



# SUSS MICROTEC INVESTOR PRESENTATION

September 2012

#### DISCLAIMER

This presentation contains forward-looking statements relating to the business, financial performance and earnings of SUSS MicroTec AG and its subsidiaries and associates. Forward-looking statements are based on current plans, estimates, projections and expectations and are therefore subject to risks and uncertainties, most of which are difficult to estimate and which in general are beyond the control of SUSS MicroTec AG. Consequently, actual developments as well as actual earnings and performance may differ materially from those which explicitly or implicitly assumed in the forward-looking statements. SUSS MicroTec AG does not intend or accept any obligation to publish updates of these forward-looking statements.

- **SUSS MicroTec at a Glance**
- **Products and Markets**
- **Growth Opportunities**
- IV. Acquisition of Tamarack Scientific Co. Inc.
- V. Financials
- VI. Outlook

- + SUSS MicroTec: A global leader in semiconductor equipment
- Our equipment and process solutions create the micro structures that build and connect micro electronic devices
- We are focused on high growth market segments: Semiconductors, MEMS, LEDs

- + Key Data:
  - Stock Exchange Symbol: SMHN
  - TecDAX
  - Share price\*: 7.76 €
  - Market Cap\*: 148 € million
  - Net Cash, June 2012: 30.1 € million



<sup>\*</sup> August 31, 2012

## **Germany**



#### **Garching**

- SUSS MicroTec HQ
- Development/production:
  - Mask Aligner
  - Bond Aligner
- Core competencies:
  - Exposure (proximity exposure)
  - Alignment



#### **Sternenfels**

- Development/production :
  - Bonder
  - Coater and Developer
  - Photomask Equipment
- + Core competencies:
  - Wet processing
  - Wafer bonding

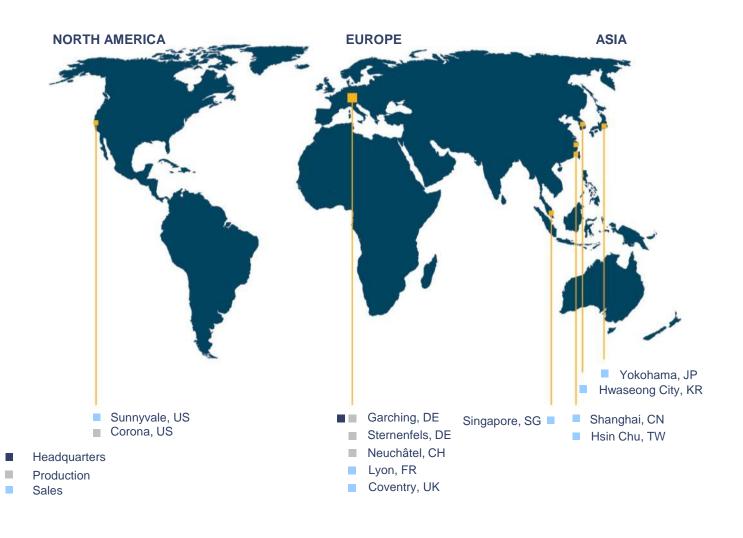
#### **USA**



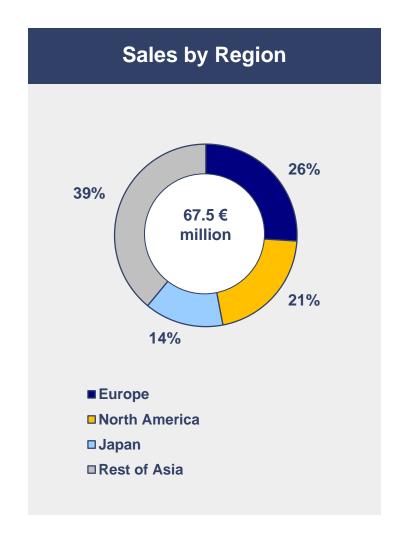
#### Corona

- + Development/production:
  - Stepper/Scanner
  - Laser Processing
- + Core competencies:
  - Exposure (UV projection lithography)
  - Laser Ablation

# SUSS MICROTEC - A GLOBAL PLAYER







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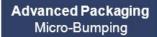
## SUSS MICROTEC IN THE VALUE CHAIN



- + Key player in providing state-of-the-art semiconductor manufacturing equipment
- Development of highly innovative process solutions with industry and R&D partners
- Components for electronic devices like cell phones, PCs and tablet computers are produced on SUSS MicroTec's equipment

#### **Semiconductors**

**Mask Manufacturing** Photomask Cleaning





#### Sensors

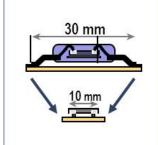
**MEMS** Computing, Automotive, Medical Applications ...

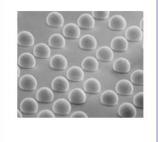
#### Lighting

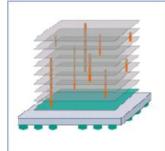
LED General Lighting, HB and UHB LED







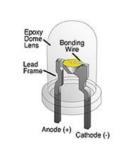














# **SEGMENTS AND PRODUCTS**

Segments	Photomask Equipment	Lithography			Substrate Bonder
Products	MaskTrack Pro	Expos	ure Systems	Coater/Developer	Wafer Bonder
	Frontend	Backe	end		
Process Steps	Photomask Cleaning	(UV projection)	Mask Aligner (proximity exposure) Nano Imprinting	Coating Developing	Bond Alignment Permanent Bonding Temporary Bonding
Key figures H1 2012	Sales: 7.4 € million EBIT: -1.3 € million		Sales: 49.2 € million EBIT: 10.2 € million		Sales: 8.8 € million EBIT: -6.1 € million

# SEGMENTS AND MARKETS

Segments	Photomask Equipment		Lithography		Substrate Bonder	
Products		410				
	MaskTrack Pro	Exposure Systems Coater/Developer		Wafer Bonder		
	Frontend	Back	Backend			
Process Steps	Photomask Cleaning	Stepper, Scanner (UV projection)	Mask Aligner (proximity exposure)	Coating Developing	Bond Alignment Permanent Bonding Temporary Bonding	
Markets	Mask Manufacturing	Laser Ablation	Nano Imprinting		remperary Bonding	
	mask manufacturing	Advanced Packaging			•	
		3D Integration				
		MEMS				
		LED				

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Products						
	MaskTrack Pro	Exposure Systems		Coater/Developer	Wafer Bonder	
	Frontend	Backend				
Process Steps	Photomask Cleaning	Stepper, Scanner (UV projection) Laser Ablation	Mask Aligner (proximity exposure) Nano Imprinting	Coating Developing	Bond Alignment Permanent Bonding Temporary Bonding	
Production Sites	Sternenfels	Corona	Garching	Sternenfels		
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## **MEGA TRENDS DRIVING THE INDUSTRY**

- + Global mega-trends drive the microelectronics industry and create long term opportunities
  - **Digital Lifestyle**
  - **E-Mobility**
  - **Energy efficiency**
- + Micro chips, MEMS und LEDs are the building blocks for the technological product advancement
- + SUSS MicroTec's focus is to offer development and manufacturing solutions for these components in markets that have a sustainable long term growth perspective



Digital lifestyle

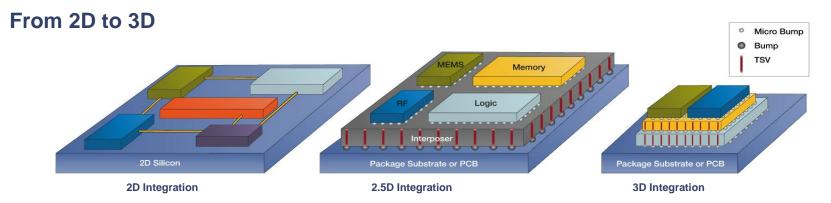


E-mobility



Energy efficiency

#### SCALING TECHNOLOGIES



- + Technical challenges and limitations make it increasingly more difficult and expensive to reduce the feature size of integrated circuits (shrinking)
- + Complementary technologies like Wafer Level Packaging (WLP) and 3 Dimensional Chip Stacking (3DIC) circumvent the deficiencies of traditional scaling and allow increasing density and functionality at lower cost
- + This extension beyond the conventional shrink roadmap is called "More than Moore"
  - Packaging becomes the key enabler for scaling
  - Manufacturing value is shifting from silicon to the package
    - SUSS MicroTec is one of the few companies offering a comprehensive equipment and process solution spectrum for WLP and 3DIC

#### **EXPECTED MARKET DEVELOPMENTS**

- + SUSS MicroTec's portfolio of equipment addresses fast growing target markets:
  - 3D Integration / Advanced Packaging, LED and MEMS
- + With its strong market position SUSS MicroTec will benefit from the expected market developments:
  - Advanced Packaging (wafer level packaging and flip chip) remains more robust than the overall market, primarily driven by advanced applications for smart phones and tablets
  - TSV processes expected to transition to production volume in the years to come
  - Compound Semi (LED, MEMS, RF, Optoelectronics, III-V Power) are expected to remain robust based on smartphone and tablet growth and will drive further demand for advanced packaging solutions

Segment growth 2011 - 2016E CAGR ~ 15% (Gartner and industry estimates)

## **ENABLING SEMICONDUCTOR TRENDS**

- + The further increase in complexity and performance of future semiconductor device generations demands the continuous progress in scaling of these devices
- + SUSS MicroTec's equipment and process solutions enable the 2-dimensional reduction of feature sizes ("Moore's Law") as well as the 3-dimensional stacking of integrated circuits ("More than Moore")



# STERNENFELS - SITE FOR VOLUME PRODUCTION

- + Three product lines under one roof
  - Photomask Equipment Coater / Developer Bonder
- Modern production facility (15,000 m<sup>2</sup>) with two large clean rooms supporting future business expansion



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## TAMARACK SCIENTIFIC AT A GLANCE

- Tamarack Scientific develops and builds UV projection lithography systems and laser micro-structuring tools
- Tamarack targets the same high growth market segments as SÜSS MicroTec: Advanced Packaging, 3D Integration, MEMS and LED

#### Key Data:

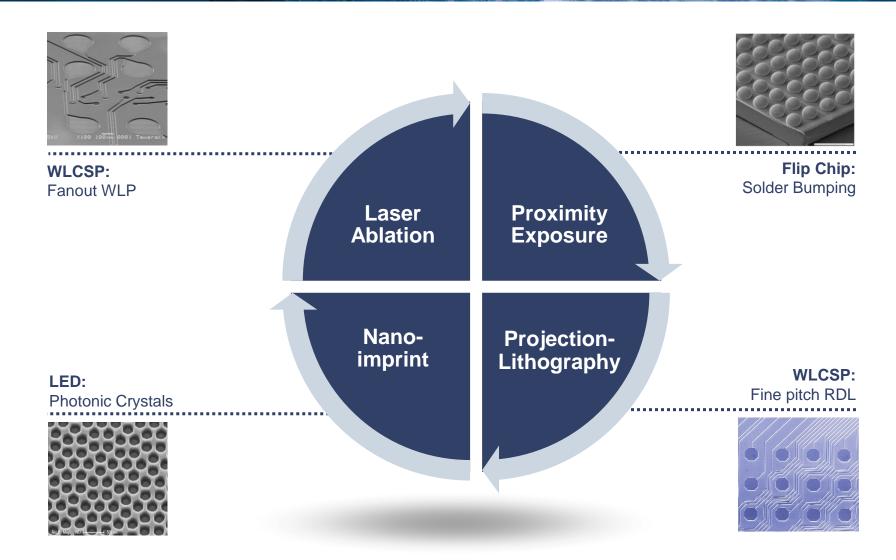
- Founded 1966, based in Corona, California
- Installed base larger than 1,100 systems
- Revenues FY11/12: app. 10 million €
- 63 employees
- Total purchase price 9.34 million \$ (plus additional variable earn-out component)



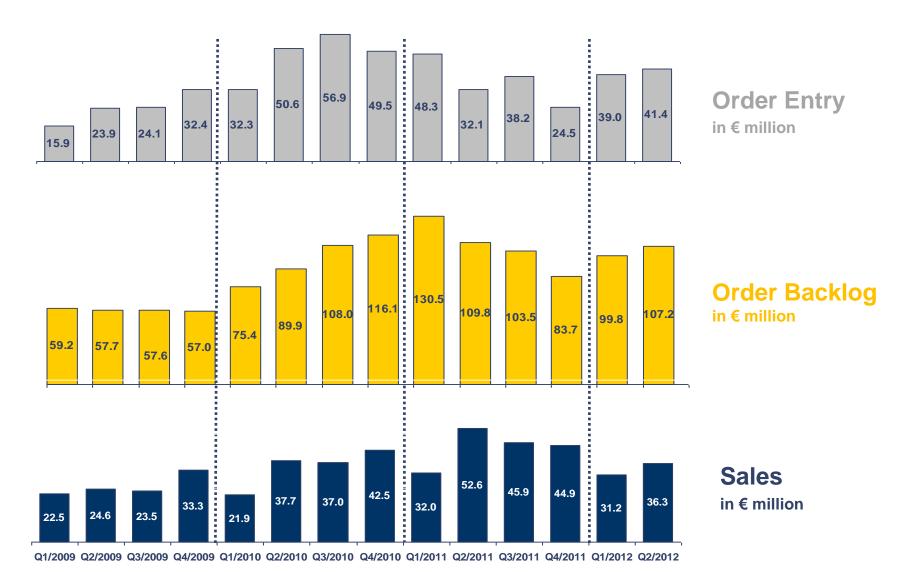
## STRATEGIC REASONS FOR THE ACQUISITION

- Increasing chip performance requires adoption of innovative lithography technologies in the semiconductor backend
- Not one technology fits all needs
- Add new and highly complementary product line with the core technologies UV projection lithography and laser micro-structuring
- SUSS MicroTec's global sales and support structure plus Tamarack's technology offering enable the expansion of SUSS MicroTec's lithography footprint
- SUSS MicroTec as a financially strong and globally positioned company can unlock the potential of Tamarack and enable high future growth

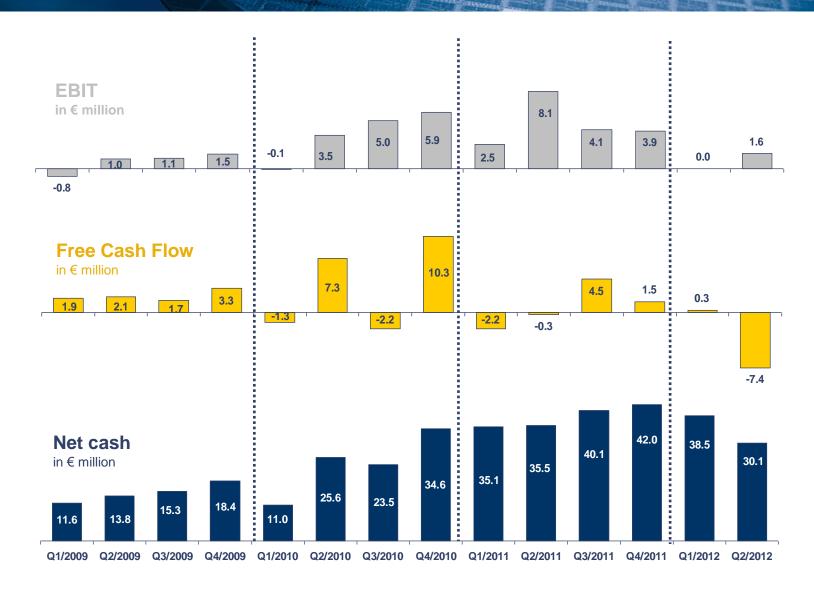




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# EBIT, FREE CASH FLOW AND NET CASH DEVELOPMENT



# **KEY FINANCIALS**

in € million	Q2 2012	Q2 2011	in %
Order Intake	41.4	32.1	29%
Order Backlog (06/30)	_		
order Backley (00/00)			
Revenue	36.3	52.6	-31%
EBIT	1.6	8.1	-80%
EBIT in % of Sales	4.4%	15.4%	
Earnings after tax (cont. operations)	0.6	5.9	-90%
Earnings after tax	0.6	5.9	-90%
EPS in € (basic)	0.03	0.31	-90%
Employees (06/30)	-		

H1 2012	H1 2011	in %
80.4	80.4	
		-01
107.2	109.8	-2%
67.5	84.7	-20%
1.5	10.6	-86%
2.2%	12.5%	
0.4	8.3	-95%
1.9	8.3	-77%
0.10	0.44	-77%
222		00/
689	632	9%

# CASH FLOW STATEMENT H1 2012

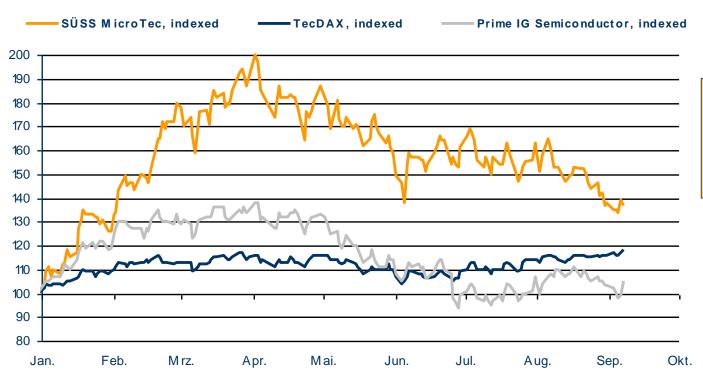
in € million	H1 2012	H1 2011
Net profit or loss	1.9	8.3
Cash Flow		
from operating activities	-4.5	0.02
Cash Flow		
from investing activities	-18.4	-22.0
Free Cash Flow*	-7.1	-2.5
Cash Flow		
from financing activities	-0.6	0.01
Cash and cash equivalents		
at the end of period	13.6	14.4
Net Cash**	30.1	35.5

<sup>\*</sup> before consideration of purchased interest-bearing securities and M&A activities

<sup>\*\*</sup> incl. stock of interest-bearing securities

# SUSS MICROTEC SHARE PRICE DEVELOPMENT

(Price of the SUSS MicroTec Share at December 30, 2011, € 5.63)



#### **Major Shareholders:**

DWS Germany 8.68% Credit Suisse Switzerland 3.35% BlackRock ~ 3%

Average daily trading volume 2012: 131,000

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### **GUIDANCE AND INVESTMENT CASE**

# **Updated Guidance**

+ FY 2012:

- Sales between 160 and 170 € million
- FBIT between 5 and 10 € million

- + Q3 2012:
- Order Intake 30 40 € million

## **Investment Case**

- + Strong fundamental growth in target markets
- + Strong competitive positioning: first or second in the target markets
- + Leading equipment company in the semiconductor backend, enabling "Moore's Law" as well as "More than Moore"
- + Significant mid term revenue opportunity
- + Play active role in the consolidation of the backend

## **INVESTOR RELATIONS INFORMATION**

#### **Contact**

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#### **Financial Calendar 2012**

UniCredit/Kepler Investment Conference, Munich	September 25/26
Baader Investment Conference, Munich	September 26/27
German Equity Forum, Frankfurt/Main	November 12 - 14
Nine-month Report 2012	November 8

#### Financial Calendar 2013

Cheuvreux German Corporate Conference, Frankfurt/Main

January 21



# Thank you

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