

MARCH 31, 2023



Conference Call

Financial Year 2022

Disclaimer

This presentation contains forward-looking statements relating to the business, financial performance and earnings of SÜSS 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 SÜSS 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.

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

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Highlights Full Year 2022

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Key Financial Figures 2022

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Outlook 2023

Our successful year 2022 at a glance: We have met or exceeded all targets

Financial Results 2022

No
guidance

446.2
in € million

Order Entry 2022

Guidance:
€ 270–300m



299.1
in € million

Sales 2022

No
guidance

36.8
in %

Gross profit margin 2022

Guidance:
8.5–10.5%



11.0
in %

EBIT Margin 2022¹

Guidance:
€ -5 to +5m



16.0
in € million

Free Cashflow 2022

1) Including one-off effects of € 3.1 million. Operating EBIT margin thus accounted to 9.9%.

Business Highlights 2022



- Best year in company history with regard to order entry, sales and EBIT
- Strong Q4 with sales > € 100 million demonstrated that SUSS MicroTec is capable to reach mid-term targets
- Price increases implemented to compensate rising costs
- Supply chain challenges ongoing
- Centralized R&D organization implemented to support modularization and operations excellence
- New corporate vision forms basis of our strategies

Division Highlights 2022



Strong demand across all divisions

Lithography¹:

- Strong business with high-margin Mask Aligners
 - Coaters for 200 and 300mm applications performed well
 - Noticeable pick-up in UV-scanner business, growing from € 3.2 million in 2021 to € 9.8 million in 2022
-

Bonder¹:

- New business with silicon carbide (SiC) customer
 - First order for integrated D2W hybrid bonder received; evaluation of hybrid bonder agreed with two key customers
-

Photomask Equipment:

- Extraordinarily high order entry in Asia, especially in China
 - Disruptive wafer cleaning solution in development
-

Micro-optics:

- Very strong growth of ~ 50% year-on-year

1) Business units Lithography and Bonder were merged into the new Advanced Backend Solutions business unit at the end of 2022. We will report in the new structure from the 2023 financial year onwards.

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Outlook 2023

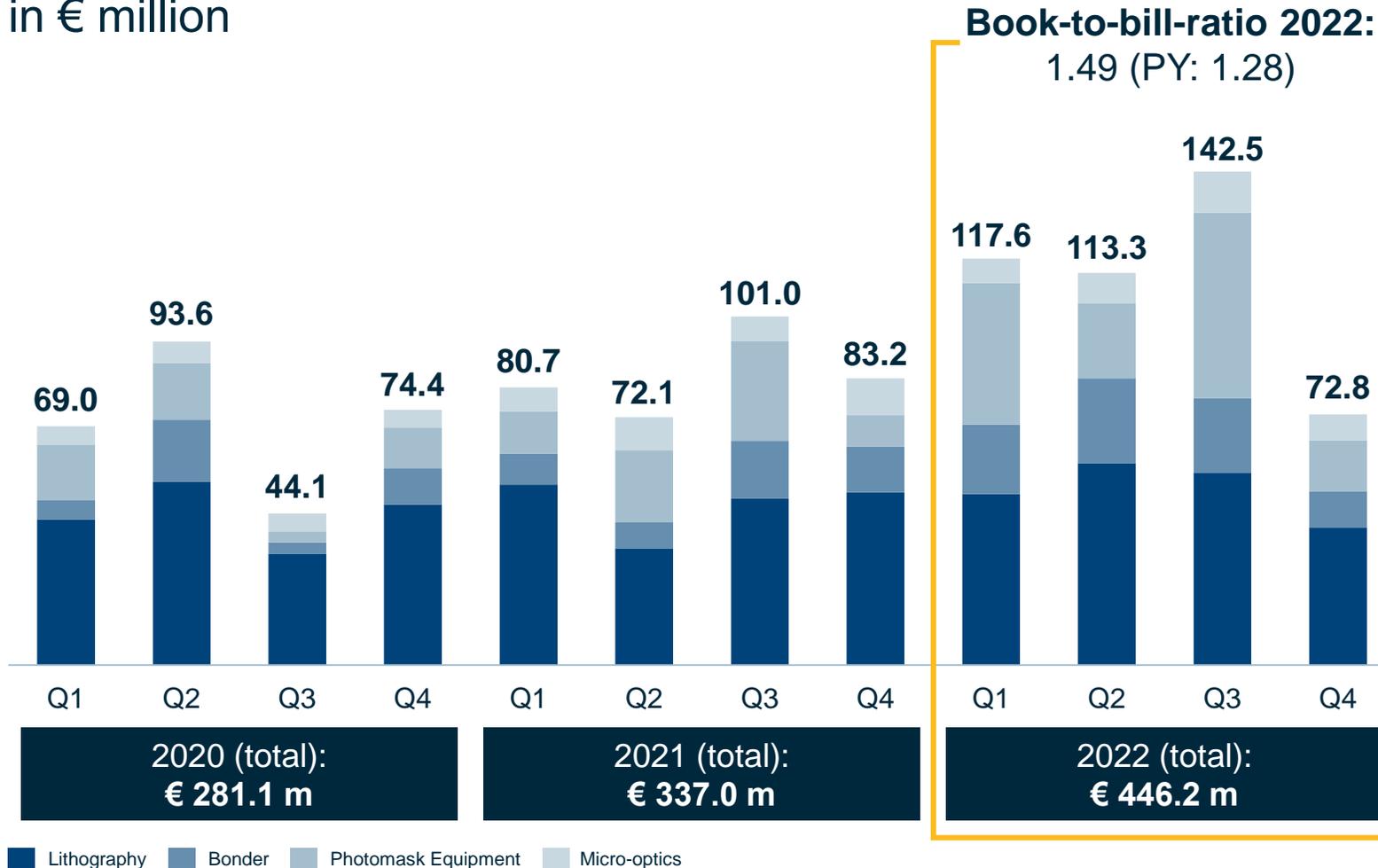
We improved all key financial figures in 2022

In € million	2022	2021	Change
Order entry	446.2	337.0	32.4%
Order backlog as of Dec 31	346.4	193.9	78.6%
Total sales	299.1	263.4	13.6%
Gross profit	110.1	94.2	16.9%
Gross profit margin	36.8%	35.8%	+1.0%pts
EBIT	32.8	22.6	45.1%
EBIT margin	11.0%	8.6%	+2.4%pts
Earnings after tax	24.5	16.0	53.1%
Earnings per share, basic (in €)	1.28	0.84	52.4%
Net cash	41.3	33.8	22.2%
Free Cashflow	16.0	14.7	8.8%
Employees as of Dec 31	1,252	1,178	6.3%

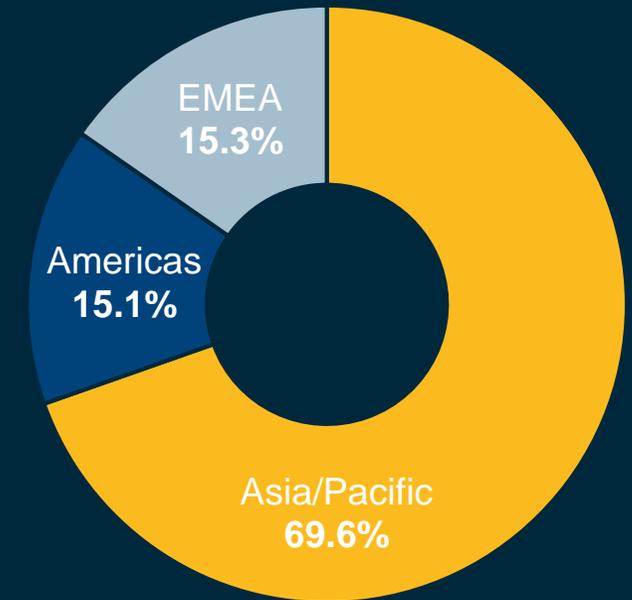
- **Strong order entry and order backlog** are solid foundation for targeted growth in 2023
- **Positive gross profit margin development** as price increases and operational progress more than offset cost increases
- **EBIT margin has significantly improved**, but included non-operating effects of 1.1%pts. from liquidation of SUSS MicroTec Photonic Systems Inc. and reversal of impairment losses on UV-scanner and laser materials previously written off
- Company has created **value for shareholders** (earnings per share +52.4%)
- Increase in free cash flow allows **dividend to be raised by € 0.04** to € 0.20 per share

Order Entry by Division and Region FY 2022

Order Entry by Division in € million

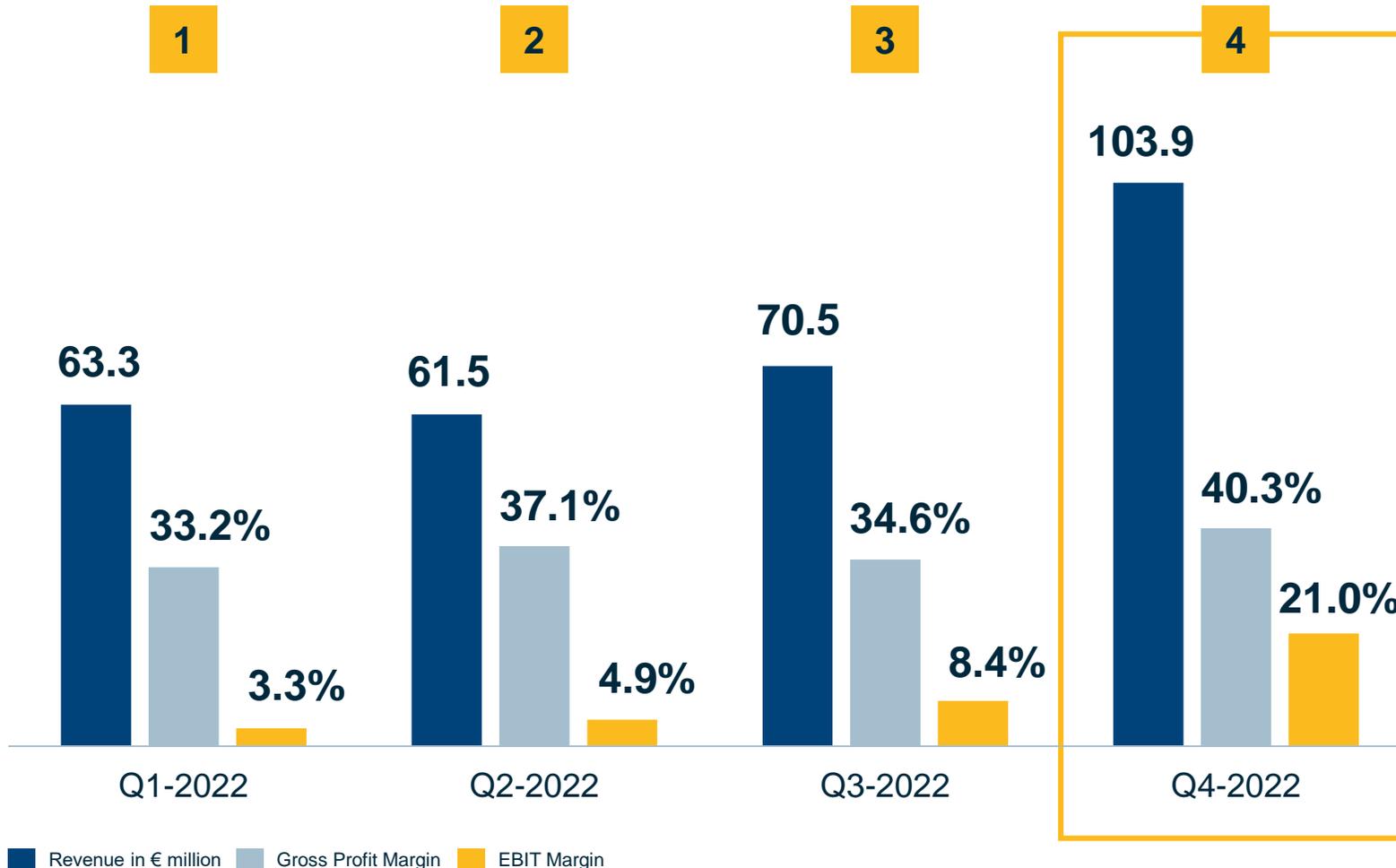


Order Entry by Region



Q4-2022 as best sales and earnings quarter in our history

Quarterly Development 2022



H2 shows – as known from previous years – a more dynamic sales development than H1

Consequent tracking of critical shipping dates has contributed towards achieving our upper end revenue targets

EBIT margin has continuously improved from quarter to quarter

Q4-2022 shows the effect of scaling when revenue makes a noticeable jump (2022 quarterly break-even point at ~ € 55 million) and is the best evidence that we are operationally capable of achieving our 2025 targets

Division Overview

Lithography

In € million	2022	2021
Order entry	203.0	183.9
External sales	175.7	155.1
Total sales¹	175.8	157.2
Gross profit	71.9	56.9
Gross profit margin¹	40.9%	36.2%
EBIT	30.5	16.0
EBIT margin¹	17.3%	10.2%

Bonder

In € million	2022	2021
Order entry	76.6	46.4
External Sales	35.0	31.3
Total sales¹	35.0	31.3
Gross profit	10.5	12.3
Gross profit margin¹	30.1%	39.2%
EBIT	-2.0	0.6
EBIT margin¹	-5.7%	1.8%

- Strong order entry for coaters for 200 and 300 mm applications
- Continued order momentum for mask aligners, also with regard to SiC process
- Order pick-up for UV-scanners
- Strong sales development in Q4-2022
- Margin improvement due to higher share of high-margin mask aligners and price increases
- Investment in R&D increased by € 3 million yoy

- Order entry for automated bonders for high volume manufacturing increased
- Order entry strong in Asia but also in North America (for automated bonders for power electronics on 200 mm wafers)
- Sales were slowed due to the postponement of deliveries at year end and partly postponed into 2023
- Margins decreased due to higher manufacturing costs compared to prior year, longer production times and higher sales and administrative costs

1) Total sales include internal sales (sales to other divisions) since 2021. The gross profit margin and EBIT margin are calculated on the basis of total sales.

Division Overview

Photomask Equipment

In € million	2022	2021
Order entry	130.9	70.8
External Sales	48.8	49.7
Total sales¹	48.8	49.8
Gross profit	16.8	16.2
Gross profit margin¹	34.4%	32.6%
EBIT	6.1	6.6
EBIT margin¹	12.5%	13.3%

- Very strong order entry in Asia (especially China) thanks to new and evolving local producers of lithography masks
- 2nd half of 2022 saw strong pick-up of sales due to a slight ease of the supply chain constraints
- Margins have not changed much as price increases will be noticeable only after a few months/quarters

Micro-optics

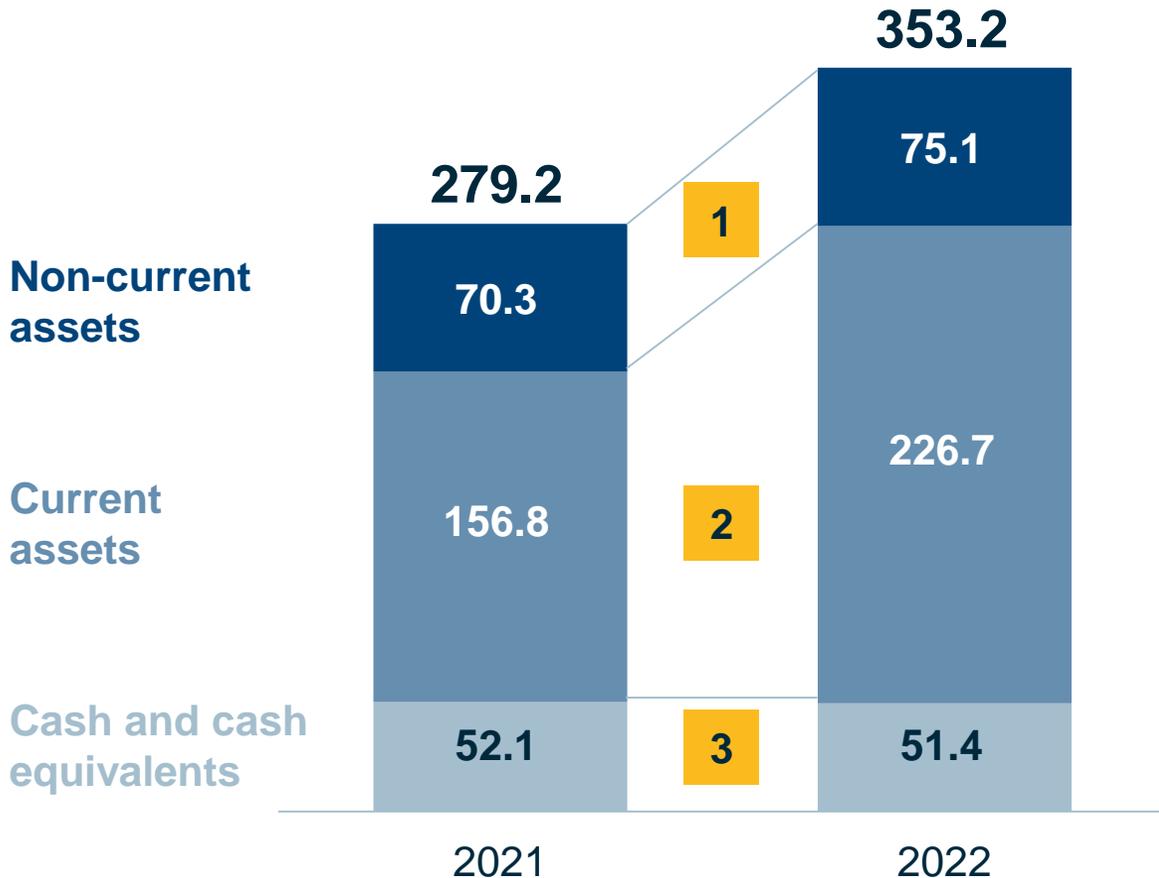
In € million	2022	2021
Order entry	35.3	34.2
External Sales	39.2	25.7
Total sales¹	41.0	27.7
Gross profit	10.2	6.6
Gross profit margin¹	24.8%	23.8%
EBIT	0.7	-1,7
EBIT margin¹	1.8%	-6.1%

- Stable order entry at a good level and includes orders for medical applications
- Sales went up due to the increased capacities for automotive applications
- Margins are generally impacted by rising share of (lower margin) automotive business

1) Total sales include internal sales (sales to other divisions) since 2021. The gross profit margin and EBIT margin are calculated on the basis of total sales.

Inventory build-up due to supply chain bottlenecks extend the balance sheet

Assets as of 31 Dec. in € million



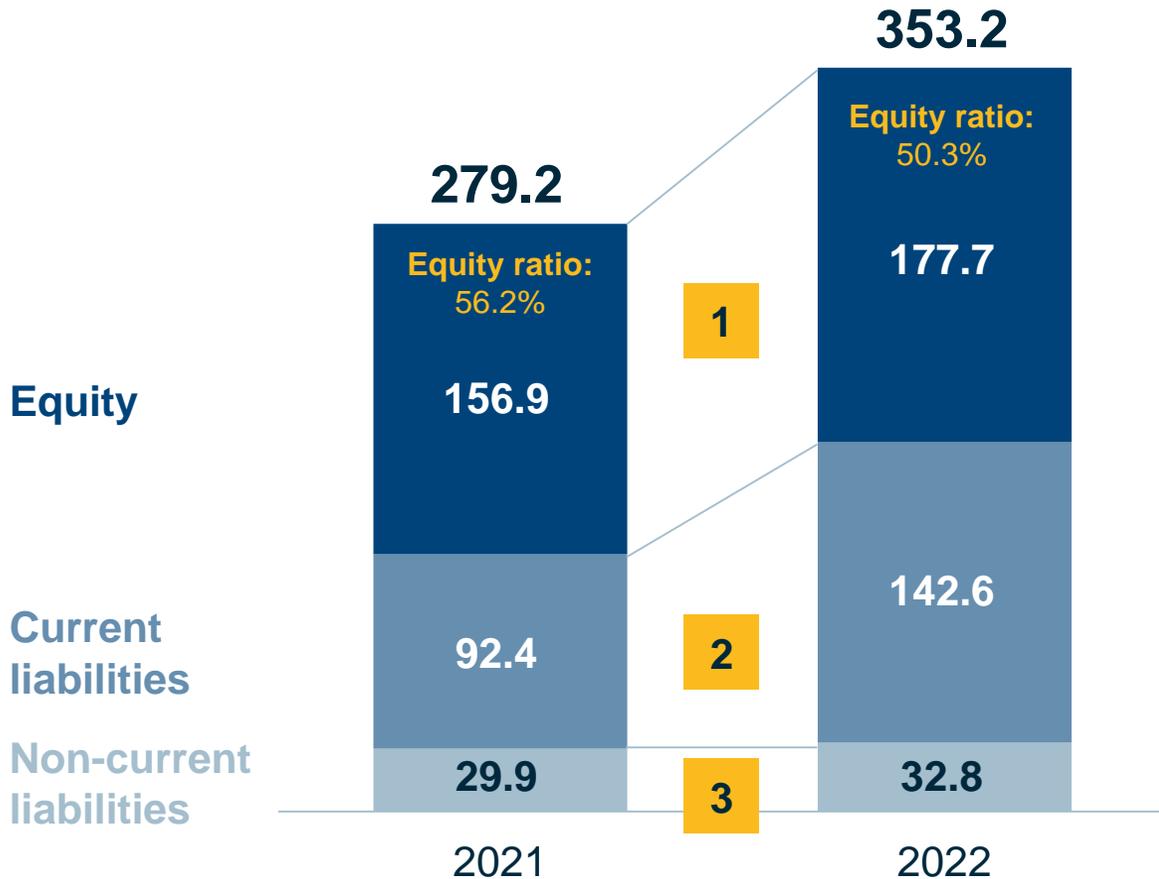
- 1** € 4.4 million increase in tangible assets, in particular as a result of the year-on-year increase in rights of use under IFRS 16

- 2** Increase mainly attributable to the € 60.0 million rise in inventories (due to supply chain bottlenecks) and the short-term investment of € 9.9 million in commercial paper

- 3** Stable development in year-on-year comparison

Liabilities and equity shaped by higher down payments and increase in reserves

Liabilities and equity as of 31 Dec. in € million

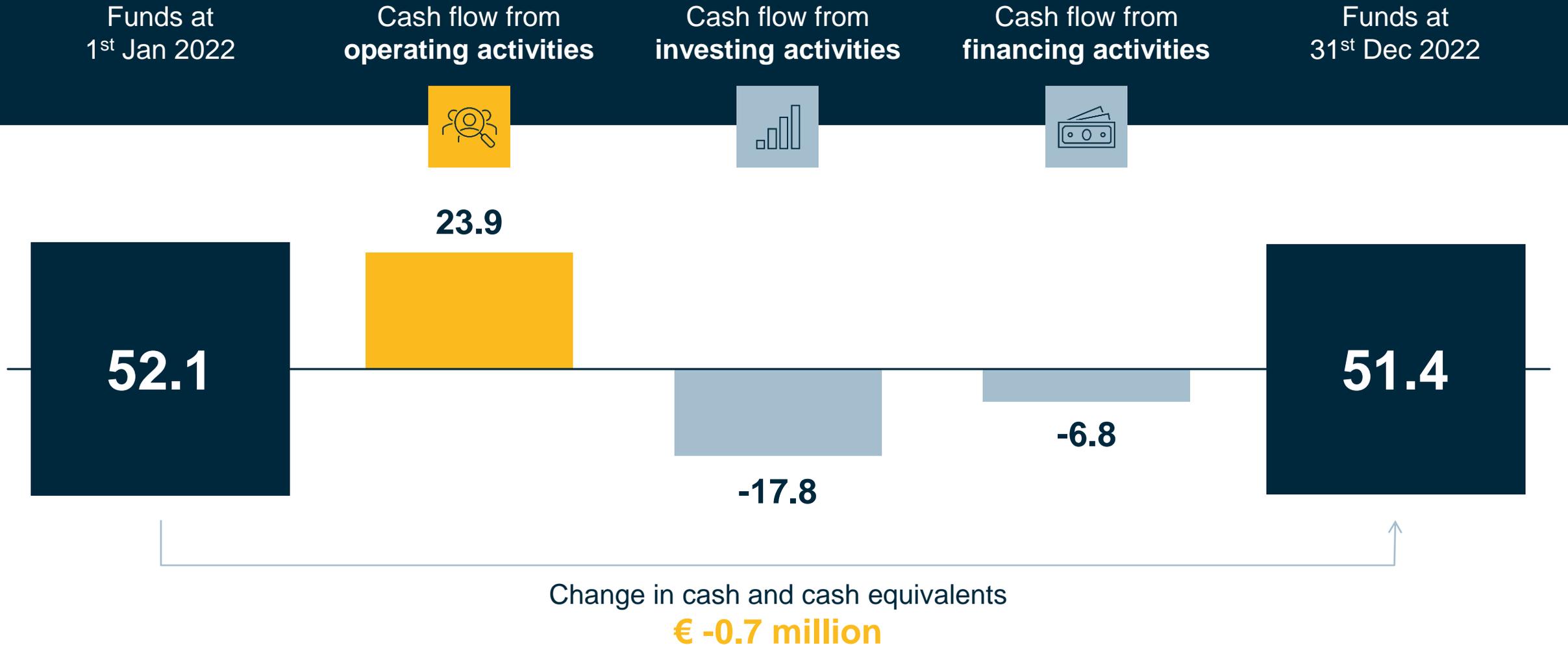


- 1 Increase in capital reserves of € 21.5 million

- 2 Customer down payments more than doubled to € 77.9 million (previous year: € 33.8 million)

- 3 Increase in non-current lease liabilities of € 2.6 million

Cash situation has stabilized at a good level of around € 50 million



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Outlook 2023

High order backlog at the end of 2022 is the basis for our growth in 2023

Sales projection 2023

Sales guidance

320–360
in € million

MicroOptics business

Service business

Limited number of orders to be received and delivered in 2023

60–80% of our order backlog
(€ 346.4 million at 31 December 2022)

We expect to improve our three key performance indicators in 2023

Our Guidance 2023

We aim to take the next step on the way to our 2025 goals.



1) From 2023, we will use gross profit margin instead of free cash flow as the third performance indicator. For further information, please refer to the Annual Report.

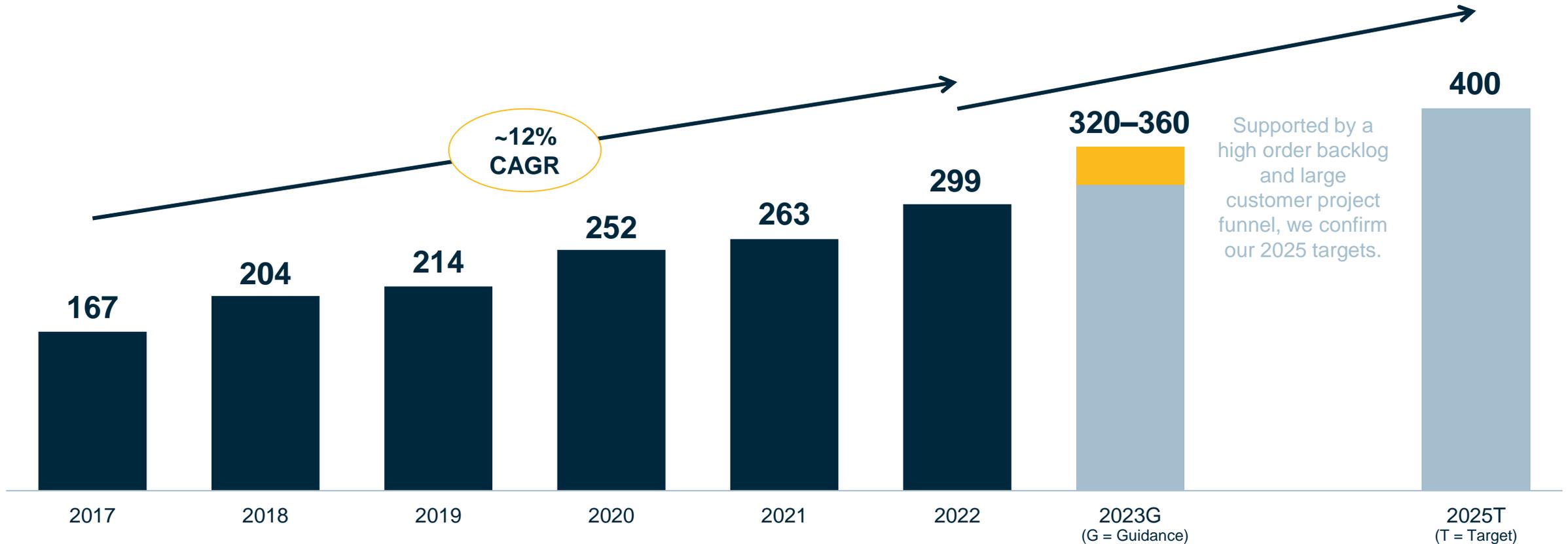
2) Including one-off effects of € 3.1 million. Operating EBIT margin thus accounted to 9.9%.

We aim to take the next step on the way to our 2025 goals

Our target 2025

Confirmed

Revenue of € 400 million with an EBIT margin of 15%



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Financial Calendar



March 31
Annual Report 2022



May 11
Q1 Report 2023



May 31
Annual General Meeting 2023



August 3
Half Year Report 2023



November 9
Nine Months Report 2023