



# SUSS MICROTEC

## QUARTERLY FIGURES Q1 2020

MAY 8, 2020

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.

## HIGHLIGHTS

- + Strong order entry with € 69 million, third quarter in a row above € 60 million
- + Increased activity in broad band communication segment (5G)
- + Solid business development in Mask Aligner and Coater/Developer
- + Yet, only low impact on sales from COVID-19-pandemy
- + Uncertainty remains high, close monitoring necessary
- + Closing of acquisition of PiXDRO ink-jet printing technology

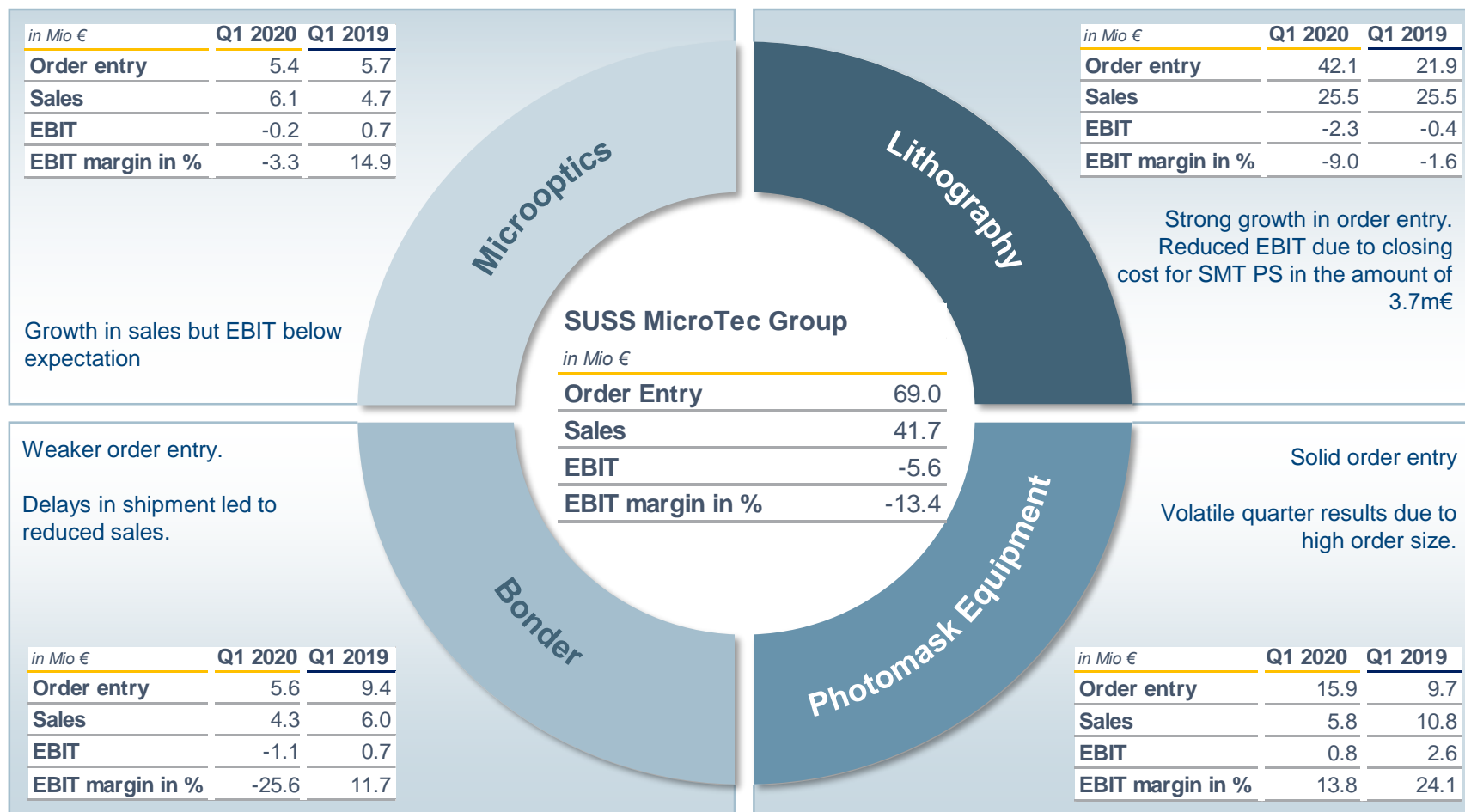


## KEY GROUP FIGURES

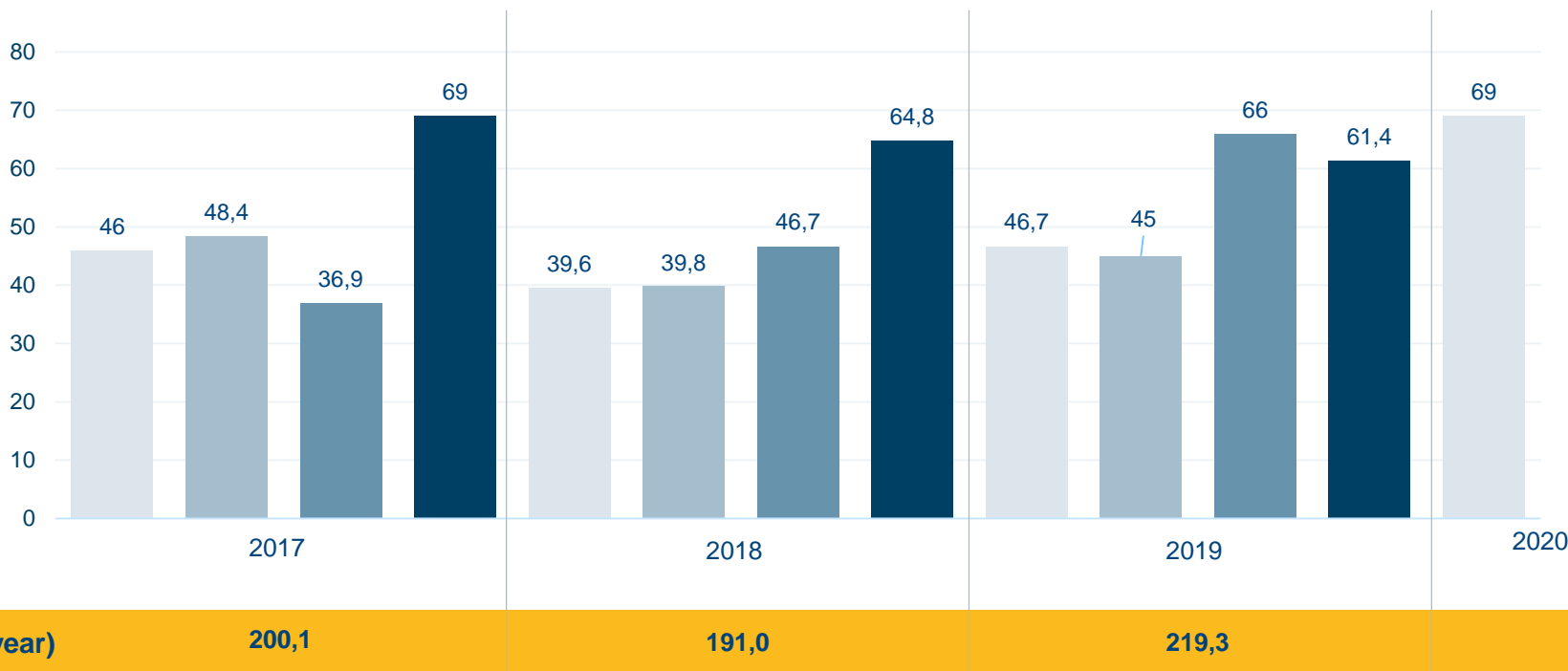
in € million

	3 months / 2020	3 months / 2019	% delta
<b>Order entry</b>	69.0	46.7	47.8
<b>Order backlog 31/12</b>	120.8	85.4	41.5
<b>Sales</b>	41.7	47.1	-11.5
<b>EBIT</b>	-5.6	2.1	--
<b>EBIT margin in %</b>	-13.4%	4.5%	-16.5% <i>points</i>
<b>Earnings after tax</b>	-5.4	0.4	--
<b>EPS in €</b>	-0.28	0.02	--
<b>Free cash flow</b>	-8.3	-16.4	--
<b>Net cash 03/31</b>	-19.6	9.5	--
<b>Employees 03/31</b>	942	899	4.8%

# SEGMENT OVERVIEW



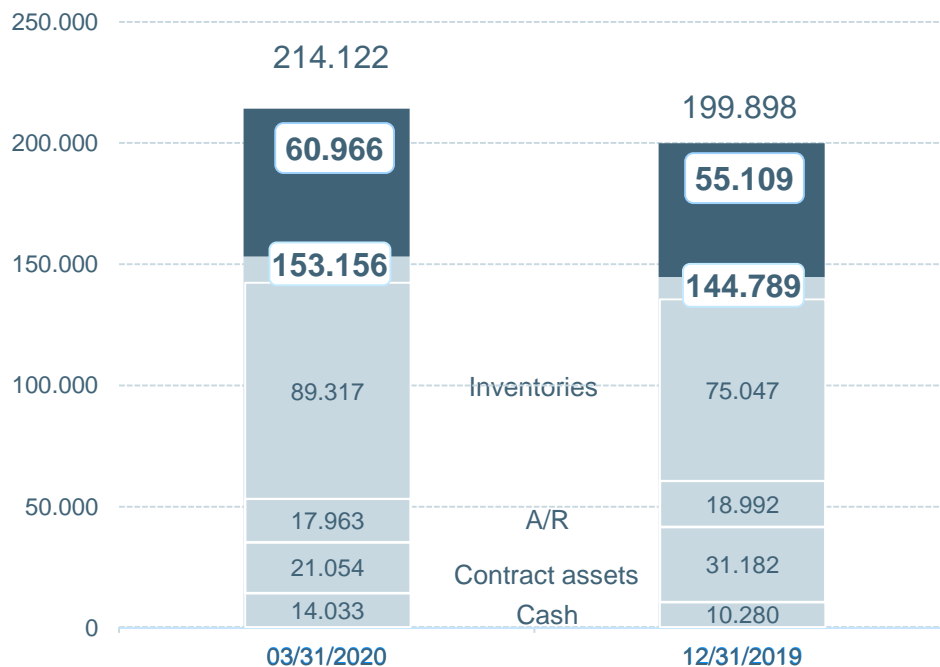
## ORDER ENTRY: QUARTERLY PERFORMANCE



# BALANCE SHEET

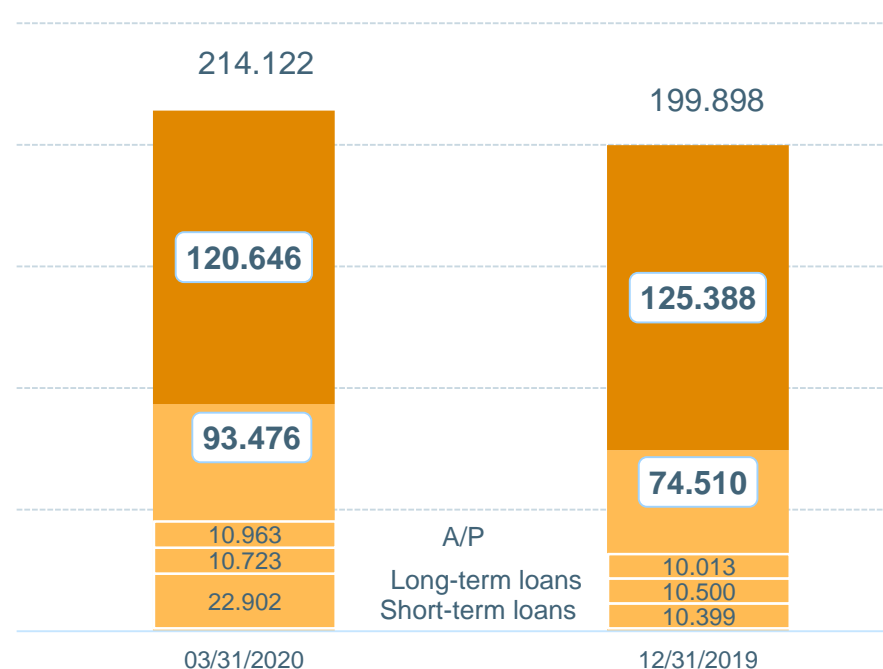
In k €

## Assets



■ Short-term assets ■ Long-term assets

## Liabilities



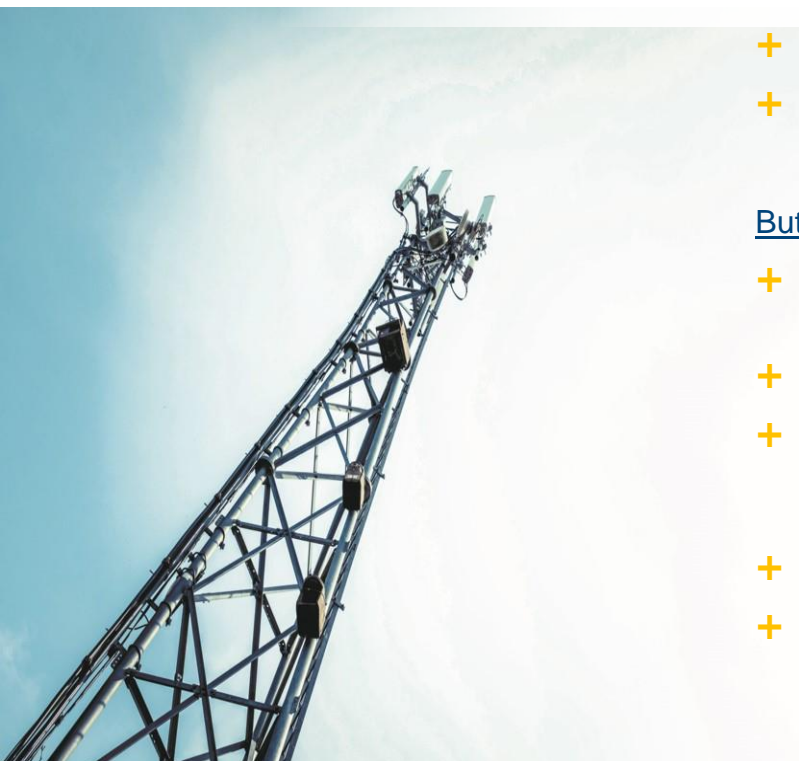
■ Liabilities ■ Equity

**Decrease of equity ratio from 62.7% (Dec, 31, 2019) to 56.3% (Mar, 31, 2020) due to....**

## ACQUISITION: PIXDRO TECHNOLOGY



- + Successful closing of acquisition from Meyer Burger (March, 31, 2020)
- + Foundation of SUSS MicroTec Netherlands B.V. in Eindhoven
- + Transfer of 30 members of staff to new company
- + Inkjet printing will be part of Coater/Developer product line (segment Lithography)
- + Final purchase price: € 3.9 million
- + Expected sales contribution in 2020 of about 7 Mio. Euro (9months)
- + Consolidated goodwill: 2.6 million



- + Positive market outlook but impacted by COVID-19 uncertainties
- + Economic development not easy to foresee

But:

- + Clear signal for need to invest in broadband communication systems
- + Significant increase in demand from telecom market
- + Future demand driven by emerging technologies like 5G, IoT, high-performance computing, augmented reality, artificial intelligence, autonomous driving etc.
- + Customers still pushing for shorter delivery times
- + China on the way to “normal” production level

**Positive outlook while keeping focus on supply chain and delivery**





- + Q2 + Q3 2020: Order entry of € 100 - 115 million**
- + FY 2020\*:**
  - Sales of € 230 - 240 million**
  - EBIT margin: 2.5% to 3.5% (including one-off effects from closing Corona)**
  - EBIT margin (adjusted): 4.5% to 5.5% (excluding one-off effects)**