

# SUSS MICROTEC INVESTOR PRESENTATION

September 2018



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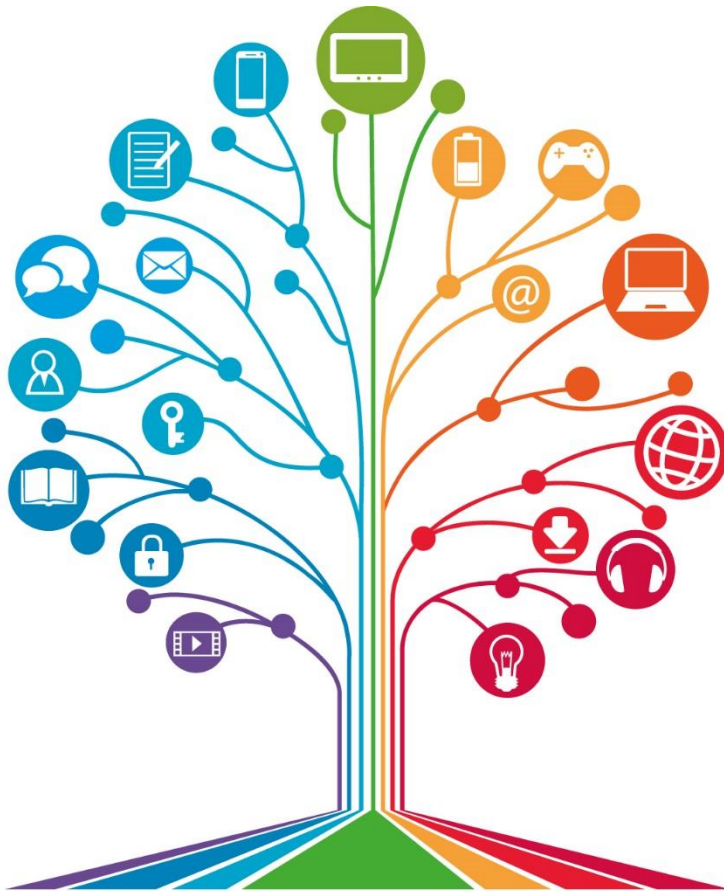
## - AGENDA -

1. Overview
2. Strategy, products and markets
3. Financials
4. Outlook





- + **Equipment provider for semiconductor and related industries**
- + **Semi front-, mid- and back-end, MEMS, RF, Opto, etc.**
- + **Strong focus on Asian markets**
- + **Tier one market players becoming major customers**
- + **Very demanding market environment**



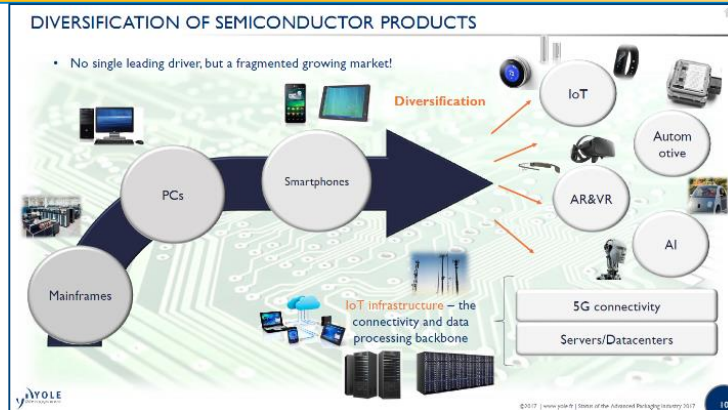
- + Digitization
- + Wireless Communication
- + Data Networks
- + Cloud Computing
- + Internet of Things
- + Smart Factory
- + Autonomous Driving
- + Mobility
- + Automation





# OUR GROWTH DRIVERS

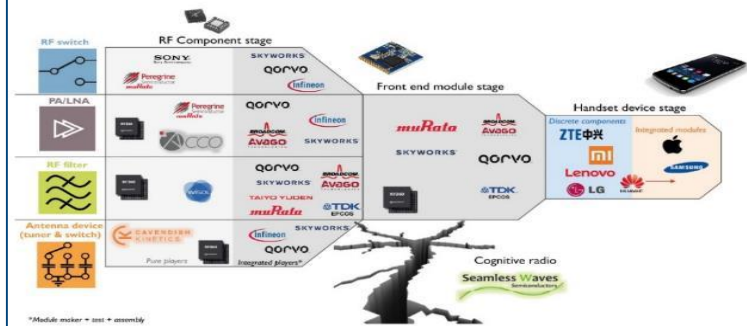
## Advanced Packaging



## RF MEMS

### Leading organizations and potential disruptive players

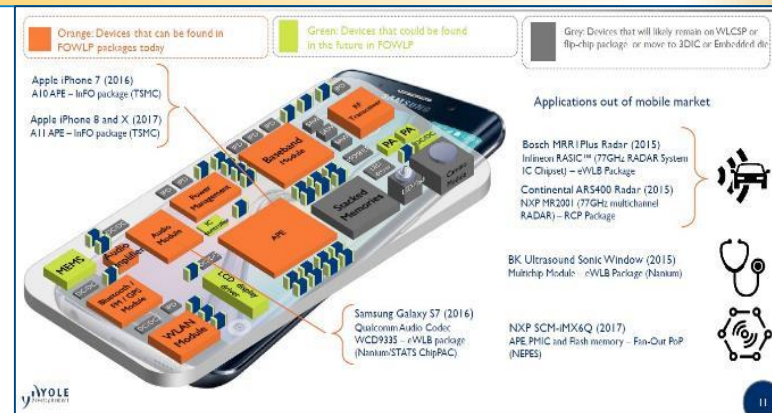
(Source: RF Front End Modules and Components for Cellphones, March 2017, Yole Développement)



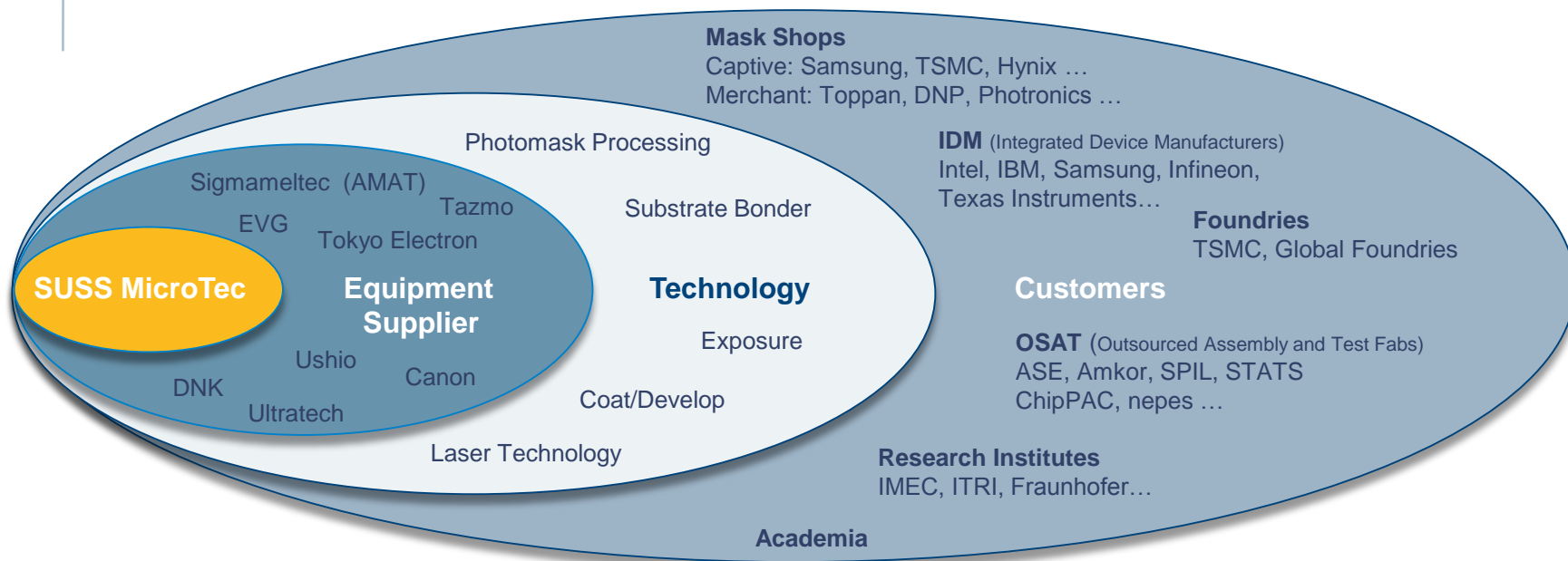
## 3D Packaging



## FOWLP



# MAIN COMPETITORS AND PEER GROUP



## Peer Group

### BE Semiconductor:

equipment for leadframe, substrate and WLP applications (die attach, wire-bonding, plating), target markets include electronics, computer, automotive, industrial, LED and solar energy

### Veeco/UTEC:

steppers for the semiconductor market, advanced packaging, nanotechnology, laser processing (LSA)

### Kulicke & Soffa:

design and manufacture of equipment for semiconductor, LED and electronic assembly (wire-bonding, advanced packaging)

### Rudolph Tech:

equipment and software solutions for macro defect inspection, probe card test and analysis, thin film metrology, advanced packaging lithography systems (steppers)

### EV Group:

equipment for wafer-bonding, lithography/nanoimprint lithography (NIL), metrology, photoresist coating, cleaning and inspection for the target markets: advanced packaging, compound semiconductor and silicon-based power devices, MEMS, nanotechnology and SOI

# SUSS MICROTEC – A GLOBAL PLAYER

## NORTH AMERICA

Order Entry 19.5 € million  
Sales 26.2 € million  
Employees 102

## EMEA

Order Entry 40.1 € million  
Sales 38.8 € million  
Employees 539

## ASIA

Order Entry 140.7 € million  
Sales 101.1 € million  
Employees 138



\*Figures refer to the fiscal year 2017

# MAIN PRODUCTION SITES

## Germany



### Sternenfels\*

- + **Development/production:**
  - Bonder
  - Coater and Developer
  - Photomask Equipment
- + **Core competencies:**
  - Wet Processing
  - Wafer Bonding
  - Photomask Equipment
- + **Production facility ~15,000 m<sup>2</sup>**

### Garching\*

- + **SUSS MicroTec HQ**
- + **Development/production:**
  - Mask Aligner
  - Bond Aligner
- + **Core competencies:**
  - Exposure (proximity exposure)
  - Alignment
  - Bond Aligner
- + **Production facility ~9,000 m<sup>2</sup>**

## Switzerland



### Neuchatel (Switzerland)

- + **Core competencies:**
  - Production of micro-optical components
  - Imprint excellence center
- + **Production facility ~1,240 m<sup>2</sup>**

## USA



### Corona (California)

- + **Development/production:**
  - Stepper/Scanner
  - Laser Processing
- + **Core competencies:**
  - Exposure (UV projection)
  - Laser Ablation
- + **Production facility ~7,000 m<sup>2</sup>**

## Taiwan



### Zhudong (Taiwan)

- + **Core competencies:**
  - Final Assembly Coater
  - Application
  - Show Room
- + **Production facility ~1,300 m<sup>2</sup>**



\*Production site is owned by SUSS MicroTec

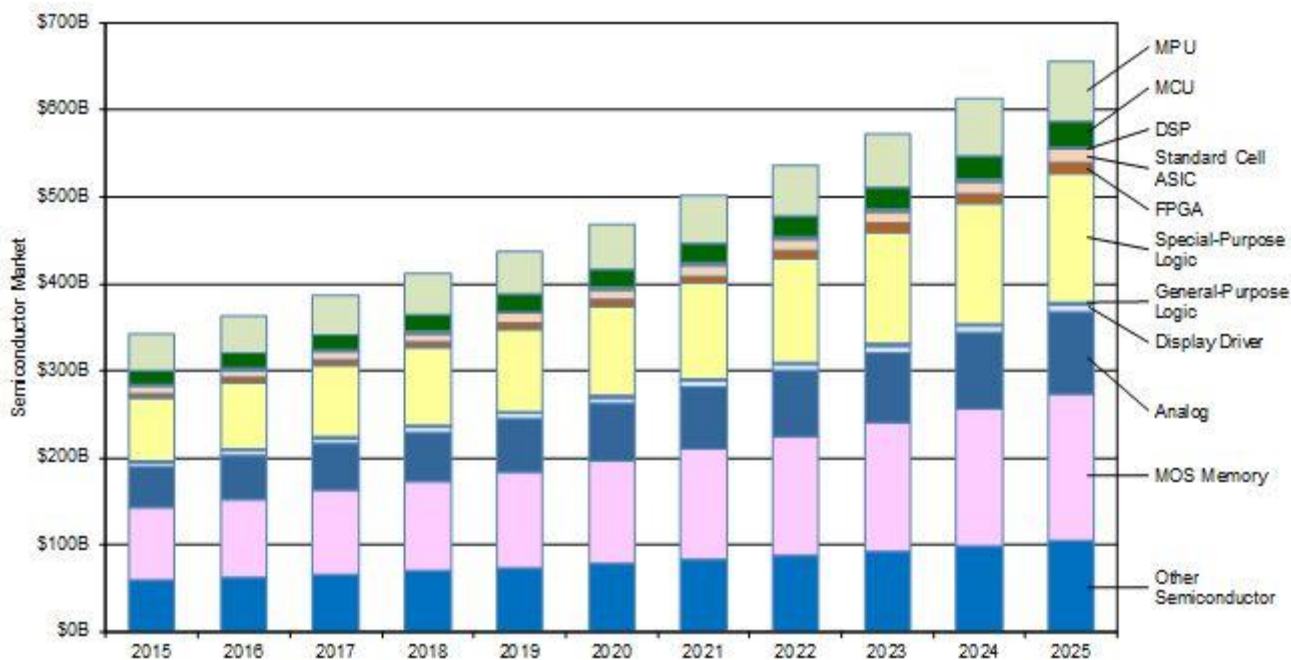


## MARKETS ARE CHANGING – RECOGNIZE AND REALIZE OPPORTUNITIES



- + Our industry is highly innovative and very demanding
- + Processes are getting more complex – costumers are asking for more support
- + Tier one market players are becoming major customers
- + Focus on high volume manufacturing customers – meet their expectation
- + Invest into R&D and application specific excellence centers
- + Collaborate with material, process providers and other equipment suppliers

# SEMICONDUCTOR MARKET LONGTERM OUTLOOK



**The global semiconductor market will be \$656B in 2025 compared to \$343B in 2015 with a CAGR of 6.7%\***

\*source Semi.org

# SEGMENTS, ORDER ENTRY, SALES AND EBIT H1 2018

## Divisions

### Photomask Equipment

Order Entry: 14.5 € million  
Sales: 12.1 € million  
EBIT: 1.7 € million  
EBIT-margin: 13.8%

### Lithography

Order Entry: 50.3 € million  
Sales: 59.3 € million  
EBIT: 4.9 € million  
EBIT-margin: 8.3%

### Bonder

Order Entry: 7.7 € million  
Sales: 20.0 € million  
EBIT: 3.0 € million  
EBIT-margin: 14.8%

## SUSS MicroTec Group H1 2018\*

Order Entry: 78.2 € million  
Sales: 97.4 € million  
EBIT: 7.6 € million  
EBIT margin: 7.8%



\* Including Others

# SEGMENTS, ORDER ENTRY AND SALES FULL YEAR 2017

## Divisions

### Photomask Equipment

Order Entry: 15.7 € million  
 Sales: 19.7 € million  
 EBIT: 5.1 € million  
 EBIT-Margin: 25.9%  
**Adj. EBIT-Margin: 15.7%\***  
 \*€ -2m licence agreement

### Lithography

Order Entry: 136.2 € million  
 Sales: 112.8 € million  
 EBIT: 6.3 € million  
 EBIT-Margin: 5.6%  
**Adj. EBIT-Margin: 14.5%\***  
 \*€ +10m losses Photonic Systems

### Bonder

Order Entry: 36.7 € million  
 Sales: 22.1 € million  
 EBIT: 3.3 € million  
 EBIT-Margin: 14.9%  
**Adj. EBIT-Margin: 10.4%\***  
 \*€ -1m extraordinary margin perm. bonder

## SUSS MicroTec Group FY 2017\*



Order Entry: 200.3 € million  
 Sales: 166.5 € million  
 EBIT: 13.9 € million  
 EBIT margin: 8.3%  
**Adj. EBIT-Margin: 12.6%**

\* Including Others



# PRODUCT PORTFOLIO FOR MASS PRODUCTION

## Semiconductor Industry

### Frontend

### Mid- und Backend

#### Photomask-Equipment

Photomask  
Processing



MaskTrackPro

#### Lithography

Laser Equipment



ELP300 Gen2

Exposure-  
systems



Mask Aligner  
MA200 / MA300



Projection Scanner  
DSC300 Gen2

Coater and  
Developer



ACS200/300

#### Bonder

Wafer Bonder



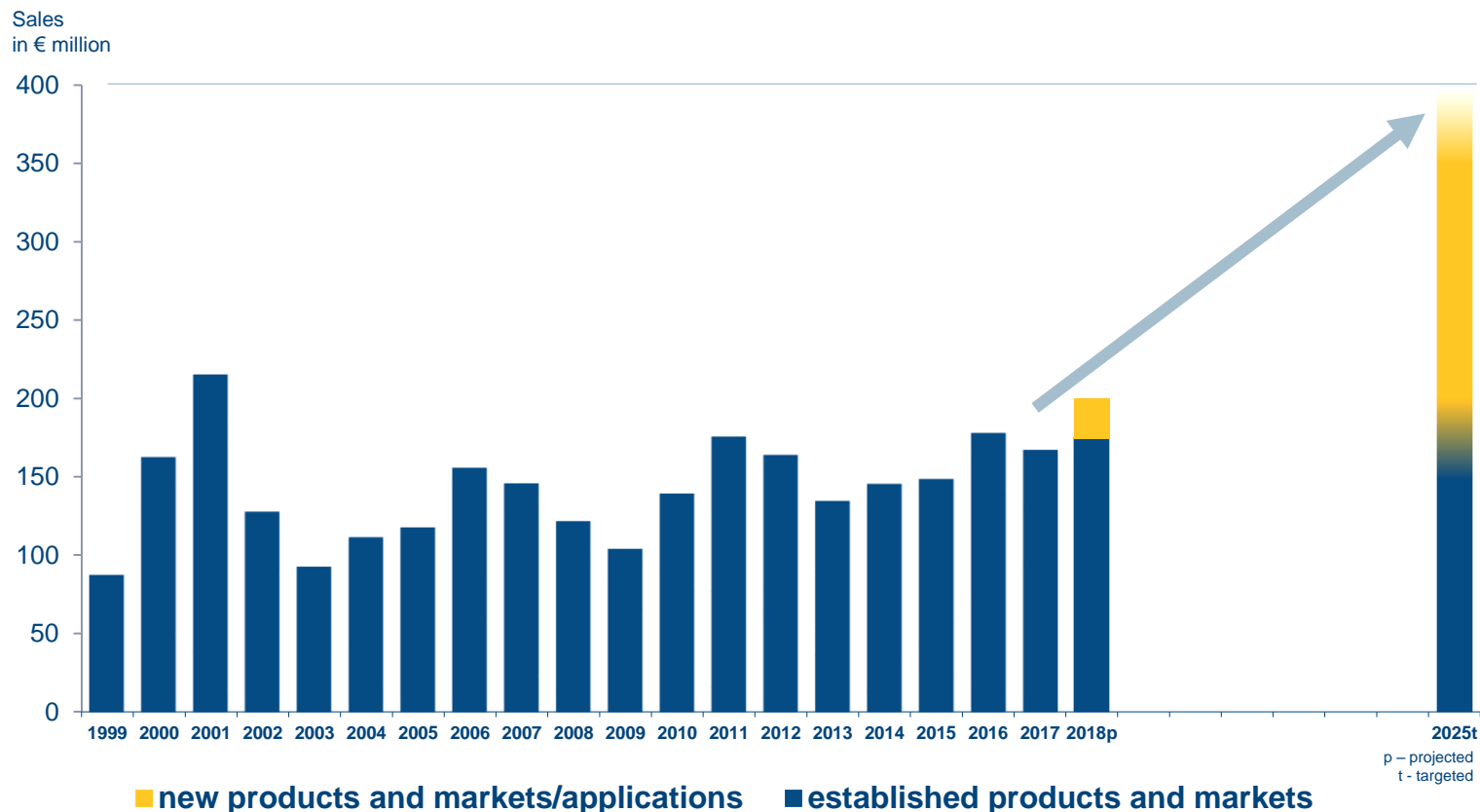
XBC/XBS300



XBS200

 = Main Contributor to sales in 2018

# SEMICONDUCTOR MARKET OUTLOOK = SUSS POTENTIAL



**Based on the favorable markets trends and our targeted market share gains, we should be able to show sustainable growth of sales over the years to come, always keeping in mind, that the business will remain cyclical**

# SUSS MICROTEC INVESTOR PRESENTATION

**Financials**



# KEY GROUP FIGURES H1 2018

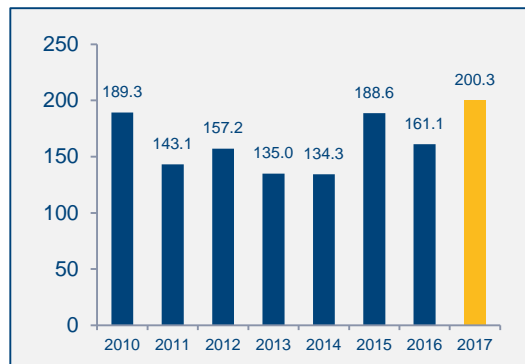
in € million	H1 2018	H1 2017	delta H1 2018/ H1 2017	Q2 2018	Q2 2017
<b>Order Intake</b>	<b>78.2</b>	<b>94.4</b>	<b>-17.2%</b>	<b>39.6</b>	<b>48.4</b>
<b>Order Backlog 6/30</b>	<b>114.1</b>	<b>128.8</b>	<b>-11.4%</b>	<b>--</b>	<b>--</b>
<b>Revenue</b>	<b>97.4</b>	<b>66.3</b>	<b>+46.9%</b>	<b>54.3</b>	<b>43.3</b>
<b>EBIT</b>	<b>7.6</b>	<b>1.6</b>	<b>&gt;100%</b>	<b>6.8</b>	<b>6.4</b>
<i>EBIT in % of Sales</i>	<i>7.8%</i>	<i>2.4%</i>	<i>5.4%pt</i>	<i>12.5%</i>	<i>14.8%</i>
<b>Earnings after tax</b>	<b>4.2</b>	<b>-0.7</b>	<b>--</b>	<b>4.1</b>	<b>3.9</b>
<b>EPS in €</b>	<b>0.22</b>	<b>-0.04</b>	<b>--</b>	<b>0.22</b>	<b>0.20</b>
<b>Free Cash Flow*</b>	<b>-15.9</b>	<b>-5.6</b>	<b>--</b>	<b>-2.2</b>	<b>-1.7</b>
<b>Net Cash</b>	<b>17.1</b>	<b>25.0</b>	<b>-31.6%</b>	<b>--</b>	<b>--</b>
<b>Employees 6/30</b>	<b>850</b>	<b>734</b>	<b>+15.8%</b>	<b>--</b>	<b>--</b>

\*before consideration of transactions with interest-bearing securities

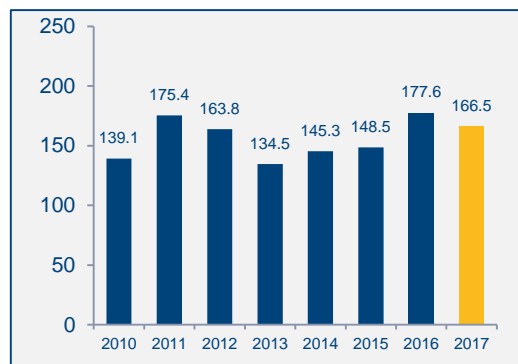


# LONG TERM BUSINESS DEVELOPMENT

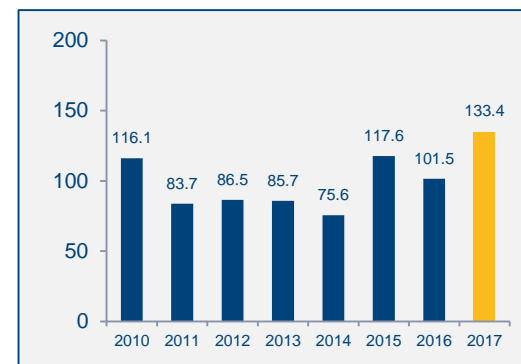
## Order Entry in € million



## Sales in € million



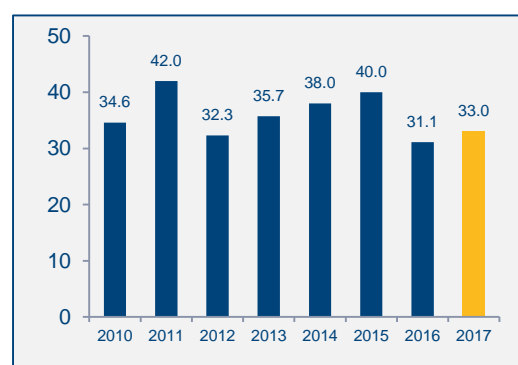
## Order Backlog in € million



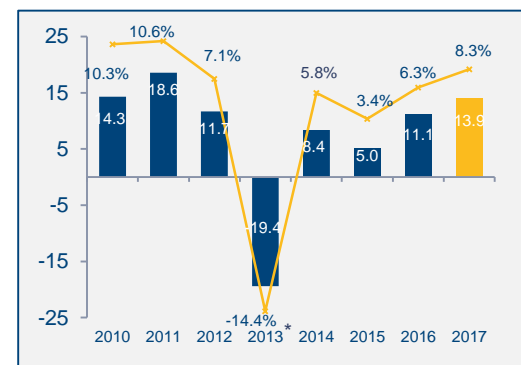
## Free Cash Flow\*\* in € million



## Net Cash in € million



## EBIT in € million

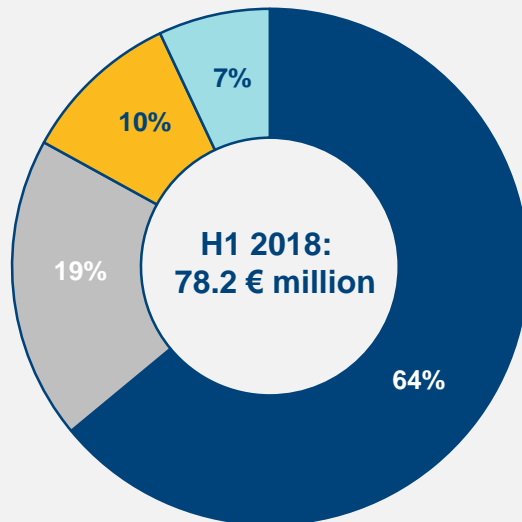


\* Including a -13.2 € million one-off effect from restructuring of the product line permanent bonding (-0,69 € per share)

\*\* FCF = operating CF + CF from investments + changes in securities holdings

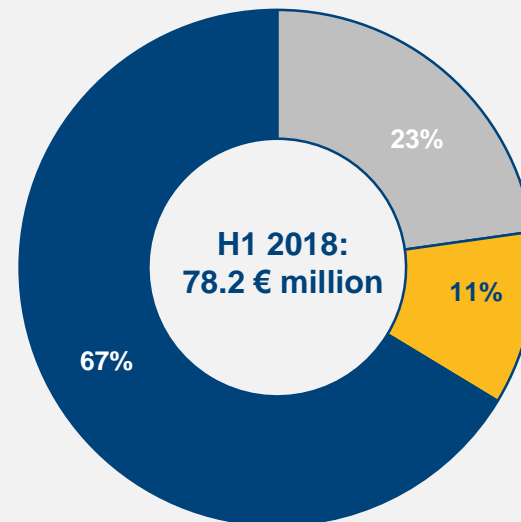
# ORDER ENTRY BY SEGMENT AND REGION H1 2018

## Segments



- Lithography
- Photomask Equipment
- Bonder
- Others

## Regions



- EMEA
- North America
- Asia/Pacific

# SUSS MICROTEC INVESTOR PRESENTATION

**Outlook**



- + Gartner expects the semiconductor market to grow by 7.5% in 2018 after 22.2% in 2017
- + This would mark a new record sales level of USD 451 billion for the semiconductor industry in 2018
- + Market growth is driven by automotive and industrial applications as well as memory chips and the internet of things
- + Semi expects a market growth of +14 % in semi-fab-equipment in 2018 and +9 % in 2019 (June 2018)
- + Yole expects the MEMS-market to grow by +16.7% (CAGR) from 2016 to 2022 (unit growth)







**+ Fiscal year 2018:**

**Sales € 195 million – € 205 million**

**EBIT 8.5% – 10.0%**

**+ Q3 + Q4 2018:**

**Order entry of more than € 95 million**

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## Contact

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**Schleissheimer Strasse 90**  
**85748 Garching**  
**Germany**  
**[www.suss.com](http://www.suss.com)**

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## Financial Calendar 2018

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Quarterly Report 2018	3 May
Annual General Meeting 2018, Munich	6 Jun
Interim Report 2018	3 Aug
Nine-month Report 2018	7 Nov

## DISCLAIMER

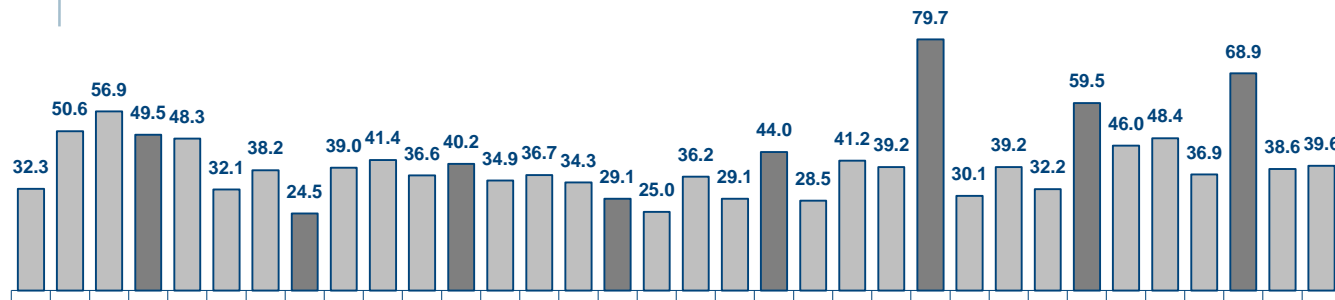
This presentation contains forward-looking statements relating to the business, financial performance and earnings of SUSS MicroTec SE and its subsidiaries and associates. Forward-looking statements are based on current plans, estimates, projections and expectations and are therefore subject to risks 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.

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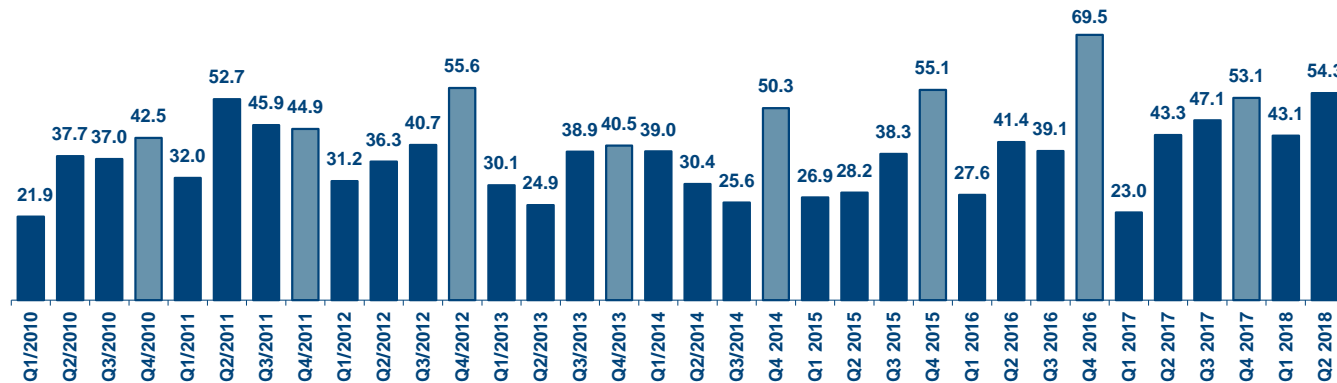
**Back up**



# LONG TERM BUSINESS DEVELOPMENT BY QUARTER



**Order Entry**  
in € million



**Sales**  
in € million

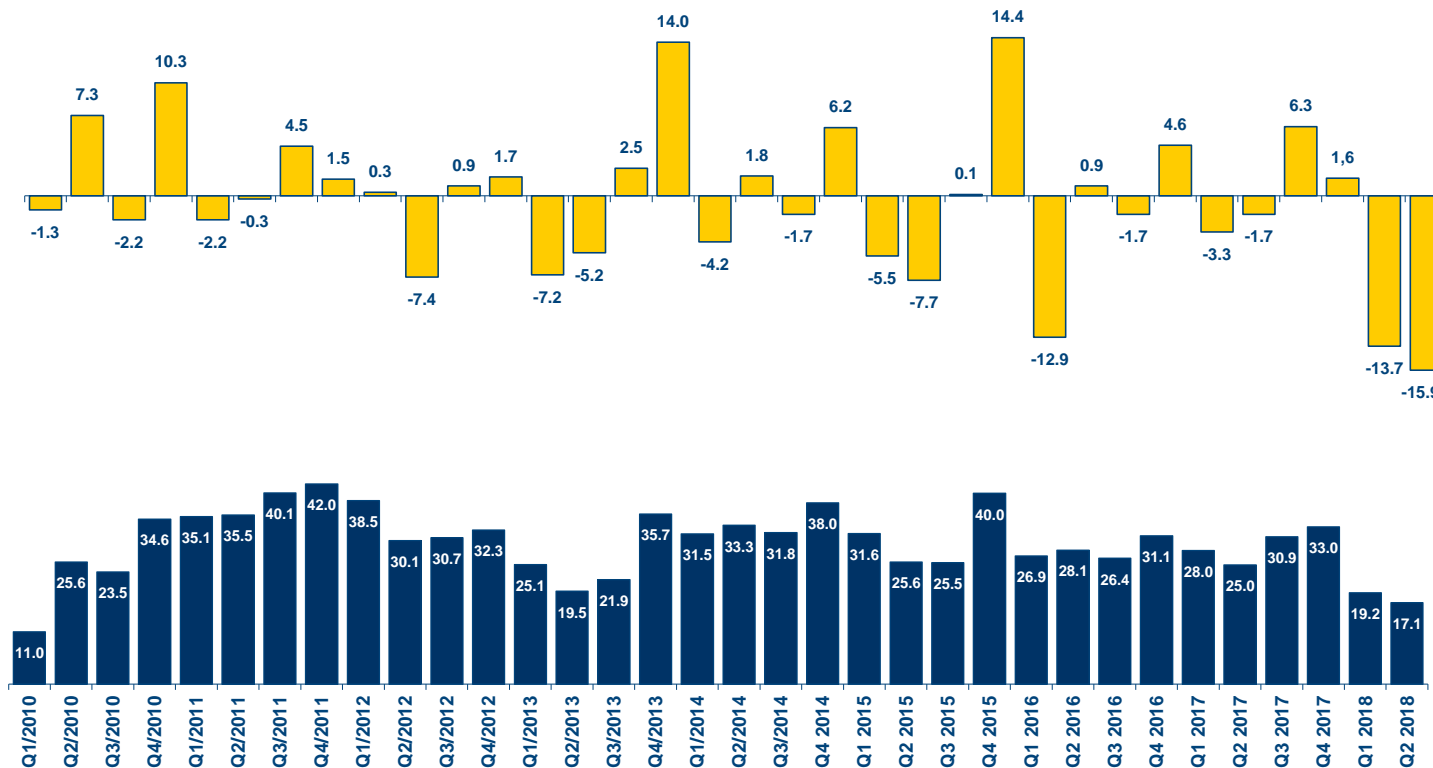


**EBIT**  
in € million

\* one-off effect from restructuring the product line permanent bonding



# LONG TERM BUSINESS DEVELOPMENT BY QUARTER



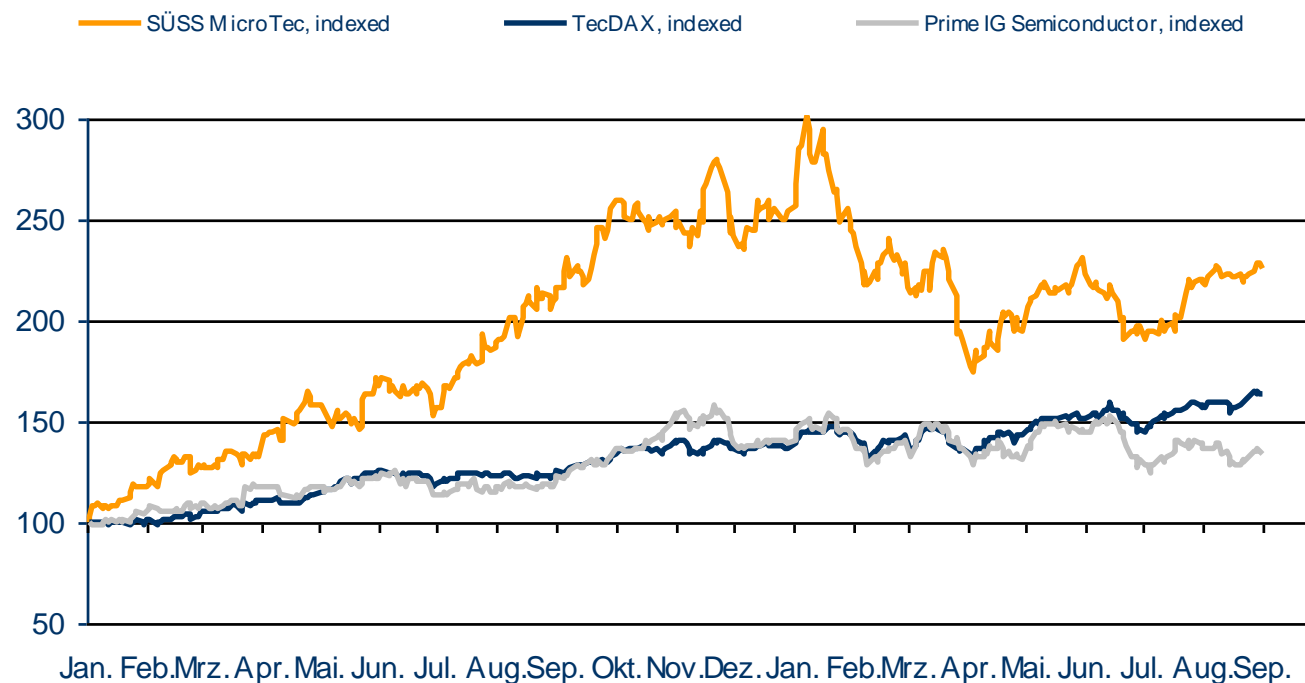
**Free Cash Flow**  
in € million

**Net Cash**  
in € million

\* one-off effect from restructuring the product line permanent bonding

# SHARE PRICE DEVELOPMENT AND MAJOR HOLDERS

(Price of the SÜSS MicroTec Share at January 2, 2017: 6.54 € )



## Major Shareholders > 3%:

Kempen Oranje  
Universal-Investment  
Luxunion  
Janus Henderson Group  
Sycomore Asset Man.  
Lupus Alpha  
Hansa Invest  
Internat. Kap. Anl. (INKA)  
Dimensional Funds

**Average daily trading volume January 2017 – August 2018: ~ 101.000**