

# Investor Fact Sheet

Q2 2012  
July 26, 2012

## We Make Thin Film Process Equipment

Growing, depositing and etching thin films is our core competency

## High Growth Market Focus

Our equipment enables the manufacture of LEDs, power electronics, hard drives, MEMS, & wireless communications devices

## Our Technology

supports energy efficiency, consumer electronics and network storage

## Our R&D is Best-in-Class

## We are the Market Leader

in MOCVD, MBE, IBE/IBD and Advanced Thin Film Process Technologies

**NASDAQ** VECO  
Market Cap: \$1.31B  
2011 Revenue: \$980M

Veeco's exceptional R&D organization delivers systems that enable the future

## Investment Rationale:



1

**Delivering Solid Financial Results in a Challenging Year**



2

**Market Leaders with Exceptional Technology; Aligned with Customer Roadmaps**



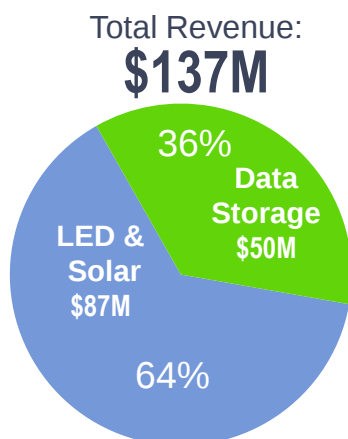
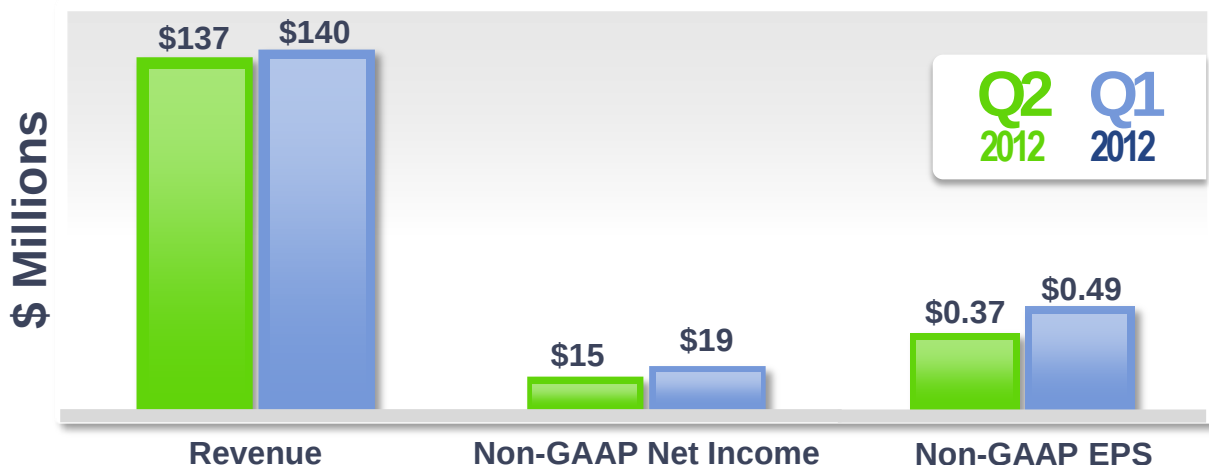
3

**LED Lighting Poised for Massive Adoption**



4

**Business Model Aligned for Success Through Cycles**

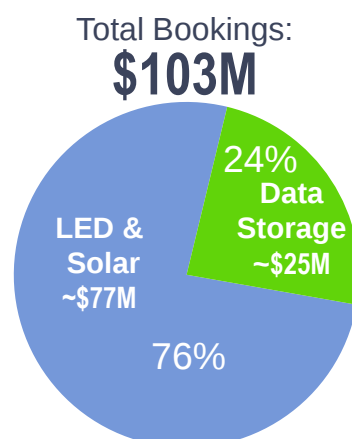


#### LED & Solar – \$87M

MOCVD at \$75M in Q2 2012; down 8% sequentially  
MBE at \$12M

#### Data Storage – \$50M

Record levels of quarterly revenue; up 12% sequentially



#### LED & Solar – ~\$77M

MOCVD at \$70M: flat sequentially; MBE down 50% to \$7M

#### Data Storage – ~\$25M

Down 12% sequentially on continued capex pause

### Q3 2012 Guidance

| Q3 2012            |             |
|--------------------|-------------|
| Revenue            | \$120-140M  |
| Gross Margins      | 44-45%      |
| Operating Spending | \$44-46M    |
| Adjusted EBITA     | 10-15%      |
| GAAP EPS           | \$0.12-0.29 |
| Non-GAAP EPS       | \$0.22-0.38 |

Book to Bill = .75 to 1; Backlog \$241M

### 2012 Outlook:

- 2012 revenues of \$520-560M
- Orders to recover gradually in 2H12
- Continued drive to grow services business
- Focused on product advancements and customer engagement

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To the extent that this news release discusses expectations or otherwise makes statements about the future, such statements are forward-looking and are subject to a number of risks and uncertainties that could cause actual results to differ materially from the statements made. These factors include the risks discussed in the Business Description and Management's Discussion and Analysis sections of Veeco's Annual Report on Form 10-K for the year ended December 31, 2011 and in our subsequent quarterly reports on Form 10-Q, current reports on Form 8-K and press releases. Veeco does not undertake any obligation to update any forward-looking statements to reflect future events or circumstances after the date of such statements. In addition, this presentation includes non-GAAP financial measures. For GAAP reconciliation, please refer to the reconciliation section in this presentation as well as Veeco's financial press releases and 10-K and 10-Q filings available on [www.veeco.com](http://www.veeco.com). Note: All results presented herein are for Veeco's "Continuing Operations" which excludes the Metrology business sold to Bruker Corporation on October 7, 2010 and Veeco's Discontinued CIGS Solar Systems Business, effective September 27, 2011.