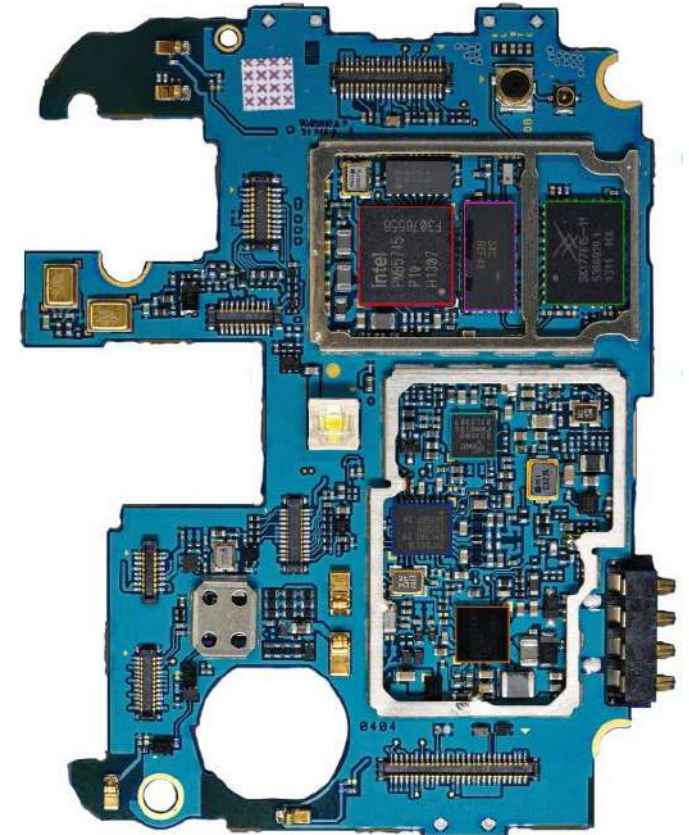
## Base Station and Backhaul

- **BiCMOS7RF Synthesizers:**
  - STW81200 for Base Stations Benchmarked as Best in Class!
  - STuW81200 for 2-16 GHz Backhauling
- **BiCMOS9MW STuWx1026 Transceiver for 10-26GHz**
  - Addressing point-to-point radio link between Base Stations and/or Small Cells
- Roadmap to provide **fully integrated backhaul solutions**
  - V-Band (40-75 GHz) and E-Band (71-86 GHz) transceiver



## RF SOI technology

- **CMOS** solutions rapidly **gaining market share** versus GaAs
  - To date about 20% of mobile antenna switch and power amplifier TAM
  - TAM approaching 1B\$/year run rate at the end of 2016
- Strong interest from **key market players in ST H9SOI-FEM**
  - Proven best-in-class performance in both Switch and PA
  - First production volumes in 2H 2014
- High level **support to customers**
  - In fab with optimized prototyping cycle times and cost effective mask set solutions (MPW, MLR and SLR)
  - Full supply chain service available



# Electronic ICs for Optical Interconnect

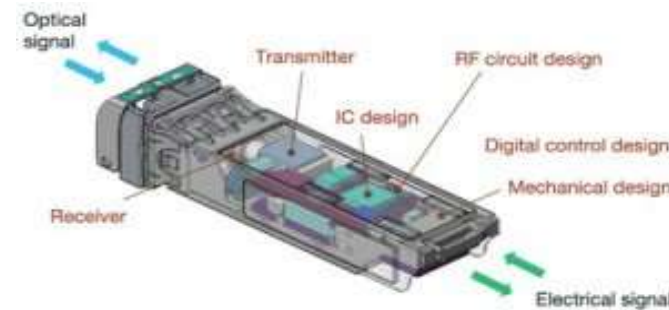
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## Telecom & Datacom Transceivers

- ST is a **leading supplier** of ICs for **optical modules**
  - Next to 200M modules powered by ST BiCMOS technologies in the field today
  - Serving the leader and engaging with other 2 among the first 5
  - BiCMOS55 for long term product roadmap featuring significant power saving

- Enabling **widest application range**
  - 10Gbps, 25Gbps, 40Gbps, 100Gbps
  - SR, LR and Parallel Optics

- **Developing catalog** products for 2nd tiers players
  - 10G TIA, Transceiver and CDR



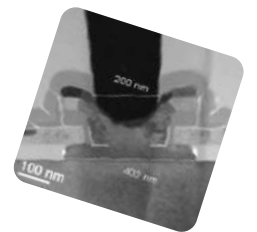
**B55**

55-nm CMOS  
SiGe-C HBT  
 $f_T > 300$  GHz  
 $f_{MAX} > 400$  GHz

**BICMOS9MW**

0.13- $\mu$ m CMOS

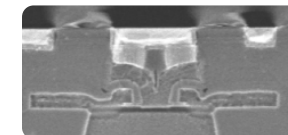
SiGe-C HBT  
 $f_T = 220$  GHz  
 $f_{MAX} = 280$  GHz



**BICMOS9**

0.13- $\mu$ m CMOS

SiGe-C HBT  
 $f_T = 160$  GHz  
 $f_{MAX} = 160$  GHz

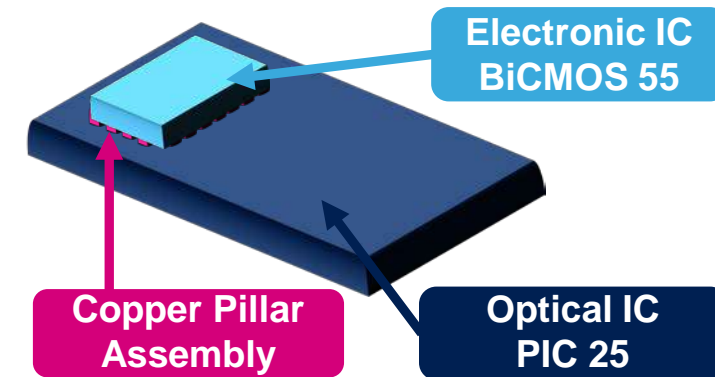
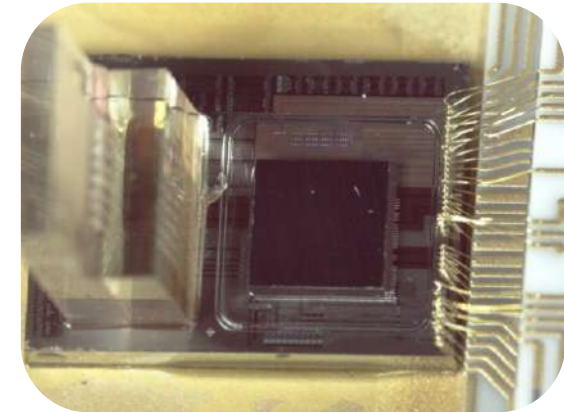




# Silicon Photonic ICs for Optical Interconnect

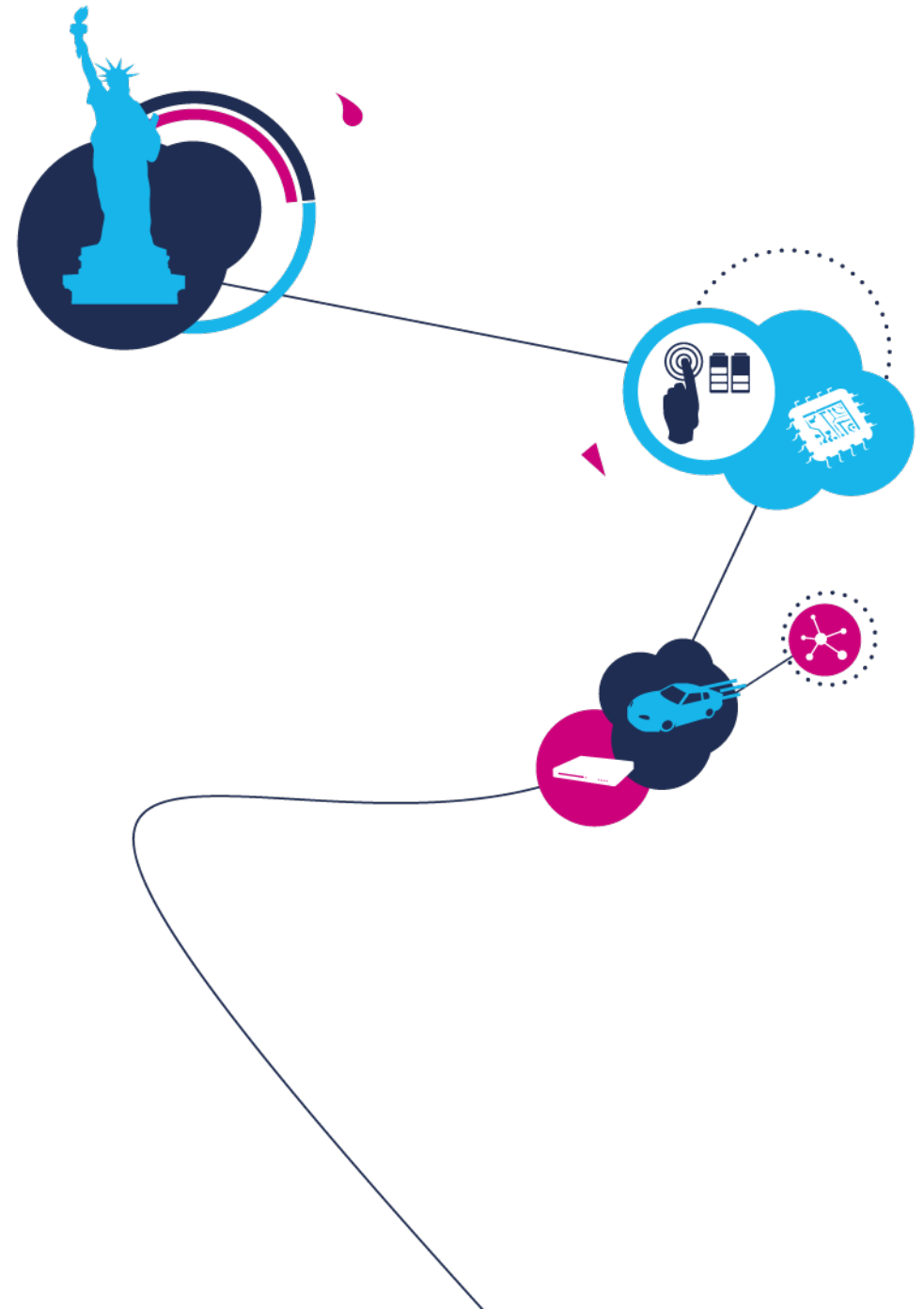
185

- **PIC25 ecosystem** to develop Optical ICs in a CMOS-like style
  - Design Tools, 12" Wafer Fab, ElectroOptical testing, Fiber attachment, Packaging
  - ST BiCMOS55 companion chip, 3D assembled, allows optimal system performances
- Recognized to be the **only viable industrial solution** on the market
  - Proven to enable performances up to 40Gbps per lane
- **Awarded 2 custom projects** by top players in Optical Transceiver



Developing a Silicon Photonics catalog products line  
to support growth of high speed optical fibers connectivity in datacenter and telecom

# Imaging Division



# Imaging Market - continuous growth

**Steady growth  
in total market  
value**

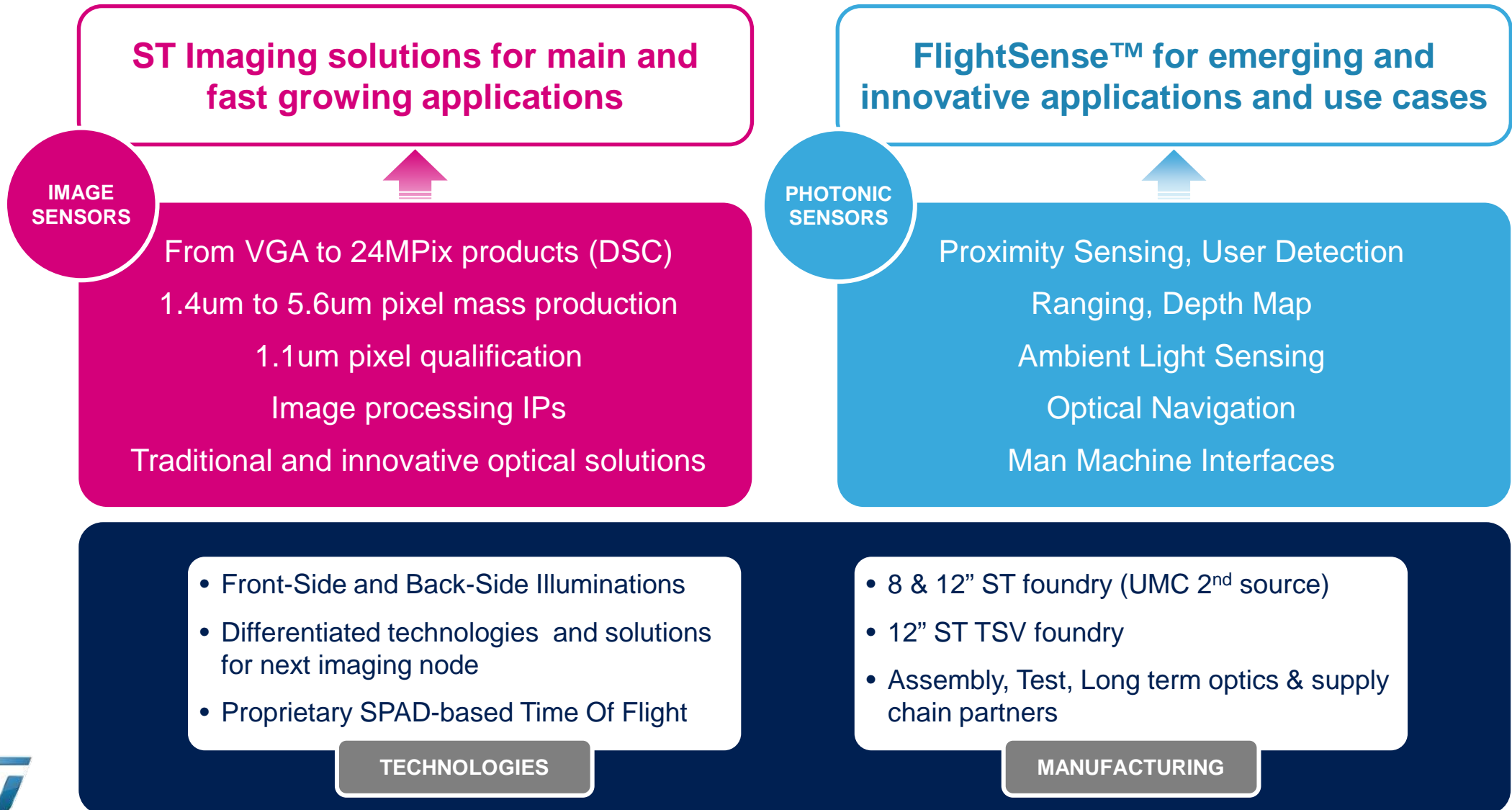
**Growth &  
Innovation  
Drivers**



Imaging TAM (B\$)



# Imaging Division – Key Pillars



# Imaging Key Products Driving Growth

189

## Key Applications & Segments



### Mobile Imaging

Automotive, Security, Medical

Time Of Flight emerging applications

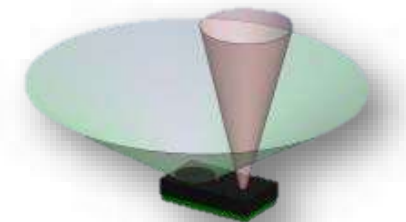
## Key Products

### Image Sensors - Diversification

- HDR large pixel sensor for automotive and security
- Medical imaging sensors (X-ray, Endoscopes)
- High-resolution stitched sensor for DSC

### FlightSense™ - Emerging applications

- Proximity sensor and ambient light sensing module
- Range finder
- Gesture recognition, depth map



## Image Sensors

### New imaging applications

- Execution of Tiers-1 Automotive Customer commercial projects
- Large opportunities for ST sensors for automotive & security applications
- Extending presence in medical imaging

## Photonics Sensors for Proximity Applications



- Volume production with a ranging custom sensor based at a key European OEM
- Mass production starting for an innovative camera system by a leading smart-phone manufacturer
- Mass market deployment started

**Exploit** full potential of BiCMOS and RF CMOS technologies

**Become** the leader in Silicon Photonics with a one-stop-shop approach

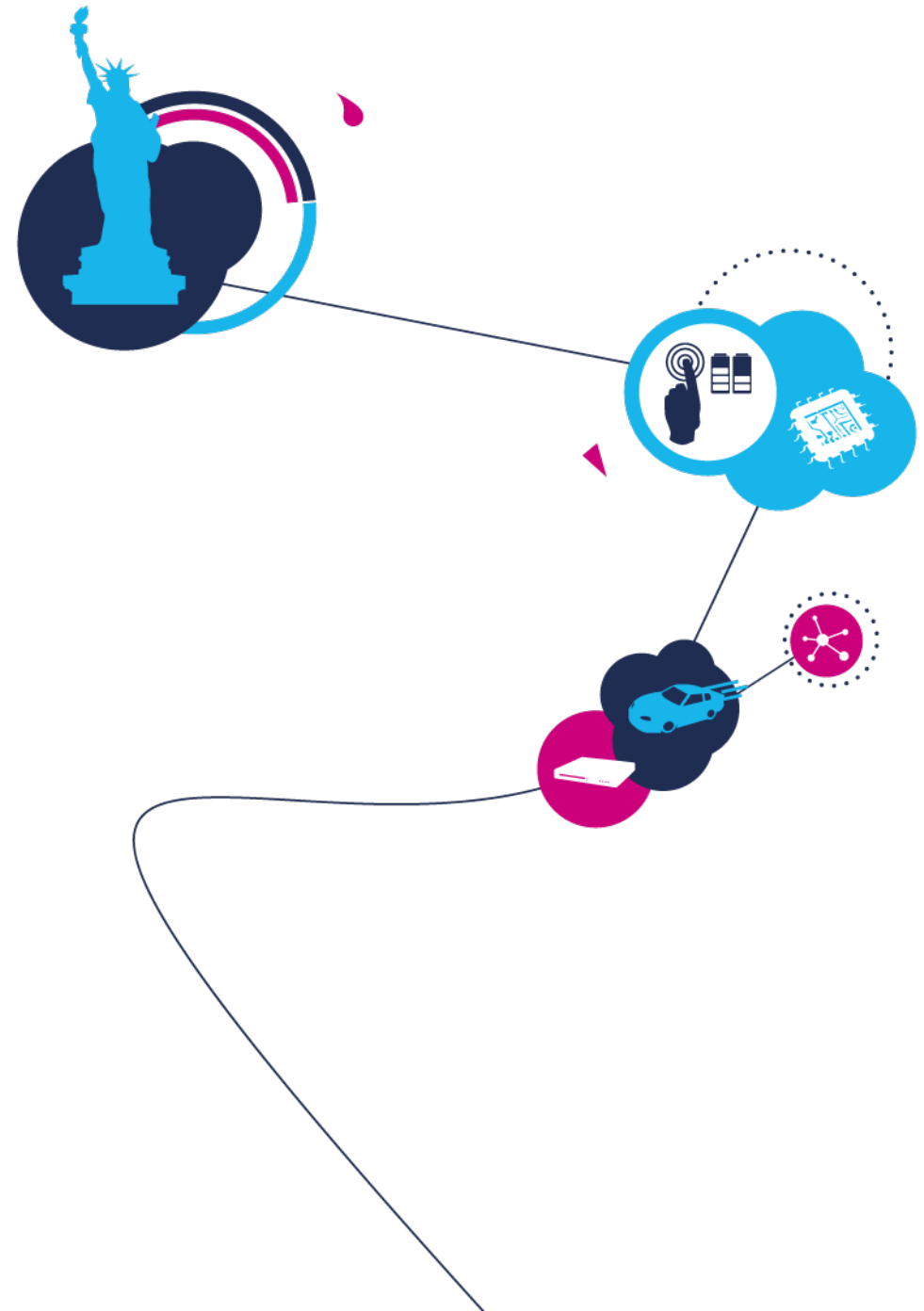
**Executing** Imaging diversification strategy in all targeted applications

**Deploying** FlightSense™ ranging sensors solutions

# Industrial & Power Discrete (IPD)

**Carmelo Papa**  
Executive Vice President  
General Manager, Industrial and Power Discretes Group

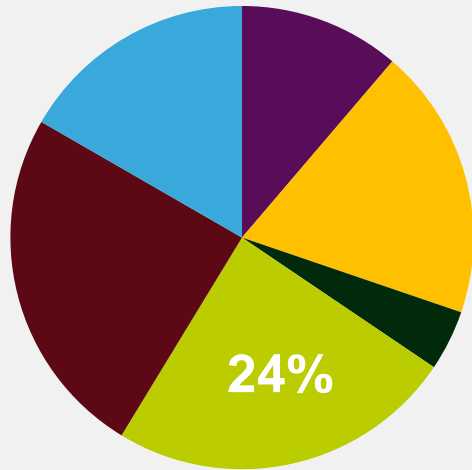
**Matteo Lo Presti**  
IPD Group Vice President  
General Manager, Industrial & Power Conversion Division





# Industrial & Power Discrete (IPD) Group at a Glance

Contribution to ST revenues  
1Q 2014



## Portfolio

 Diodes & Rectifiers	 Power Transistors & Modules	 Power Management ICs	 Lighting ICs
 Thyristors & AC Switches	 EMI Filtering, Signal Conditioning	 Protection Devices	 Industrial Analog ASSP

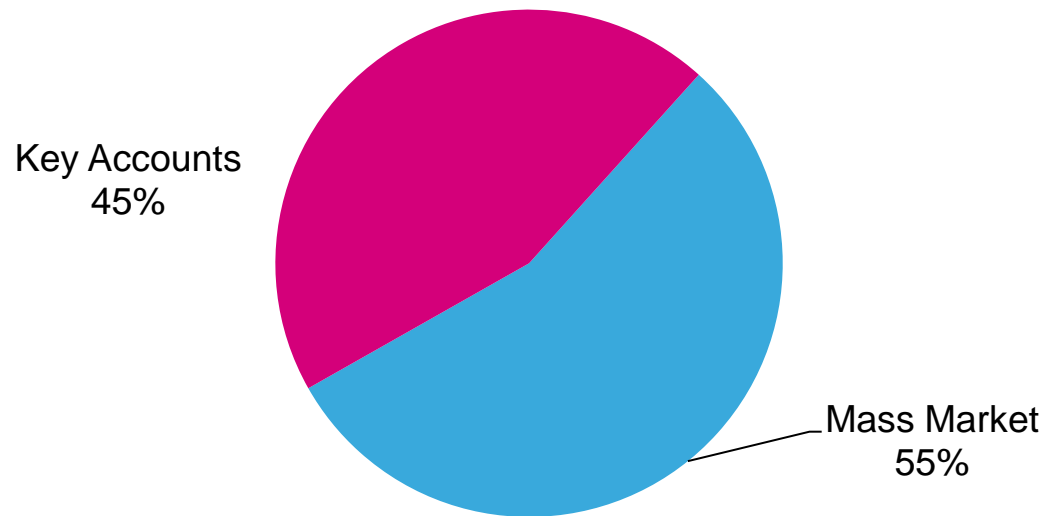
- Extensive and diversified product portfolio
- Wide mix of Technologies (HCMOS, Power, BCD, Isolation), IPs, SW and Packages

## 2013 key figures:

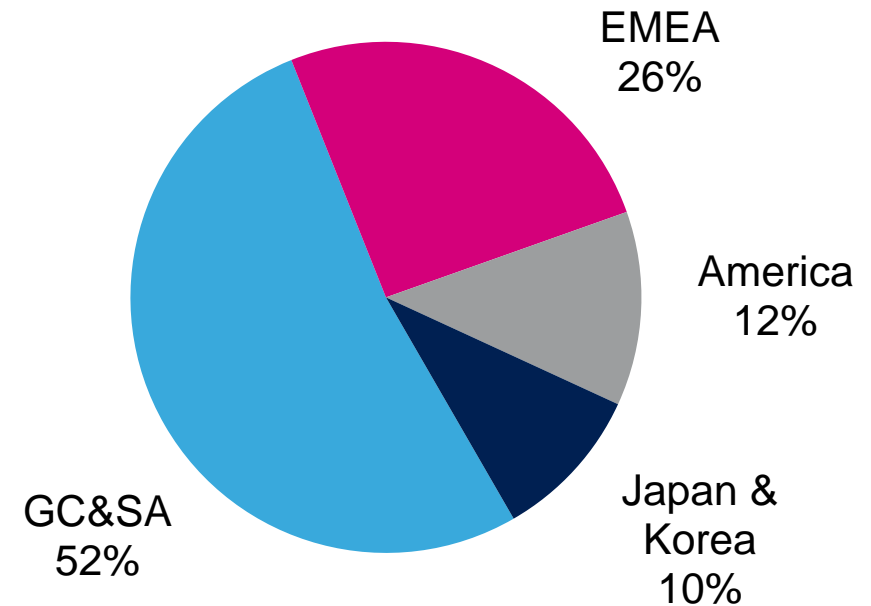
- TAM = \$ 33.6B
- Billing = \$ 1.8B
- Market share = 5.4%

- +3 % YoY sales growth
- Gaining market share (**from 5.1% to 5.4%**) in a slightly decreasing market (-1.3% YoY)
- +7% YoY sales growth in Mass Market
- **Well-balanced customer base** minimizing market fluctuations (**55% sales from Mass Market**)

● Revenue by customer type



● Revenue by region of shipment



# Leading Positions in our Markets

195

ST

#2 in the global Industrial market

#1 Industrial Analog ASSP

#1 High voltage Power MOSFET

#1 Thyristors & Triacs



- **Significant breakthroughs in Innovation**
  - > **1000** new products contributing in 2013 revenue
  - > **400** newly granted and filed patent applications in 2013
- **Wide product offering**
  - > **7,500** available products covering a wide range of applications
  - **World-class IP** portfolio for Advanced Smart Power products
  - High-performance and robust **power packages** for high-power applications with optimized power density
- **Established Worldwide Ecosystem for Mass Market**
  - Strong system **know-how** to support a global **customer base**
  - > **400** evaluation boards and associated tools (Software, Docs,...)



## Power Conversion

- **AMOLED Drivers** used in more than 300 M smartphones over the past 2 years
- Successful introduction of **Digital Power Smart Controller** addressing a strong growing market
- Introduced the first **PMIC (Power Management IC) Family** for energy management in mobile phones



## Industrial Analog ASSP

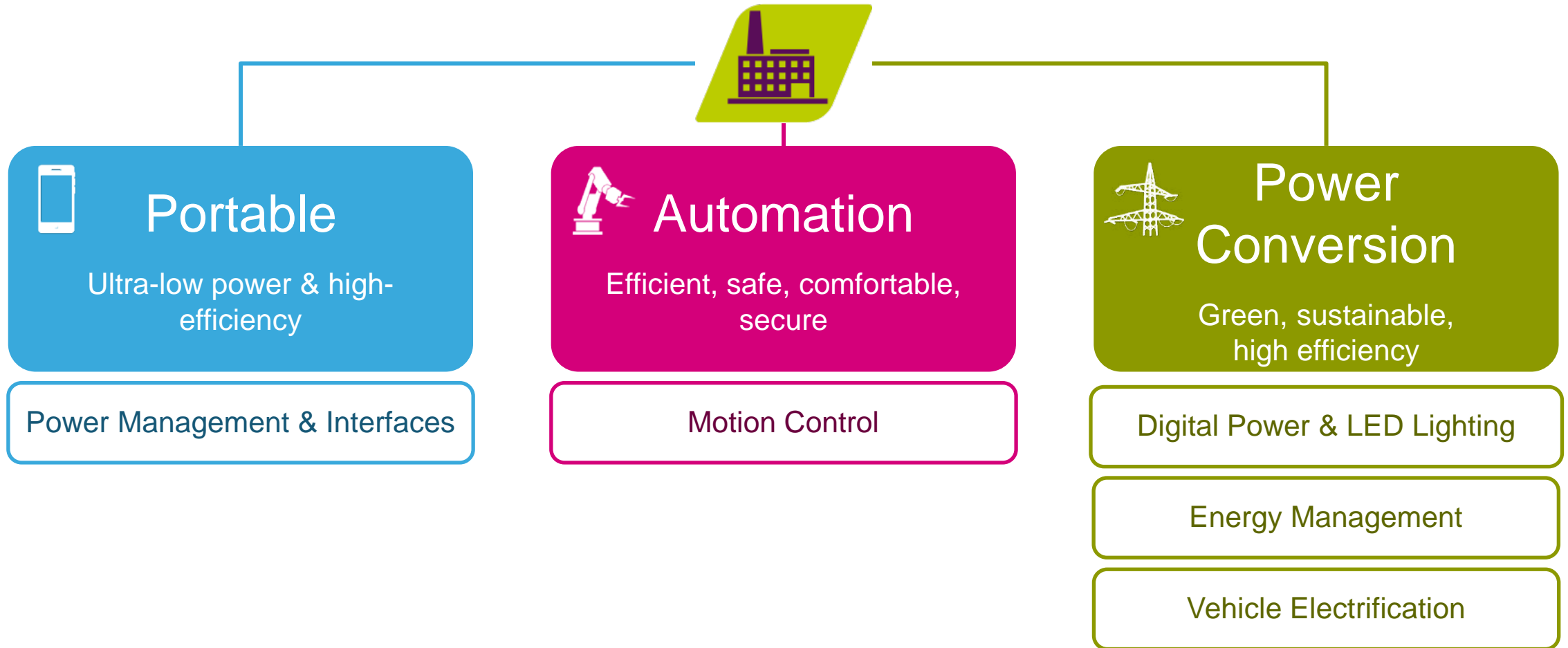
- **High Voltage Gate Drivers** and **IGBT** are found in 50% of European appliances (1 appliance out of 2 uses ST products)
- Enlarged the **Intelligent Power Switches** portfolio for Industrial Automation



## Power Discretes & Modules

- Continuous sales and market share growth (2 years in a row) for **IGBT**, boosted by **IPM (Intelligent Power Module)** and best-in-class **600 V, 650 V and 1200 V Trench Gate Field Stop IGBT** for High Frequency Converters for Industrial Applications
- Introduced new **Super-Junction (up to 1200 V)** and **Advanced Low Voltage (80 – 100 V) Trench MOSFET**
- Increased market share on **High Voltage MOSFET** about 20%
- Strong demand for **RF Antenna Tuners, Common Mode Filter (ECMF)** and **High Speed Protection** devices for smartphones
- 2nd Gen. of **Silicon Carbide (SiC) Diodes** and **Field Effect Rectifier (FER)** for high-power server applications and mobile-tablet chargers
- New **1200 V High-Sensitivity Triacs** for Motor control, E-car charging station and medical implanted equipment

# Targeting the Fastest Growing Applications



# Power Management & Interfaces

## Key Applications & Segments



Smartphones and Tablets

Gaming Consoles

Wearable

Internet of Things (IoT)



## Key Products

### Power Management ICs and Discretes

- PMICs for Energy Management & Wireless chargers
- AMOLED Display
- FER Diodes
- Ultra Low Power DC/DC ICs

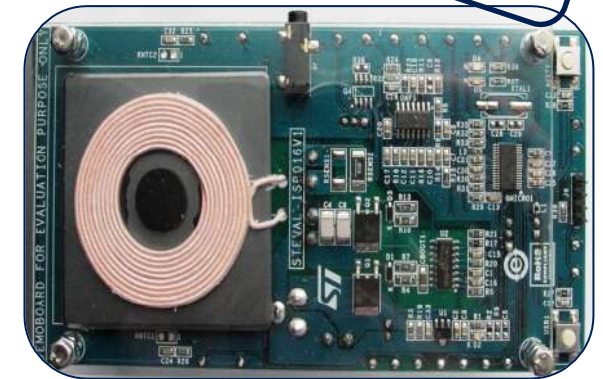
### Integrated Passive Devices & Protections Devices

- Tunable Capacitors for Smart RF Antenna Tuning
- EMI Filters, Common Mode Filters & micro-ESD Protections
- RF IPD Baluns and Couplers

### Technologies

- Advanced BCD
- Glass substrate for better RF performances
- Miniaturized packages (Flip Chip, Wafer Scale)

ST Reference Platform



Wireless Power Transmitter for Smartphones

**ST Full System Solution Value: \$5**

## Key Applications & Segments



Home & Building Automation

Home & Small Appliances

Factory Automation

## Key Products

### Power Devices

- IGBT, Power MOSFET, Power Modules
- Medium power, high commutation and high noise immunity Triacs
- Ultrafast & Soft Diodes
- Silicon Carbide (SiC) Rectifiers

### Motion Control ICs

- Monolithic Motion Control
- Smart Gate Drivers & New Gap Drive
- Isolated Intelligent Power Switches (IPS)

### RF & protections Devices

- Current Limiter and integrated EOS Protection
- RF IPDs

ST Reference  
Platform



Dual Motor Control with PFC for  
White Goods

**ST Full System  
Solution Value: \$16**

# Power Conversion

## Digital Power & LED Lighting

200

### Key Applications & Segments



LED Lighting

SMPS for Telecom & Consumer

Adapters

UPS

### Key Products

#### Power Devices

- HV Super-Junction and LV advanced Trench MOSFET, IGBT
- Flat Package Ultrafast & Silicon Carbide Devices
- FER diodes

#### Power Management ICs and Protections Devices

- AC-DC & DC-DC LED Lighting Converter ICs
- Digital Power Controllers ICs
- Power Factor Correctors (PFCs) ICs
- LED By-Pass Protections

#### Technologies

- Advanced BCD
- Proprietary IPs for Mixed Digital and Analog Architectures
- Power Packages

ST Reference Platform



Digital Power Supply for Servers

**ST Full System Solution Value: \$19**



# Power Conversion Energy Management

201

## Key Applications & Segments



Smart Metering

Renewable Energy

Internet of Things (IoT)

## Key Products

### Power Conversion ICs

- Monolithic High Voltage Converters
- Ultra-low Quiescent Current Linear Voltage Regulator

### Industrial ASSP

- Power Line Communication & Connectivity SoC
- Meter Analog Front End ICs
- Energy Harvesting ICs

### Discretes & Modules

- Power MOSFET, IGBT & Modules
- Ultra-fast and SiC Rectifiers
- High speed data ESD Protection
- High power TVS (Transient Voltage Suppressor)
- RF IPD Baluns

ST Reference  
Platform



Smart Gas Meter for  
Domestic and Commercial

**ST Full System  
Solution Value: \$10**

# Power Conversion Vehicle Electrification

202

## Key Applications & Segments



Hybrid Vehicles (HEVs)

Electric Vehicles (EVs)

Battery Charger Stations

## Key Products

### Application Specific ICs

- New Galvanic Isolation ICs (gapDrive™)
- DC-DC Converters ICs

### Power Discrete & Modules

- SiC Rectifiers and MOSFET
- High power SCRs for input controlled bridge
- Trench Gate Field Stop IGBTs and Power Modules
- HV Super Junction MOSFET and new LV Trench MOSFET
- EOS Protection Diodes

ST Reference  
Platform



Unidirectional DC-DC Converter for  
HEVs and EVs

**ST Full System  
Solution Value: \$46**

# IPD Revenue Boosters in 2014

203



## Portable

- Extending **PMIC Family** for Energy Management from Portable to Servers
- Introducing the first family of **PMICs** combining **AMOLED Drivers** and **Energy Management**
- Expansion of **Tunable Capacitors, RF Couplers, Baluns** and **Common Mode Filters** families
- New **micro-ESD Protections** and **Field effect Rectifiers** for high-efficiency and fast chargers for mobile



## Automation

- **Motion Control:** New **Smart Drives (x-SPIN™)** and **IGBT (1200 V Trench Field Stop)**
- **Internet of Things (IoT)**
  - Volume Production of “COMET”, the market’s first **Single-Chip Meter with PLM connectivity**
  - **RF IPD Baluns** for industrial and smart home connected sensors and data-center
  - New generation of **Protection devices** for high-speed data networking equipment exposed to high power surges
- **Silicon Carbide (SiC):** Introducing 1st Gen. **1200 V MOSFET** and 2nd Gen. **1200 V Diodes**
- **Advanced Trench LV MOSFET:** Expansion of portfolio to 60 V, 40 V, 30 V range



## Power Conversion

Expected growth supported by overall macro economic improvement in particular in industrial and housing  
Dedicated regional marketing campaigns for distribution and mass market targeting double-digit growth

# Targeting Double-Digit Growth in Mass Market

- Dedicated business development programs for each Region, involving over 30 channel partners worldwide, in the following focus areas:

## Motion Control, LED Lighting and Digital Power

- Leveraging the complete **Ecosystem** to support **Distributors** and **Mass Market customers**:
  - Networking Technical Communities
  - Design Resources
  - Marketing Collateral
  - Evaluation Boards
  - Simulation Tools
  - Web Support



Motor Control Community



STEVAL-IKM001V1



eDESIGN Suite





Wide mix of FE Technologies, IP, SW and Packages

Diversified customer base for a balanced presence in the market

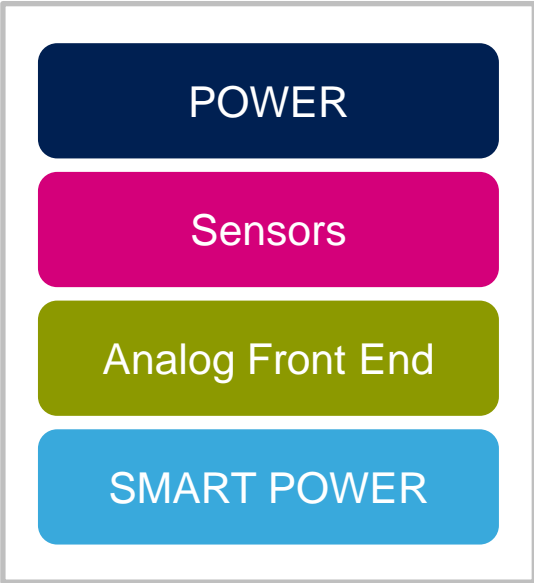
Strong system know-how resulting in strategic relationship with Distributors and Mass Market customers

Reference Platforms combining digital control and analog with a leading portfolio of discrete devices and ICs

Manufacturing strategy aligned with growth opportunities

# Featuring the Smart System-In-Package

## Combining IP and Technologies for Heterogeneous integration

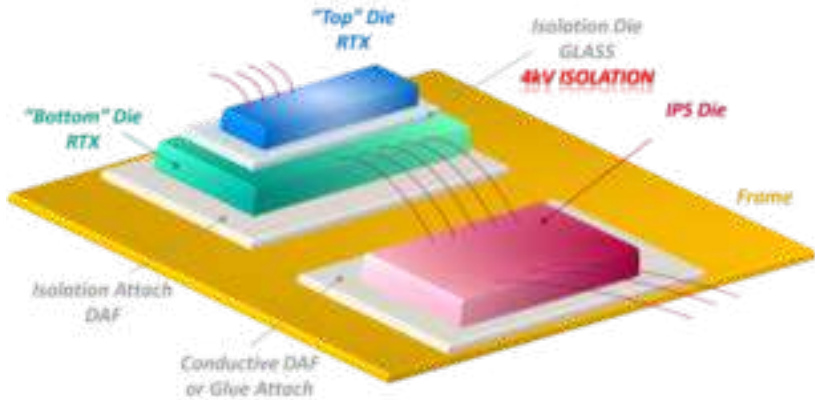


### Key Benefits:

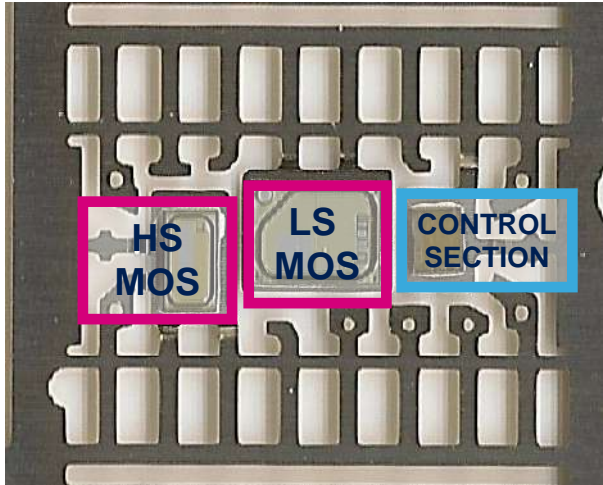
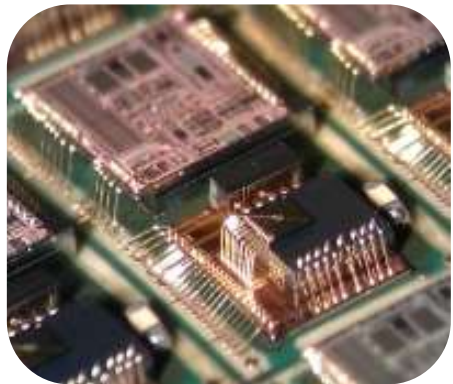
- Miniaturization
- Cost-effectiveness
- Enhanced functionalities
- Protected IPs
- Power Density
- Flexibility

### Key Features:

- Mix of hybrid technologies
- Heterogeneous integration
- Isolation + embedded MCU



Our excellence in Analog & Power



**Focusing on high growth markets** with favorable trends through wide and diversified product portfolio addressing both high-margin and high-volume markets: **Portable**, **Automation** and **Power Conversion**

**Combining efficient Power Technologies** (MOSFET, IGBT, SiC) with **Smart Power ICs** in Advanced Modules for Automotive and Automation Markets

**Distribution and Mass Market Focus** with system approach, suitable and large product portfolio in key areas such as **Motion Control**, **LED Lighting**, **Digital Power**

Leveraging leadership on **PMICs**, **AMOLED Drivers**, **High Speed Protections**, **ECMF & RF IPD's** for portable to expand into **Servers** and **Wearable Electronics**

Fostering **Leadership** in **Power Discrete** product families by introducing new **Super Junction high voltage MOSFET**, **Trench IGBT**, high performance **Rectifiers**, **Triacs** & **SCR's**, **Field Effect Rectifier (FER)**, **Advanced low voltage Trench MOSFET** & **Silicon Carbide (SiC) Diodes** and **Transistors**

# Mass Market

**Paul Grimme**

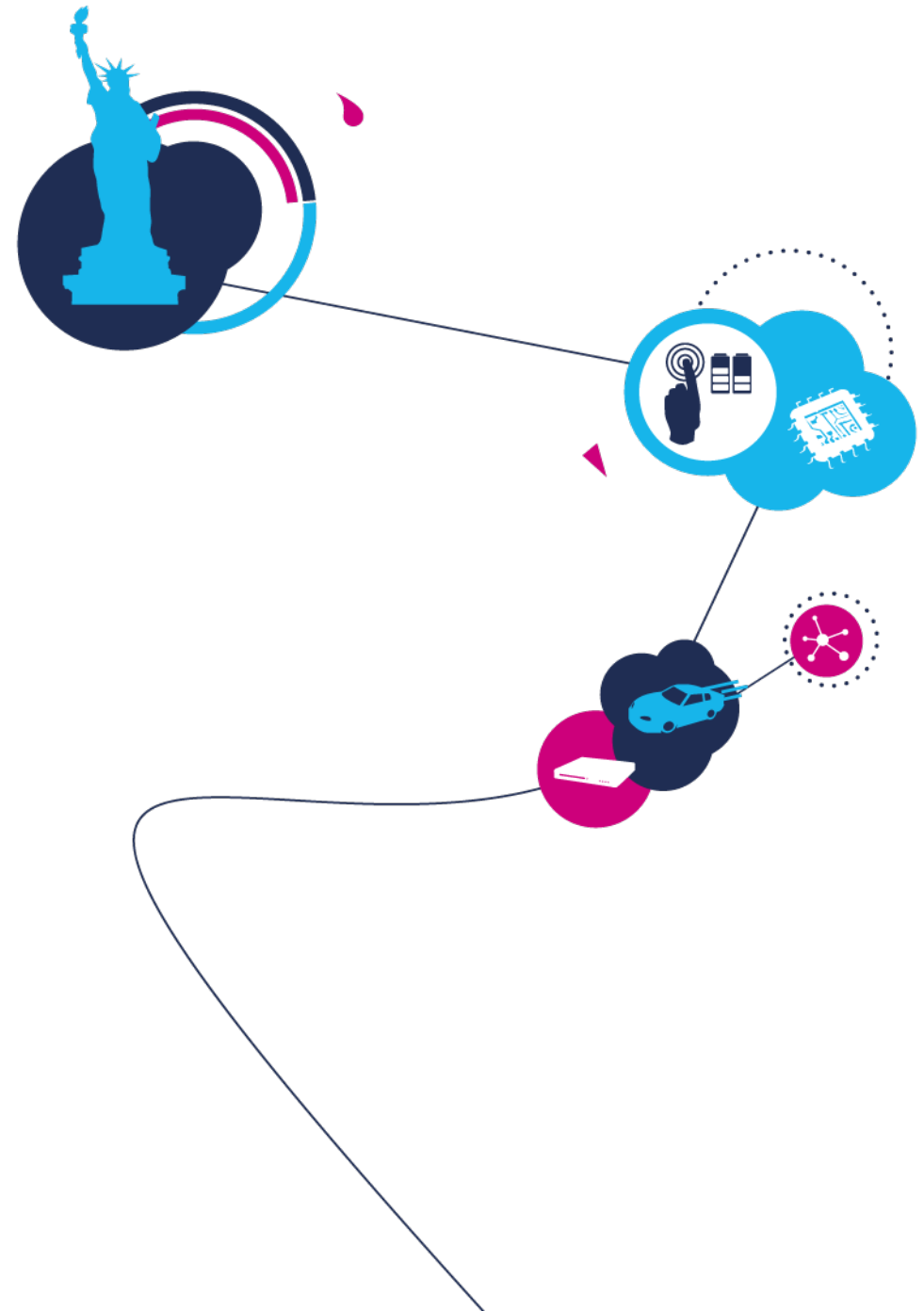
Executive Vice President,  
Mass Market and Online Marketing Programs

**Bob Krysiak**

Executive Vice President,  
President, Region Americas



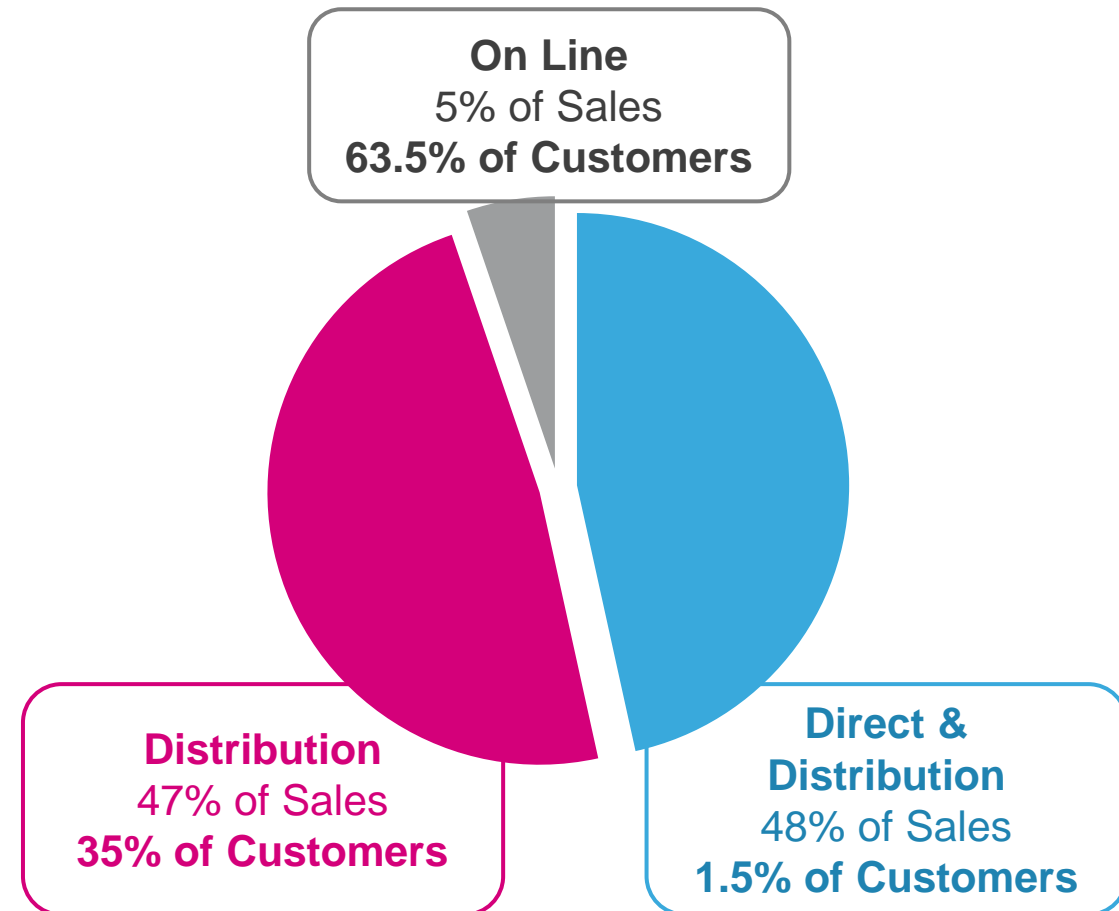
life.augmented





- The market which encompasses **thousands of customers** of ST outside of the top accounts
  - The largest market served by ST
  - Different engagement dynamics of the channels
- Diversified customer base brings **higher stability**
  - Multiple market segment cycles
- **Higher margin** potential
- A new, **focused structure in place** to keep on winning in this market

**“Mass Market” >100 000 customers**



**Our objective is to increase the mass market revenues and continuously gain market share**

## Based on three pillars



**Our objective is to increase the mass market revenues and continuously gain market share**

## Based on three pillars



# Developing the Mass Market Customer Base

## Core Key Accounts

- ~ 1500 accounts with dedicated ST resource coverage, regardless of channel
- Regular business plan reviews and monitored results
- Judged to be relevant to ST and capable of producing new design wins to grow

## Channel Accounts

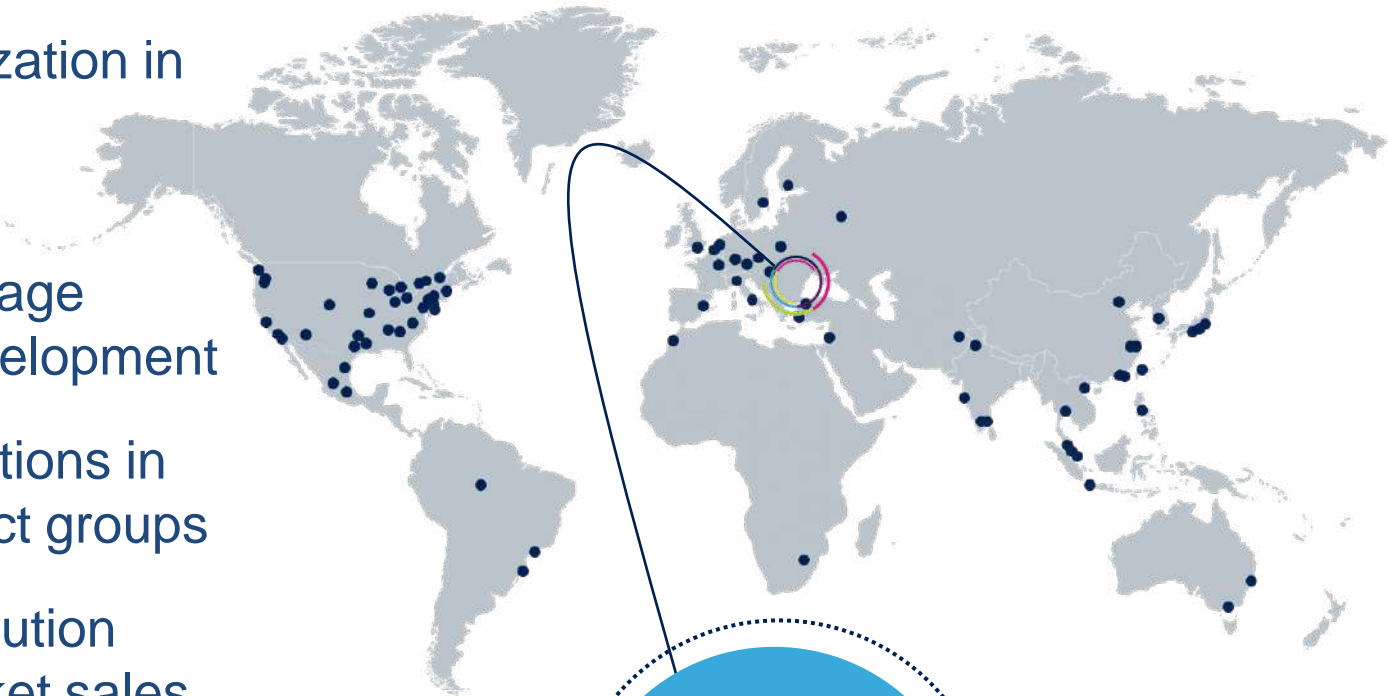
- 35,000 accounts entirely through distribution
- Programs deployed at distributors
  - Designed to create additional market share in distribution TAM by 2016

## Online Accounts

- Today 60k ST customers purchase online
- More than 100k registered users of catalog and ST sites
- Marketing information push and customization
- Lead generation capture and new account/new business follow-up engine

# Sales and Marketing Focus

- A renewed sales and marketing organization in place since end 2012
- Boosting demand creation through an enhanced focus on geographical coverage while strengthening global account development
- Establishing strong marketing organizations in the regions fully aligned with the product groups
- Intensifying our cooperation with distribution partners worldwide to boost mass market sales
- Measuring on direct and indirect sales

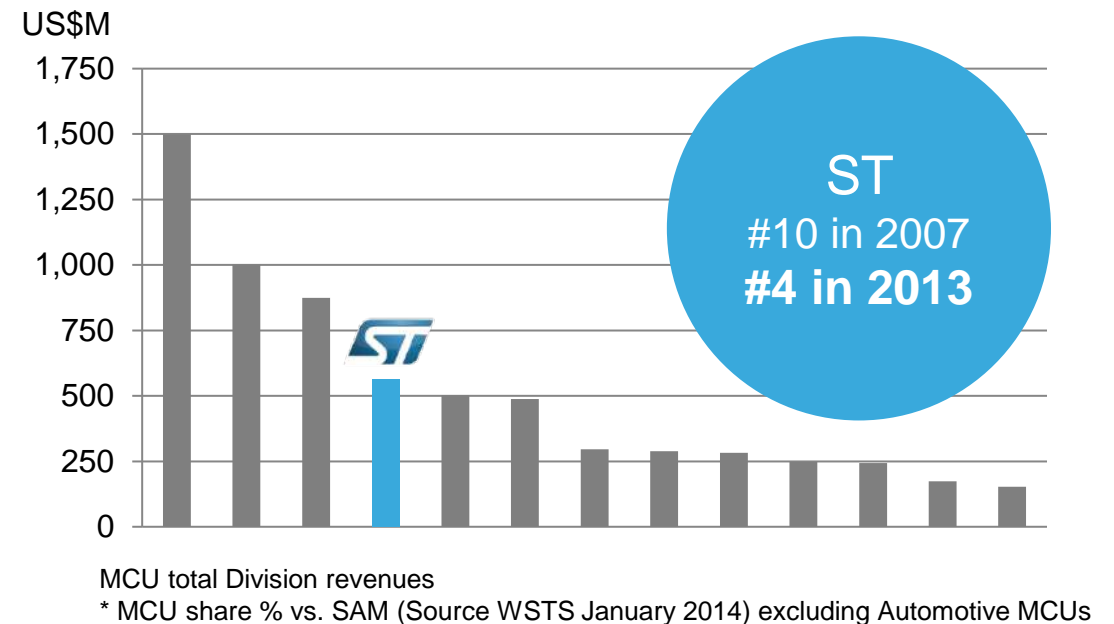
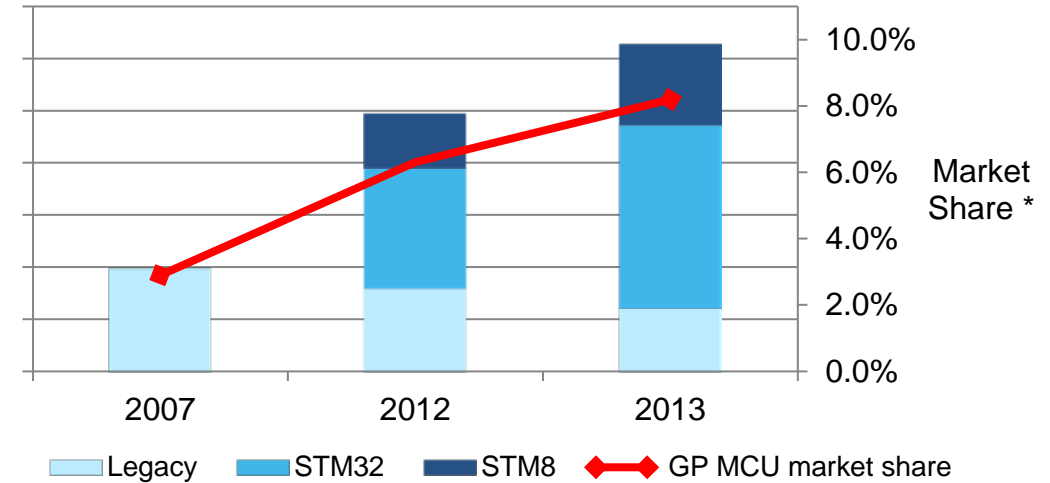


**79** sales offices  
in **35** countries

# General Purpose MCUs Success Story

**Strong focus on Mass Market**  
 (~80% of total business in 2013)

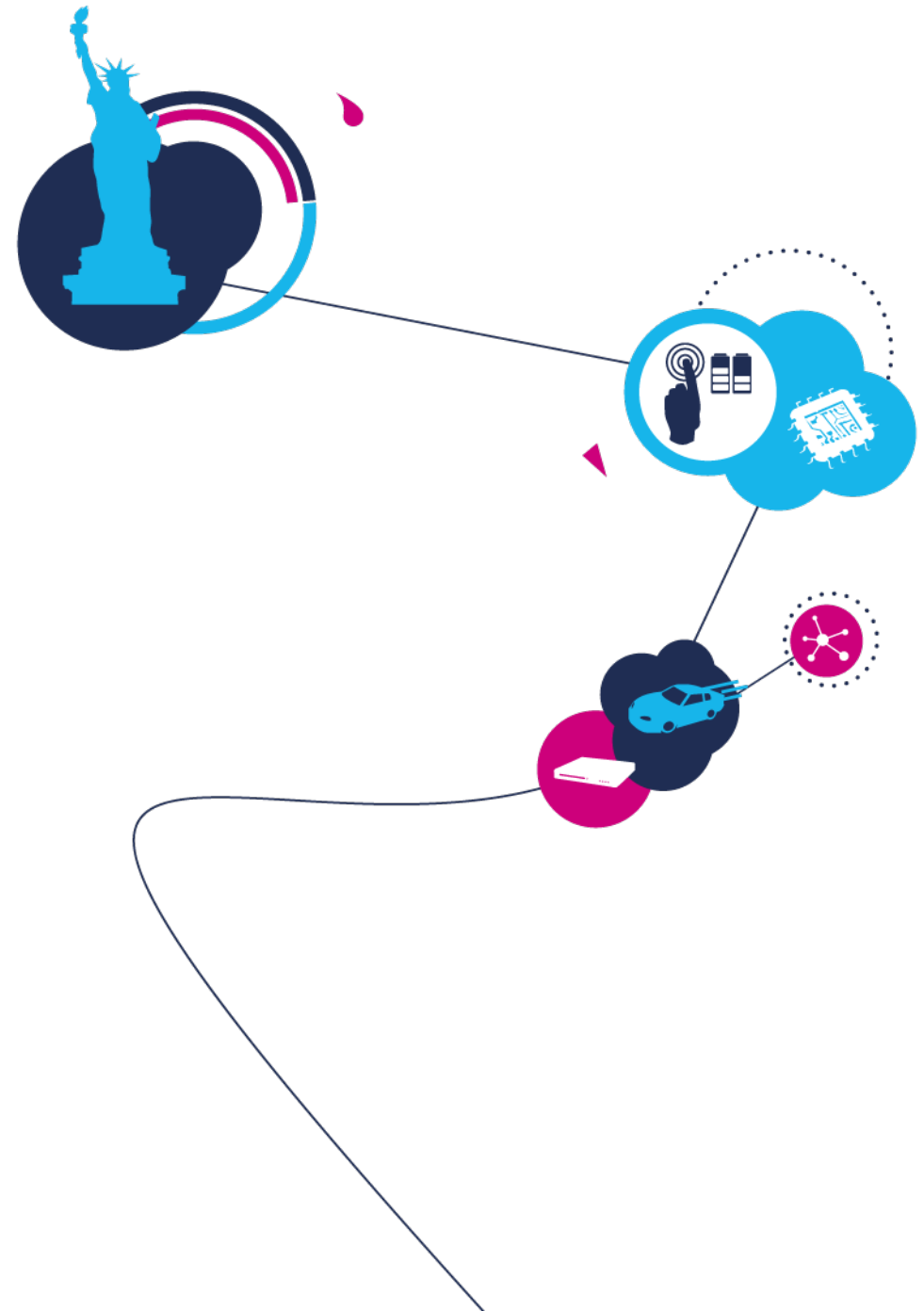
- Tens of thousands customers worldwide
  - Target >40K WW customers
- Broad, multi-applications and fragmented business
- Lead product penetration provides visibility to the customer base, applications
- Also provides visibility in applications to sell other ST products

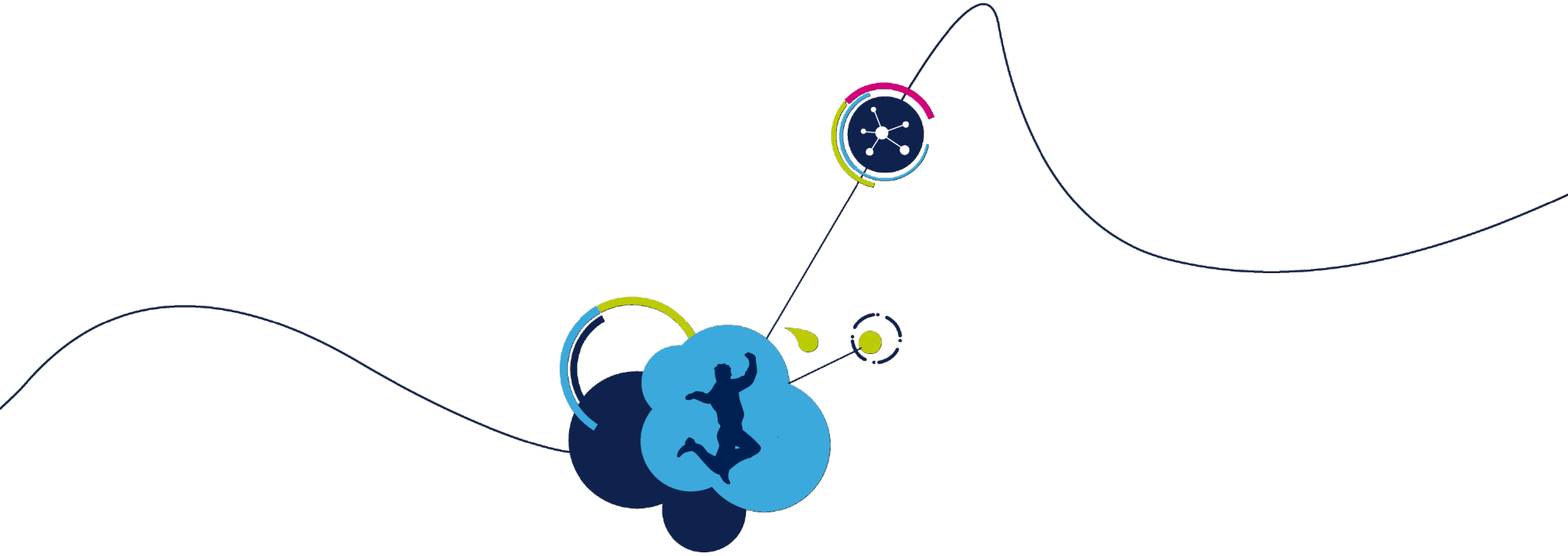


# Manufacturing and Technology R&D

**Jean-Marc Chery**  
Chief Operating Officer

**Orio Bellezza**  
Executive Vice President  
General Manager, Front-End Manufacturing & Technology R&D  
Sense and Power & Automotive (SP&A)





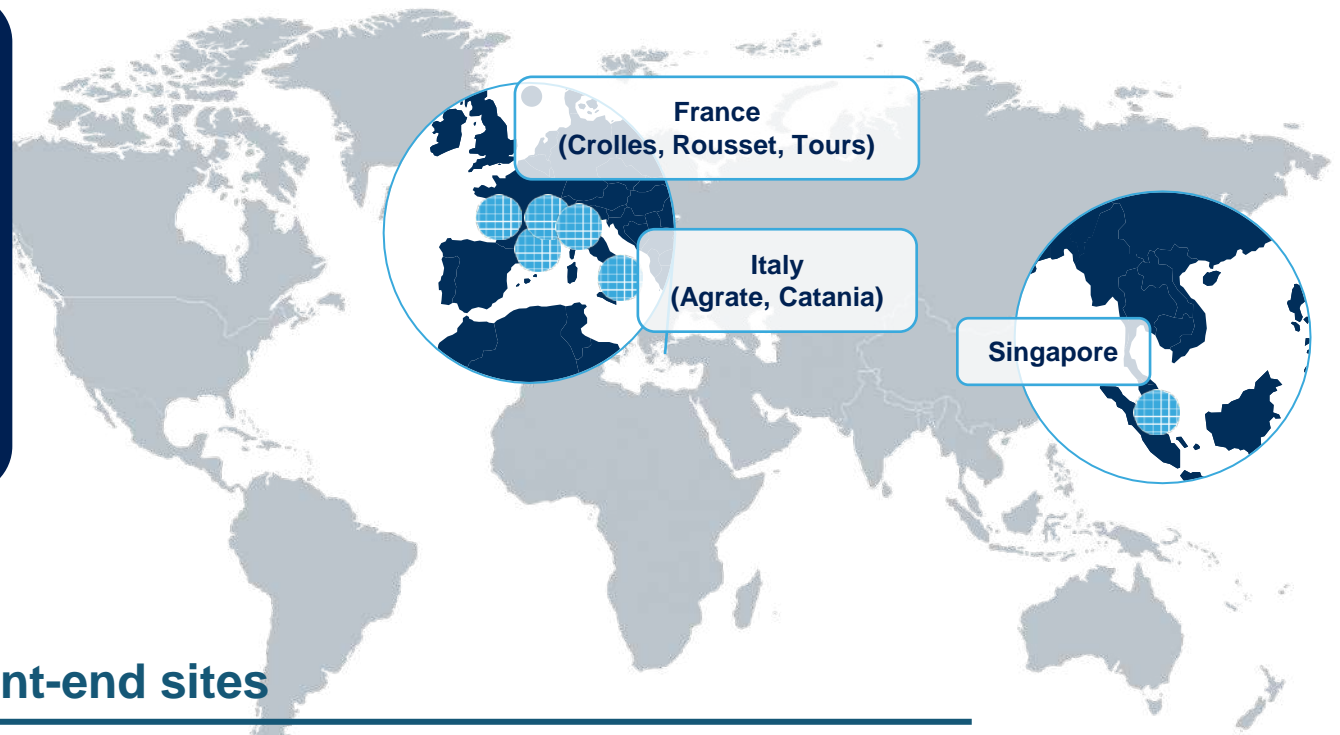
# Manufacturing



# Front-End Manufacturing: Unique Capability

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Large technology portfolio  
Clustering approach  
Internal and external flexibility



## 6 front-end sites

<b>Crolles</b>	Advanced Logic Image Sensors Embedded-NVM	<b>Tours</b>	Discretes	<b>Catania</b>	Advanced BCD Advanced PMOS
<b>Rousset</b>	Embedded-NVM Logic	<b>Agrate</b>	Advanced BCD MEMS	<b>Singapore</b>	Discretes Power BCD

Foundry  
partners

## May 2013 Priorities

### CMOS

- FD-SOI 28nm manufacturing ramp-up
- Imaging 1.4 $\mu$ P BSI volume production

### E-NVM, RF/Analog

- 90nm e-Flash high volume production
- Optimized 130nm RF SOI in ramp-up

### Smart Power & Discrete

- BCD mix evolution to 0.16 $\mu$ m, thickCu
- IGBT 650/1200V production ramp-up

### MEMS

- 6-Axis combo volume production
- mPhone and Compass ramp-up

## Our Achievements

- **Full qualification of 28nm FD-SOI** technology platform, now ready for Manufacturing: Strong prototyping activity ongoing
- **Volume production** ramp-up of **1.4 $\mu$ P BSI** technology for a key mobile phone customer
- Ramp-up at **Crolles300** of M10 **90nm eNVM** technology for general purpose microcontrollers applications. Volume production in Rousset for general purpose and secure microcontrollers applications.
- **Full qualification** of M55 **55nm eNVM** technology for automotive applications
- Complete redefinition of **RF SOI 130nm** technology with **best-in-class** Ron-Coff figure of merit and process **cost optimization**
- **Volume production** of **BCD8 0.16 $\mu$ m** generation for HDD, PMIC and Automotive applications at **Agrate** and **Catania** fabs
- **Volume** ramp-up of **IGBT** at Catania fab
- MEMS 6-axis and **pressure sensor** in **volumes** at Agrate fab
- Production start of **MDMESH** at Singapore 8"

## Advanced CMOS and Derivatives

- Crolles 300 growth and critical size improvement, focusing on balanced mix of technologies, capitalizing on 28nm FD-SOI platform, improving flexibility and assets utilization
- Embedded-NVM, Analog CMOS, BiCMOS and RF SOI at both 200 and 300 mm (Rousset, Crolles)
- Multiple foundry options to support further growth and flexibility

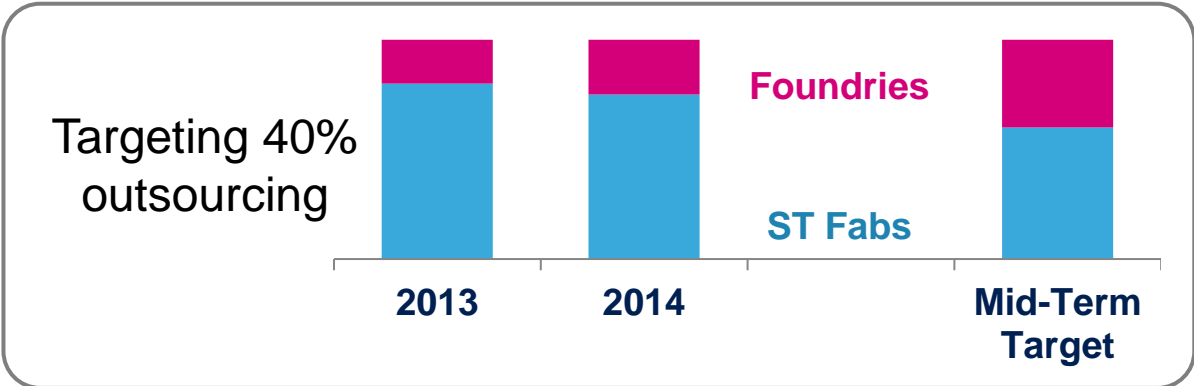
## Sense & Power Technologies

- Technology capability enabling product differentiation for MEMS, BCD & Discretes
- Improve mix toward higher margin product lines
- Progressive conversion from 6" to 8" at the Singapore and Catania fabs
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# CMOS and Derivatives Sourcing

## 28nm FD-SOI licensing agreement signed with Samsung

- Crolles 300 expansion. Rousset/Crolles clustering
- Technology & manufacturing partnerships in Image Sensor/BSI
- Multiple sourcing for flexibility



Technology	First	Second
CMOS 40nm	Crolles 300	Foundry
CMOS 28nm Bulk	Foundry	Crolles 300
CMOS 28nm FD-SOI	Crolles 300	Foundry
Imaging BSI	Crolles 300	Foundry
BiCMOS55	Crolles 300	
Photonics 25Gbps	Crolles 300	
RF SOI	Crolles 200	
eNVM M55/M40	Rousset 200	Crolles 300

## Technology Differentiation

- MEMS motion and non-motion, sensors and actuators
- Smart Power BCD9s
- Tunable antenna discretes

## Integrated Manufacturing & R&D

- Time to market – time to volume
- Clusters of leadership



**Agrate**    Advanced BCD MEMS

**Catania**    Advanced BCD & PMOS

**Tours**    Discretes

**Singapore**    Discretes Power BCD

**Cost competitive**  
**High Volume Manufacturing**

# Packaging & Testing Manufacturing

**Consolidation of China operation for cost structure improvement**  
Longgang closure: end of 2014

- Fast time to volume and competitive manufacturing
- Multipurpose sites serving both Product Sectors
- Relentless quality improvement



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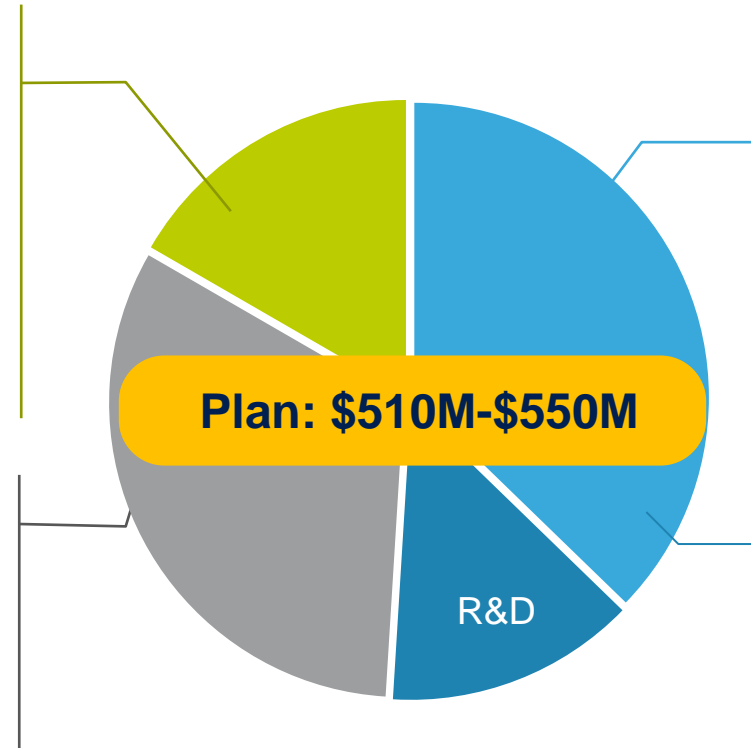
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## Back-end Manufacturing

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- Manufacturing automation and energy savings

## Test & Others

- Testing capacity increase to meet demand, IT, quality & safety

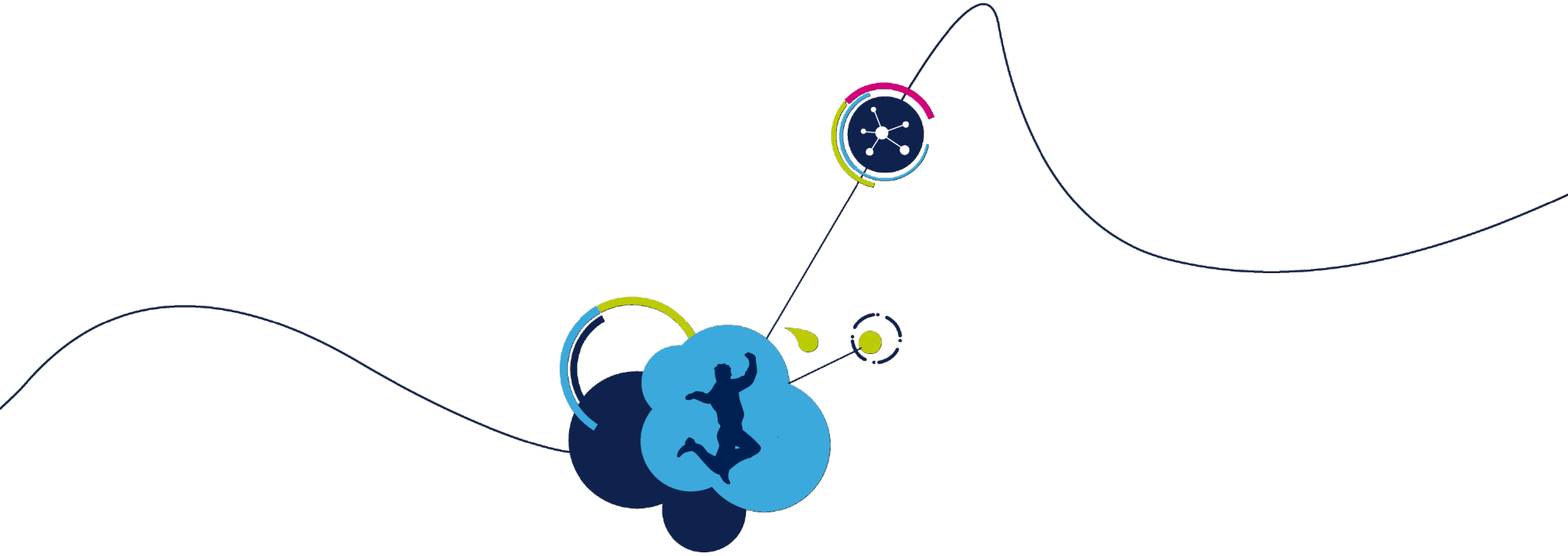


## Front-end Manufacturing/ R&D

- 300mm capability for 14nm FD-SOI & mix evolution to support advanced MCU and Automotive products
- 200mm line in Singapore
- Capacity increase to meet demand in Smart Power and Discretes

## Investments focused on:

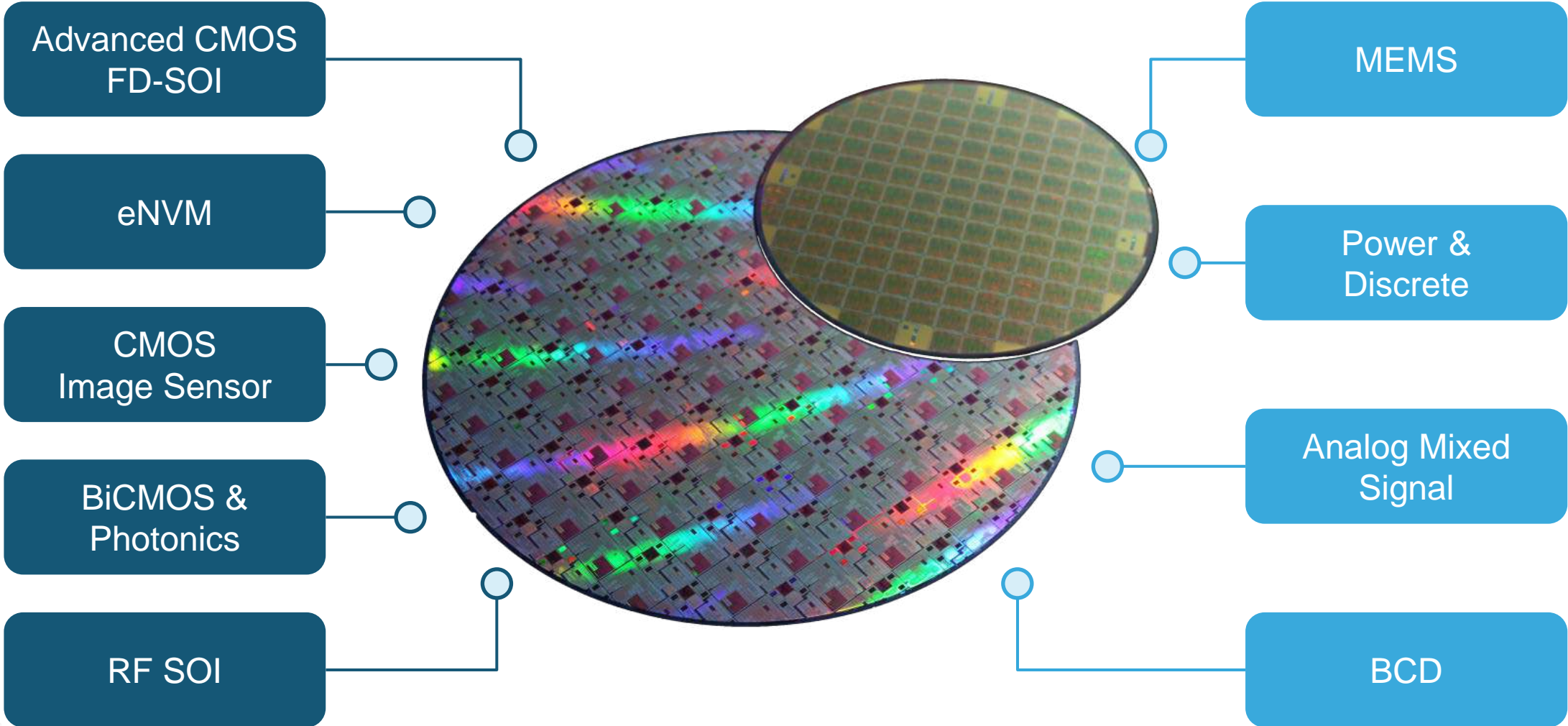
- Strategic businesses growth and key product ramps
- Proprietary technology and manufacturing



# Technology R&D



# Strong technology portfolio



## May 2013 Priorities

**BCD9S technology platform** to be ready for production. Power ASIC for Automotive (ABS/ESP) engineering samples delivery

**FD-SOI 14nm technology** to be ready for prototyping and IPs validation vehicles

**Embedded flash 40nm** technology readiness for prototyping and IPs validation vehicles

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# EPS - Technology Roadmap

	Available	2014/15	2016/17
<b>CMOS Digital RF SOI</b>	28nm UTBB FD-SOI 130nm	14nm UTBB FD-SOI 28nm UTBB FD-SOI	10nm UTBB FD-SOI
<b>CMOS Imaging BiCMOS &amp; Photonics</b>	1.4µP BSI Photonics 25Gbps	1.1µP BSI BiCMOS 55nm	Adv architecture Photonics 40Gbps
<b>CMOS eNVM* (Automotive micro) CMOS eNVM* (GP/secure micro)</b>	55nm NOR 80nm NOR	40nm NOR 40nm NOR	28nm PCM

\* Logic with Embedded Memories

FD-SOI: Fully Depleted Silicon On Isolator  
 UTBB: Ultra Thin Body and BOX (Buried Oxide)  
 BSI: Back-Side Illumination  
 eNVM: embedded Non-Volatile Memory  
 PCM: Phase-Change Memories

# A Collaborative Technology R&D

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PATHFINDING/preT0 Research

## PROJECTS

- 10nm FinFet Platform
- 7nm Program

\*UMC is only part of 10nm

\*\*CNSE is only part of Pathfinding/preT0

## Superior and flexible technology

- FD-SOI transistors are faster, cooler, simpler
- Outstanding power efficiency across all use cases
- Efficiency at all levels: CPU, Logic, Memories, Analog
- Manufacturing infrastructure and process reuse
- Improved reliability

## Enhanced design options

- Very large operating range for the same design
- Back-biasing as a flexible and powerful optimization
- Ultra-wide range DVFS
- Enhanced efficiency of multi-core processing
- Easier design than FinFET

## Increasing SOC competitive advantages

- Costs: chip-level and/or system-level (e.g. cost of cooling)
- Thermal power dissipation (TDP)
- Extended battery life
- Computing Power / Speed / Reactivity
- Reliability
- Time-to-Market

Consumer

Gaming

Mobile

Networking

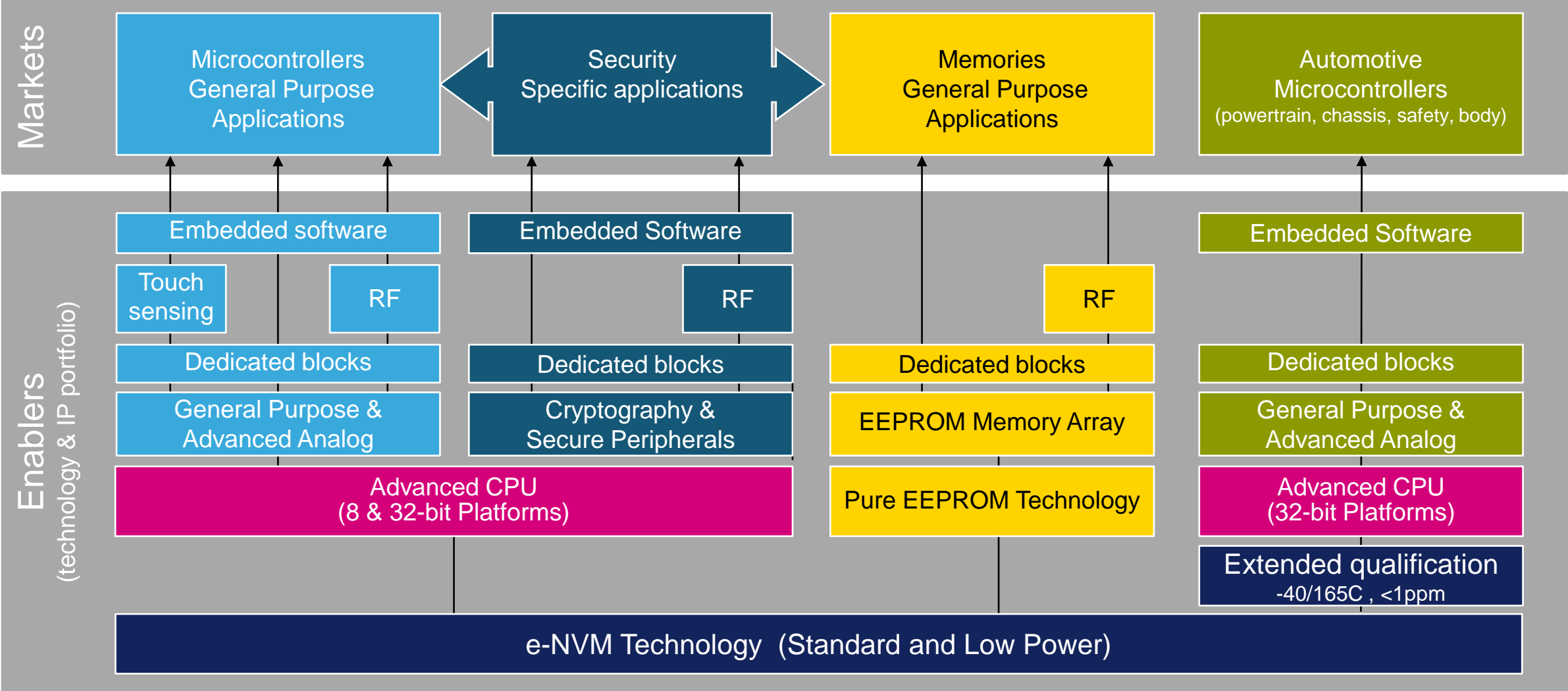
Automotive

IoT

Servers

Storage













# Embedded NVM



# SP&A - Technology Roadmap

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

# BCD Technology Segmentation

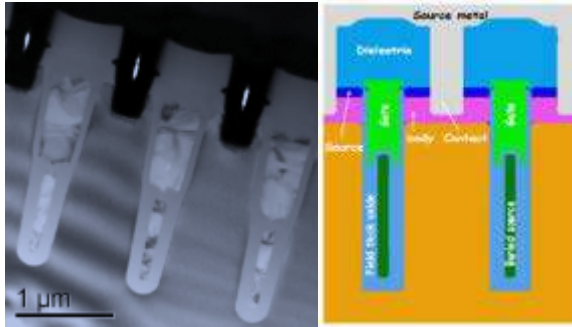
SEGMENT	TECHNOLOGY PLATFORM	APPLICATION FIELDS
Offline BCD	<b>BCD6s Offline - 0.32µm</b> 3.3V / 5V CMOS – 25V/800V	 Lighting  Motors  Electrical Car
	<b>BCD6s HV Transformer - 0.32µm</b> 3.3V CMOS - Galvanic Isolation 6KV	
SOI BCD	<b>SOI-BCD6s - 0.32µm</b> 3.3V CMOS - 20V/50V/100V/190V	 Full digital amplifier  Echography  AMOLED  Pico-projector
	<b>SOI-BCD8s - 0.16µm</b> 1.8V CMOS - 70V/100V/140V/200V	
Advanced BCD	<b>BCD8s - 0.16µm</b> 3.3V CMOS - 8V/18V/40V	 HDD  Airbag  Audio amplifier
	<b>BCD8sP - 0.16µm</b> 1.8V CMOS - 8V/18V/27V/42V/60V	
	<b>BCD8sAUTO - 0.16µm</b> 3.3V CMOS - 20V/40V/65V/100V	
	<b>BCD9s - 0.11µm – Full Cu BE</b> 1.8V CMOS - 10V/40V/60V	
	<b>BCD9sL - 0.11µm – Full Cu BE</b> 3.3V CMOS - 20V/40V/65V/100V	
	<b>BCD10 - 90nm</b> 8V to 65V	
High Voltage CMOS	<b>HVG8 - 0.18µm</b> 1.8V/22V/32V CMOS	 Bio Medical  Advanced Analog
	<b>HVG8A - 0.18µm</b> 16V CMOS	



# Power & Discrete Technologies

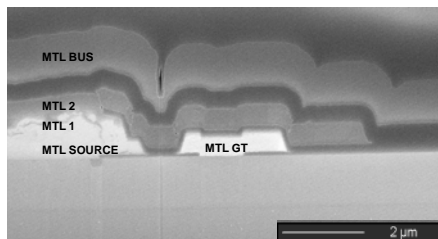
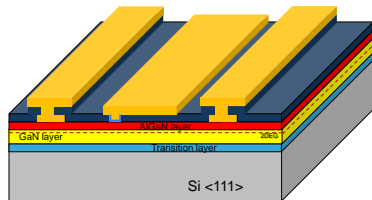
## LV MOSFETs

- OFT100 (ind.)
- OFT60/40V



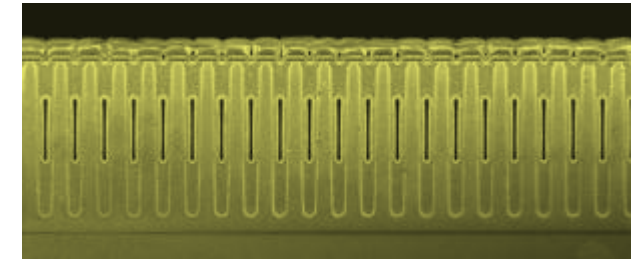
## Gallium Nitride (GaN)

- GaN-HEMT



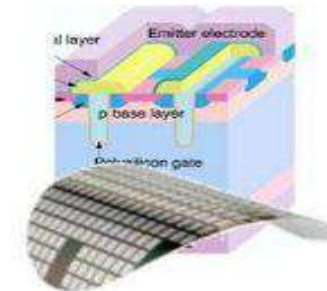
## HV MOSFETs

- MD trench



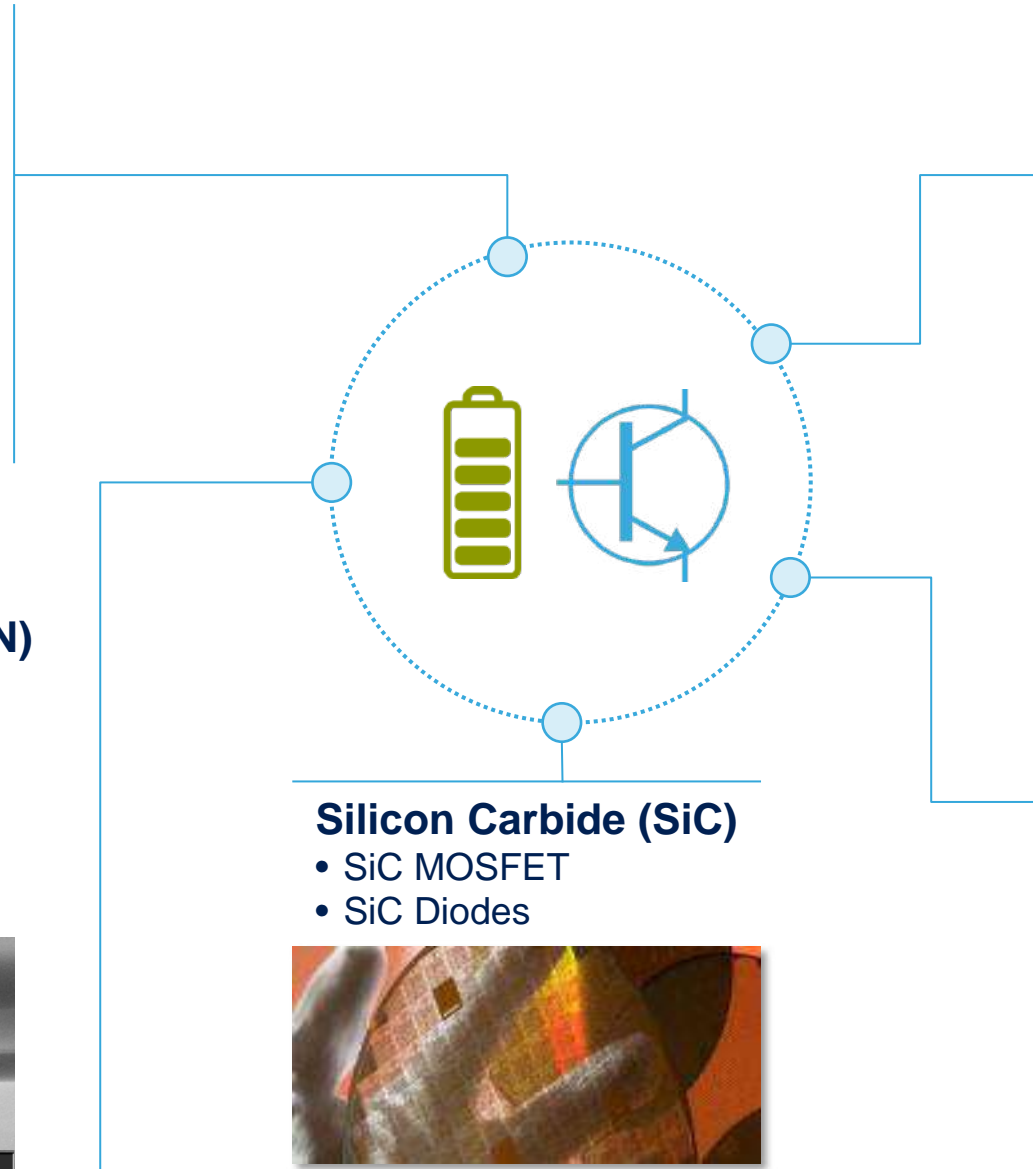
## IGBTs

- 1200V LA
- 650V LA
- Integrated Recovery Diode
- Copper-on-IGBTs



## Silicon Carbide (SiC)

- SiC MOSFET
- SiC Diodes



# Manufacturing and Technology Summary

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- Differentiating technologies and leading edge road-maps in both Moore and More-than-Moore
- Time-to-market and time-to-volume, driven by clusters of leadership
- Highly efficient and flexible manufacturing engine, Front-End and PTM serving both product segments
- Cost efficiency driven by global lean manufacturing initiative



# Mass Market Programs

235

**Our objective is to increase the mass market revenues  
and continuously gain market share**

## Based on three pillars






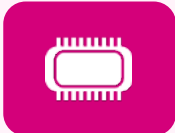


# Breadth and Depth of Product Portfolio

A **unique portfolio** with all the key technologies and products



**Increasing** semiconductor content per application  
**More ST chips** per customer system

Engaging with a **broad ecosystem**

-  MEMS & Sensors
-  Analog & Mixed Signal ICs
-  RF Connectivity

-  Microcontroller
-  Secure MCU
-  Memory

-  Power Discrete & Modules
-  Industrial Analog ASSP
-  Power Conversion

-  Automotive
-  Imaging
-  Digital Consumer & ASICs

# Expertise in Key Functions for Applications

## Strong expertise in key functions

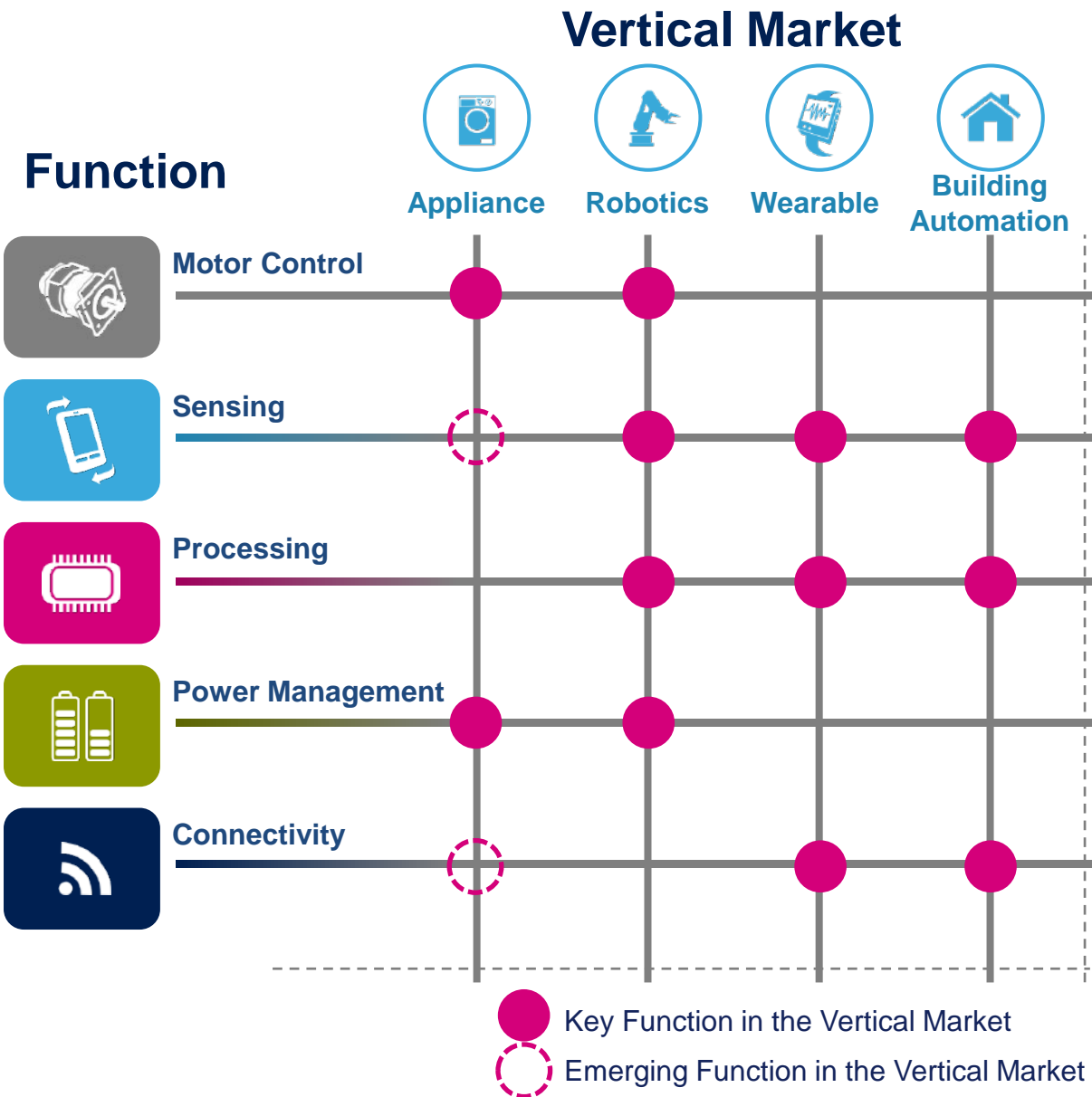
- Motor Control, Sensing, Processing, Power Management, Connectivity, ...

## Access to a fast and easy application development environment

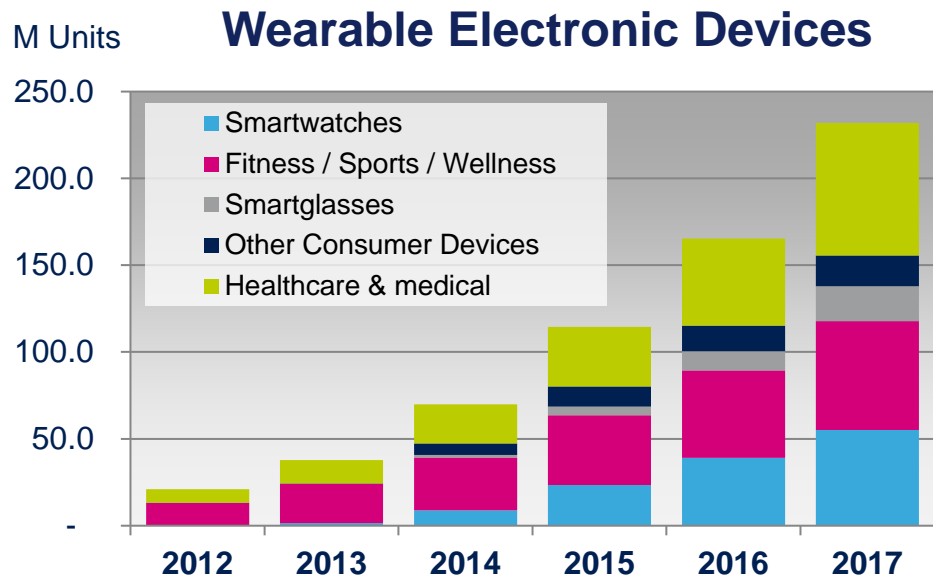
- A wide range of platforms and reference designs
- Partnership with third parties
- Supporting design environment with selectors, design and simulation tools

## Enlarged products portfolio supported by all collateral

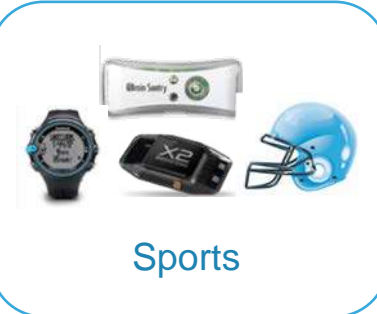
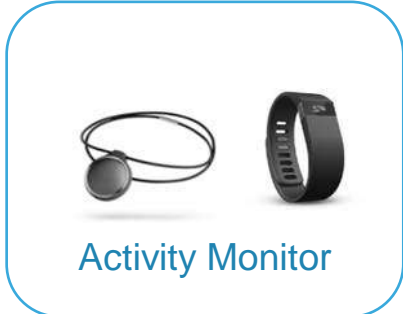
- Software, evaluation boards, technical and marketing documentation...



# ST in Wearable Applications



**\$1.4B in SAM by 2017**



**Sensing**

**Processing**

**Connectivity**

**Power Mgmt.**

Gyroscope and Accelerometer  
MEMS microphones  
Environmental sensors  
Sensor Fusion Hub

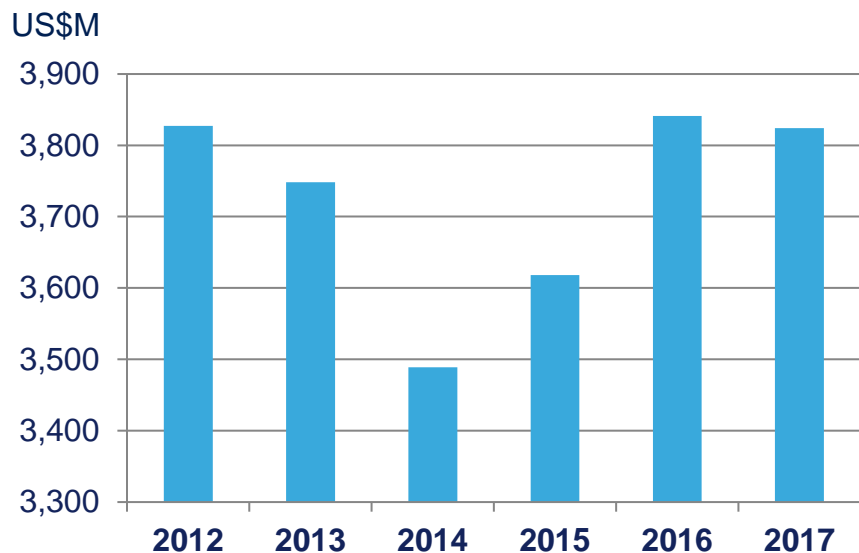
STM32 leader in low-power ARM Cortex-M Microcontrollers


Bluetooth Low Energy  
Bluetooth & Wi-Fi modules

AC-DC charging  
Battery management  
Wireless Charging  
Energy Harvesting

# ST in Appliances

## SAM Semiconductor Value



 **Processing**

STM32 broad family of Cortex-M Microcontrollers for Motor Control/HMI applications

 **Motor Control**

Power Discrete and Modules  
Industrial Analog ASSP

 **Sensing**

Accelerometer - Gyro  
Humidity & temperature Sensors  
Pressure Sensors

 **Connectivity**

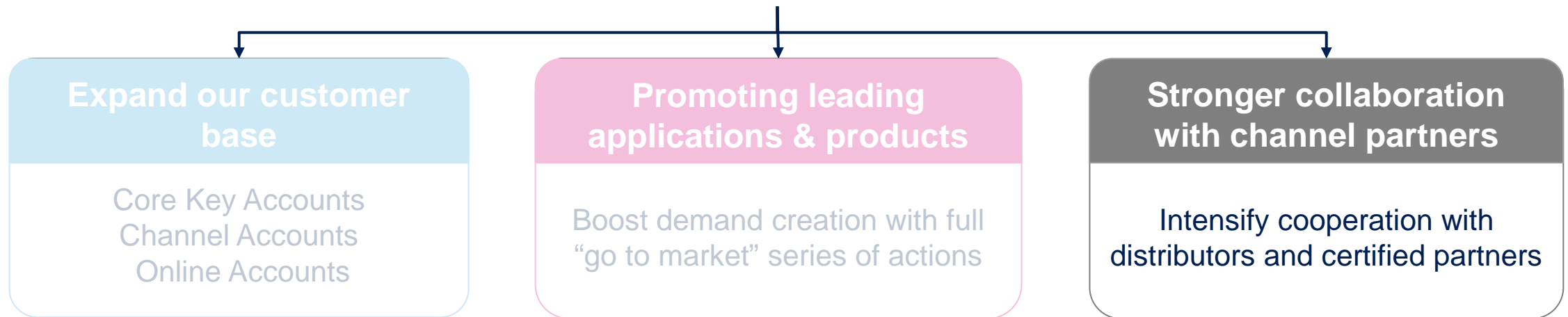
Power Line Modem  
BT Modules

 **Power Mgmt.**

Smart Power

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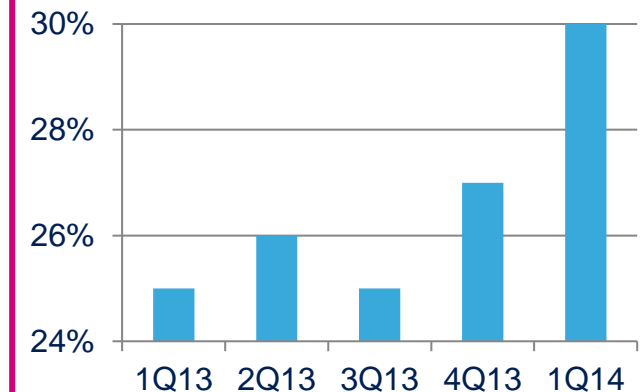


# Collaboration with Partners

- Network of Distributors and Value-added Resellers
  - Extended marketing reach via joint promotion programs
  - Growing sales coverage and leverage of resources
  - Stronger technical support from distributors' teams thanks to increased knowledge of ST products and application solutions
- Enhanced design support through collaboration with third parties (design houses, training centers, ...)
- Improved online marketing and design environment able to acquire, support and serve new customers during the design and production phases



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



# Large Distribution Network

**54 top class distribution partners** worldwide fully integrated with our teams (sales, technical, supply chain, online) covering **150 countries**

## Top 4 distributors\*



## Catalog Distributors



*\*Listed alphabetically*

# ST Momentum in the Mass Market

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## Mass Market Growing

- High single digit growth in Mass Market billing in 2013
- ~1500 Core Key Account customers identified and tracked
- Double digit POS growth Q1 2014 vs. Q1 2013

## Design Pipeline

- Strong growth in design win registrations and opportunities

## Application

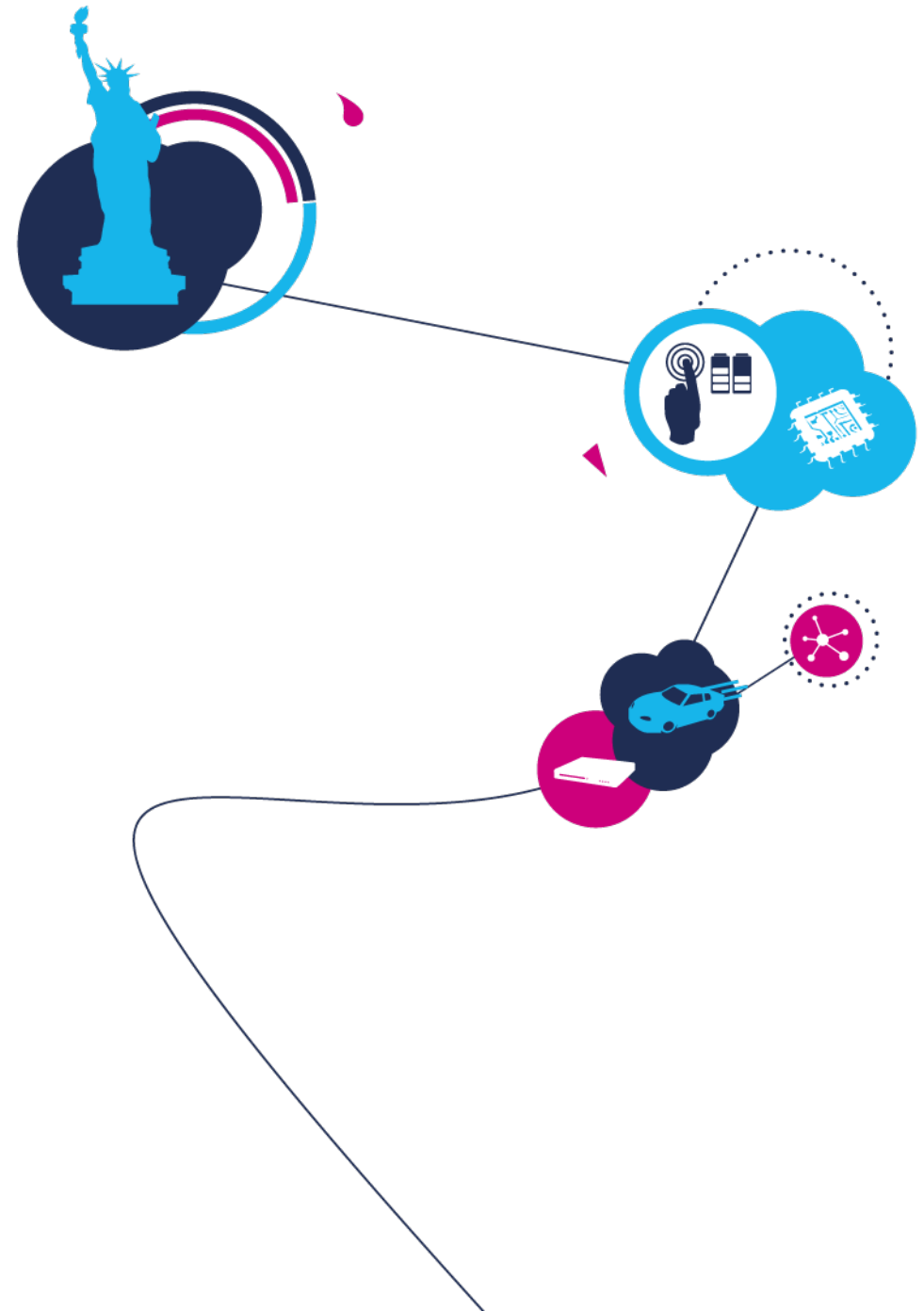
- Leading functions and applications support package development underway
- Around 20 000 STM32 Nucleo boards shipped since launch in February
- General Purpose MCU customer base growth of 28% (2012-2013) giving additional visibility into leading apps

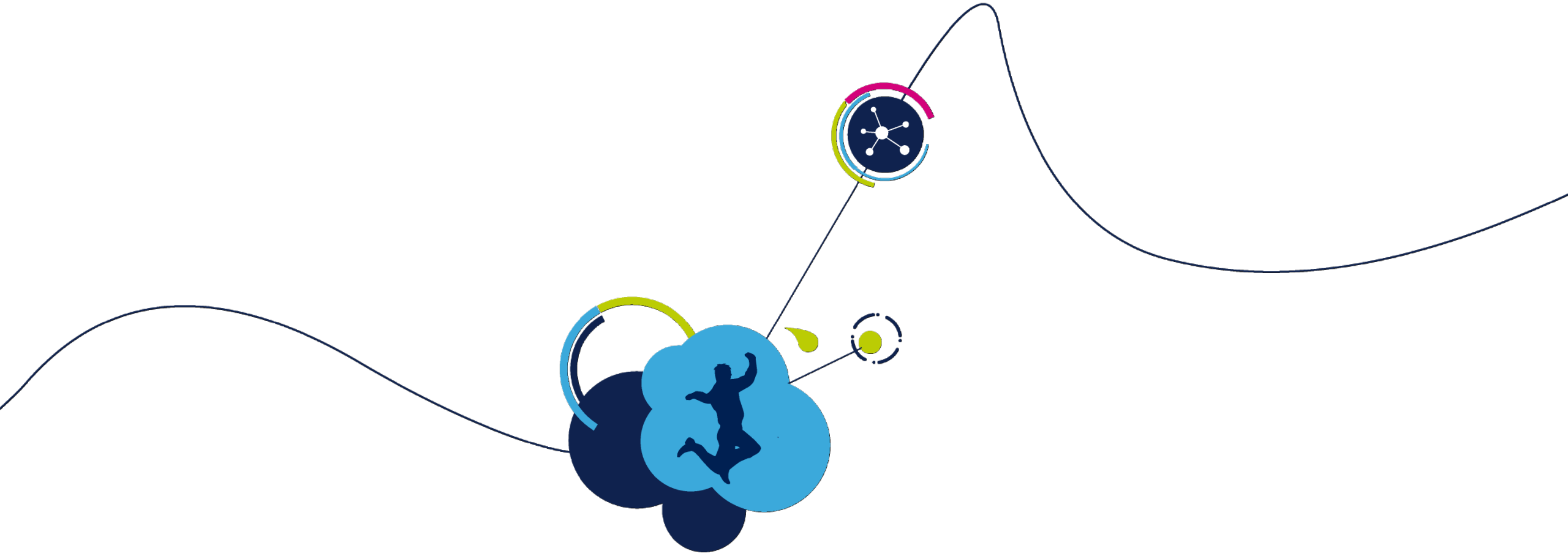
- Mass Market offers a great opportunity to grow
  - **Largest Market** of ST – More than 100,000 customers
  - **Stability of demand** due to multiple market segment
  - Higher prices generate **better margins**
- Unique position to win in the Mass Market
  - Breadth and depth of **product portfolio**
  - **Expertise** in multiple key functions and application **know-how**
  - Renewed **focus** of **marketing and sales** organization
  - **Strong partnership** with distribution and 3<sup>rd</sup> parties
- Renewed business focus on Mass Market
  - Formalized structure and process
  - Strong coordinated focus on growth

# Manufacturing and Technology R&D

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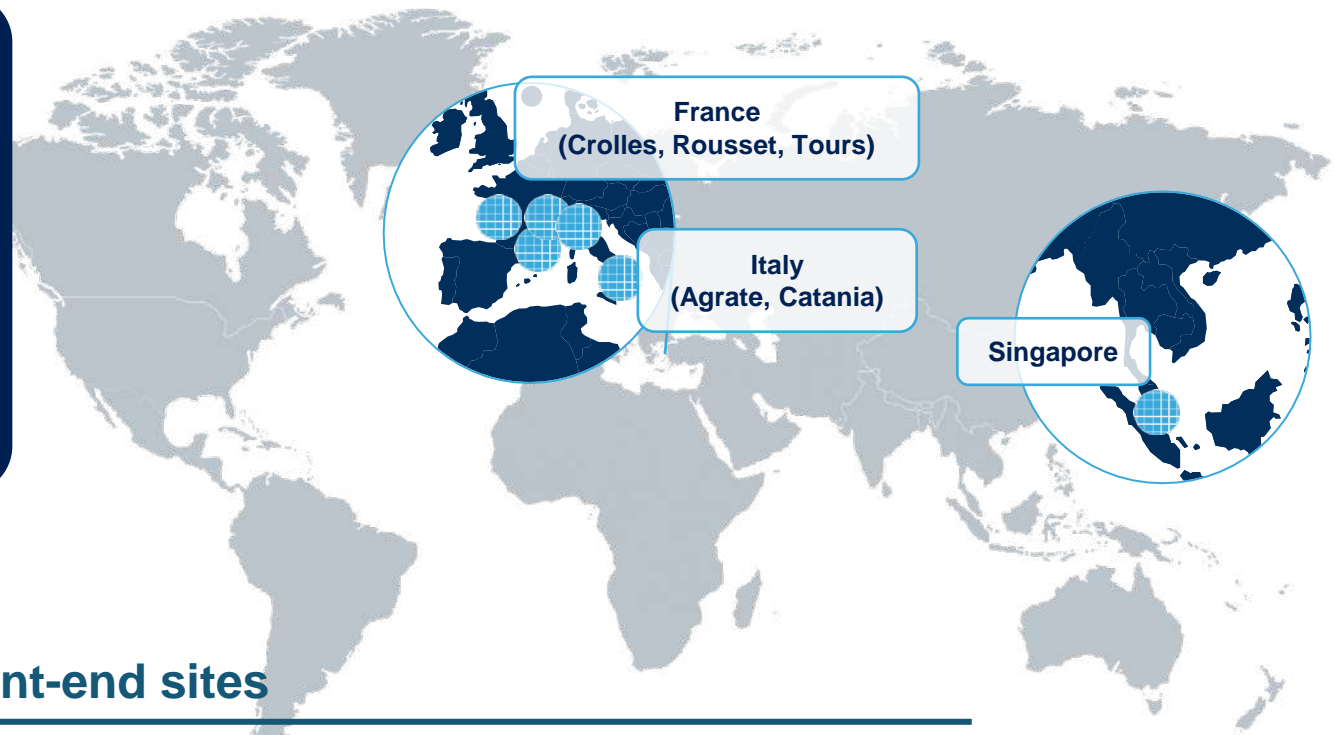


# Manufacturing

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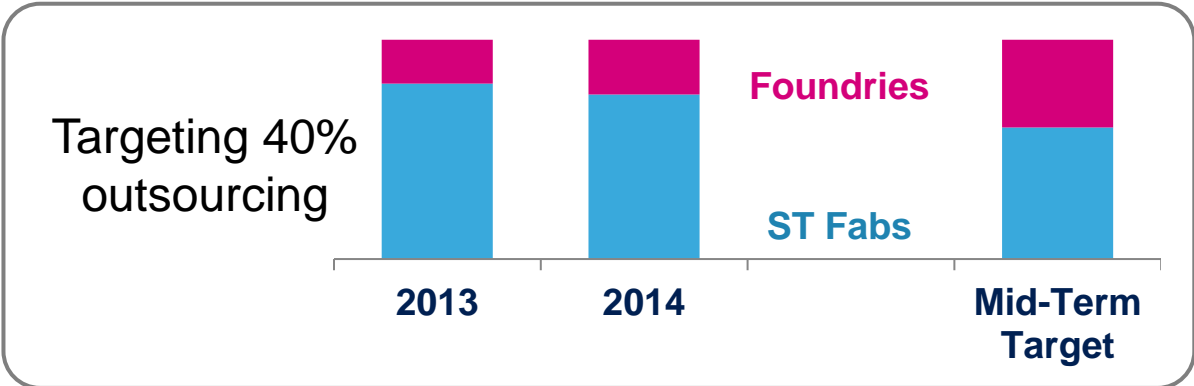
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**Tours**    Discretes

**Singapore**    Discretes  
Power  
BCD

**Cost competitive**  
**High Volume Manufacturing**

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OSAT partners

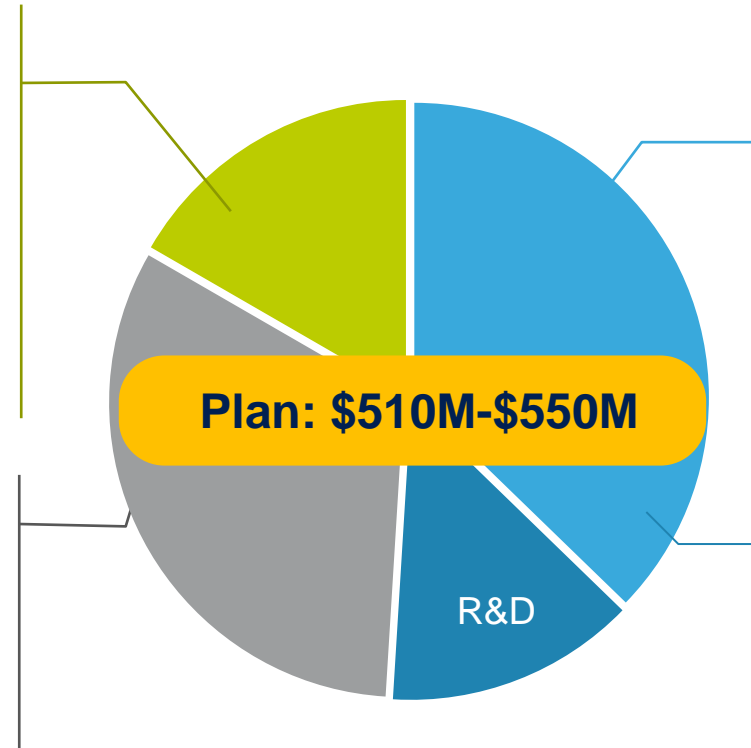
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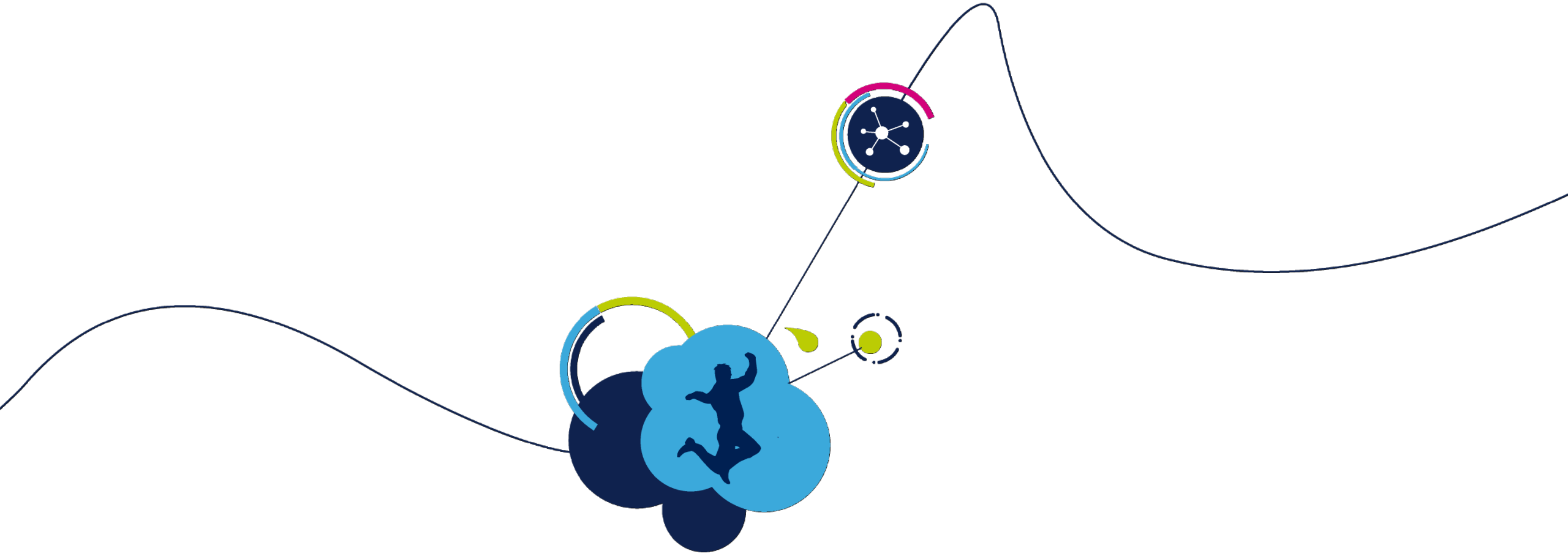


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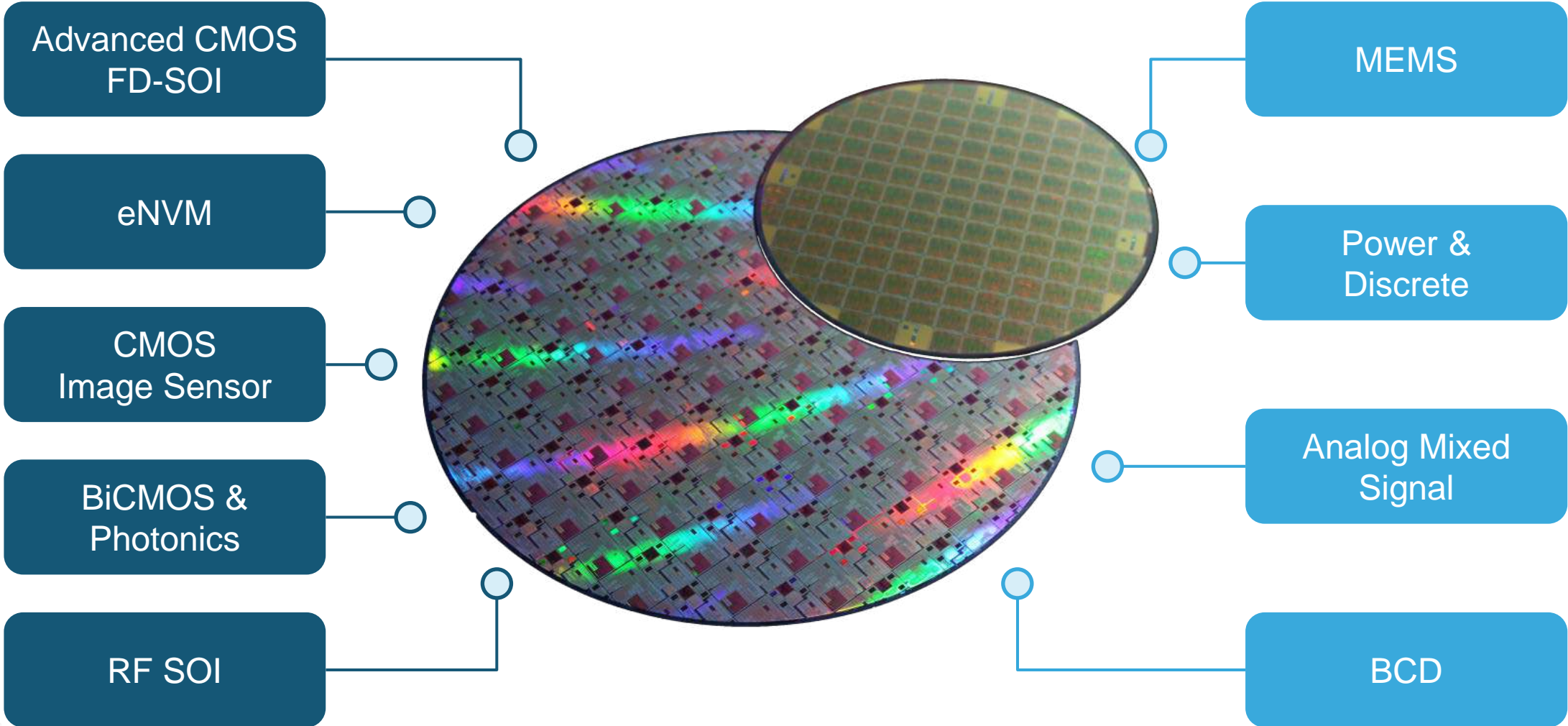
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# EPS - Technology Roadmap

	Available	2014/15	2016/17
<b>CMOS Digital RF SOI</b>	28nm UTBB FD-SOI 130nm	14nm UTBB FD-SOI 28nm UTBB FD-SOI	10nm UTBB FD-SOI
<b>CMOS Imaging BiCMOS &amp; Photonics</b>	1.4µP BSI Photonics 25Gbps	1.1µP BSI BiCMOS 55nm	Adv architecture Photonics 40Gbps
<b>CMOS eNVM* (Automotive micro) CMOS eNVM* (GP/secure micro)</b>	55nm NOR 80nm NOR	40nm NOR 40nm NOR	28nm PCM

\* Logic with Embedded Memories

FD-SOI: Fully Depleted Silicon On Isolator  
 UTBB: Ultra Thin Body and BOX (Buried Oxide)  
 BSI: Back-Side Illumination  
 eNVM: embedded Non-Volatile Memory  
 PCM: Phase-Change Memories

# A Collaborative Technology R&D

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PATHFINDING/preT0 Research

## PROJECTS

- 10nm FinFet Platform
- 7nm Program

\*UMC is only part of 10nm

\*\*CNSE is only part of Pathfinding/preT0

## Superior and flexible technology

- FD-SOI transistors are faster, cooler, simpler
- Outstanding power efficiency across all use cases
- Efficiency at all levels: CPU, Logic, Memories, Analog
- Manufacturing infrastructure and process reuse
- Improved reliability

## Enhanced design options

- Very large operating range for the same design
- Back-biasing as a flexible and powerful optimization
- Ultra-wide range DVFS
- Enhanced efficiency of multi-core processing
- Easier design than FinFET

## Increasing SOC competitive advantages

- Costs: chip-level and/or system-level (e.g. cost of cooling)
- Thermal power dissipation (TDP)
- Extended battery life
- Computing Power / Speed / Reactivity
- Reliability
- Time-to-Market

Consumer

Gaming

Mobile

Networking

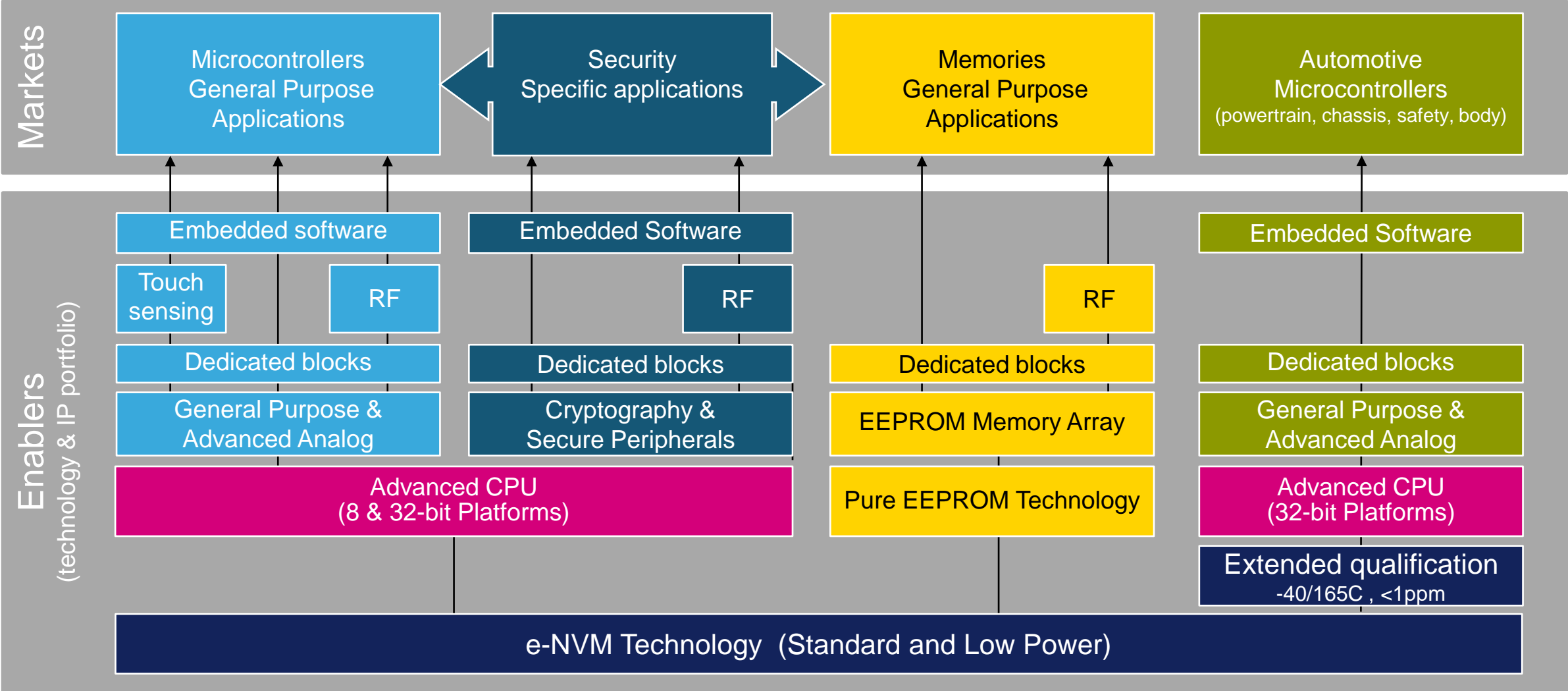
Automotive

IoT

Servers

Storage













# Embedded NVM



# SP&A - Technology Roadmap

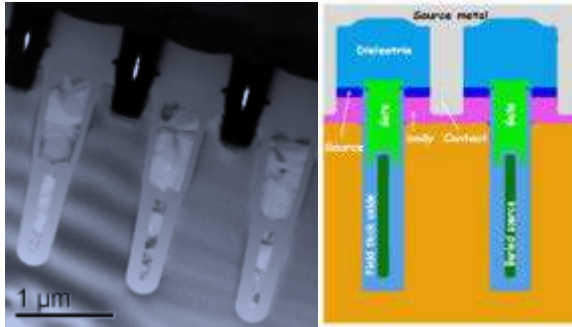
	Available	2014/15	2016/17
<b>BIPOLAR CMOS DMOS 0-100V</b> <b>BIPOLAR CMOS DMOS &gt;100V</b>	160nm/110nm 320nm OL/160nm SOI	90nm	Next gen
<b>MEMS</b>	Motion (6 axis, AMR, Geophone)	Environmental (Hr,Temp) Audio (Hperf Micro) Actuators	
<b>Power</b>	0.35µm Oxide Filled Trench Silicon Carbide (SiC)	0.2µm Oxide Filled Trench Gen2 Gallium Nitride (GaN)	
<b>Discrete</b>	HV Scr Triacs 1500V GaN Pschottky 600V EnFilm Gen1	HV Scr Triacs 2000V GaN Pschottky1200V EnFilm Gen2	HV Scr Triacs 2500V EnFilm Gen3

# BCD Technology Segmentation

SEGMENT	TECHNOLOGY PLATFORM	APPLICATION FIELDS			
Offline BCD	<b>BCD6s Offline - 0.32µm</b> 3.3V / 5V CMOS – 25V/800V	 Lighting	 Motors	 Electrical Car	
	<b>BCD6s HV Transformer - 0.32µm</b> 3.3V CMOS - Galvanic Isolation 6KV				
SOI BCD	<b>SOI-BCD6s - 0.32µm</b> 3.3V CMOS - 20V/50V/100V/190V	 Full digital amplifier	 Echography	 AMOLED	 Pico-projector
	<b>SOI-BCD8s - 0.16µm</b> 1.8V CMOS - 70V/100V/140V/200V				
Advanced BCD	<b>BCD8s - 0.16µm</b> 3.3V CMOS - 8V/18V/40V	 HDD	 Airbag	 Audio amplifier	
	<b>BCD8sP - 0.16µm</b> 1.8V CMOS - 8V/18V/27V/42V/60V				
	<b>BCD8sAUTO - 0.16µm</b> 3.3V CMOS - 20V/40V/65V/100V				
	<b>BCD9s - 0.11µm – Full Cu BE</b> 1.8V CMOS - 10V/40V/60V				
	<b>BCD9sL - 0.11µm – Full Cu BE</b> 3.3V CMOS - 20V/40V/65V/100V				
	<b>BCD10 - 90nm</b> 8V to 65V				
High Voltage CMOS	<b>HVG8 - 0.18µm</b> 1.8V/22V/32V CMOS	 Bio Medical	 Advanced Analog		
	<b>HVG8A - 0.18µm</b> 16V CMOS				

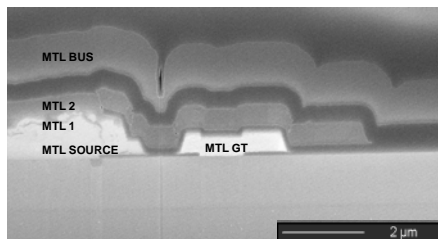
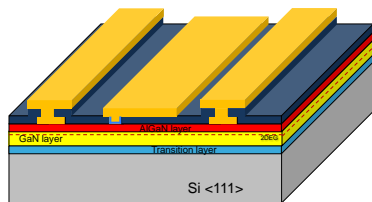
## LV MOSFETs

- OFT100 (ind.)
- OFT60/40V



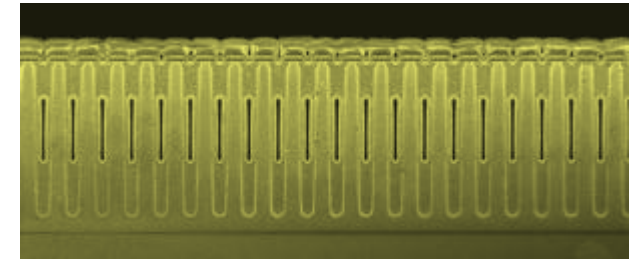
## Gallium Nitride (GaN)

- GaN-HEMT



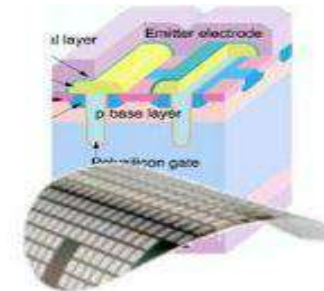
## HV MOSFETs

- MD trench



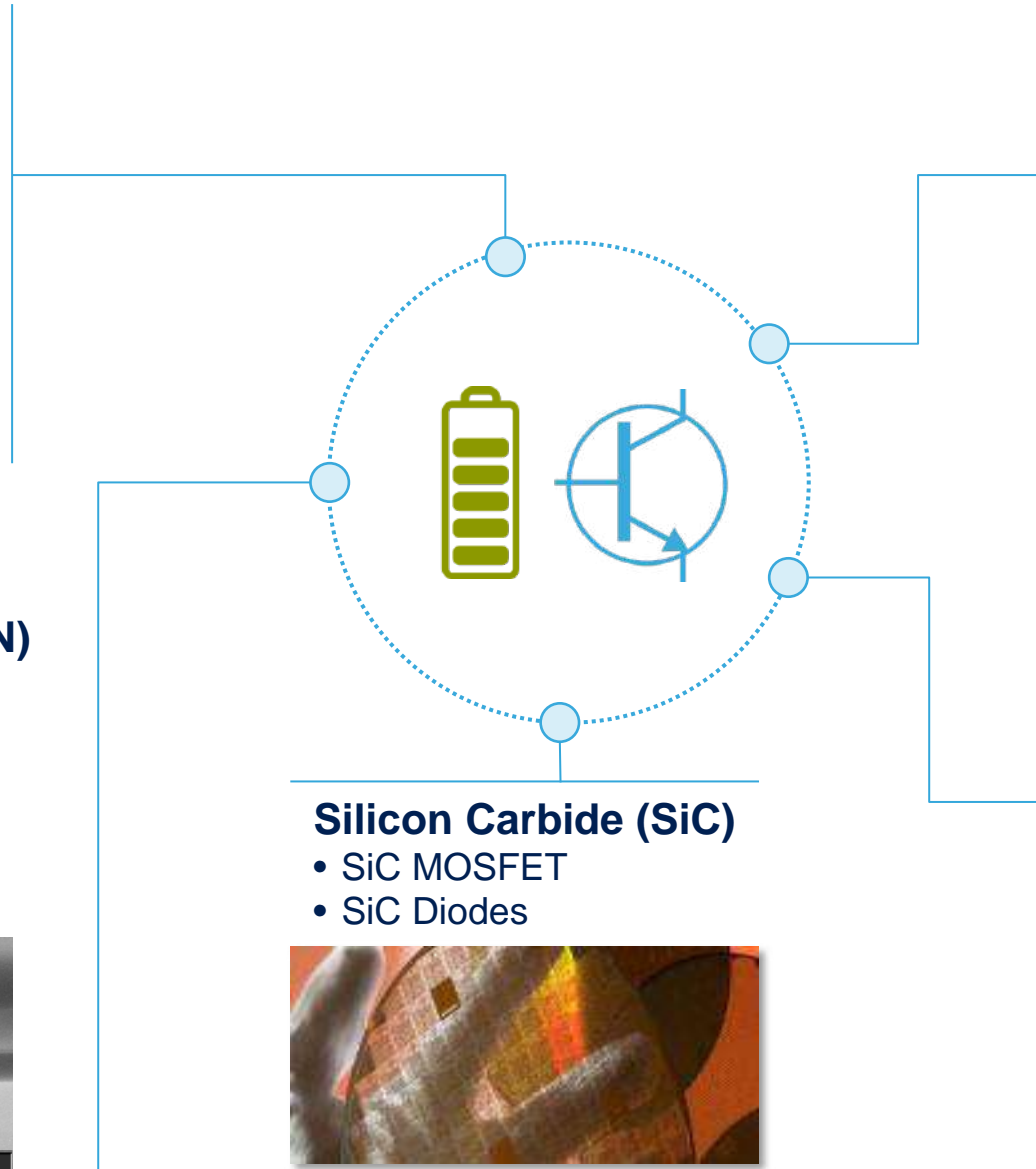
## IGBTs

- 1200V LA
- 650V LA
- Integrated Recovery Diode
- Copper-on-IGBTs



## Silicon Carbide (SiC)

- SiC MOSFET
- SiC Diodes



# Manufacturing and Technology Summary

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- Differentiating technologies and leading edge road-maps in both Moore and More-than-Moore
- Time-to-market and time-to-volume, driven by clusters of leadership
- Highly efficient and flexible manufacturing engine, Front-End and PTM serving both product segments
- Cost efficiency driven by global lean manufacturing initiative





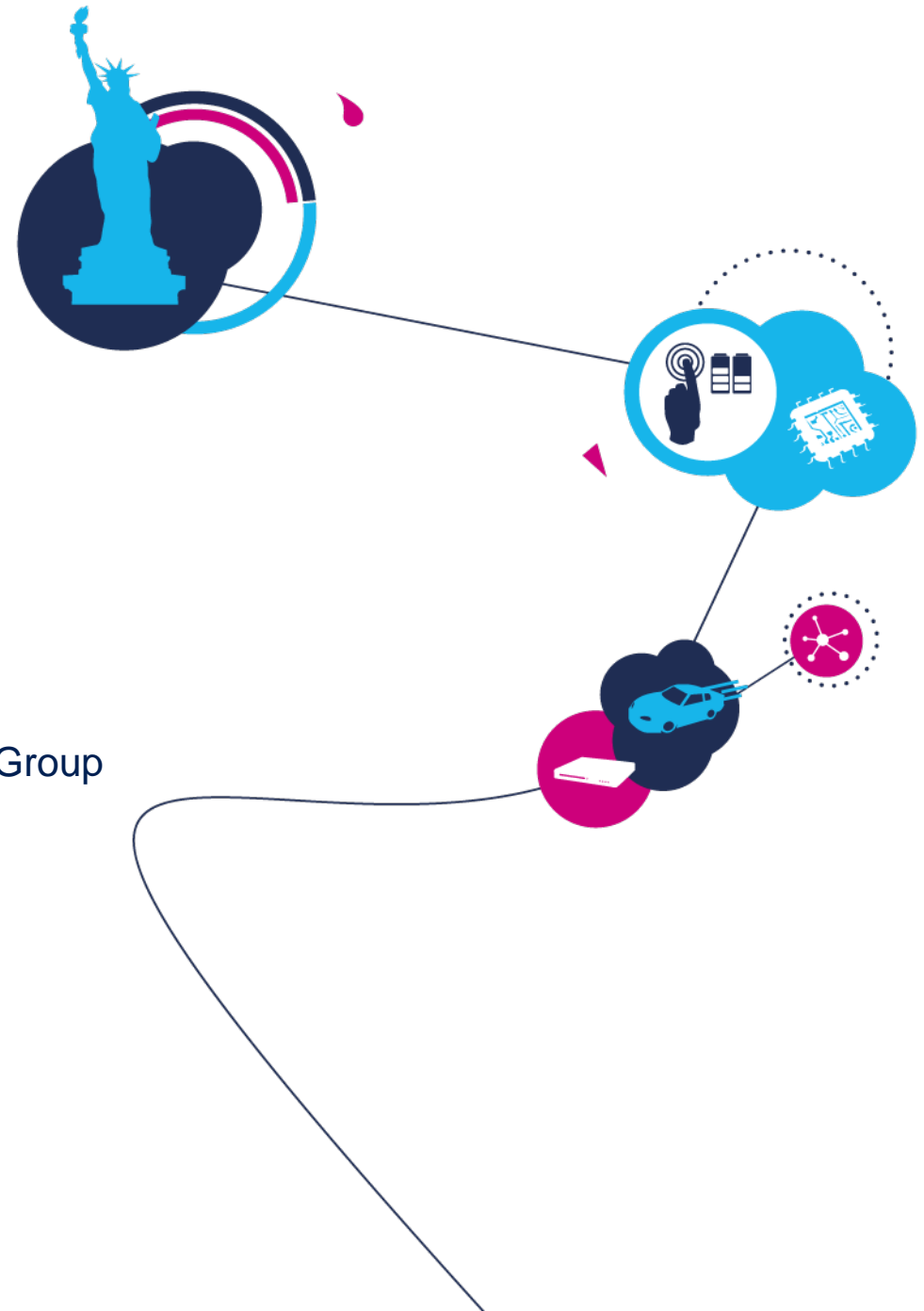
# Microcontrollers, Memory & Secure MCU

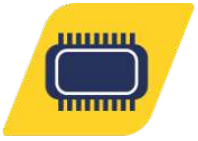
**Claude Dardanne**

Executive Vice President,  
General Manager, Microcontrollers, Memory & Secure MCU Product Group

**François Guibert**

Executive Vice President,  
President, Greater China and South Asia Region





# MMS Positioning in 2013

## EEPROM memories

#1 worldwide supplier 2013

## Secure Microcontrollers

#3 worldwide supplier 2013

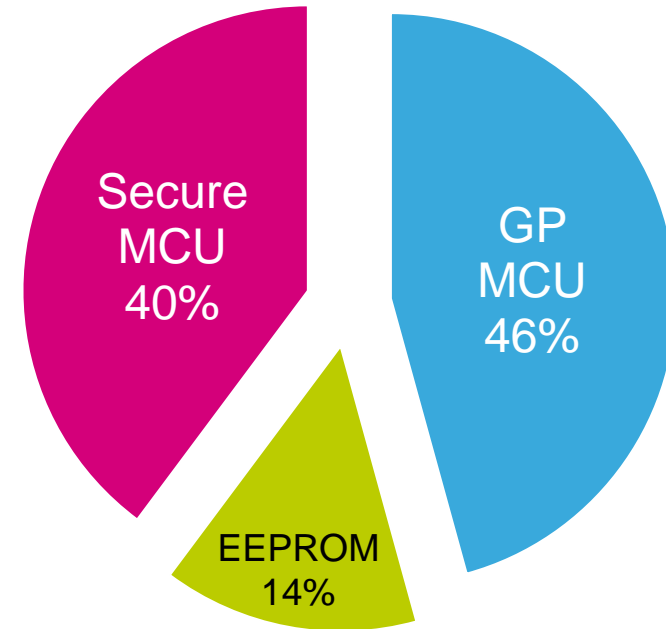
## General Purpose Microcontrollers

#4 worldwide supplier 2013

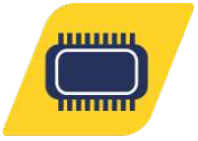
## Consolidated MCU

#2 worldwide supplier 2013

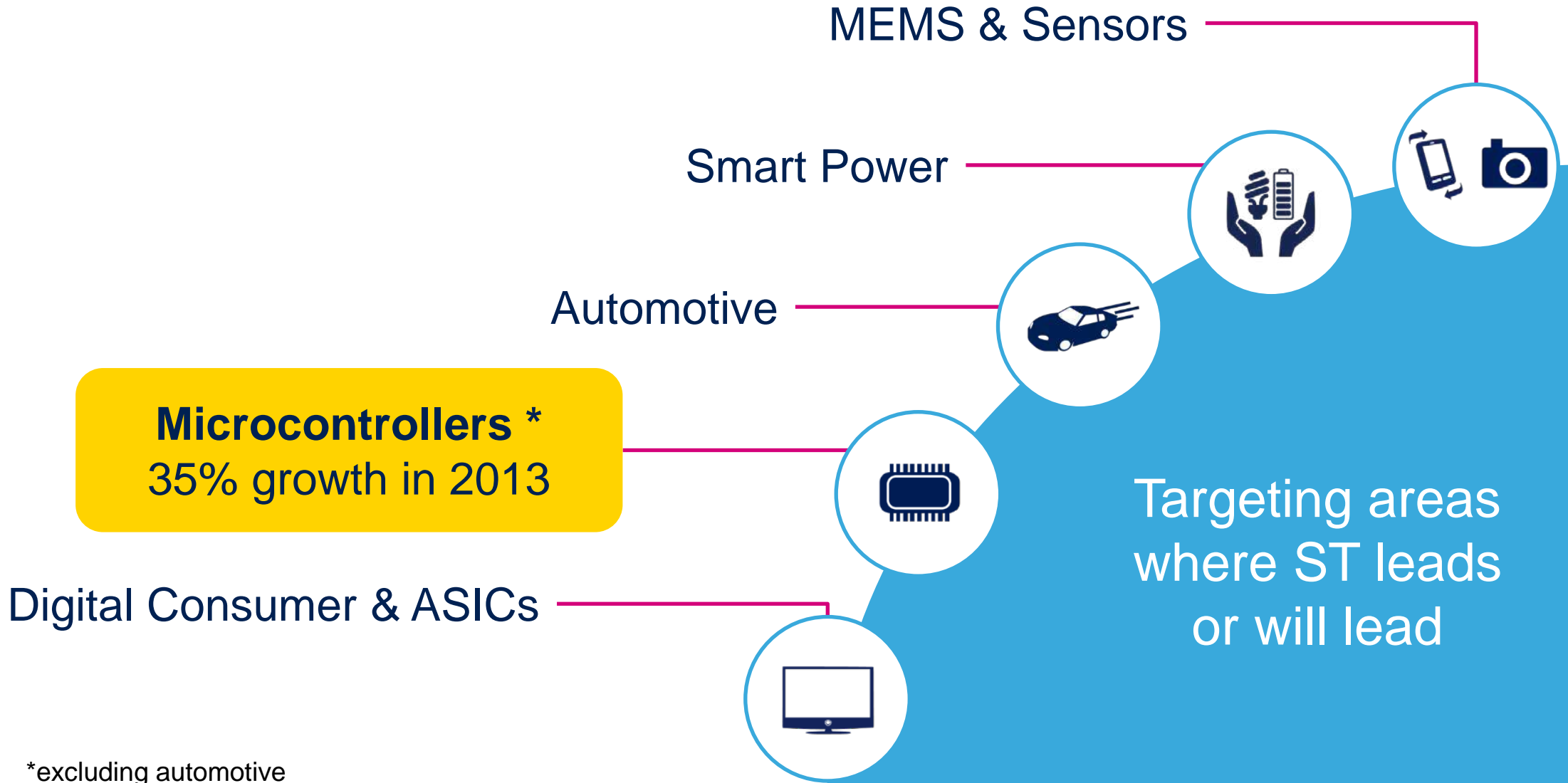
MMS 2013 Business by Activities



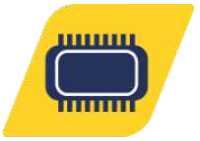
**Major growth opportunity :  
General Purpose MCU + Secure MCU**



# ST Growth Drivers

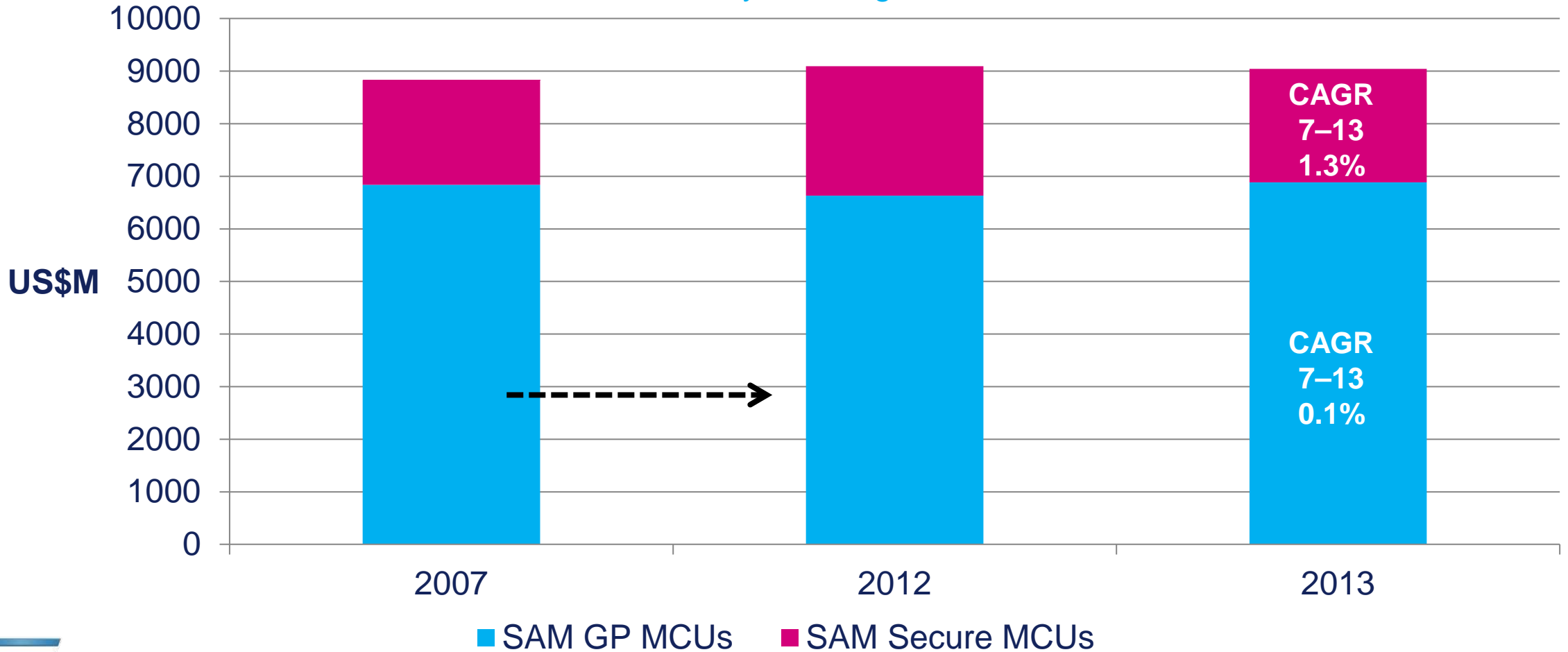


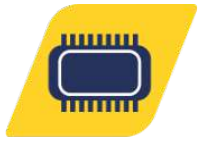
\*excluding automotive



# MCUs Serviceable Available Market 2007-13

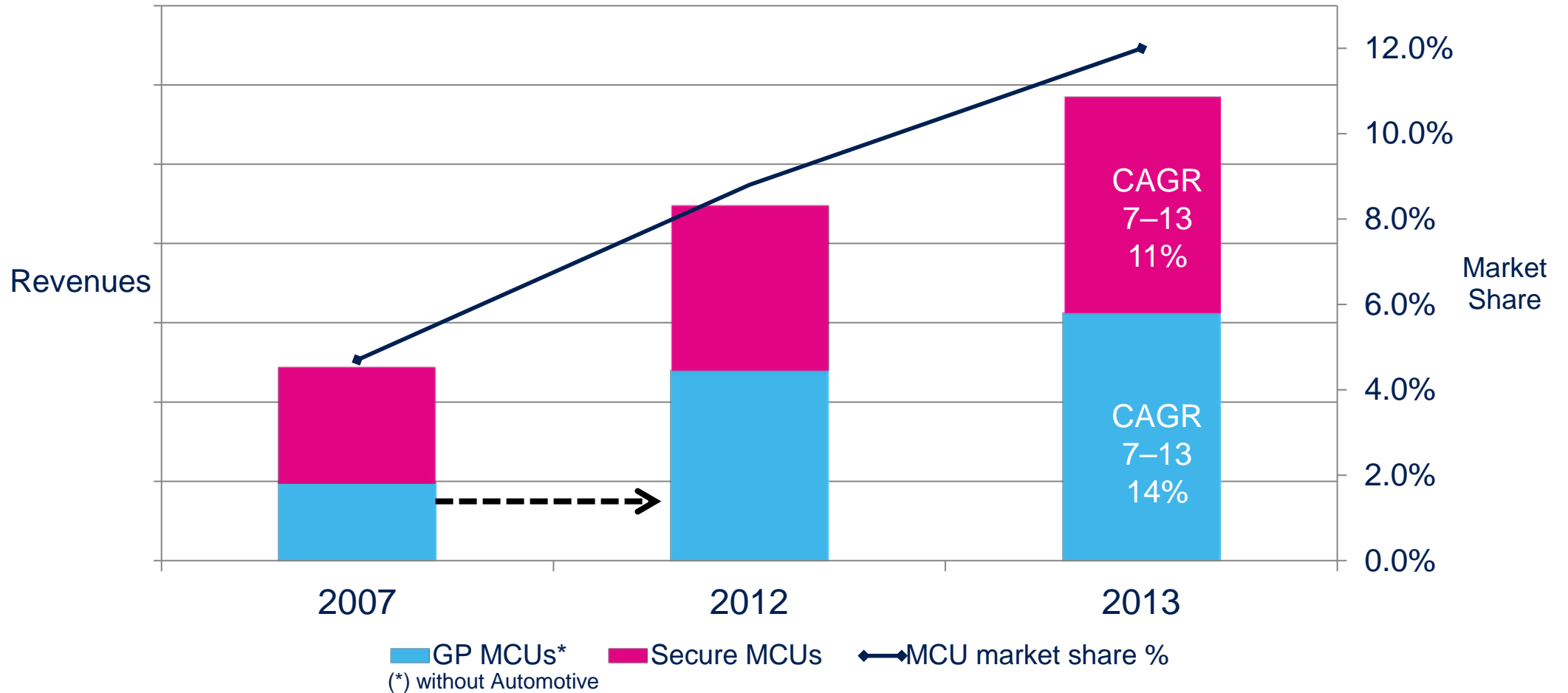
Flat market, very limited growth for Secure MCUs.



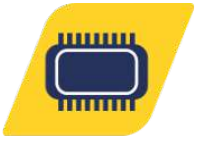


# ST Consolidated MCUs Revenue 2007-13

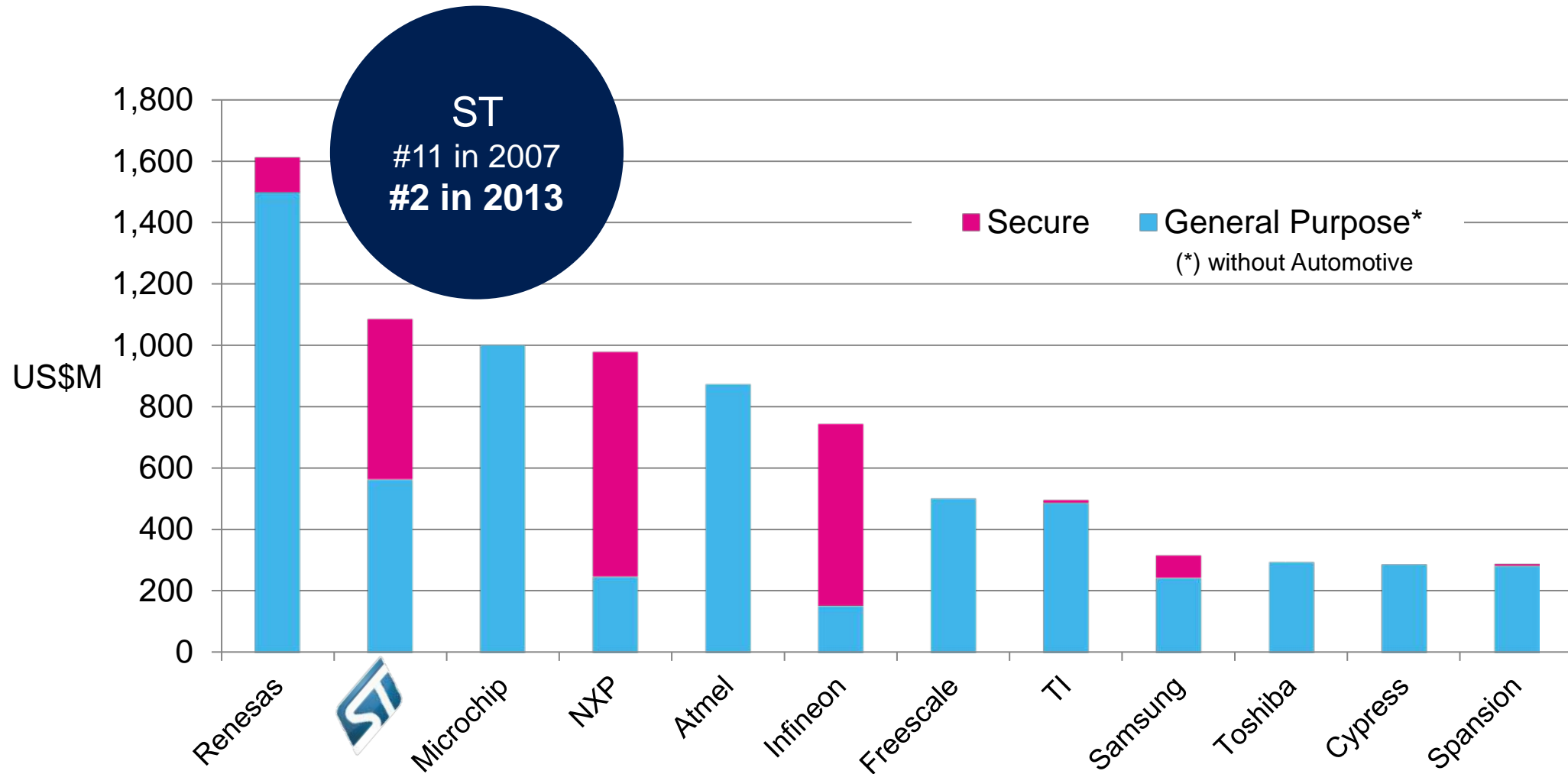
Organic growth driven by STM32 and Secure Element deployment

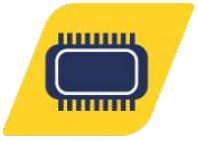


MCUs revenues = GP MCUs + Secure MCUs  
Market share for consolidated MCUs excluding automotive, payphone memories & cards (Source WSTS March 2014)

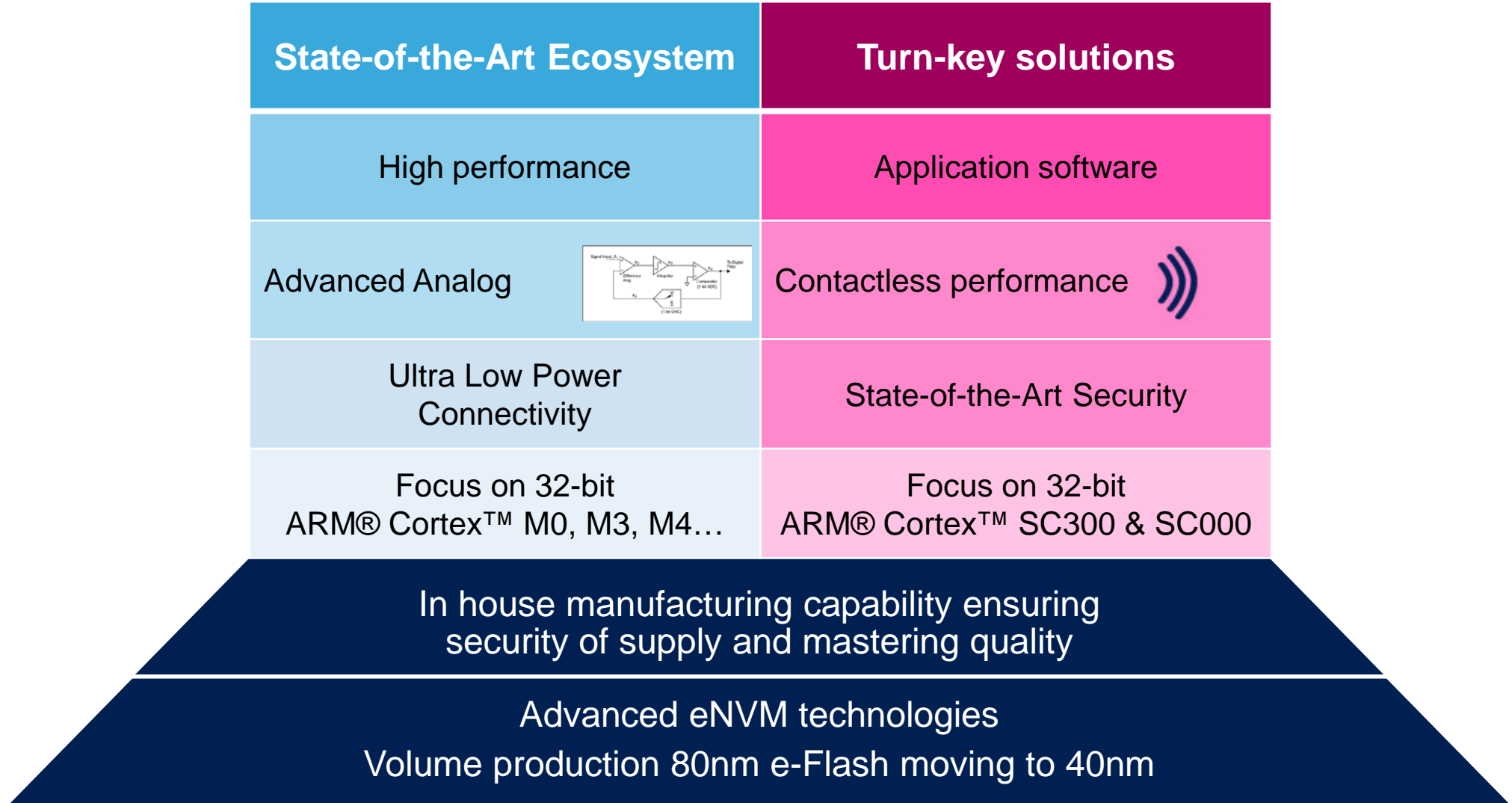


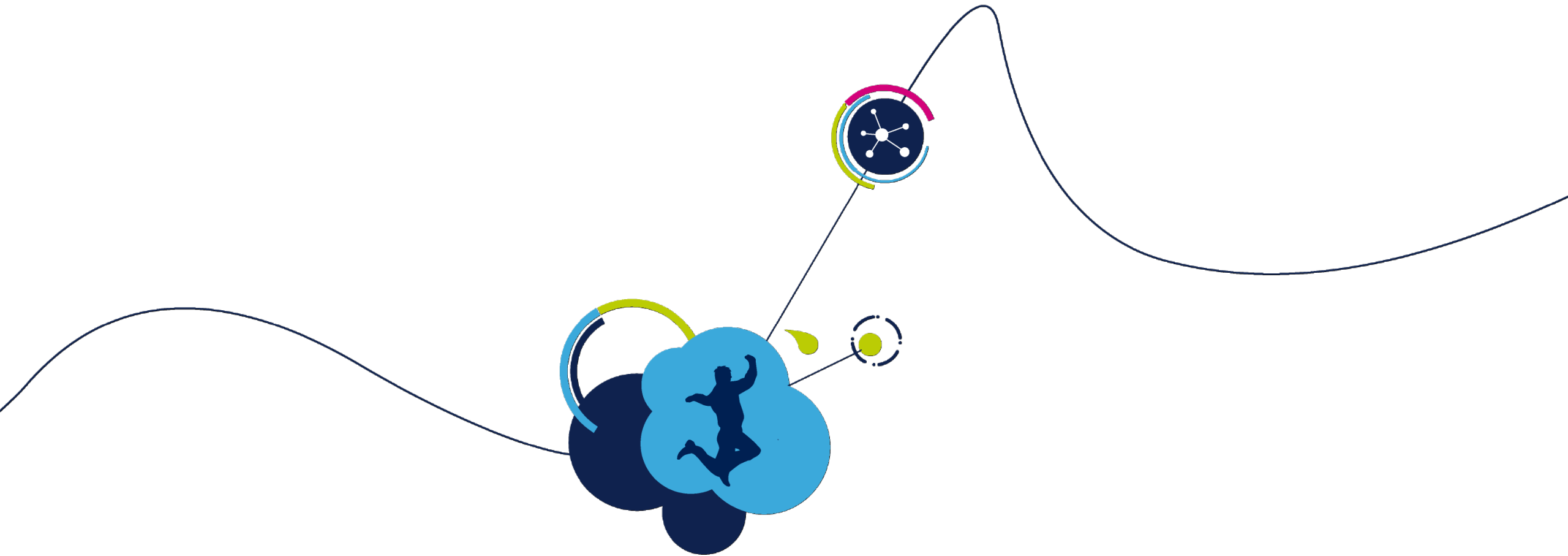
# 2013 WW GP & Secure MCUs Revenues





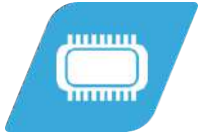
# Microcontrollers Enablers





General Purpose MCUs :  
**Be undisputed leader in the 32-bit MCU arena**





# General Purpose MCU Market

## Market Dynamics

~ 5.6% CAGR 2013-16

- Multi-Segments Market
- Well established and profitable business model
- Growth driven by migration to 32-bit CPU on advanced e-NVM technology

### Customers

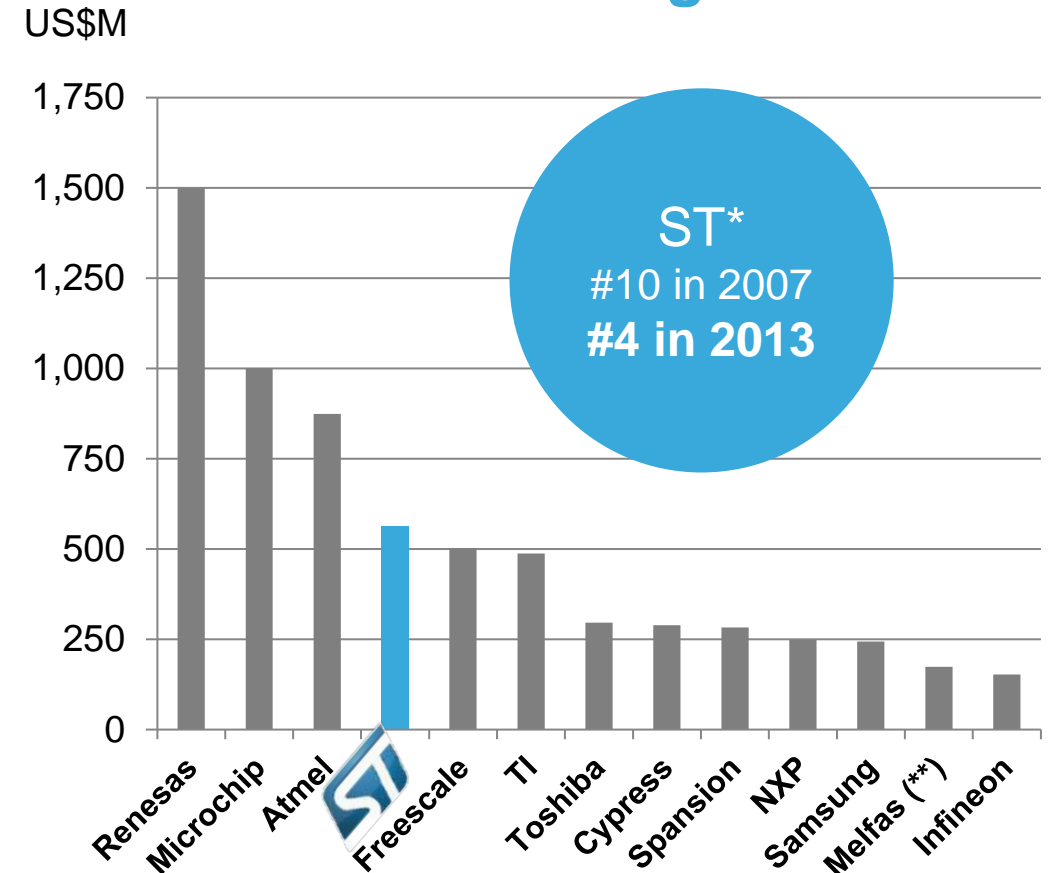
- Mass Market, tens of thousands customers globally
- Broad, multi-applications and fragmented business.
- Investment in software ensures higher business stability and stronger commitment to a family of products

Complementary to ST's Analog portfolio from AMS & IPD

ST → 32-bit Application Engine provider

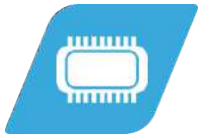


## WW Ranking



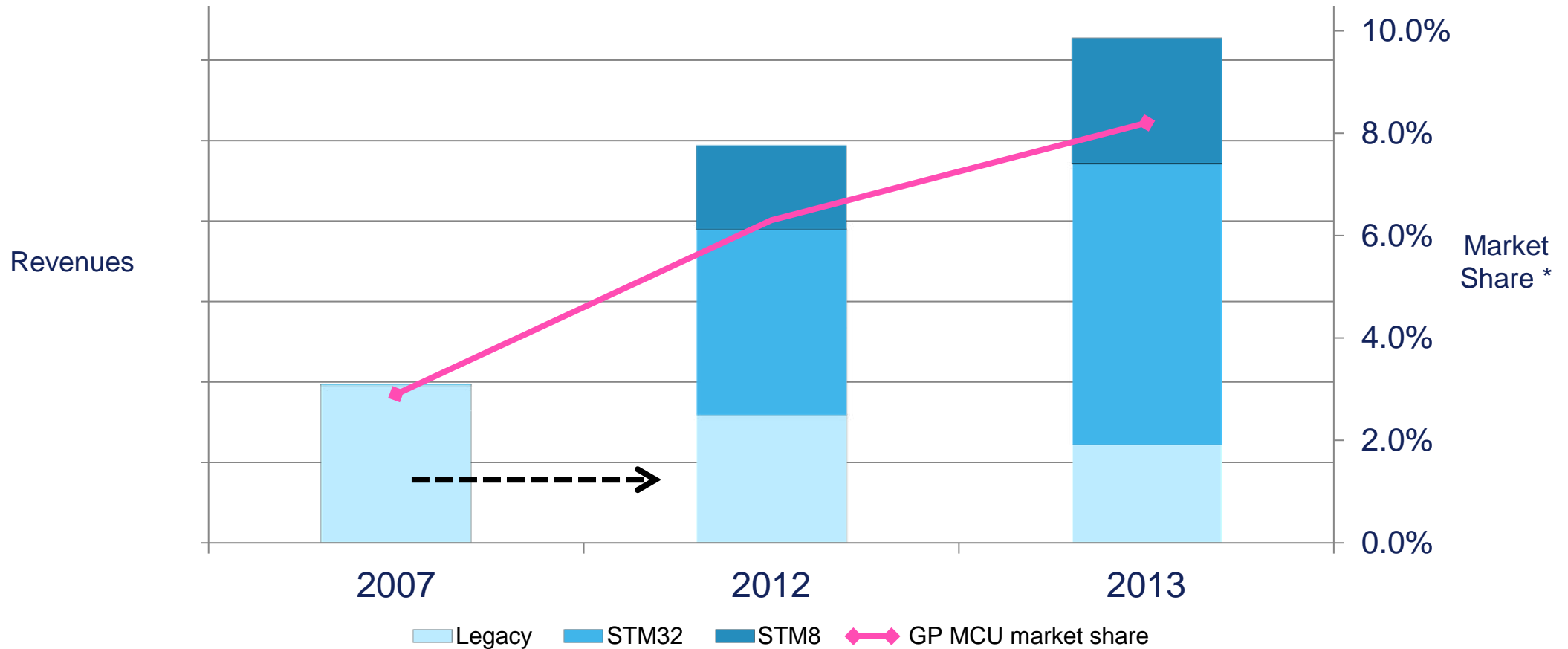
\* without Automotive

\*\* Korean touch sensor solutions



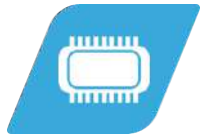
# General Purpose MCUs Revenue & Share Trend

Focus on 32-bit platform to address applications and market segments ensuring long term growth



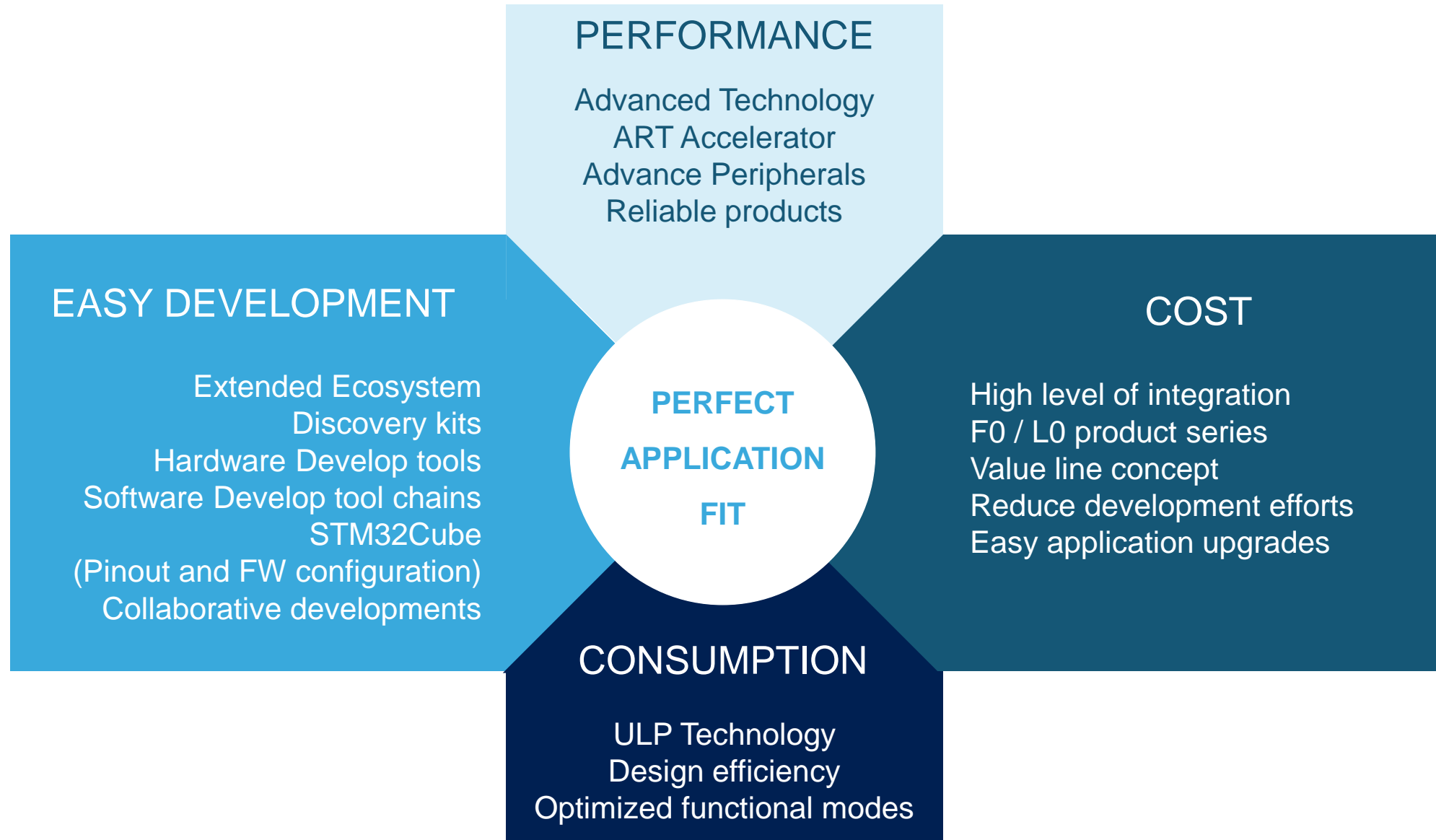
MCU total Division revenues

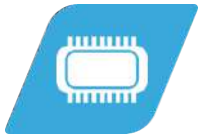
\* MCU share % vs SAM (Source WSTS January 2014) excluding Automotive MCUs



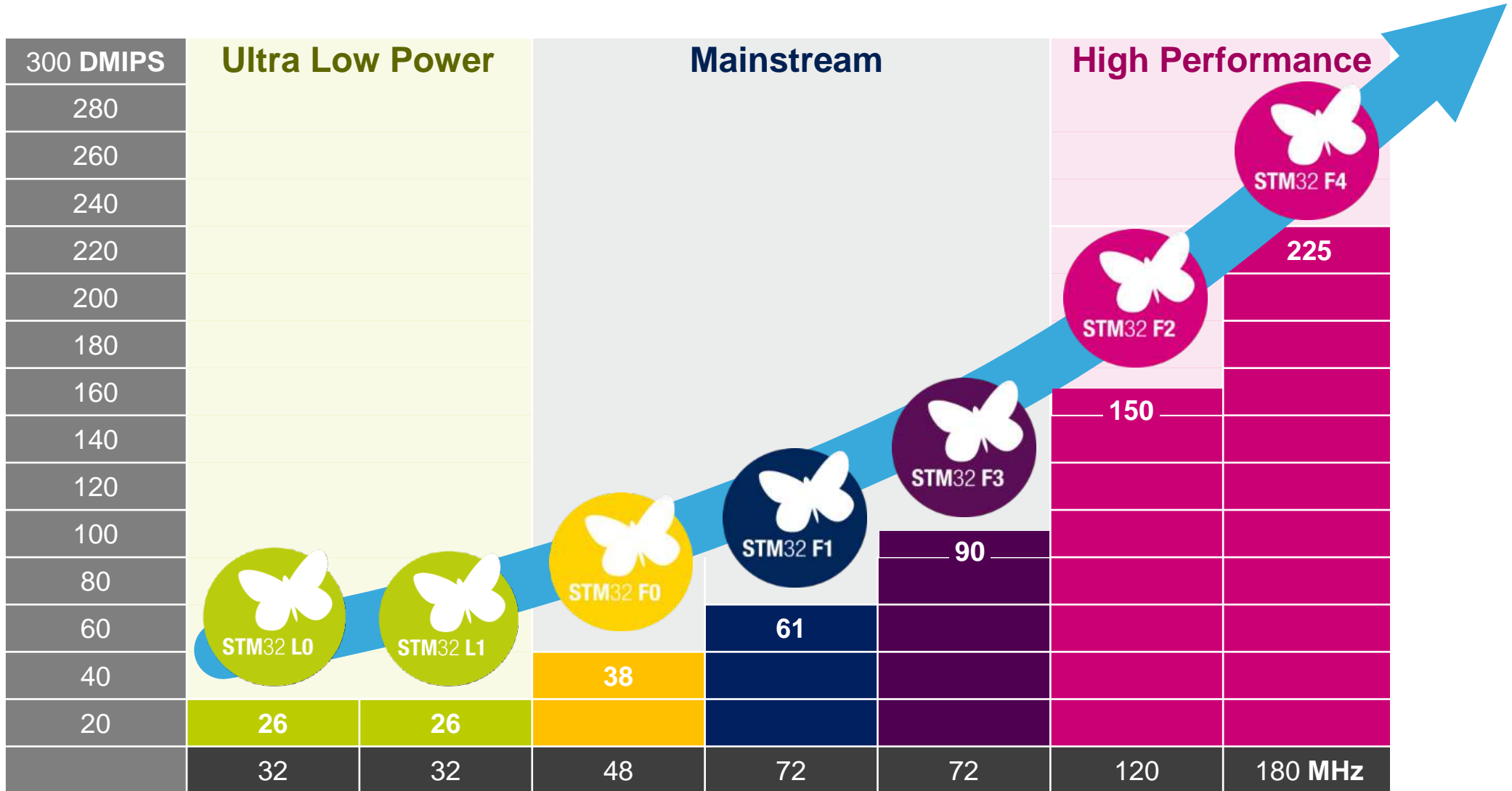
# GP MCUs Offer Fitting Customer Needs

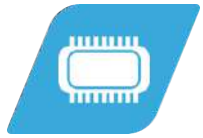
275





# Broadest 32-bit Product Portfolio → >500P/N





# Focus on Development Tools - Software

## STM32Cube

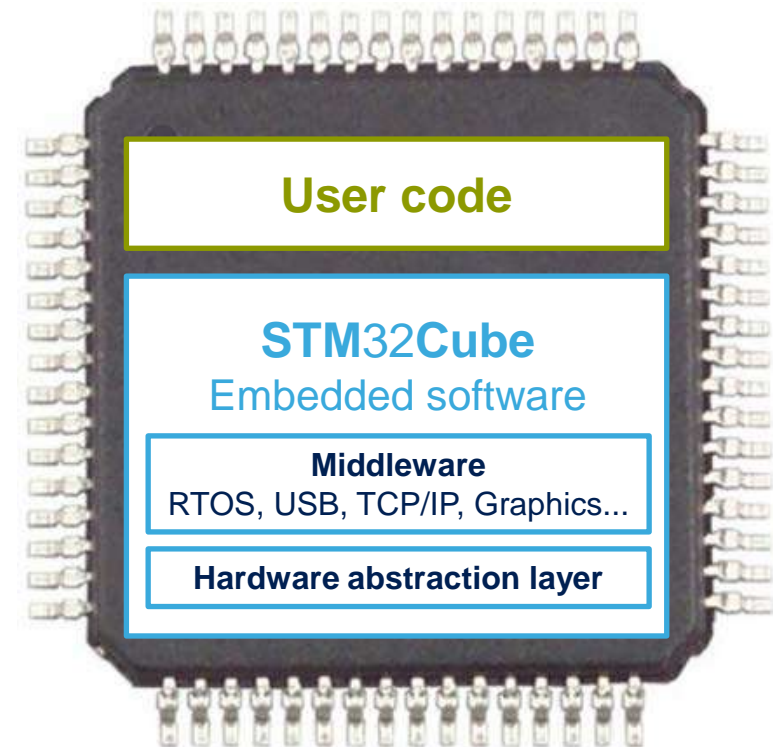
Get configuration code generated from STM32Cube and focus on your added-value software !

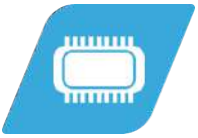
- 4 configuration wizards: pinout, clock, peripherals & middleware, power consumption
- Portable Hardware Abstraction layer, from one series to another
- Middleware with RTOS, USB, TCP/IP, File System, Graphics

**STM32CubeMX**  
Configuration tool on PC

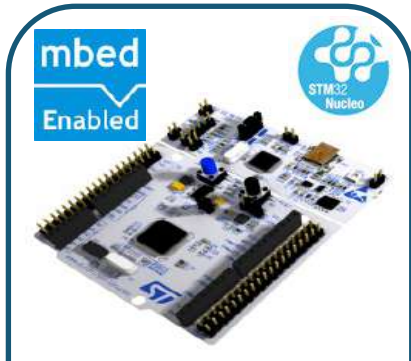


Initialization C code generation  
depending on user choices





# Focus on Development Tools - Hardware



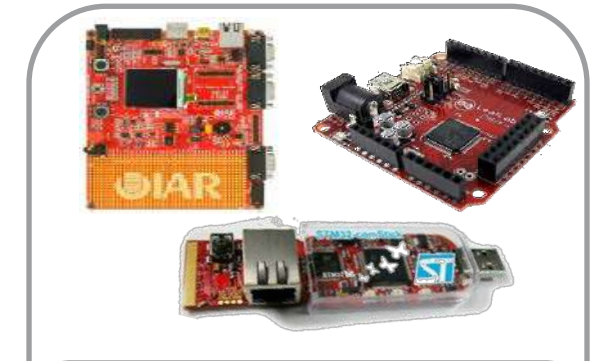
STM32 Nucleo



Discovery kits



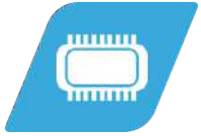
Evaluation boards



3<sup>rd</sup> parties

<b>Typical use case</b>	Flexible Prototyping, Community	Prototyping, Creative demos	Full feature evaluation
<b>Extension possibilities</b>	+++	++	+++
<b>Connectivity</b>	Arduino™ ST Morpho	ST	ST

From full evaluation to open hardware



# GP MCUs Objectives 2014-16

## Expand STM32 portfolio focusing on

- Ultra low power
- High performance
- Connectivity

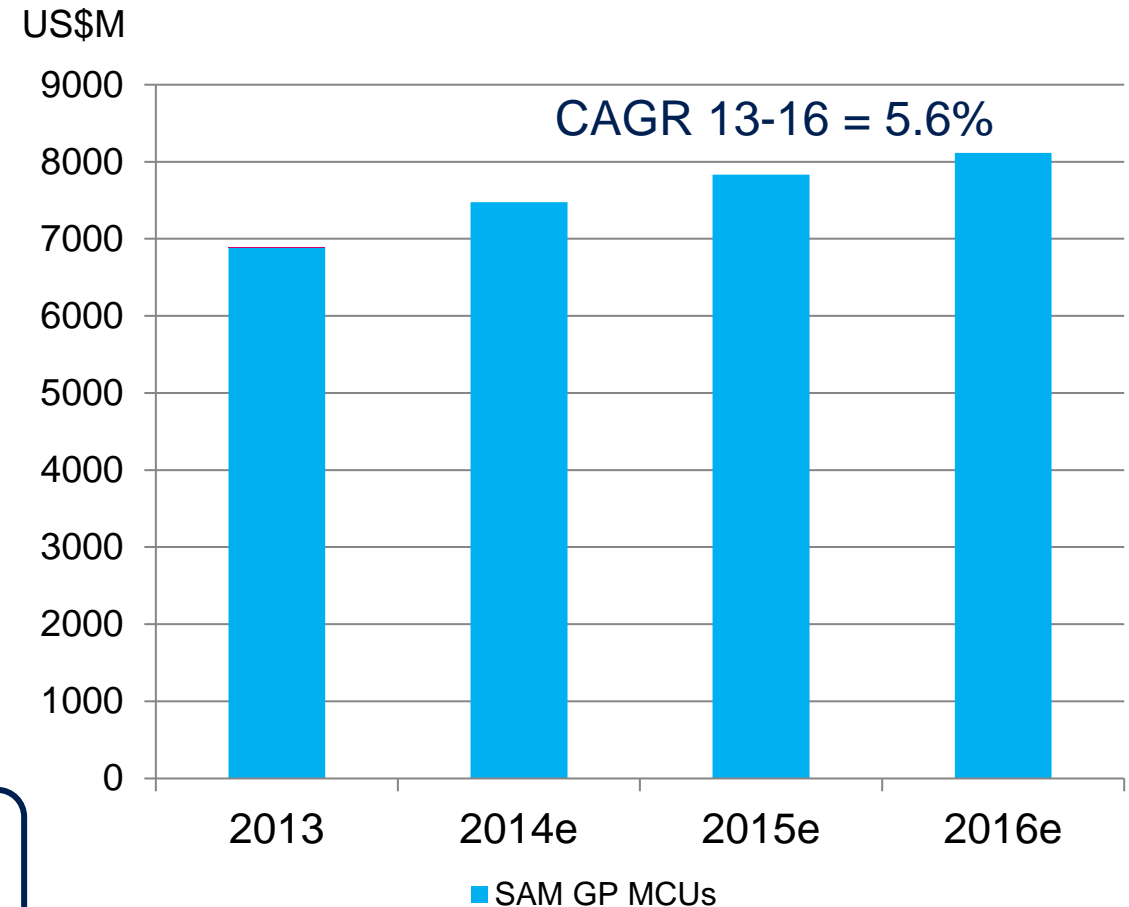
Target >10% share in a growing market

## Ensure solid profitable growth driven by

- Wearable devices
- Internet of Things ...

**Strong focus on Mass Market  
( ~80% of total business in 2013)**

- Target >40K WW customers





Leadership on Secure Element  
Key player position on Contactless Secure  
market





## Market Dynamics

~ 6.0% CAGR 2013-16

- Growth initially driven by the Personal Security market (« Smartcards » business)
- New applications embedding security are emerging to address Mobile payment, NFC, M2M, Smartgrid, Trusted Platform, Healthcare, Brand Protection ...
- Embedded Security growth driven by the mobile devices

### Customers

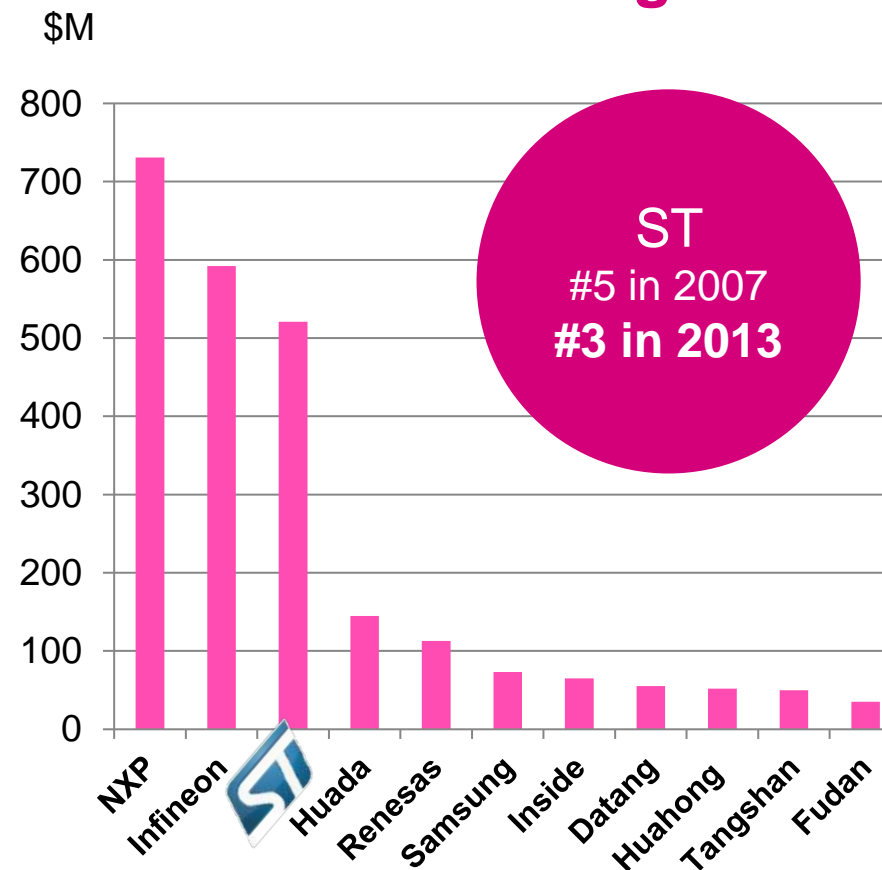
- Personal Security : few tens traditional card makers
- Embedded Security : new comers requiring highly secure turnkey solutions (application software in secure hardware platform)

Combined HW & SW to ensure the highest level of security

ST → Turnkey Secure Solution provider

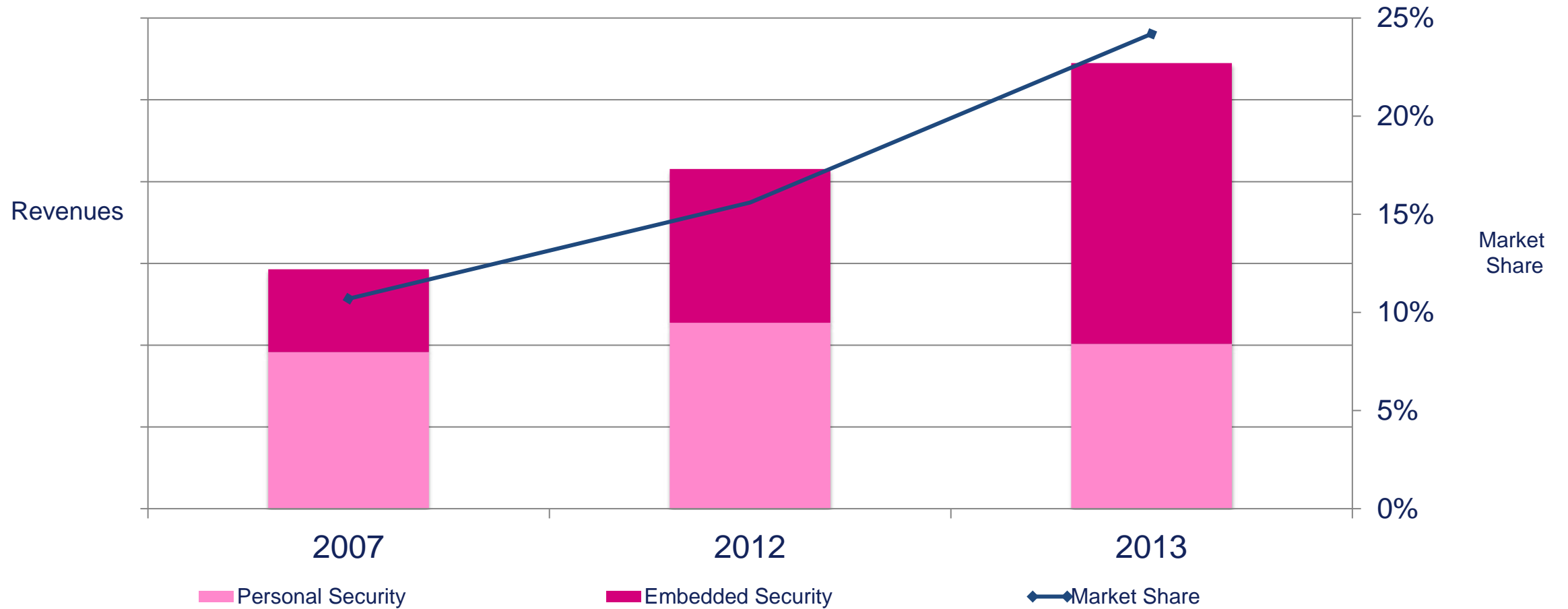


## WW Ranking



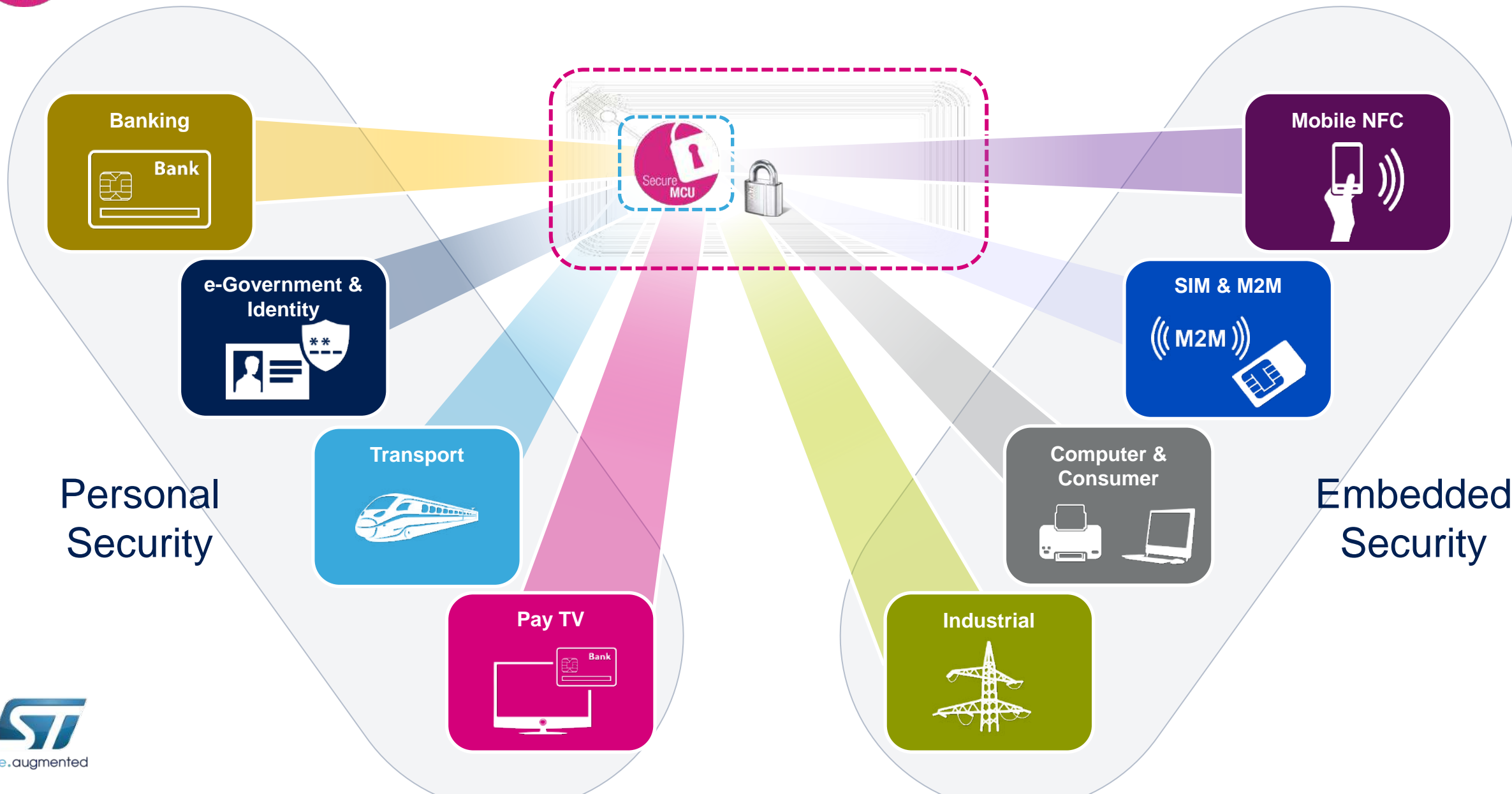


# Secure MCUs Revenue & Share Trend





# Secure MCUs Perimeter





# Secure MCUs Growth Drivers

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



PERSONAL SECURITY

**SMARTCARD**

Bank Bank

Contactless platform: ST31  
e-Flash flexibility



EMBEDDED SECURITY

**MOBILE**

NFC secure element: ST33  
NFC combo: SE + CLF

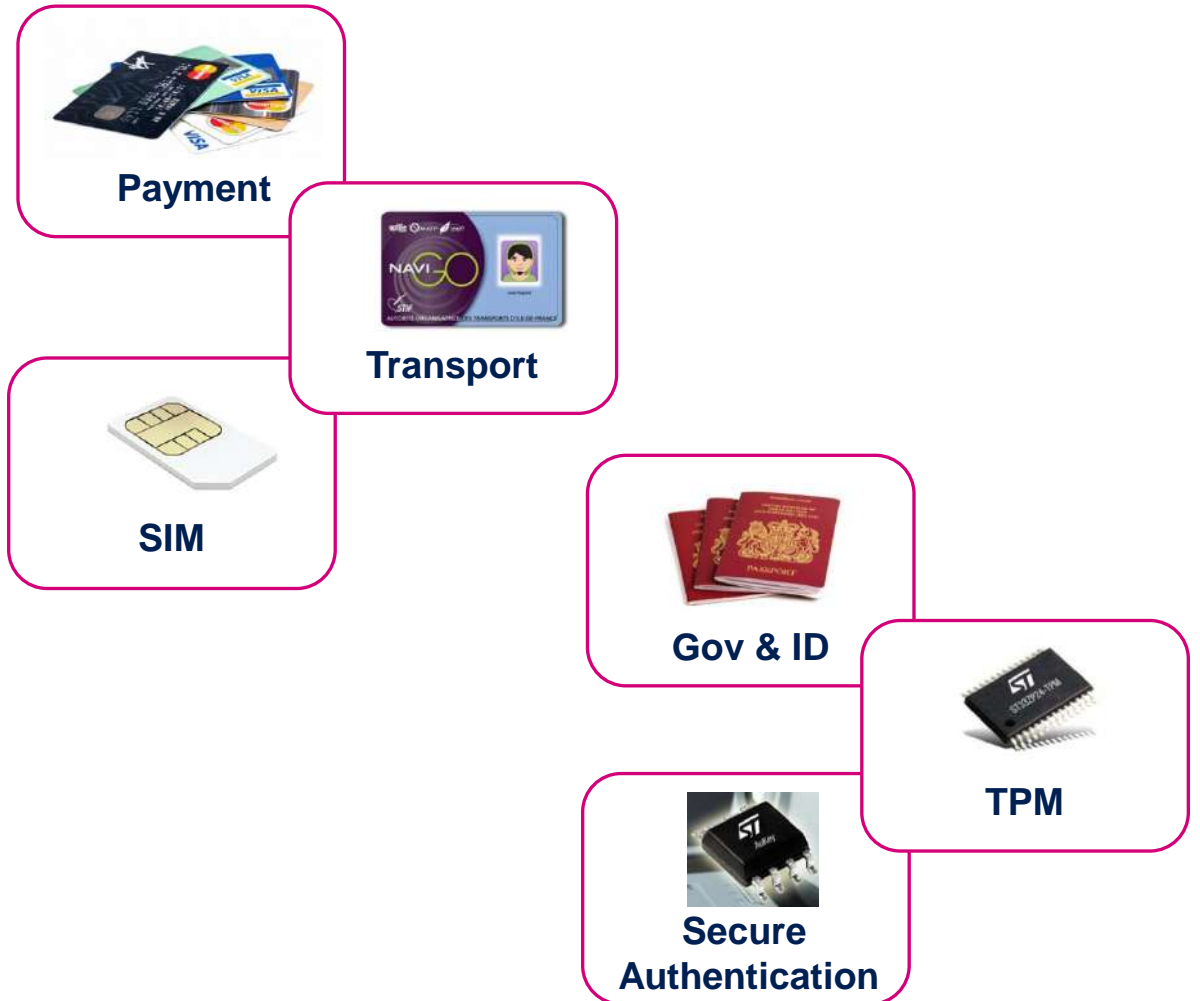
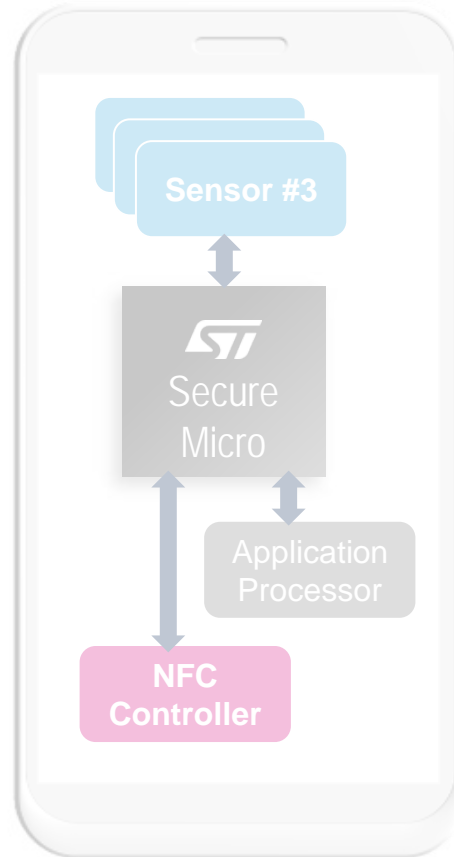


**CONSUMER & INDUSTRIAL**

End-to-end turn key solutions  
Hardware, Software,  
personalization



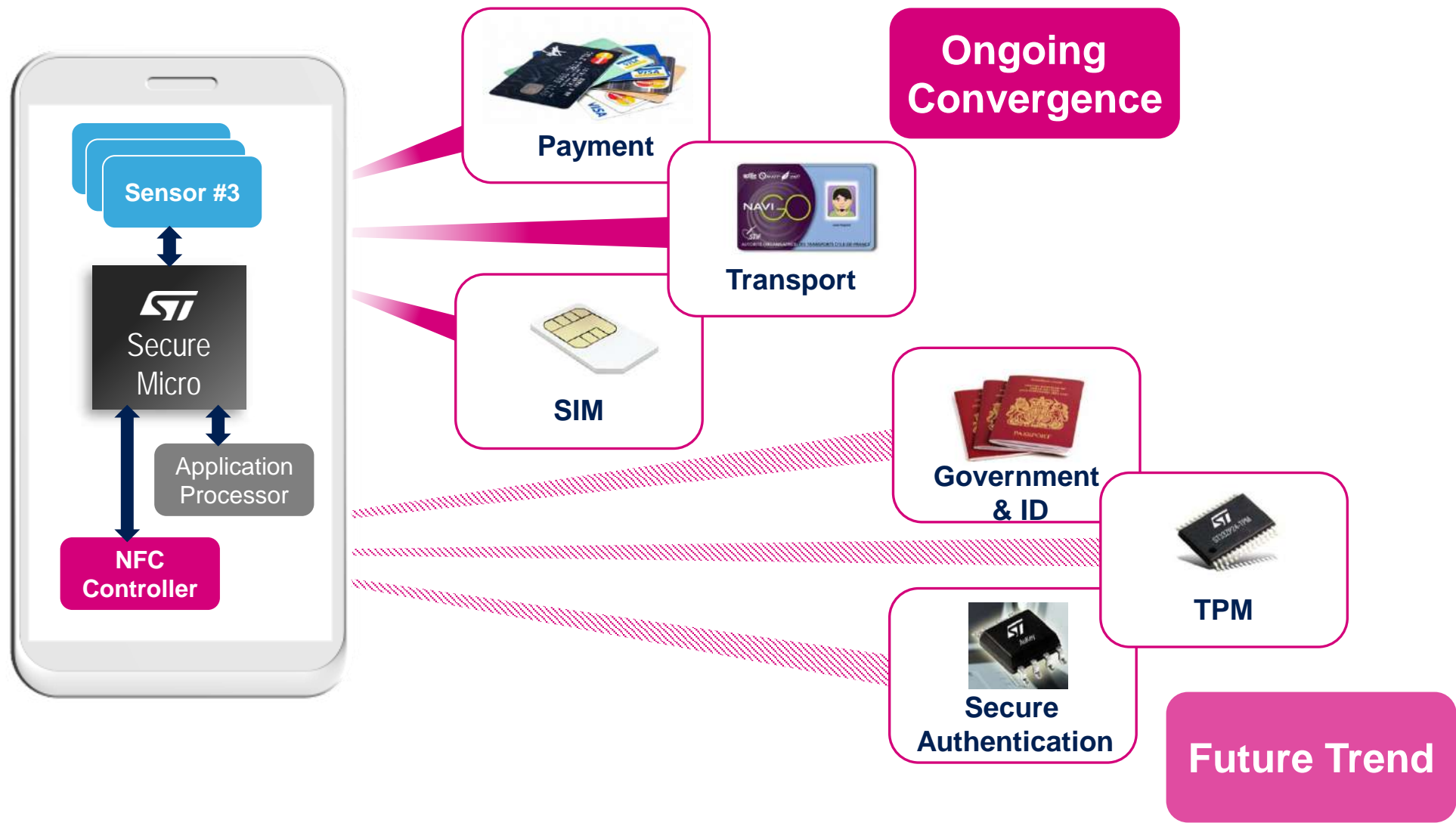
# Discrete Secure Applications Market Still Growing





# Discrete Secure Applications Market Still Growing While Convergence within Mobile Devices Started

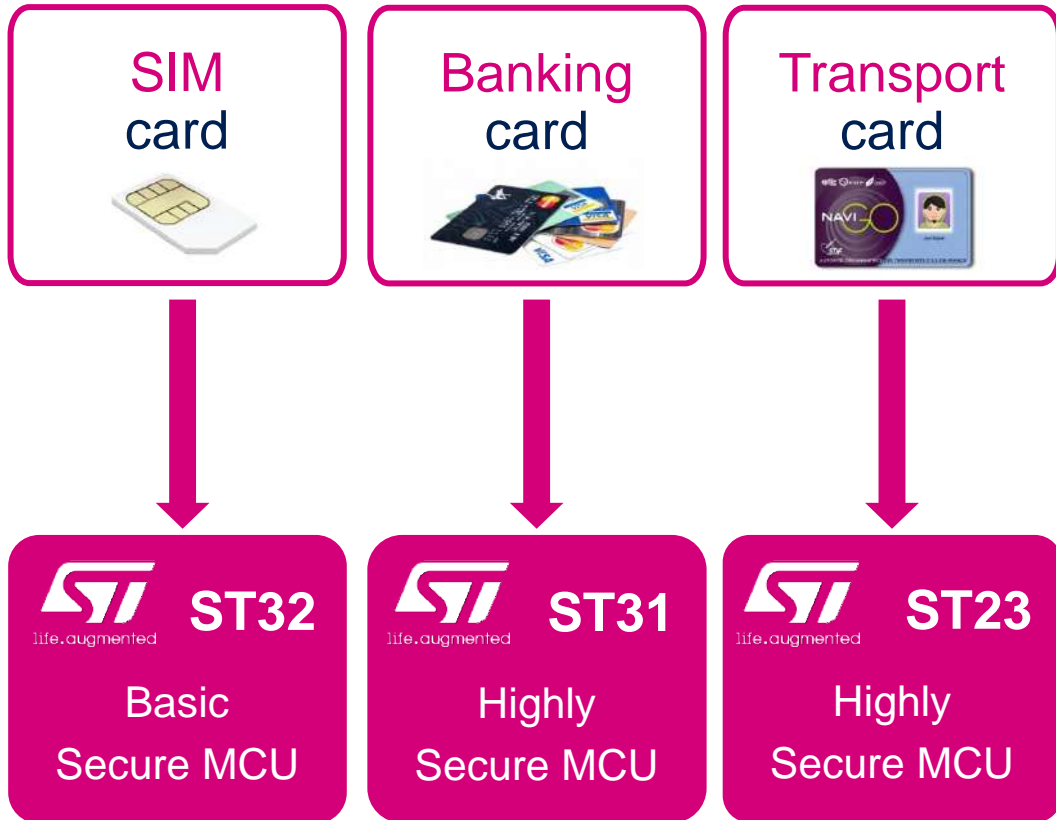
Dedicated Secure Micro is the most secure place to host sensitive applications within a mobile phones, fully complying with stringent requirements from all stakeholders



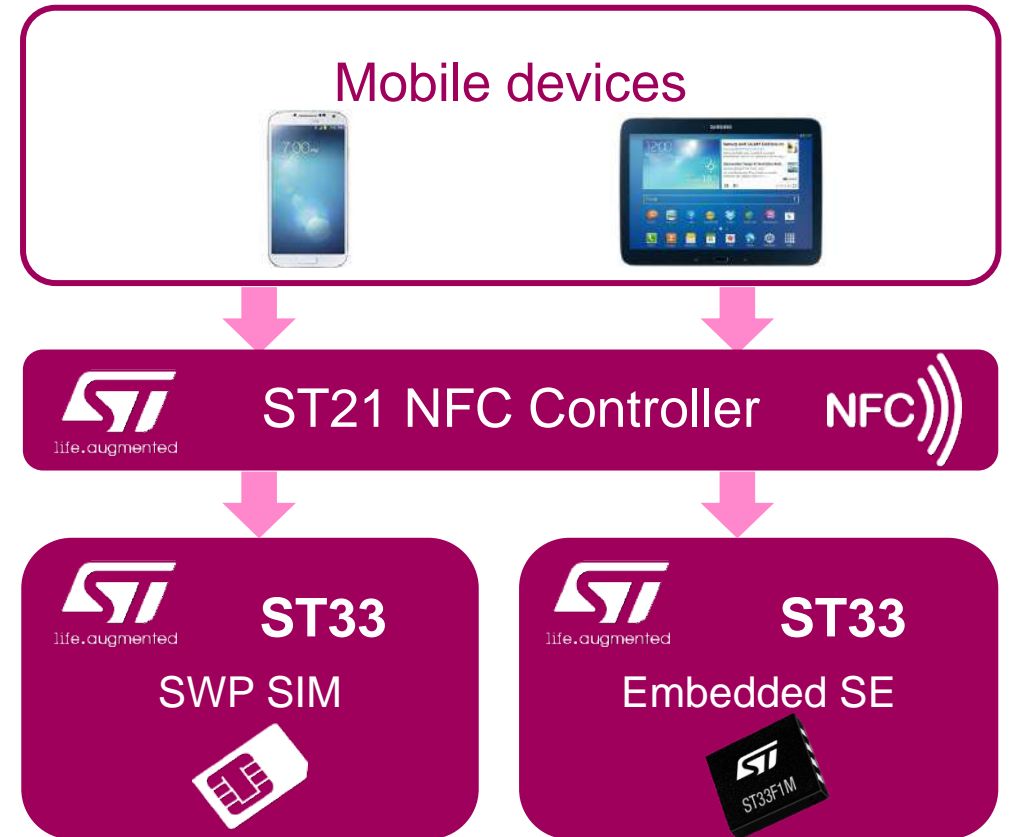


# Payment and Transport into Mobile

## Discrete Smartcard applications

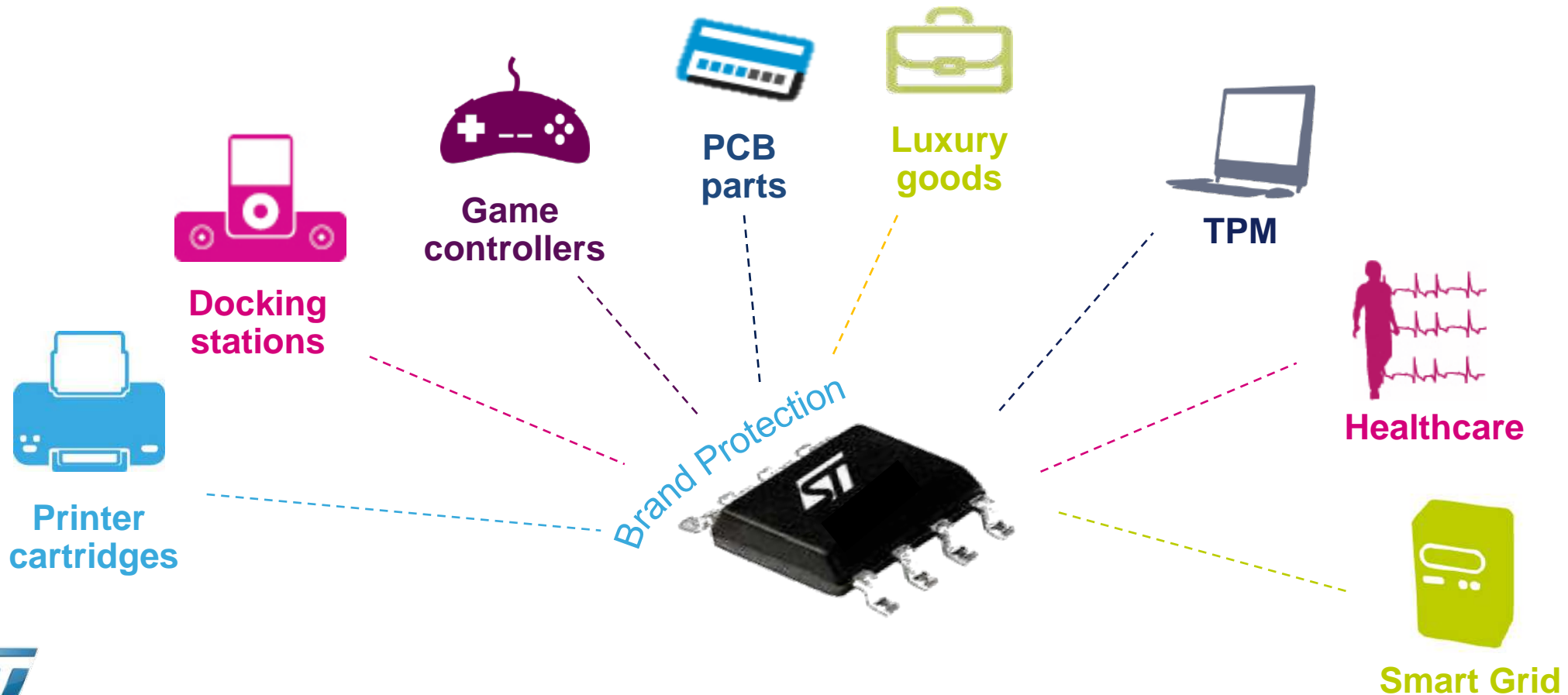


## Secure Mobile Transactions





Growing counterfeiting and cloning requires stronger authentication services







# Secure MCUs objectives 2014-16

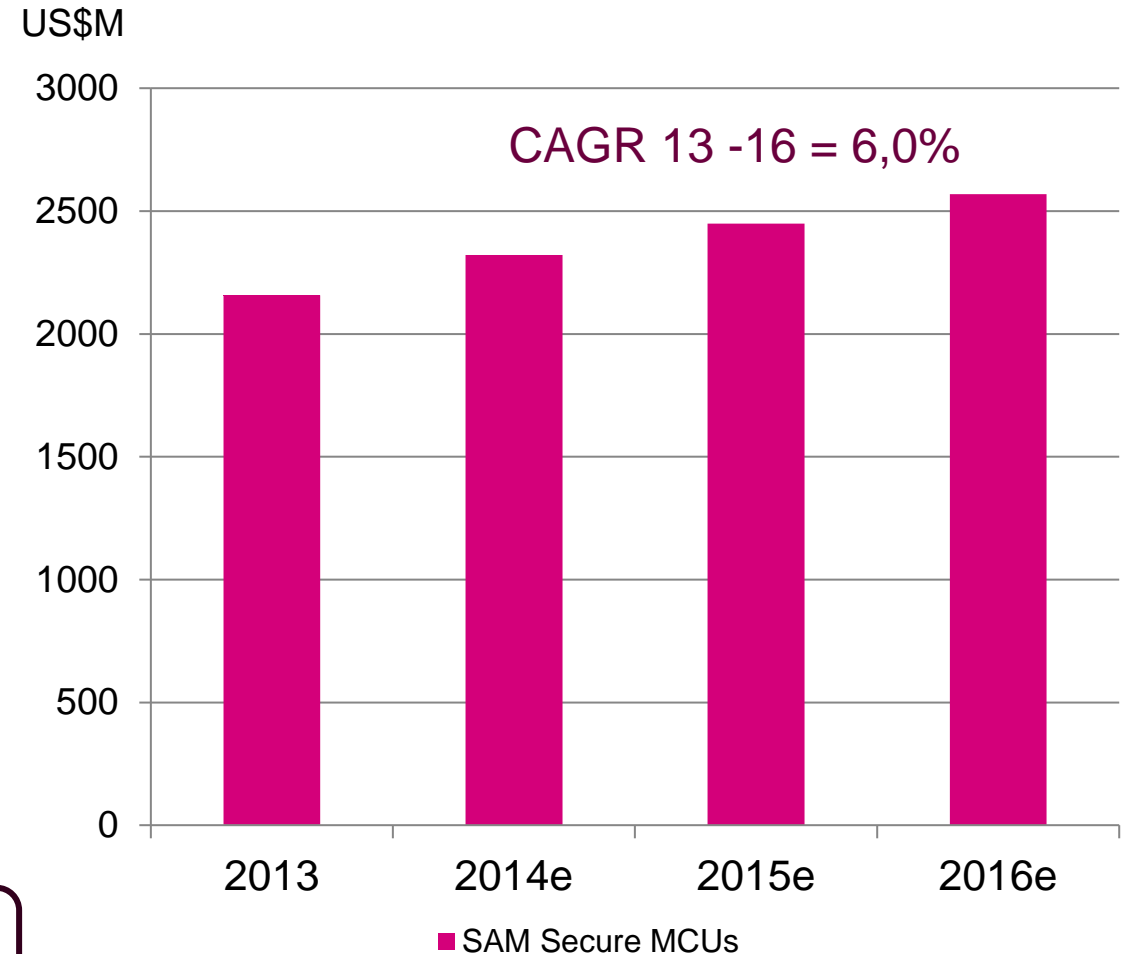
**Consolidate leadership on secure element** with new wave of products

**Expand ST31 portfolio** with strong focus on contactless

**Target >20% share** in a growing market

**Profitable growth** supported by Turn-Key Solutions

**Enlarge customer base** in consumer electronics & automotive



Source: WSTS January 2014, excluding Automotive business