



BTU International, Inc.

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Fact Sheet Q3-2007

Market Data (as of 09/30/07)

Nasdaq Symbol:	BTUI	Share Price:	\$12.83
Fiscal 2006 Revenue:	\$78.3 Million	Shares Outstanding:	9.3 Million
12 Month Price Range:	\$9.46-\$15.62	Market Capitalization:	\$119 Million

Corporate Profile

BTU International is a market-leading, global supplier of advanced thermal processing equipment to the electronics manufacturing and alternative energy generation markets. BTU equipment is used in the production of printed circuit board assemblies and semiconductor packaging as well as in solar cell, nuclear fuel and fuel cell manufacturing. BTU has operations in North Billerica, MA and Shanghai, China with direct sales and service in the USA, Asia and Europe. Information about BTU International is available at www.btu.com.

Investment Highlights

- Solid revenue and earnings performance
- Attractive and growing target markets in electronics and alternative energy
- Leading product offerings: customer proven and cost-effective
- Global customer base and support
- Experienced management team to drive results

Upcoming Events

- **November 6, 2007** – BTU to present at AeA Classic Conference, Monterey, CA
- **January 10, 2008** – BTU to present at Needham 10th Annual Growth Stock Conference, New York, NY

Recent News and Events

Oct 23, 2007 - BTU International Reports Third Quarter

Strong alternative energy business fuels sequential revenue and earnings growth

Net sales for the third quarter were \$16.5 million, compared to \$13.8 million in the preceding quarter, and compared to \$18.3 million for the third quarter of 2006. Net income for the 2007 third quarter was \$0.5 million, or \$0.06 per diluted share, compared to net income of \$0.2 million, or \$0.02 per diluted share reported in the preceding quarter, and compared to net income of \$2.3 million, or \$0.25 per diluted share, in the third quarter of 2006.

Oct 11, 2007 - BTU International Receives \$1.9 Million Order for Nuclear Fuel-Sintering Furnace from China

BTU International announced the receipt of a \$1.9 million order for a Walking Beam Furnace from a leading manufacturer of nuclear fuel in China. BTU is the world's leading provider of systems used for the sintering of nuclear fuel pellets. BTU's Walking Beam Furnace is a high temperature, thermal processing system designed for handling heavy loads under precisely controlled temperatures and atmospheric conditions.

Sept 4, 2007 - BTU International Introduces New Metallization and Diffusion Products at 22nd European Photovoltaic Solar Energy Exhibition

BTU International, Inc., is featuring a number of new products at the 22nd European Photovoltaic Solar Energy Conference and Exhibition, September 3 - 7, Fiero Milano, Milan, Italy.

These products include:

- a new turnkey metallization line, developed as a result of the recently announced strategic alliance with DEK for printing and handling equipment;
- a new metallization furnace featuring 24 inch belt width; and
- a new in-line Phosphorous doping system which is a key part of BTU's new continuous diffusion process.

The new In-Line Diffusion System and Metallization Furnaces are characterized by the accuracy and long-term reliability that are critical for cost-effective, high-volume PV manufacturing.

Aug 31, 2007 - BTU International and DEK International Announce Strategic Partnership to Furnish Turnkey Solar Cell Metallization Solutions

BTU International, Inc. (Nasdaq: BTUI), announced the formation of a strategic partnership with DEK International, a business of Dover Corporation, a leading provider of printing equipment and processes for the high accuracy mass imaging of electronic materials.

Investor Relations Contact

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Our Markets

Electronics

Our electronics manufacturing market consists of two primary segments: Printed Circuit Assembly and Semiconductor Packaging. Printed Circuit Assembly - BTU provides solder reflow equipment for the manufacture and assembly of printed circuit boards. Semiconductor Packaging - we provide equipment for the thermal processing steps—at both the chip and wafer level—involved in the packaging of semiconductors. In each of these market segments, our equipment delivers precise temperatures and processing environments needed by our customers.

Demand for increasingly sophisticated electronic devices continues, and we expect that new technologies such as wireless networks, next generation cellular phones and personal digital assistants will drive future demand.

Alternative Energy

Our alternative energy market consists of three segments: solar cells, nuclear fuel and fuel cells. With the rising cost and increasing environmental concerns of fossil fuels, power generation from alternative sources is forecast for significant global growth. Achieving optimal performance and efficiency of products in the solar cell, nuclear fuel, and fuel cell markets requires thermal processes that provide precision control over atmospheric conditions at high temperatures and enable high volume production environments—requirements ideally served by BTU's technologies and products.

Global Customers

We sell products worldwide, primarily through a direct technical sales force and independent sales representatives. Our global electronic industry customers include the major cell phone manufacturers, the leading EMS companies, as well as the leading semiconductor OEMs and contract manufacturers. In the alternative energy market we sell to the leading manufacturers in the solar cell, nuclear fuel and fuel cell industries.

Financial Highlights

(Amounts in thousands, except per share data)

	<u>Q3-06</u>	<u>Q4-06</u>	<u>Q1-07</u>	<u>Q2-07</u>	<u>Q3-07</u>	<u>FY05</u>	<u>FY-06</u>
<u>Income Statement</u>							
Total Revenues	\$18,254	\$16,563	\$15,164	\$13,770	\$16,522	\$66,407	\$78,289
Gross Margin (\$)	7,627	7,056	6,564	5,937	7,175	23,832	31,735
Operating Income	2,379	1,144	650	292	764	5,283	9,531
Net Income	2,349	1,018	659	206	523	4,619	9,222
Earnings Per share	0.25	0.11	0.07	0.02	0.06	0.60	0.98
<u>Balance Sheet</u>							
Cash	20,113	25,100	27,686	26,336	26,069	15,460	25,100
Accounts Receivable	19,415	16,149	14,587	15,781	16,549	16,519	16,149
Inventory	16,780	17,357	16,068	16,149	16,974	13,933	17,357
Total Current Assets	57,158	59,134	58,983	58,945	60,305	46,401	59,134
Total Current Liabilities	9,370	10,320	9,619	9,085	9,942	11,033	10,320
Long-Term Debt	9,639	9,552	9,490	9,412	9,337	5,106	9,552
Total Stockholders' Equity	43,585	44,932	46,029	46,962	47,958	32,483	44,932

Management

Paul J. van der Wansem
Chairman and Chief Executive Officer

Thomas F. Nash
Vice President, Operations and Marketing, Officer

Thomas P. Kealy
Vice President, Chief Accounting Officer

Peter Franklin
Managing Director, Europe

James M. Griffin
Vice President, Sales and Service,
Officer

Boris Mathiszik
Director Sales, Asia Pacific

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