

**Needham**

| [Clean Technologies](#) | [Communications](#) | [Consumer](#) | [Enterprise Infrastructure](#) | [Healthcare](#) |  
| [Industrial & Diversified Growth](#) | [Semiconductors & Equipment](#) | [Software & Services](#) |

*The Fourteenth Annual*

# Needham Growth Conference

*January 10-12th, 2012, New York City*

## Ramtron International Corporation

*The Leading Growth Company Focused Investment Bank for 27 Years*

**Needham**

# Forward Looking Statements

- Except for historical information, statements made in the course of this presentation that state the company's or management's intentions, hope, beliefs, expectations or predictions of the future are forward-looking statements that involve risks and uncertainties. Investors are cautioned that such statements are only predictions and the actual events or results may differ materially.
- These forward-looking statements speak only as of this date. The company undertakes no obligation to publicly release the results of any revisions to the forward-looking statements made today to reflect events or circumstances after today, or to reflect the occurrence of unanticipated events.
- Additional information concerning factors that could cause actual results to differ materially from those in the forward-looking statements is contained from time to time in the Company's SEC filings.

\* Logos and trademarks are the property of their respective owners



## Enabling customers with F-RAM based *low-energy* and *high data integrity* solutions

- **Leader** with patents and know-how
- **Fully commercialized** technology
- **Established** customers and end markets
- **Poised** for next stage of growth

# Investment Highlights

## Solid Base Business

- **Established leader in F-RAM technology**
- **Diverse product revenue base**

## Poised to Accelerate Long-term Growth

- **Foundry transition completed**
- **Leveraging F-RAM advantages to expand addressable market**
- **Customer-driven new product focus**

## Capacity in Place

- **Over \$30 million invested to date in capacity expansion**
- **Strong US foundry relationships**

## Up-integrating for Higher Value

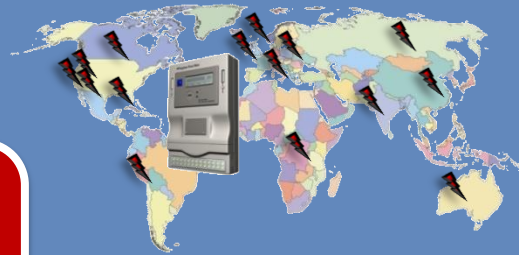
- **Transforming the company into an unmatched supplier of low energy memory and integrated semiconductor solutions**

# Market Trends Driving Need for F-RAM

**Rapid expansion  
of auto electronics**



**Global proliferation  
of smart meters**



**Driving an  
Explosion of  
Data**

**Print cartridges  
require security**



**Industrial/medical devices  
require maximum  
uptime &  
efficiency**



# Advantages of F-RAM

## Nonvolatile Memory

### F-RAM



**Writes data  
500x faster**



**10,000x more  
data writes**



**Uses 2,000x  
less power**

**F-RAM is more reliable**

### Other Specialty Memory

**EEPROM**

**BBSRAM**

**MRAM**

**FLASH**

**NVSRAM**

# Current F-RAM Product Suite



## High Performance F-RAM Memory

- Serial F-RAM Memory
- Parallel F-RAM Memory
- Low Energy Memory



## Integrated F-RAM Devices

- F-RAM Processor Companions
- F-RAM State Savers

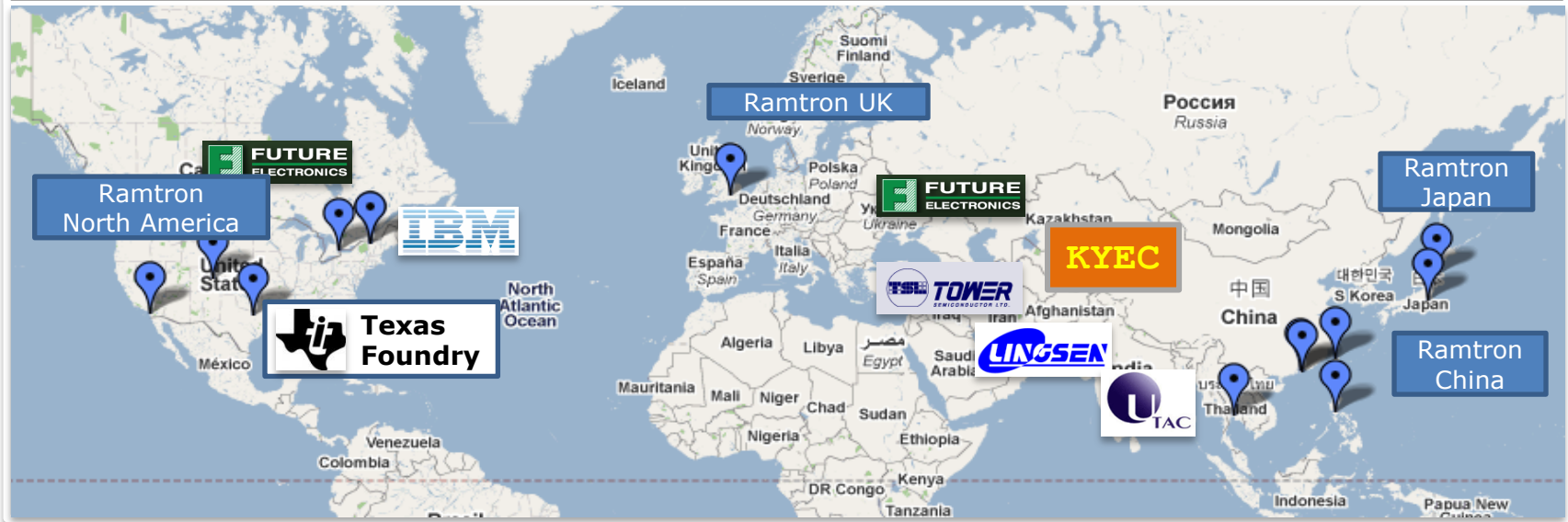


## Wireless Memory

- Low Energy Gen2 RF-Enabled Wireless F-RAM Memory

# Established Global Operation

Leverage global distributors and regionally-based representatives

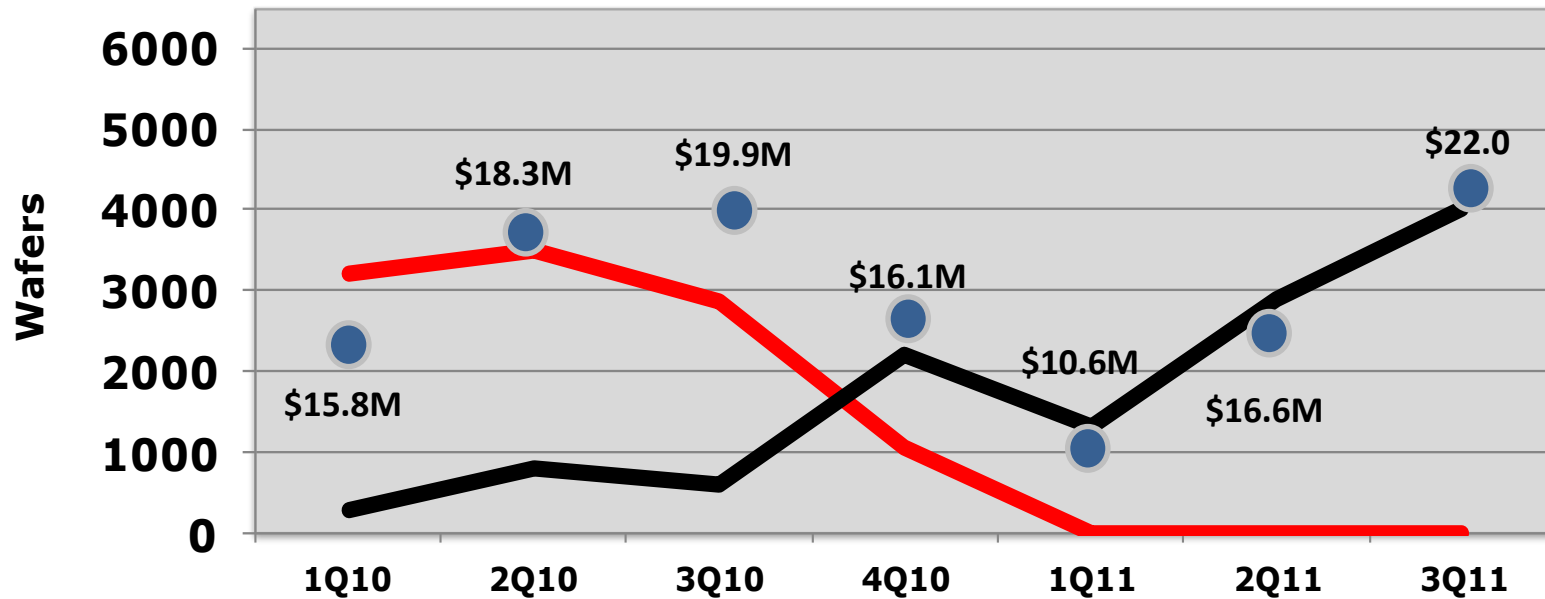


- **Global rep and distributor network**
- **US foundries**
- **Asia-based assembly and test**

# 2011 – Year in Transition

- **Began 2011 with severe capacity constraints** due to forced foundry transition
- **Resolved product supply shortages**
  - **Built on** foundry relationships
  - **Expanded** back end capacity
- **Strengthened management team**
- **Delivered first commercial products from new foundry**
- **Changed from product- to customer-driven sales and marketing strategies**

# Foundry Transition and Capacity Expansion


























● Quarterly Revenue

■ Prior Foundry

■ New Wafer Source



# Management Team Built for Growth

<b>Eric Balzer</b>	Chief Executive Officer	  
<b>Scott Emley</b>	VP Marketing	  
<b>Ying Shiau</b>	Executive VP of Operations	    
<b>Doug Moran</b>	VP of R&D	    
<b>Tom Davenport</b>	VP of Technology	 
<b>Pete Zimmer</b>	VP of Sales	 
<b>Mike Lipsey</b>	VP of Supply Chain Management	 
<b>Lee Brown</b>	VP Business Development	

# Strong Foundry Relationships



*Dallas, TX*

**Capacity available to support growth**

- **Most advanced F-RAM process in the world**
- **Enables development of low energy F-RAM products**



*Burlington, VT*

**Now producing commercial products and revenue**

- **Sampling multiple devices**
- **Offers additional product development flexibility**

# Customer-driven Sales and Marketing Strategy

## Enhanced Value Proposition

- Capitalize on unique supply chain capabilities
- Enable innovative customer solutions
- Reduce customer's total cost of ownership
- Speed time to market

Expand base memory business via aggressive promotion and channel marketing

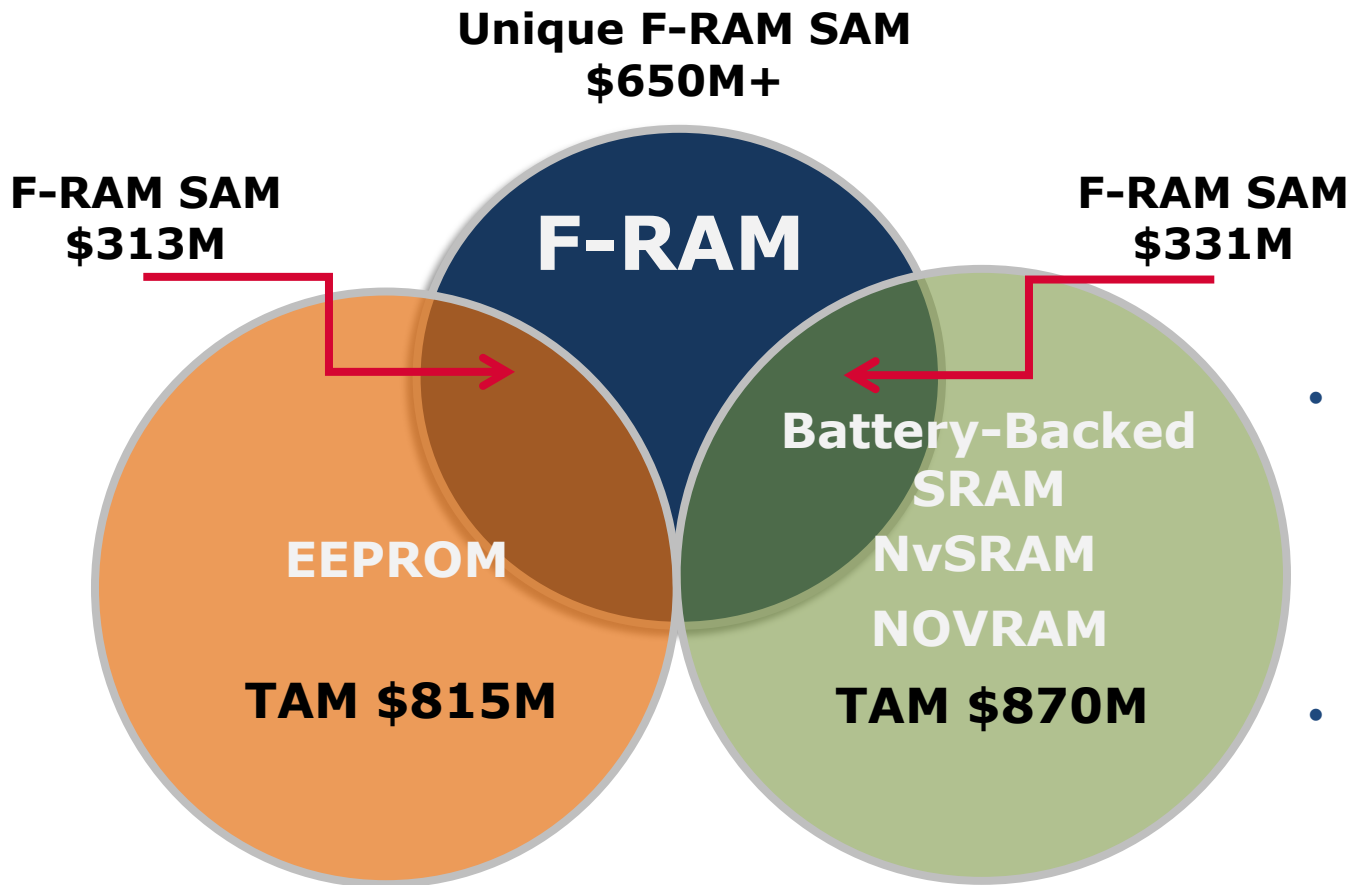


Intensify design win activity of current products



Deepen engagements with customers to define high value products

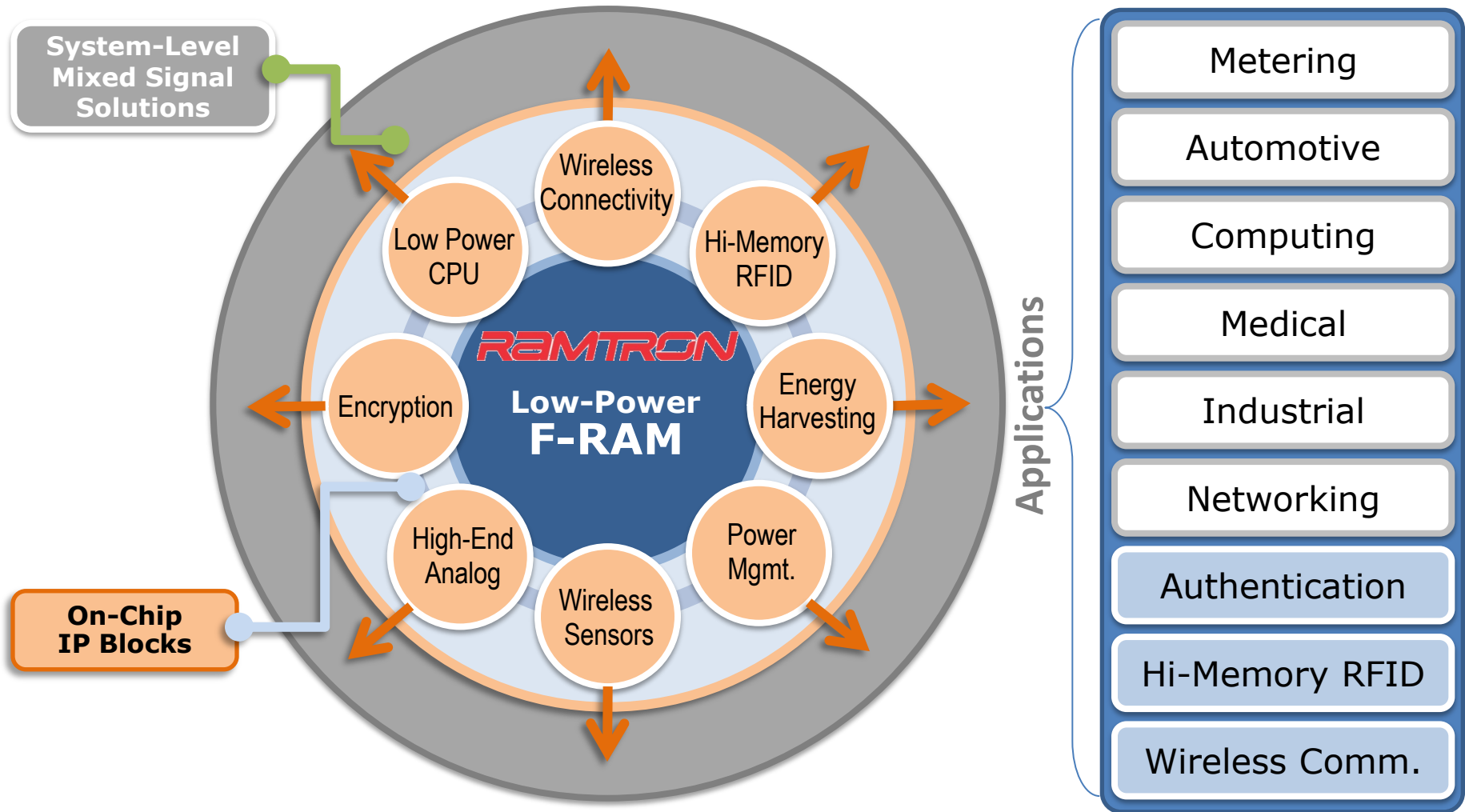
# Current Addressable Market



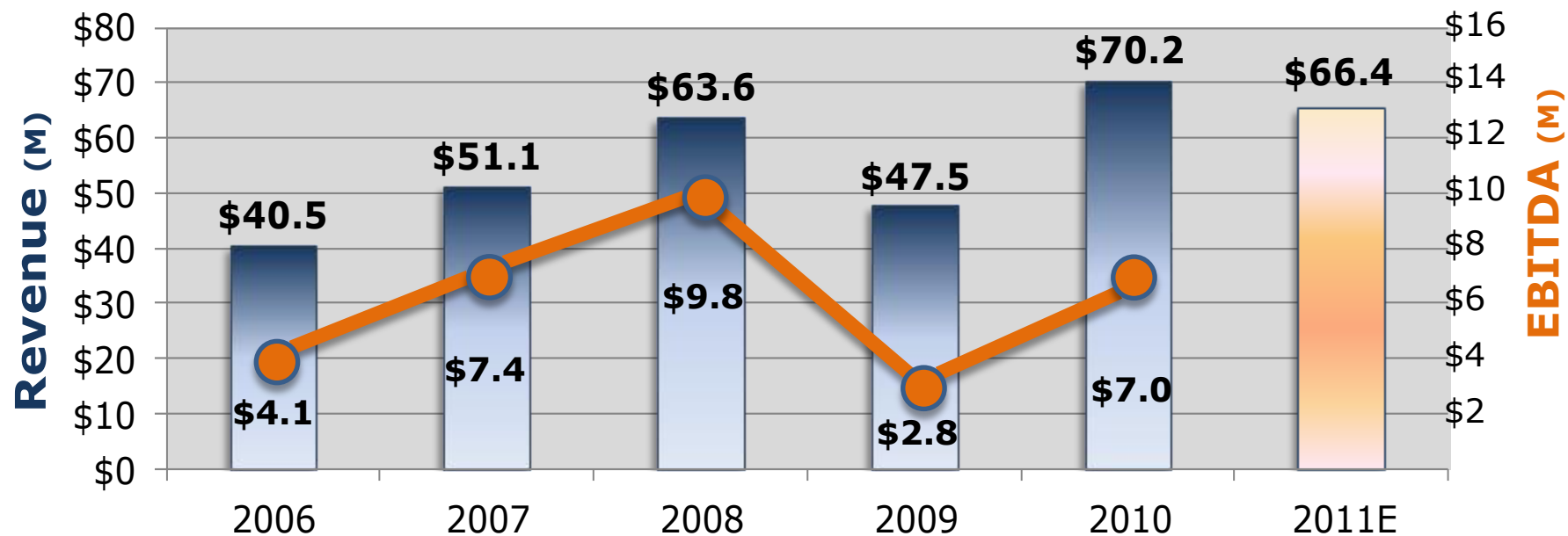
- F-RAM provides technology foundation for low-power integrated products
- Over \$2B total opportunity

Source: Selantek, 2011

# Up-Integrating for High Value and Growth



# Revenue Performance and Outlook



4Q and FY 2011 results scheduled for 2/16/2012

# Attractive Long-Term Model

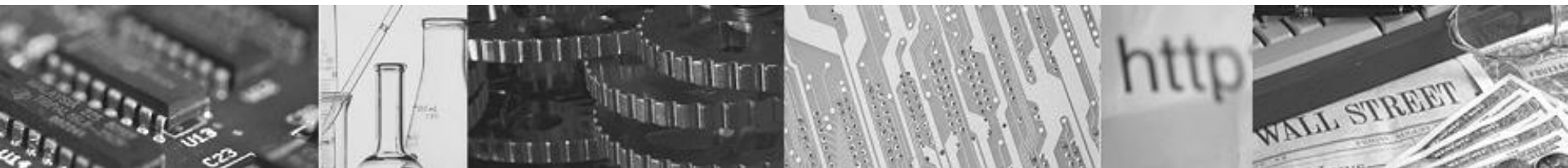
	2010	1Q-3Q 2011	Long-Term
<b>Revenue</b>	<b>\$70.2M</b>	<b>\$49M</b>	<b>At Scale</b>
Gross Margin	51%	49%	53-55%
R&D	24%	28%	23-25%
SG&A	22%	26%	18-20%
Operating Income	5%	(5%)	13-15%
GAAP Net Income	2%	(4%)	12-13%

**Reaffirmed Guidance for 2H2011 Net Income of  
\$0.02 to \$0.05**

# 2012 Corporate Objectives

- **Sales and Marketing**
  - Engage with Tier 1 electronics OEMs
- **New Product Introductions**
  - Multiple low energy memories
  - Additional upgraded wireless memory
  - First secure memory product
  - First System-on-Chip platform product

**Executing on Next Stage of Growth**



**Needham**

| [Clean Technologies](#) | [Communications](#) | [Consumer](#) | [Enterprise Infrastructure](#) | [Healthcare](#) |  
| [Industrial & Diversified Growth](#) | [Semiconductors & Equipment](#) | [Software & Services](#) |

*The Fourteenth Annual*

# Needham Growth Conference

*January 10-12th, 2012, New York City*

## Ramtron International Corporation

*The Leading Growth Company Focused Investment Bank for 27 Years*

**Needham**