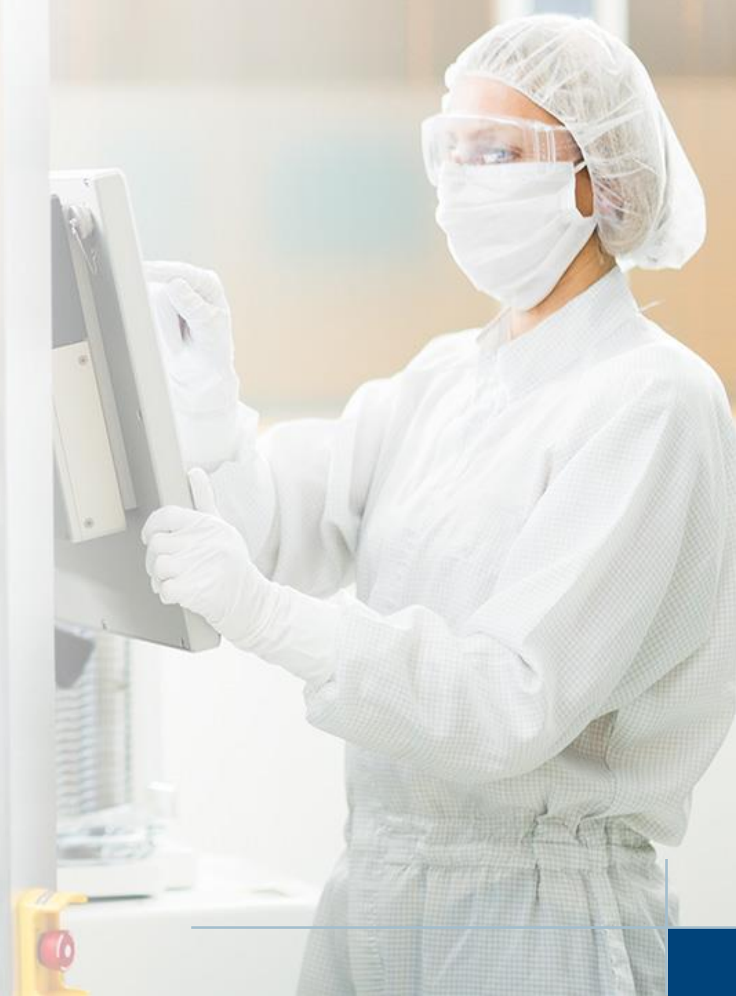
SUSS MICROTEC – FULL YEAR RESULTS 2018

MARCH 27, 2019



HIGHLIGHTS FINANCIAL YEAR 2018

- Announcement of growth strategy: SUSS 2025
- Strong order entry for high-end photomask equipment
- 3D-integration is accelerating and turned bonder business into profitability
- Delivery of UV-scanner evaluation tool to leading Asian semiconductor manufacturer

- Order Entry FY 2018: € 191.0 million (thereof € 65 million in Q4 2018)
- Sales FY 2018: € 203.9 million
- EBIT FY 2018: € 10.9 million (5.3% EBIT-margin)

STATUS UPDATE SUSS 2025

- **UV-projection scanners:**
  - Delivery of evaluation tool to Asian customer in November 2018
  - One year evaluation period is currently running
  - Additional evaluation order from one Asian customer
  - Some more tool orders from other customers are expected in 2019
- **Temporary bonding systems:**
  - Delivery of several tools to Asian customers is in progress
  - New orders from lead customer and other customers expected for 2019
- **SUSS MicroOptics:**
  - Automotive qualification achieved in 2018
  - 2nd clean room facility in Switzerland is being built and will be ready end of 2019 (this facility will also host the Imprint Excellence Center)
  - Considerable sales growth and margin improvement compared to 2018
- **Increased R&D spending for all segments**
- **CapEx will go up by a mid-single digit amount compared to 2018:**
  - New clean room facility Switzerland
  - Upgrade clean room facilities Sternenfels
  - Establishment of production site in Taiwan
  - Financial flexibility will be secured via credit facility

KEY GROUP FIGURES FY 2018 VS FY 2017 (OLD AND IFRS 15 ACCOUNTING SYSTEM)

in € million	IFRS 15 FY 2018	IFRS 15 FY 2017	IFRS 15 *delta 2017/2018*	old accounting system FY 2018	old accounting system FY 2017	old accounting system *delta 2017/2018*
Revenue	**203.9**	**179.9**	***13.1%***	**213.9**	**166.5**	***28.5%***
EBIT*	**10.9**	**18.2**	***-40.1%***	**15.6**	**13.9**	***12.2%***
EBIT in % of Sales	*5.3%*	10.1%	*-4.8pts*	*7.3%*	8.3%	*-1pts*
Earnings after tax	**4.8**	**10.0**	***-52.0%***	**8.2**	**6.7**	***22.4%***
EPS in €	**0.25**	**0.52**	***-51.9%***	**0.43**	**0.35**	***22.9%***

*one-off effect 2017: license income of € +2.0 million; one-off effect 2018: severance payment of appr. € -700 thous.

BUSINESS DEVELOPMENT IN FY 2018

SÜSS MicroTec

Photomask Equipment

Order Entry: 45.6 €m
Sales: 33.8 € million
EBIT: 4.7 € million
EBIT-Margin: 14.0%

Good order momentum will continue in 2019

Lithography

Order Entry: 111.0 €m
Sales: 119.5 € million
EBIT: 6.3 € million
EBIT-Margin: 5.3%

Scanner business still loss making (appr. € 9 million)

SUSS MicroOptics (Segment Others)

Order Entry: 14.3 €m
Sales: 13.7 € million
EBIT: 0.6 € million
EBIT-Margin: 4.4%

Return to better margins in 2019

Bonder

Order Entry: 20.1 €m
Sales: 36.9 € million
EBIT: 4.8 € million
EBIT-Margin: 13.1%

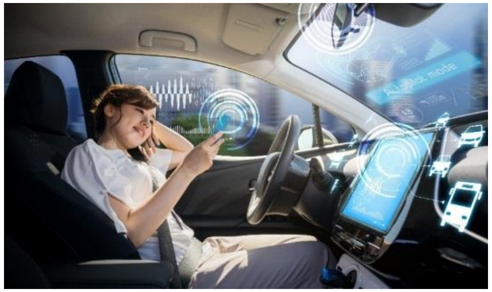
Delivery of temporary bond systems to Asian customers continues

Further orders expected in 2019

Positive outlook for this division

SÜSS MicroTec

MARKET OUTLOOK



- The semiconductor industry is amidst of a big transition and it is entering a disruptive phase where mobile and other merging mega-drivers, such as big data, 5G, high performance computing (HPC), the internet of things (IoT) as well as smart automotive and smart factory will significantly impact business dynamics an create a tremendous opportunity across the semiconductor supply chain (Yole Sep. 2018)
- Semiconductor market + 13,4% in 2018 to a volume of USD 477 bn and + 2.5% in 2019 (Gartner, January 2019)
- Global Fab equipment spending +9,7% in 2018 to a volume of USD 62.1 bn and -4.0% in 2019 (Semi, December 2018)
- More than Moore (MtM) equipment (lithography tools and bonders) to grow by 10% annually (CAGR 2017 – 2023) to an equipment market volume of appr. USD 750 million (Yole, Oct. 2018)
- 3D TSV and Fan-out markets are expected to grow by a CAGR of 29% and 15% respectively from 2017 – 2023 (Yole, Sep. 2018)

OUTLOOK 2019

- **Fiscal year 2019:** **Sales of € 200 million to € 215 million**
  EBIT-margin ~ 6.5% - 8.0%
- **Q1 2019 + Q2 2019:** **Order entry of € 80 million to € 90 million**

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