

SUSS MICROTEC INVESTOR PRESENTATION

May 2017

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.

- I.** SUSS MicroTec at a Glance
- II.** Business Development Q1 2017
- III.** Products & Markets
- IV.** Financials
- V.** Outlook

- + Global leader in manufacturing equipment for semiconductor devices
- + SUSS' Equipment creates micro structures that connect micro electronic devices
- + Focus on growth segments: advanced packaging, MEMS, and 2.5D / 3D Integration
- + Attractive end markets: smartphones, tablets, automotive, LED, sensors, IoT, ...

+ Order entry 2016: € 161.1 million

+ Sales 2016: € 177.6 million

+ EBIT 2016: € 11.1 million

+ Net Cash 2016: € 31.1 million

+ Market Cap 12/31/2016: € 122 million

MAIN PRODUCTION SITES



Germany

Sternenfels*

- + Development/production:
 - **Bonder**
 - **Coater and Developer**
 - **Photomask Equipment**
- + Production facility ~15,000 m²



Garching*

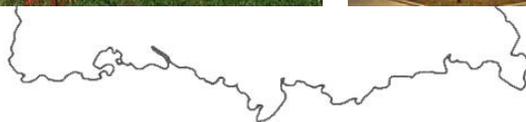
- + SUSS MicroTec HQ
- + Development/production:
 - **Mask Aligner**
 - **Bond Aligner**
- + Production facility ~9,000 m²



USA

Corona (California)

- + Development/production:
 - **Stepper/Scanner**
 - **Laser Processing**
- + Production facility ~7,000 m²



*Production site is owned by SUSS MicroTec

SUSS MICROTEC – A GLOBAL PLAYER



NORTH AMERICA

Order Entry 33.7 € million
Sales 25.4 € million
Employees 102

EMEA

Order Entry 38.1 € million
Sales 43.1 € million
Employees 469

ASIA

Order Entry 89.3 € million
Sales 109.0 € million
Employees 140



*Figures refer to the fiscal year 2016

Divisions

Photomask Equipment

Photomask Cleaning
Equipment

**FY
2016**

**Order Entry: 26.3 € million
Sales: 19.7 € million
EBIT: 1.8 € million**

Lithography

Laser
Processing
Equipment

Exposure
Systems

Coaters and
Developers

**Order Entry: 105.0 € million
Sales: 133.8 € million
EBIT: 13.2 € million**

Bonder

Wafer Bonding
Equipment

**Order Entry: 18.6 € million
Sales: 14.0 € million
EBIT: -1.7 € million**

SUSS MicroTec Group* FY 2016

**Order Entry: 161.1 € million
Sales: 177.6 € million
EBIT: 11.1 € million
EBIT margin: 6.3%**

* Including Others

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- + Strong order entry in Q1 2017 after a good Q4 2016
- + Market forecasts are optimistic for FY 2017
- + Successful product launch of the bond cluster XBS200
- + Strategic co-operation with Kanematsu in Japan

- + Order entry: € 46.0 million (+52.8% yoy)
- + Sales: € 23.0 million (-16.7% yoy)
- + EBIT: € -4.7 million (prev. year: € -2.0 million)
- + Net Cash: € 28.0 million (+4.1% yoy)
- + Market Cap April 2017: € ~200 million

Divisions

Photomask Equipment



Photomask Cleaning
Equipment

Lithography



Laser
Processing
Equipment

Exposure
Systems

Coaters and
Developers

Bonder



Wafer Bonding
Equipment

**Q1
2017**

**Order Entry: 2.6 € million
Sales: 3.9 € million
EBIT: 0.03 € million**

**Order Entry: 34.1 € million
Sales: 13.8 € million
EBIT: -3.5 € million**

**Order Entry: 6.0 € million
Sales: 2.6 € million
EBIT: -0.7 € million**

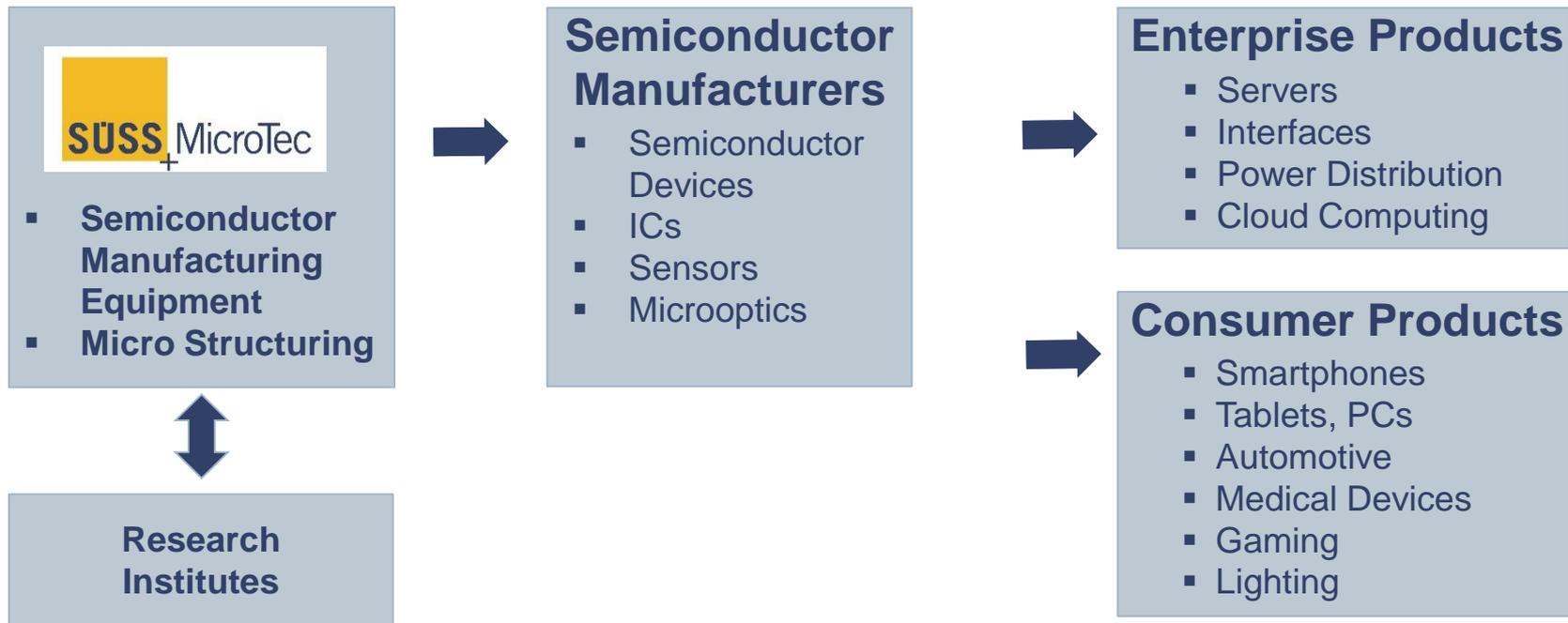
SUSS MicroTec Group* Q1 2017

**Order Entry: 46.0 € million
Sales: 23.0 € million
EBIT: -4.8 € million
EBIT margin: -20.9%**

* Including Others

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+ SUSS MicroTec:

- Key player in leading edge semiconductor manufacturing equipment
- Developer of highly innovative process solutions

- + Key components for electronic devices such as cell phones, PCs and tablet computers are produced with SUSS MicroTec's equipment

Connectivity & Data Processing

- + Connection through apps, social media, data streaming
- + Connectivity of devices, Internet of Things (IoT)
- + Permanent internet connectivity provided by smartphones and tablet PCs at affordable cost
- + Industry 4.0 connectivity of manufacturing units



Mobility & Automotive

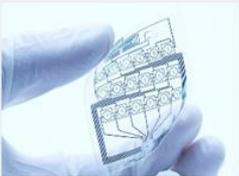
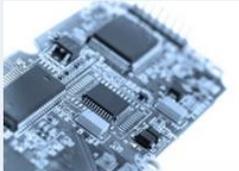
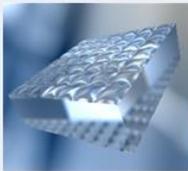
- + Autonomous, electric and plug in hybrid cars, E-Bikes, trains drive the need for power devices and high performance ICs at the same time
- + Growing electronic content and sensors (MEMS) for autonomous cars



Energy Efficiency

- + Environmental awareness and rising energy costs drive the demand for energy efficient devices
- + Energy efficiency in industrial production
- + Smart energy management in household applications
- + Green energy management systems



| Semiconductors | | | Sensors | Lighting | Micro Optics |
|--|--|--|---|---|--|
| <h3>Front End Lithography</h3> <ul style="list-style-type: none">▪ Photomask Cleaning   | <h3>Advanced Packaging</h3> <ul style="list-style-type: none">▪ Micro-Bumping▪ Fan-Out WLP▪ Cu Pillar   | <h3>Chipset Integration</h3> <ul style="list-style-type: none">▪ 3D (TSV) Stacking▪ 2.5D Integration   | <h3>MEMS</h3> <ul style="list-style-type: none">▪ Internet of Things▪ Automotive▪ Mobile Devices▪ Industry 4.0▪ Biomedical   | <h3>LED</h3> <ul style="list-style-type: none">▪ General Lighting▪ HB and UHB   | <h3>Advanced Optics</h3> <ul style="list-style-type: none">▪ Wafer Level Optics▪ Fiber Optics▪ Laser and Lithography Beam Shaping Optics   <p>Micro Optical Components</p> <p>Micro lens arrays Diffractive optical elements</p> |

Frontend

Mid- and Backend

Photomask Equipment

Photomask Cleaning Equipment



MaskTrackPro

Lithography

Laser Processing Equipment



ELP300

Exposure Systems



Mask Aligner
MA200/300 Gen2



Projection Scanner
DSC300 Gen2

Coaters and Developers



ACS300 Gen3

Bonder

Wafer Bonding Equipment



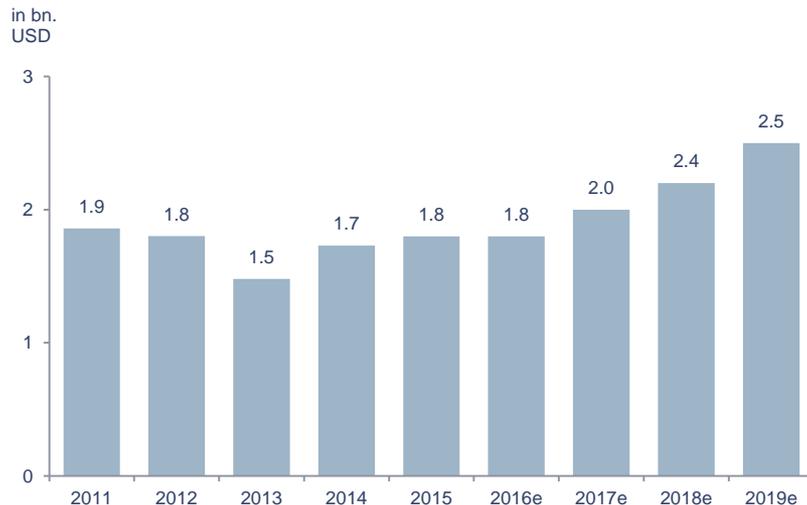
XBS200



XB8



Wafer-level packaging (WLP) and assembly equipment



Source: Gartner, January 2017

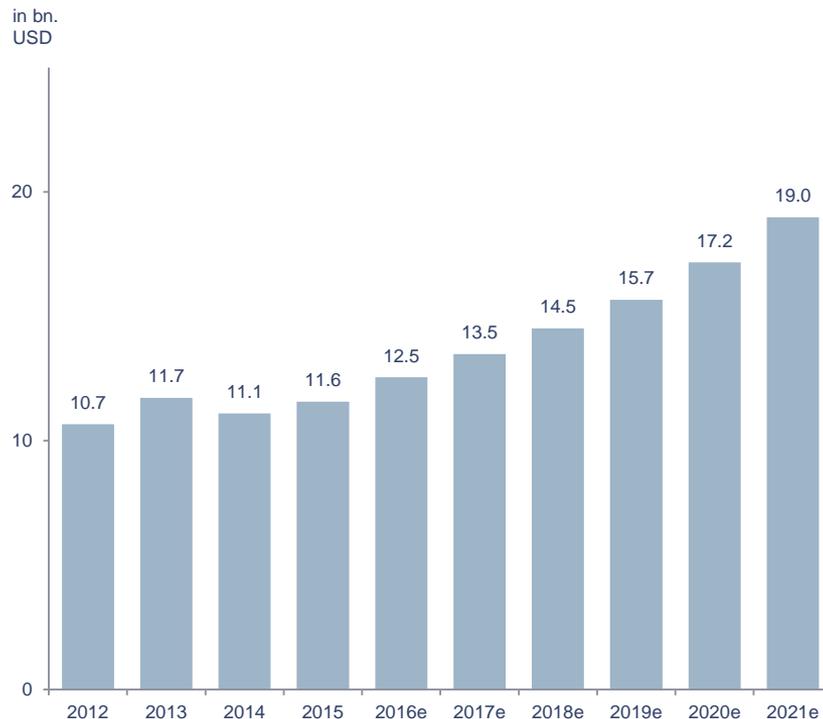
- + **Attractive growth opportunities within wafer-level packaging:**
 - Fan-out WLP
 - Copper pillar
 - Bumping
- + **Grow market share for core products in advanced packaging: coater/developer, UV-projection scanner and mask aligner**
- + **Timing of new FOWLP production line investments appears to be pushing out**
- + **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**

Portable electronic products are driving component packaging towards new packaging technologies for integrating multiple functions (for instance memory and application processors)

FOWLP enables:

- + Smaller form factors**
- + Split die package or multi-die package/SiP**
- + Increased I/O density (Fine line and space (L/S))**
- + Die fabrication from different technology nodes can be assembled in a single package**
- + Excellent electrical and thermal as well as high temperature warpage performance**

MEMS market



Source: Yole 2016

- + Internet of Things (IoT)
- + Smartphones and tablets
- + Automotive applications
- + Health/biomedical applications
- + Grow market share for core products for MEMS: coater/developer, mask aligner, substrate bonder
- + Market re-entry permanent bonder with new differentiated product

2D Packaging

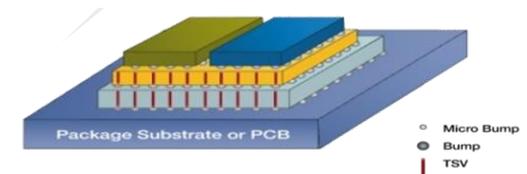
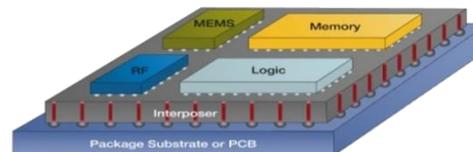
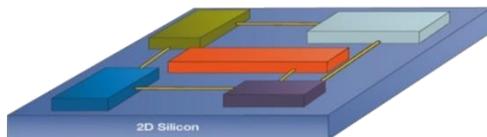
- Increased performance and complexity of ICs by shrinking transistor geometry according to Moore's Law
- New technologies like EUV and multiple patterning drive further scaling
- Technical challenges and limitations make it increasingly more difficult and expensive to reduce the feature size

2.5D Packaging

- Combining of several devices on an interposer addresses the limitations of traditional shrinking while enhancing performance
- Increased packaging density
- Reduced footprint
- Packaging becomes enabler and addresses performance slow down of Moore's Law

3D Integration (TSV)

- Stacking of several devices horizontally enables high performance at a low footprint
- TSV and bonded thin Si technology becomes key enabler for scaling
- 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 2.5D / 3D integration ("*More than Moore*")

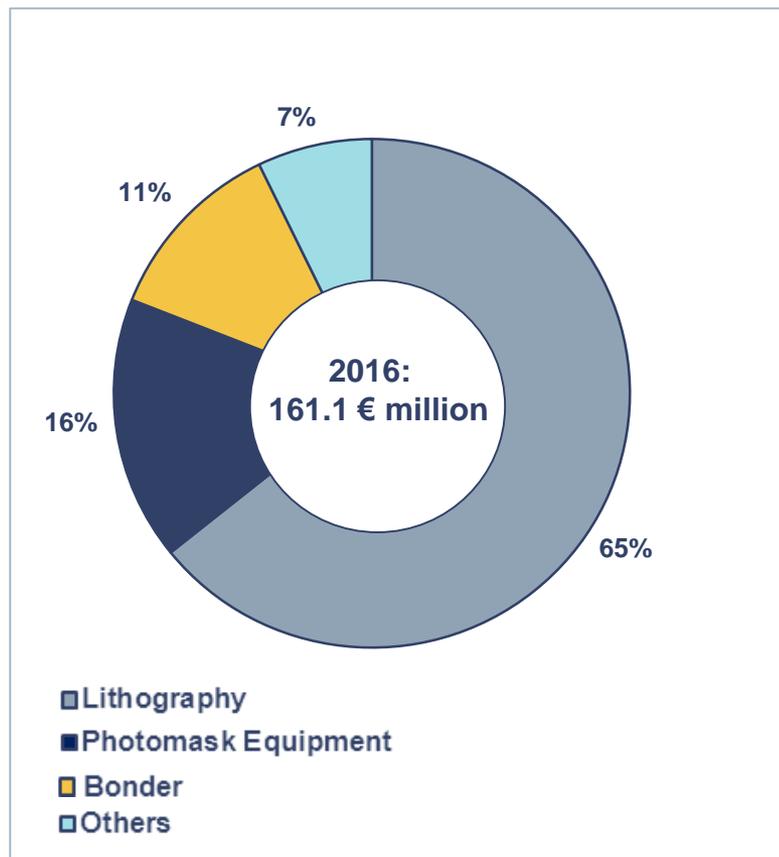
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KEY FINANCIALS Q1 2017 AND FULL YEAR 2016

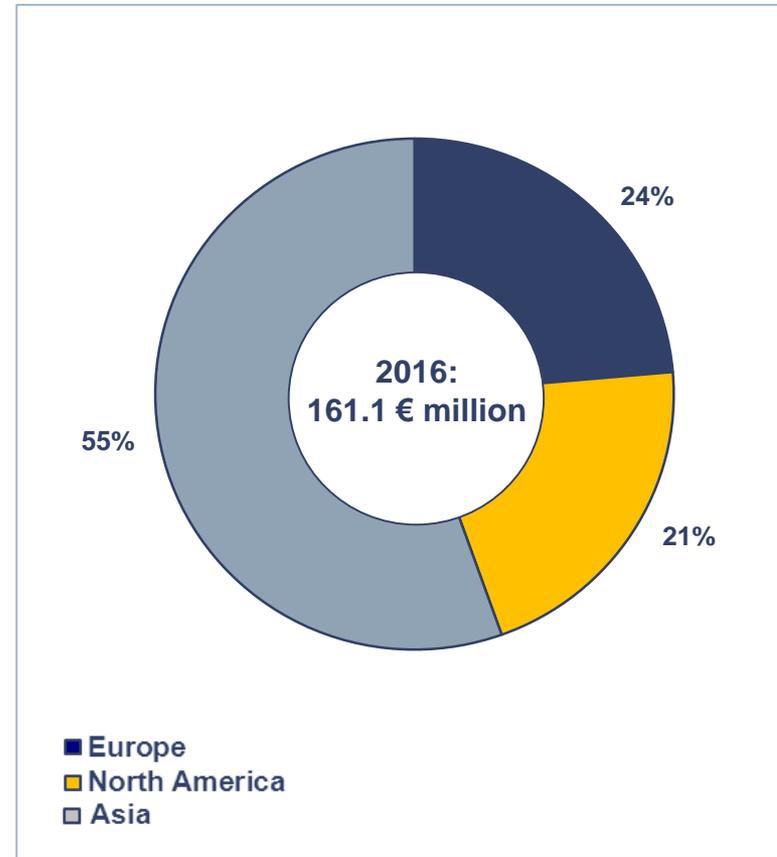
| in € million | Q1 2017 | Q1 2016 | in % | 2016 | 2015 | in % |
|----------------------------|---------|---------|----------|-------|-------|--------|
| Order Intake | 46.0 | 30.1 | +52.8% | 161.1 | 188.6 | -14.6% |
| Order Backlog 03/31 | 124.5 | 118.8 | +4.8% | 101.5 | 117.6 | -13.7% |
| Revenue | 23.0 | 27.6 | -16.7% | 177.6 | 148.5 | 19.6% |
| EBIT | -4.8 | -2.0 | -- | 11.1 | 5.0 | >100% |
| <i>EBIT in % of Sales</i> | -20.9% | -7.2% | -13.6%pt | 6.3% | 3.4% | 2.9%pt |
| Earnings after tax | -4.6 | -2.5 | -- | 5.0 | 0.2 | >100% |
| EPS in € | -0.24 | -0.13 | -- | 0.26 | 0.01 | >100% |
| Free Cash Flow* | -3.3 | -12.9 | -- | -9.1 | 1.3 | -- |
| Net Cash | 28.0 | 26.9 | +4.1% | 31.1 | 40.0 | -22.3% |
| Employees 03/31 | 710 | 708 | +0.3% | 711 | 698 | 1.9% |

* before consideration of purchased interest-bearing securities

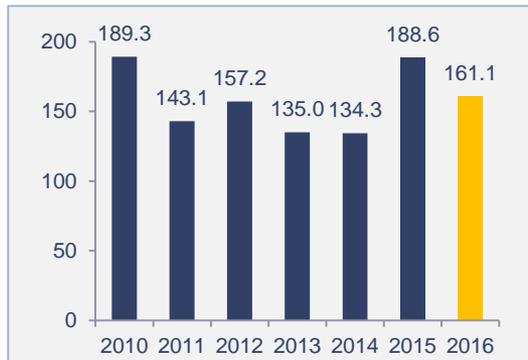
Order Entry by Segment



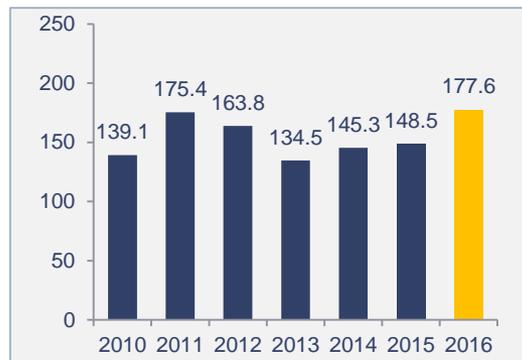
Order Entry by Region



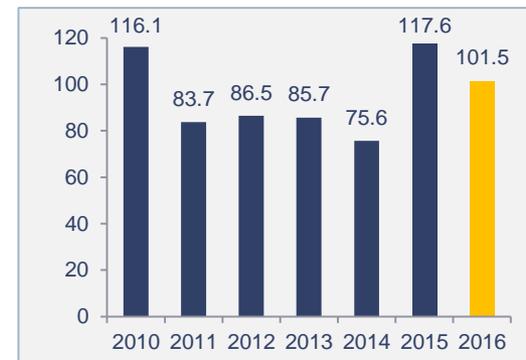
Order Entry in € million



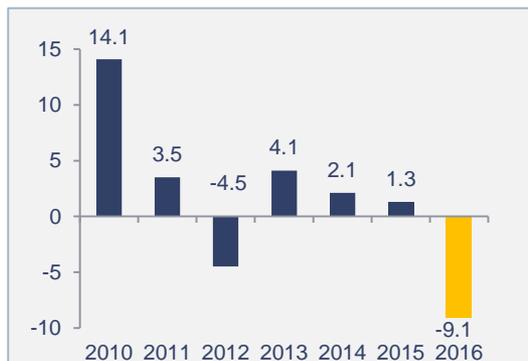
Sales in € million



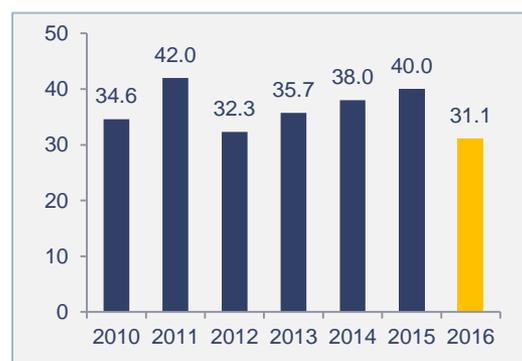
Order Backlog in € million



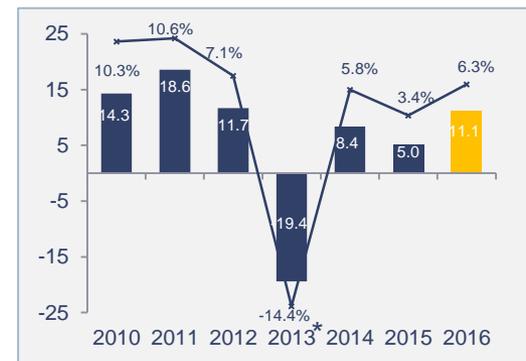
Free Cash Flow in € million



Net Cash in € million

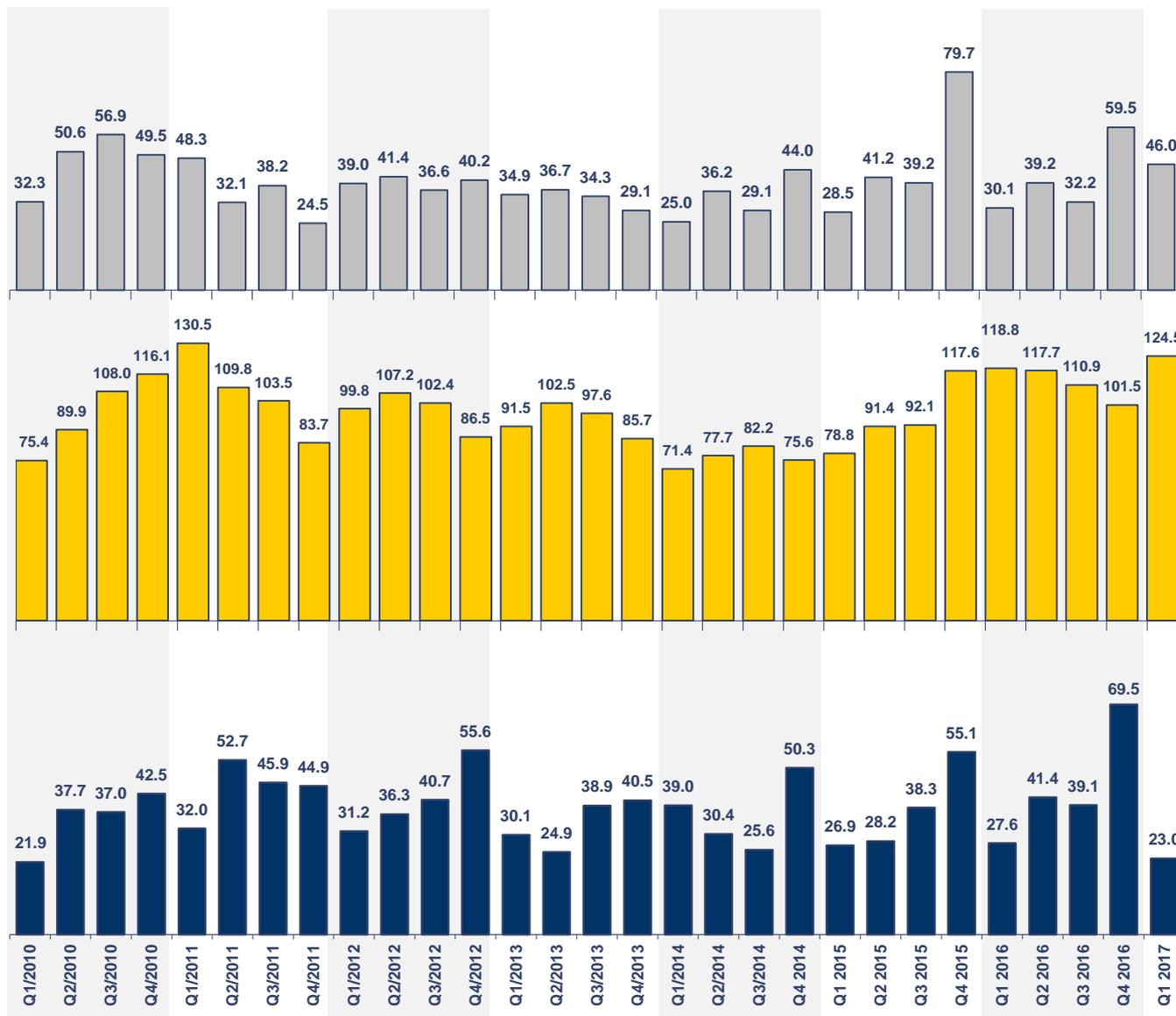


EBIT in € million



* Including a -13.2 € million one-off effect from restructuring of the product line permanent bonding (-0,69 € per share)

LONG TERM BUSINESS DEVELOPMENT BY QUARTER

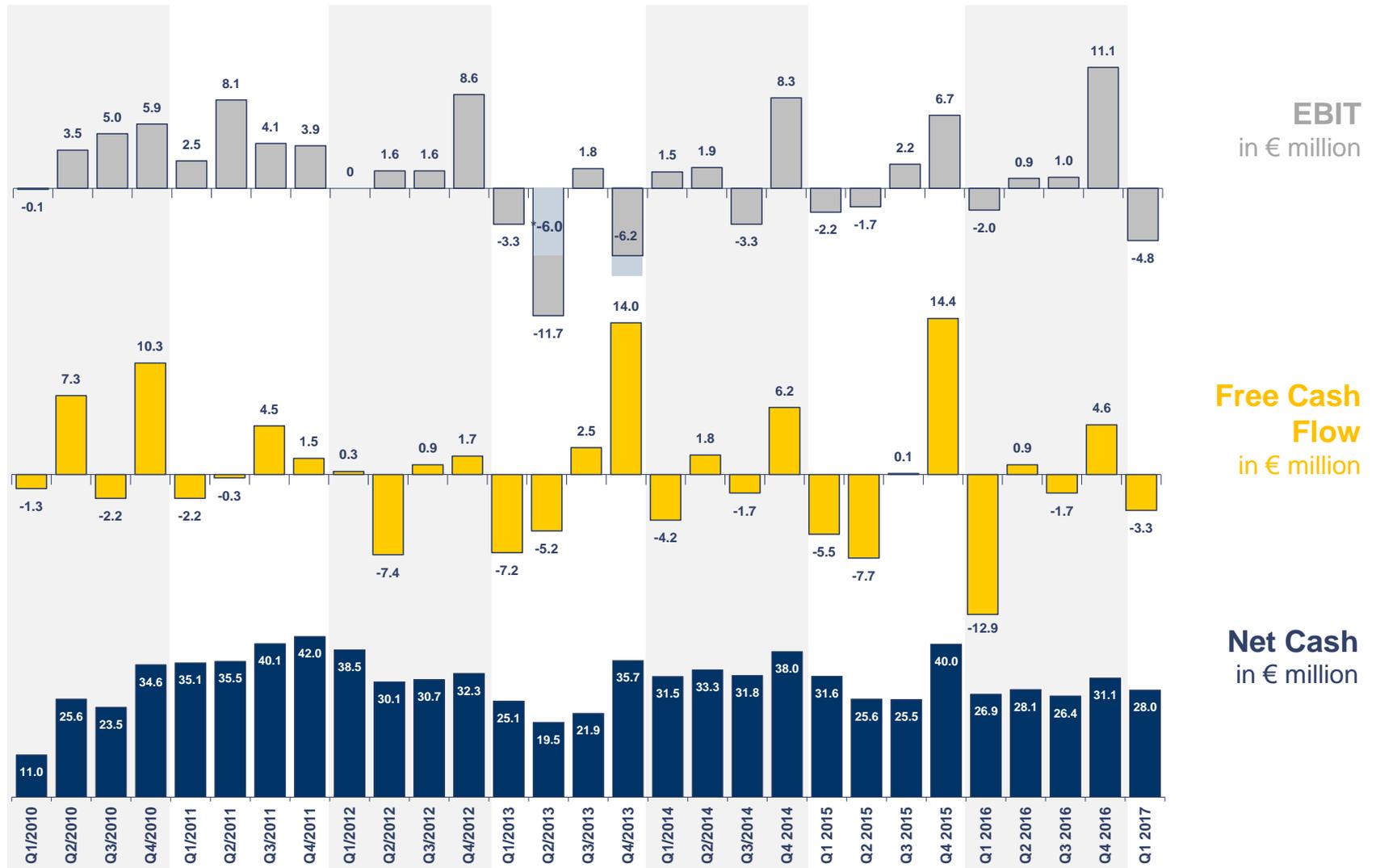


Order Entry
in € million

Order Backlog
in € million

Sales
in € million

EBIT, FREE CASH FLOW AND NET CASH DEVELOPMENT



* one-off effect from restructuring the product line permanent bonding

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Short-term

- + Grow market share for core products in all market segments
- + Traction for new advanced lithography products from SUSS MicroTec Photonic Systems
- + Stabilize Company at positive EBIT and cash generation, continue revenue growth:
 - Gross margin 30-35% ✓

Mid-term

- + Focused product portfolio
- + Positive EBIT from Bonder Division and Photonic Systems
- + Successful new adjacent market entries (leverage existing technologies to grow SAM)
- + Continue revenue growth at positive EBIT and cash generation:
 - Sales of >200M
 - Gross margin >35% ✓ (excluding Photonic Systems)
 - EBIT margin >5% ✓

Long-term

- + Continue revenue growth at positive EBIT and cash generation:
 - Sales of >200M
 - Gross margin >35%
 - EBIT margin 10%

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
- + Wafel-level-packaging and assembly equipment market is expected to grow by 10.7% in 2017 after 3.9% in 2016 (Gartner)
- + Yole expectes 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



Thank you!

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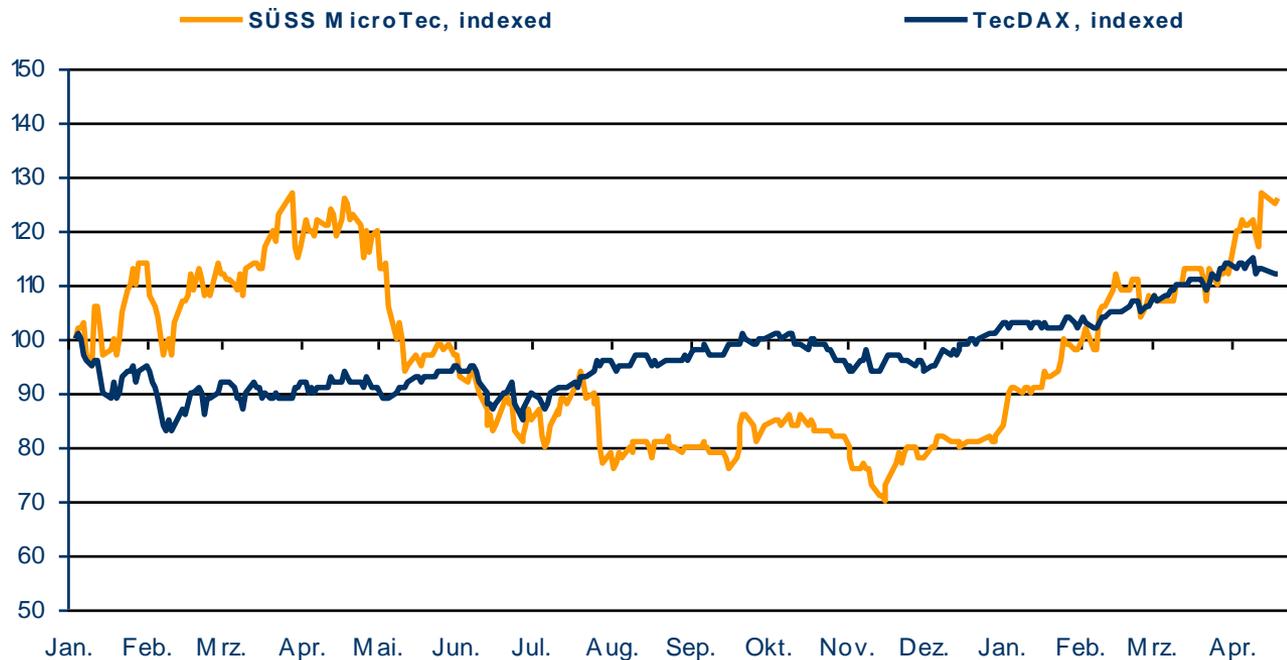
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Financial Calendar 2017

| | |
|-------------------------------------|--------|
| Annual Report 2016 | 30 Mar |
| Quarterly Report 2017 | 4 May |
| Annual General Meeting 2017, Munich | 31 May |
| Interim Report 2017 | 10 Aug |
| Nine-month Report 2017 | 9 Nov |

SHARE PRICE DEVELOPMENT AND MAJOR HOLDERS

(Price of the SUSS MicroTec Share at January 2, 2016: 4.88 €)

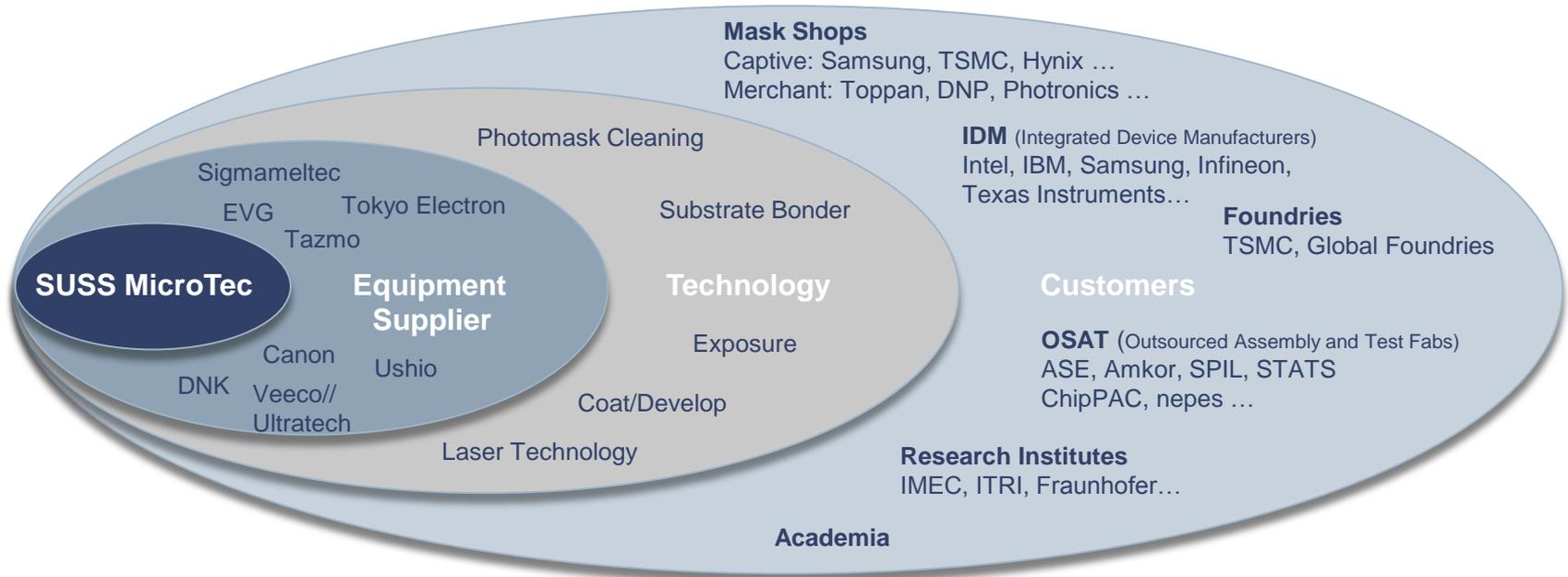


Major Shareholders:

| | |
|-------------|------|
| Sycomore | 5.2% |
| Henderson | 5.1% |
| Universal | 5.1% |
| Lupus Alpha | 3.2% |
| Dimensional | 3.0% |

Average daily trading volume January 2016 – April 2017: ~ 160.000

MAIN COMPETITORS AND PEER GROUP



Peer Group

| | |
|-----------------------------|--|
| BE Semiconductor: | equipment for leadframe, substrate and WLP applications (die attach, wire-bonding, plating), target markets include electronics, computer, automotive, industrial, LED and solar energy |
| Veeco/Ultratech: | steppers for the semiconductor market, advanced packaging, nanotechnology, laser processing (LSA) |
| Kulicke & Soffa: | design and manufacture of equipment for semiconductor, LED and electronic assembly (wire-bonding, advanced packaging) |
| Rudolph Tech: | equipment and software solutions for macro defect inspection, probe card test and analysis, thin film metrology, advanced packaging lithography systems (steppers) |
| EV Group: | equipment for wafer-bonding, lithography/nanoimprint lithography (NIL), metrology, photoresist coating, cleaning and inspection for the target markets: advanced packaging, compound semiconductor and silicon-based power devices, MEMS, nanotechnology and SOI |