

Investor Fact Sheet

Q3 2013
November 11, 2013

Q3 2013 Financial Highlights

**Revenues up 2%
sequentially to \$99M**

*Adjusted EBITA (\$5M); (\$0.08) per share;
Weak business conditions persist*

**Bookings up 8%
sequentially to ~\$92M**

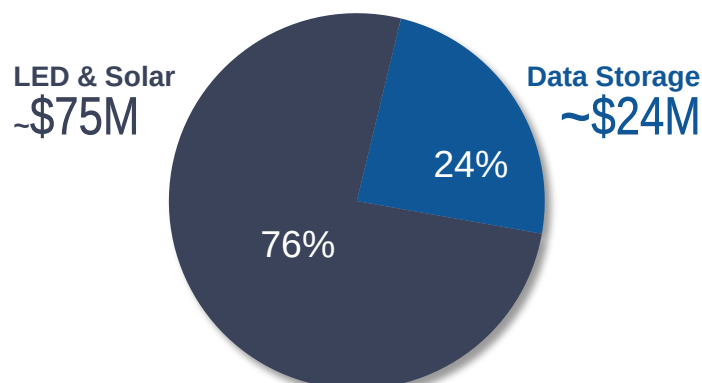
*MOCVD \$67M (+28%)
MBE \$7M (+12%)
Data Storage \$18M (-33%)*

**Cash and Short Term Investments
\$570M**

Strong balance sheet

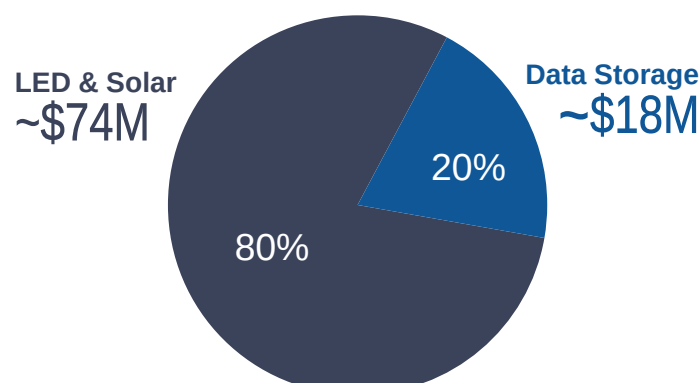
Q3 2013 Revenue Highlights

Total Revenue: \$99M



Q3 2013 Bookings Highlights

Total Bookings: \$92M



2013 Financial Highlights

	Q1 2013	Q2 2013	Q3 2013
Revenues	\$62M	\$97M	\$99M
Gross Margin	37%	36%	31%
OPEX	\$42M	\$41M	\$40M
Adjusted EBITA	(\$16M)	(\$2M)	(\$5M)
Non-GAAP EPS	(\$0.19)	(\$0.03)	(\$0.08)

	9M 2013	9M 2012
Revenues	\$258M	\$409M
Gross Margin	34%	43%
OPEX	\$124M	\$133M
Adjusted EBITA	(\$23M)	\$60M
Non-GAAP EPS	(\$0.30)	\$1.16

2013 OPEX includes \$3-4M quarterly expenses related to accounting review

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Solid Track Record Supports Our Future

Strengthened product development capability

Achieved #1 market positions

Established flexible manufacturing approach

Built a world class sales and support organization

Built a culture around quality and customer satisfaction

Built a great team and strong balance sheet

End-Market Trends Still Muted

MOCVD/LED:

- Top customers' utilization rates stable and high (80-90%+)
- Some pick-up in LED customer financial results and business confidence
- BUT... customers remain cautious on capacity expansion



MBE:

- Deal funnel is improving for R&D; starting to increase our win rate
- Wireless market still digesting capacity – unclear when demand returns; orders remain depressed



Data Storage:

- Strong data center growth and some reports that PC units may have “bottomed”
- Slow absorption of capacity - **no capacity buys in Q3 '13**
- Customers making strategic investments to enable areal density growth (HAMR and other next-gen technology)



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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, 2012 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. 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.

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