



Conference Call

H1 2024

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.

Financial Results

H1 2024*

192.2

in € million

Order intake
H1 2024

+7.9% YoY

192.8

in € million

Sales
H1 2024

+45.6% YoY

39.8

in %

Gross profit margin
H1 2024

+4.2pp YoY

15.6

in %

EBIT margin
H1 2024

+6.9pp YoY

*Adjusted for divested MicroOptics business

Key CEO messages



- Execution of well-filled order book was very successful in H1 2024 with growth of 45.6% and increased gross profit margin and EBIT margin.
- We are confident that our strong performance will continue in H2 2024. As a result, we have raised our guidance for all three financial KPIs.
- Based on the high order book level of €450 million, we will continue to push ahead with the expansion of flexible production capacity and measures to increase operational efficiency.

SUSS is committed to be a strong partner for further growth and we are working hard to further accelerate our ability to deliver from our manufacturing facilities in Germany and Taiwan.

Division Highlights H1 2024

Strong execution in both segments

Advanced Backend Solutions:

- Significant order intake for bonders in Q2, especially for temporary bonding solutions
- US technology partner BRIDG ordered new D2W/W2W hybrid bonding allrounder
- Bonding sales nearly tripled in H1 2024 vs. H1 2023 based on strong execution of bookings
- Customers' reluctance to invest in Imaging and Coating systems unchanged, but number of inquiries increased towards the end of H1

Photomask Solutions:

- Order intake slightly below Q1 2024, but order book of ~ € 170 million well above annual production capacity
- Strong sales growth in both quarters (Q1: +60.6%, Q2: +71.3%)
- In Q2 2024, a favorable product and customer mix resulted in an above-average gross profit margin of 37.6%

Strong growth and improving profitability in H1 2024

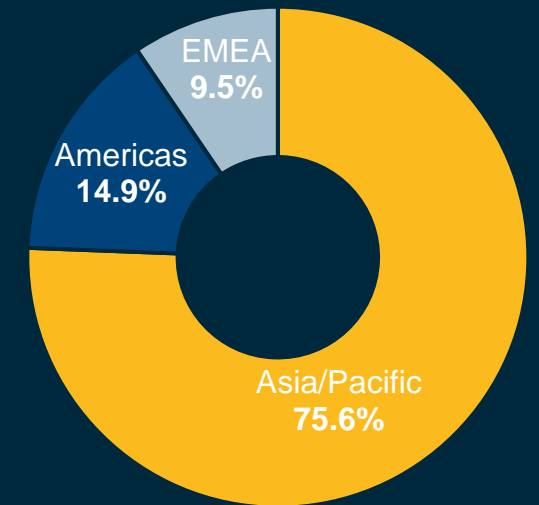
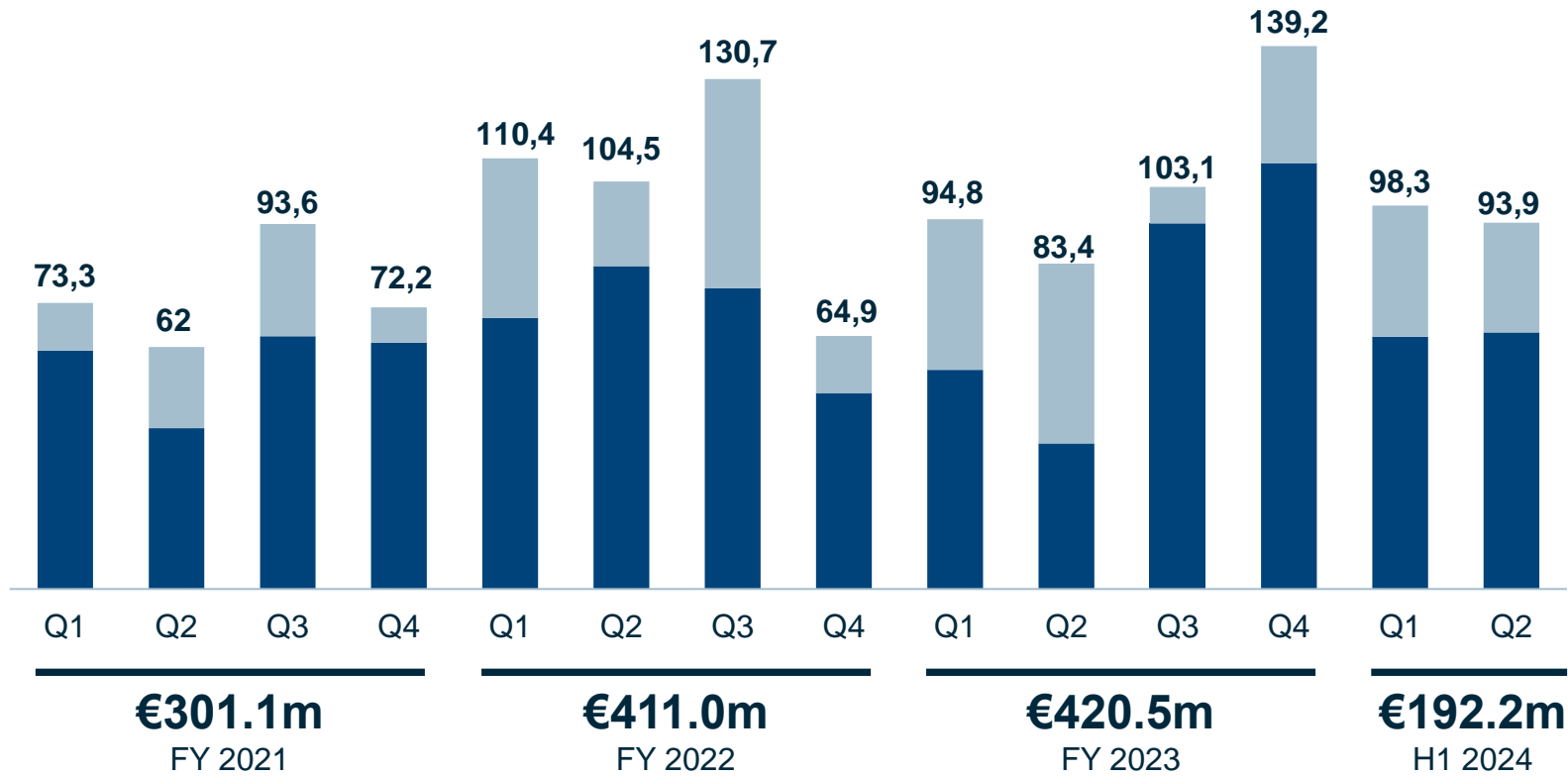
In € million	H1 2024	H1 2023	Change
Order intake	192.2	178.2	+ 7.9%
Order book as of June 30	450.0	381.5	+ 18.0%
Sales	192.8	132.4	+ 45.6%
Gross profit	76.8	47.1	+ 63.1%
Gross profit margin	39.8%	35.6%	+ 4.2pp
EBIT	30.1	11.5	+ 161.7%
EBIT margin	15.6%	8.7%	+ 6.9pp
Earnings after taxes (continuing operations)	22.5	9.4	+139.4%
Net profit*	80.8	6.2	--
Earnings per share, basic (in €), continuing operations	1.18	0.49	+ 140.8%
Earnings per share, basic (in €)*	4.23	0.32	--
Net cash	121.0	40.2	+ 201.0%
Free cash flow (continuing operations)	22.6	5.1	+ 443.1%
Free cash flow total*	93.3	1.1	--
Employees as of June 30	1,310	1,105	+ 18.6%

*Not adjusted for divested MicroOptics business

- Order intake grew year-on-year in the first six months, Q2 2024 slightly below Q1 2024 but above the level of Q2 2023.
- Favorable product mix and a disproportionately low increase in OPEX resulted in a positive development of gross profit margin and EBIT margin.
- Net profit includes extraordinary income from MicroOptics sale (€ 58.8 million); earnings from continuing operations also significantly higher.
- Improved free cash flow from continuing operations demonstrates ability to convert higher volume and margin improvements into cash.
- Expansion of headcount mainly driven by new employees for production in Germany and Taiwan and R&D.

Order Intake by Division (in € m) and Region (in %)

**Book-to-bill ratio
H1 2024: 1.00**



Order Intake by Region H1 2024

Advanced Backend Solutions | Photomask Solutions

Division Overview H1 2024

Advanced Backend Solutions

in € million	H1 2024	H1 2023
Order intake	130.4	93.5
Order book	280.4	200.2
Sales	136.0	97.8
Gross profit	57.5	36.5
Gross profit margin	42.3%	37.3%
EBIT	21.3	9.1
EBIT margin	15.7%	9.4%

Photomask Solutions

in € million	H1 2024	H1 2023
Order intake	61.8	84.7
Order book	169.9	181.4
Sales	56.8	34.5
Gross profit	19.6	10.7
Gross profit margin	34.5%	30.9%
EBIT	11.0	4.4
EBIT margin	19.4%	12.6%

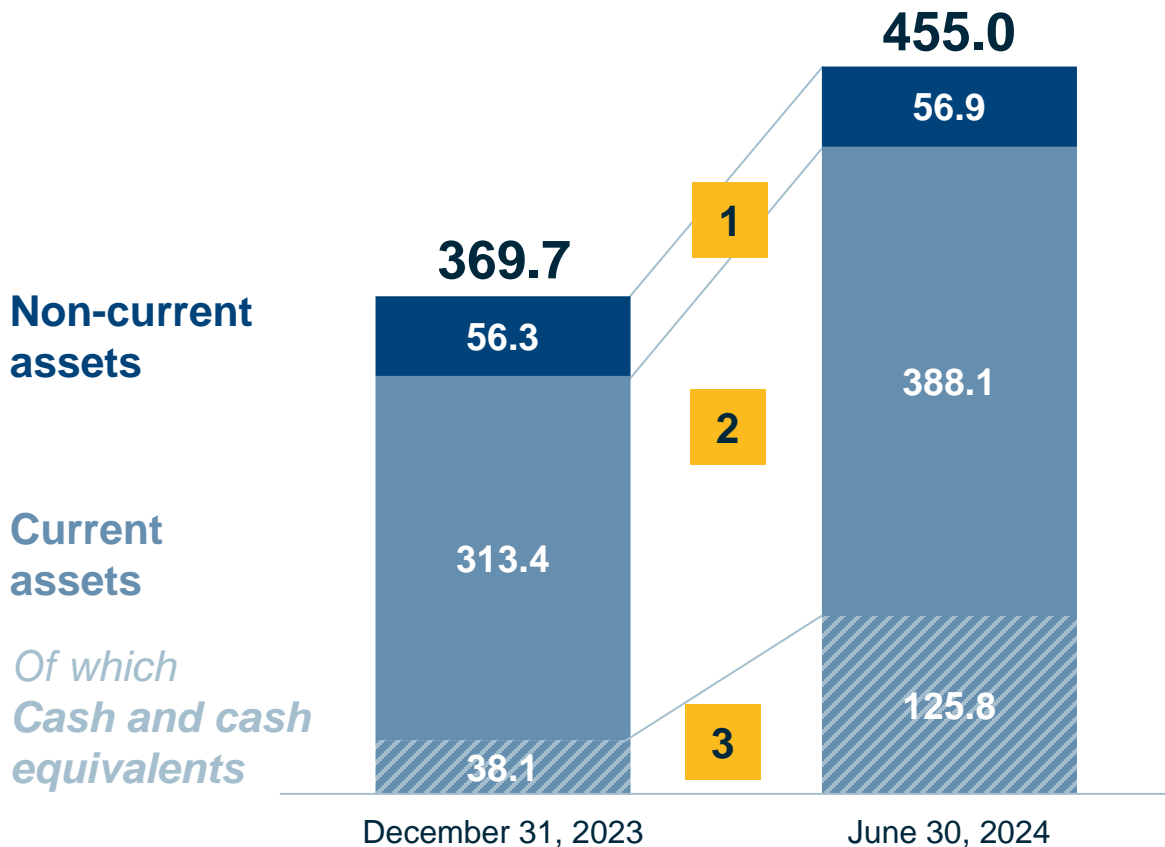
- Continued order intake momentum from our Bonder product line, especially for temporary bonding equipment; order from US-based technology partner BRIDG for our D2W/W2W hybrid bonding platform
- Significant sales growth, mainly driven by execution of bonder orders received in H2 2023
- Unchanged softness in Imaging and Coating product line
- Gross profit margin and EBIT margin increase as a result of favorable product mix and under-proportional increase in OPEX

- Order intake on a lower level than in H1 2023, but order book still exceeds annual production capacity
- Strong order book level of ~€170 million provides high visibility through mid-2025
- Increased profitability due to a very favorable product and customer mix
- Small number of systems sold can result in greater volatility due to changes in product and customer mix

Sale of MicroOptics business characterizes the balance sheet

Assets

in € million



- 1** Slight change in non-current assets compared to year-end 2023.

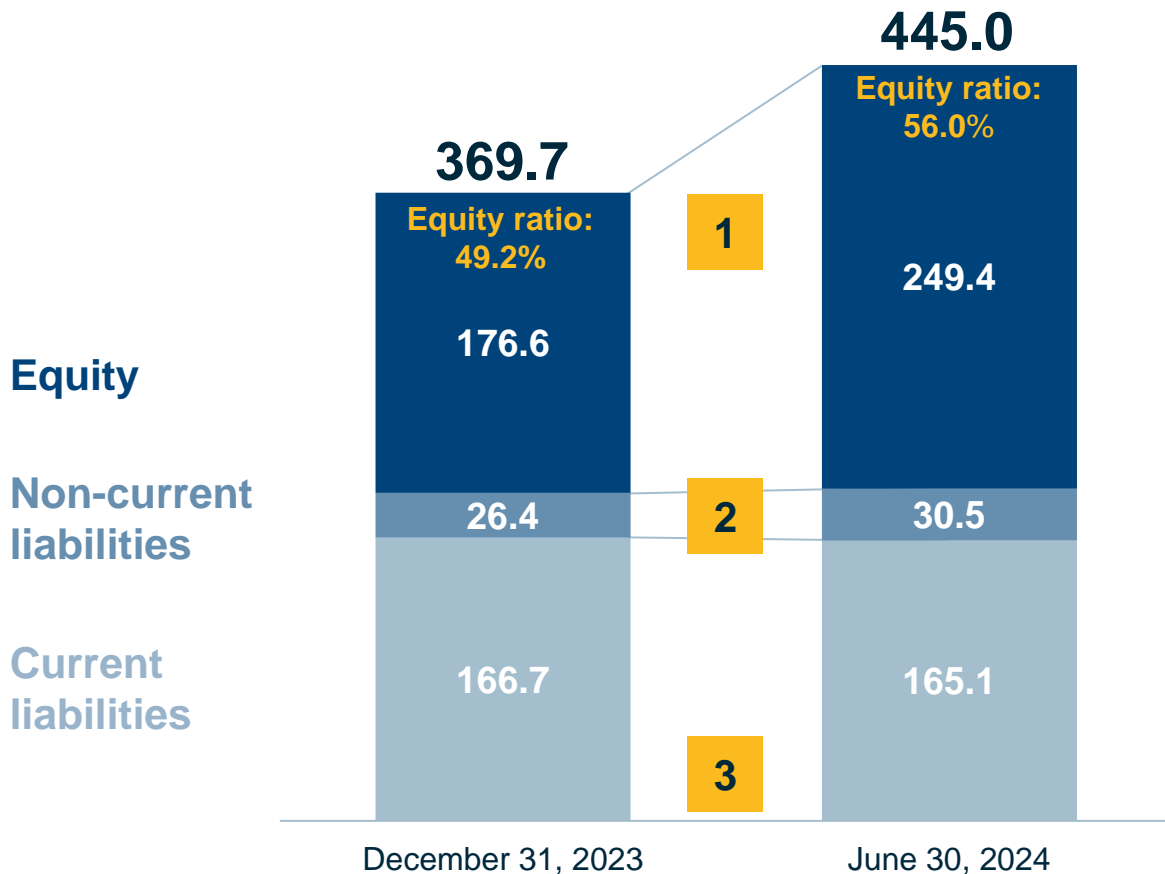
- 2** Inventory build-up of around € 30 million in line with current order situation and capacity expansion; trade receivables and contract assets were each ~ € 5 million lower. Assets held for sale ~ € 34 million were derecognized.

- 3** Cash and cash equivalents increased by € 87.7 million, mainly due to the cash inflow from the divestment of the MicroOptics business and strong free cash flow from continuing operations.

Strengthened equity ratio of 56.0%

Liabilities and equity

in € million



- 1** Equity position strengthened by high net profit due to the gain from sold MicroOptics business and positive result from continuing operations

- 2** Deferred tax liabilities increased by ~ €5 million.

- 3** Higher tax liabilities, trade payables, and contractual liabilities are offset by the derecognition of liabilities associated with assets held for sale to zero (December 31, 2023: €13.0 million).

Based on the strong H1 performance, we have raised our forecast for 2024

Guidance 2024 (as of July 18, 2024)



Initial guidance:
Sales of € 340-370 million



Initial guidance:
Gross profit margin of 35-38%



Initial guidance:
EBIT margin of 10-12%

Investor Relations Information

Contact

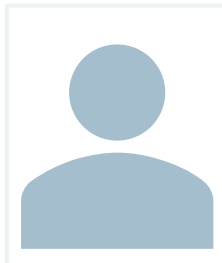


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Financial Calendar 2024



March 27
Annual Report 2023



May 8
Q1 Report 2024



June 11
Annual General Meeting 2024



August 7
Half Year Report 2024



November 7
Nine Months Report 2024