

MAY 11, 2023



Conference Call

Q1 2023

Disclaimer

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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.

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Financial Results Q1 2023

99.6

in € million

Order Entry
Q1 2023

70.4

in € million

Sales
Q1 2023

33.1

in %

Gross profit margin
Q1 2023

4.1

in %

EBIT Margin
Q1 2023

**Guidance for all three key
financial indicators confirmed**

Business Highlights Q1 2023



- Order entry remains strong despite generally expected slowdown in orders from semiconductor industry
- Sales up by 11.2% compared to last year; Photomask Solutions as main growth driver (business almost tripled)
- Challenging margin situation in Q1 2023, but better product mix and higher sales volume expected during the course of the year 2023
- Change in cost allocation from Q1 2023 onwards: costs for application centers shifted from SGA to R&D costs with an expected effect of ~ € 6 million in 2023
- Status of main R&D projects: integrated D2W hybrid bonder and wafer cleaner currently being installed at Sternenfels application center; first customer demonstrations are most likely to be carried out in the third quarter of 2023

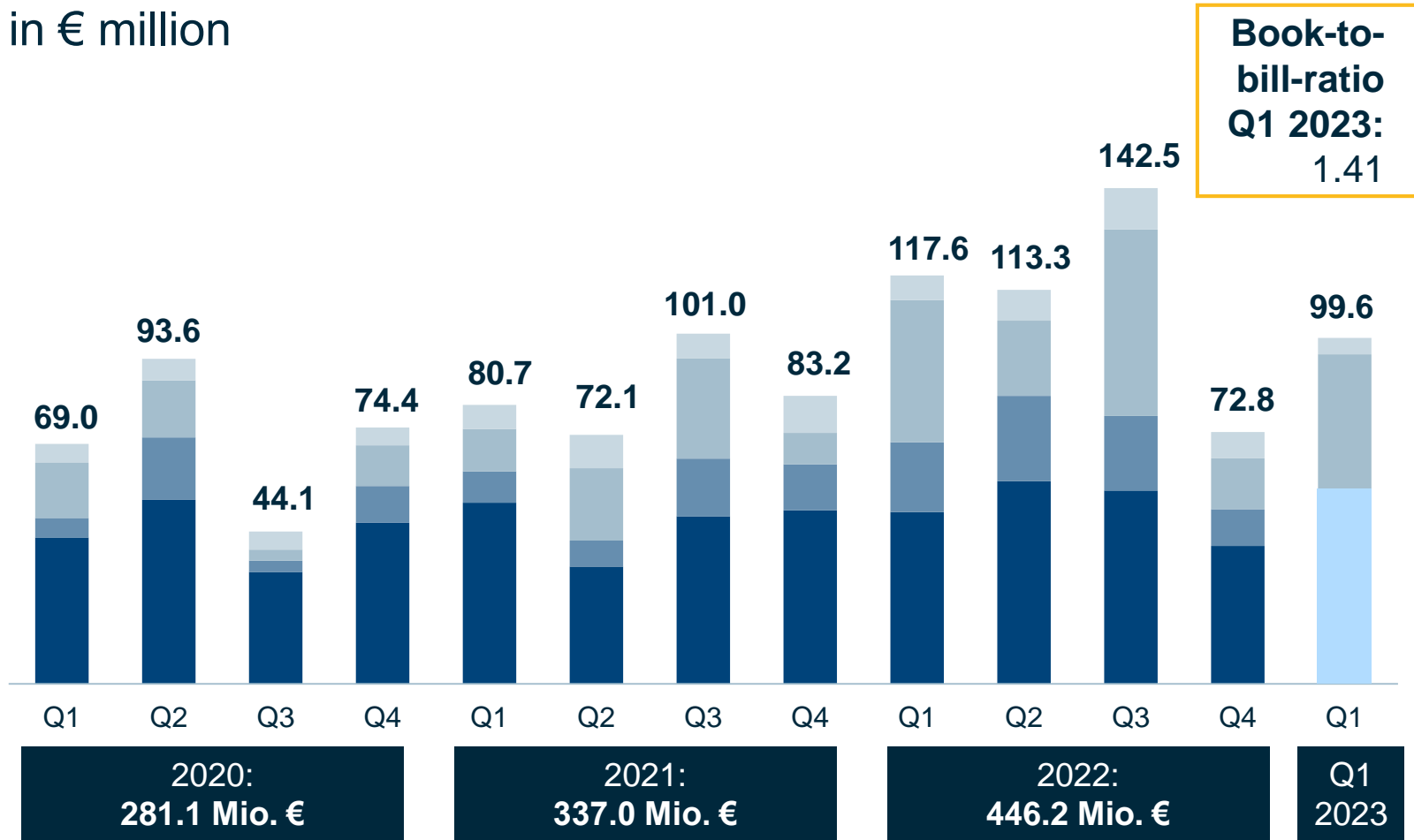
Strong order entry exceeded market expectations

In € million	Q1 2023	Q1 2022	Change
Order entry	99.6	117.6	-15.3%
Order backlog as of March 31	373.2	249.2	49.8%
Sales	70.4	63.3	11.2%
Gross profit	23.3	21.0	10.8%
Gross profit margin	33.1%	33.2%	-0.1%pts
EBIT	2.9	2.1	38.1%
EBIT margin	4.1%	3.3%	0.8%pts
Earnings after tax	2.1	1.4	50.0%
Earnings per share, basic (in €)	0.11	0.07	57.2%
Net cash	41.0	35.2	16.5%
Free Cashflow	0.3	1.6	-81.3%
Employees as of March 31	1,261	1,194	5.6%

- **Strong order entry and order backlog** remain a solid foundation for targeted growth in 2023 and beyond
- **Absolute gross profit and EBIT increased yoy**
- **Gross profit margin and EBIT margin within own expectation but not yet at target**, mainly because of low margins in the bonder product lines and in MicroOptics
- Company has again created **value for shareholders** in Q1 2023 (earnings per share +57.2%)
- **Net cash position increased** once again due to higher prepayments

Order Entry by Division and Region

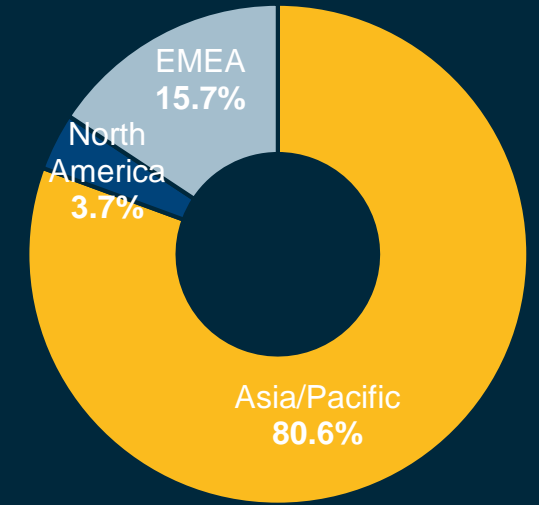
Order Entry by Division in € million



Book-to-bill-ratio
Q1 2023:
1.41

■ Lithography
 ■ Bonder
 ■ Photomask Solutions
 ■ MicroOptics
■ Advanced Backend Solutions (since 2023)

Order Entry by Region Q1 2023



Division Overview Q1 2023

Advanced Backend Solutions

in € million	Q1 2023	Q1 2022
Order entry	56.2	69.5
- thereof Lithography	44.8	49.4
- thereof Bonder	11.4	20.1
Total sales¹	41.0	45.5
- thereof Lithography	32.6	33.4
- thereof Bonder	8.4	12.1
Gross profit	14.9	15.9
Gross profit margin	36.3%	34.9%
EBIT	0.7	3.5
EBIT margin	1.7%	7.7%

- Decrease in order entry, mainly due to bonders and slightly lower demand for coaters; slight increase in orders for mask aligners
- Sales decreased by 9,9 percent because of lower sales level for automated permanent bonding systems compared to last year
- Gross profit margin increased due to good lithography margin
- Low EBIT margin as a result of low sales level and challenging bonder margins; higher R&D expenses for investments in future growth (especially hybrid bonding)

Photomask Solutions

in € million	Q1 2023	Q1 2022
Order entry	38.6	40.9
Total sales¹	23.1	7.8
Gross profit	7.0	2.1
Gross profit margin	30.3%	26.9%
EBIT	3.7	-1.4
EBIT margin	16.0%	-17.9%

- Order entry remains on a high level
- Strong sales growth because of high backlog and ongoing strong demand in Asia
- Gross profit and EBIT margin improved strongly because of high sales level and a good product mix

MicroOptics

in € million	Q1 2023	Q1 2022
Order entry	4.7	7.1
Total sales¹	6.9	10.6
Gross profit	1.4	3.1
Gross profit margin	20.3%	29.2%
EBIT	-1.1	0.7
EBIT margin	-15.9%	6.6%

- Q1 2023 saw a slow down in industrial applications
- Highly competitive automotive business
- Order entry and sales declined because of lower volume and price decreases from automotive customers
- Gross profit and EBIT declined accordingly

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

We continue to expect improving 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) Since 2023, we use gross profit margin instead of free cash flow as the third performance indicator. For further information, please refer to the Annual Report 2022.

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

Investor Relations Information

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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