

# **Investor Presentation**

Jefferies Semiconductor, IT Hardware & Communication Technology Conference August 28, 2024

# 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.

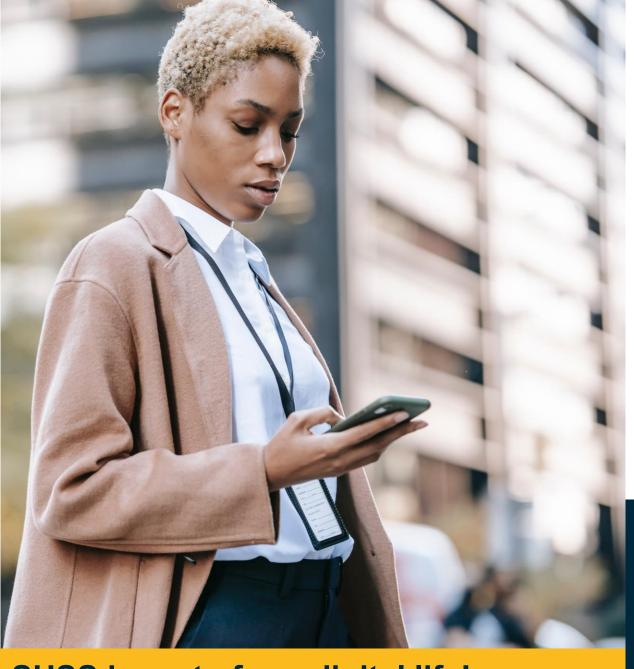
SUSS MicroTec SE does not intend or accept any obligation to publish updates of these forward-looking statements.







- Key technology provider for semiconductor frontend and 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: € 400 million revenue and >15% EBIT margin



**304.3** in € million

in € million

420.5

9.1%

Sales 2023 Order intake 2023

EBIT margin 2023

# Management Board of SUSS MicroTec SE









#### **CFO**

# **Dr. Cornelia Ballwiesser**

- Finance and Controlling
- Legal and Compliance
- Internal Audit
- Investor Relations
- IT
- ESG

#### **CEO**

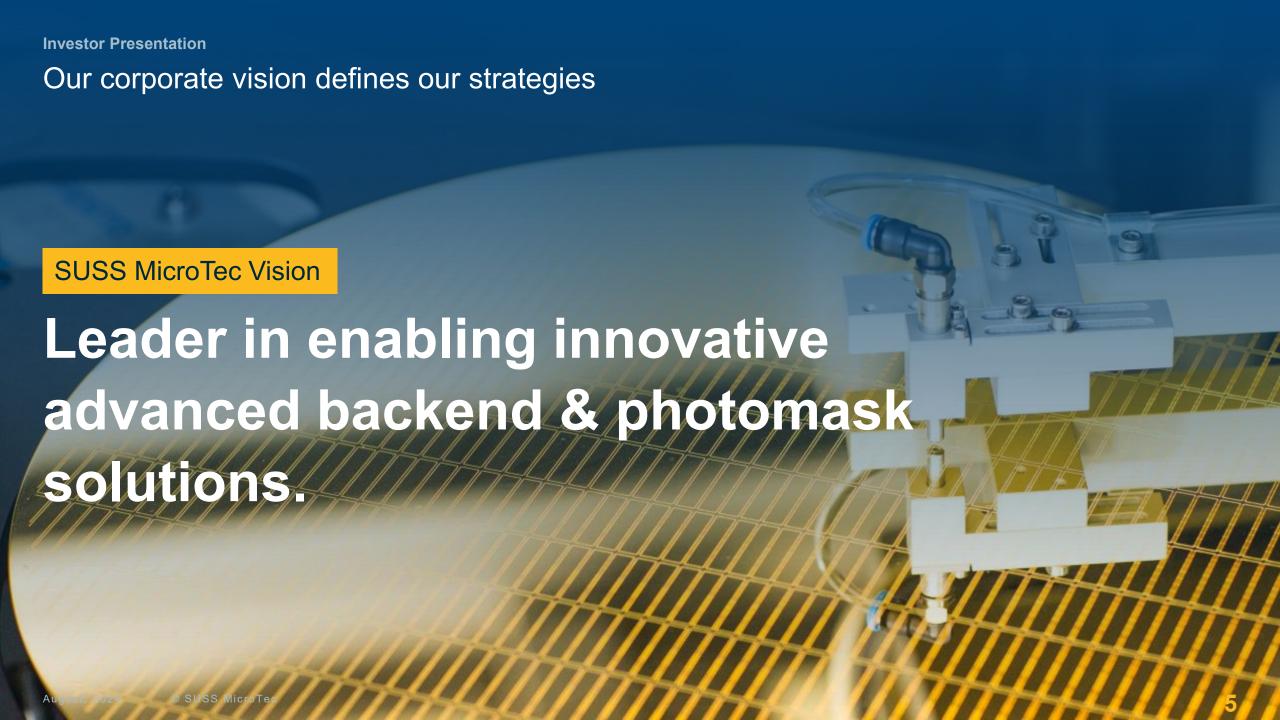
## **Burkhardt Frick**

- Sales and Service
- Strategy
- HR
- Business Units:
   Advanced Backend Solutions,
   Photomask Solutions

#### COO

## **Dr. Thomas Rohe**

- R&D
- Purchasing
- Production
- Logistics
- Quality Management
- Product Center
- Facility Management



# Our world are the semiconductor frontend and backend process steps



#### Wafer fabrication

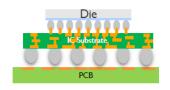


# Front-end-of-line Wafer process



- Deposition/coating
- Cleaning
- Patterning/lithography¹
- Etching
- Implantation
- Annealing
- Permanent bonding
- Temporary bonding
- CMP polishing

# From middle-of-line to back-end-of-line Advanced packaging



- Deposition/coating
- Cleaning
- Patterning/lithography
- Etching
- Annealing
- CMP polishing
- Permanent bonding
- Temporary bonding
- Wafer-level packaging
- Wafer dicing
- Panel-level packaging

# Final packaging



- Mounting
- Wire bonding
- Molding encapsulation
- Trim & forming

<sup>&</sup>lt;sup>1</sup> Only related to Photomask processing Source: Yole, Lithography and Bonding Equipment for More than Moore 2022

# **SUSS** MicroTec

# Advanced Backend Solutions is the core asset in our product portfolio

## **Frontend**





# **Advanced Backend**

**Advanced Backend Solutions** 







**Products** 



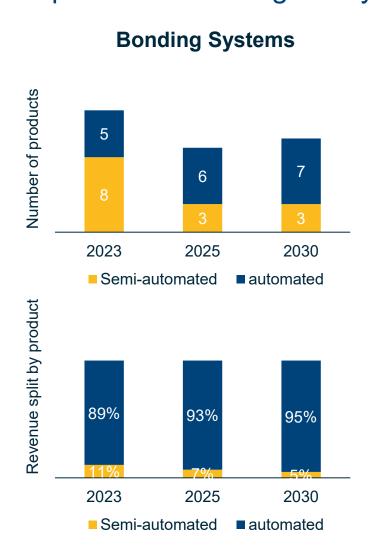


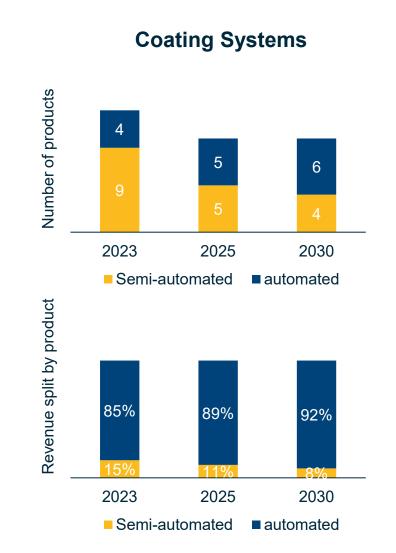


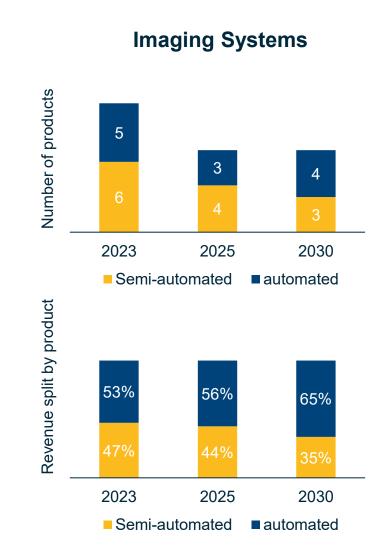




# Focus on high-volume manufacturing markets while semi-automated tools will be phased-out during next years in Advanced Backend Solutions business unit







August, 2024

# Full range of bonding solutions by SUSS



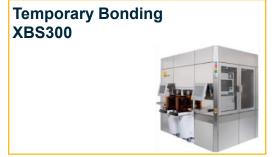








### **Temporary Bonding**







### **Permanent Bonding**



### **Hybrid Bonding**









High-force Bonding (semi-auto)
SB8 Gen2 /XB8





# SUSS hybrid bonding solutions – understanding customer's needs



# Wafer-to-wafer HB XBS300 W2W

Product launch: 10/2022 Target customers: HVM



# Die-to-wafer/wafer-to-wafer HB XBC300 Gen2 D2W/W2W

Product launch: 05/2024
Target customers: research institutes,
R&D teams of HVM



# **Die-to-wafer HB** XBC300 Gen2 D2W

Product launch: Q4/2024 Target customers: HVM



We optimize our product solutions to serve our customer's device and manufacturing needs.

# **SÜSS** MicroTec

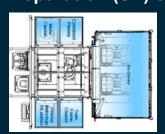
# SUSS MicroTec's solutions for different hybrid bonding processing schemes

#### Wafer level processing



### Single die processing

#### **Surface Preparation (SP) & D2W**



#### **SP & D2W/W2W**



**SP & W2W** 



**SP** only

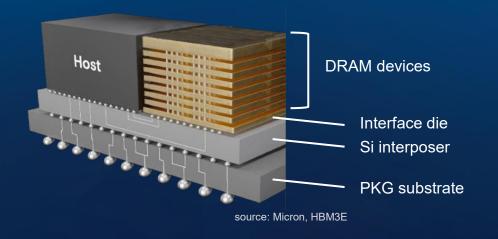


Overlay only



# HBM roadmap enables SUSS to grow in existing and new markets





	НВМ3Е	HBM4	HBM4E	HBM5
Expected SOP	2024	2025	2026 or 2027	2027 or 2028
# of DRAM layer acc. to JEDEC	8/12	12	16	16/20
Bonding type in DRAM stack	ТСВ	ТСВ	TCB or HB	НВ
Thinning of DRAM devices	TBDB	TBDB	TBDB	TBDB

#### **Relevance for SUSS:**

TBDB remains a crucial process for thinning of DRAM devices used in HBM cube

Growth of existing SUSS TBDB business in line with general HBM market growth

Increase of layer number in HBM cube triggers more TBDB capacity for thinning of DRAM devices

Additional growth of SUSS TBDB business in line with higher layer in HBM cube

Hybrid bonding will gradually replace Thermal Compression bonding for stacking of DRAM devices

Expansion into this market offers new growth opportunities with SUSS HB solutions

TCB: Thermal compression bonding, HB: hybrid bonding, TBDB: Temporary bonding & de-bonding

# Based on the strong H1 performance, we have raised our forecast for 2024

**SUSS** MicroTec

**Guidance 2024** (as of July 18, 2024)



Initial guidance: Sales of € 340-370 million

Gross profit margin 38-40 in % **Actual 2023:** 34.1%

> Initial guidance: Gross profit margin of 35-38%



Initial guidance: EBIT margin of 10-12%

# Strong execution in H1 2024, leading to top-line growth and margin expansion



# Financial Results H1 2024\*

192.2

in € million

Order intake H1 2024

+7.9% YoY

192.8

in € million

Sales H1 2024

+45.6% YoY

39.8

in %

Gross profit margin H1 2024

**+4.2pp YoY** 

15.6

in %

EBIT margin H1 2024

+6.9pp YoY

<sup>\*</sup>Adjusted for divested MicroOptics business

#### **Investor Presentation**

# Key CEO messages



- Execution of well-filled order book was very successful in H1 2024 with growth of 45.6% and increased gross profit margin and EBIT margin.
- We are confident that our strong performance will continue in H2 2024. As a result, we have raised our guidance for all three financial KPIs.
- Based on the high order book level of €450 million, we will continue to push ahead with the expansion of flexible production capacity and measures to increase operational efficiency.

SUSS is committed to be a strong partner for further growth and we are working hard to further accelerate our ability to deliver from our manufacturing facilities in Germany and Taiwan.

# Strong growth and improving profitability in H1 2024

In € million	H1 2024	H1 2023	Change
Order intake	192.2	178.2	+ 7.9%
Order book as of June 30	450.0	381.5	+ 18.0%
Sales	192.8	132.4	+ 45.6%
Gross profit	76.8	47.1	+ 63.1%
Gross profit margin	39.8%	35.6%	+ 4.2pp
EBIT	30.1	11.5	+ 161.7%
EBIT margin	15.6%	8.7%	+ 6.9pp
Earnings after taxes (continuing operations)	22.5	9.4	+139.4%
Net profit*	80.8	6.2	
Earnings per share, basic (in €), continuing operations	1.18	0.49	+ 140.8%
Earnings per share, basic (in €)*	4.23	0.32	
Net cash	121.0	40.2	+ 201.0%
Free cash flow (continuing operations)	22.6	5.1	+ 443.1%
Free cash flow total*	93.3	1.1	
Employees as of June 30	1,310	1,105	+ 18.6%

<sup>\*</sup>Not adjusted for divested MicroOptics business

- Order intake grew year-on-year in the first six months, Q2 2024 slightly below Q1 2024 but above the level of Q2 2023.
- Favorable product mix and a disproportionately low increase in OPEX resulted in a positive development of gross profit margin and EBIT margin.
- Net profit includes extraordinary income from MicroOptics sale (€ 58.8 million); earnings from continuing operations also significantly higher.
- Improved free cash flow from continuing operations demonstrates ability to convert higher volume and margin improvements into cash.
- Expansion of headcount mainly driven by new employees for production in Germany and Taiwan and R&D.

### Division Overview H1 2024



#### **Advanced Backend Solutions**

in € million	H1 2024	H1 2023
Order intake	130.4	93.5
Order book	280.4	200.2
Sales	136.0	97.8
Gross profit	57.5	36.5
Gross profit margin	42.3%	37.3%
EBIT	21.3	9.1
EBIT margin	15.7%	9.4%

- Continued order intake momentum from our Bonder product line, especially for temporary bonding equipment; order from US-based technology partner BRIDG for our D2W/W2W hybrid bonding platform
- Significant sales growth, mainly driven by execution of bonder orders received in H2 2023
- Unchanged softness in Imaging and Coating product line
- Gross profit margin and EBIT margin increase as a result of favorable product mix and under-proportional increase in OPEX

#### **Photomask Solutions**

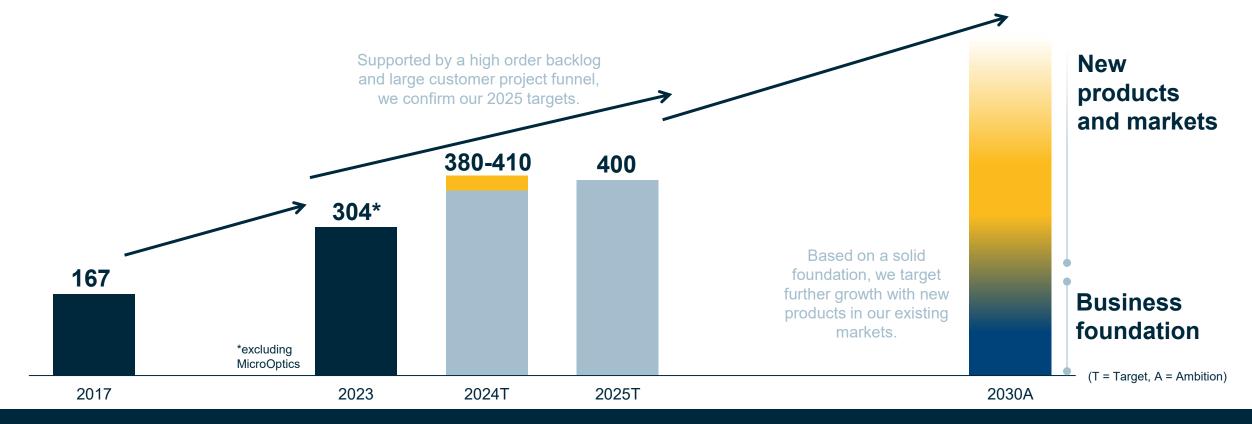
in € million	H1 2024	H1 2023
Order intake	61.8	84.7
Order book	169.9	181.4
Sales	56.8	34.5
Gross profit	19.6	10.7
Gross profit margin	34.5%	30.9%
EBIT	11.0	4.4
EBIT margin	19.4%	12.6%

- Order intake on a lower level than in H1 2023, but order book still exceeds annual production capacity
- Strong order book level of ~ €170 million provides high visibility through mid-2025
- Increased profitability due to a very favorable product and customer mix
- Small number of systems sold can result in greater volatility due to changes in product and customer mix

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# **SÜSS** MicroTec

# Based on our business foundation we see further potential beyond



#### Major growth drivers 2023

 Converting high order backlog in Photomask Solutions and Bonder business into sales growth

### Major growth drivers 2024/2025

- Bonding (especially with regard to Aldriven demand for temporary bonders)
- Photomask Solutions

#### Major growth drivers 2030

- General expected market growth in our core businesses (lithography, bonding, photomask)
- Hybrid Bonding
- Wafer Cleaning

### Investor Relations Information

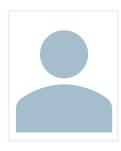
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### **Financial Calendar 2024**



March 27
Annual Report 2023

May 8
Q1 Report 2024

✓ June 11✓ Annual General Meeting 2024

August 7
Half Year Report 2024

November 7
Nine Months Report 2024