

SUSS MICROTEC ANNUAL FIGURES FOR FISCAL YEAR 2020

April 9, 2021

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FINANCIAL YEAR AT A GLANCE



- + Order entry increased by more than 28% yoy
 - + Sales went up by more than 17% yoy
 - + Strongly improved GP- and EBIT-margins yoy
 - + Free Cashflow and net cash rose considerably yoy
 - + Good business in all segments except Microoptics
 - + Acquisition of PiXDRO ink-jet-coating technology (closing 31 Mar 20)
 - + Start of coater production at new site in Taiwan – first 2 coaters shipped in Dec 20
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- + Restart of scanner production at new site in Taiwan (planned for 2021) due to strong demand

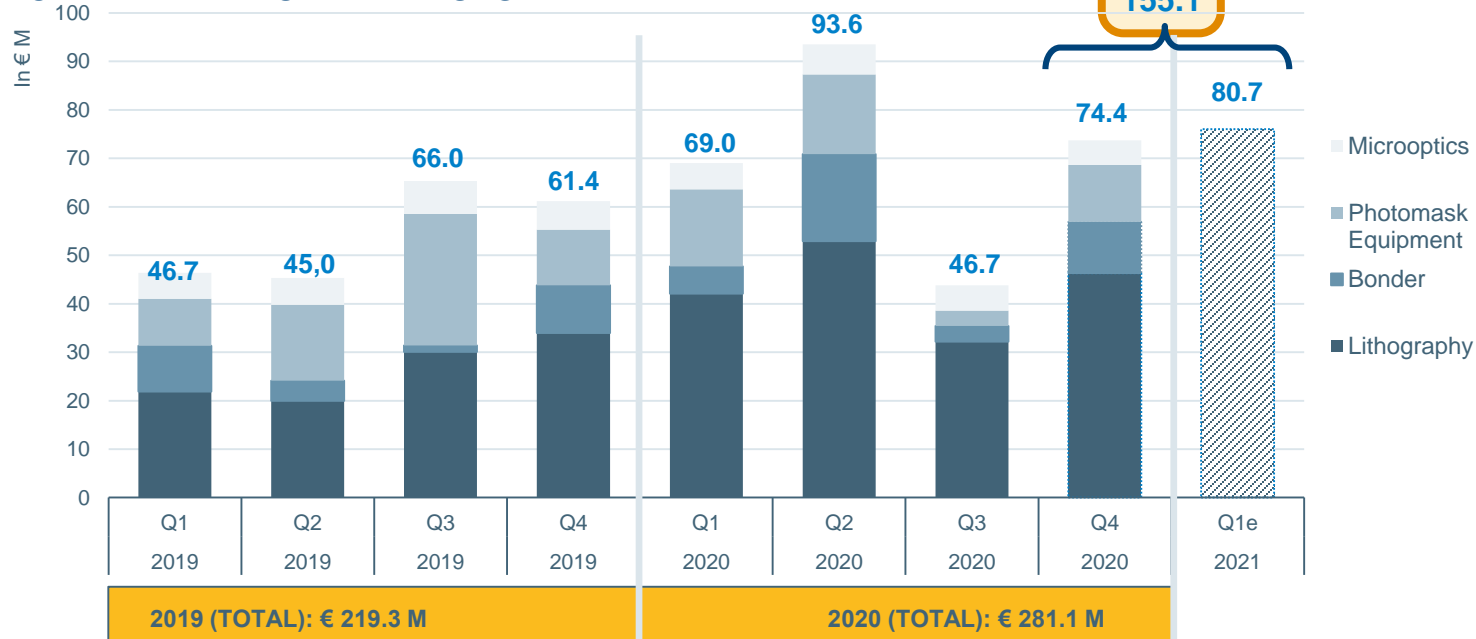
KEY GROUP FIGURES 2020

| <i>in € M</i> | FY 2020 | FY 2019 | Change | Q4 2020 | Q4 2019 | Change |
|-----------------------|----------------|---------|-----------|----------------|---------|----------|
| Order entry | 281.1 | 219.3 | +28.2% | 74.4 | 61.4 | +21.2% |
| Order Backlog | 120.1 | 93.2 | +28.9% | -- | -- | -- |
| Sales | 252.1 | 213.8 | +17.9% | 78.2 | 82.7 | -5.4% |
| EBIT | 20.4 | -13.8 | -- | 8.3 | -8.1 | -- |
| EBIT margin | 8.1% | -6.5% | +14.6%pts | 11.2% | -9.8% | 21.0%pts |
| EAT | 12.4 | -16.3 | -- | 7.9 | -7.6 | -- |
| EPS in € | 0.65 | -0.85 | -- | 0.41 | -0.39 | -- |
| Free cash flow (in €) | 44.0 | -36.9 | -- | 16.2 | -8.2 | -- |
| Net cash | 20.3 | -18.0 | -- | -- | -- | -- |
| ROCE | 12.9% | -8.7% | +21.6%pts | -- | -- | -- |
| Employees 12/31 | 1,009 | 937 | +7.7% | -- | -- | -- |

- + Strong order entry throughout the whole fiscal year 2020 (and also Q1 2021 as already reported)
- + Sales growth combined with a better GP margin resulted in a significantly improved EBIT (including closing cost of € 2.6M)
- + Free cash flow significantly improved to € 44.0M
- + Net cash position is positive with € 20.3M

ORDER ENTRY AND SALES BY REGION

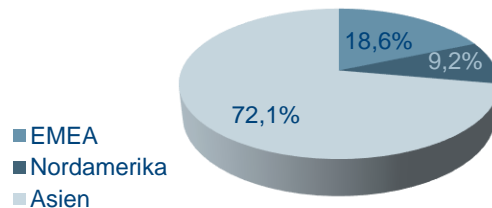
ORDER ENTRY: SPLIT PER SEGMENT



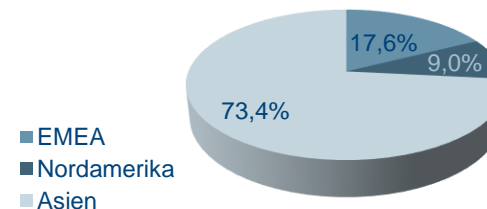
Comments:

- + Overall the order entry level increased over the last years to an quarterly average of € 70M
- + Order entry in Q2 2020 and Q1 2021 include high volume orders
- + Increasing demand from Chinese customers continues
- + Advanced packing applications and 5G are the main business drivers
- + OE outlook remains strong

ORDER ENTRY FY 2020: SPLIT PER REGION



SALES FY 2020: SPLIT PER REGION



SEGMENT OVERVIEW FY 2020

Lithography

| <i>in € M</i> | FY 2020 | | FY 2019 | |
|---------------|---------|---------|---------|----------|
| Sales | 141.4 | | 117.3 | |
| GP (margin) | 43.8 | (31.0%) | 14.8 | (12.6%) |
| EBIT (margin) | 9.0 | (6.4%) | -19.3 | (-16.5%) |

- + Special effect (scanner business) on EBIT: € -2.6M (prior year: € -14.2M)
- + Sales increase esp. with coaters/developers for 300mm applications
- + AdP and 5G are the main business drivers
- + Improved GP margin due better capacity utilization and good margin Mask Aligner and Coater sales
- + Sales contribution from SMT NL/ Pixdro (acquired early 2020): € 4M

Bonder

| <i>in € M</i> | FY 2020 | | FY 2019 | |
|---------------|---------|---------|---------|---------|
| Sales | 30.4 | | 26.4 | |
| GP (margin) | 9.3 | (30.6%) | 8.7 | (32.8%) |
| EBIT (margin) | 0.4 | 1.3% | -0.3 | -1.1% |

- + Sales increase due to higher demand for temporary bonders
- + GP margin decreased because of additional construction costs for one machine
- + Improved EBIT due to close monitoring of administration and sales costs

Photomask Equipment

| <i>in € M</i> | FY 2020 | | FY 2019 | |
|---------------|---------|---------|---------|---------|
| Sales | 57.7 | | 46.4 | |
| GP (margin) | 23.1 | (40.0%) | 16.6 | (35.8%) |
| EBIT (margin) | 15.3 | (26.5%) | 9.8 | (21.1%) |

- + Strong sales increase due to high demand for EUV-cleaning
- + GP margin and EBIT margin can be influenced by single customer orders

Microoptics

| <i>in € M</i> | FY 2020 | | FY 2019 | |
|---------------|---------|---------|---------|---------|
| Sales | 21.5 | | 22.6 | |
| GP (margin) | 5.8 | (27.0%) | 8.1 | (35.7%) |
| EBIT (margin) | 0.0 | (0.0%) | 2.2 | (9.7%) |

- + Sales and GP impacted by Covid-19 (two months shorttime work) lower demand from automotive OEMs
- + Additional costs due to new cleanroom facility and quality problems with one key supplier

MAIN BALANCE SHEET ITEMS

Assets

| <i>in € thousand</i> | FY 2020 | FY 2019 |
|---------------------------|----------------|----------------|
| NON-CURRENT ASSETS | 65,398 | 55,109 |
| CURRENT ASSETS | 166,007 | 144,789 |
| Inventories | 72,983 | 75,047 |
| Trades receivables | 17,717 | 18,992 |
| Contract assets | 30,247 | 31,182 |
| Cash | 40,827 | 10,280 |
| Other | 4,233 | 9,288 |
| TOTAL ASSETS | 231,405 | 199,898 |

- + Total assets increased by 15,8% due to higher investments in fixed assets, acquisition of inkjet business and higher cash position
- + Increased cash position due to higher customer down payments and better working capital management

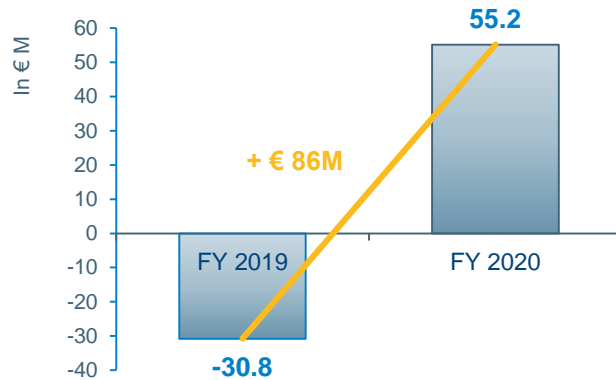
Liabilities & Shareholder's Equity

| <i>in € thousand</i> | FY 2020 | FY 2019 |
|---------------------------------|----------------|----------------|
| Equity | 136,504 | 125,388 |
| NON-CURRENT LIABILITIES | 32,563 | 24,468 |
| Pensions | 6,396 | 6,037 |
| Financial debt - banks | 9,062 | 10,500 |
| Financial debt - lease | 7,656 | 4,638 |
| Other | 9,449 | 3,293 |
| CURRENT LIABILITIES | 62,338 | 50,042 |
| Financial debt - banks | 1,386 | 10,399 |
| Financial debt - lease | 2,387 | 2,751 |
| Trades payables | 9,834 | 10,013 |
| Contract liabilities | 25,679 | 9,346 |
| Other | 23,052 | 17,533 |
| TOTAL LIABILITIES/EQUITY | 231,405 | 199,898 |

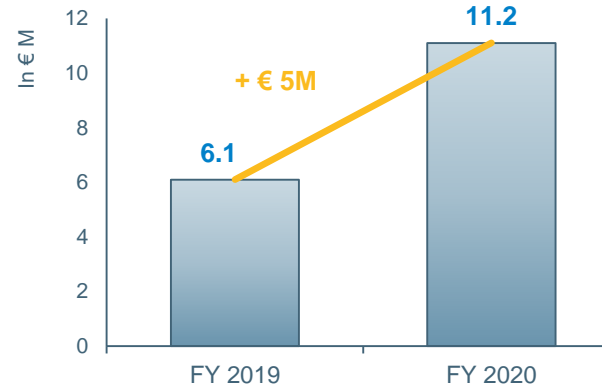
- + Equity increased by 8,9% to 135M€ (equity ratio: 59%)
- + Banks debts decreased; cash drawings under Synloan fully repaid
- + Increase in lease liabilities due to prolongation of rental agreements
- + Contract liabilities increased to 25.7M € due to high order intake and customer down payments

CASH FLOW – STRONG IMPROVEMENT OF FREE CASH FLOW

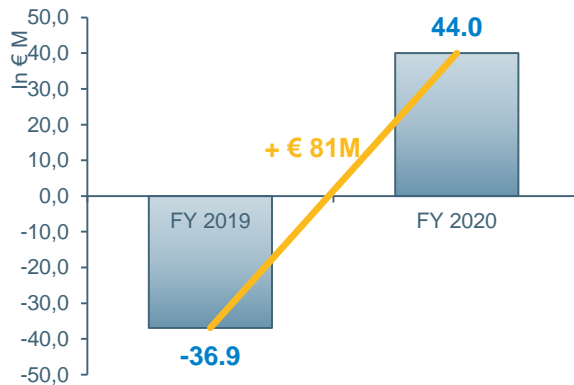
Cash Flow Operating Activities



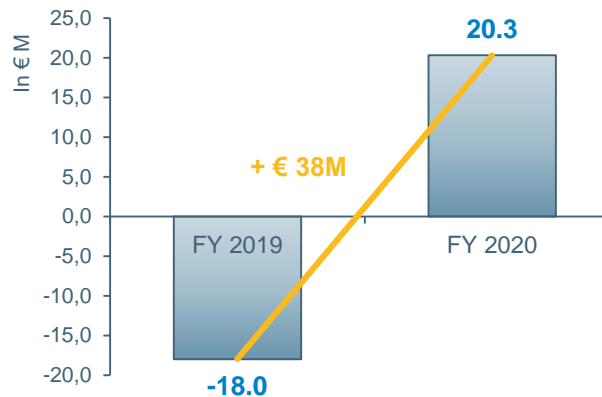
Investing Activities



Free Cash Flow



Net Cash



Comments:

- + Operative CF improved due to
 - + better profitability,
 - + higher customer deposits and
 - + improved working capital management (lower inventories and lower overdue accounts receivables)

- + Investments went up to € 11.2M (includes € 3.3M for Pixdro)

- + Strong improvement of FCF and Net Cash

- + Cash drawing from previous year under syndicated loan facility fully repaid in 2020 (€ 9.5M)

- + Financial headroom: € 80.8M (thereof undrawn syndicated loan of € 40M)

STRATEGIC DECISION: RESTART SCANNER PRODUCTION IN ASIA

2020:

Discontinuation of product lines stepper/scanner & laser tools at Suss MicroTec Photonic Systems in Corona, USA, due to weak market outlook

+ Negative effects:

- 2019: € -14.2M one-off write-offs
- 2020: € -2.6M (net) closure costs
 - Reversals/special write-downs on assets (€ 2.1M) / 4 Scanners have been sold in 2020 to a major customer
 - Closure costs included in the cost of sales (€ -2.2M)
 - Closure costs included in OPEX (€ -2.5M)

2021:

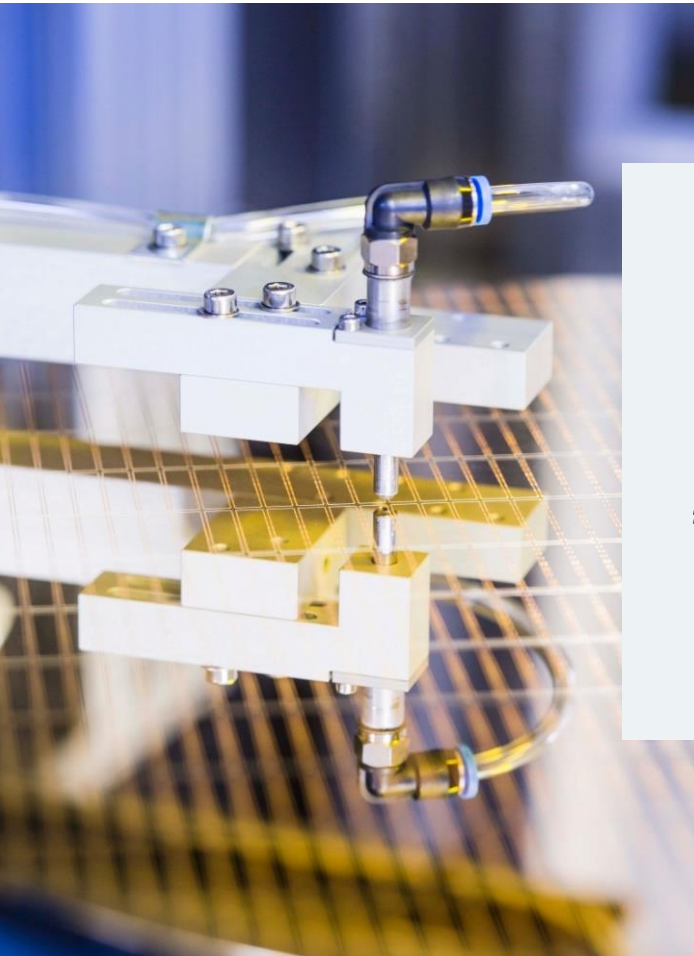
Restart production of scanners in Taiwan

- + Strongly increased demand due to strong USP for large packages, exceeding the typical step field size
- + First order received and growing interest from other customers
- + Long term pricing agreement for next 40 systems with main customer
- + Production site in Taiwan will be co-shared with Coaters,
- + Investment need for production ramp-up below € 2M

MARKET ESTIMATES AND LONGER TERM OUTLOOK

- 
- + Very high market activity – continuously **strong order entry** numbers expected
 - + Some **uncertainties** remain due to COVID-19 pandemic and US/China trade barriers
 - + ZVEI expects semiconductor market to grow by 8-10% in 2021 to € 480M
 - + Semiconductor equipment market expected to grow by 4.3% in 2021 and 5.8% in 2022 (SEMI)
 - + **Mega Trends fully intact:** Future demand driven by emerging technologies like 5G, IoT, high-perform. computing, augmented reality, artificial intelligence, autonomous driving etc.
 - + **New Technologies from SUSS** will be introduced in **2021**
 - First production **tool orders for Permanent Fusion Bonding received**, significant market potential
 - UV-Scanner Gen-3: 1. shipment out of new manufacturing site in Taiwan: QY3/2021, **strong demand!**
 - New **300 mm Coater Platform:** increased productivity, reduced foot print: 1. shipment QY2/2021
 - Fully automated **high volume Imprint Cluster:** 1. shipment QY3/2021
 - **New Microoptics Fab** in Neuchatel coming online in QY3/2021

Significant growth potential for the next years based on current technologies



Sales 2021

€ 270 - 290M

EBIT margin 2021

9 - 11%

Free Cashflow 2021

€ 12 - 18M

A close-up photograph of a hand holding a black marker, writing the words "Thank you!" in a cursive script on a white surface. The hand is positioned on the right side of the frame, and the marker is in the process of finishing the exclamation point.