

# SUSS MICROTEC – QUARTERLY NUMBERS 2022

May 12, 2022

## DISCLAIMER



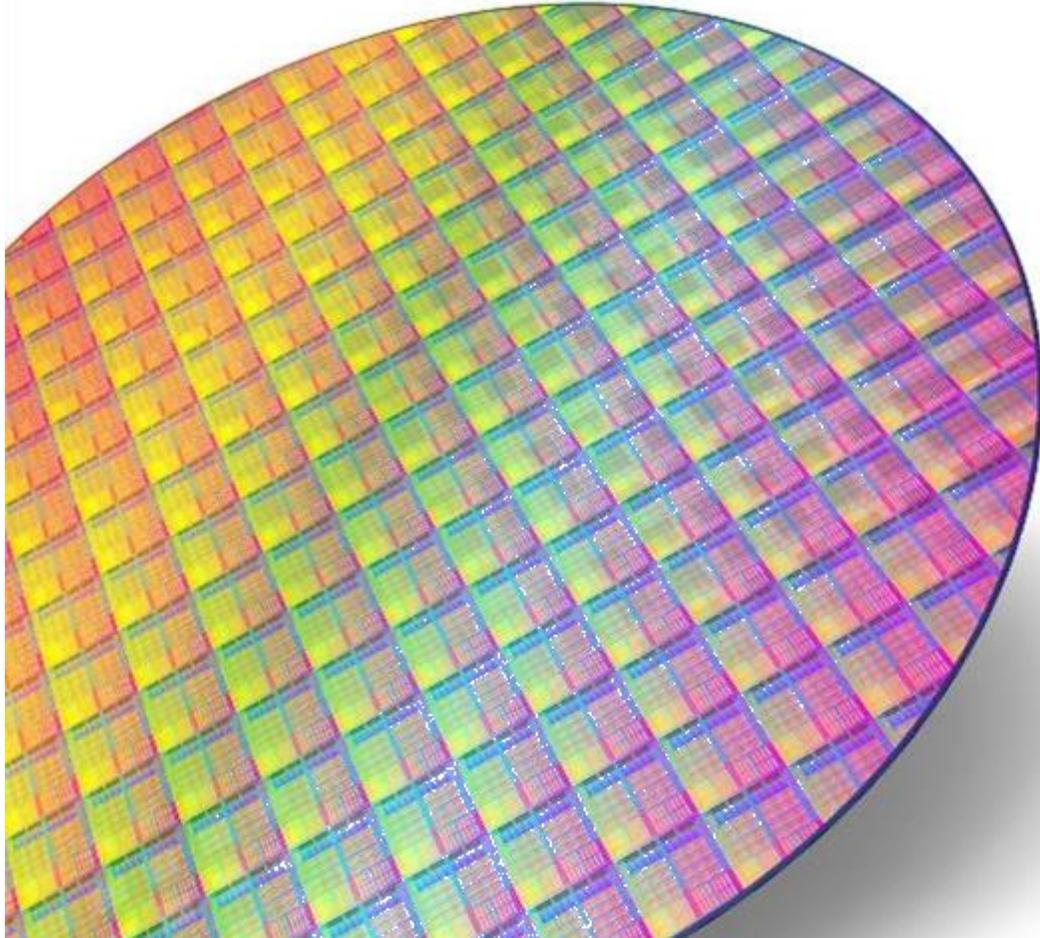
This presentation contains forward-looking statements relating to the business, financial performance and earnings of SUSS MicroTec SE and its subsidiaries and associates. Forward-looking statements are based on current plans, estimates, projections and expectations and are therefore subject to risks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

### Key Figures:

- + Another quarter with record order entry of € 117.6 million
- + Q1 revenue up YoY despite ongoing supply chain challenges
- + EBIT margin also up YoY at 3.3% (Q1 2021: 2.7%)
- + Positive Free Cash Flow despite higher safety stocks in Q1 2022

### Q1 Business Highlights:

- + Demand remains strong across SUSS MicroTec segments, with strongest growth for Photomask Equipment
- + First customer order for wafer-to-wafer hybrid bonding system
- + UV-projection scanner orders from two new semiconductor customers
- + Following production ramp of second cleanroom, Micro-optics returns to profitability, exceeds € 10 million quarterly revenue for first time



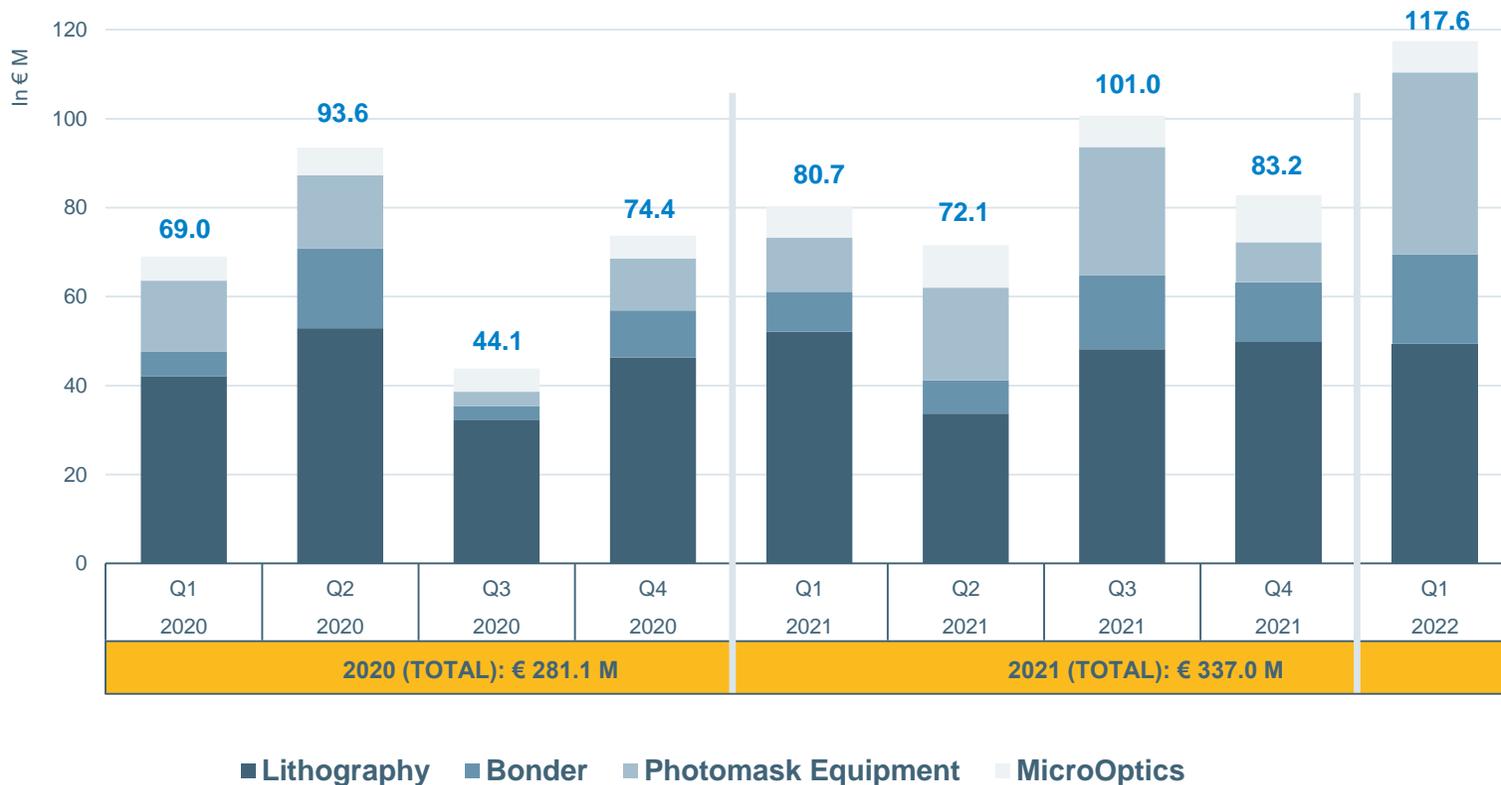
## KEY GROUP FIGURES

<i>in € M</i>	Q1 2022	Q1 2021	Change
Order entry	117.6	81.0	+45.2%
Order Backlog 03/31	249.2	148.2	+68.2%
Sales	63.6	52.6	+20.3%
Gross Profit margin	33.2%	32.9%	+0.3%pts
EBIT	2.1	1.4	+50.0%
EBIT margin	3.3%	2.7%	+0.6%pts
EAT	1.4	0.8	+75.0%
EPS in €	0.07	0.04	+75.0%
Free cashflow	1.6	9.1	-82.4%
Net cash	35.2	39.2	-10.2%
Employees 03/31	1,194	1,041	+14.7%

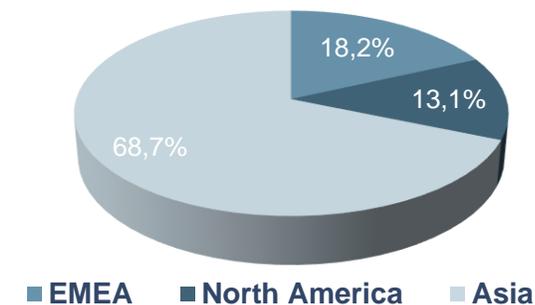
- + Both order entry and backlog very high
- + Revenue up by 20.3% YoY
- + GP margin improved slightly YoY
- + EBIT, EBIT margin and EAT up YoY
- + Net cash position decreased slightly but remains robust

# ORDER ENTRY BY SEGMENT AND SALES BY REGION

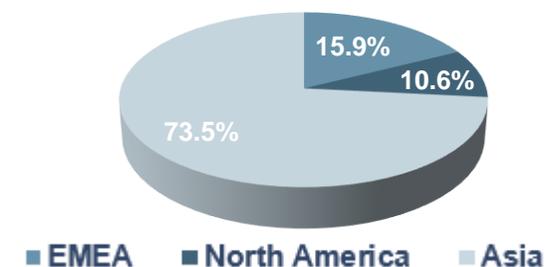
## Order entry by segment



## Sales by region (Q1 2022):



## Sales by region (Q1 2021)



+ Book-to-bill-ratio Q1 2022: 1,85 (PY: 1,54)

## SEGMENT OVERVIEW

### Lithography

#### Exposure Systems

#### Coater / Developer



<i>in € M</i>	Q1 2022		Q1 2021	
Order entry	49.4		52.1	
Sales	33.4		32.3	
GP (margin)	12.0	(35.9%)	10.5	(32.5%)
EBIT (margin)	2.9	(8.7%)	2.7	(8.3%)

- + Order entry 2021 includes large orders for coaters/developers
- + Revenue slightly above previous year (after delayed shipments)
- + Gross Profit margin and EBIT margin higher due to:
  - + Improved GP-margins across product lines (higher share of 300mm tools and increased share of mask aligners)

### Photomask Equipment

#### Photomask Cleaning



<i>in € M</i>	Q1 2022		Q1 2021	
Order entry	40.9		12.2	
Sales	7.8		11.4	
GP (margin)	2.1	(26.4%)	4.4	(39.0%)
EBIT (margin)	-1.4	(-17.3%)	2.5	(22.1%)

- + Very high order entry, esp. for automated tools for Asia
- + Lower revenue due to ongoing supply chain bottlenecks
- + Gross Profit margin and EBIT margin lower due to:
  - + Lower total sales revenues and cost increase
  - + For PE, margin level strongly depends on individual orders and customers, varies strongly quarter-on-quarter and year-on-year

## SEGMENT OVERVIEW

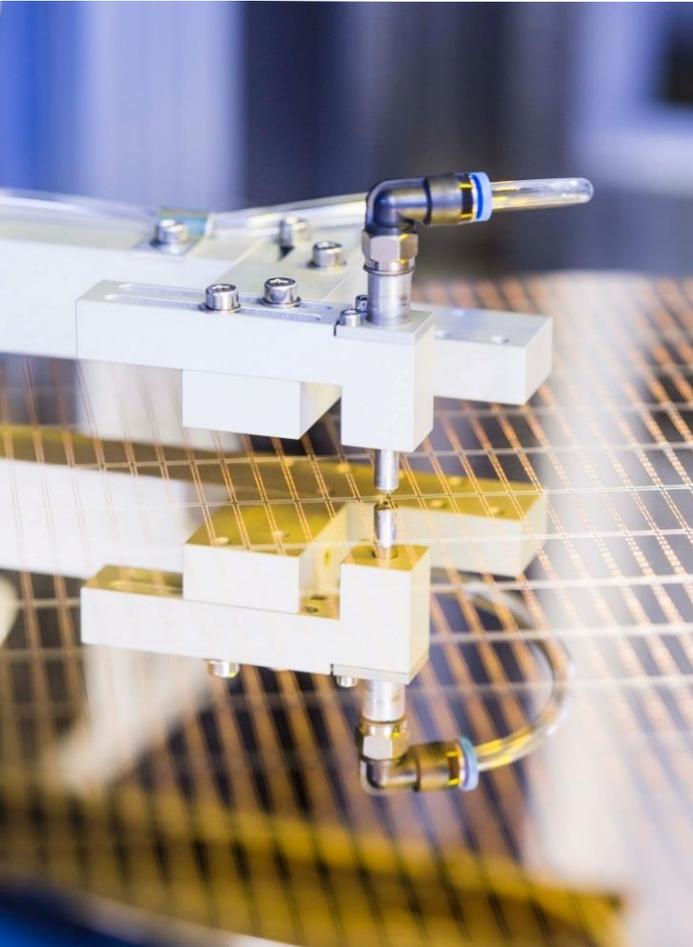


<i>in € M</i>	Bonder		MicroOptics	
	Temporary bonder	Permanent bonder	Fiber/Semi/Medical/Optics (FSMO)	Imprint/Automotive
	<b>Q1 2022</b>	<b>Q1 2021</b>		
Order entry	20.1	9.0		
Sales	12.1	2.1		
GP (margin)	3.9 (32.6%)	-0.1 (-6.4%)		
EBIT (margin)	0.6 (5.0%)	-2.4 (-115.1%)		

- + Strong order entry for temporary and permanent bonding systems
- + First order for a wafer-to-wafer-hybrid bonding system
- + Revenue also up strongly, growth includes catch-up from Q4 2021 and FAT for one evaluation tool
- + Gross margin and EBIT margin improved strongly compared to Q1 2021, but prior year quarter not representative

<i>in € M</i>	Bonder		MicroOptics	
	Temporary bonder	Permanent bonder	Fiber/Semi/Medical/Optics (FSMO)	Imprint/Automotive
	<b>Q1 2022</b>	<b>Q1 2021</b>		
Order entry	7.1	6.9		
Sales	10.6	7.1		
GP (margin)	3.1 (29.0%)	1.9 (27.0%)		
EBIT (margin)	0.7 (6.7%)	0.3 (3.5%)		

- + Order entry up slightly – not key indicator for Micro-optics as large share of business with OE date = revenue date
- + Revenue up due to 2021 capacity increase (new cleanroom)
- + Higher share of imprint business, ramping micro-lens arrays for automotive headlights
- + High GP margin in Fiber/Semi/Medical Optics (FSMO)
- + Lower GP margin in imprint business due to ongoing production ramp; improvements expected with output and yield increases



Revenue 2022

**€ 270M - 300M**

EBIT margin 2022

**8.5 – 10.5%**

Free cash flow 2022

**€ -5M to +5M**

- + 2022 results impacted by supply chain bottlenecks
- + With ongoing supply chain challenges, growth path shows incremental & temporary delay, not fundamental slow-down (as shown by strong OE)
- + Expect higher sales revenues in H2 2022 than in H1 2022
- + Expect further top- and bottom-line growth to at least € 400 million in 2025, with 15% EBIT margin (unchanged)

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## Contact

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## Financial Calendar 2022

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Annual Report 2021	March 31
Quarterly Report 2022	May 12
Annual General Meeting 2022	May 31
Half Year Report 2022	Aug. 4
Nine Months Report 2022	Nov. 10