


SÜSS MicroTec SE INVESTOR PRESENTATION

November 2019



DISCLAIMER

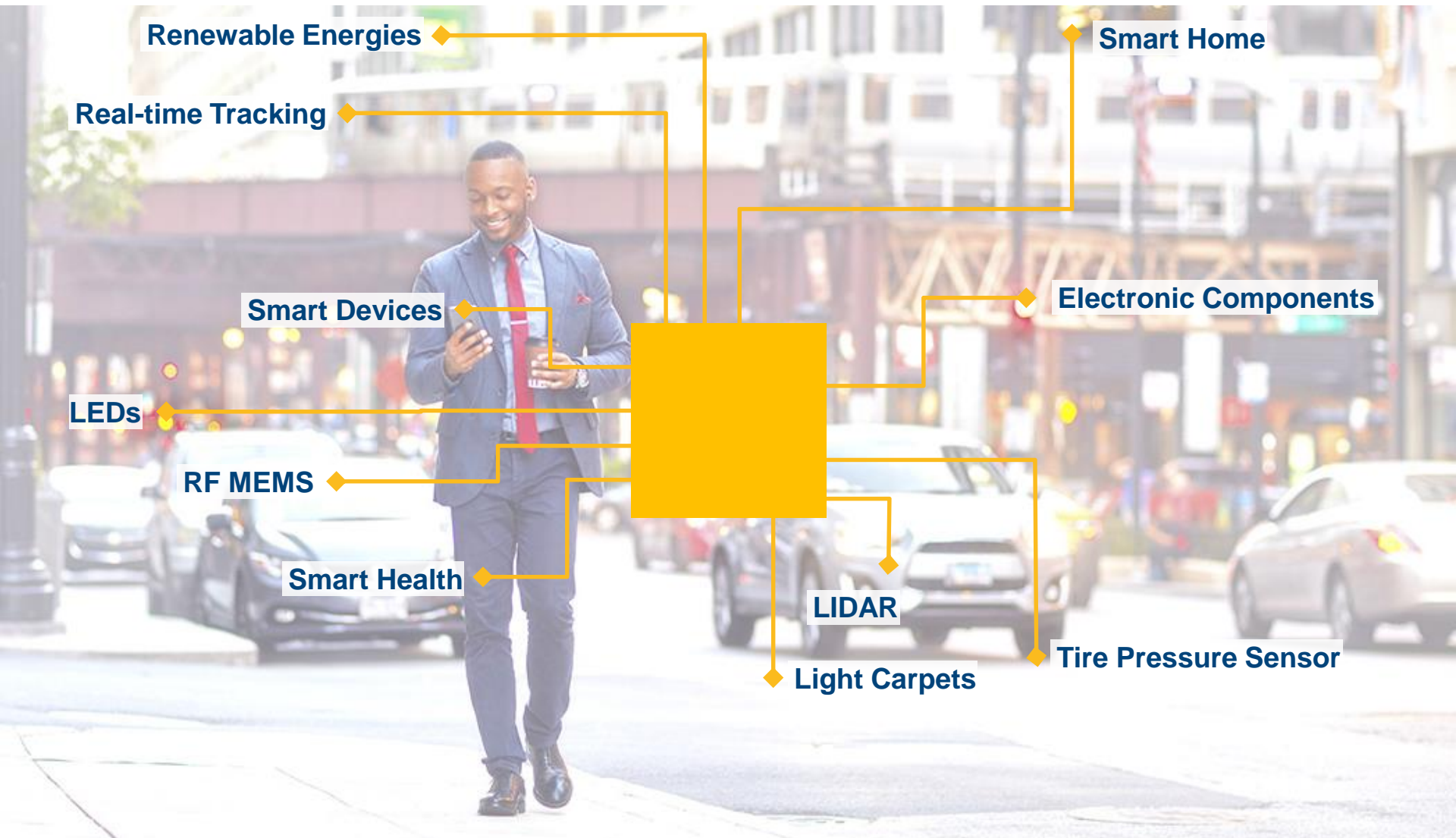
This presentation contains forward-looking statements relating to the business, financial performance and earnings of SÜSS MicroTec SE and its subsidiaries and associates. Forward-looking statements are based on current plans, estimates, projections and expectations and are therefore subject to risks and uncertainties, most of which are difficult to estimate and which in general are beyond the control of SÜSS MicroTec SE. 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. SÜSS MicroTec SE does not intend or accept any obligation to publish updates of these forward-looking statements.

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- A photograph of three scientists in a laboratory setting. They are wearing white lab coats, hairnets, and safety glasses. One scientist is pointing at a monitor displaying a microscopic image. Another scientist is looking at the monitor, and a third is looking at a tablet. The background is a warm, yellowish-orange color.
- I. **Overview**
 - II. SUSS 2025 Strategy
 - III. Results of H1 2019

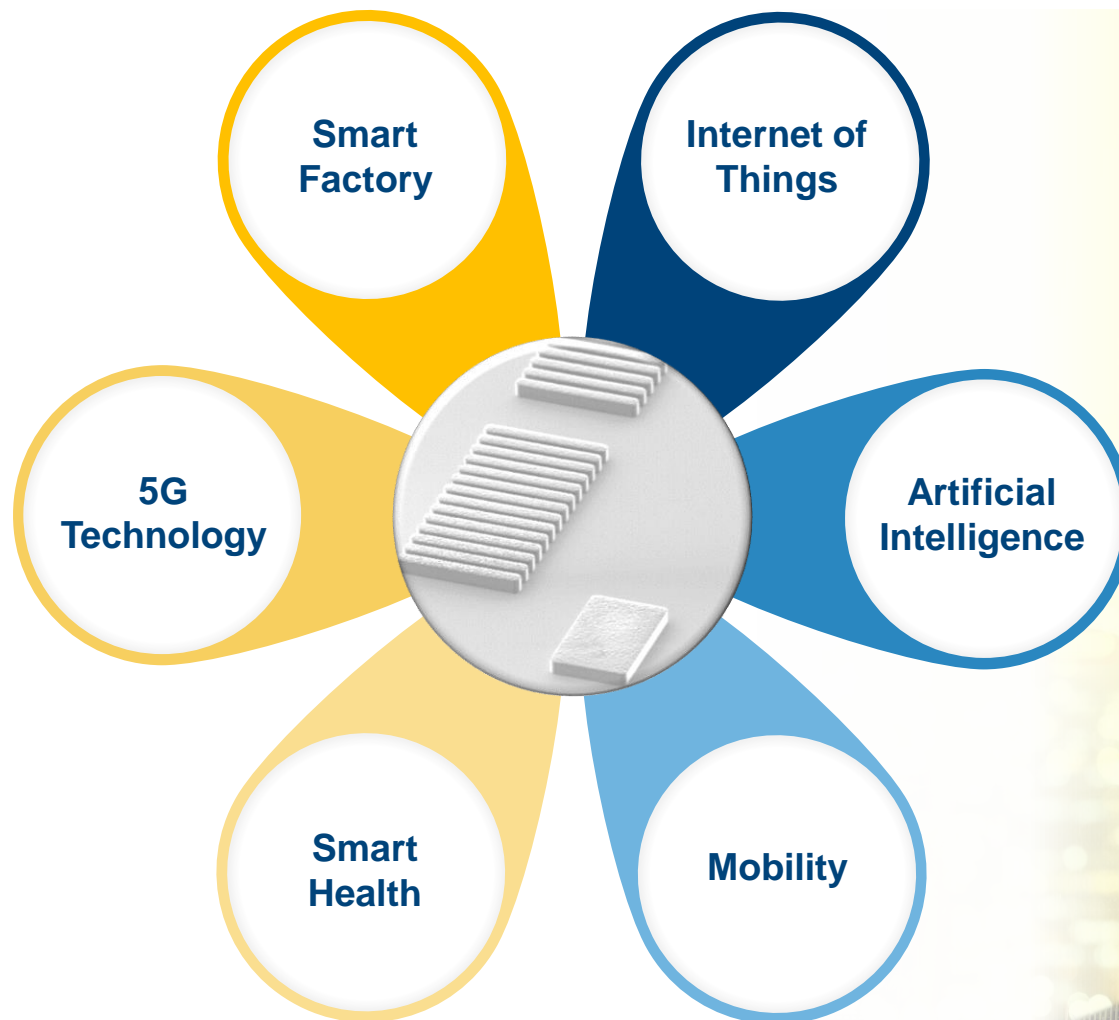
SUSS MICROTEC IS EVERYWHERE



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MEGATRENDS DRIVE FUTURE TECHNOLOGY



SEVEN MEGA-TRENDS TO BOOST THE SEMICONDUCTOR INDUSTRY

2021

\$420B

Bandwidth
x100
Latency
/100
Compared to 4G

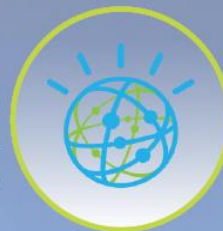


5G

2021

\$12B

Hardware Market
value



AI/ML

2021

\$1,630B

100M vehicles (incl. 25%
Level 2 and more)



Smart Automotive

Yole Développement, May 2018

2021

\$500B

Market value
2.5B
Units sold
per year



Mobile

2021

\$8.5B

35M units
(included
VR/AR/MR
untethered and
tethered
headsets)



AR/VR

2021

\$20B

(microphone +
audio IC +
microspeaker)



Voice Processing

2021

\$ 80B

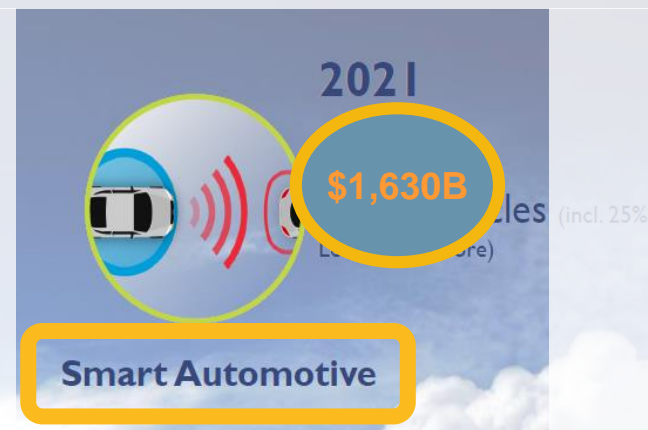
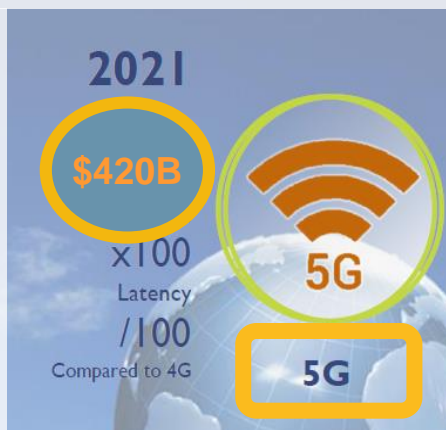
Hardware
value



Hyperscale Data Centers

THE MOST IMPORTANT GROWTH DRIVERS

SEVEN MEGA-TRENDS TO BOOST THE SEMICONDUCTOR INDUSTRY

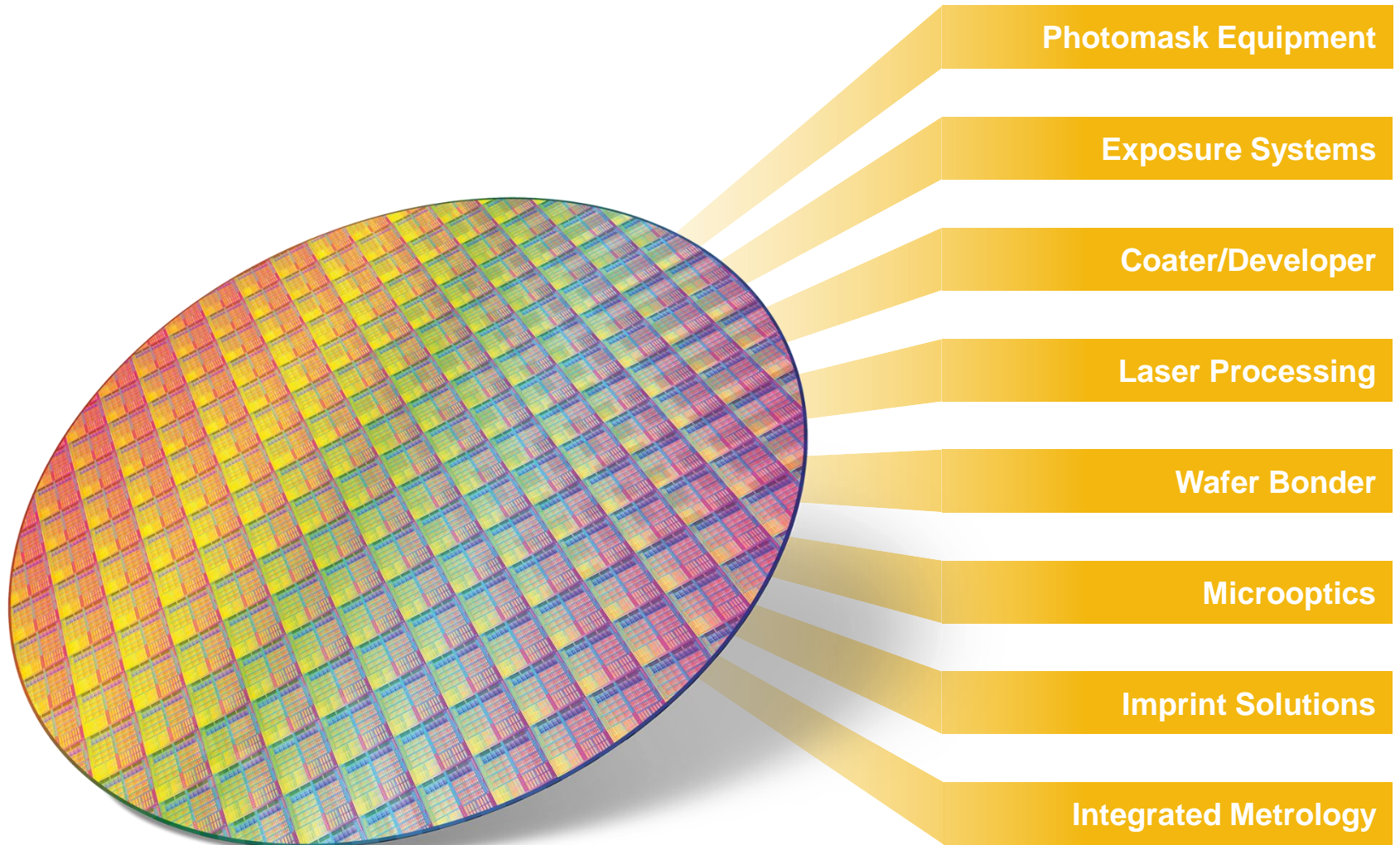


Yole Développement, May 2018

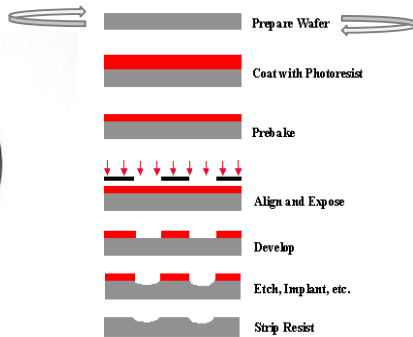


Bonding & Lithography Equipment Market for More than Moore Devices | www.yole.fr | ©2018

PRODUCT PORTFOLIO: WAFER-LEVEL PROCESSING



Front End Wafer Fab



Wafer level Packaging Die packaging

RDL, Wafer bumping, etc. Dicing, Molding, etc.

SUSS field of activity

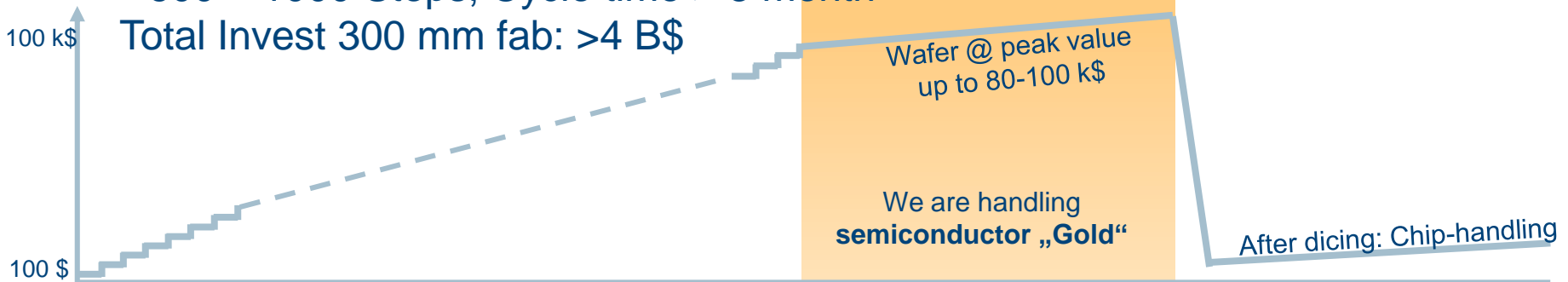
Supporting key processes:

Coating
Litho
Bonding
Cleaning
etc.


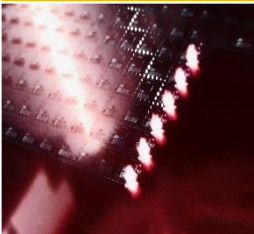

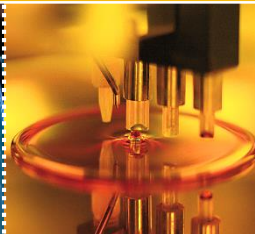

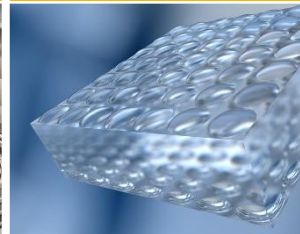


600 – 1000 Steps, Cycle time > 3 month

Total Invest 300 mm fab: >4 B\$



PRODUCTS AND SEGMENTS

Segments	Photomask	Lithography			Bonder	Microoptics
						
Products	Photomask Equipment	Laser Equipment	Exposure Systems	Coater/ Developer	Bonding Systems	Micro optical Components
Process Steps	Photomask Cleaning	Laser Processing (Stepper)	Proximity Exposure (Mask Aligner) Imprinting Metrology UV Projection (Scanner)	Coating Developing Metrology	Bond Alignment Permanent Bonding Temporary Bonding Debonding Metrology	
	Frontend	Mid- and Backend				

PRODUCTION SITES

**Corona
(California)**



**Neuchatel
(Switzerland)**



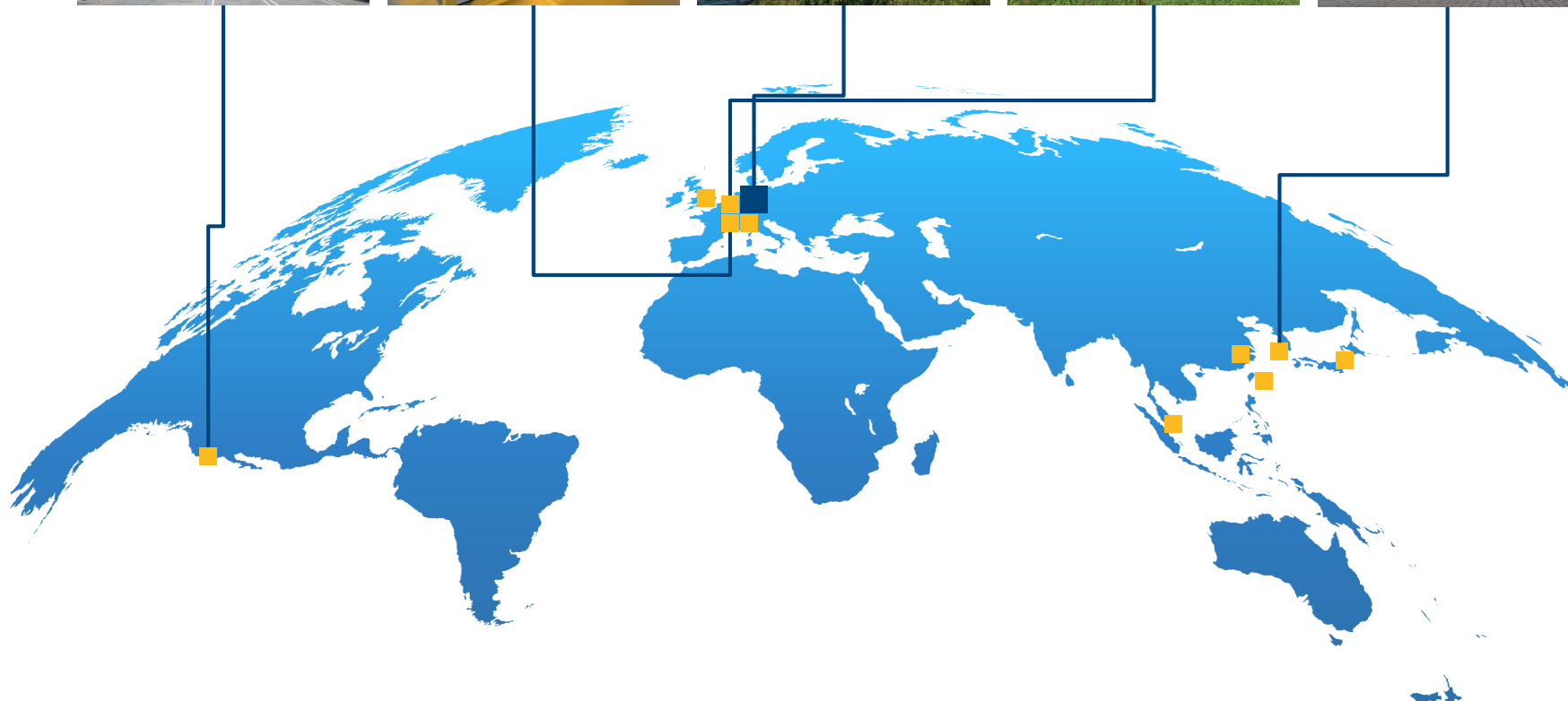
**Garching
(SÜSS MicroTec HQ)**



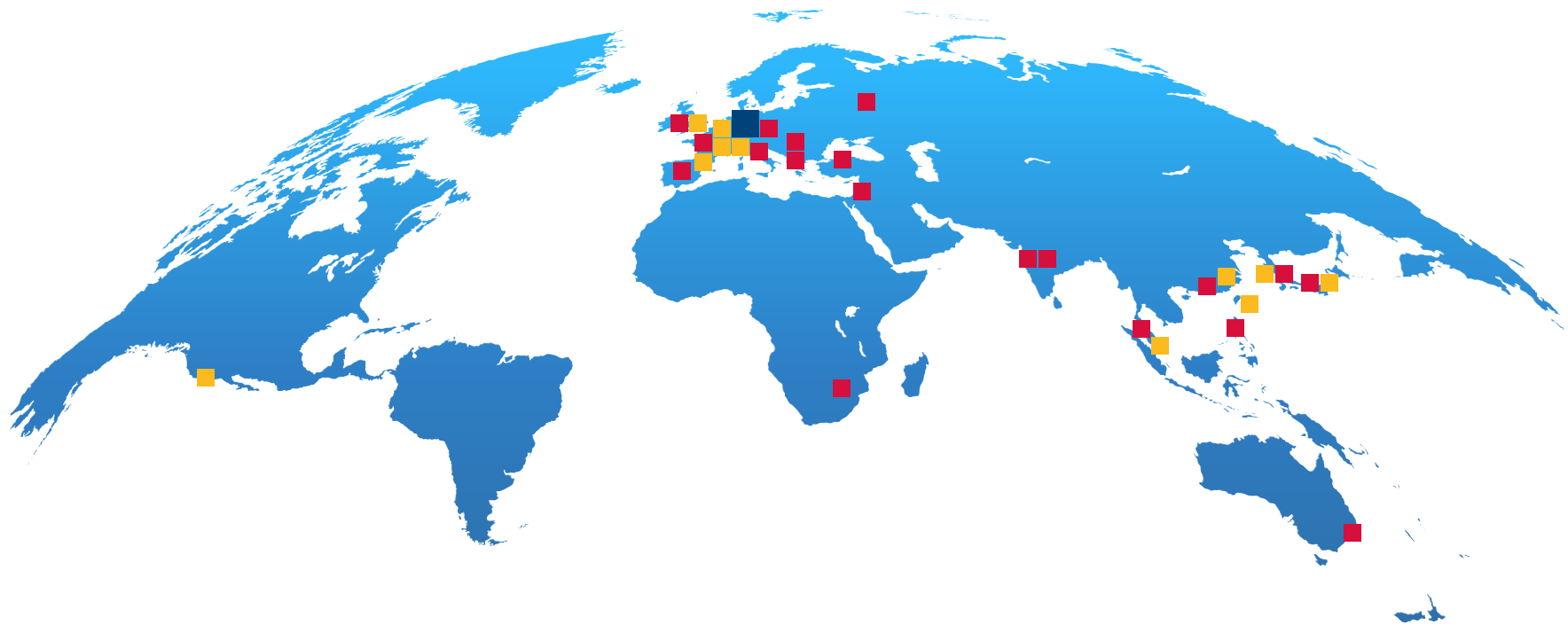
**Sternenfels
(Germany)**



**Hsinchu
(Taiwan)**



5 Development & Production Sites
26 Sales & Service Locations | ~1000 Employees



NORTH AMERICA

■ USA

EUROPE

■ (HQ) Germany
■ United Kingdom
■ France
■ Switzerland

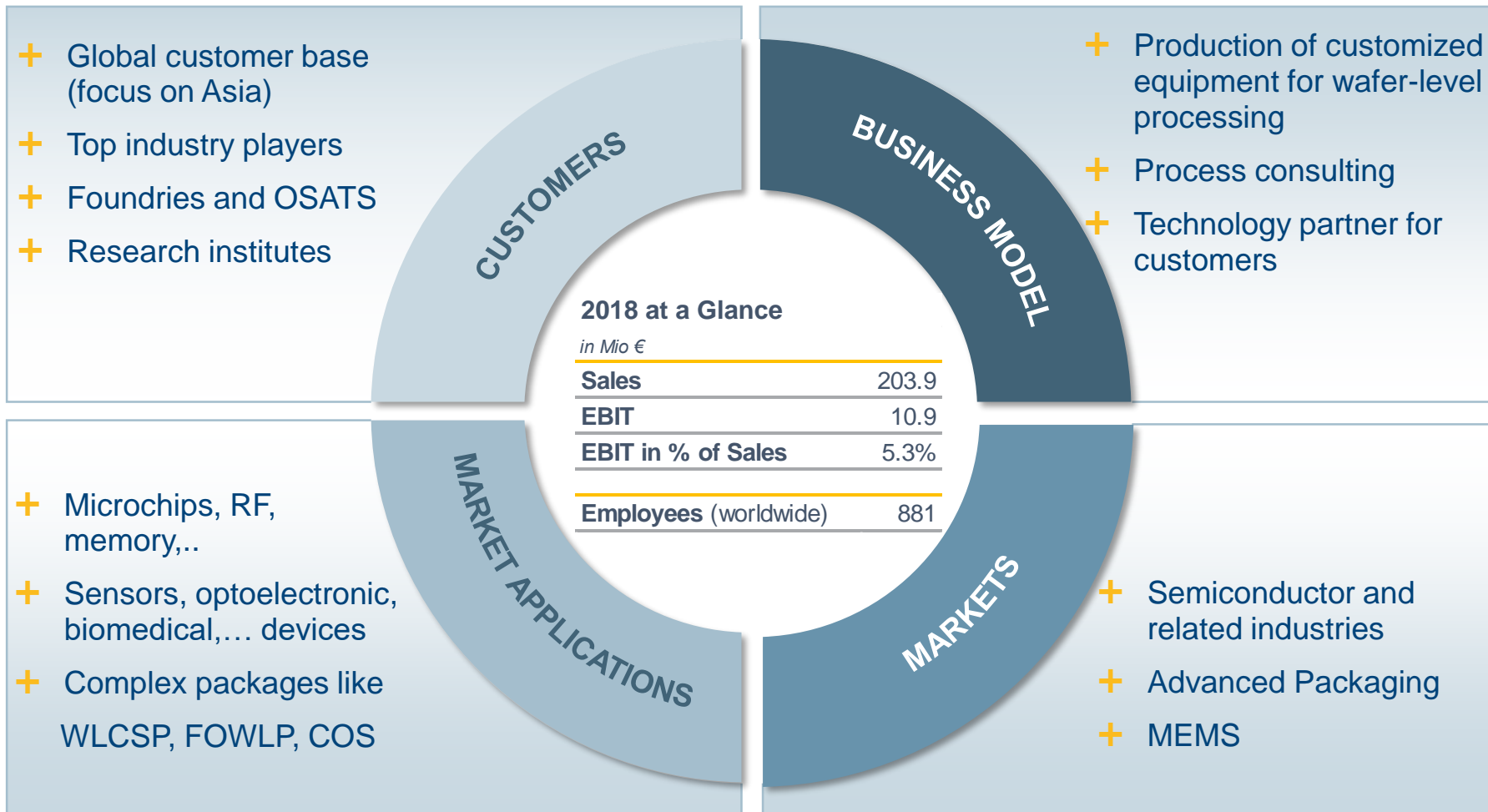
ASIA


■ Japan
■ Korea
■ China
■ Taiwan
■ Singapore

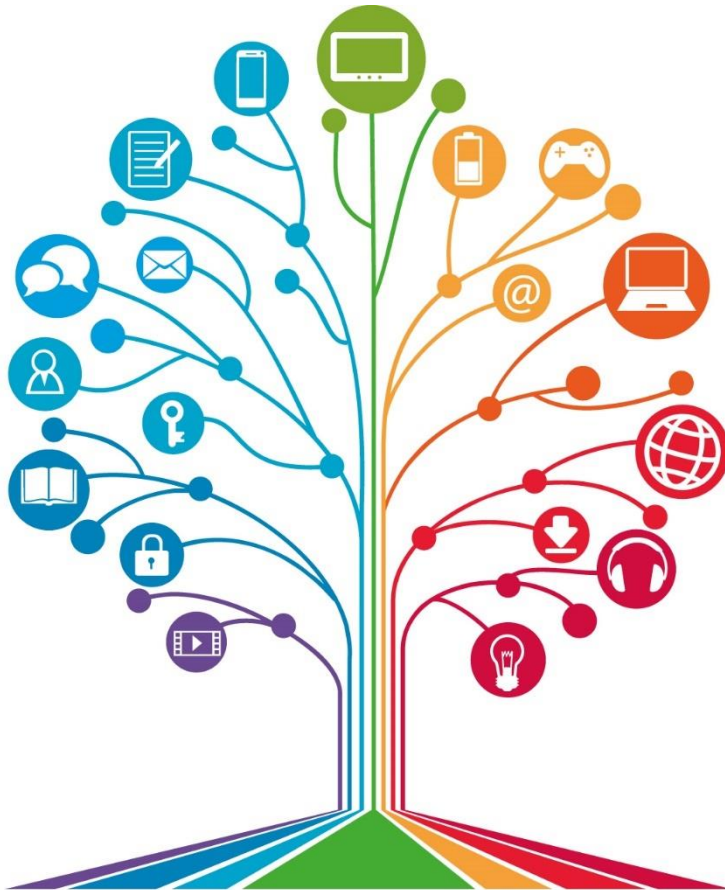
■ (HQ) Germany

■ SUSS sites

■ WW distributors



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- I. Overview
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MARKET CONDITIONS

- + Megatrends are driving our business, great market outlook
- + Semiconductor industry is highly innovative and very demanding
 - Mobile phones, PLC 1-2 years
 - Increased data volume every year
 - Autonomous driving car: 1 TB / day
- + Customers expect strong support in increasingly complex processes
 - Challenge but also an opportunity

SUSS 2025 STRATEGY: INCREASE IN SALES

Sales in € million



Growth in the coming years through market growth, new products and market share gains

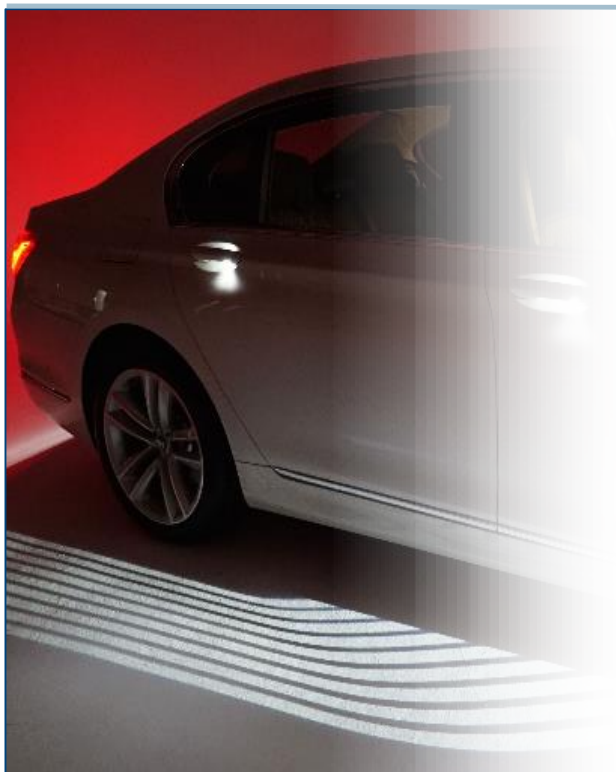
STRATEGIC TARGETS



- + Top-line growth**
 - Attractive products for maximum productivity and best in class yield
 - Additional features to increase attractiveness
- + Improved operations and profitability**
 - Focus on quality and delivery times
 - Reduce costs, Increase cash flow
- + Exceed customer expectations**
 - Strong support
 - Close proximity

Goal 2025: € 400 million with > 15% EBIT

NEW OFFERINGS TO START THE GROWTH IN 2019 AND BEYOND



- + **SUSS MicroOptics** penetrates new market (automotive)
- + **SUSS Photomask Equipment** market leader for EUVL mask processing
- + Highly competitive **scanner technology** evaluated by customer
- + Training and development of staff

..... AND MORE TO COME

INCREASING PRODUCTIVITY



- + **Operational Excellence Program** started in autumn 2018
- + Strong focus on net working capital management (inventory) to **improve net liquidity**
 - **Globalization of strategic purchasing**
 - **Re-organization of production processes** for more transparency and flexibility

REACHING OUT TO OUR CUSTOMERS



- + Hsin-Chu, TW:
Production, demo and application center for Asian customers (Q2, 2020)
- + Orlando (FL, USA):
Demo and application center for NA customers (Q1, 2020)
- + Neuchatel, CH:
Center for imprinting applications (Q2 2020)
- + Garching, DE:
New **training center** (done)
- + Sternenfels, DE:
New **application and training center** (done)

SUSS STRATEGY: ANALYST ESTIMATES FOR MARKETS




- + “Worldwide semiconductor revenue is forecast to total \$429 billion, a **decline of 9.6%** from \$457 billion in 2018.” (Gartner, July 2019)
- + “Global sales of semiconductor manufacturing equipment by original equipment manufacturers are projected to **drop 18.4% to \$52.7 billion in 2019** from last year’s historic high of \$64.5 billion,... growth in equipment sales resuming in **2020 with an 11.6 percent jump** to \$58.8 billion.” (SEMI, Mid-Year Total Equipment Forecast, July 2019)



- + “Despite the semiconductor industry’s slowdown, **advanced packaging is growing at an impressive 8% CAGR** (2018 – 2024).” (Yole, July 2019)
- + “The market will exhibit **+8.3% growth in value.**” **MEMS** for the period 2019 – 2024, (Yole, June 2019)
- + “Global fab equipment spending will **rebound in 2020, growing 20 percent** to US\$58.4 billion **after dropping 19 percent to US\$48.8 billion in 2019.**” (Semi, June 2019)



- + 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 and create a tremendous opportunity across the semiconductor supply chain” e.g. “**3D TSV and Fan-out markets are expected to grow by a CAGR of 29% and 15% respectively from 2017 – 2023** (Yole, Sep. 2018)

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- + Continuously strong Photomask Equipment and Micro-optics business
- + Order entry increase seen in late Q3
- + Significant amount of equipment (approx. € 30 million) ready to be shipped

- + Order entry 9M 2019: € 157.8 million Q3: € 66.0 million
- + Sales 9M 2019: € 131.1 million Q3: € 37.1 million
- + EBIT 9M 2019: € -5.7 million (-4.3% EBIT margin)

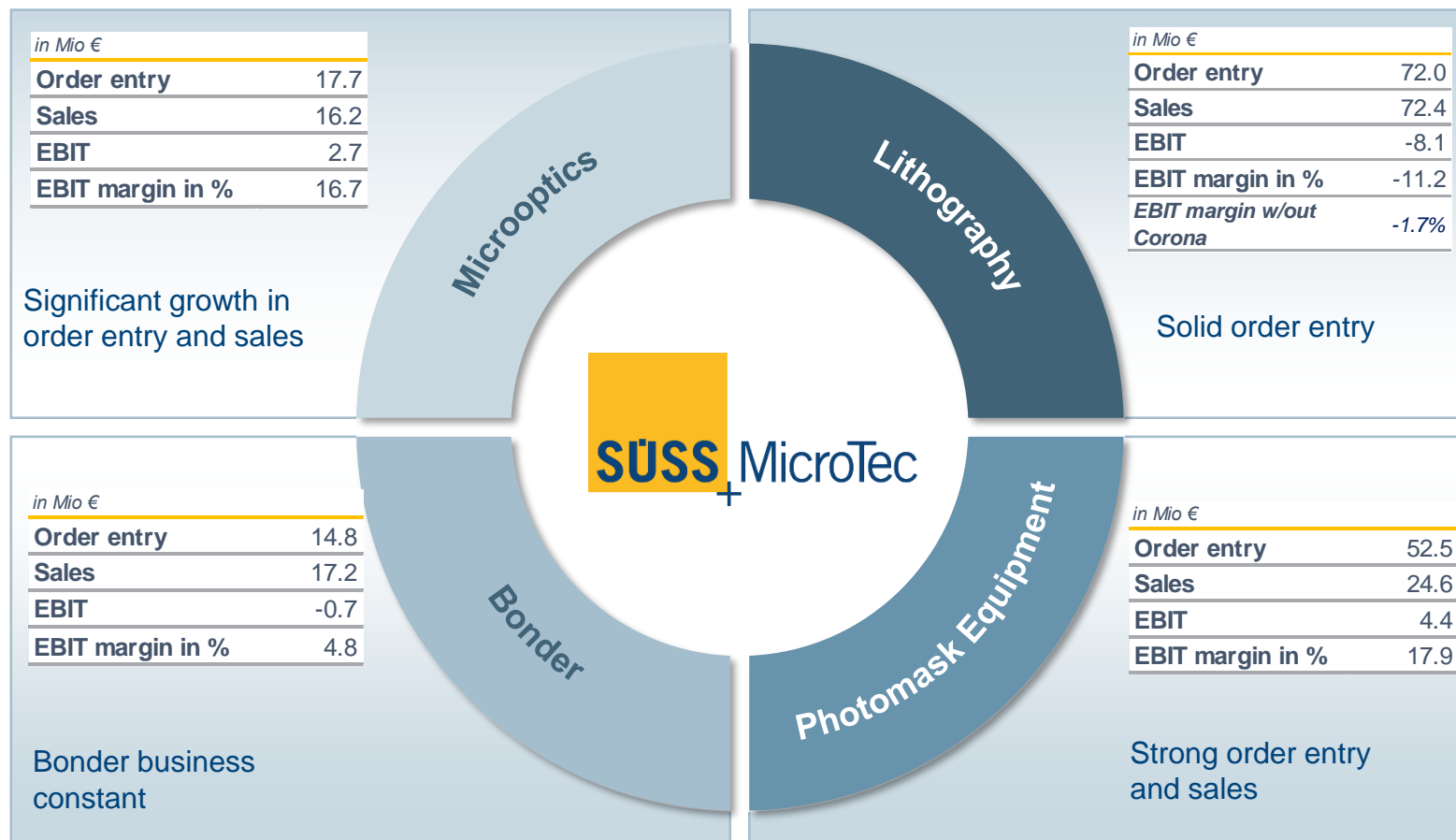
KEY GROUP FIGURES 9M 2019

In € million	Q3 2019	Q3 2018	Delta Q3 2019/2018	9M 2019	9M 2018	Delta 9M 2019/2018
Order entry	66.0	47.0	40.4%	157.8	125.2	26.0%
Order backlog	---	--		115.3	90.0	28.1%
Sales	37.1	38.6	-3.9%	131.1	132.8	-1.3%
EBIT	-4.9	-1.6		-5.7	6.8	---
EBIT margin	-13.2%	-4.1%	-9,1 points	-4.3%	5.1%	-9.5 points
Earnings after tax	-6.8	-1.4	---	-8.7	3.3	---
EPS in €	-0.36	-0.08	---	-0.46	0.17	---
Free cash flow *	-9.8	-6.8	---	-28.7	-22.7	---
Net cash **				-6.6	10.4	---
Employees 30/9				935	863	8.3%

* Before consideration of purchases and sales of securities

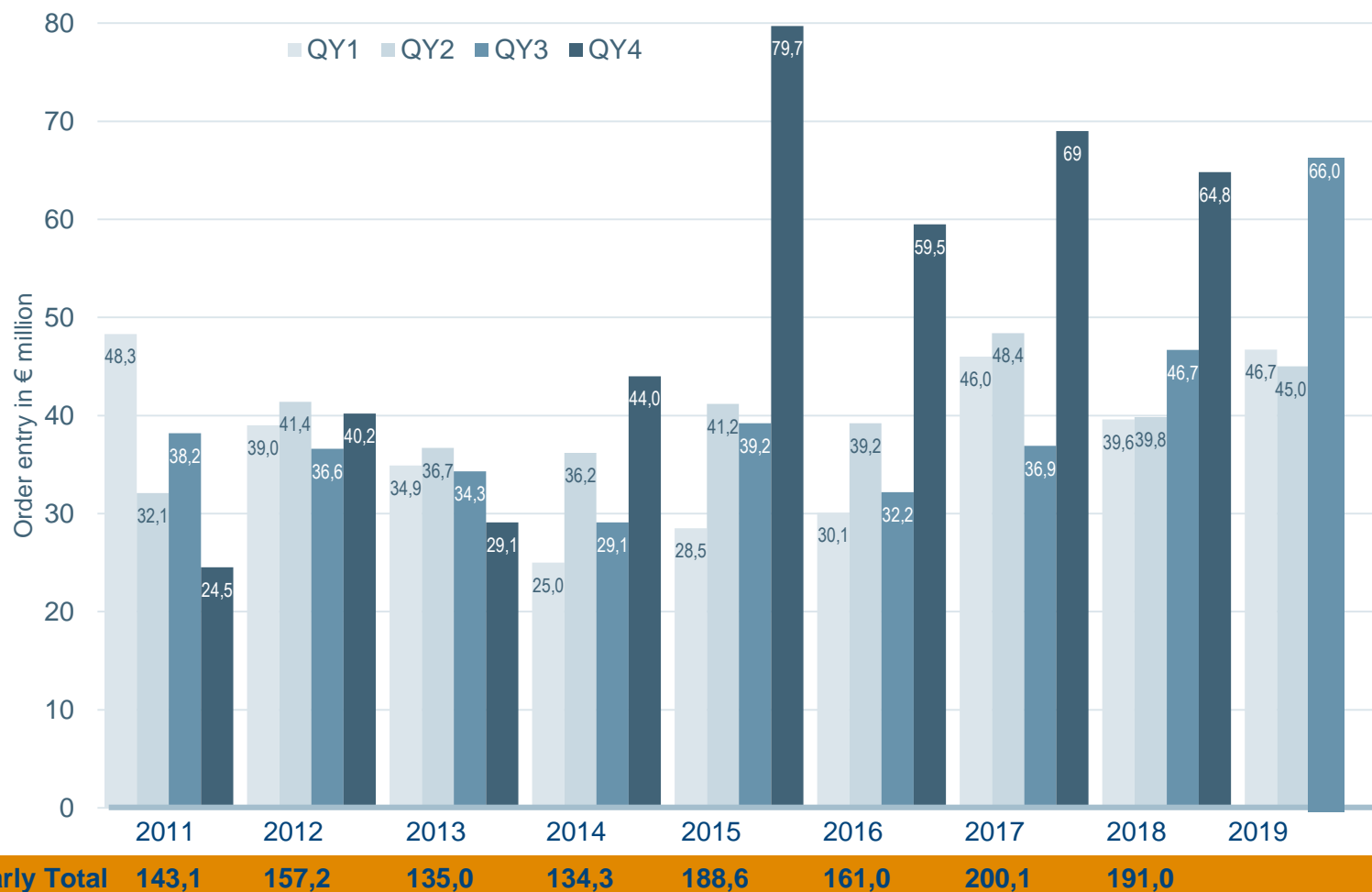
** Net cash as of September 30th, 2019 includes liabilities from leasing with an amount of € 5,7 million (adaption of IRFS16)

SEGMENT OVERVIEW 9 MONTHS 2019



Others: corporate overhead, consolidation effects, FX-effects: -3.8 million EUR

ORDER ENTRY: QUARTERLY PERFORMANCE

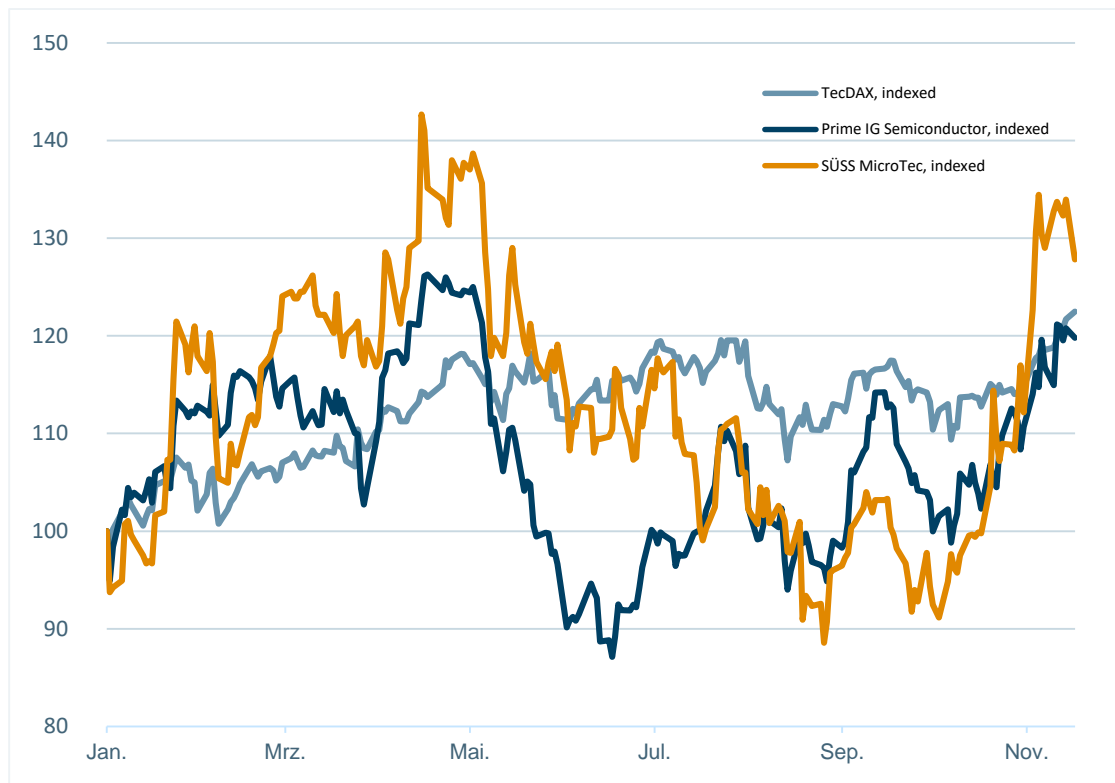




- + Fiscal year 2019: Sales of € 200 to € 215 million
EBIT margin ~ 4.0 % - 5.0%
- + Q4 2019 + Q1 2020: Order entry of more than € 95 million

SHARE PRICE, COVERAGE, SHAREHOLDERS

Share Performance in 2019



SÜSS MicroTec share price: € 8.48
(January 2, 2019)

**Average daily trading
volume ~26.000 shares**
(Jan. 2019 – Nov. 2019)

Coverage:

- Baader
- Bankhaus Lampe
- DZ Bank
- Kempen
- NIBC
- ODDO BHF
- Warburg

Shareholders > 5%:

- Gerlin NV
- Janus Henderson
- Kempen Oranje
- Luxunion
- Universal Investment

Freefloat: 62.7%



SÜSS MICROTECH MOVES FUTURE TECHNOLOGY