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# CAPITAL MARKETS DAY 2020 INSIGHTS COATER/DEVELOPER

September 24, 2020

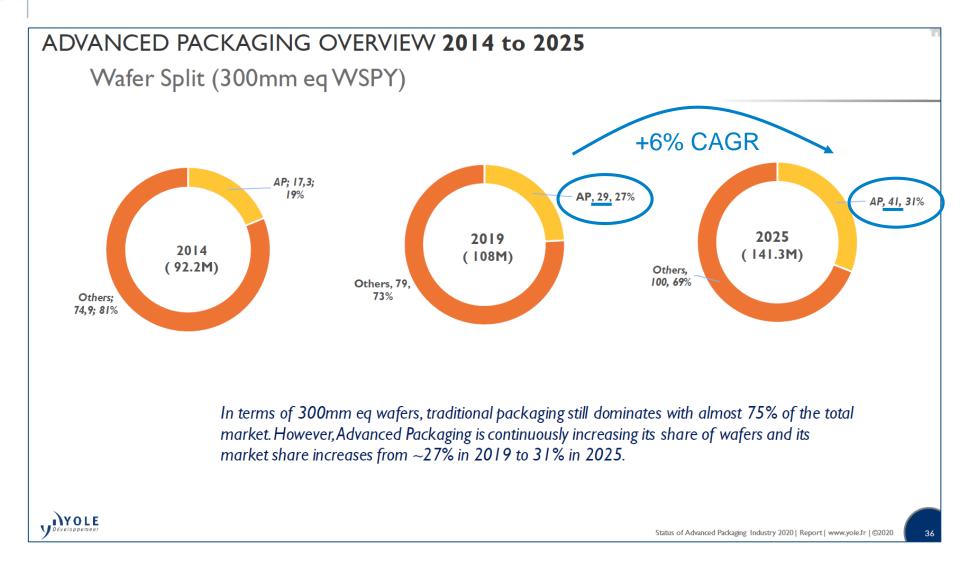
Dr.-Ing. Thomas Grund, Business Unit Manager Coater/Developer



#### **ADVANCED PACKAGING MARKET GROWTH**



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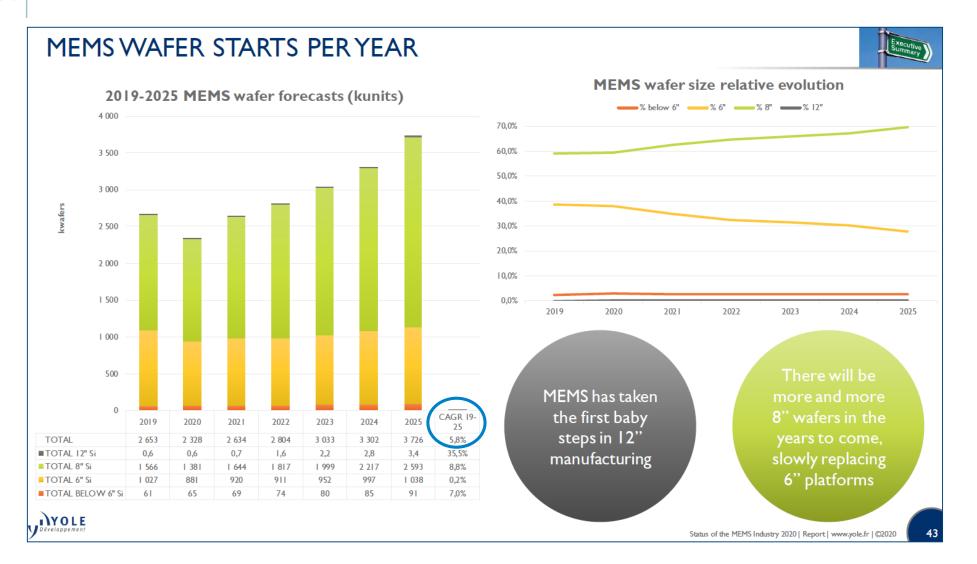


Source: Yole Report, Status of Advanced Packaging Industry 2020 CAGR added by SUSS

#### **MEMS MARKET GROWTH**

**SÜSS** MicroTec

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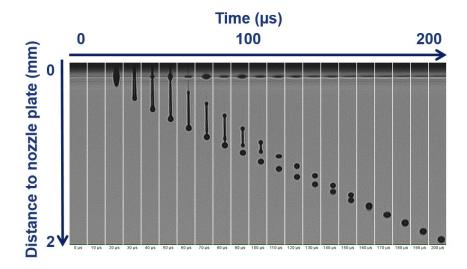


Source: Yole Report, Status of the MEMS Industry 2020

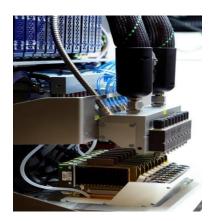
#### **INKJET COATING POTENTIAL**

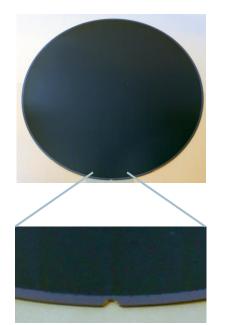
**SUSS**\_MicroTec

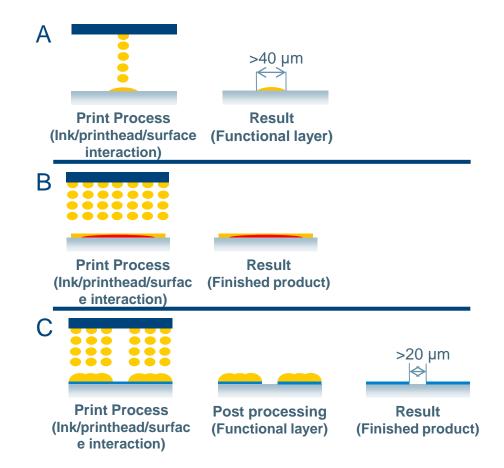
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- Significantly reduced material consumption (conventional spin coating often spins off >>50% of material; Inkjet uses almost 100% of material)
- Material cost can be several factors higher than depreciation cost of machine (per wafer)
- → Major total cost of ownership advantage for Inkjet coating systems





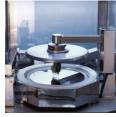


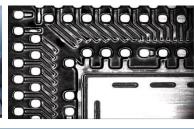
### PRODUCT MARGIN DEVELOPMENT

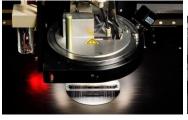


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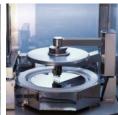
	Coat/Develop		Inkjet		Spraycoat	Coat/Develop	
	ACS200 Gen3	ACS300 Gen2/3	JETX	LP50	AS8 AS12	Labspin, RCD8, Labcluster	AD12 SD12
Comment / USP	High installed base, high flexibility on configuration also with customer specials. Tailored to mid- backend processes.		Unique combination: within SUSS semiconductor and inkjet expertise and installed base under the same roof. Due to door opener LP50, path from R&D to production available.		Specialized process for high topographies.	Various processes available. Most tools/modules based on automatic version. High reliability and process performance.	

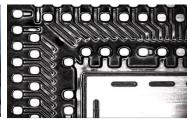
## SUMMARY GROWTH POTENTIAL - ON TRACK WITH SUSS STRATEGY 2025 PROJECTION

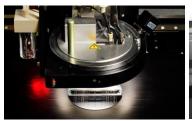


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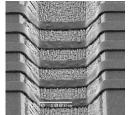












Forecast Sales Revenue Coater €M – most likely scenario

