

November 6, 2025

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# Conference Call 9M 2025

# Disclaimer

This presentation contains forward-looking statements relating to the business, financial performance and earnings of SUSS MicroTec SE and its subsidiaries and associates.

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

# Agenda

01 Key Messages 9M 2025

02 Key Financial Figures 9M 2025

03 Outlook 2025

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01 Key Messages 9M 2025

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03 Outlook 2025

# Very solid sales development, order momentum slow, gross profit and EBIT margin clearly below expectations

## Financial Results

# 9M 2025

**236.8**

in € million

Order intake  
9M 2025

**-14.3% YoY**

**384.4**

in € million

Sales  
9M 2025

**+30.2% YoY**

**35.9**

in %

Gross profit margin  
9M 2025

**-3.7pp YoY**

**14.1**

in %

EBIT margin  
9M 2025

**-2.0 pp YoY**

# Key CEO messages



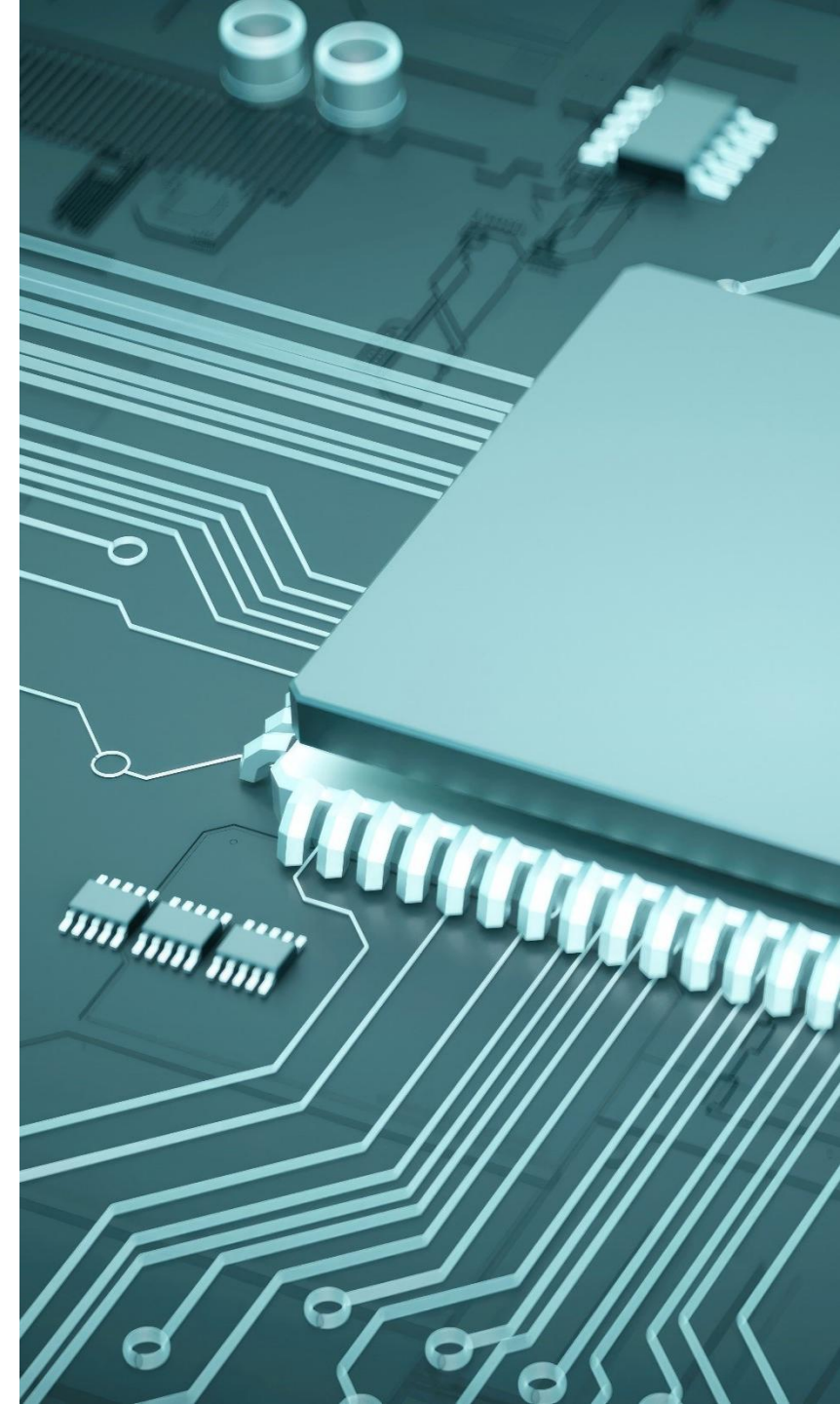
Strong order fulfilment and sales development in first nine months 2025, with expected reduction in sales in Q3 compared to previous quarters. Order intake continued to be below expectations, with a YTD book-to-bill ratio of 0.62. **We expect order momentum to pick up significantly in the fourth quarter.**



Year-on-year **decline in gross profit margin** mainly caused by additional efforts for rework during assembly and for customer ramp-up support for already installed tools, a lower contribution to fixed cost coverage through an unfavorable product and customer mix and – in Q3 – a lower total output, as well as production-related one-off effects.



As already announced, earnings targets for the full year 2025 had to be reduced. However, **the current margin pressure does not reduce our expectations for the medium term.** We will present our ambitions for 2030 at the CMD on November 17, 2025.



# Segment Overview 9M 2025

## Advanced Backend Solutions

| in € million                         | 9M 2025 | 9M 2024 |
|--------------------------------------|---------|---------|
| <b>Order intake</b>                  | 182.5   | 198.1   |
| <b>Order book as of September 30</b> | 187.3   | 274.2   |
| <b>Sales</b>                         | 262.9   | 208.8   |
| <b>Gross profit</b>                  | 90.1    | 86.8    |
| <b>Gross profit margin</b>           | 34.3%   | 41.6%   |
| <b>EBIT</b>                          | 26.6    | 33.3    |
| <b>EBIT margin</b>                   | 10.1%   | 15.9%   |

- Order intake below previous year as strong demand for coaters could not fully compensate for the decline in orders for bonders; demand for Imaging systems with a slight increase thanks to CoWoS-related orders for our UV scanner
- Sales growth of 25.9% in the first three quarters of 2025, to which all three product lines contributed; Imaging and Coating systems with exceptional year-on-year growth rates (both > +50%); Bonding systems still showing slight sales growth despite very strong previous year
- Gross profit margin burdened by unfavorable product mix, one-off effects and – in the third quarter – lower fixed cost coverage due to reduced total output

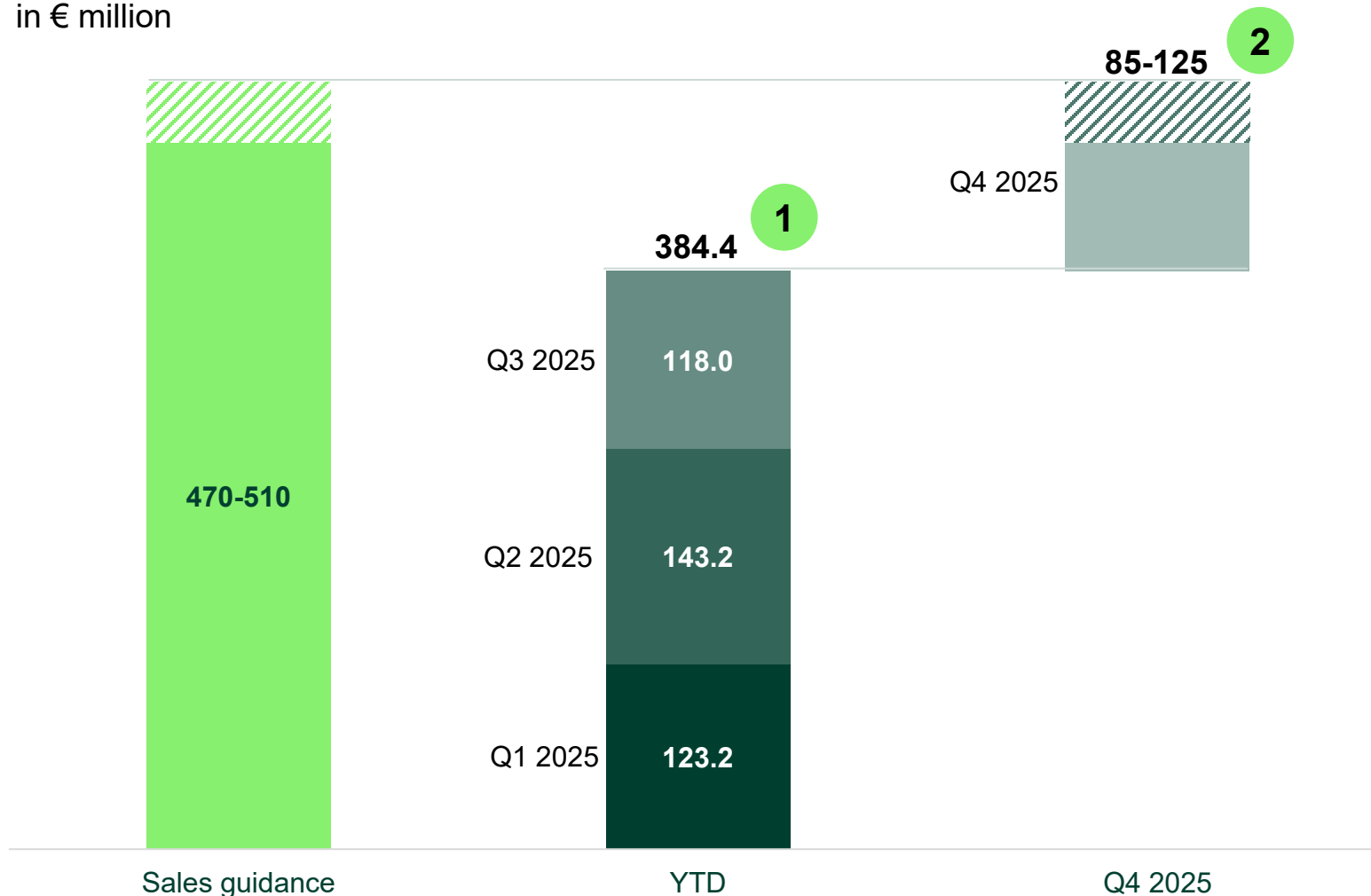
## Photomask Solutions

| in € million               | 9M 2025 | 9M 2024 |
|----------------------------|---------|---------|
| <b>Order intake</b>        | 54.3    | 78.1    |
| <b>Order book</b>          | 88.9    | 156.7   |
| <b>Sales</b>               | 121.5   | 86.5    |
| <b>Gross profit</b>        | 46.7    | 30.6    |
| <b>Gross profit margin</b> | 38.4%   | 35.4%   |
| <b>EBIT</b>                | 32.0    | 17.9    |
| <b>EBIT margin</b>         | 26.3%   | 20.7%   |

- With order intake of €7.6 million in the third quarter, this is now the second quarter in a row with weak order momentum; orders from Chinese customers down €32 million year-on-year after nine months
- Strong sales growth of 40.5 % in the first three quarters, mostly driven by an exceptional H1 while Q3 sales of €25.2 were slightly below previous year
- Year-on-year gross margin development very positive, even though the third quarter showed a weaker trend at 31.7% due to an unfavorable customer mix and a rather low sales volume

# Actual and expected development in 2025 – Sales

in € million



**1** After three quarters of 2025, we have reached 78% of the midpoint of our sales guidance.

**2** In the fourth quarter, sales of €85 million to €125 million is required to achieve our forecast – we remain committed to this target.

**3** The product mix in the second half of the year is different from what we had expected at the beginning of 2025:

- higher coater sales than expected
- lower bonder sales than expected
- push-out of two high-margin tools into 2026 (only recently communicated to us)

**The change in the product mix has a negative impact on the gross margin (see next page).**

# Actual and expected development in 2025 – Gross profit

Compared to the mid-point of the original forecast, there is a gap of ~ €16 million in gross profit; main reasons are:

| in € million        | 9M 2025<br>(Actuals) | 9M 2025<br>(Projection)* | Effect<br>(in € million)                                                                                                                                                                        | GP<br>impact  | Timing           | One-off                |
|---------------------|----------------------|--------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------|------------------|------------------------|
| Sales               | 384.4                | 384.4                    | UV-scanner capacity ramp in Taiwan                                                                                                                                                              | -3.2          | Q1+Q2<br>2025    | Yes                    |
| Cost of sales       | - 246.5              | - 230.6                  | Write-down on a discontinued technology project                                                                                                                                                 | -2.2          | Q2<br>2025       | Yes                    |
| Gross profit        | 137.9                | 153.8                    | Expenses for new Zhubei site<br>(double-rent, relocation, utilities)                                                                                                                            | -1.2          | Q3<br>2025       | Yes (until<br>Q1 2026) |
| Gross profit margin | 35.9%                | 40.0%                    | Rework during assembly and customer<br>ramp-up support                                                                                                                                          | -2.4          | Since Q1<br>2025 | Mixed                  |
|                     |                      |                          | Unexpected product and customer mix<br>changes (more coaters and less bonders;<br>many Photomask solutions for key customer)<br>and lower fixed cost coverage due to<br>decreasing total output | -7.0          | Q3<br>2025       | No                     |
|                     |                      |                          | <b>Total</b>                                                                                                                                                                                    | <b>- 16.0</b> |                  |                        |

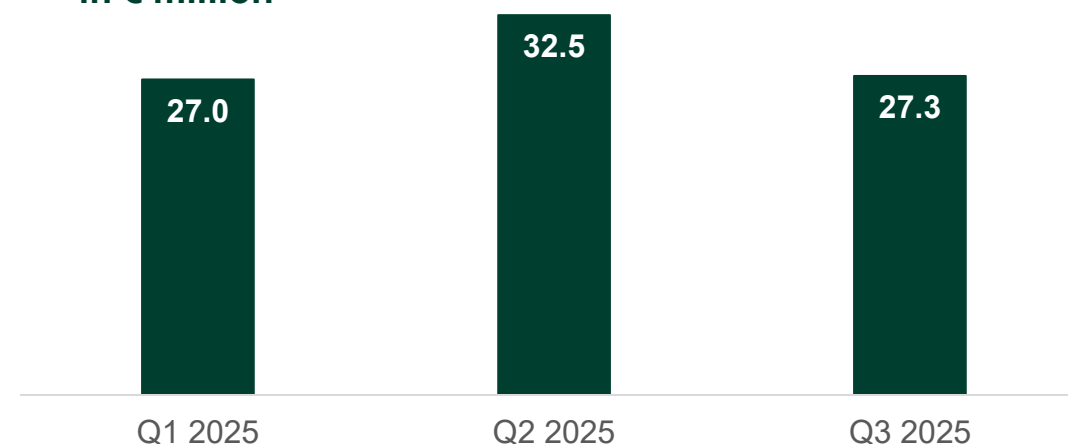
\* Projection: actual sales and simulation if we would have achieved mid-point of initial 2025 gross profit margin target range (39-41%).

# Actual and expected development in 2025 – EBIT

| in € million                    | 9M 2025<br>(Actuals) | 9M 2025<br>(Projection)* |
|---------------------------------|----------------------|--------------------------|
| Sales                           | 384.4                | 384.4                    |
| Cost of sales                   | - 246.5              | - 230.6                  |
| Gross profit                    | 137.9                | 153.8                    |
| OPEX                            | - 86.8               | - 92.3                   |
| Other operating income/expenses | 3.2                  | -                        |
| <b>EBIT</b>                     | <b>54.3</b>          | <b>61.5</b>              |
| EBIT margin                     | 14.1%                | 16%                      |



## OPEX development by quarters in € million



The lower gross profit compared to the forecast was partially offset by stricter cost management and a positive balance in other operating income/expenses.

\* Projection: with actual sales and simulation if we would have achieved mid-point of initial 2025 gross profit margin (39-41%) and EBIT margin (15-17%) target ranges.

# New production site in Zhubei officially opened

New production site in Zhubei has officially opened on October 30, with more than > 100 guests including high-level customers.



## Zhubei project progress

- Technical installations and interior outfitting completed; all necessary licenses have been obtained
- Construction of the first tools at the new location has begun; first deliveries of tools produced in Zhubei in early 2026
- Leasing contracts for old locations terminated by the end of Q1 2026 at the latest

# Agenda

01 Key Messages 9M 2025

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# Strong sales growth and higher investments

| in € million                                        | 9M 2025 | 9M 2024 | Change        |
|-----------------------------------------------------|---------|---------|---------------|
| <b>Order intake</b>                                 | 236.8   | 276.2   | -14.3%        |
| <b>Order book as of September 30</b>                | 276.1   | 430.8   | - 35.9%       |
| <b>Sales</b>                                        | 384.4   | 295.3   | + 30.2%       |
| <b>Gross profit</b>                                 | 137.9   | 116.8   | + 18.1%       |
| <b>Gross profit margin</b>                          | 35.9%   | 39.6%   | - 3.7%-Points |
| <b>EBIT</b>                                         | 54.3    | 47.4    | + 14.6%       |
| <b>EBIT margin</b>                                  | 14.1%   | 16.1%   | - 2.0%-Points |
| <b>Earnings after taxes</b> (continuing operations) | 39.8    | 35.4    | +12.4%        |
| <b>Net profit<sup>1</sup></b>                       | 36.4    | 93.8    | -             |
| <b>EPS basic</b> (in €, continuing operations)      | 2.08    | 1.85    | +12.4%        |
| <b>Cash and cash equivalents</b>                    | 94.4    | 136.1   | -30.6%        |
| <b>Net cash</b>                                     | 43,9    | 122,3   | - 64.1%       |
| <b>Free cash flow</b> (continuing operations)       | -28.2   | 24.2    | -             |
| <b>Free cash flow total<sup>1</sup></b>             | -31.5   | 94.3    | -             |
| <b>Capital Expenditures</b>                         | 17.8    | 5.5     | + 223.6%      |
| <b>Employees as of September 30</b>                 | 1,528   | 1,414   | + 8.1%        |

<sup>1</sup> including discontinued operations, i.e. MicroOptics business

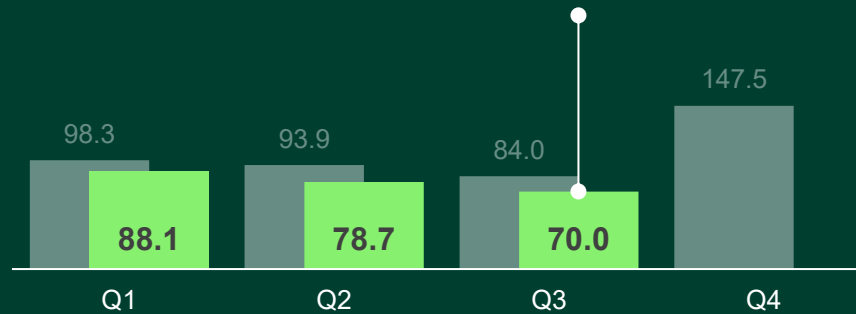
- Order book at €276.1 million, of which €140 million (only tools) are scheduled for delivery and revenue recognition in 2026
- Significant decline in net cash, mainly due to the deduction of the lease agreement for our new production site in Zhubei (Taiwan) and investments as well lower customer pre-payments due to reduced orders
- Free cash flow after three quarters at €-28.2 million; Q3 without noticeable change with free cash flow of €-0.7 million and operating cash flow of €+5.9 million
- Increase in CapEx to €17.8 after three quarters driven by new production site in Zhubei

In Q3, business volume declined as expected compared with previous quarters, accompanied by high margin pressure

Sales volume remains very solid, but margin pressure has increased further while order intake momentum continued to be muted.

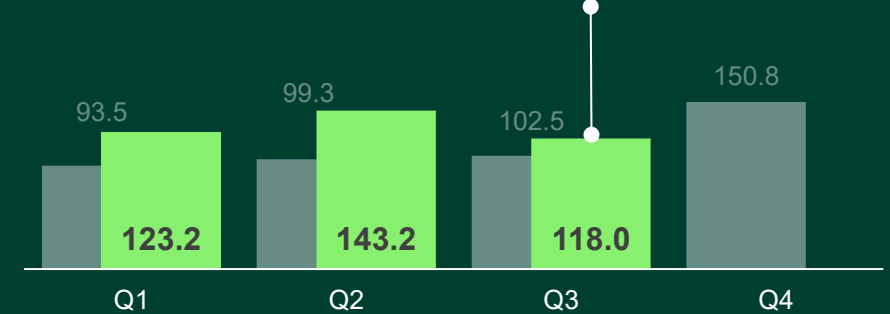
Order intake

**€70.0m** (Q3 2025)



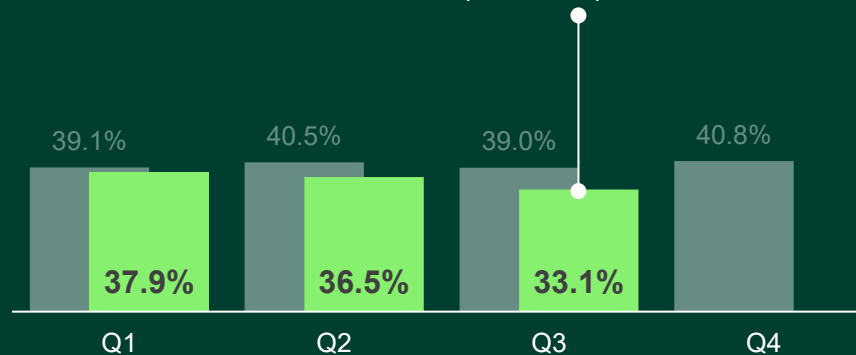
Sales

**€118.0** (Q3 2025)



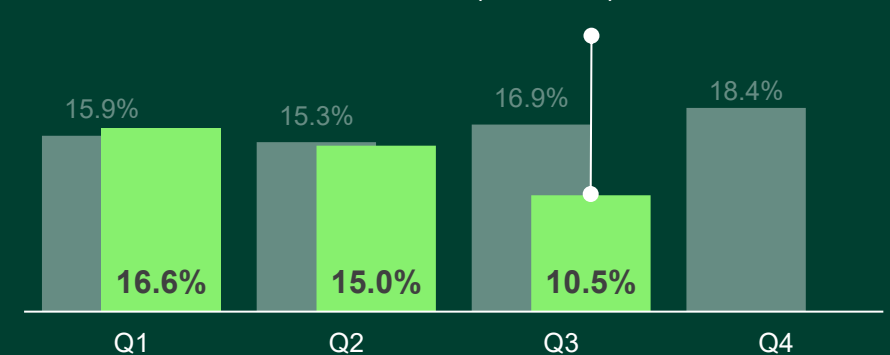
Gross profit margin

**33.1%** (Q3 2025)



EBIT margin

**10.5%** (Q3 2025)



■ 2024 ■ 2025

# Product mix effect in Advanced Backend Solutions and customer mix effect in Photomask Solutions impacted Q3 2025 margin development

Order intake  
(Q3 2025)

€70.0m

Sales  
(Q3 2025)

€118.0m

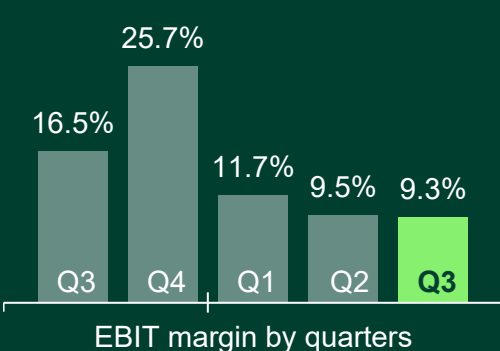
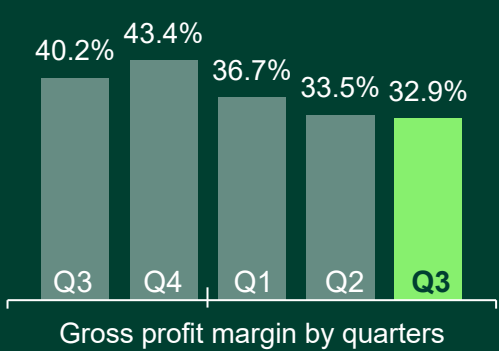
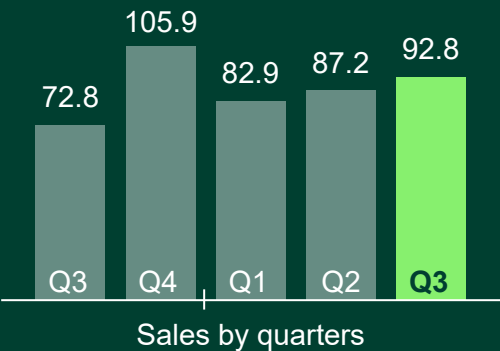
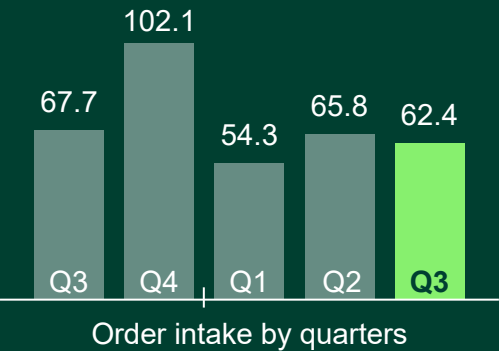
Gross profit margin  
(Q3 2025)

33.1%

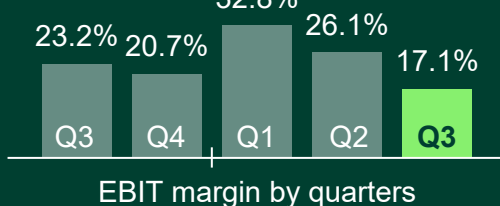
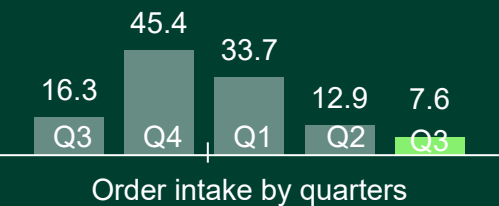
EBIT margin  
(Q3 2025)

10.5%

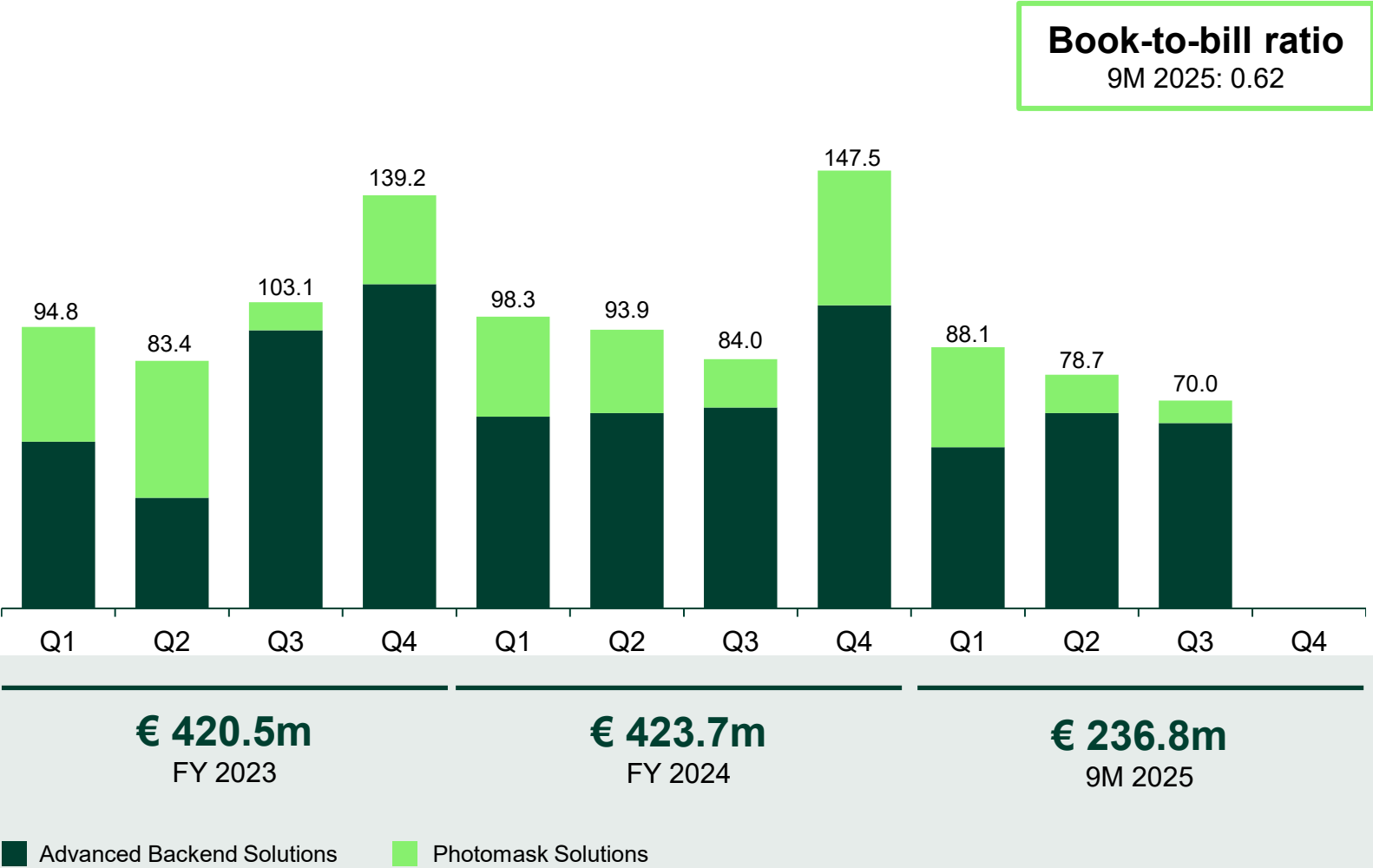
Advanced Backend Solutions



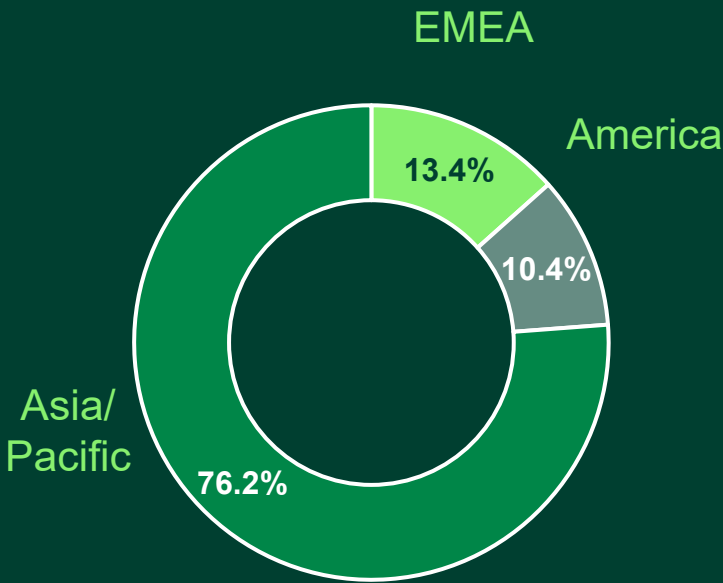
Photomask Solutions



# Order Intake by Segment (in € m) and Region (in %)



## Order Intake by Region 9M 2025



# Right-of-use asset for new Taiwan site impacts balance sheet structure

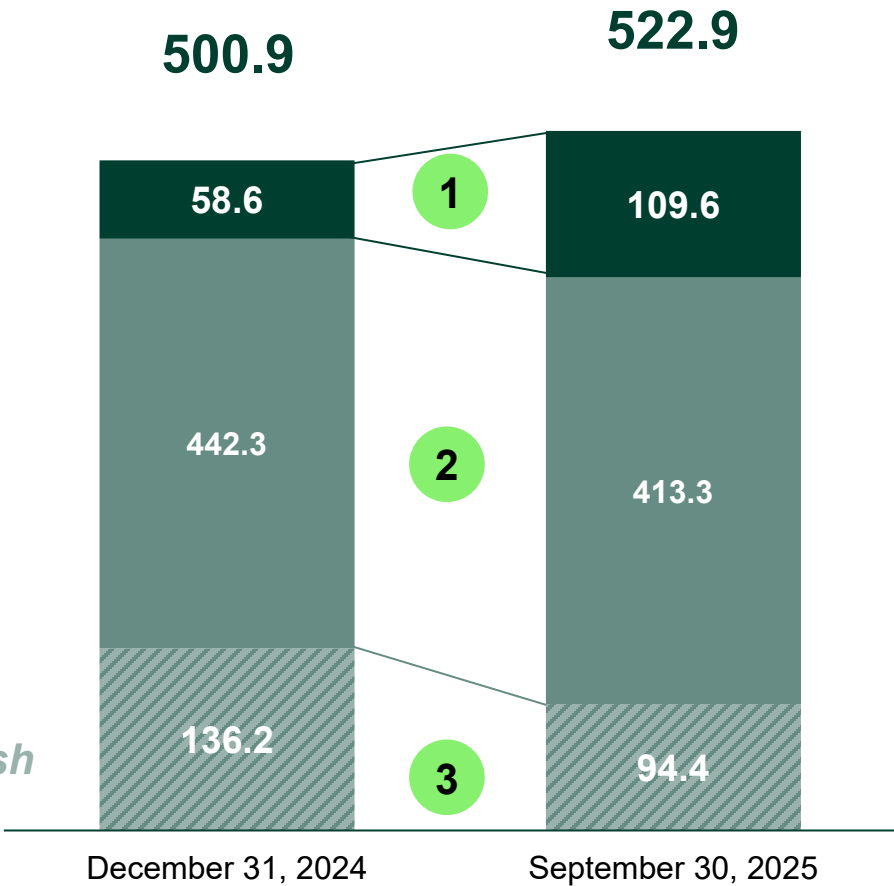
## Assets

in € million

Non-current assets

Current assets

Of which  
*Cash and cash equivalents*

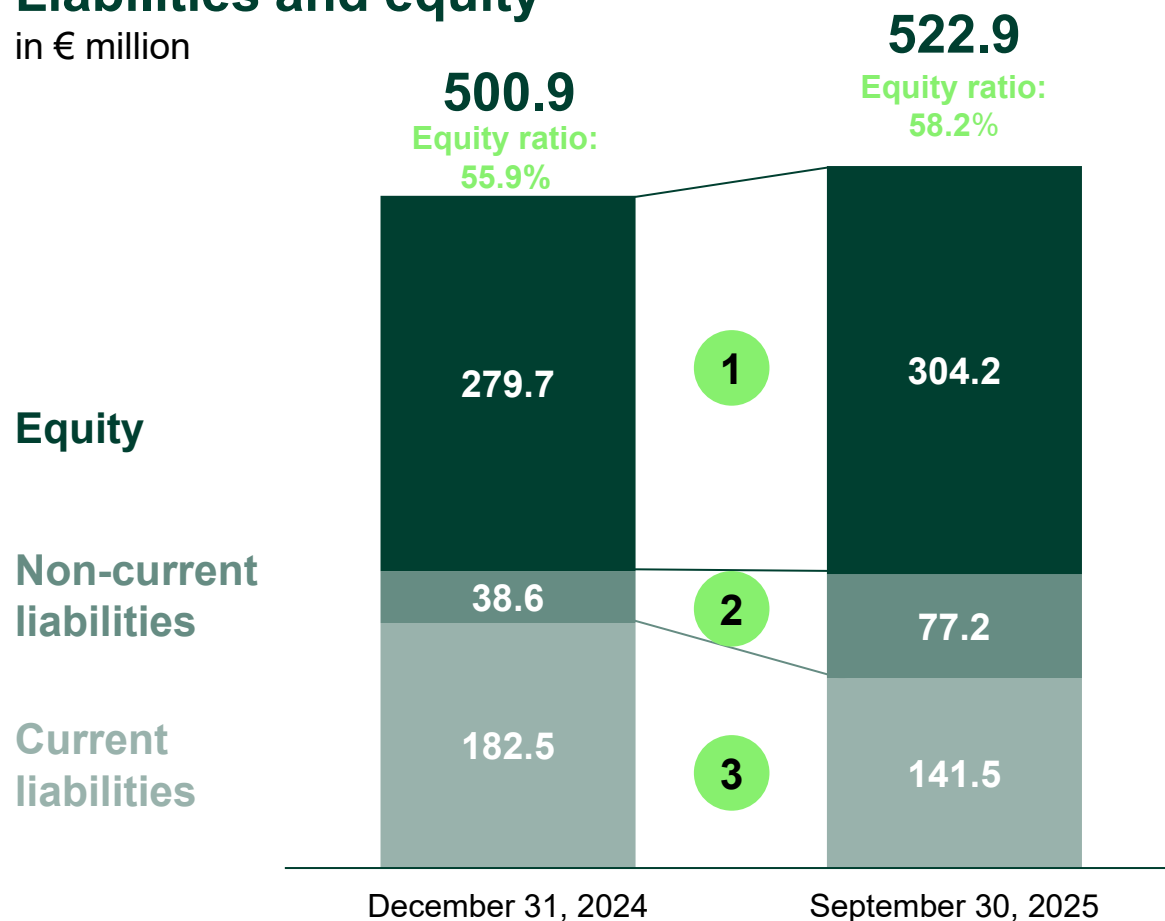


- 1 Right-of-use asset for the Zhubei site and technical fittings there amounting to € 9.2 million were main drivers for increase in non-current assets.
- 2 Increase of contract assets by € 12.6 million to € 71.5 million and of trade receivables by € 10.1 million to € 25.0 million while inventories down by € 12.1 million to € 201.9 million.
- 3 Cash and cash equivalents down to € 94.4 million. Total Free Cashflow of € -31 million and repayments of financial debt and dividend payments in the amount of round € 9 million.

# Changes due to net income and leasing liabilities from Zhubei site

## Liabilities and equity

in € million



# Agenda

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# Sales guidance confirmed for the full year 2025, reduced margin forecasts

## Guidance 2025

(as of October 27, 2025)



- Based on the disappointing margin development in the third quarter of 2025, we informed the capital markets on October 27, 2025, that we had to revise our guidance for the gross profit margin and EBIT margin for the full year 2025 downward again. Strict cost management for the remainder of the year should ensure that the reduced margin targets are achieved.
- The Management Board will also discuss appropriate measures for sustainably improving the cost structure in the near future.

# Investor Relations information

## Conference and Roadshow Calendar

- **November 17, 2025**  
SUSS Capital Markets Day | Garching/Munich
- **November 24/25, 2025**  
German Equity Forum | Frankfurt
- **November 26, 2025**  
Van Lanschot Kempen's London Conference | London
- **December 1, 2025**  
Berenberg European Conference | London

There may be changes to the SUSS conference and roadshow schedule.

## Financial Calendar

- **November 6, 2025**  
Interim Statement Q1 2026
- **March 30, 2026**  
Annual Report 2025
- **May 7, 2026**  
Quarterly Statement
- **June 3, 2026**  
Annual General Meeting, Munich
- **August 6, 2026**  
Half-yearly financial Report
- **November 5, 2026**  
Quarterly Statement Q3 2026

Thank you

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# Growing Innovation



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