



SUSS MICROTEC

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ANNUAL FIGURES FOR FISCAL YEAR 2019

APRIL 2, 2020

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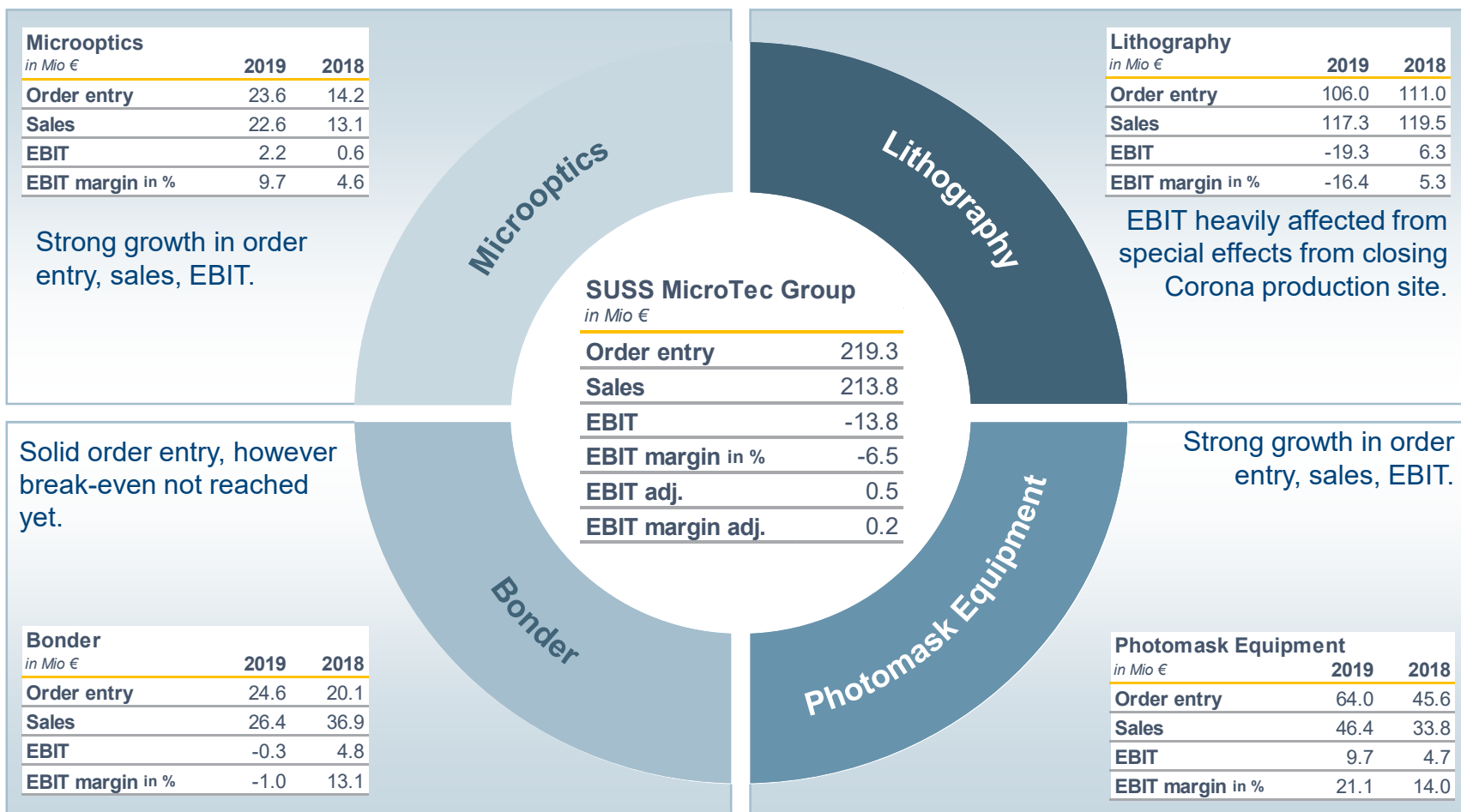
FINANCIAL YEAR 2019 AT A GLANCE

- + Order entry started behind expectation and increased in late Q3/19 by approx. 45%
- + Continuously strong business in Photomask Equipment and Microoptics
- + Opened demo center in the US through cooperation with BRIDG in Florida
- + Project start for the new production site in Taiwan
- + Change in the Management Board: Oliver Albrecht appointed as new CFO
- + Acquisition of PiXDRO jet-coating technology in Dec 19 (closing 31 Mar 20)
- + Market outlook for Scanner and Laser Stepper: shut-down of US production
- + Financial performance below expectations due to low margins and special one-off effects

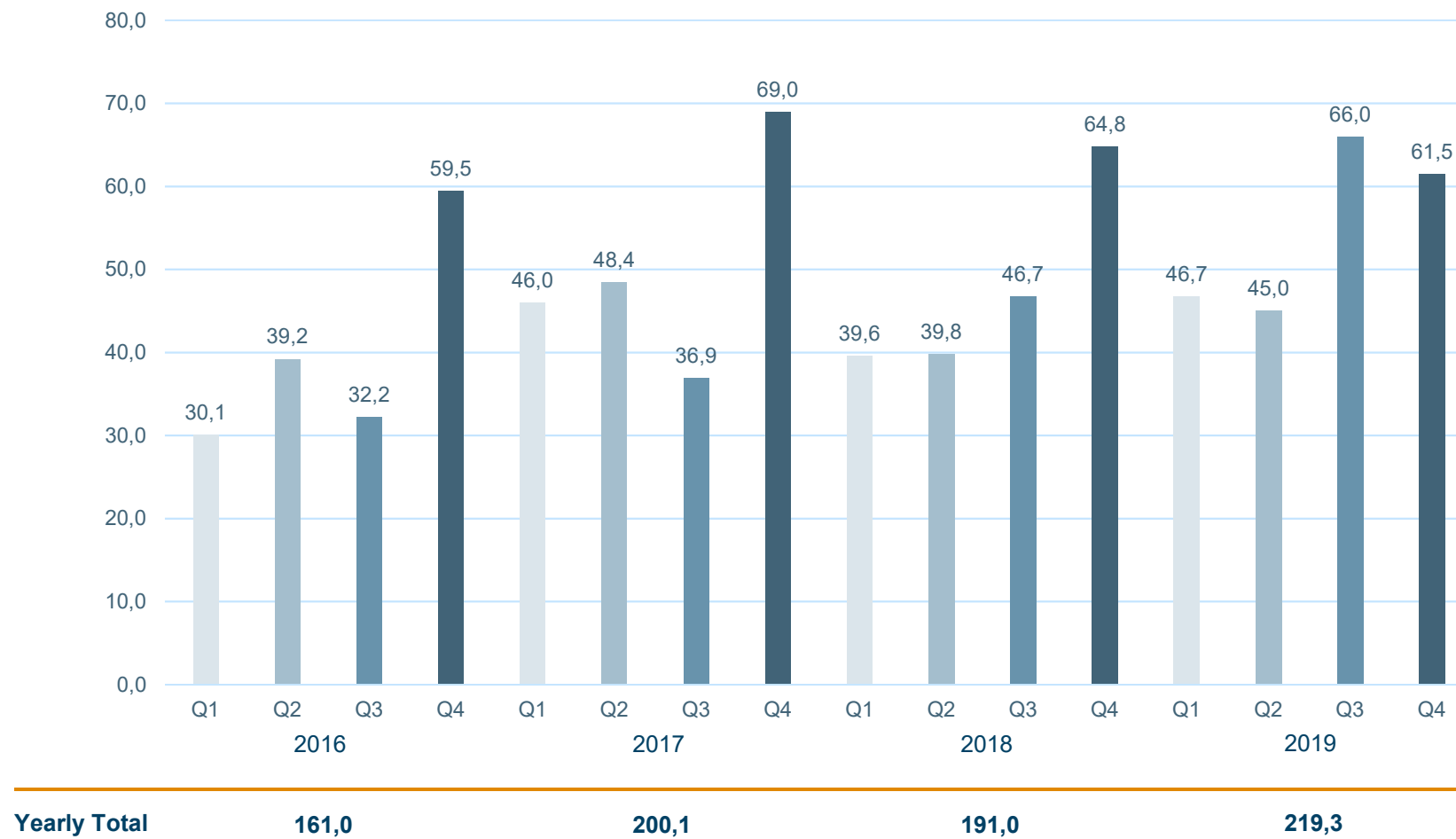
KEY GROUP FIGURES 2019

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

SEGMENT OVERVIEW 2019

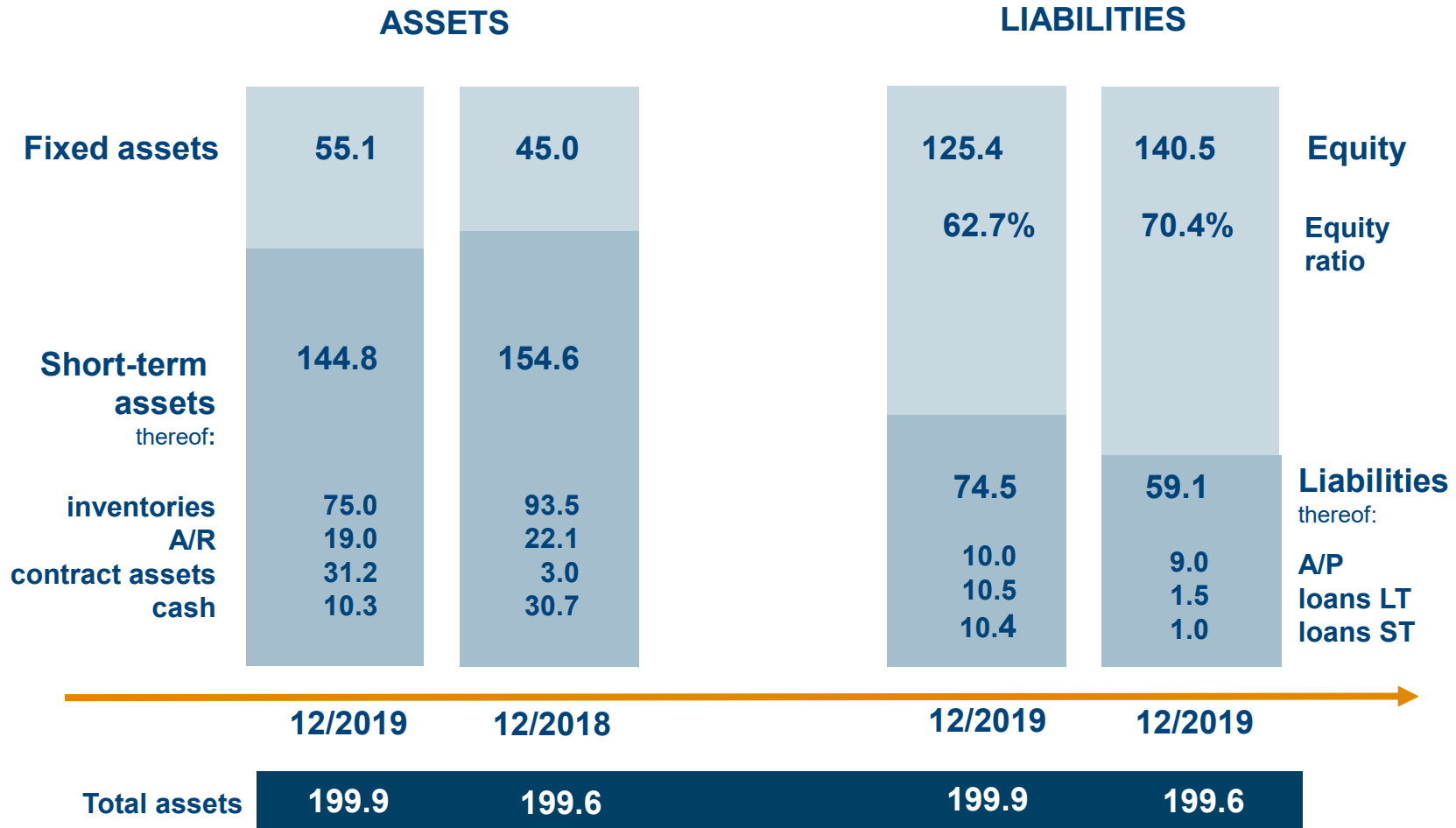


ORDER ENTRY: QUARTERLY PERFORMANCE



BALANCE SHEET

in million Euro



BRIDGE FROM GUIDANCE TO FINAL RESULTS

in million Euro

Guidance 2019	Sales	EBIT-margin
27.03.19	200 - 215	6,5 % - 8,0 %
06.11.19	200 - 215	4,0 % - 5,0 %
27.01.20	200 - 215	< 0
Guidance EBIT 2019 (in million €)	9,7	4,51%
Different product mix in Forecast 3 vs. actual figures in Q4	-2,5	
Deviation realised margins vs. forecasted margins + underabsorption	-2,4	
Adjustments of inventory valuation + warranty accruals	-1,8	
Increase pension accruals SMO	-0,8	
Underestimated OPEX	-0,6	
Severance payments	-0,5	
Advisory fees (M&A deal + Refinancing)	-0,3	
FX effect	-0,2	
Total	-9,2	
Adjusted EBIT 2019	0,5	0,2%
Allowance for inventory SMT PS	-13,1	
Write-off assets SMT PS	-1,2	
Total	-14,3	
EBIT 2019	-13,8	-6,5%

MEASURES TO IMPROVE PROFITABILITY AND CASH FLOW

Short term actions

- + Change in purchasing policy
 - Re-negotiation of purchase conditions,
 - More global sourcing
- + Procurement in Asia: start in Taiwan, China to follow
- + Re-structure internal organization for more efficiency
- + Secure stable cash position in the given environment (postpone investments, increase down payments, etc.)

Longer term actions

- + More focus on design to cost
- + More standardization of products
- + Improve manufacturing system for more efficiency
- + Increase internal transparency and responsibilities

STRATEGIC DECISION: PRODUCT DISCONTINUATION

- + Discontinuation of product lines (stepper/scanner & laser)
- + Closing of production site by the end of 2020
- + Continuation of Sales & Service functions in the US



Corona (California)

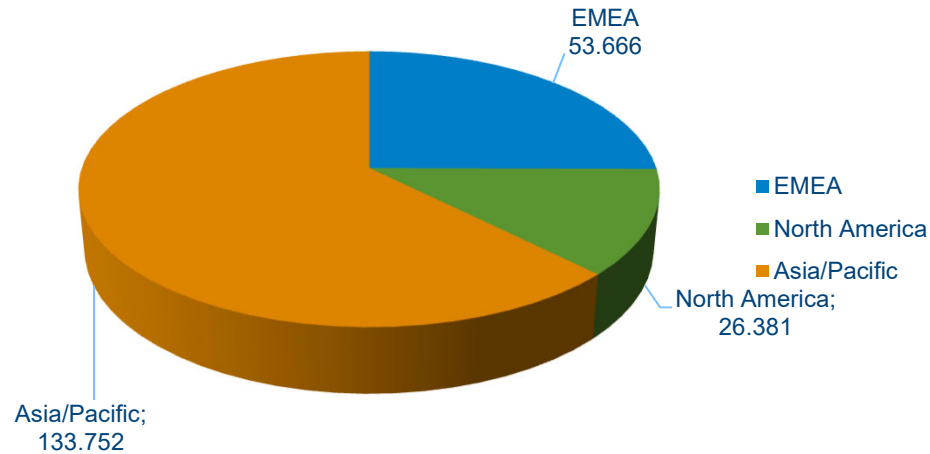


- + **Production:**
 - Stepper/Scanner
 - Laser Processing
- + **Core competencies:**
 - Exposure (UV projection)
 - Laser Ablation
- + **Production facility ~7,000 m²**
- + **Lay-off of 42 heads (9 heads transferred to SMT Inc.)**

Effects		
2019	14,2 Mio €	one-off devaluation
2020	middle one-digit number in Mio €	further write downs and closure costs

SALES 2019 PER REGION

Distribution of sales per region in %



- + Asia/Pacific has become the dominant region
- + Start production of Coaters out of Taiwan in 2020
- + First manufacturing and procurement, application and demo center to follow

MARKET OUTLOOK



- + Market outlook is very positive but impacted by COVID-19 uncertainties
- + Unclear how the whole economy will develop throughout the year

But:



- + Right now it has become visible to everybody: we need to invest in broadband communication systems
- + Significant increase in demand from telecom market
- + Emerging technologies like 5G, IoT, high-performance computing, augmented reality, artificial intelligence, autonomous driving etc. will drive future demand
- + Customers are still pushing for shorter delivery times
- + China is on the way to “normal” production level
- + If we get our act together on supply chain and delivery – we will be fine!





+ Q1 2020 + Q2 2020: Order entry of € 100 million to € 110 million

+ FY 2020 *): Sales of € 230 million to € 240 million

EBIT-margin: 2.5% to 3.5% (including one-off effects from closing Corona)

EBIT-margin (adjusted): 4.5% to 5.5% (excluding one-off effects)

+ *) Guidance might be highly impacted by effects from Covid19 virus pandemic