



SUSS MICROTEC INVESTOR PRESENTATION

February 2014

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 forwardlooking statements. SUSS MicroTec AG does not intend or accept any obligation to publish updates of these forward-looking statements.

- 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

- + Key Data:
 - Stock Exchange Symbol: SMHN
 - Share price*: 7.24 €
 - Market Cap*: 138 € million
 - Net Cash, December 31, 2013: 35.7 € million



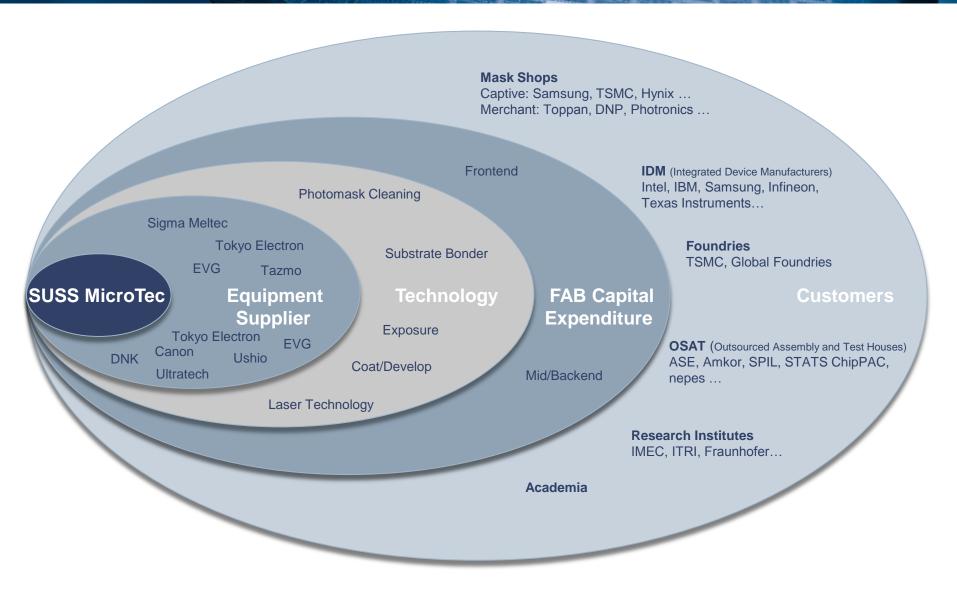
^{*} January 31, 2014

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

THE SEMICONDUCTOR MARKET



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



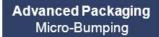
Corona

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

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Semiconductors

Mask Manufacturing Photomask Cleaning





Sensors

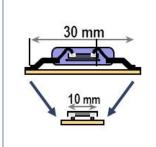
MEMS Computing, Automotive, Medical Applications ...

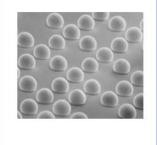
Lighting

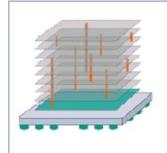
LED General Lighting, HB and UHB LED







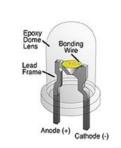














SEGMENTS, PRODUCTS AND MARKETS

Segments	Photomask Equipment	Lithography	Substrate Bonder	
Products	MaskTrack Pro	Exposure Systems Coater/Developer	Wafer Bonder	
	Frontend	Mid- and Backend		
Process Steps	Photomask Cleaning	Stepper, Scanner (UV projection) Mask Aligner (proximity exposure) Coating Developing Laser Ablation Nano Imprinting	Bond Alignment Permanent Bonding Temporary Bonding	
Key figures 9M 2013	Sales: 15.7 € million EBIT: 0.9 € million	Sales: 64.9 € million EBIT: 2.6 € million	Sales: 9.8 € million EBIT: -16.0 € million	
Markets	Mask Manufacturing			
		Advanced Packaging		
		3D Integration		
		MEMS		
		LED		

RESTRUCTURING OF PERMANENT BONDING

- Reevaluated the business situation in permanent bonding
 - ongoing losses with one product
- Discontinued production of loss making cluster systems
- Cumulative expenses for the restructuring of permanent bonding in 2013 amount to approximately € 13.2 million
- Losses of the Substrate Bonding Division will be reduced significantly
- The successful manual permanent bonding systems are not affected
- Strong focus on temporary bonding applications for 3D TSV production

- **SUSS MicroTec at a Glance**
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~1987...today

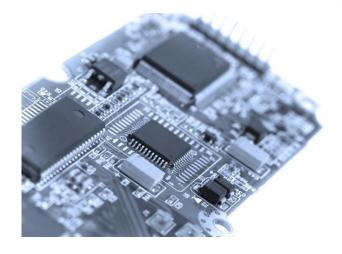


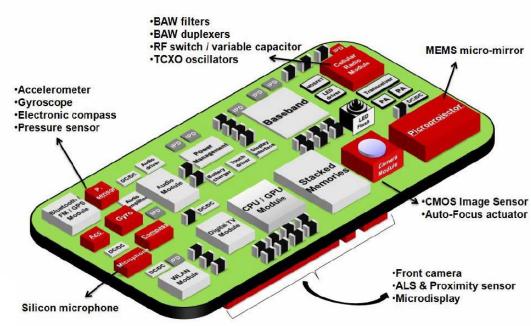


~1950...today

GROWTH DRIVER SMARTPHONES AND TABLETS







Source: Yole Developpement

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 safes energy



EXPECTED MARKET DEVELOPMENTS

packaging solutions

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	LED, MEMS, RF, Optoelectronics, III-V Power are expected to remain robust based

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

on smartphone and tablet growth and will drive further demand for advanced

Compound

Semiconductors

SCALING TECHNOLOGIES FROM 2D TO 3D

2D Packaging

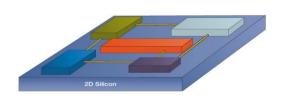
- Increased performance and complexity of ICs by shrinking transistor geometry according to Moore's Law
- New technologies like EUV and multiple pattering allow further scaling
- Technical challenges and limitations make it increasingly more difficult and expensive to reduce the feature size

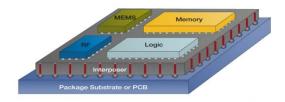
2.5D Packaging

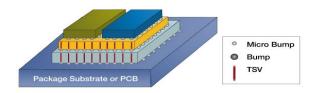
- Combining of several (and heterogeneous) semiconductor components on an interposer addresses limitations of traditional shrinking
- Increased packaging density
- Reduced footprint
- Complementary technology to Moore's Law

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





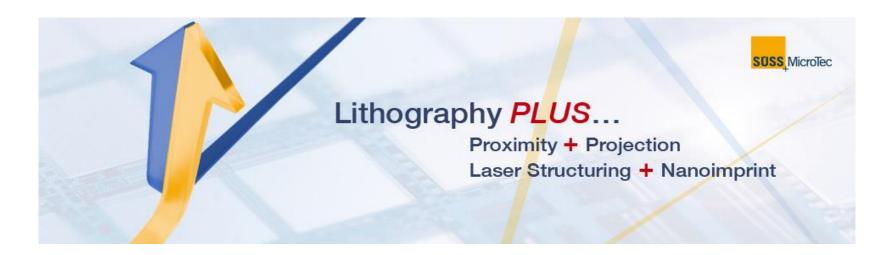


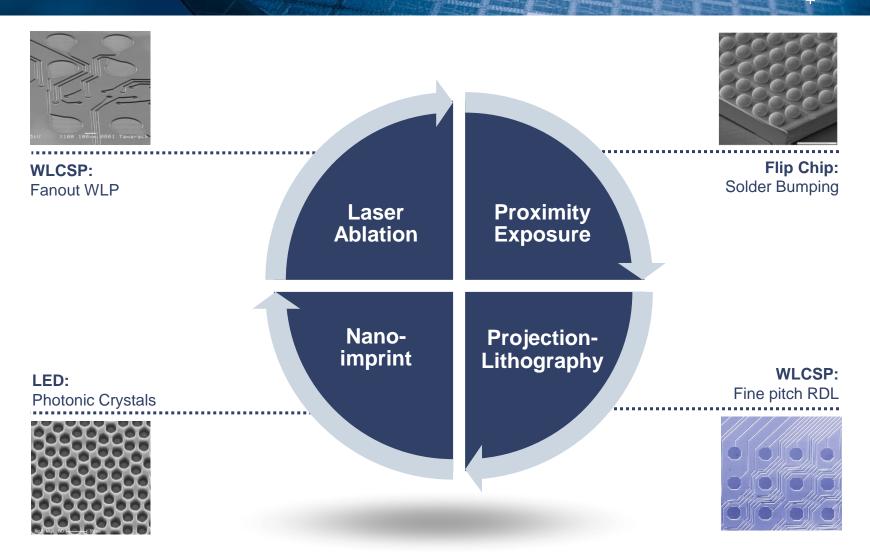
SUSS MicroTec's equipment and process solutions enable 2D shrinking ("Moore's Law") and 3D stacking ("More than Moore")

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LITHOGRAPHY COMPETENCY

- 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

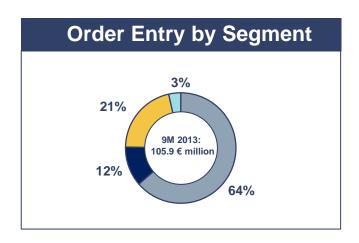


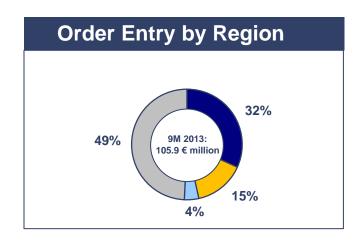


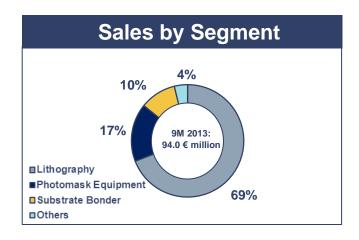
Only SUSS MicroTec offers complete exposure solutions for the mid-/back-end

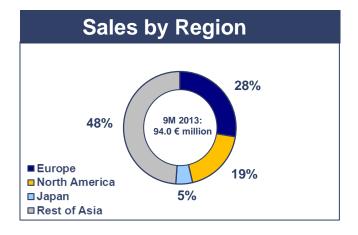
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- **Financials** V.
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ORDER ENTRY AND SALES BY SEGMENT AND REGION 9M 2013 SUSS MicroTec

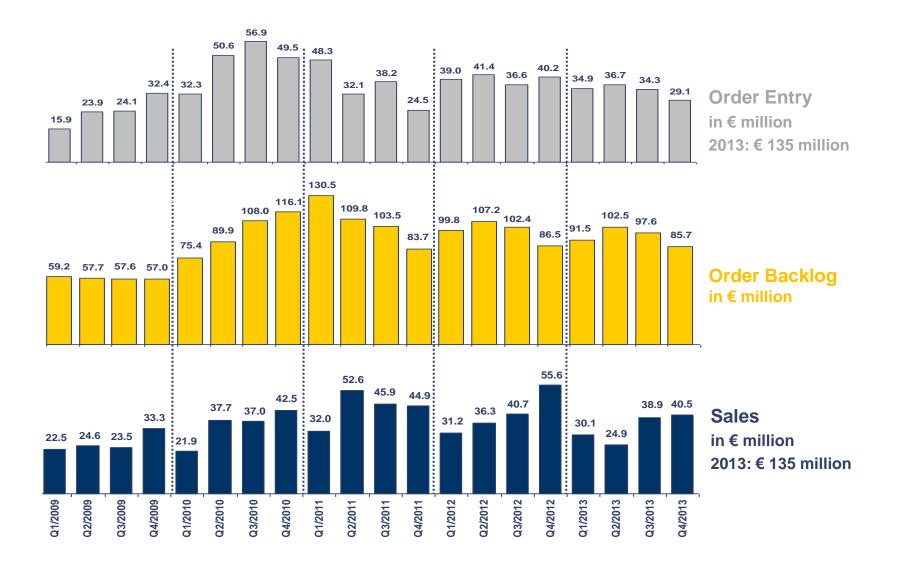


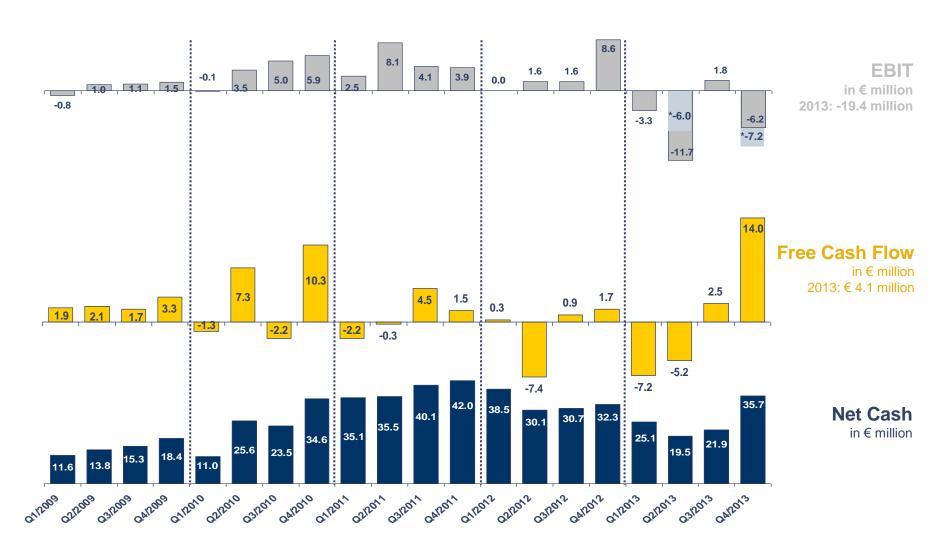






LONG TERM BUSINESS DEVELOPMENT





^{*} one-off effects from restructuring of the product line permanent bonding

KEY FINANCIALS (PRELIMINARY NUMBERS)

in € million	2013	2012	YoY in %
Revenue	134.5	163.8	-17.9%
Nevenue	134.3	103.0	-17.3/0
Order Intake	135.0	157.2	-14.1%
Order Backlog 12/31	85.7	86.5	-0.9%
EBIT	-19.4	11.7	
EBIT in % of Sales	-14.4%	7.1%	-21.5%pt.
EBIT (adjusted)	-6.2	10.3	
EBIT (adjusted) in % of Sales	-4.6%	6.3%	
Net Cash*	35.7	32.3	+10.5%
Free Cash Flow**	4.1	-4.5	

^{*} incl. stock of interest-bearing securities
**before consideration of purchased interest-bearing securities , the acquisition of Tamarack and the gain out of the sale from the Test Business

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2013: - Milestone achievement in temporary bonding - Restructuring of product line Permanent Bonding expanded - 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 2014: - Sales of 135 - 145 € million

- EBIT: - 5 to 0 € million

Q1 2014: - Order Entry of 25 - 35 € million

Thank you.

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www.SUSS.com

INVESTOR RELATIONS INFORMATION

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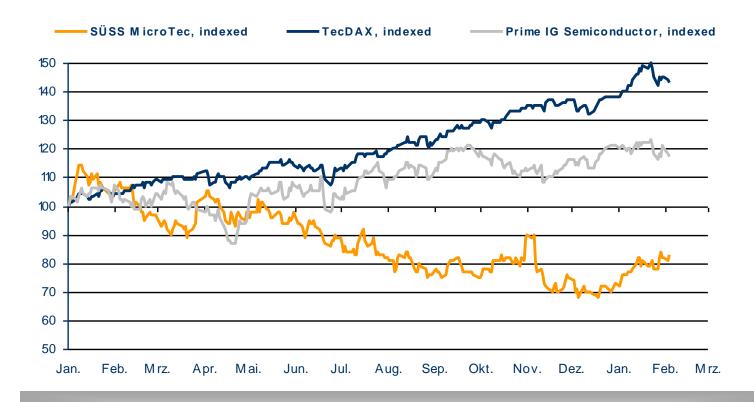
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Financial Calendar 2014

Annual Report 2013	28 Mar
Quarterly Report 2014	8 May
Berenberg Investment Conference Paris	22 May
Deutsche Bank Investment Conference, Berlin	12 - 13 Jun
Shareholders' Meeting, Haus der Bayerischen Wirtschaft, Munich	17 Jun
Interim Report 2014	7 Aug
Nine-month Report 2014	6 Nov
German Equity Forum 2014, Frankfurt am Main	24 - 26 Nov

STOCK PERFORMANCE: JANUARY 2013 - FEBRUARY 2014

(Price of the SUSS MicroTec Share at January 2, 2013: 8.85 €)



Average daily trading volume January 2013 – February 2014: ~ 104,000



Photomask Equipment



Coater/Developer



Wafer Bonders



Alignment **Verification Systems**



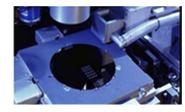
Mask Aligners



Imprinting Systems



UV-Projection Stepper / Scanner



Excimer Laser Systems