

NOVEMBER 9, 2023



Conference Call

Q3 2023

Disclaimer

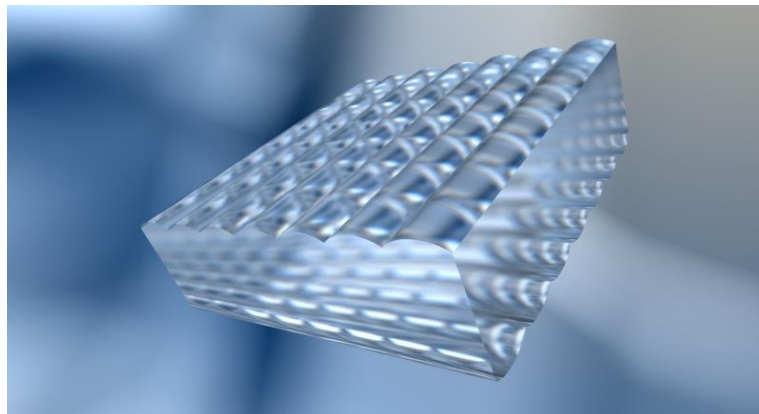
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Signing completed for the sale of MicroOptics business



1

Reasons for divestment

- Limited synergies with core semiconductor equipment businesses (R&D, manufacturing, distribution)
- Further growth requires higher investment in automation and scaling
- We do not consider ourselves to be experts in targeted automotive business

2

Key facts of transaction

- Type: share deal (acquisition of 100% of SUSS MicroOptics SA shares)
- Transaction volume: € 75.5 million (includes acquisition of all shares and redemption of debt)
- Expected closing: Q1 2024
- Expected extraordinary income before taxes: € 40 to 45 million

3

Buyer's profile: Focuslight

- Listed at Shanghai stock exchange (ISIN: CNE100005XV2)
- ~ 800 employees
- Focus: diode laser components and laser optics
- Experienced in Western Europe through acquisition of German based company LIMO in 2017

Financial Results

Q3 2023*

281.2

in € million

Order Entry
9M 2023

202.3

in € million

Sales
9M 2023

33.5

in %

Gross profit margin
9M 2023

6.3

in %

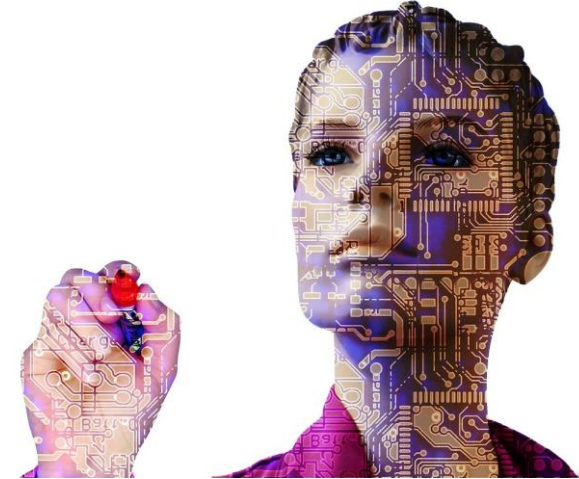
EBIT Margin
9M 2023

**Guidance adjustment on October 25, 2023
for all three key financial indicators**

*excluding SUSS MicroOptics

AI related opportunity is larger than we initially expected

So far, we received AI related orders for our temporary bonders, debonders and cleaners worth ~ € **100** million.

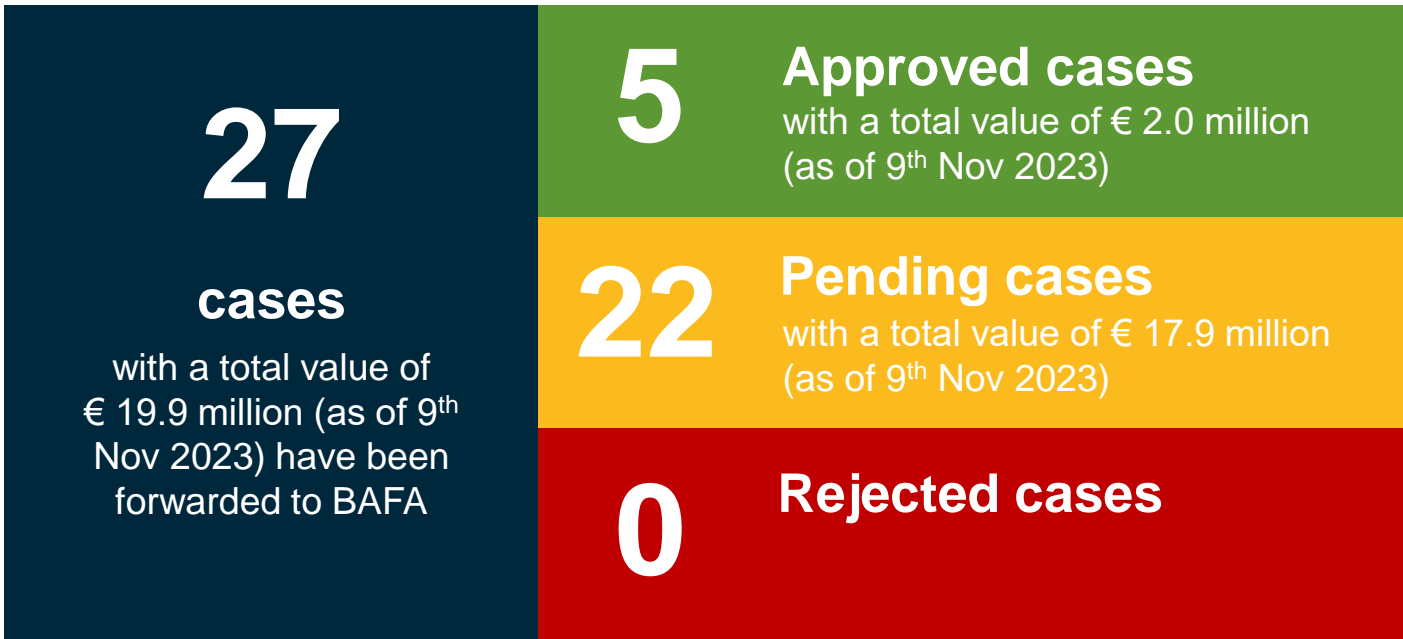


- + Demand for our solutions is boosted in particular by dramatic capacity increase at Korean and Taiwanese HBM (high bandwidth memory chip) manufacturers.
- + After a first order in June 2023, we received the largest POs in September and October.
- + As a result, we achieved the bonder's highest ever order intake in the third quarter of 2023.
- + To meet demand, we are qualifying our production site in Hsinchu (Taiwan) to build the XBS300 temporary bonding platform in the future. For this, we are hiring > 50 new employees.

Status of deliveries destined for China

What has changed for deliveries to China?

- By end of July, we informed customs about deliveries to China and received approvals within a few days.
- As of the beginning of August, customs has been forwarding numerous cases to the Federal Office for Economic Affairs and Export Control (“BAFA”) which typically leads to delays of several weeks or even months.
- In general, the legal basis for deliveries of our equipment to China has not fundamentally changed.



Product Line	Value (in € million)
Photomask Solutions	8.0
Coating Solutions	1.5
Imaging Solutions	6.9
Bonding Solutions	1.4
Total	17.9

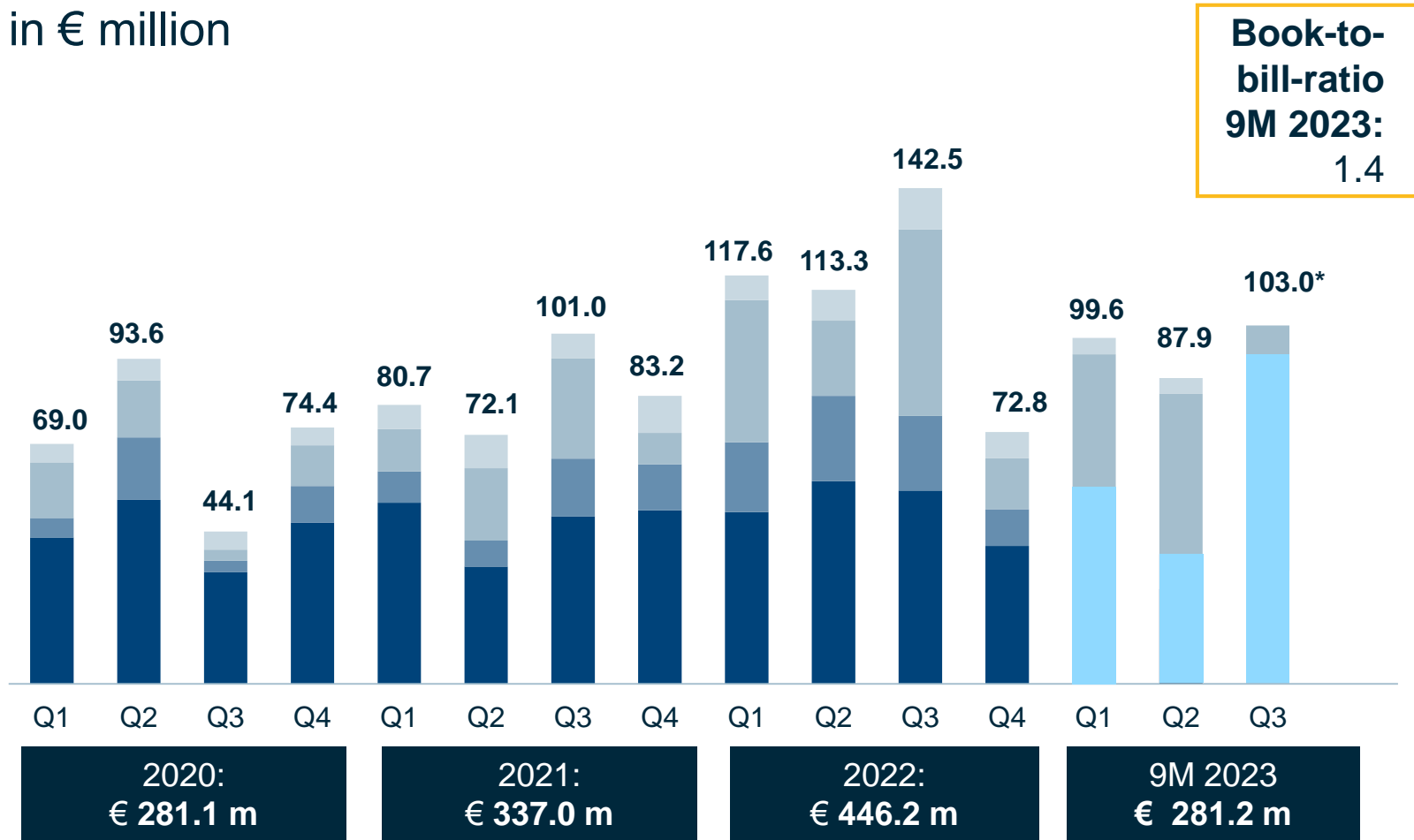
Solid order entry exceeded market expectations

In € million	9M 2023	9M 2022	Change
Order intake	281.2	345.5	-18.6%
Order backlog as of September 30	414.7	363.2	14.2%
Sales	202.3	166.1	21.8%
Gross profit	67.7	60.2	12.5%
Gross profit margin	33.5%	36.2%	-2.8%-pts
EBIT	12.8	8.8	45.5%
EBIT margin	6.3%	5.3%	1.0%-pts
Earnings after tax	9.8	5.1	92.2%
Earnings per share, basic (in €)	0.51	0.27	88.9%
Net cash	32.7	41.3	-20.8%
Free Cashflow	0.1	28.3	-99.6%
Employees as of September 30	1,133	1,058	7.1%

- Good order intake and very high order backlog** remain a solid foundation for growth in Q4 2023 and beyond (despite the adjustment of the 2023 sales target)
- Absolute gross profit and EBIT increased yoy**
- Gross profit margin and EBIT margin not in line with expectations**, mainly because of China related shipment delays, an unfavorable product mix and increased outsourcing activities
- Company has nevertheless created **value for shareholders** in 9M 2023 (earnings per share +88.9%)
- Net cash position decreased** due to further built up of inventories

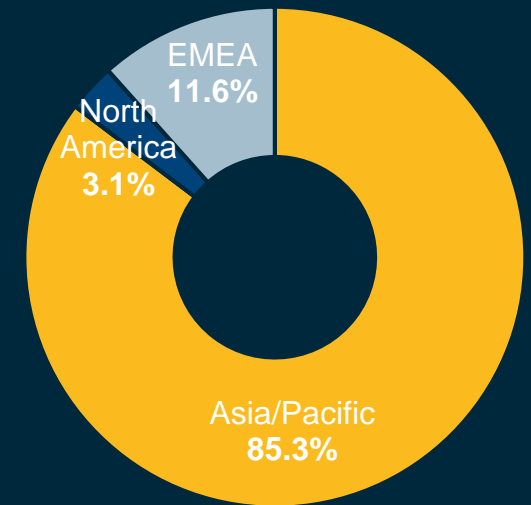
Order Intake by Division and Region

Order Intake by Division in € million



**Book-to-bill-ratio
9M 2023:
1.4**

Order Intake by Region 9M 2023



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

* Without SUSS MicroOptics

Division Overview 9M 2023

Advanced Backend Solutions

in € million	9M 2023	9M 2022
Order intake	187.1	229.3
- thereof Lithography	103.6	163.3
- thereof Bonder	83.5	66.0
Total sales¹	146.9	131.7
- thereof Lithography	106.5	105.9
- thereof Bonder	40.3	25.8
Gross profit	51.7	49.0
Gross profit margin	35.2%	37.2%
EBIT	10.2	7.7
EBIT margin	6.9%	5.9%

- Decrease in order intake yoy after very strong 9M in fiscal year 2022, but very good order situation on Bonder product lines
- Sales increased by 11.5 % yoy, mainly driven by bonder business
- Gross profit margin decreased because of lower sales with high margin tools
- EBIT margin went up from 5.9% to 6.9%, due to strong Q2 results

Photomask Solutions

in € million	9M 2023	9M 2022
Order intake	94.1	116.2
Total sales¹	55.5	34.4
Gross profit	16.2	10.8
Gross profit margin	29.2%	31.3%
EBIT	6.2	4.7
EBIT margin	11.2%	13.7%

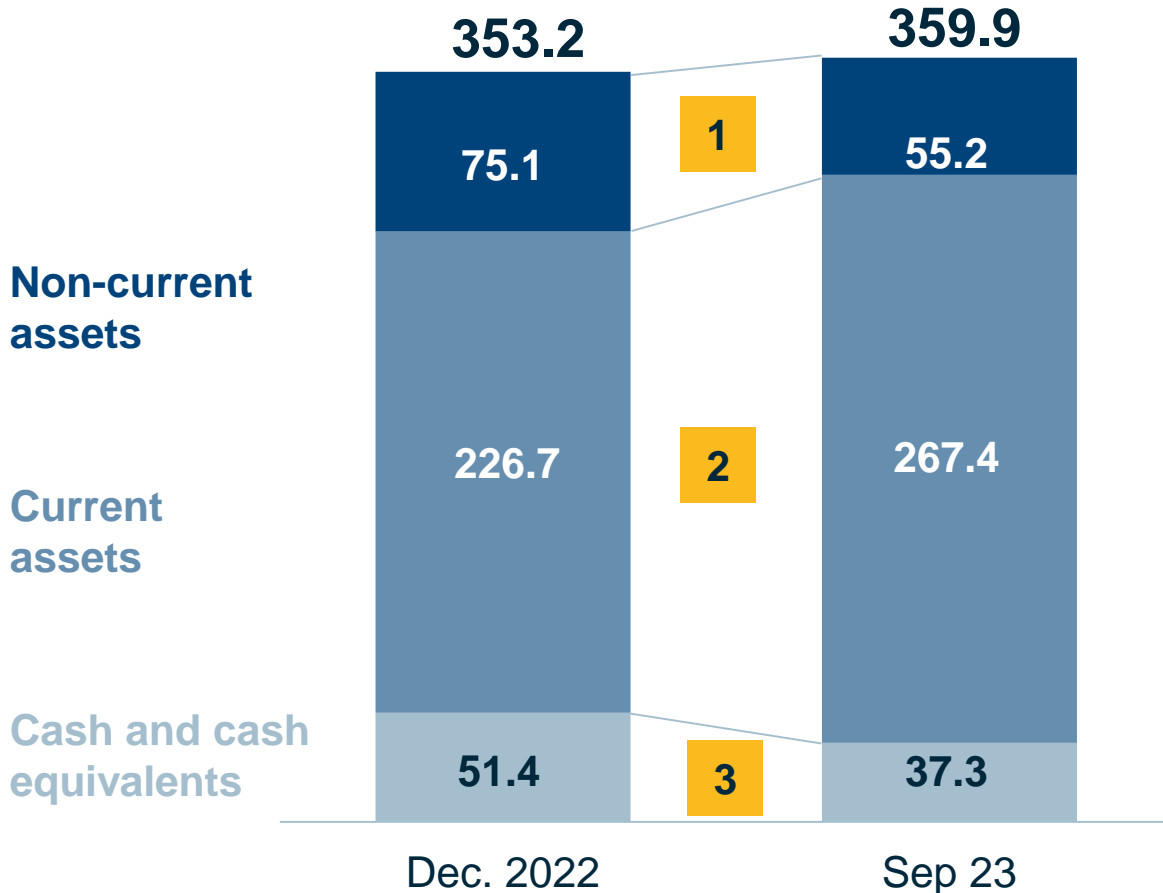
- Order intake decreased, but remains on a good level compared to prior years
- High order backlog (~ €170 million as of September 30) provides huge growth opportunity
- Sales benefited from high backlog and improved supply chain situation
- Absolute gross profit and EBIT improved
- Decline in gross profit margin and EBIT margin due to higher R&D costs for the development of a disruptive wafer cleaning solution

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.

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

Assets as of September 30, 2023*

in € million



- 1** € 19.9 million decrease in non-current assets due to a reduction of property, plant and equipment, following the reclassification of MicroOptics to discontinued operation

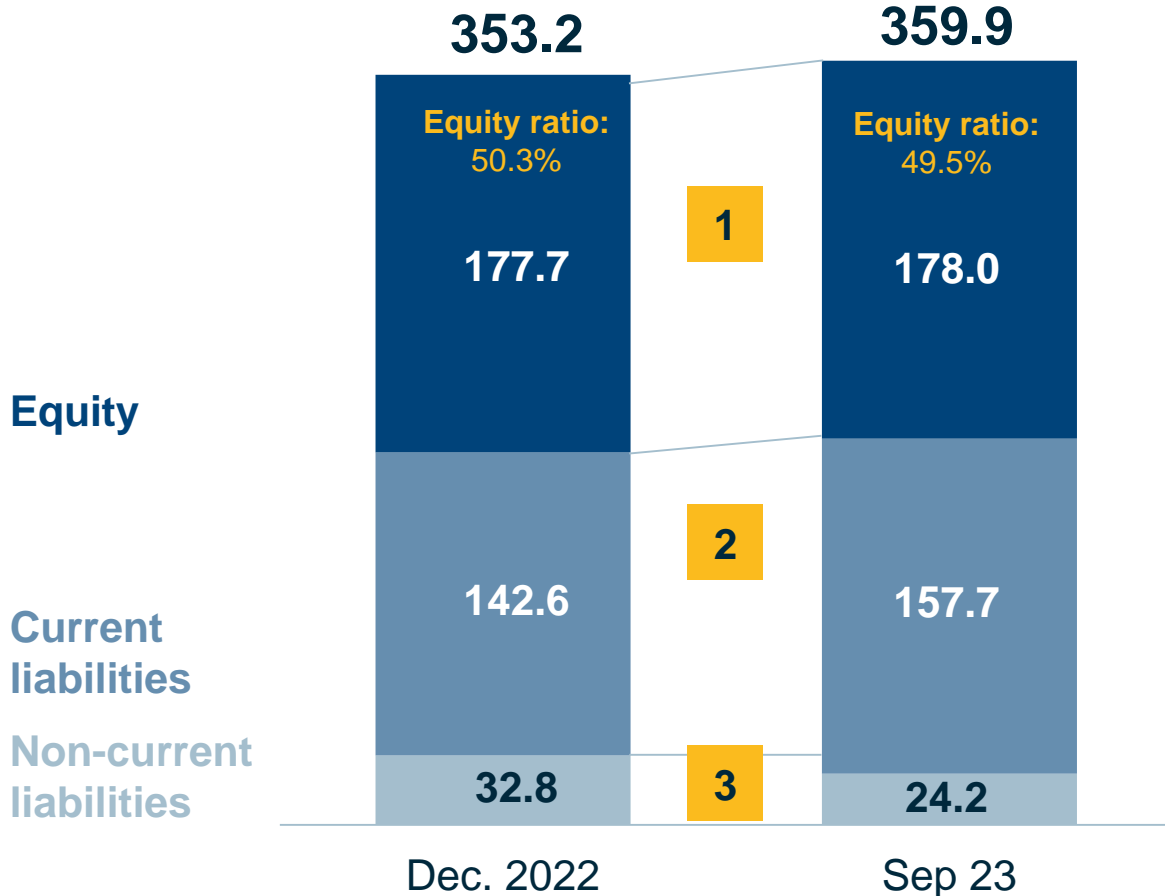
- 2** Increase mainly attributable to a € 19.6 million rise in inventories and new position of assets held for sale due to the planned divestment of SUSS MicroOptics

- 3** Cash position decreased within the last nine months due to further inventory built-up

* The September 30, 2023 figures have been adjusted for SUSS MicroOptics assets

Liabilities and equity shaped by increase in contractual liabilities and equity

Liabilities and equity as of September 30* in € million



- 1 Stable equity ratio

- 2 Contractual liabilities increased further by down payments by customers of € 16.3 million in the last nine months and new balance sheet position of liabilities from "assets available for sale"

- 3 Decrease in pension obligations of € 3.5 million and financial liabilities from leasing obligations of € 4.3 million

* The September 30, 2023 figures have been adjusted for SUSS MicroOptics liabilities

Our adjusted guidance 2023



1) Without SUSS MicroOptics

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

Our scenarios for the fourth quarter and full year 2023

YTD Q3 2023*	202.3 Sales (in € million)	33.5% Gross profit margin	6.3% EBIT margin				
	Scenario "Low"			Scenario "High"			
Q4 2023*	80 Sales (in € million)	34.5% Gross profit margin	8.6% EBIT margin		120 Sales (in € million)	39.5% Gross profit margin	18.8% EBIT margin
	FY 2023 Scenario "Low"			FY 2023 Scenario "High"			
FY 2023*	280 Sales (in € million)	34% Gross profit margin	7% EBIT margin		320 Sales (in € million)	36% Gross profit margin	11% EBIT margin

- Sales trend in Q4 2023 will be determined by the uncertainty as to what extent we will be able to process deliveries to Chinese customers; for this reason, we have extended our sales forecast to a range of € 40 million in total
- Gross profit margin benefits twice from increased deliveries to China, because (1) mainly high-margin tools are held back and (2) a positive volume effect is generated due to non-project related fixed costs in the COGS
- EBIT benefits disproportionately from higher volume as OPEX in Q4 2023 is independent from sales level

* without MicroOptics segment



Time for your questions...

9M 2023

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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