

# SUSS MICROTEC QUARTERLY NUMBERS Q1 2021

May 12, 2021

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# OPENING REMARKS NEW CEO/COO

## New management since May, 1<sup>st</sup> 2021

Dr. Götz M. Bendele  
Chief Executive Officer (CEO)



Oliver Albrecht  
Chief Financial Officer (CFO); since Nov. 2019



Dr. Thomas Rohe  
Chief Operating Officer (COO)





## Development Q1 2021 vs Q1 2020:

- + Order entry increased by more than 17%
- + Sales went up by 26.1%
- + Strongly improved GP- and EBIT margins
- + Free cashflow and net cash rose considerably
- + No one-off effects in Q1 2021

## Business update by segment:

- + Lithography: strong quarter especially for coaters/developers and mask aligners, with significant EBIT improvement
- + Bonder: good order entry in Q1 but lower sales due to postponements of tool shipments into Q2 2021
- + Photomask Equipment: “lumpy business” quarter on quarter but on good level
- + MicroOptics: improved earnings-margin at stable sales and order entries

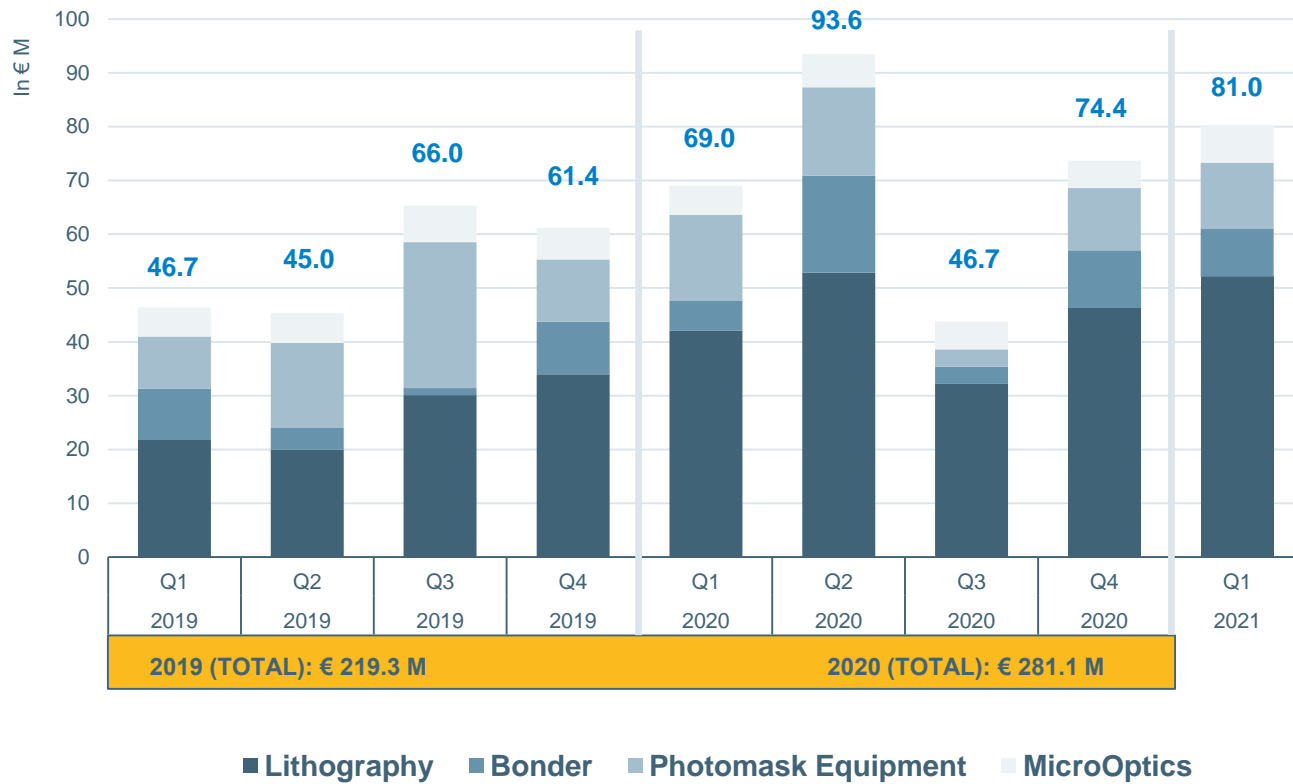
# KEY GROUP FIGURES Q1 2021

| <i>in € M</i>        | Q1 2021 | Q1 2020 | Change    |
|----------------------|---------|---------|-----------|
| Order entry          | 81.0    | 69.0    | +17.4%    |
| Order Backlog 03/31  | 148.2   | 120.8   | +22.7%    |
| Sales                | 52.6    | 41.7    | +26.1%    |
| Gross Profit margin  | 32.9%   | 24.5%   | +8.4%pts  |
| EBIT                 | 1.4     | -5.6    | --        |
| EBIT margin          | 2.7%    | -13.4%  | +16.1%pts |
| EAT                  | 0.8     | -5.4    | --        |
| EPS in €             | 0.04    | -0.28   | --        |
| Free cashflow (in €) | 9.1     | -8.3    | --        |
| Net cash             | 39.2    | -19.6   | --        |
| Employees 03/31      | 1041    | 942     | +10.5%    |

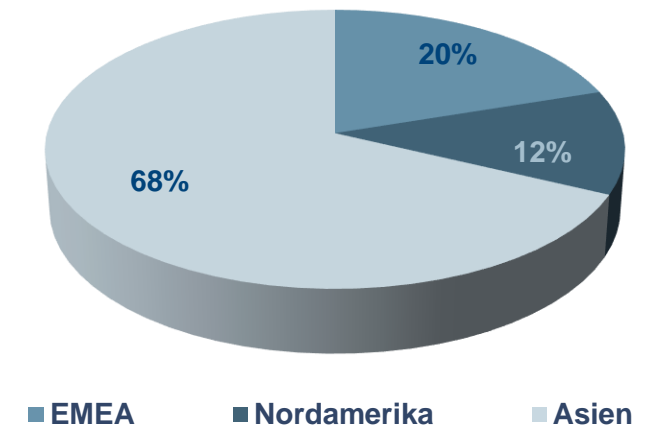
- + Ongoing high demand for SUSS-tools throughout the first quarter 2021
- + Sales growth combined with a better GP margin resulted in a significantly improved EBIT
- + Q1 2020: Minus € 3.7M one-off costs due to closure of US facility in Corona, USA
- + Strong quarterly free cashflow
- + Net cash position is positive with € 39.2M

# ORDER ENTRY BY SEGMENT AND REGION

Order entry by segment



Order entry by region (Q1 2021):



# SEGMENT OVERVIEW Q1 2021

## Lithography

| <i>in € M</i> | Q1 2021 |         | Q1 2020 |         |
|---------------|---------|---------|---------|---------|
| Order entry   | 52.1    |         | 42.1    |         |
| Sales         | 32.2    |         | 25.5    |         |
| GP (margin)   | 10.5    | (32.6%) | 5.3     | (20.8%) |
| EBIT (margin) | 2.7     | (8.4%)  | -2.3    | (-9.0%) |

- + Strong quarter for coaters/developers and mask aligners
- + Order entry for first combined InkJetx/ACS tool in Q1 2021 received; delivery expected in Q4
- + Special effect (scanner business) on EBIT Q1 2020: € -3.7M

## Bonder

| <i>in € M</i> | Q1 2021 |           | Q1 2020 |          |
|---------------|---------|-----------|---------|----------|
| Order entry   | 9.0     |           | 5.6     |          |
| Sales         | 2.1     |           | 4.3     |          |
| GP (margin)   | -0.1    | (-4.8%)   | 0.9     | (20.9%)  |
| EBIT (margin) | -2.4    | (-114.3%) | -1.1    | (-25.6%) |

- + Order entry increased due to higher demand for temporary bonders
- + Sales decreased due to postponement of tool shipments into Q2 2021
- + Outlook for the full fiscal year 2021 remains very positive

## Photomask Equipment

| <i>in € M</i> | Q1 2021 |         | Q1 2020 |         |
|---------------|---------|---------|---------|---------|
| Order entry   | 12.2    |         | 15.9    |         |
| Sales         | 11.3    |         | 5.8     |         |
| GP (margin)   | 4.4     | (38.9%) | 2.6     | (44.8%) |
| EBIT (margin) | 2.5     | (22.1%) | 0.8     | (13.8%) |

- + Order entry remains on a high quarterly level
- + GP margin and EBIT margin can be influenced by single customer orders
- + EBIT/EBIT margin increased due to higher sales volume with a better fixed cost coverage

## MicroOptics

| <i>in € M</i> | Q1 2021 |         | Q1 2020 |         |
|---------------|---------|---------|---------|---------|
| Order entry   | 6.9     |         | 5.4     |         |
| Sales         | 6.6     |         | 6.1     |         |
| GP (margin)   | 1.9     | (28.8%) | 1.7     | (27.9%) |
| EBIT (margin) | 0.3     | (4.5%)  | -0.2    | (-3.3%) |

- + Recovery of order entry and sales
- + Improved GP and EBIT margins due to slightly higher sales volume
- + New clean room completed; installation of production equipment is ongoing



# MARKET ESTIMATES AND LONGER TERM OUTLOOK



- + Ongoing high market activity - continuously strong order entry
- + Uncertainties remain due to COVID-19 pandemic and US/China trade barriers
- + Forecasts for semiconductor market growth 2021 range from plus 4.1% (Cowan) to plus 18% (future horizon)
- + Mega Trends fully intact:
  - Future demand driven by emerging technologies like 5G, IoT, high-performance computing, augmented reality, artificial intelligence, autonomous driving etc.

+ confirmation of Guidance 2021



Sales 2021

**€ 270 - 290M**

EBIT margin 2021

**9 - 11%**

Free Cashflow 2021

**€ 12 - 18M**



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## Contact

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## Financial Calendar 2021

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|                             |         |
|-----------------------------|---------|
| Annual Report 2020          | April 9 |
| Quarterly Report 2021       | May 12  |
| Annual General Meeting 2021 | June 16 |
| Half Year Report 2021       | Aug. 5  |
| Nine Months Report 2021     | Nov. 11 |