



# **SUSS MICROTEC INVESTOR PRESENTATION**

**September 2013**

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.

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- I. SUSS MicroTec at a Glance**
- II. Products and Markets
- III. Growth Opportunities
- IV. Enhanced Lithography Portfolio
- 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

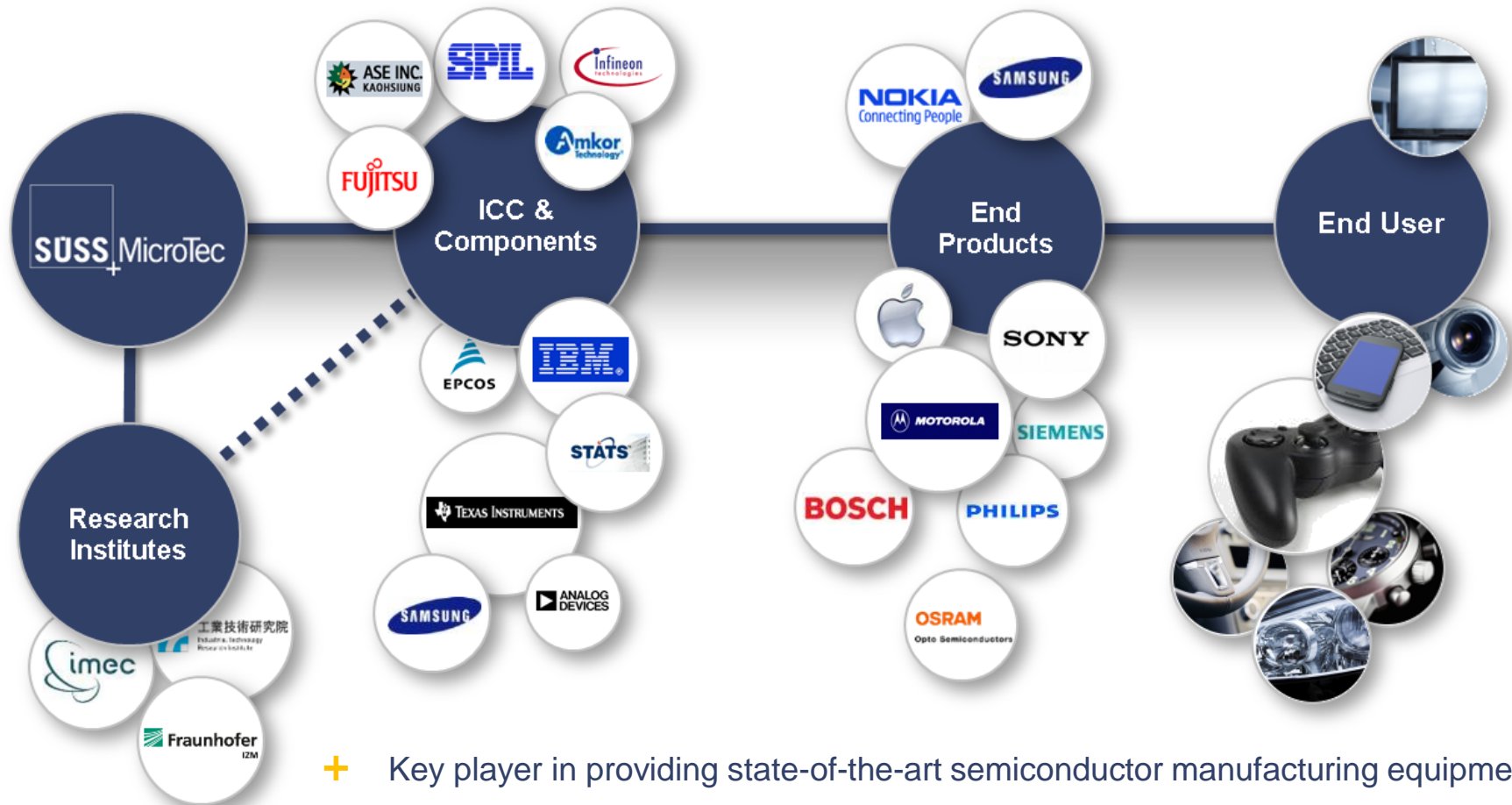
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## + Key Data:

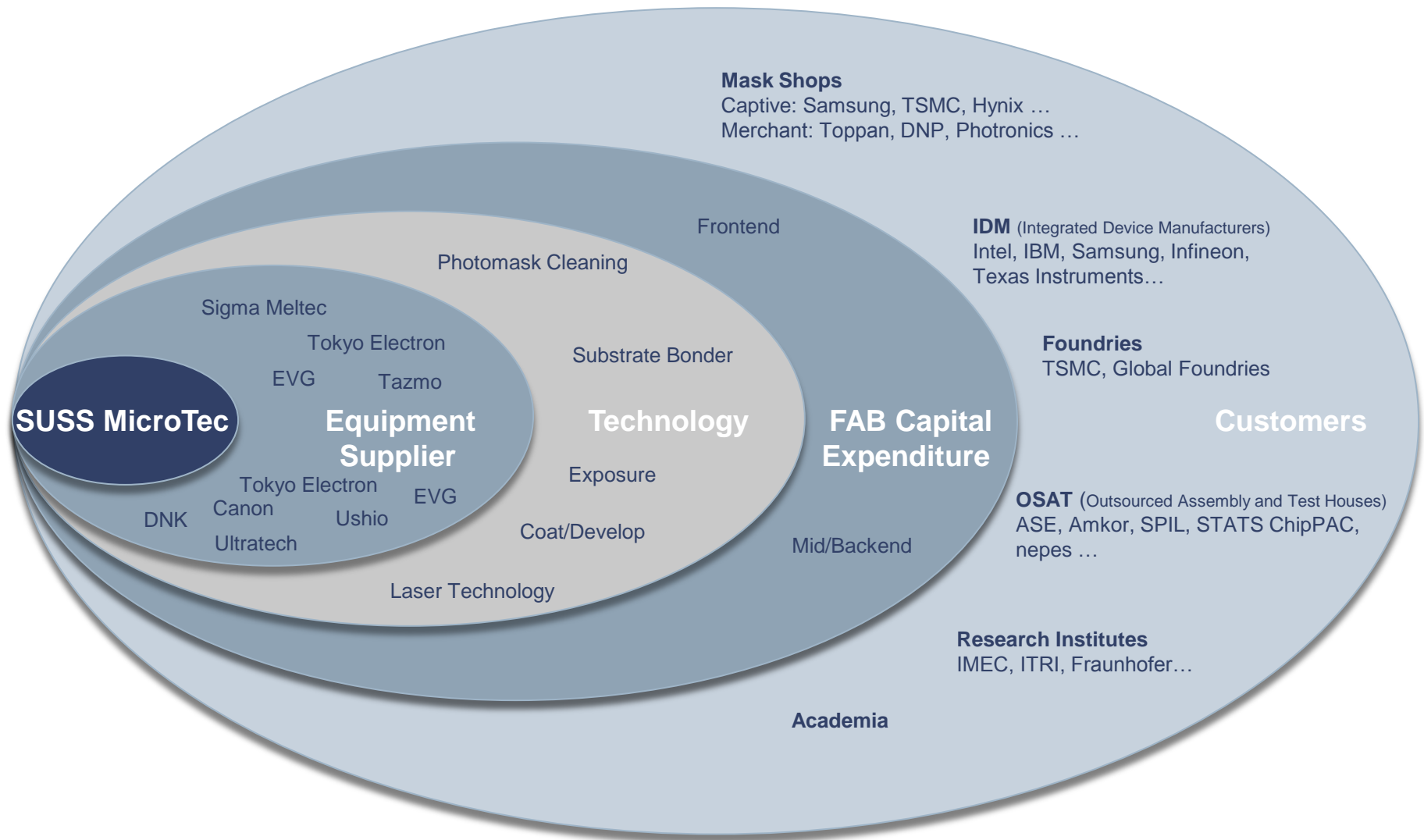
- Stock Exchange Symbol: SMHN
- TecDAX
- Share price\*: 7.23 €
- Market Cap\*: 138 € million
- Net Cash, June 30, 2013: 19.5 € million



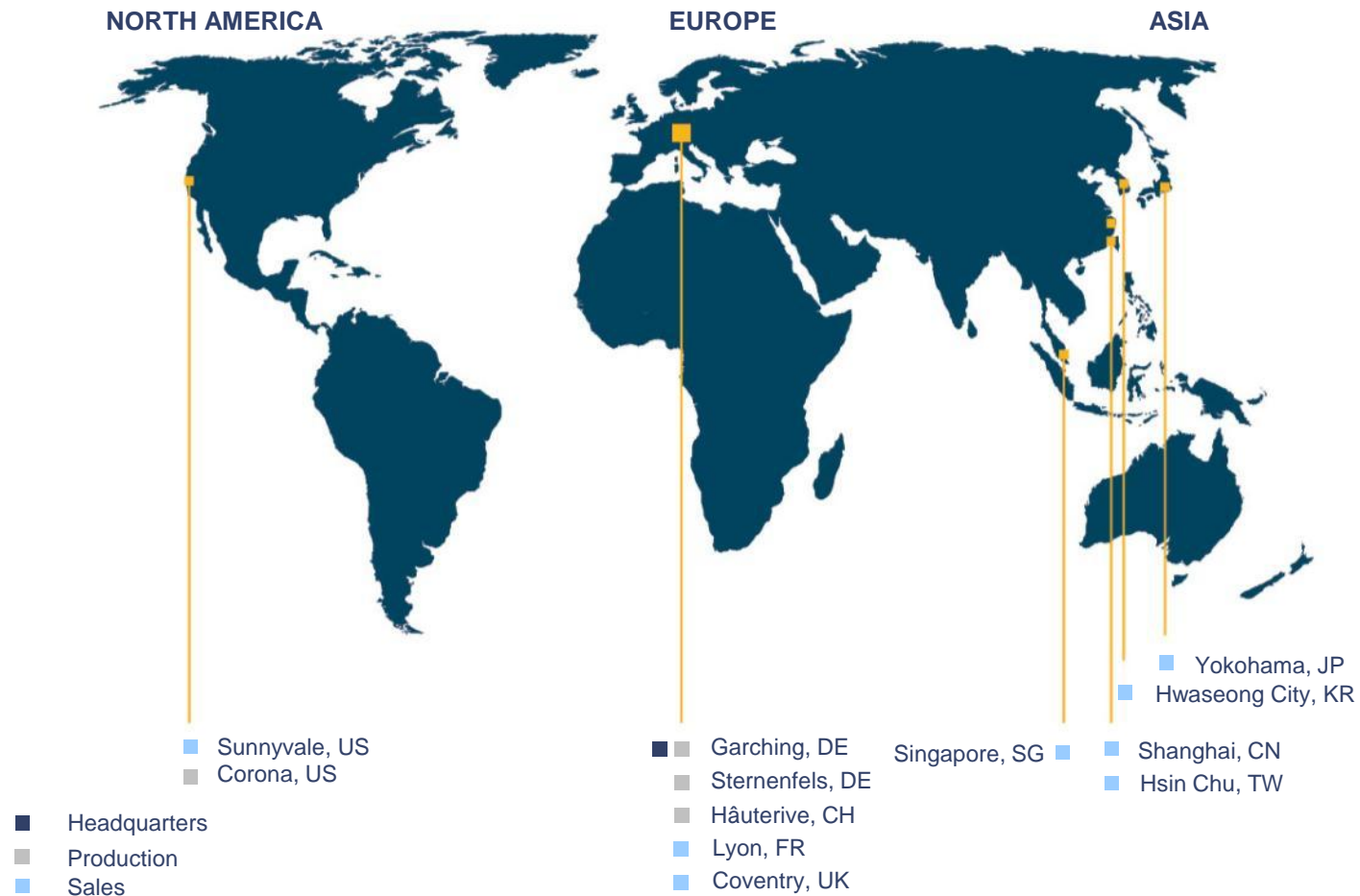
\* July 31, 2013



- + 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



# SUSS MICROTEC – A GLOBAL PLAYER



## 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

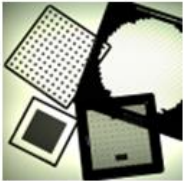
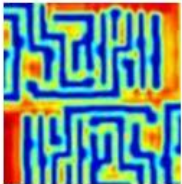
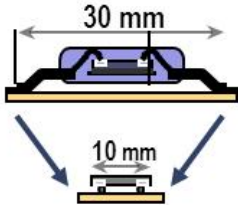
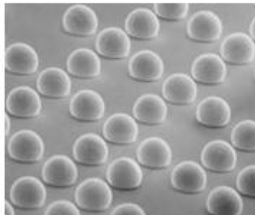
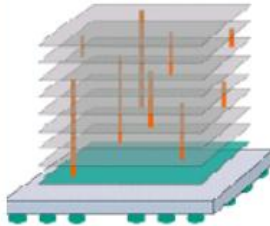
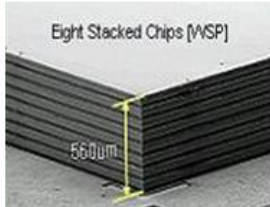

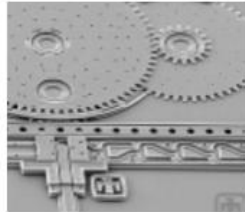
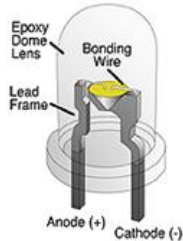



### Corona

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

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- II.** Products and Markets
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Semiconductors			Sensors	Lighting
Mask Manufacturing Photomask Cleaning	Advanced Packaging Micro-Bumping	3D Integration/Stacking	<b>MEMS</b> Computing, Automotive, Medical Applications ...	<b>LED</b> General Lighting, HB and UHB LED
  	  	  	  	  

# SEGMENTS, PRODUCTS AND MARKETS



- +** Extraordinary expenses of € 6.0 million, which accrued in connection with the refocusing of the Permanent Bonding
  - +** Thereof, € 4.6 million value adjustments on capitalized development costs from the years prior to 2008, demonstration equipment, and other inventories
  - +** Thereof, € 1.4 million provisions for commitments and other agreements
- +** One-off effect was € 0.8 million lower than originally expected, because of lower valuation adjustments on demonstration equipment

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# TECHNOLOGY EVOLUTION



~1985...today



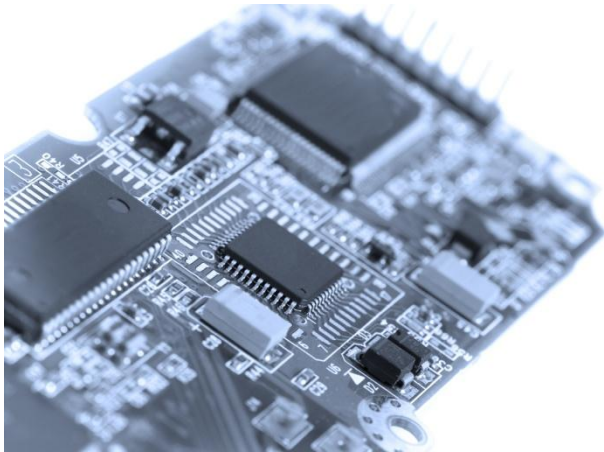
~1987...today



~1910...today



~1950...today



# MICROCHIPS, MEMS UND LED: BUILDING BLOCKS FOR TECHNOLOGICAL PRODUCT ADVANCEMENT

## Digital Lifestyle

- The „Digital Lifestyle“ is characterized by permanent internet connectivity and convergence of media
- Mobile devices like smartphones and tablet PCs provide this capability at affordable cost
- New device generations offer higher functionality



## E-Mobility

- Alternative transportation / mobility solutions are getting more traction with attractive price / performance ratios
- EVs, Hybrid-Cars, Segways, E-Bikes, but also trains drive the need for power devices but also high performance ICs



## Energy Efficiency

- Increase environmental awareness and rising energy prices and fuel the demand for energy efficient solutions in electricity usage i.e. lighting
- Energy efficiency in industrial production
- Smart energy management in household applications saves energy



**With its strong position in the fast growing target markets 3D Integration / Advanced Packaging, LED and MEMS, SUSS MicroTec can benefit from the market developments:**

## **Advanced Packaging**

Wafer level packaging and flip chip is expected to remain more robust than the overall market, primarily driven by mobile devices like smart phones and tablets

## **3D Integration (TSV)**

Transition to production volume in the years to come

## **Compound Semiconductors**

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)

## 2D Packaging

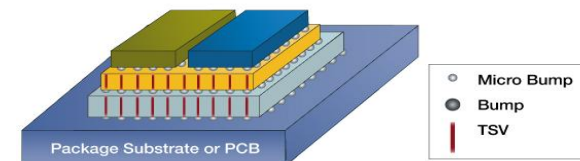
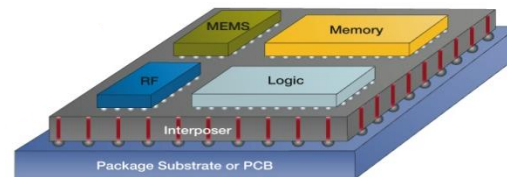
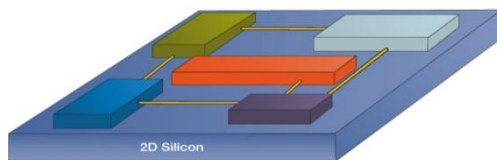
- Increased performance and complexity of ICs by shrinking transistor geometry according to Moore's Law
- New technologies like EUV and multiple patterning allow further scaling
- Technical challenges and limitations make it increasingly more difficult and expensive to reduce the feature size

## 2.5D Packaging

- Combining of several (and heterogeneous) semiconductor components on an interposer addresses limitations of traditional shrinking
- Increased packaging density
- Reduced footprint
- Complementary technology to Moore's Law

## 3D Integration (TSV)

- The extension beyond the conventional shrink roadmap is called "More than Moore"
- Packaging becomes key enabler for scaling and some manufacturing value is shifting from silicon to the package
- Performance and complexity increase combined with smaller footprint
- Reduced energy consumption



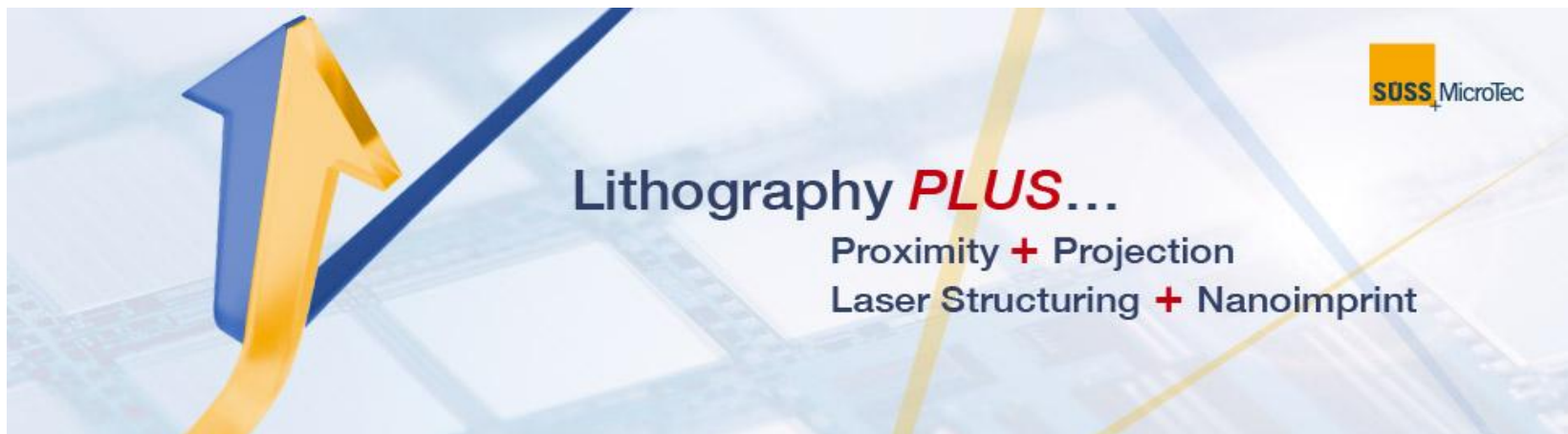
**SUSS MicroTec's equipment and process solutions enable 2D shrinking ("*Moore's Law*") and 3D stacking ("*More than Moore*")**

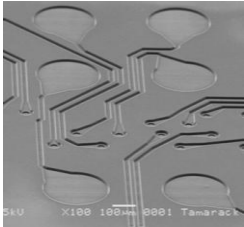
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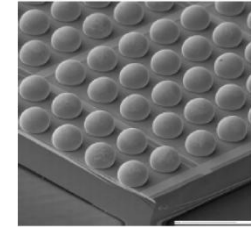
- I. SUSS MicroTec at a Glance
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- + Increasing chip performance requires the adoption of innovative lithography technologies in the semiconductor backend
- + **Not one single exposure technology fits all needs at the same time**
- + The newly acquired Stepper/Scanner products supplement our Mask Aligner product line and enlarges our technology portfolio by the key competencies UV-projection lithography and laser ablation
- + SUSS MicroOptics S.A. adds key know how for critical lithography performance improvements

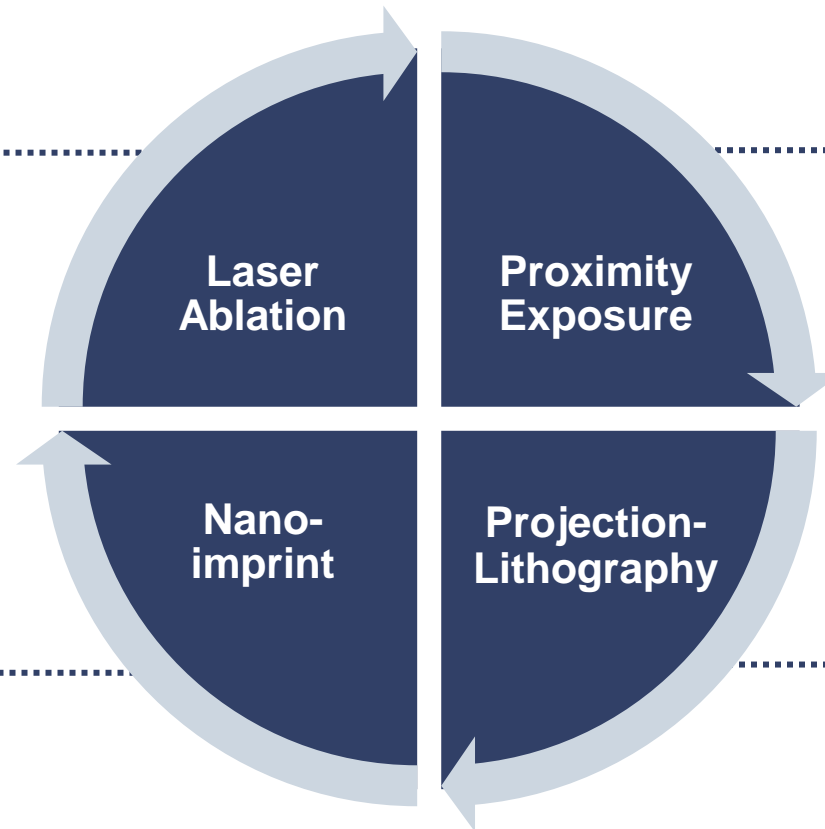




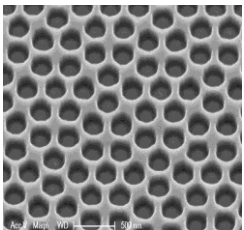
**WLCSP:**  
Fanout WLP



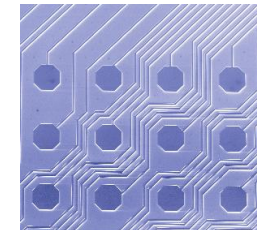
**Flip Chip:**  
Solder Bumping



**LED:**  
Photonic Crystals



**WLCSP:**  
Fine pitch RDL



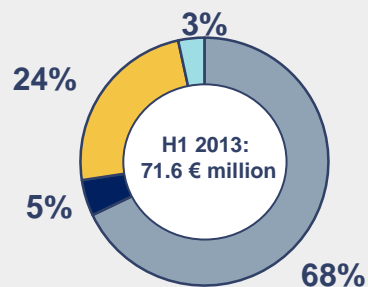
**+ Only SUSS MicroTec offers complete exposure solutions for the mid-/back-end**

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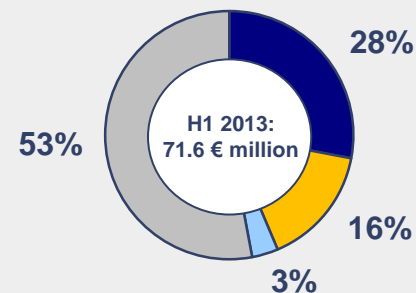


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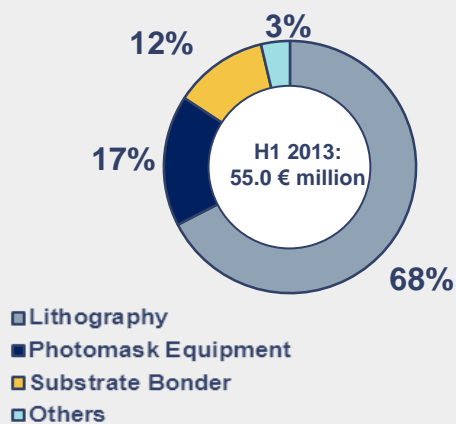
## Order Entry by Segment



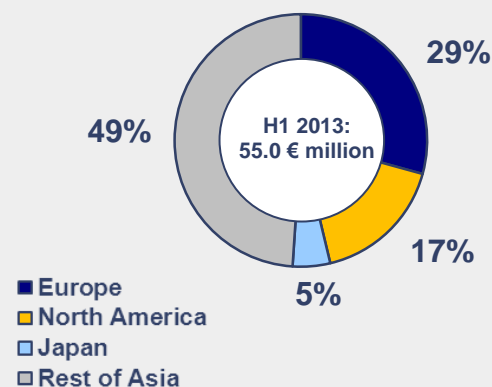
## Order Entry by Region



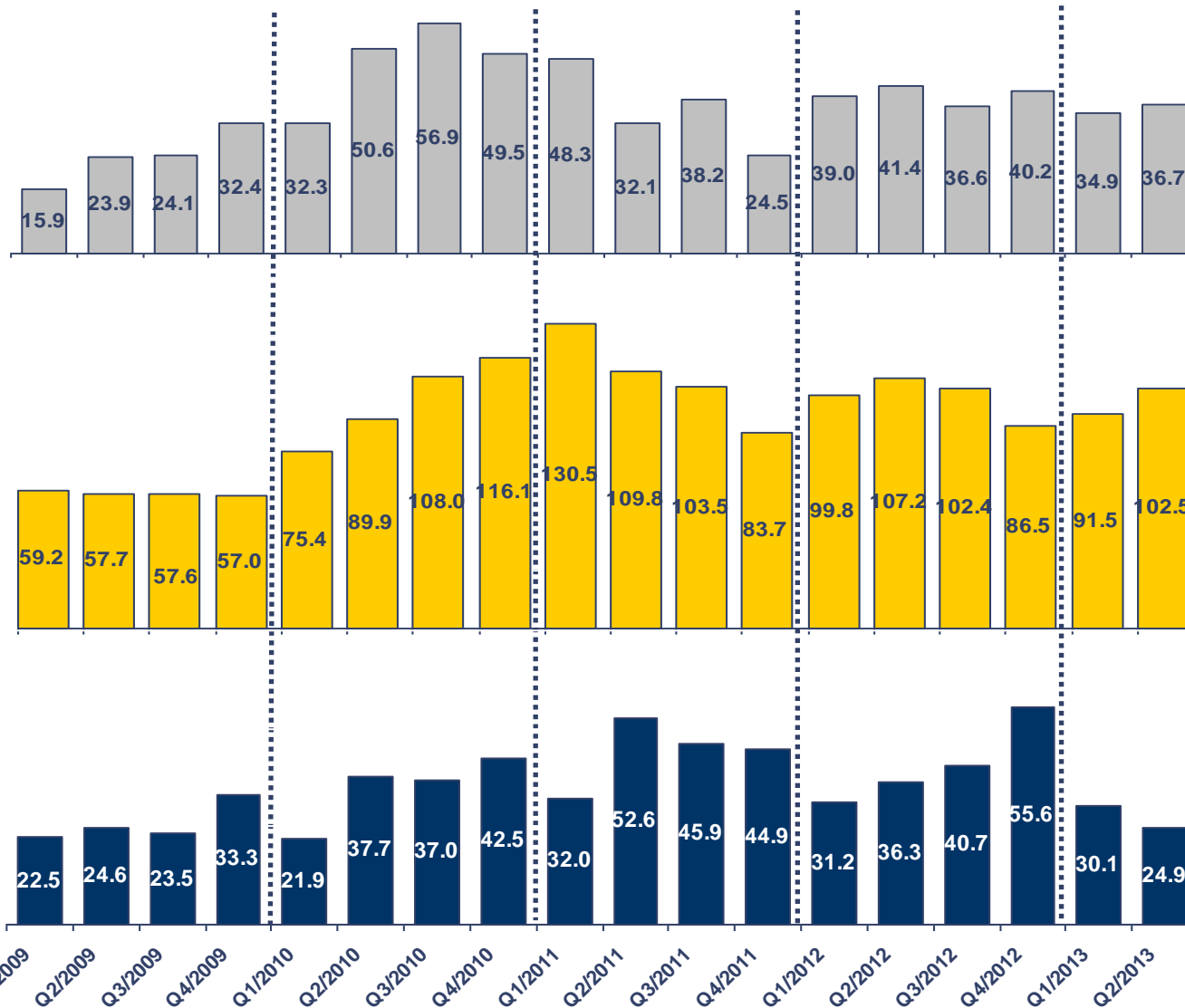
## Sales by Segment



## Sales by Region



# LONG TERM BUSINESS DEVELOPMENT



## Order Entry

in € million

2012: € 157.2 million

## Order Backlog

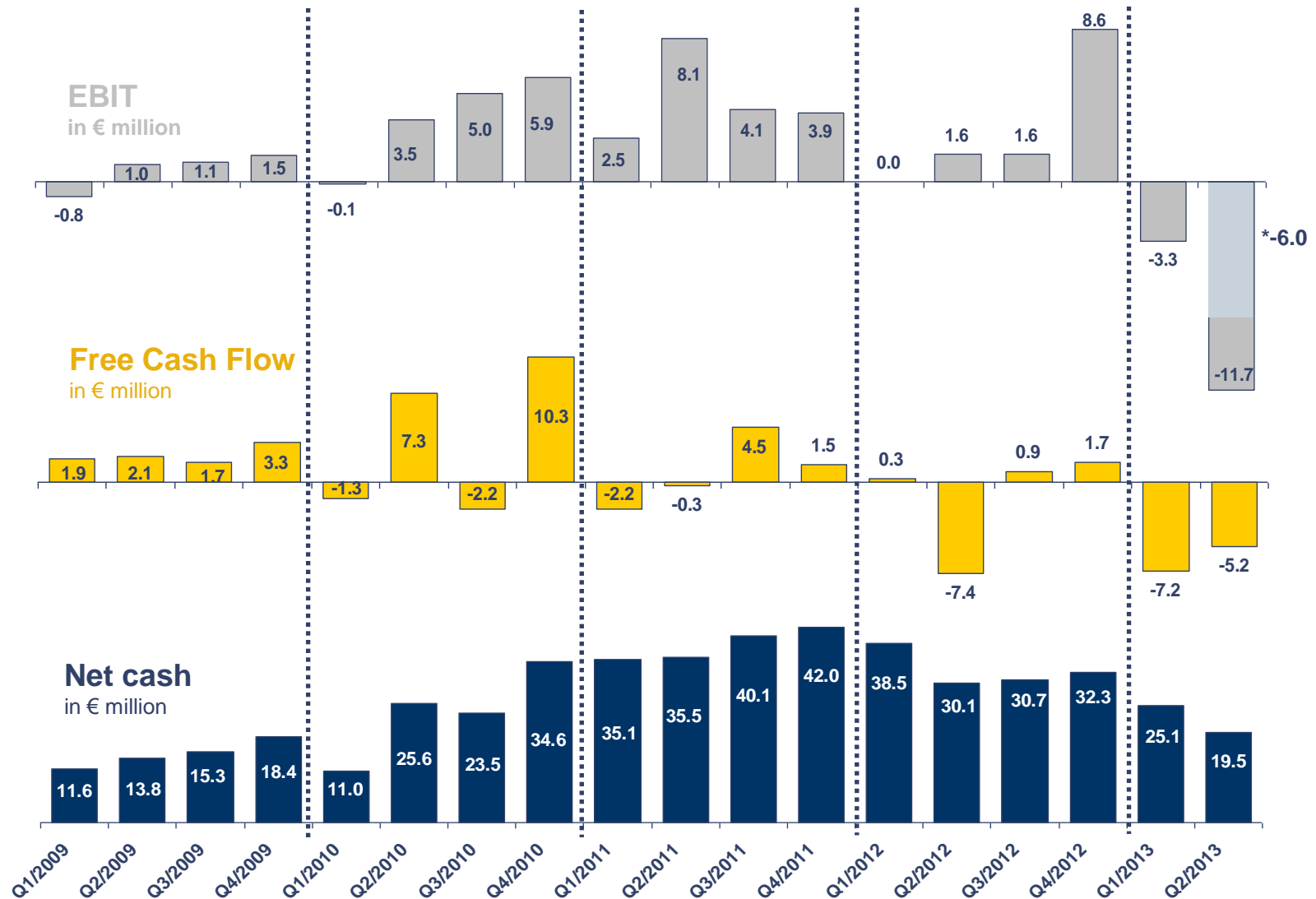
in € million

## Sales

in € million

2012: € 163.8 million

# EBIT, FREE CASH FLOW AND NET CASH DEVELOPMENT



\* one-off effect from refocusing product line permanent bonding

# KEY FINANCIALS

in € million	Q2 2013	Q2 2012	in %	H1 2013	H1 2012
<b>Order Intake</b>	<b>36.7</b>	<b>41.4</b>	<b>-11.4%</b>	<b>71.6</b>	<b>80.4</b>
<b>Order Backlog 6/30</b>	<b>102.5</b>	<b>107.2</b>	<b>-4.4%</b>	<b>102.5</b>	<b>107.2</b>
<b>Revenue</b>	<b>24.9</b>	<b>36.3</b>	<b>-31.4%</b>	<b>55.0</b>	<b>67.5</b>
<b>EBIT</b>	<b>-11.7</b>	<b>1.6</b>	<b>--</b>	<b>-15.0</b>	<b>1.5</b>
<i>EBIT in % of Sales</i>	<i>-47.0%</i>	<i>4.4%</i>	<i>--</i>	<i>-27.3%</i>	<i>2.2%</i>
<b>EBIT (adjusted)</b>	<b>-5.7</b>	<b>1.6</b>	<b>--</b>	<b>-9.0</b>	<b>1.9</b>
<i>EBIT (adjusted) in % of Sales</i>	<i>-22.8%</i>	<i>4.4%</i>	<i>--</i>	<i>-16.4%</i>	<i>2.8%</i>
<b>Earnings after tax (continuing operations)</b>	<b>-9.1</b>	<b>0.6</b>	<b>--</b>	<b>-11.6</b>	<b>0.4</b>
<b>Earnings after tax</b>	<b>-9.1</b>	<b>0.6</b>	<b>--</b>	<b>-11.6</b>	<b>1.9</b>
<b>EPS in €</b>	<b>-0.48</b>	<b>0.03</b>	<b>--</b>	<b>-0.61</b>	<b>0.10</b>
<b>Free Cash Flow*</b>	<b>-5.2</b>	<b>-7.4</b>	<b>--</b>	<b>-12.4</b>	<b>-7.1</b>
<b>Net Cash**</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>19.5</b>	<b>30.1</b>
<b>Employees 6/30</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>680</b>	<b>689</b>

\* before consideration of purchased interest-bearing securities , the acquisition of Tamarack and the gain out of the sale from the Test Business

\*\* incl. stock of interest-bearing securities

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**2013:**

- Milestone achievement in temporary bonding
- Refocusing of product line Permanent Bonding
- Further integration of SUSS MicroTec Photonic Systems

**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”**

## Outlook

**FY 2013:**

- Sales of approximately 150 € million
- EBIT: minus 10 – minus 15 million €

**Q3 2013:**

- Order Intake 30 - 40 € million



Thank you!

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## Contact

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## Financial Calendar 2013

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Interim Report 2013	8. Aug.
Commerzbank TMT Conference, Frankfurt	28. Aug
Deutsche Bank Technology Conference, Las Vegas	11.-12. Sep.
Bankhaus Lampe German Technology Seminar, Zurich	13. Sep.
UBS Best of Germany Conference, New York	16. - 18. Sep
Baader Investment Conference, Munich	24. Sep.
Berenberg/Goldman Sachs, German Corporate Conference	25. Sep.
UniCredit/Kepler Investment Conference, Munich	26. Sep.
Nine-month Report 2013	7. Nov.
German Equity Forum, Frankfurt/Main	11. - 13. Nov
Morgan Stanley TMT Conference, Barcelona	21. - 22. Nov

# OUR TECHNOLOGY ENABLES SUSTAINABILITY

## Equipment

- SUSS MicroTec equipment is designed to efficiently use electricity and chemicals
- ReMan, the remanufacturing operation of SUSS MicroTec takes back used equipment and refurbishes it



## Applications

- 3D IC and chip scaling helps reducing energy and material consumption
- LEDs for efficient lighting solutions
- MEMS applications improve performance of mobile devices and conserve energy
- Shift to renewable energies requires more power devices and high-performance ICs (e.g. for solar and wind power systems)
- Laser Ablation in lieu of photolithography (seed layer removal)

## Initiatives

- Partner company of VDMA BlueCompetence initiative, a network of equipment providers in Germany, who are following a sustainable business approach
- Innovative lighting solution in Sternenfels
- Improved climatization system of cleanrooms
- Paperless invoice system

**BLUECOMPETENCE**

**Alliance Member**

Partner der Nachhaltigkeitsinitiative  
des Maschinen- und Anlagenbaus

# SUSS MICROTEC PRODUCT PORTFOLIO



**Photomask Equipment**



**Coater/Developer**



**Wafer Bonders**



**Alignment  
Verification Systems**



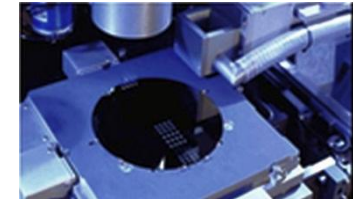
**Mask Aligners**



**Imprinting Systems**



**UV-Projection  
Stepper / Scanner**



**Excimer Laser  
Systems**