

# SÜSS MICROTec SE INVESTOR PRESENTATION

August 2020



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- I. Overview
- II. Strategy SUSS 2025
- III. Results of H1 2020
- IV. Outlook

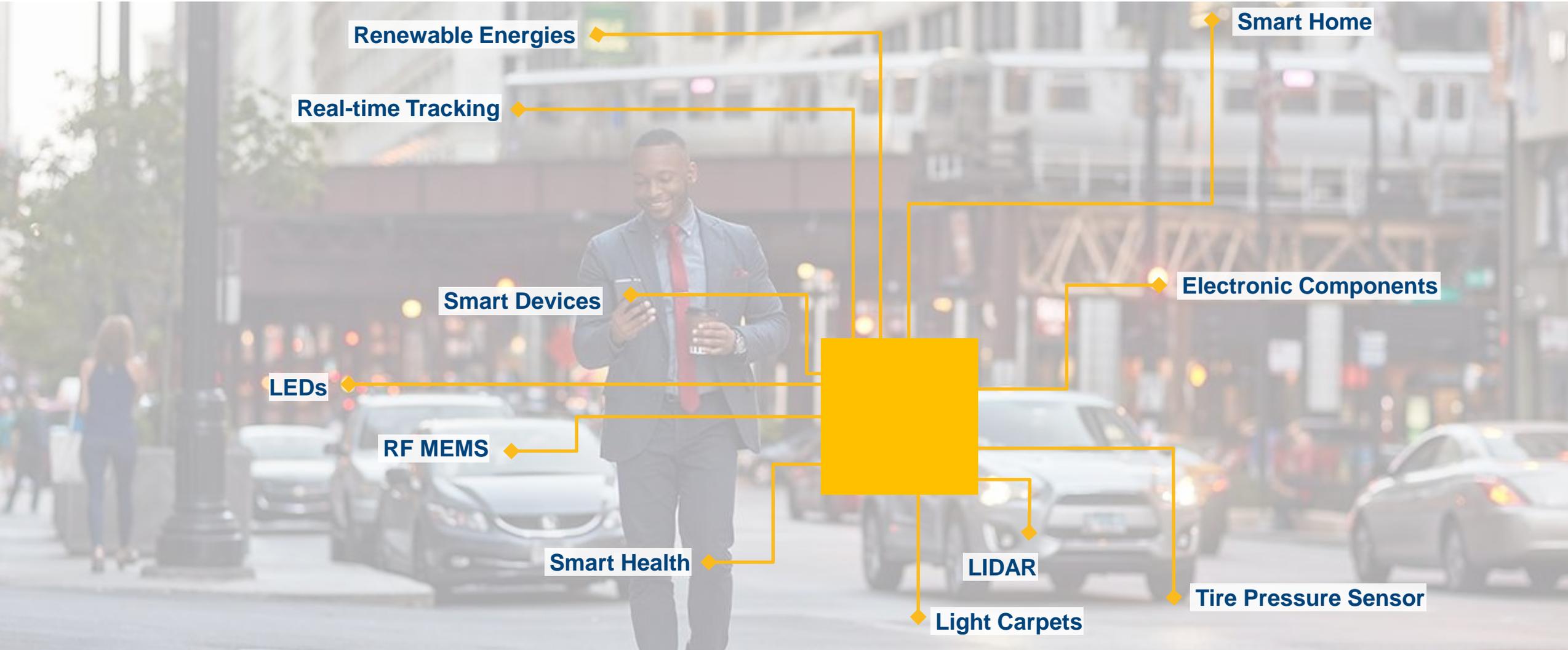
# SUSS MICROTEC IS EVERYWHERE

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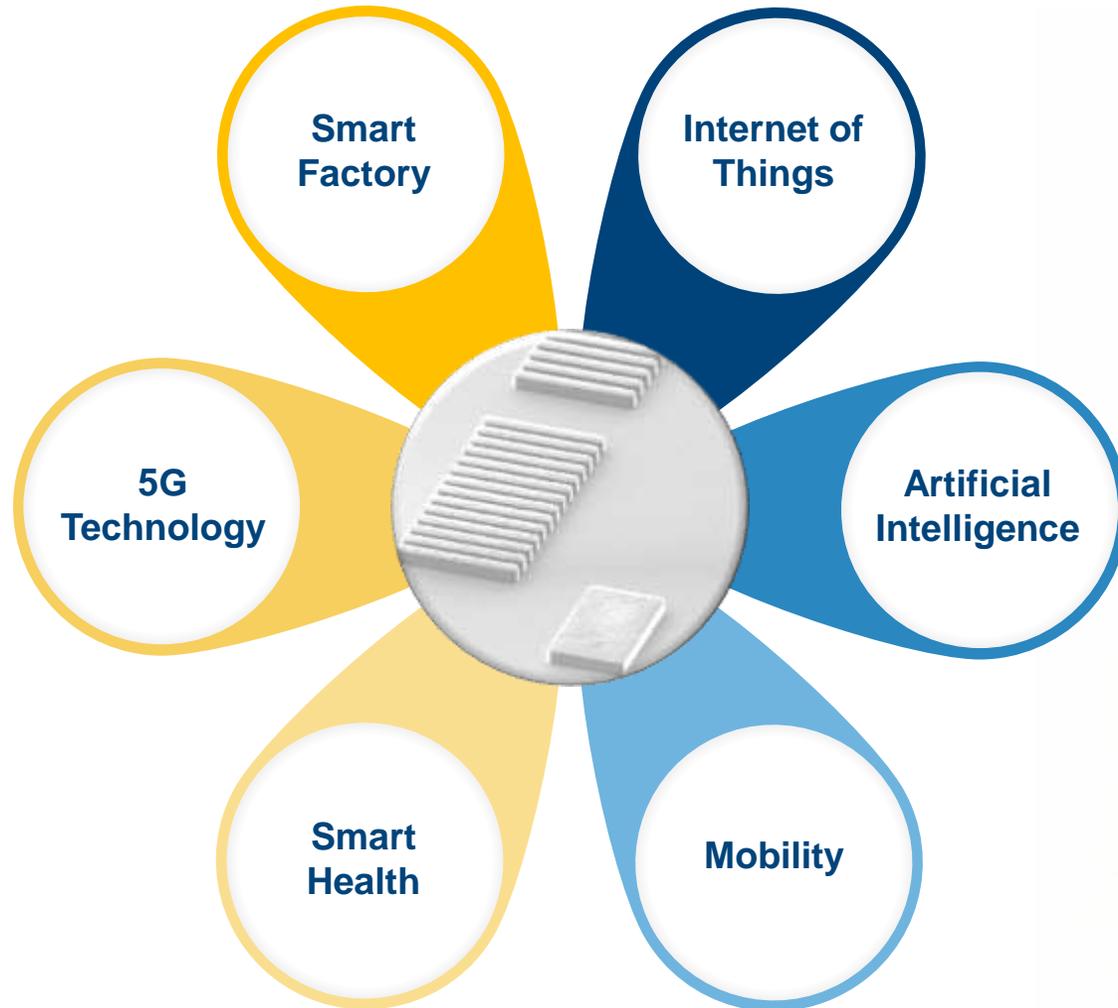
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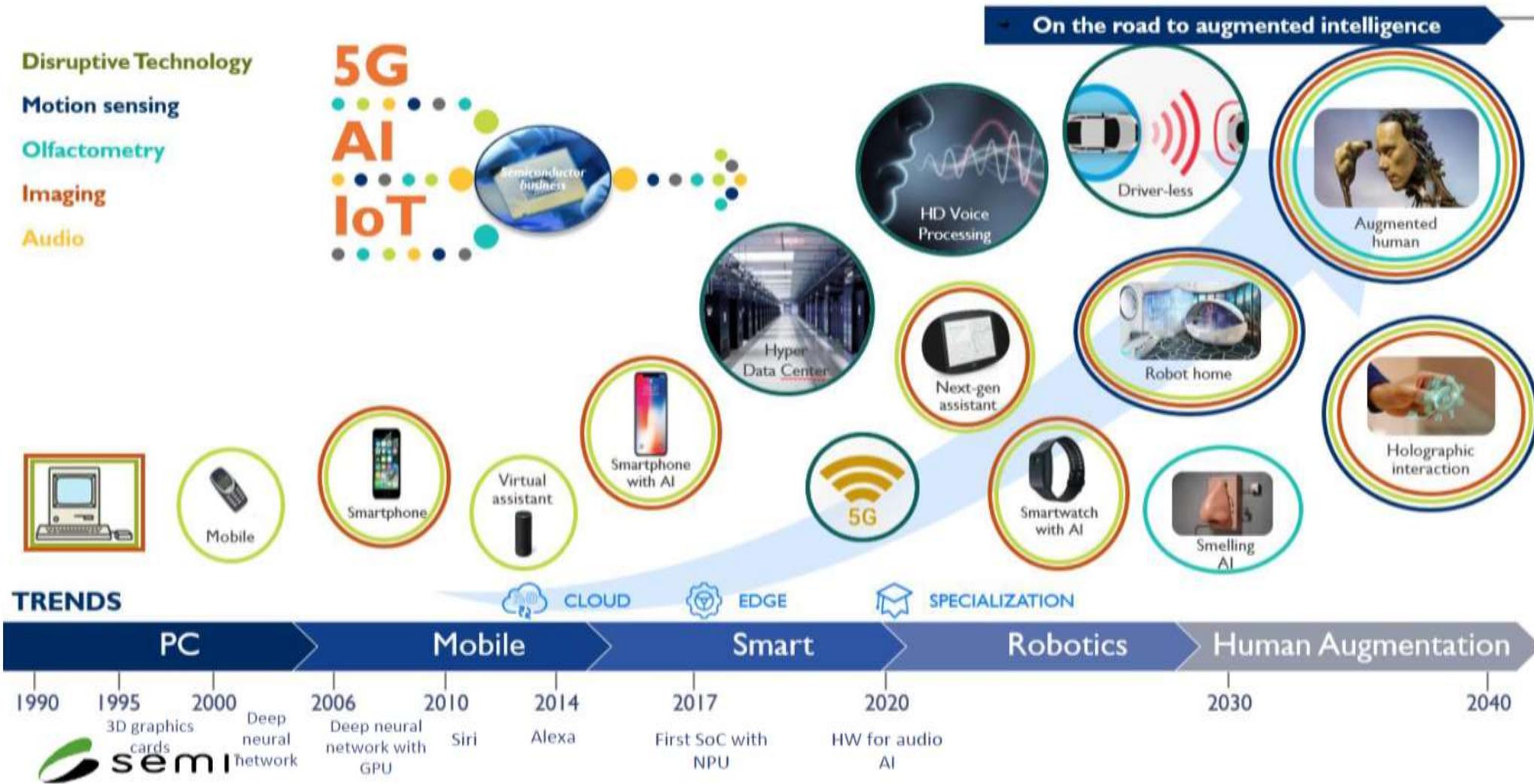
# MEGATRENDS ARE DRIVING FUTURE TECHNOLOGY

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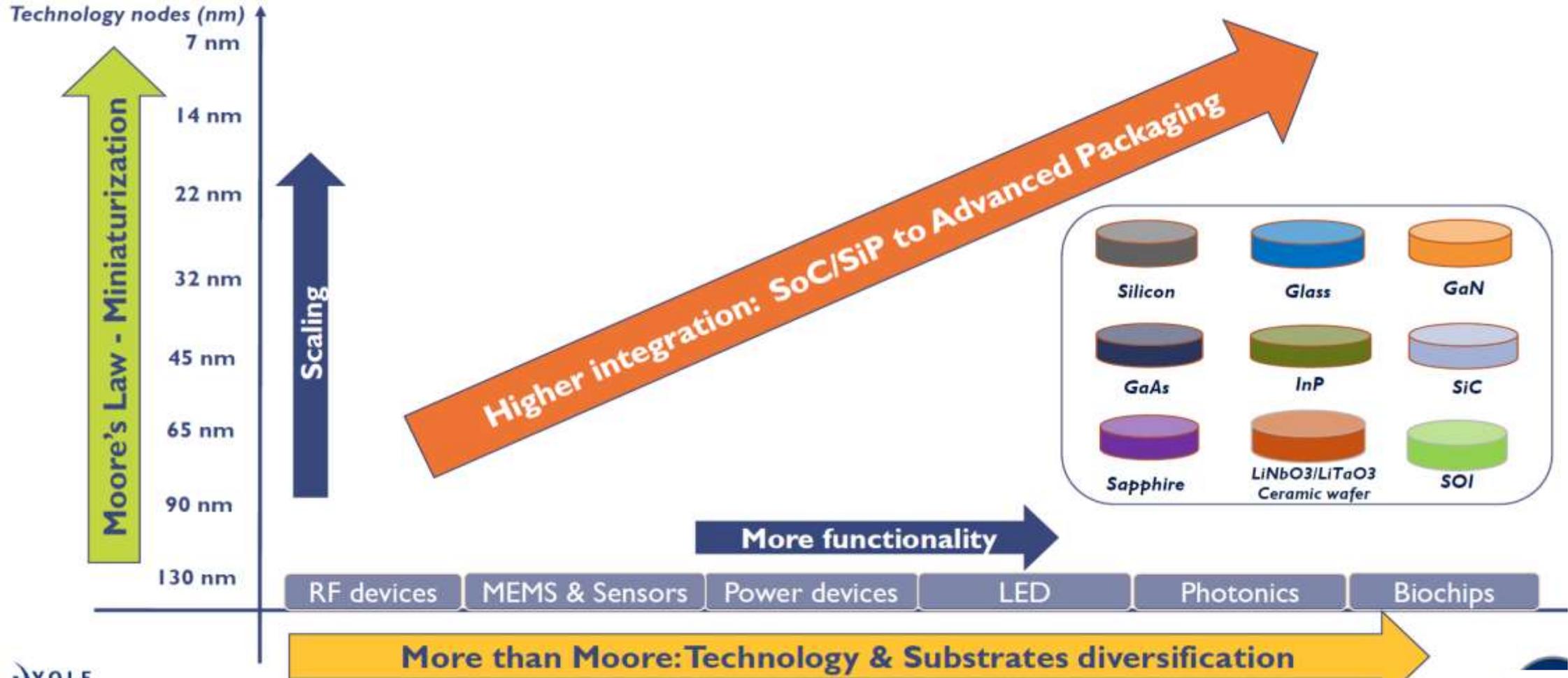
# ROADMAP OF ELECTRONIC MEGA TRENDS

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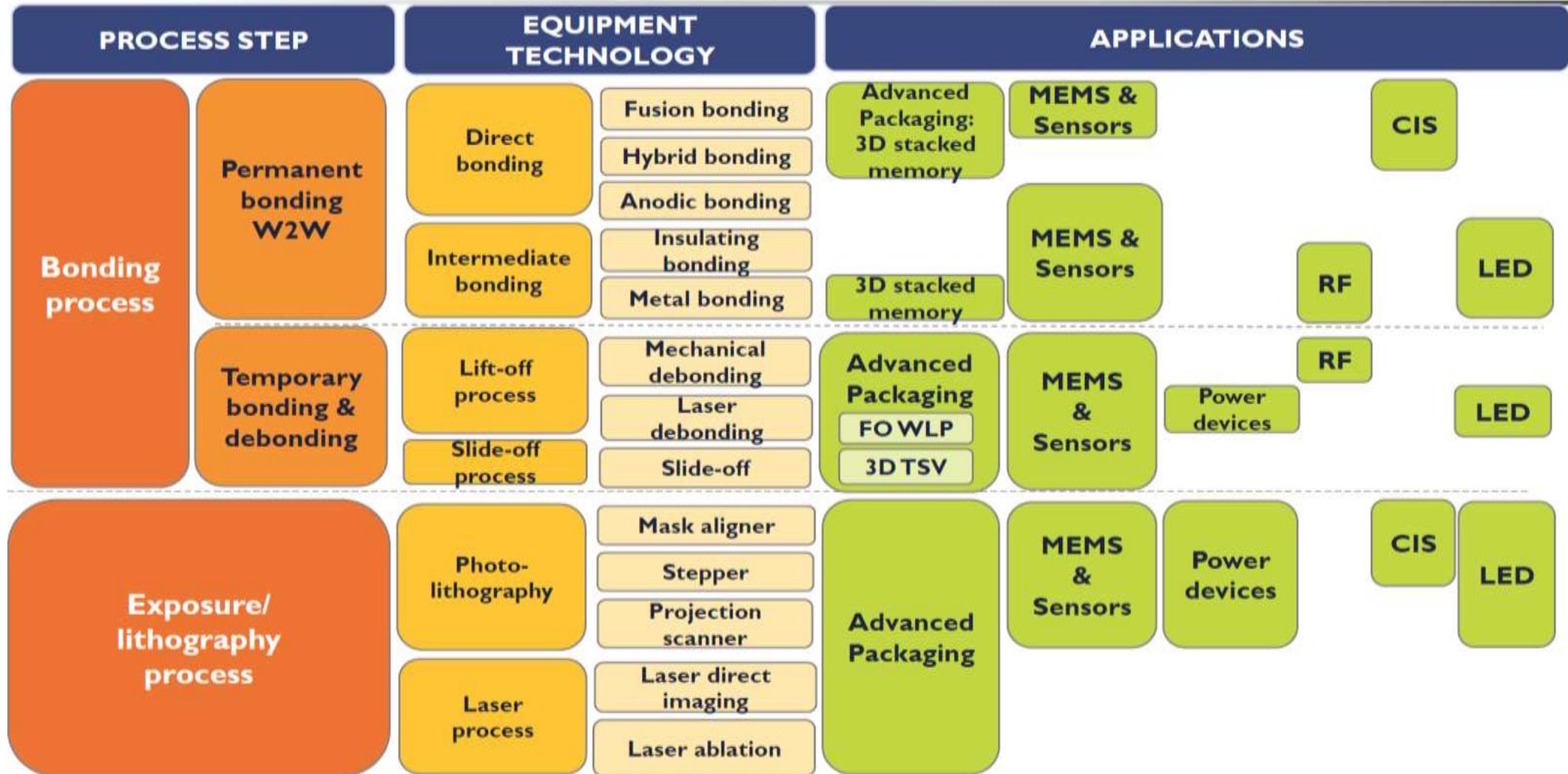
# FROM "MOORE'S LAW" (SCALING) TO "MORE THAN MOORE" AND BEYOND (FUNCTIONAL) ("ML") ("MtM")

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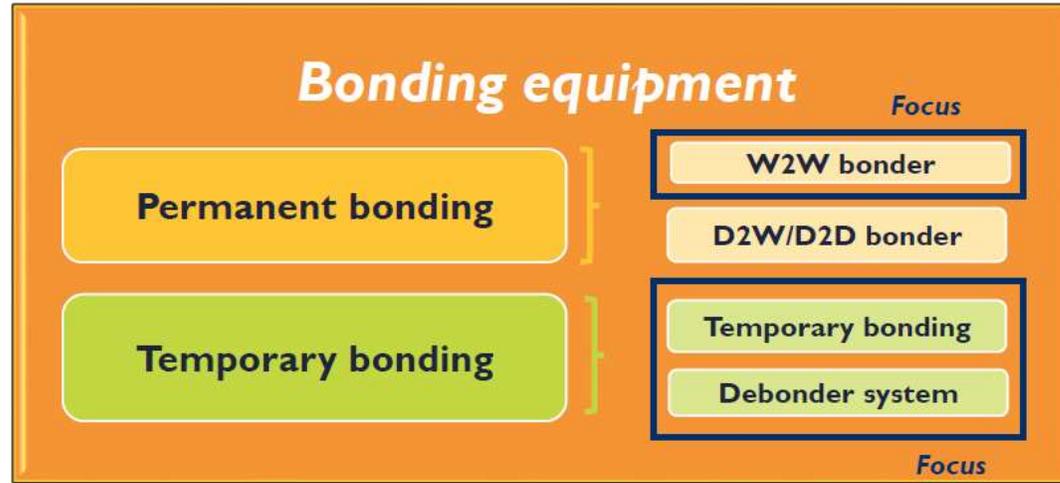
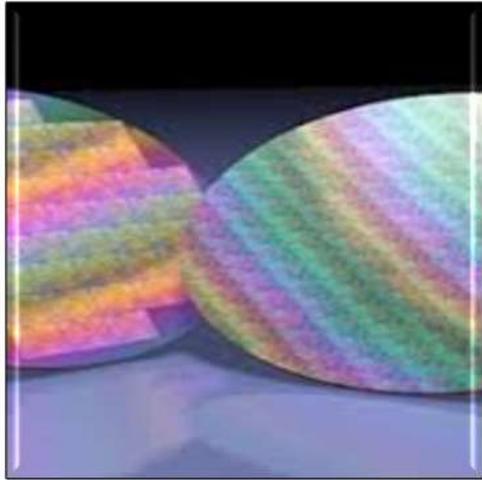
# BONDING AND LITHOGRAPHY PROCESSES IN THE “MORE THAN MOORE” FIELD

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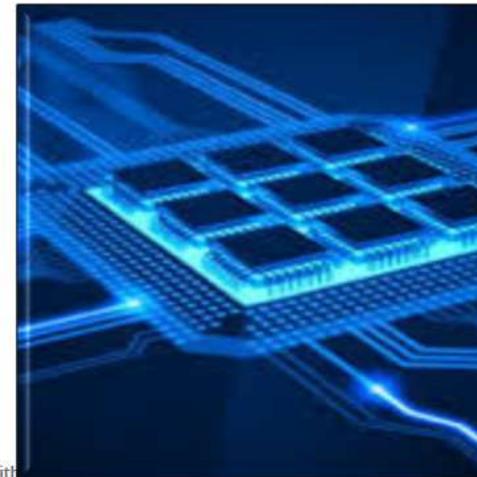
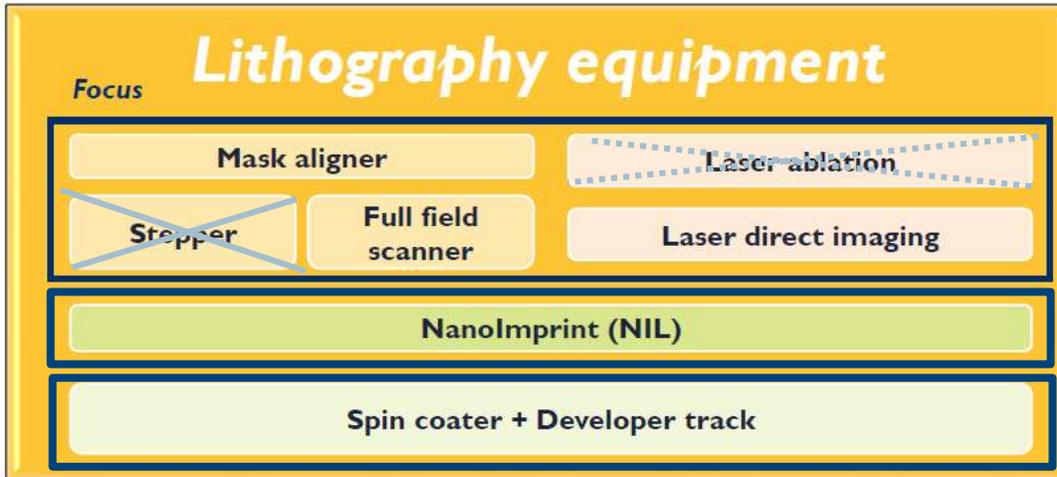
# SUSS' EQUIPMENT FOCUS FOR "MORE THAN MOORE" DEVICES: "MTM-DEVICES"

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## SUSS is offering:

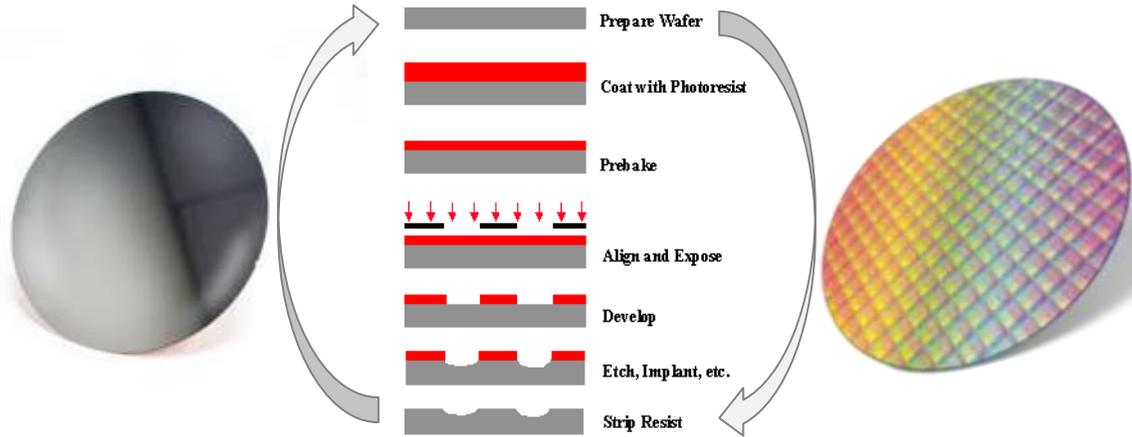
- + The widest range of equipment for "More than Moore" applications
- + The best suited equipment for non-standardized processes
- + High degree of customization as processes are different at each customer
- + Equipment optimized for safest operation in 24/7 environments
- + SUSS is known for reliability, efficiency and best-in-class performance



# SEMICONDUCTOR PROCESS FLOW

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## “Moore’s Law” Front-end wafer fab



600–1000 steps, cycle time > 3 month  
total invest 300 mm fab: > \$4 billion



## “More than Moore” Wafer-level packaging.

### SÜSS field of activity

supporting key processes:  
coating  
lithography  
bonding  
cleaning  
etc.

wafer @ peak value  
up to \$80-100 thousand

We are handling  
semiconductor „Golda

## Die packaging Dicing, molding, etc.

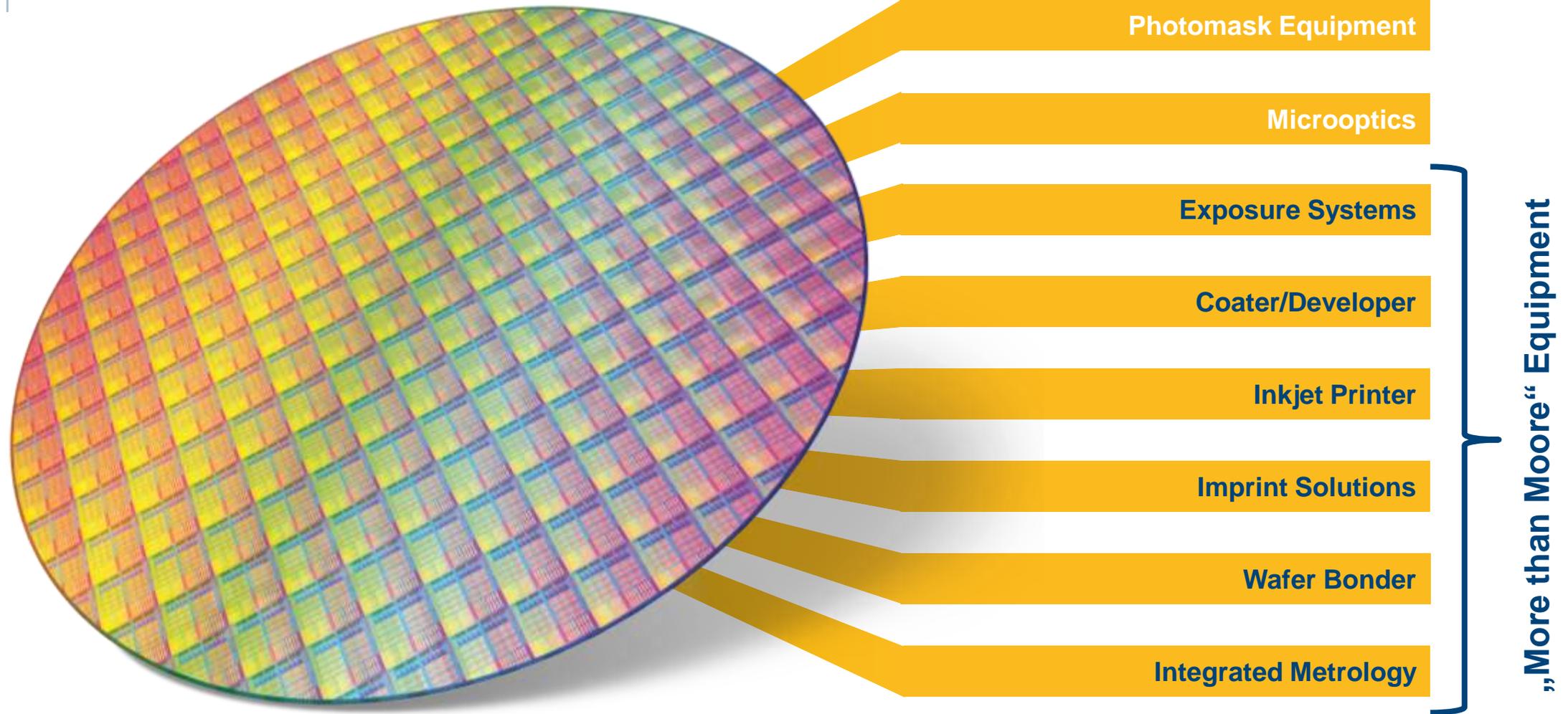


After dicing: chip-handling

**1/10 of a percent yield improvement is real big money!**

# PROCESSING SUBSTRATES FOR MOST DIVERSE MARKETS

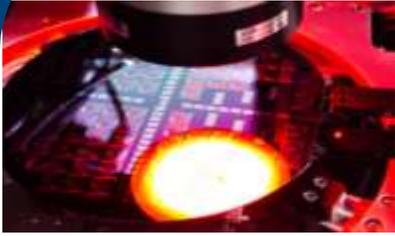
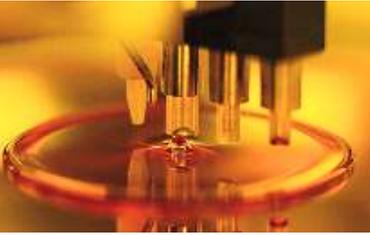
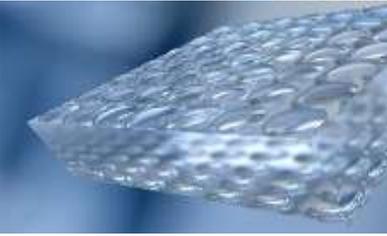
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SÜSS offers the widest range of equipment for “More than Moore” applications → strong market position

# EQUIPMENT FOR DIFFERENT SEGMENTS AND MARKETS

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Segments	<b>“Moore’s Law” Front-end</b>	<b>“More than Moore”</b>			<b>Specials</b>
	<b>Photomask Processing</b>	<b>Lithography</b>		<b>Wafer Bonder</b>	<b>Microoptics</b>
					
Products	<b>Photomask Equipment</b>	<b>Exposure Systems</b>	<b>Coater/Developer Inkjet Printer</b>	<b>Bonding Systems</b>	<b>Micro optical Components</b>
Process Steps	<b>Photomask Cleaning</b>	<b>Proximity Exposure (Mask Aligner)</b>  <b>Imprinting</b>  <b>Metrology</b>	<b>Coating Developing</b>  <b>Inkjet Printing</b>  <b>Metrology</b>	<b>Bond Alignment</b> <b>Permanent Bonding</b> <b>Temporary Bonding</b> <b>Debonding</b>  <b>Metrology</b>	<b>Imprint - Applications</b>
		<b>SÜSS’ focus for further growth</b>			

# PRODUCTION SITES

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**Garching  
(SÜSS MicroTec HQ)**



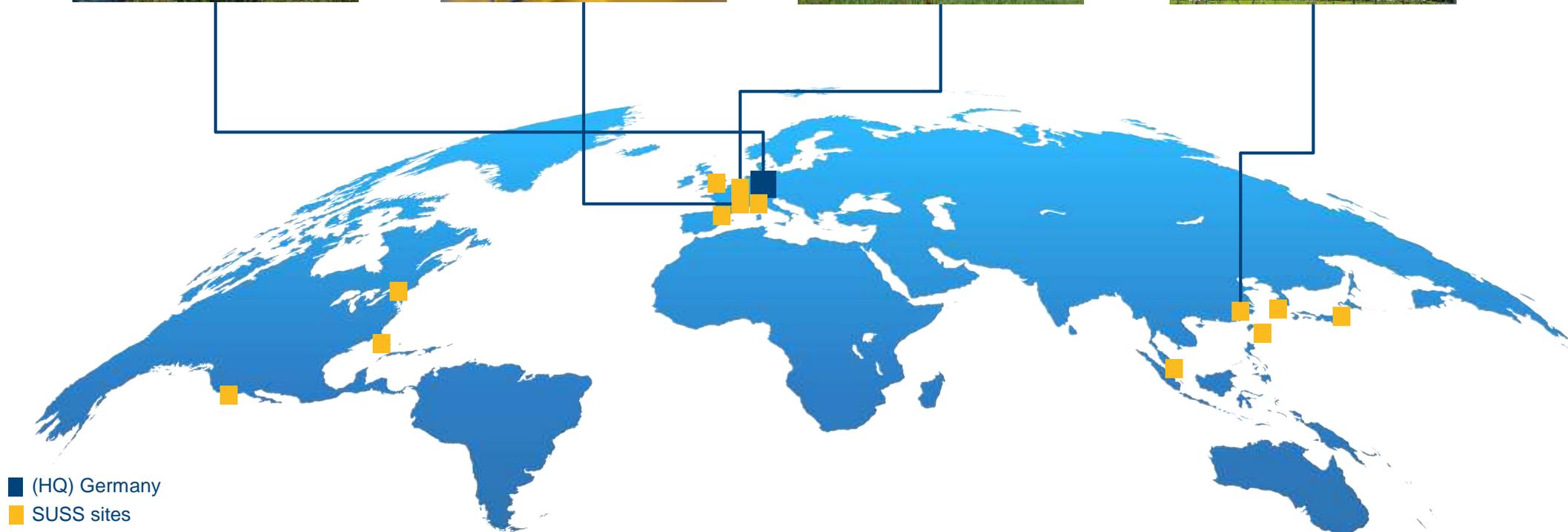
**Neuchatel  
(Switzerland)**



**Sternenfels  
(Germany)**



**Hsinchu  
(Taiwan)**



**Order entry (H1 2020):** America 8%

**EMEA 17%**

**Asia Pacific 75%**

**Order entry (2019):** America 12%

**EMEA 25%**

**Asia Pacific 63%**

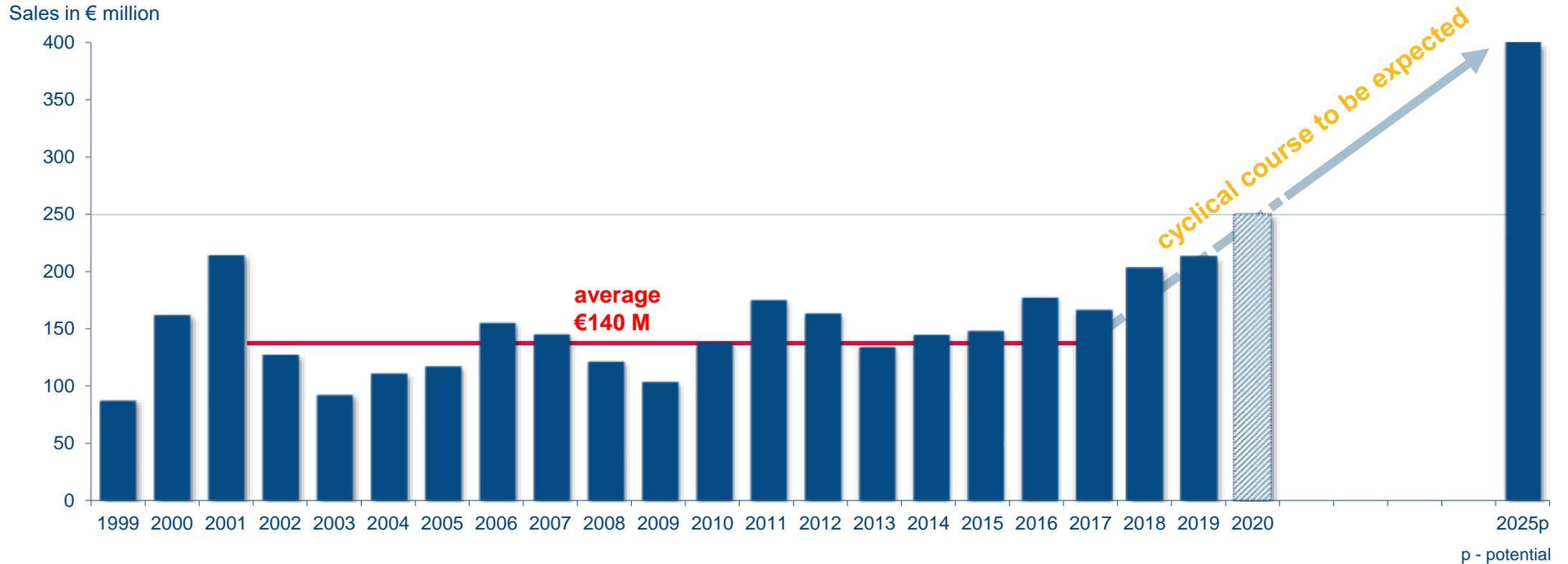


- I. Overview
- II. **Strategy SUSS 2025**
- III. Results of H1 2020
- IV. Outlook

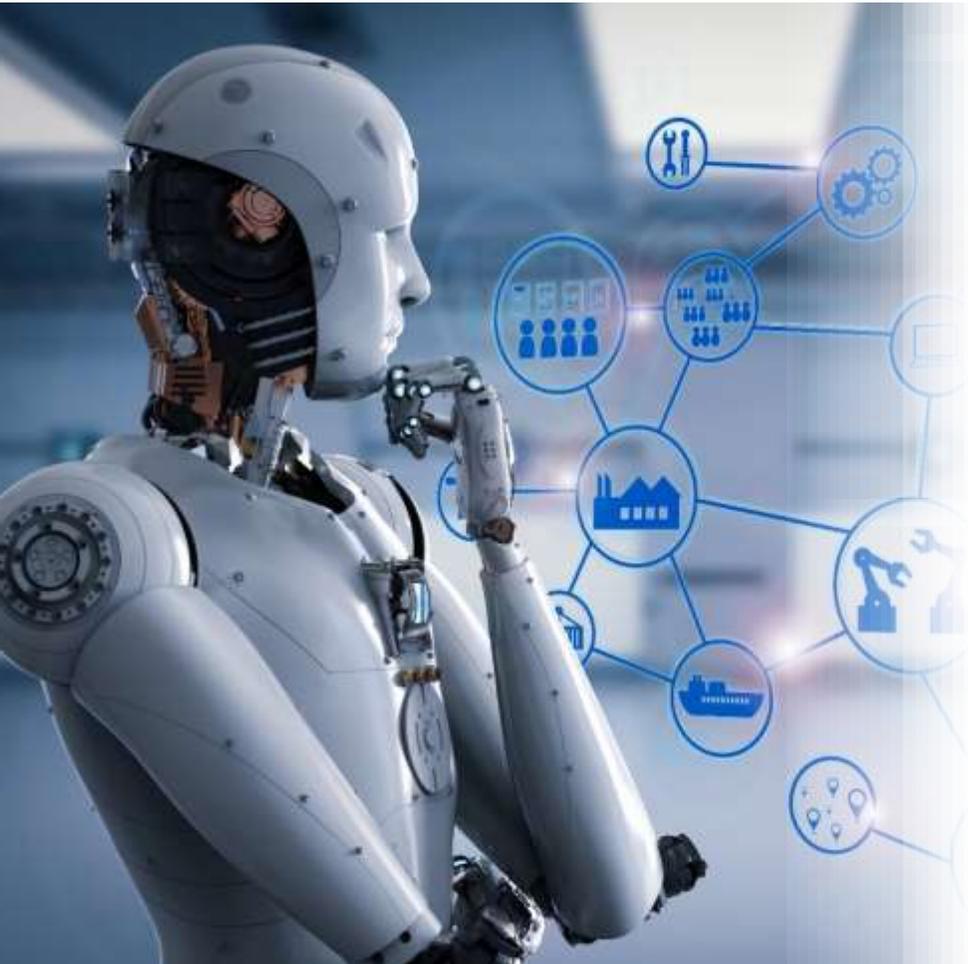


# SUSS 2025 STRATEGY: INCREASE IN SALES

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Growth in the coming years through market growth, new products and market share gains



## + Top-line growth

- Attractive products for maximum productivity and best in class yield
- Additional features to increase reliability

## + Improved operational performance and profitability

- Operational efficiency to be improved, programs are running
- Cost reduction through out-sourcing and global purchasing
- Increase cash flow by better inventory management

## + Focus on strategic growth areas

- Strong product offering already – short term growth possible
- Platform design programs – longer term potential for margin increase

**Goal 2025: €400 million with > 15% EBIT**

- 
- A photograph of three scientists in a cleanroom environment. They are wearing white lab coats, hairnets, and safety glasses. One scientist is pointing at a monitor displaying a microscopic image. The background is a clean, brightly lit room with yellowish walls.
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- + First half year 2020
  - Strong order entry of €162.6 million (due to package deal)
  - Good contribution by all segments
  
- + Q2
  - Sales of €71.6 m
  - Positive EBIT with €8.8 million
  - EBIT margin 12.3 %
  - Strong business development in Photomask Equipment and Lithography
  
- + Industry status
  - increased activity in broad band communication segment (5G)
  - Focus on delivery and installations
  
- + COVID-19 pandemic, impact on current business
  - Low impact on shipments by customer postponements
  - Low impact on shipments from supply chain
  - Uncertainty remains high



# KEY GROUP FIGURES 2019

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In € million	FY 2019	FY 2018	% Delta	Q4 2019	Q4 2018	% Delta
<b>Order entry</b>	219.3	191.0	14.8	61.4	65.8	-6,5
<b>Order backlog 31/12</b>	93.2	84.7	10.0	93.2	84.7	10.0
<b>Sales</b>	213.8	203.9	4.9	82.7	71.1	16.3
<b>EBIT</b>	-13.8	10.9	-	-8.1	4.1	--
<b>EBIT margin</b>	-6.5%	5.3%	-11.8 p	-9.8%	5.8%	-15.6 p
<b><i>EBIT adjusted</i></b>	0.5	10.9	-95.4	6.2	4.1	51.2
<b><i>EBIT margin adjusted</i></b>	0.2%	5.3%	-5.1 p	7.5%	5.8%	1.7 p
<b>Earnings after tax</b>	-16.3	4.8	-	-7.6	1.5	--
<b>EPS in €</b>	-0.85	0.25	-	-0.39	0.08	--
<b>Free cash flow</b>	-36.9	-5.0	-	-8.2	17.7	--
<b>Net cash 31/12</b>	-18.0	28.2	-	-18.0	28.2	--
<b>Employees 31/12</b>	937	880	6.5	937	880	6.5

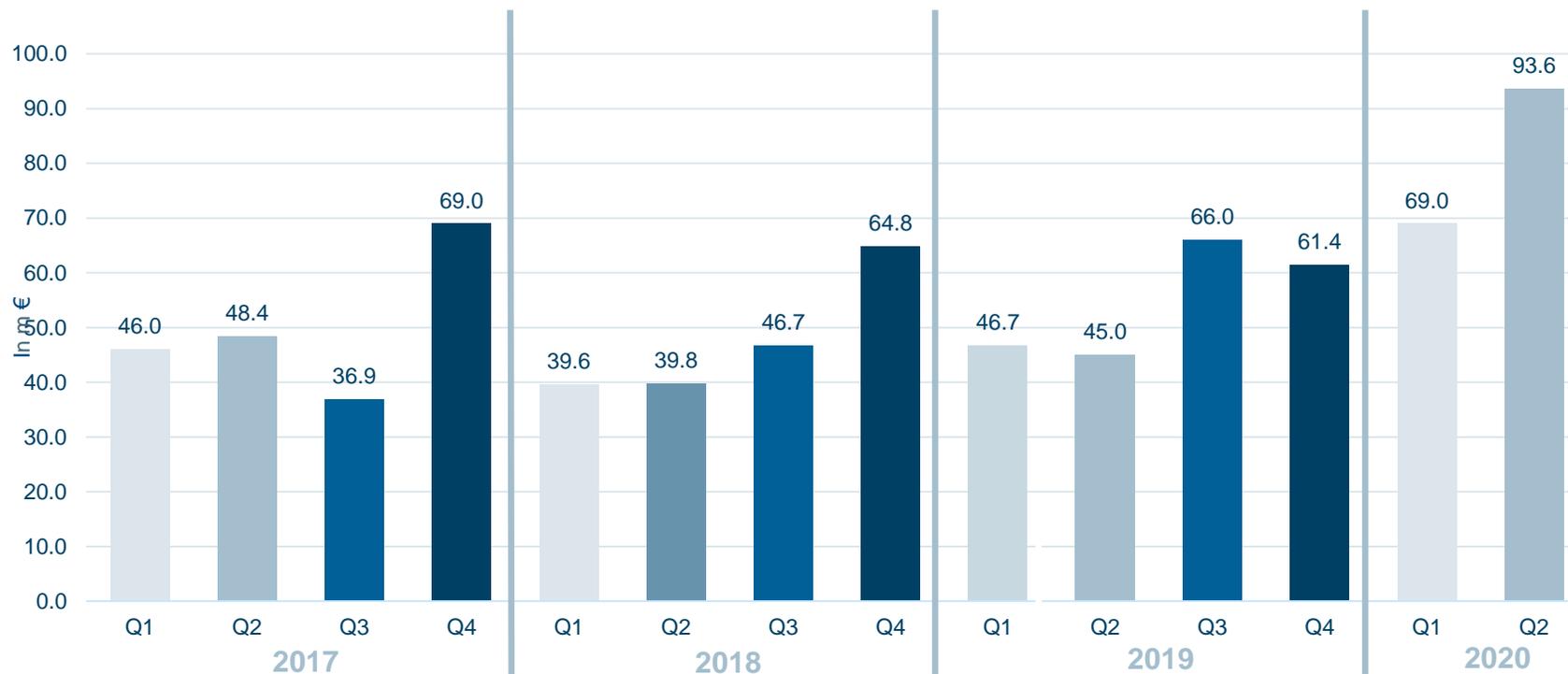
## KEY GROUP FIGURES HY1 / Q2 2020

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In € million	H1 2020	H1 2019	Delta H1 2020/2019	Q2 2020	Q2 2019
<b>Order entry</b>	162.6	91.7	77.3%	93.6	45.0
<b>Order backlog</b>	143.1	85.4	67.6%	---	---
<b>Sales</b>	113.3	94.1	20.4%	71.6	47.0
<b>EBIT</b>	3.2	-0.8		8.8	-2.9
<b>EBIT margin</b>	2.8%	-0.9%	3.7 points	12.3%	-6.2%
<b>Earnings after tax</b>	0.4	-1.9	---	5.8	-2.3
<b>EPS in €</b>	0.02	-0.10	---	0.30	0.12
<b>Free cash flow</b>	17,2	-18.9	---	25,5	-2.5
<b>Net cash</b>	5.1	6.9	-26.1%	---	---
<b>Employees 30/6</b>	944	910	3.7%	---	---

# ORDER ENTRY: STRONG QUARTERLY PERFORMANCE

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<b>TOTAL (YEAR)</b>	<b>200.1</b>	<b>191.0</b>	<b>219.3</b>	<b>162.6</b>
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- Strong order entry in Q2 especially in Lithography, Photomask and Bonder business unit and in Asia Pacific region
- Big ticket orders for several tools (“package deal”) by some major customers
- Increased order backlog of €143 million

# SEGMENT OVERVIEW HY1 2020

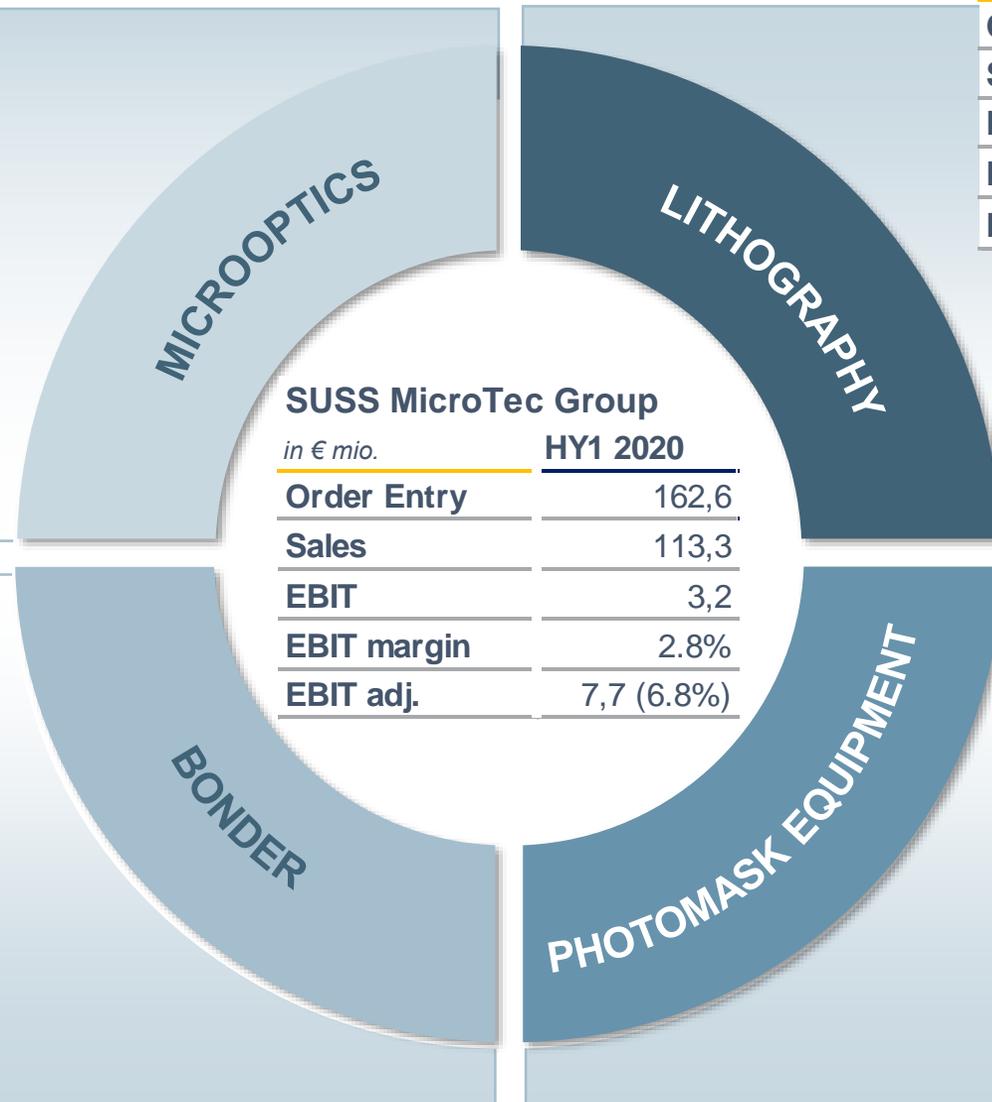
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<i>in € million</i>	<b>HY1 2020</b>	<b>HY1 2019</b>
<b>Order entry</b>	11,6	10,9
<b>Sales</b>	11,3	10,1
<b>EBIT</b>	0,1	1,7
<b>EBIT margin</b>	0,9%	16,8%

- EBIT weaker than previous half year due to short time work and quality problems with key supplier

- Strong growth in order entry but sales and EBIT below expectations due to postponement of shipments of tools with a decent margin

<i>in € million</i>	<b>HY1 2020</b>	<b>HY1 2019</b>
<b>Order entry</b>	95,0	41,9
<b>Sales</b>	62,1	51,8
<b>EBIT</b>	0,0	-3,8
<b>EBIT margin</b>	0.0%	-7.3%
<b>EBIT adj.</b>	4,5 (7.2%)	



## SUSS MicroTec Group

<i>in € mio.</i>	<b>HY1 2020</b>
<b>Order Entry</b>	162,6
<b>Sales</b>	113,3
<b>EBIT</b>	3,2
<b>EBIT margin</b>	2.8%
<b>EBIT adj.</b>	7,7 (6.8%)

<i>in € million</i>	<b>HY1 2020</b>	<b>HY1 2019</b>
<b>Order entry</b>	95,0	41,9
<b>Sales</b>	62,1	51,8
<b>EBIT</b>	0,0	-3,8
<b>EBIT margin</b>	0.0%	-7.3%
<b>EBIT adj.</b>	4,5 (7.2%)	

- Strong growth in order entry and sales due to big ticket orders and sales with major customers
- €4.5 M closing cost for US site in Corona booked in HY1

- Strong order entry and sales development esp. in Q2
- Strong margin increase due high margin sales with a top tier customer

<i>in € million</i>	<b>HY1 2020</b>	<b>HY1 2019</b>
<b>Order entry</b>	32,3	25,4
<b>Sales</b>	30,6	19,0
<b>EBIT</b>	9,4	3,3
<b>EBIT margin</b>	30.7%	19.0%

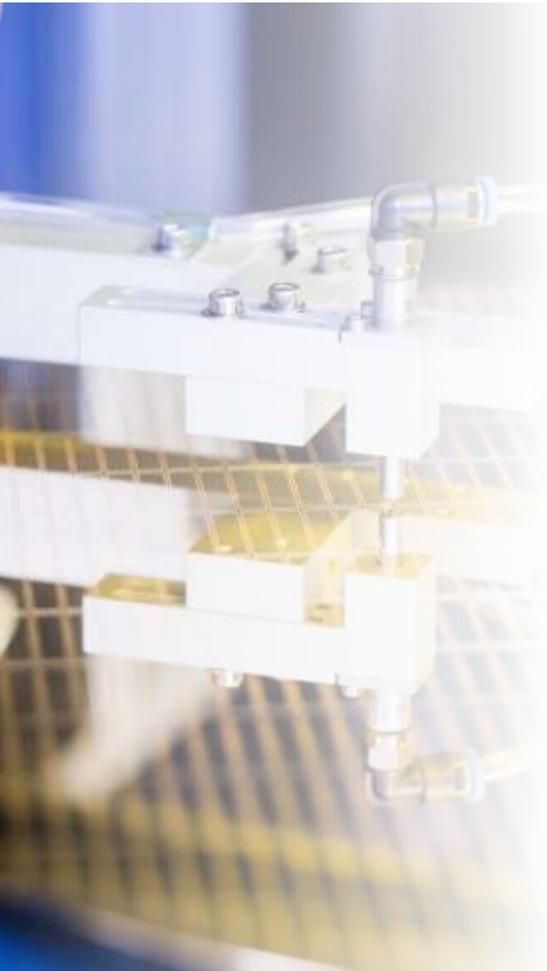
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- + Positive market outlook but still uncertainties due to COVID-19
- + Forecasts on global economic development is difficult

However:

- + Clear signal for stronger investments into broadband communication systems
- + Significant increase in demand from “Home office equipment” market
- + Customers still pushing for shorter delivery times
- + China on the way to “normal” production level, demand is increasing
- + Investments to cope with future demand driven by emerging technologies like 5G, IoT, high-performance computing, augmented reality, artificial intelligence, autonomous driving etc. are still ongoing, New fab’s announced from China and Taiwan

**Positive outlook while keeping focus on supply chain and delivery**



## GUIDANCE \*

<i>in € mio.</i>	Q3+Q4 2020	FY 2020	
		Min	Max
<b>Order entry</b>	>90		
<b>Sales</b>		240	260
<b>EBIT margin</b>		3%	5%

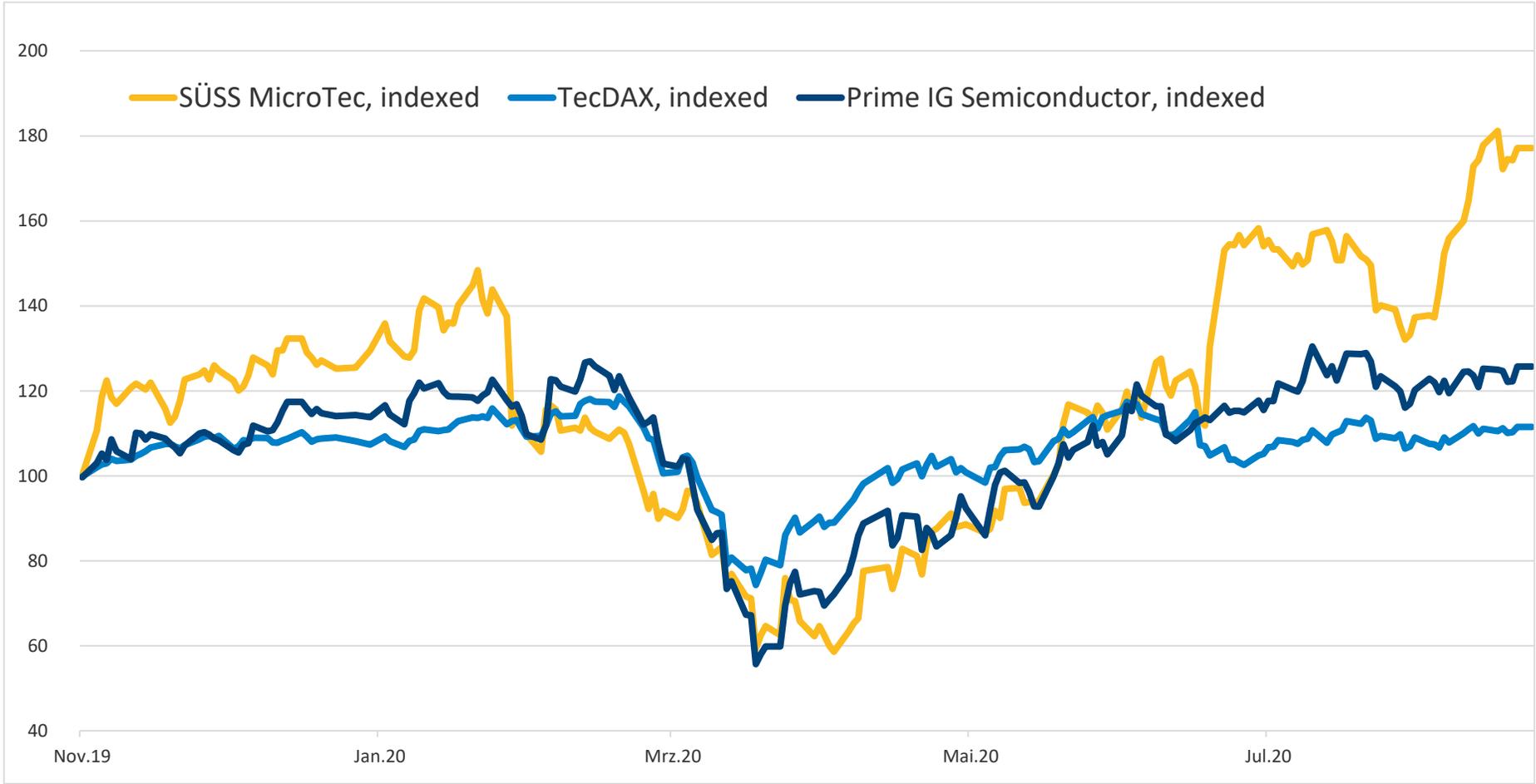
### Remarks for better understanding:

- + Quarterly order intake since Q3/2019 between €60 and €65 million
- + Extraordinary high order intake in Q2/2020 due to order accumulation of approx. €30 million
- + Distribution these “extra €30 million” from Q2/2020 over Q3 and Q4 would normalize the actual order flow
- + The guidance provided above hints to an annual order intake of €240 million or an quarterly average of approx. €60 million

\*) guidance might be highly impacted by effects from COVID-19 virus pandemic

# SHARE PRICE DEVELOPMENT

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**Share price: €9,52**  
(November 1, 2019)

- Shareholders > 3%:**
- Universal-Investment
  - Luxempart/Gerlin
  - Kempen Oranje
  - Lupus Alpha
  - Janus Henderson
  - Dimensional Holdings