



# **SUSS MICROTEC - Q1 RESULTS 2016**

MAY 4, 2016

- + Order entry of 30.1 € million:
  - higher than in previous two years despite record order entry in Q4 2015
- Advanced Packaging and RF devices continue to drive order entry in 1H 2016
- + High backlog and high capacity utilization in all three production facilities
- + Introduction of eco-friendly high intensity UV-LED light source for Mask Aligners
- Technology expansion into high resolution lithography with new Surface Laser Imager product
- + SUSS MicroTec shares re-entered the TecDAX on March 21, 2016

#### SURFACE LASER IMAGING

- Surface Laser Imaging technology for high resolution lithography
- + A new technology is added to the product portfolio that is highly complementary to the existing exposure technology
- Initial focus on R&D applications with the potential to move into higher volume manufacturing applications in the future
- SUSS MicroTec is the leading R&D equipment supplier by offering a comprehensive set of products and technologies for lithography
- + Expected initial annual order intake and sales volume in the lower single digit million Euro range

# **KEY GROUP FIGURES AT A GLANCE**

in € million	Q1 2016	Q1 2015	2015	2014	in %
	Q. 2010	<u> </u>	2010	2011	70
Order Intake	30.1	28.5	188.6	134.3	+40.4%
Order Backlog	118.8	78.8	117.6	75.6	+55.6%
Revenue	27.6	26.9	148.5	145.3	+2.2%
EBIT	-2.0	-2.2	5.0	8.4	-40.5%
EBIT in % of Sales	-7.2%	-8.2%	3.4%	5.8%	-2.4%pt.
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Earnings after tax	-2.5	-2.5	0.2	4.6	-95.7%
EPS in €	-0.13	-0.13	0.01	0.24	-95.8%
Net Cash*	26.9	31.6	40.0	38.0	+5.3%
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Free Cash Flow**	-12.9	-5.5	1.3	2.1	-38.1%
Employees	708	678	698	659	+5.9%

<sup>\*</sup>before consideration of transactions with interest-bearing securities

## **Photomask Equipment**

**Photomask Cleaning Equipment** 

3M Order Entry: 4.1 € million

3M Sales: 1.7 € million

3M EBIT: -0.7 € million

### Lithography

Laser **Processing** Equipment

**Exposure Systems** 

Coaters and **Developers** 

3M Order Entry: 22.2 € million

3M Sales: 22.2 € million

3M EBIT: 0.7 € million

#### **Substrate Bonder**

**Wafer Bonding Equipment** 

3M Order Entry: 1.0 € million

3M Sales: 1.6 € million

3M EBIT: -1.1 € million

SUSS MicroTec Group\*

3M Order Entry: 30.1 € million

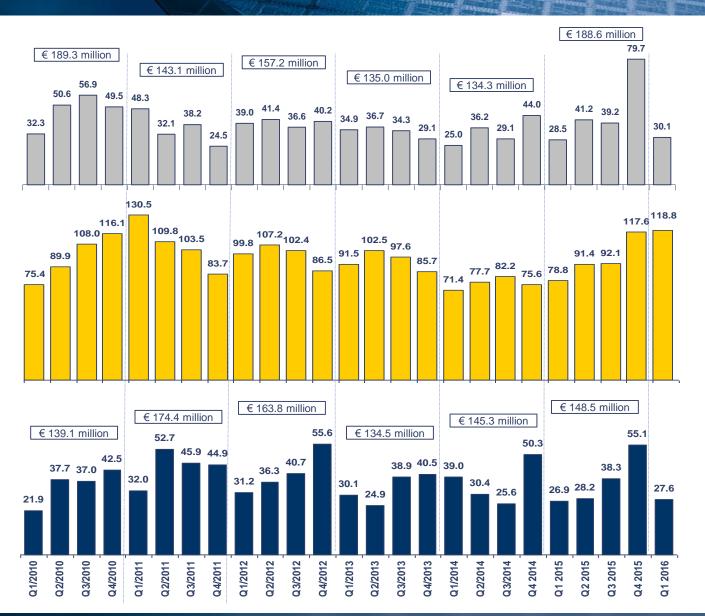
3M Sales: 27.6 € million

3M EBIT: -2.0 € million

3M EBIT-Margin: -7.2%

<sup>\*</sup> Including Others

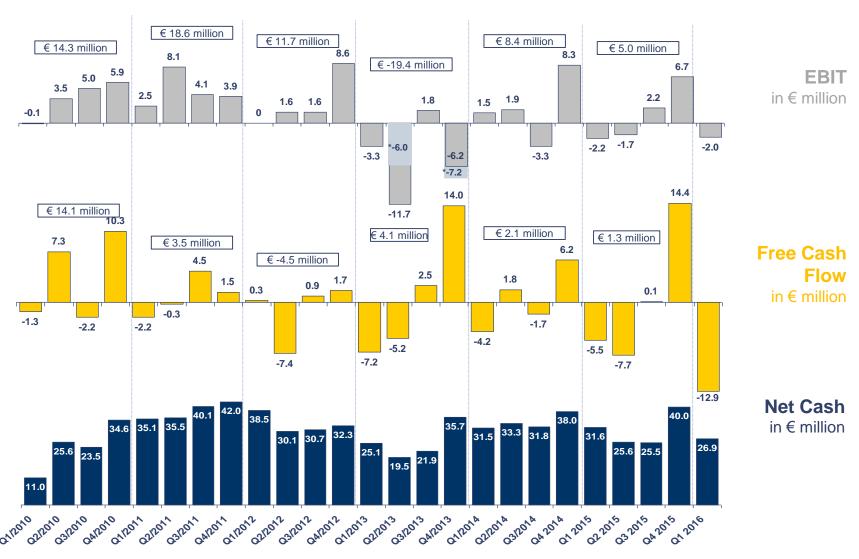
# LONG TERM BUSINESS DEVELOPMENT BY QUARTER



Order Entry in € million

Order Backlog in € million

Sales in € million



<sup>\*</sup> one-off effect from restructuring the product line permanent bonding

#### Market Outlook

- Market environment is challenging in 1H 2016 as customers are focused on ramping capacity ordered year end 2015
- Outlook of SUSS MicroTec and our peer group is cautiously optimistic for H2 2016 as further capacity expansions for Advanced Packaging and MEMS are expected
- Expectations for the overall semiconductor equipment market is expected to be flat or slightly down yoy in 2016 with China emerging as main growth engine
- Market for WLP and assembly equipment expected to be flat
- Market forecasts show a return to the growth path in WLP and assembly with double digit yoy growth in 2017 and 2018

### SUSS MicroTec Outlook

FY 2016: Sales 170 - 180 € million EBIT 9 - 13 € million

+ Q2 2016: Order Intake 30 - 40 € million

#### **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.



# Thank you

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