



## **SUSS MICROTEC – Q1 RESULTS 2017**

MAY 4, 2017

- + CFO Michael Knopp left SUSS MicroTec after ten years of service
- + Strong order entry in Q4 2016 and again in Q1 2017
- + Market forecasts and peer group announcements are optimistic
- + Increased full year guidance 2017
- + Important product launch in Q1 2017: automated bond cluster XBS300
- Strategic cooperation with Kanematsu, Japan

# **KEY GROUP FIGURES AT A GLANCE**

in € million	Q1 2017	Q1 2016	in %
Order Intake	46.0	30.1	+52.8%
Order Backlog 03/31	124.5	118.8	+4.8%
Revenue	23.0	27.6	-16.7%
EBIT	-4.8	-2.0	
EBIT in % of Sales	-20.9%	-7.2%	13.6%pt
Earnings after tax	-4.6	-2.5	
EPS in €	-0.24	-0.13	
Free Cash Flow*	-3.3	-12.9	
Net Cash	28.0	26.9	+4.1%
Employees 03/31	710	708	+0.3%

2016	2015	in %
161.1	188.6	-14.6%
101.5	117.6	-13.7%
177.6	148.5	19.6%
11.1	5.0	>100%
6.3%	3.4%	2.9%pt
5.0	0.2	>100%
0.26	0.01	>100%
-9.1	1.3	
31.1	40.0	-22.3%
711	698	1.9%

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

### **Photomask Equipment**

**Photomask Cleaning Equipment** 

3M Order Entry: 2.6 € million

3M Sales: 3.9 € million

3M EBIT: 0.03 € million

## Lithography

Laser **Processing** Equipment

**Exposure Systems** 

Coaters and **Developers** 

3M Order Entry: 34.1 € million

3M Sales: 13.8 € million

3M EBIT: -3.5 € million

#### **Bonder**

**Wafer Bonding Equipment** 

3M Order Entry: 6.0 € million

3M Sales: 2.6 € million

3M EBIT: -0.7 € million

SUSS MicroTec Group\*

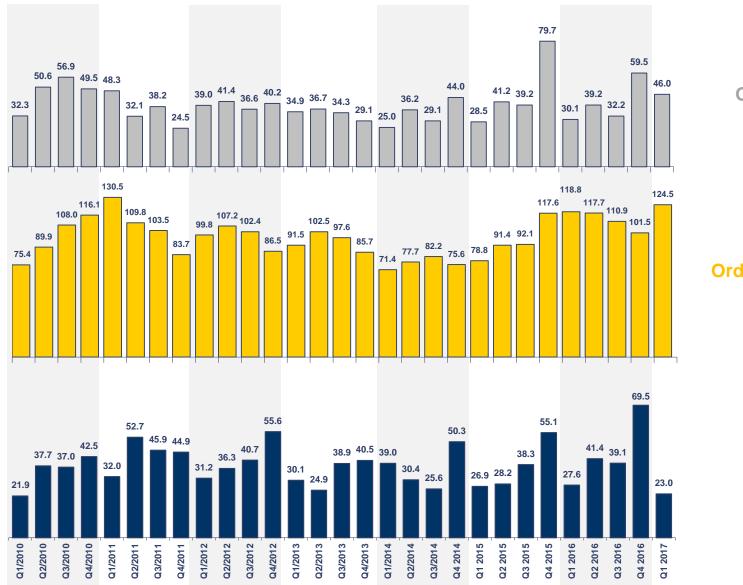
3M Order Entry: 46.0 € million

3M Sales: 23.0 € million

3M EBIT: -4.8 € million 3M EBIT-Margin: -20.9%

<sup>\*</sup> Including Others

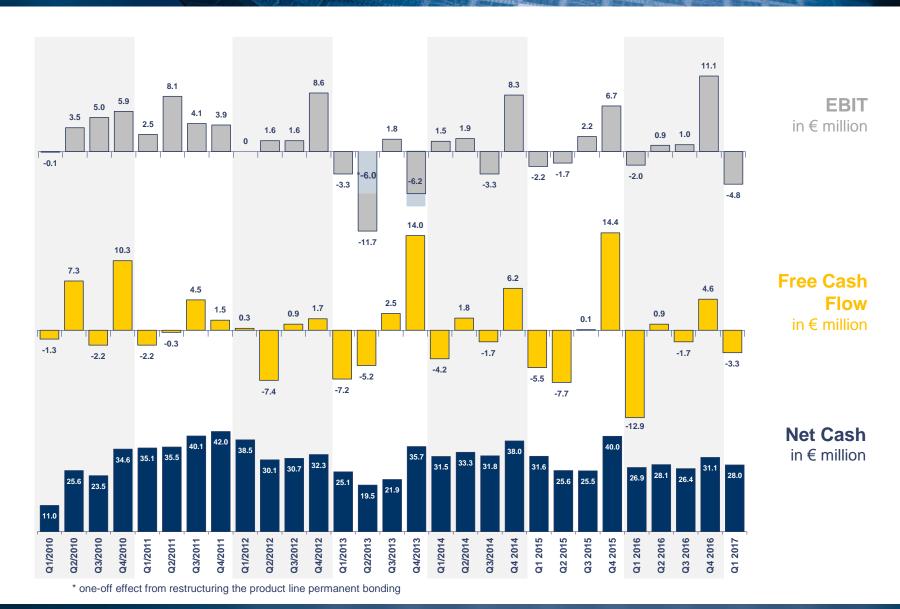
# LONG TERM BUSINESS DEVELOPMENT BY QUARTER



Order Entry in € million

Order Backlog in € million

Sales in € million



#### Market Outlook

- + Gartner increased its estimates regarding growth in the semiconductor business in 2017 from +7.2% to +12.3%
- + This would mark a new record level of 386 bn \$ (2016: 339.7 bn \$)
- Market growth will be driven by automotive and industrial applications,
  the memory segment and the Internet of Things
- + Semi still expects the semiconductor equipment market to grow by +9.2% in 2017
- + Wafer-level-packaging and assembly equipment market is expected to grow by 10.7% in 2017 after 3.9% in 2016 (Gartner)
- **+** Yole expects MEMS-market CAGR 2015 2021 of 13% (unit growth)

#### SUSS MicroTec Outlook

- FY 2017: Sales € 170 180 million EBIT € 13 – 17 million
- + Q2 2017: Order entry € 35 45 million

#### **DISCLAIMER**

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# Thank you.

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