



SUSS MICROTEC – NINE MONTH FIGURES 2016

November 9, 2016

- + Dr. Per-Ove Hansson resigns as CEO**
- + Supervisory Board appoints Dr. Franz Richter as new CEO**
- + Launch of new coat/develop solution for advanced packaging applications**
- + Strong order entry in the Bonder segment in Q3 2016**
- + Market environment remains challenging with customers ramping new capacity ordered year end 2015 and investments in new FOWLP lines are pushing out**

KEY FINANCIALS

in € million	Q3 2016	Q3 2015	in %
Order Intake	32.2	39.2	-17.9%
Order Backlog 9/30	--	--	--
Revenue	39.1	38.3	2.1%
EBIT	1.0	2.2	-54.5%
<i>EBIT in % of Sales</i>	2.6%	<i>5.7%</i>	<i>-3.2%pt</i>
Earnings after tax	-0.2	1.2	--
EPS in €	-0.01	0.06	--
Free Cash Flow*	-1.7	0.1	--
Net Cash	--	--	--
Employees 9/30	--	--	--

9M 2016	9M 2015	in %
101.5	108.9	-6.8%
110.9	92.1	+20.4%
108.1	93.4	+15.7%
0.0	-1.7	--
<i>0%</i>	<i>-1.8%</i>	<i>-100%</i>
-3.3	-3.4	--
-0.17	-0.18	--
-13.7	-13.1	--
26.4	25.5	+3.5%
720	693	+3.9%

* before consideration of purchased interest-bearing securities

SEGMENTS, ORDER ENTRY AND SALES 9M 2016

Divisions

Photomask Equipment

Photomask Cleaning
Equipment

**9M
2016**

Order Entry: 13.3 € million
Sales: 7.1 € million
EBIT: -1.4 € million

Lithography

Laser
Processing
Equipment

Exposure
Systems

Coaters and
Developers

Order Entry: 66.9 € million
Sales: 87.6 € million
EBIT: 7.1 € million

Bonder

Wafer Bonding
Equipment

Order Entry: 12.9 € million
Sales: 6.3 € million
EBIT: -3.2 € million

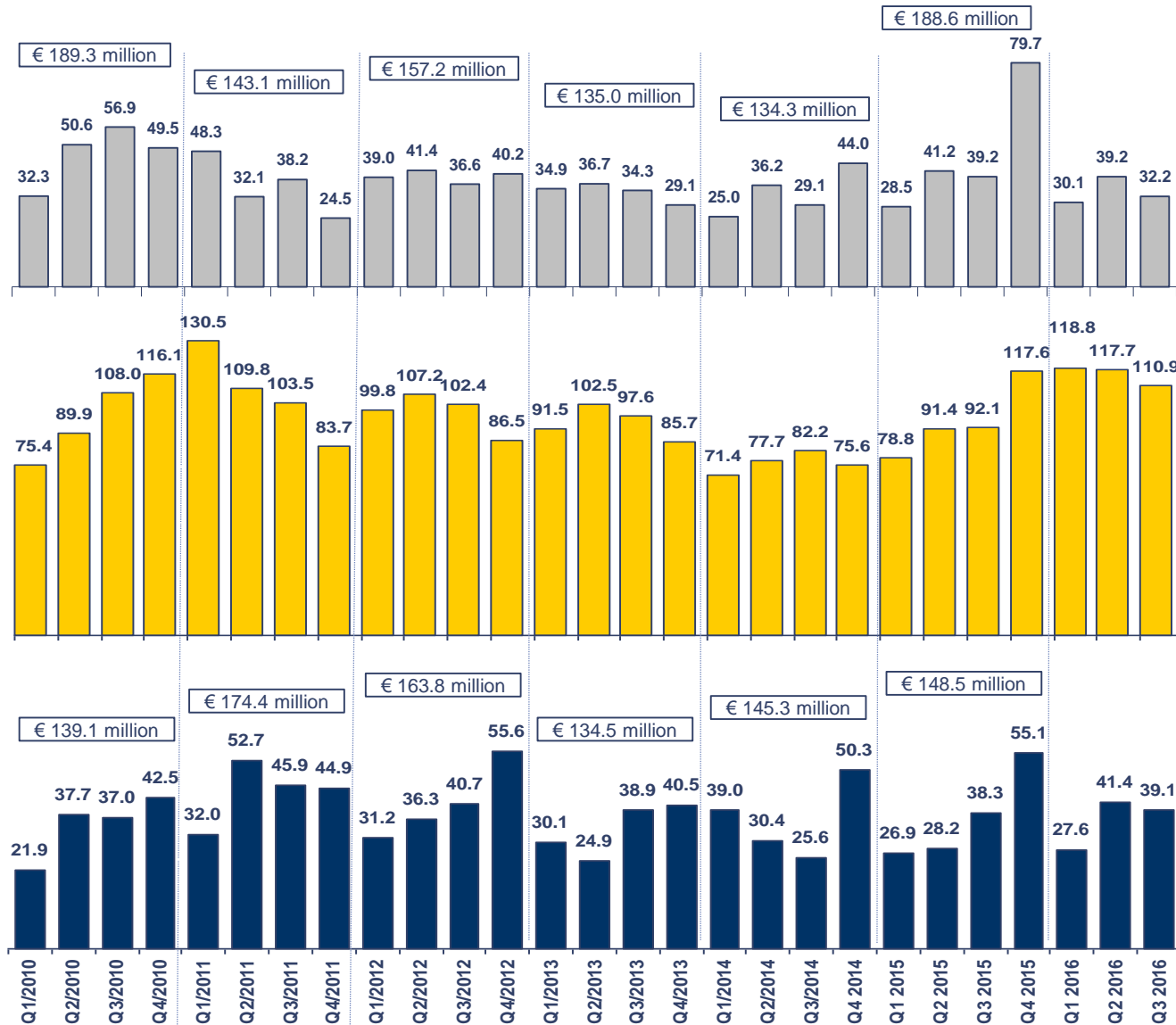
SÜSS MicroTec Group* 9M 2016

Order Entry: 101.5 € million
Sales: 108.1 € million

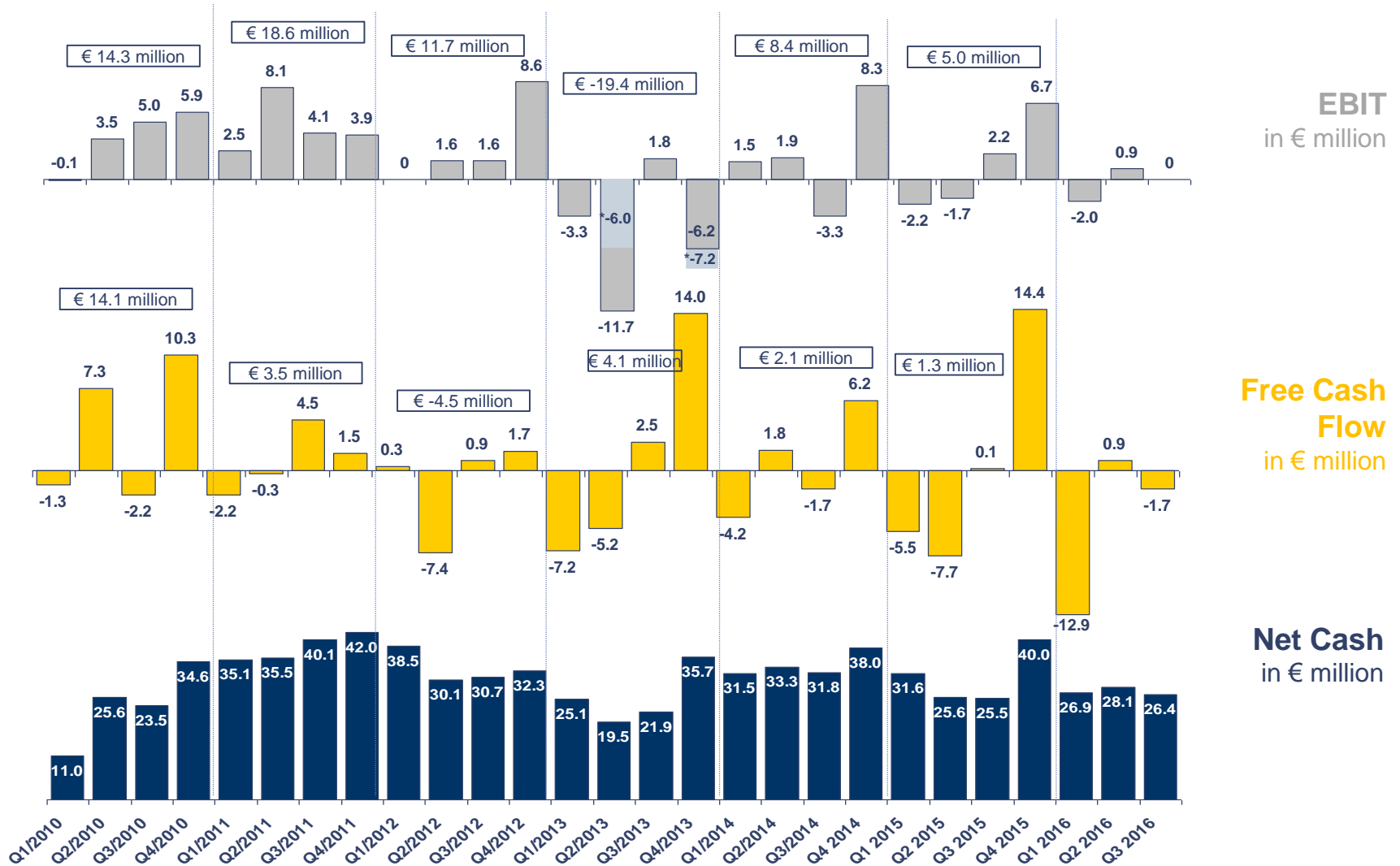
EBIT: 0.0 € million
EBIT margin: 0%

* Including Others

LONG TERM BUSINESS DEVELOPMENT BY QUARTER



EBIT, FREE CASH FLOW AND NET CASH DEVELOPMENT



Market Outlook

- + Market environment remains challenging in H2 2016 as customers are ramping capacity ordered year end 2015
- + Outlook of SUSS MicroTec remains optimistic for Q4 2016
- + Overall semiconductor equipment market is expected to be flat or slightly down yoy in 2016
- + Market forecasts show a return to the growth path in WLP and assembly in 2017

SUSS MicroTec Outlook

- + FY 2016: Sales 170 - 180 € million
 EBIT 9 - 13 € million
- + Q4 2016: Order Intake > 50 € million
- + FY 2017: Sales around 160 € million

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Thank you!

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