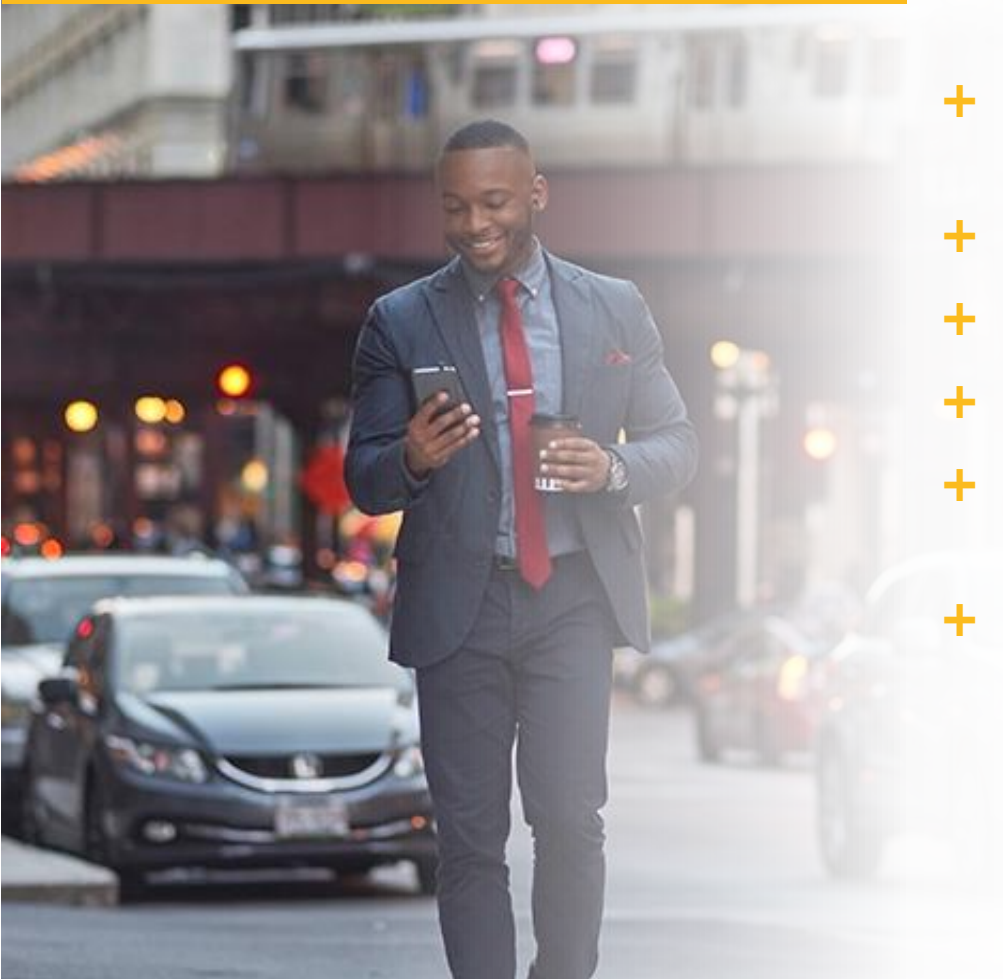


# ODDO BHF FORUM 2023

10 January 2023

- 
- 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 computer monitor, while the other two look on. The background is a warm, yellowish-orange color.
- I. **Overview and Strategy**
  - II. **Financial Results Q3 2022 and Preliminary FY 2023 Results**

### SUSS is part of our digital life!



- + Hidden champion headquartered in Germany with 70+ year track record of innovation and growth
- + Key technology provider for semiconductor advanced backend industry
- + Global customer base with largest share of business in Asia
- + Strategic partner for global semiconductor IDMs and Foundries
- + Innovator with relevant network to research institutes and universities
- + 2025 Target: more than € 400 million revenue and >15% EBIT margin

# GLOBAL PLAYER WITH STATE-OF-THE-ART PRODUCTION NETWORK

**Sternenfels | (Germany)**

15,000 m<sup>2</sup>

448 empl.\*



**Garching | (HQ, Germany)**

9,000 m<sup>2</sup>

238 empl.\*



**Neuchatel | (Switzerland)**

3,500 m<sup>2</sup>

174 empl.\*



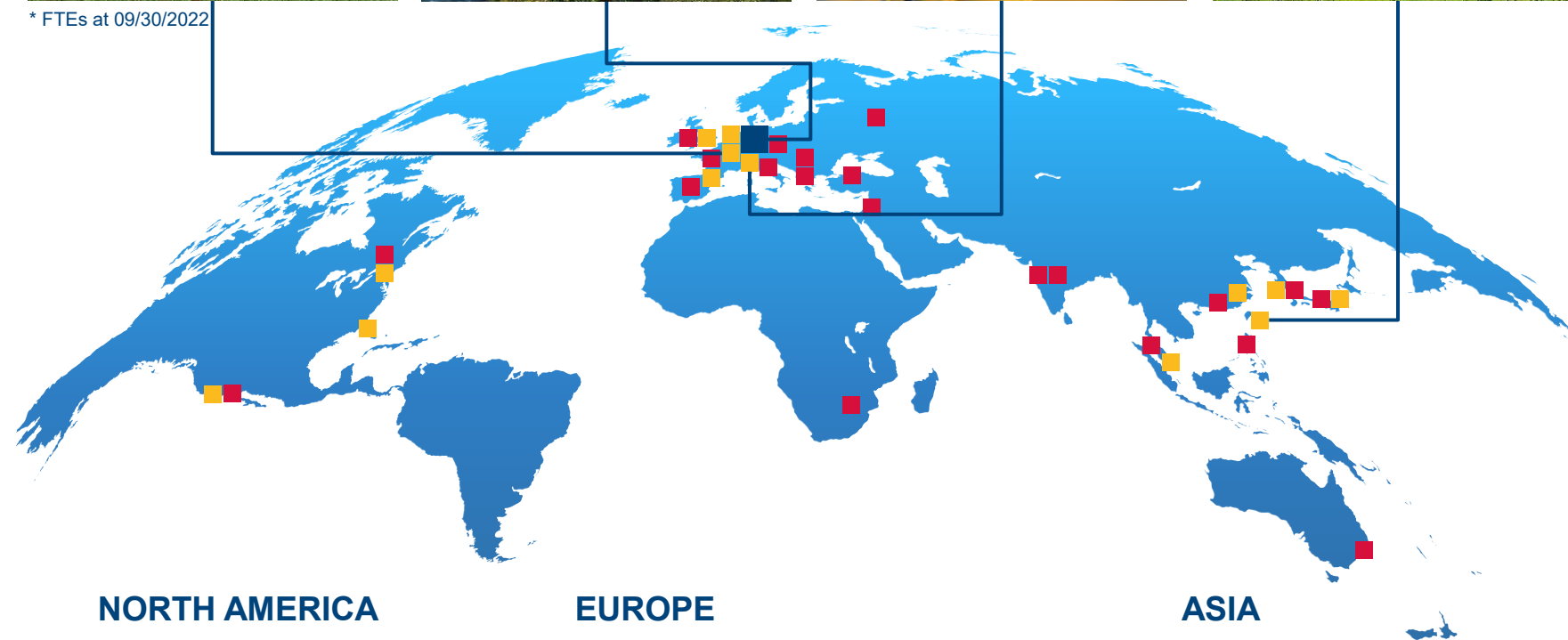
**Hsinchu | (Taiwan)**

4,800 m<sup>2</sup>

196 empl.\*



\* FTEs at 09/30/2022



**NORTH AMERICA**

**EUROPE**

**ASIA**

- (HQ) Germany
- SUSS sites
- WW distributors

■ USA

- (HQ) Germany
- United Kingdom
- France
- Switzerland
- Netherlands



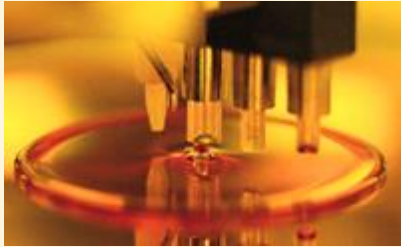

- Japan
- Korea
- China
- Taiwan
- Singapore



# ADVANCED BACKEND SOLUTIONS AS CORE ASSET IN OUR PRODUCT PORTFOLIO

	FRONTEND	ADVANCED BACKEND			COMPONENTS
SEGMENTS	Photomask Equipment	Lithography			MicroOptics
					
PRODUCTS	Photomask Cleaning	Exposure Systems	Coater / Developer	Bonding Systems	Microlens Arrays
	 <p>MaskTrackPro</p>	 <p>Mask Aligner MA200/300</p>  <p>Projection Scanner DSC300</p>	 <p>ACS300</p>	 <p>XBC300</p>  <p>XB8</p>	 <p>Microlens Arrays</p>

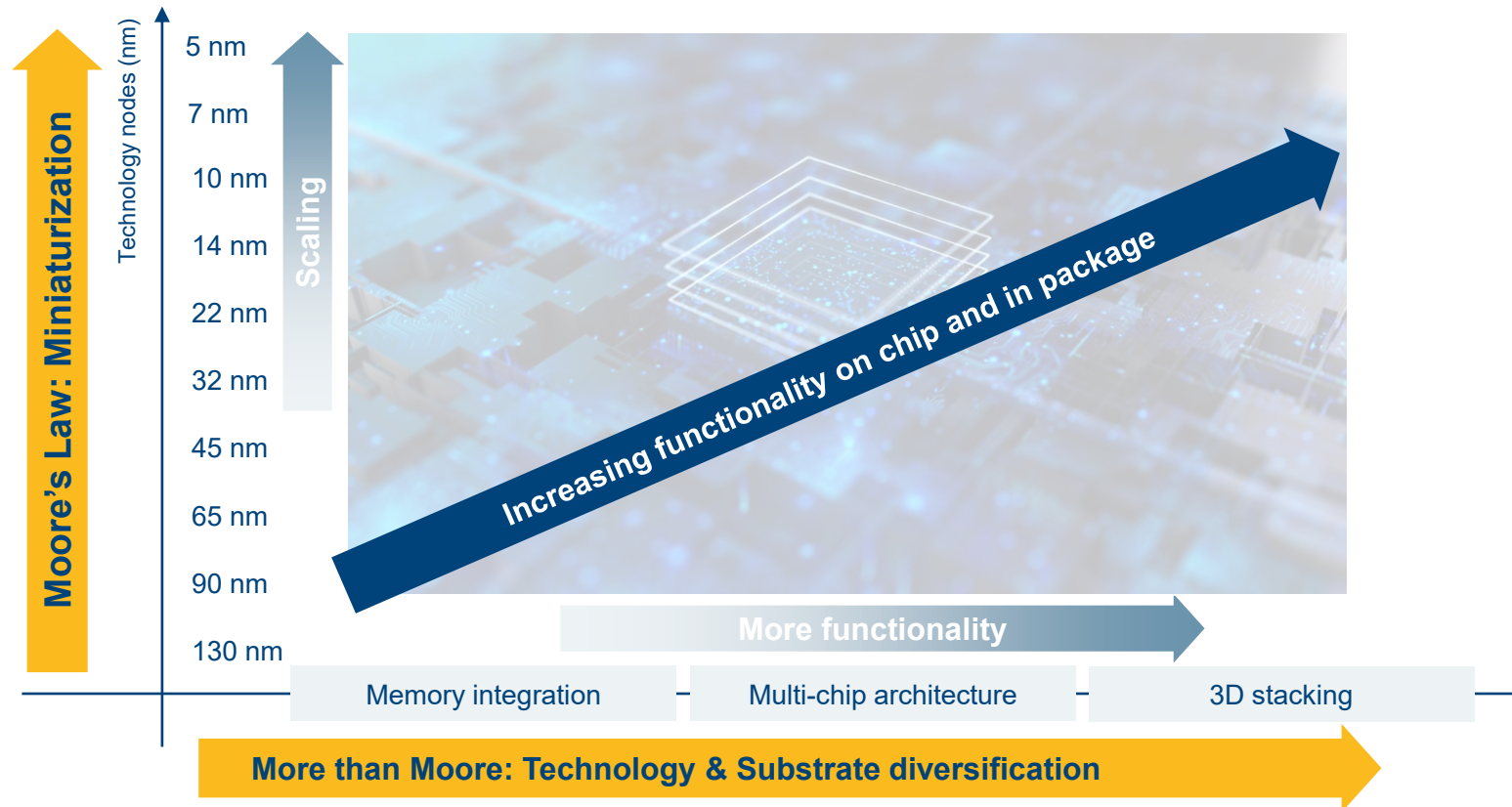
# ADVANCED BACKEND SOLUTIONS AS CORE ASSET IN OUR PRODUCT PORTFOLIO

	FRONTEND	ADVANCED BACKEND			COMPONENTS
SEGMENTS	Photomask Equipment	Lithography		Bonder	MicroOptics
					
PRODUCTS	Photomask Cleaning	Exposure Systems	Coater / Developer	Bonding Systems	Microlens Arrays
PROCESS STEPS	Photomask Cleaning	<b>Proximity Exposure</b> (Mask Aligner)  <b>UV Projection Lithography</b> (UV Scanner)  <b>Imprint Systems</b>  <b>Metrology</b>	<b>Coating &amp; Developing</b>   <b>Metrology</b>  <b>Inkjet Printing</b>	<b>Bonding Alignment</b>  <b>Permanent Bonding</b> <b>Temporary Bonding</b>  <b>Hybrid Bonding</b>  <b>Debonding Metrology</b>	<b>Imprint Applications</b>  <b>Industrial: FSMO</b> (Fiber, Semi, Medical, Optics)  <b>Automotive: Light Carpets, MLA Headlights</b>
SHARE OF 2021 SALES	19 %	59 %		12 %	10 %

# OUR MARKETS OFFER GROWTH POTENTIAL

Advanced Semiconductors			Sensors / Actuators	Photonics	Micro-optics
<b>Front End Lithography</b> <ul style="list-style-type: none"> <li>Photomask Cleaning</li> </ul>	<b>Advanced Packaging</b> <ul style="list-style-type: none"> <li>Micro-Bumping</li> <li>WLP</li> </ul>	<b>Chipset Integration</b> <ul style="list-style-type: none"> <li>3D (TSV) Stacking</li> <li>2.5D Integration</li> </ul>	<b>MEMS</b> <ul style="list-style-type: none"> <li>Internet of Things</li> <li>Automotive</li> <li>Mobile Devices</li> <li>Biomedical</li> <li>Wearables</li> </ul>	<b>Photonics</b> <ul style="list-style-type: none"> <li>LED</li> <li>Automotive Lighting</li> </ul>	<b>Microlenses/ Microlens Arrays</b> <ul style="list-style-type: none"> <li>Fibre Optics</li> <li>Wafer Level Optics</li> </ul>
					
					
MaskTrack Pro	ACS300	XBS300 Temporary Bonder	MA/BA8 Gen4 BA8 Gen4	SUSS MicroOptics	SUSS MicroOptics

# WE ARE A LEADING PLAYER IN ADVANCED BACKEND



## Semiconductor industry trends

- + **Semiconductor industry** is constantly striving to **increase** computing power and/or reduce power consumption by using advanced substrates and **miniaturization**.
- + **Miniaturization** and performance increase at single chip level facing **increased challenges and complexity** due to physical limits (first 1 nm fab already in planning).
- + A further **performance increase** requires chips integration and/or 3D stacking ("**More than Moore**").
- + Consequently, the importance of **advanced backend** solutions with demand for bonding and lithography at chip level has **strong growth opportunities**.

### SUSS MicroTec:

- is a **leading** international solution provider in **advanced backend** with
- already more than **70 % of total sales in advanced backend**.



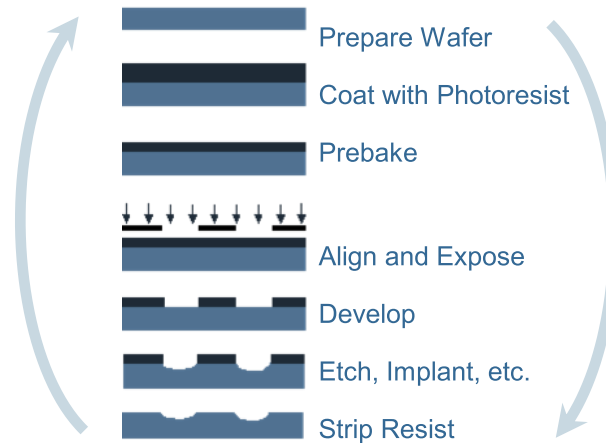
## EXCURSUS: FRONTEND PROCESS STEPS DRIVING MOORE'S LAW

### “Moore’s Law”

Front-end wafer fab

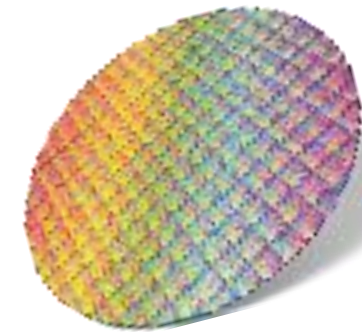


Wafer value:  
< €100



### Frontend characteristics:

- Total invest in 300 mm fab: >\$4bn
- 600 – 1000 process steps
- cycle time > 3 months

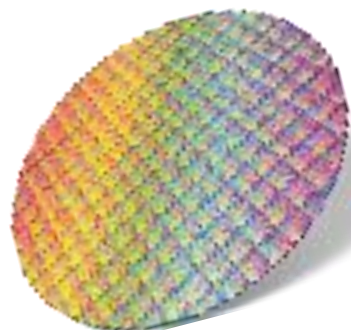


Wafer value:  
€10.000 - €100.000

## EXCURSUS: ADVANCED BACKEND PROCESS STEPS DRIVING MORE THAN MOORE

### “More Than Moore”

Wafer-level packaging / advanced backend



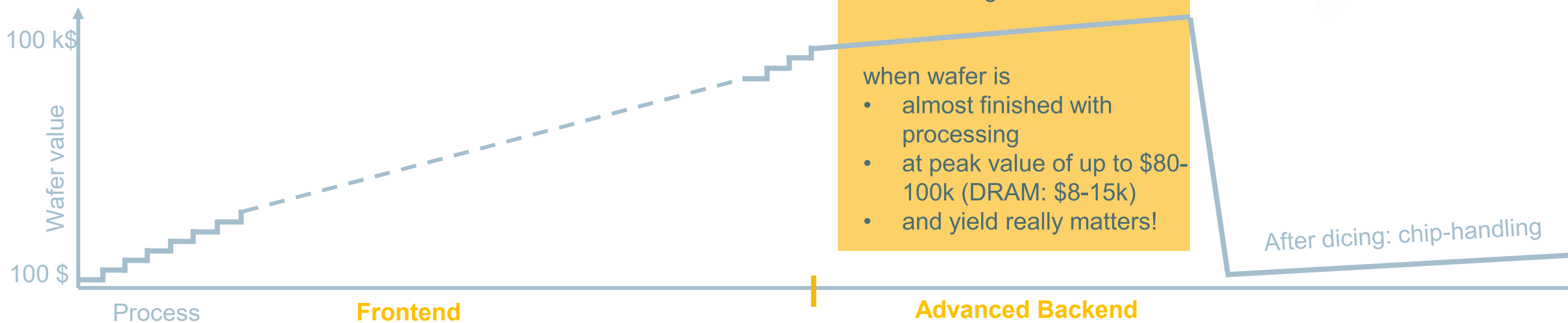
#### SUSS MicroTec focus:

Supporting **key advanced backend processes** as:

- Coating
- Lithography
- Bonding
- Cleaning and more ....

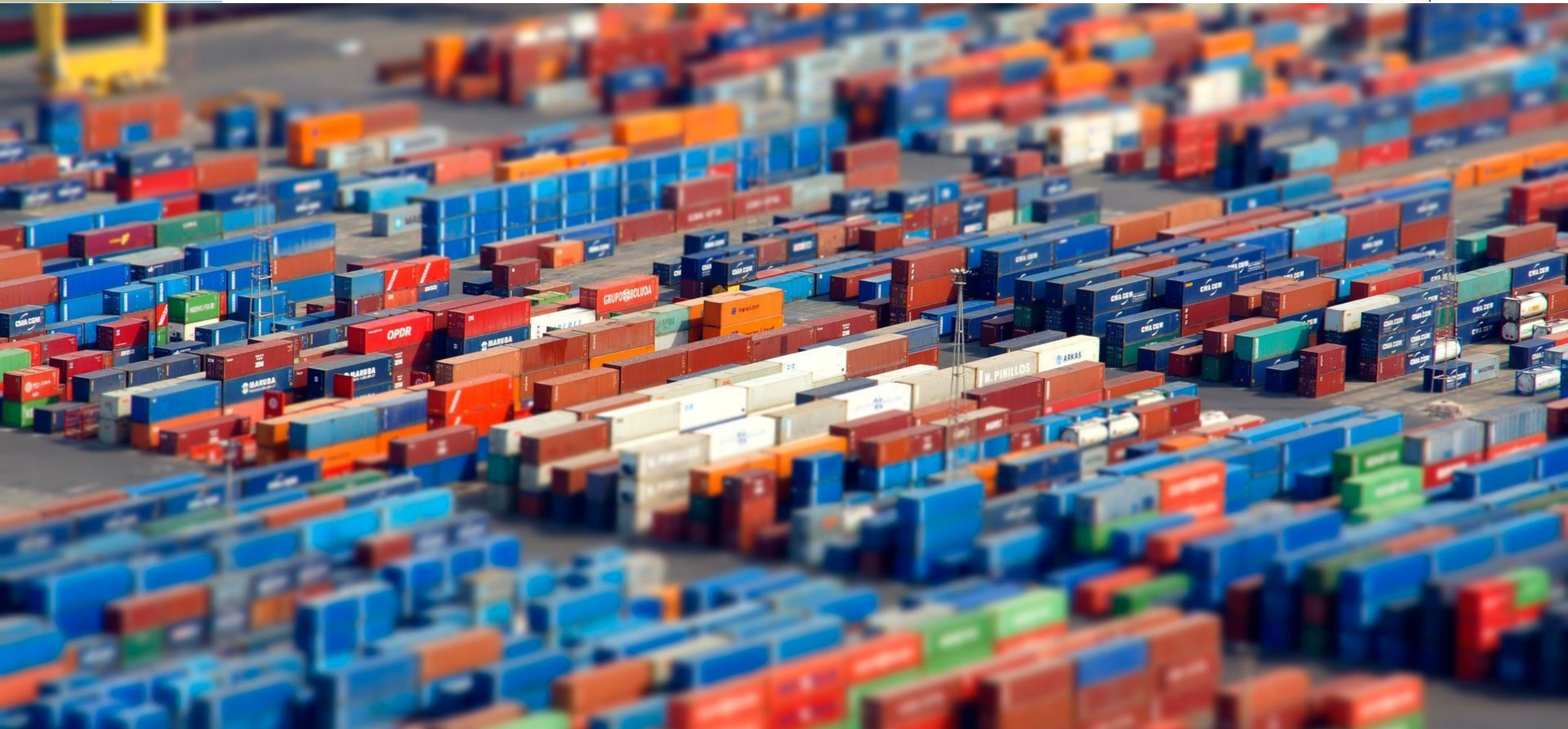
when wafer is

- almost finished with processing
- at peak value of up to \$80-100k (DRAM: \$8-15k)
- and yield really matters!





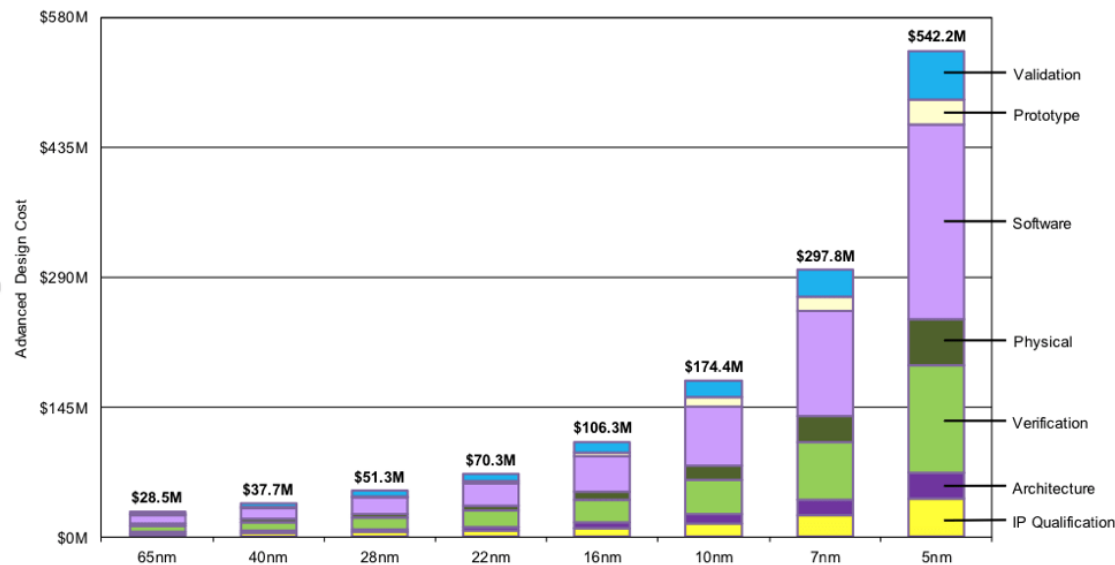
# STACKING BEYOND MOORE'S LAW REQUIRES MANY TRICKS





## ADVANCED BACKEND DRIVING MORE THAN MOORE 2.5D AND 3D INTEGRATION

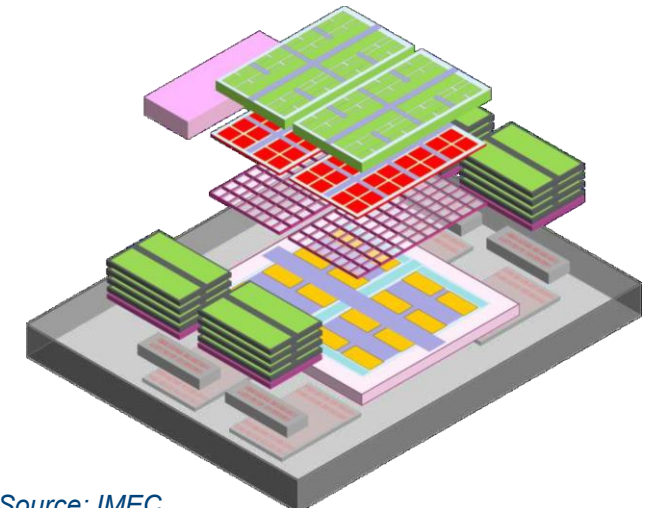
- + Moore's law is noticeably slowing down
- + Higher performance via new functionalities are no longer mainly driven by device scaling
- Additional functionalities rely on additional device area, negatively impacting wafer yield
- Growth into third dimension is inevitable
- Advent of 2.5D and 3D era and heterogeneous integration



Source: International Business Strategies



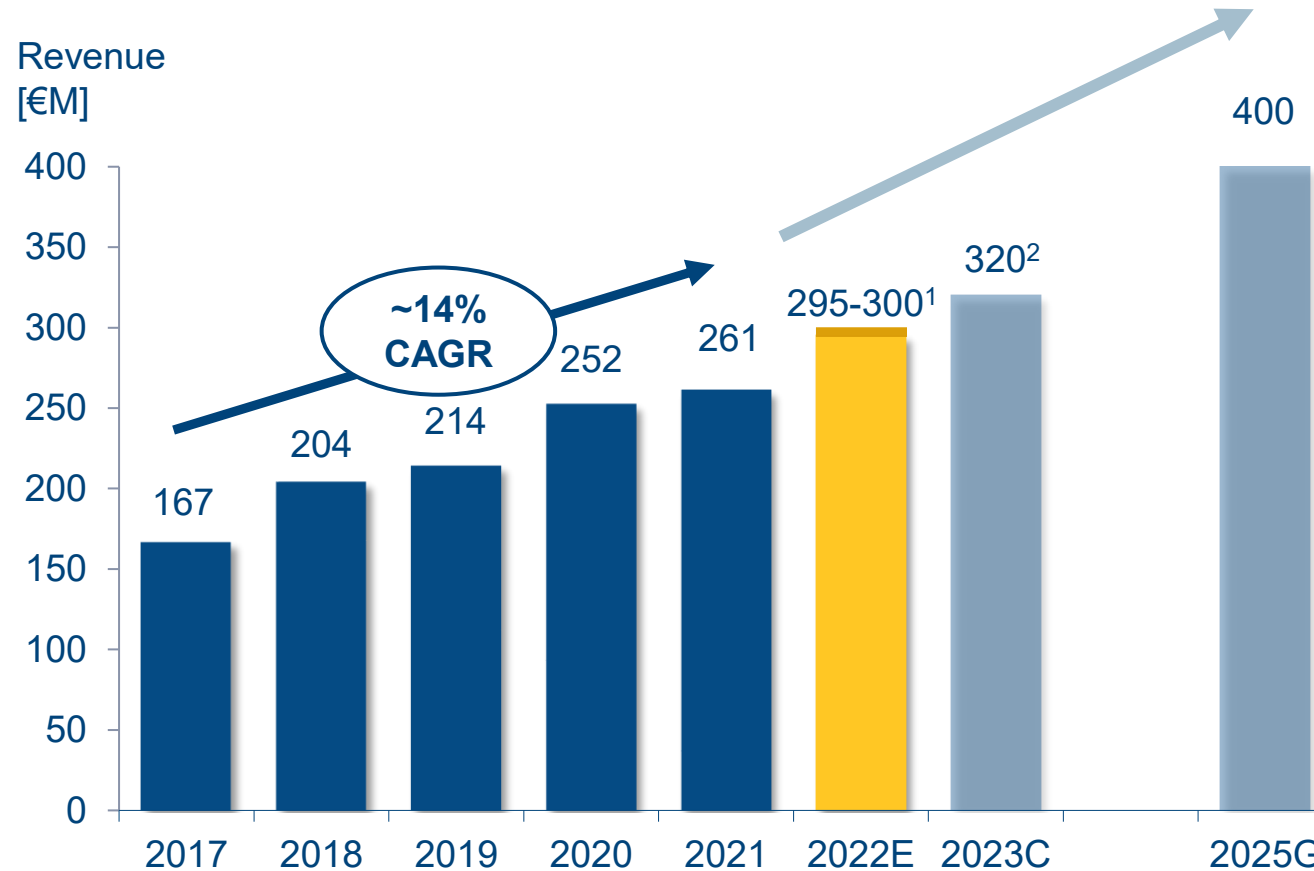
Source: arm



Source: IMEC



## OUTLOOK 2025: SUSTAINED AND PROFITABLE REVENUE GROWTH



<sup>1</sup> According to our ad-hoc announcement from 9 January 2023, we expect FY2022 sales in the range of €295 million to €300 million.

<sup>2</sup> Analysts' consensus FY 2023 sales as of 9 January 2023 = € 319.6 million

(G = Goal)

- + **Sustained top-line growth**
  - Continued growth of core businesses lithography and photomask equipment
  - Increased focus on high-growth opportunities: bonder and micro optics applications
- + **In parallel, operations and performance transformation**

**Our target for 2025: € 400 million revenue with >15% EBIT**

- 
- 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 computer monitor, while the other two look on. The background is a warm, yellowish-orange color.
- I. Overview and Strategy
  - II. **Financial Results Q3 2022 and Preliminary FY 2022 Results**

# FY 2022: PRELIMINARY RESULTS FORECAST TO EXCEED MARKET EXPECTATIONS



## SÜSS MicroTec SE

SÜSS MicroTec SE: Sales and EBIT margin in 2022 fiscal year forecast to exceed market expectations

Ad-hoc | 9 January 2023 16:26

SÜSS MicroTec SE / Key word(s): Preliminary Results

SÜSS MicroTec SE: Sales and EBIT margin in 2022 fiscal year forecast to exceed market expectations

09-Jan-2023 / 16:26 CET/CEST

Disclosure of an inside information acc. to Article 17 MAR of the Regulation (EU) No 596/2014, transmitted by EQS News - a service of EQS Group AG.

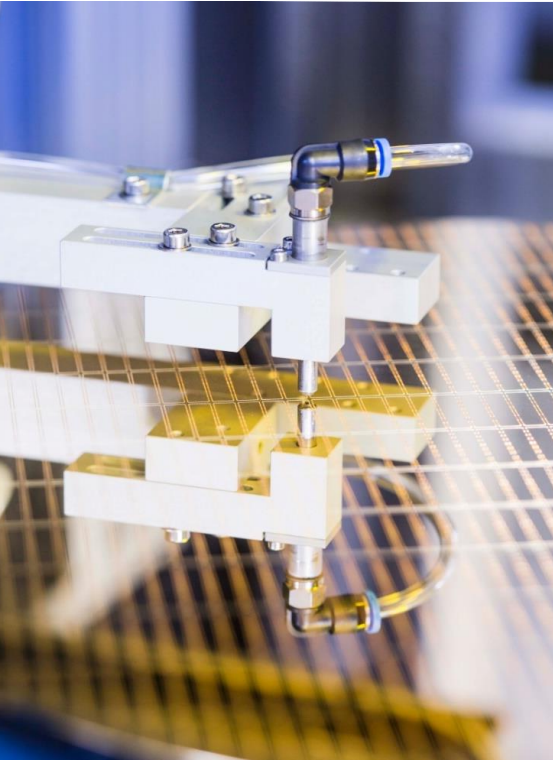
The issuer is solely responsible for the content of this announcement.

### SÜSS MicroTec SE: Sales and EBIT margin in 2022 fiscal year forecast to exceed market expectations

Garching, January 9, 2023 – Based on initial calculations, the Management Board of SÜSS MicroTec SE has determined that the projected sales and earnings development for the 2022 fiscal year exceeds current market expectations. In the **extraordinarily strong fourth quarter of 2022**, the Company delivered and received customer acceptance of more systems than expected, and expects to achieve **sales of EUR 100 to 105 million**. Total **sales in the 2022 fiscal year** are thus expected to amount to between **EUR 295 and 300 million**, thereby reaching a new record level. Annual sales are thus significantly higher than the current average market expectation of EUR 272 million, and also higher than the Company's most recently substantiated forecast of November 10, 2022 (lower part of the range of EUR 270 to 300 million). Based on initial calculations, Management expects the **EBIT margin in the 2022 fiscal year to be in a range of 8.5% to 10%** (current market expectation: 8.3%; substantiated forecast of November 10, 2022: lower end of the forecast range of 8.5% to 10.5%). **Order entry in the 2022 fiscal year totaled approximately EUR 445 million.**

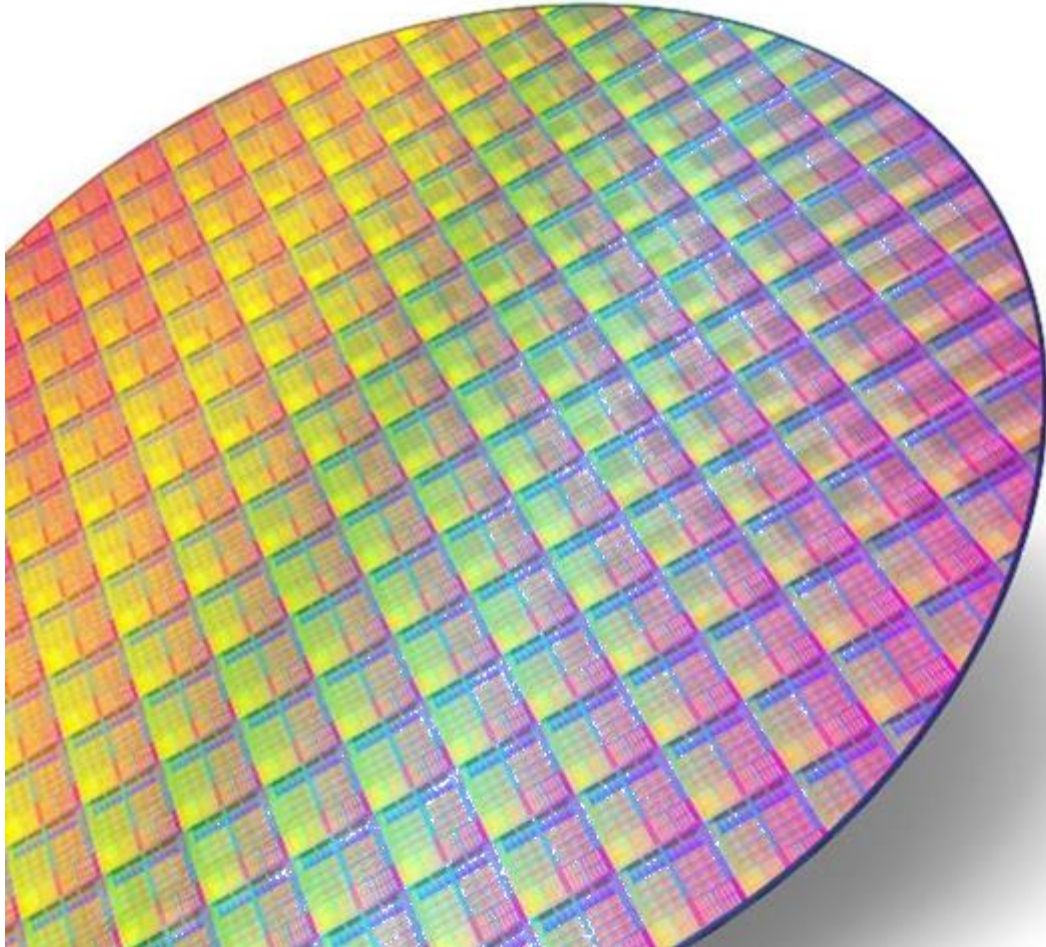
This announcement is based on preliminary and unaudited Group figures. The complete annual financial report with final data on the Company's sales, earnings and order entry will be published on March 31, 2023.

## GUIDANCE 2022 AFTER AD-HOC ANNOUNCEMENT ON 9 JANUARY 2023



KPI	Revenue 2022	EBIT margin 2022	Free cash flow 2022
Initial (3/2022)	€ 270M - 300M	8.5 - 10.5%	€ -5M to +5M
Specified (11/2022)	lower part of range	lower end of range	
As of ad-hoc (1/2023)	€ 295M - 300M	8.5 - 10.0%	





### Key Figures:

- + Another quarter with record order entry of € 142.5 million
- + Revenue slightly up even though facing ongoing supply chain challenges
- + EBIT margin decreased to 8.4 % (previous year: 13.9%) due to higher material and personnel costs as well as the product mix
- + Positive free cash flow of € 11.3 million due to higher prepayments (previous year: € -1.8 million)

### Q3 Business Highlights:

- + Demand remains strong across all SUSS MicroTec segments, with strongest OE growth for Photomask Equipment and Bonder segments
- + Revenue still negatively impacted by ongoing supply chain bottlenecks:
  - + Tools with a value of about € 16 million were delivered but not recognized as sales in Q3 2022 due to missing parts or functionality
  - + Tools worth approx. € 5 million are assembled, but delivery is outstanding

## KEY GROUP FIGURES 9M 2022

<i>in € million</i>	Q3 / 2022	Q3/ 2021	Change	9 Months / 2022	9 Months / 2021	Change
Order entry	142.5	101.0	41.1%	373.3	253.8	47.1%
Order backlog as of Sep 30	--	--	--	377.3	185.4	103.5%
Total sales	70.5	70.0	0.7%	195.2	188.5	3.6%
Gross profit	24.4	27.4	-10.9%	68.2	68.9	-1.0%
Gross profit margin	34.6%	39.1%	-4.5%-Points	34.9%	36.5%	-1.6%-Points
EBIT	5.9	9.7	-39.2%	11.0	17.7	-37.8%
EBIT margin	8.4%	13.9%	-5.5%-Points	5.6%	9.4%	-3.8%-Points
Earnings after tax	3.6	7.1	-48.8%	7.2	12.1	-40.2%
Earnings per share, basic (in €)	0.19	0.37	--	0.38	0.63	--
Net cash	--	--	--	52.2	19.8	163.7%
Free Cashflow	11.3	-1.8	--	17.4	0.2	--
Employees as of Sep 30	--	--	--	1,221	1,148	6.4%

### 9M figures

- + High Order Entry (+ 47.1%), Backlog at € 377.3 million
- + Revenue up by 3.6%
- + EBIT margin decrease due to higher material and personnel costs as well as higher R&D spending
- + Net cash and FCF improved strongly

## SEGMENT OVERVIEW 9M 2022

### Lithography

#### Exposure Systems



#### Coater / Developer



in € million	Q3 2022	Q3 2021	9M 2022	9M 2021
Order entry	55.6	48.2	163.3	134.0
Sales	37.8	41.1	105.9	113.1
Gross Profit	15.9	17.4	41.8	42.0
Gross Profit Margin	42.2%	42.4%	39.5%	37.1%
EBIT	4.8	7.5	9.7	15.3
EBIT-Margin	12.7%	18.3%	9.1%	13.5%

- + Order entry: strong demand for coaters/developers for high volume production as well as rising demand for UV-scanners
- + Sales below previous year due to ongoing supply chain bottlenecks
- + Gross Profit margin improved due to a favorable product mix, especially with good demand for higher margin mask aligners
- + EBIT and EBIT-margin decreased due to a lower sales level as well as higher R&D spending (+ € 2m), EBIT of 2021 includes a positive one-off effect of € 1.5m

### Photomask Equipment

#### Photomask Cleaning



in € million	Q3 2022	Q3 2021	9M 2022	9M 2021
Order entry	53.6	28.8	116.2	61.8
Sales	19.4	12.2	34.4	33.5
Gross Profit	5.9	3.8	10.8	11.0
Gross Profit Margin	30.5%	31.2%	31.3%	32.9%
EBIT	4.7	1.9	4.7	5.1
EBIT-Margin	24.2%	15.4%	13.7%	15.2%

- + Very strong order entry, driven by tool orders from Asia; repeat orders from key accounts and wins from new customers
- + Sales level improved as several postponed deliveries could be shipped to customers in Q3
- + Gross Profit margin decreased slightly

## SEGMENT OVERVIEW 9M 2022

### Bonder

#### Temporary bonder



#### Permanent bonder



in € million	Q3 2022	Q3 2021	9M 2022	9M 2021
Order entry	21.5	16.6	66.0	33.1
Sales	4.9	10.1	25.8	21.7
Gross Profit	0.0	3.9	7.1	8.1
Gross Profit Margin	0.3%	39.0%	27.7%	37.5%
EBIT	-2.5	1.5	-2.0	0.5
EBIT-Margin	-51.6%	14.7%	-7.6%	2.4%

- + Very strong order entry, driven by orders for automated tools for high volume manufacturing
- + Sales level improved only slightly as several deliveries are still postponed due to missing parts
- + Gross Profit margin decreased due to higher manufacturing costs
- + EBIT and EBIT-margin were negatively impacted by higher SG&A costs and a write-down of an evaluation tool (- € 0.6m)

### Micro-Optics

#### Fiber/Semi/Medical/Optics (FSMO)



#### Imprint/Automotive



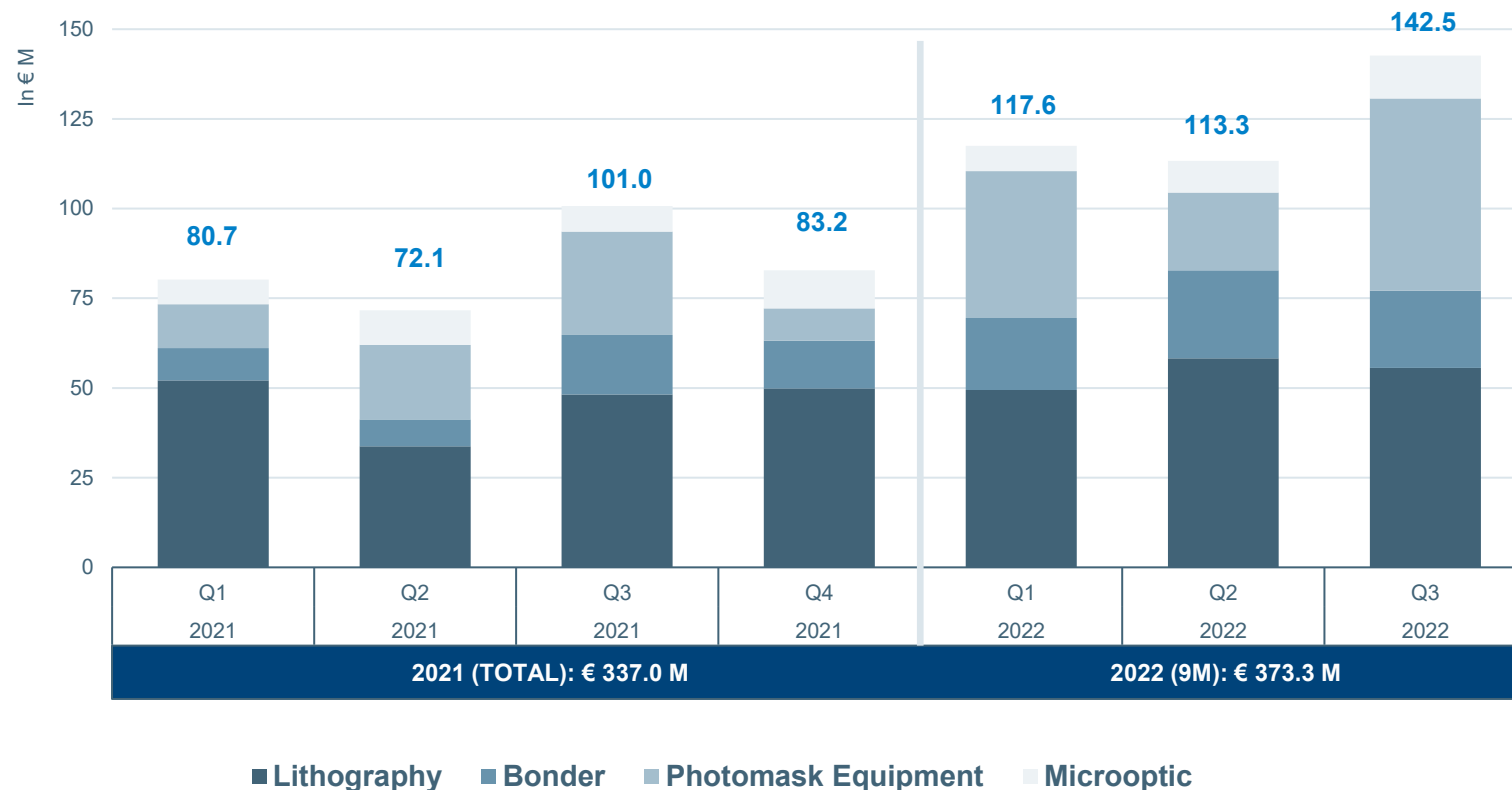
in € million	Q3 2022	Q3 2021	9M 2022	9M 2021
Order entry	11.9	7.0	27.8	23.5
Sales	9.0	7.1	30.7	21.0
Gross Profit	2.6	1.7	8.5	6.0
Gross Profit Margin	28.7%	24.5%	27.7%	28.4%
EBIT	0.2	-0.1	1.7	0.7
EBIT-Margin	2.7%	-1.8%	5.4%	3.2%

- + Order entry increased once again yoy and qoq and is positively impacted by orders for medical applications
- + Sales strongly up after capacity increase (new clean room)
- + Gross profit margin slightly down to 27.7% due to higher sales share of automotive business but it decreased only slightly despite a strong rise in manufacturing costs
- + EBIT & EBIT margin up in part due to higher sales and better fixed cost coverage



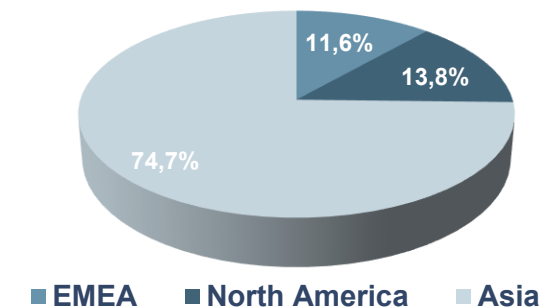
# ORDER ENTRY BY SEGMENT AND SALES REGION

## Order entry by segment

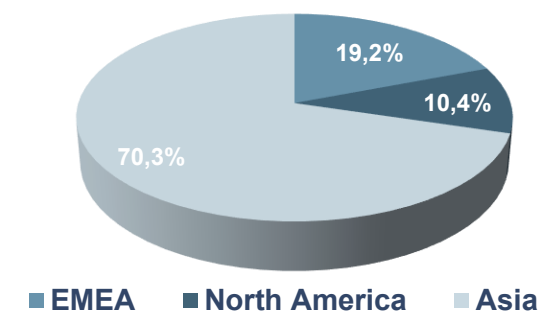


- + € 373.3 million order entry in the first 9 months
- + Book-to-bill-ratio 9M 2022: 1.91 (PY: 1.34)

## Order Entry by region (Q3 2022):

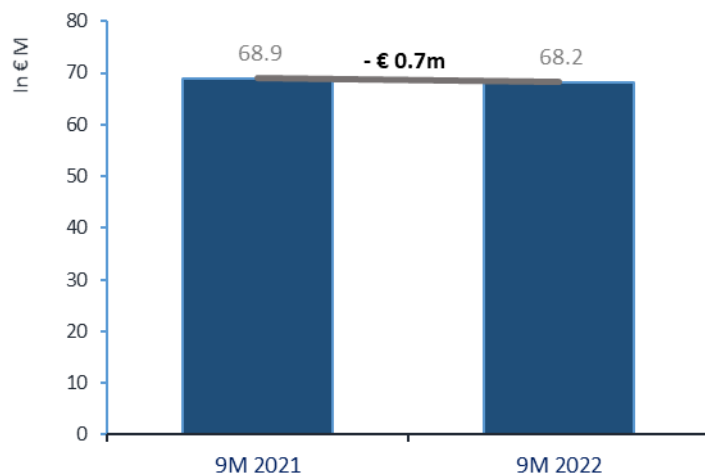


## Sales by region (Q3 2022)

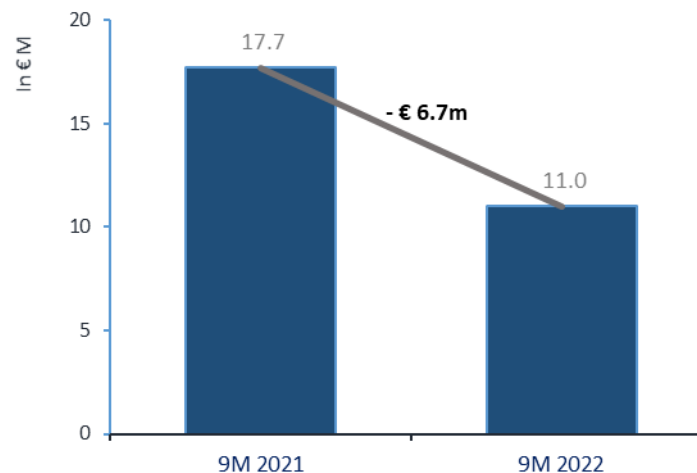


# PROFITABILITY IMPACTED BY SUPPLY CHAIN BOTTLENECKS

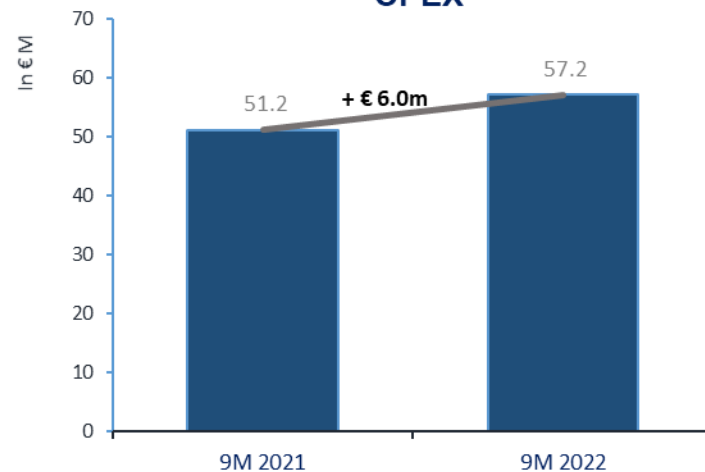
## GROSS PROFIT



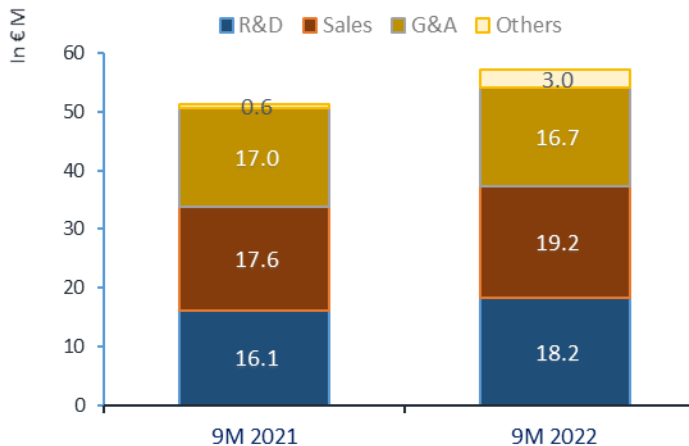
## EBIT



## OPEX



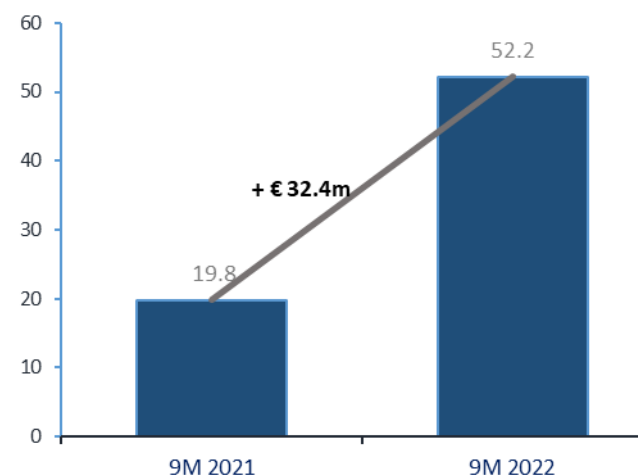
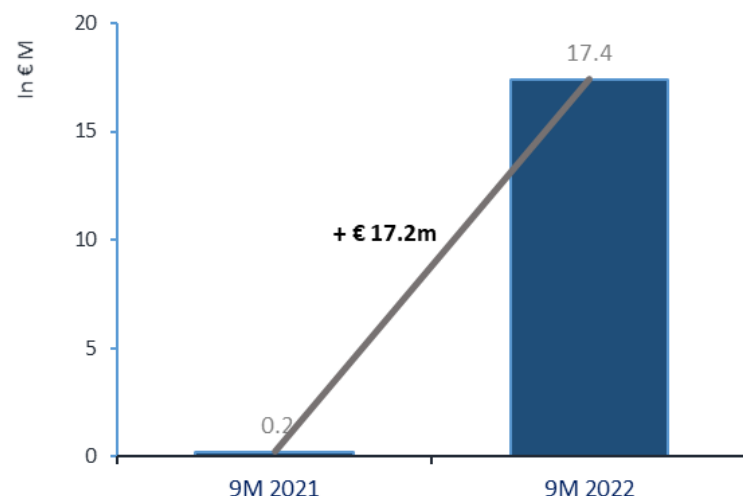
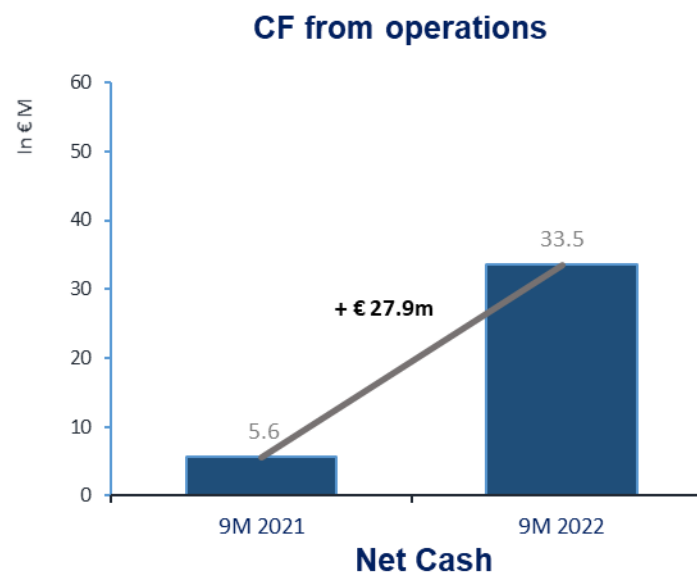
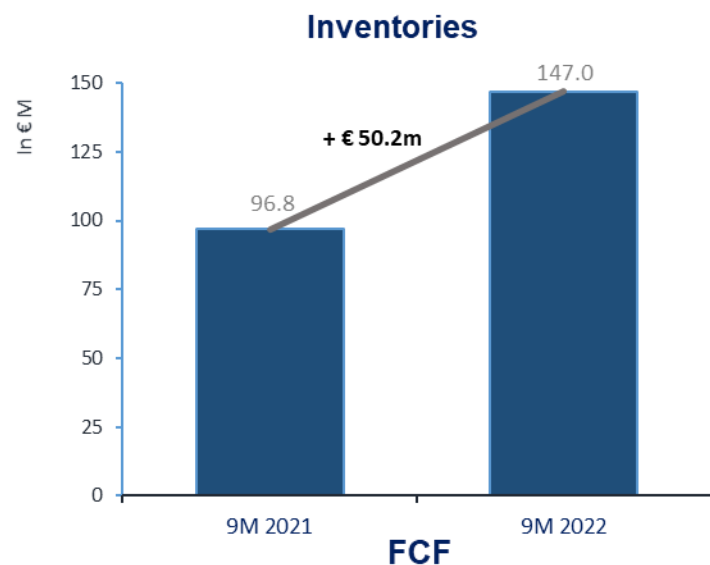
## Operating Expenses



### Comments:

- + 9M 2022 revenue has been negatively impacted by supply chain constraints
- + Slightly lower gross profit margin at 34.9%
- + Revenue (and gross profit) on some finished goods not yet recognized
- + Q3 2021 EBIT included a positive one-off effect of € 1.5 million due to a reversal of a write-off for two UV-scanners
- + 9M EBIT decreased by € 6.7 million vs. 2021 mainly caused by a lower Gross Profit margin, overall higher R&D spending, more Selling and Marketing expenses and a negative FX effect in 2022

# FREE CASH FLOW IMPROVED DESPITE GROWING INVENTORIES



## Comments:

- + Increasing inventory level due to supply chain bottlenecks and long lead times
- + Operating CF improved mainly due to higher down payments (partly offset by build-up of safety stock & work in progress)
- + Improvement of FCF and Net Cash
- + Financial headroom: € 102m (thereof undrawn syndicated loan of € 40m)

## DISCLAIMER

This presentation contains forward-looking statements relating to the business, financial performance and earnings of SUSS 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 SUSS 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. SUSS MicroTec SE does not intend or accept any obligation to publish updates of these forward-looking statements.



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### Contact

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### Financial Calendar 2023

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<b>Annual Report 2022</b>	<b>March 31</b>
<b>Quarterly Report 2023</b>	<b>May 11</b>
<b>Annual General Meeting 2023</b>	<b>May 31</b>
<b>Half Year Report 2023</b>	<b>Aug. 3</b>
<b>Nine Months Report 2023</b>	<b>Nov. 9</b>