

SUSS MICROTEC SE FIRST NINE MONTHS RESULTS 2021

November 11, 2021

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9M 2021 AT A GLANCE



- + Record order entry with € >100 million in single quarter
- + Key growth drivers: 5G adoption (esp. frequency filters) and advanced packaging applications for lithography; EUV demand for photomask equipment; automotive for Microoptics
- + Revenue up by 8.4% to € 188.5 million
- + EBIT margin increased to 9.4 % (2020: 7.0%)
- + Partnership with SET Corporation on D2W hybrid bonding
- + SUSS MicroOptics SA wins 2021 Swiss Manufacturing Award

**Positive business outlook for Q4 with a strong order backlog –
Guidance confirmed**

KEY GROUP FIGURES NINE MONTHS 2021

<i>in € M</i>	Q3 2021	Q3 2020	Change	9M 2021	9M 2020	Change
Order entry	101.0	44.1	+129.0%	253.8	206.7	+22.8%
Order Backlog 09/30	--	--	--	185.4	125.8	+47.4%
Sales	70.0	60.6	+15.5%	188.5	173.9	+8.4%
Gross Profit margin	39.1%	40.4%	-1.3%pts	36.6%	33.2%	+3.4%pts
EBIT	9.7	9.0	+7.8%	17.7	12.2	+45.1%
EBIT margin	13.9%	14.9%	-1.0%pts	9.4%	7.0%	+2.4%pts
EAT	7.0	4.5	+55.6%	12.1	4.9	146,9%
EPS in €	0.37	0.24	--	0.63	0.26	--
Free cashflow (in €)	-1.8	10.6	--	0.2	27.8	--
Net cash	--	--	--	19.8	15.0	+32.0%
Employees 09/30	--	--	--	1,174	997	+17.8%

Third quarter:

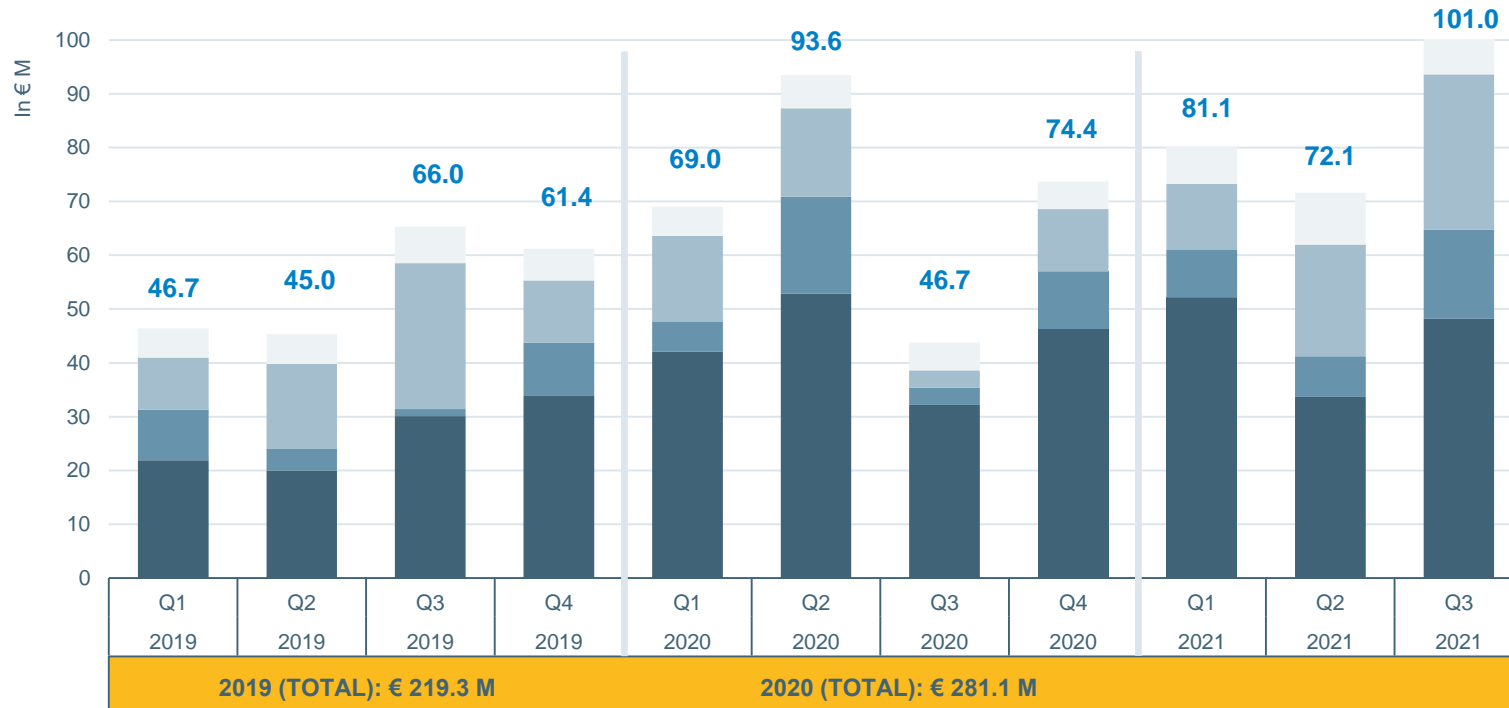
- + Demand for SUSS tools accelerated in Q3 2021
- + Record order entry of more than € 100 million in a quarter
- + Revenue up sequentially and yoy
- + GP margin of almost 40%
- + Double digit EBIT margin achieved

First 9 months:

- + Order entry and backlog at high level
- + Revenue up by 8.4%
- + Sustained GP margin improvement
- + EBIT, EBIT margin and EAT are up
- + Net cash position further improved

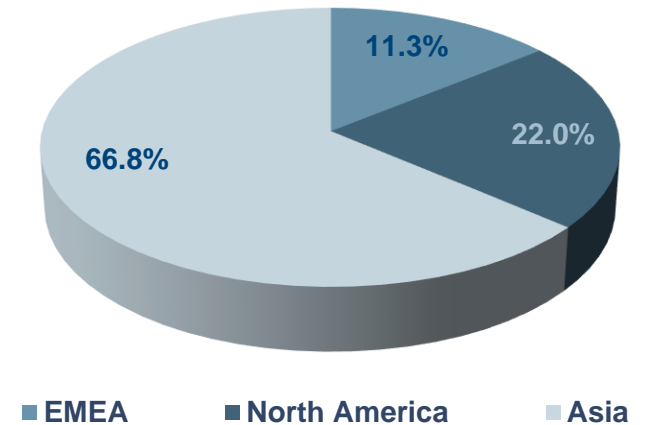
ORDER ENTRY BY SEGMENT AND SALES BY REGION

Order entry by segment



■ Lithography
 ■ Bonder
 ■ Photomask Equipment
 ■ MicroOptics

Sales by region (9M 2021):



SEGMENT OVERVIEW 9M 2021

Lithography

<i>in € M</i>	9M 2021		9M 2020	
Order entry	134.0		127.2	
Sales	112.7		97.8	
GP (margin)	42.0	(37.3%)	29.7	(30.4%)
EBIT (margin)	15.3	(13.6%)	6.2	(6.3%)

- + Strong growth of order entry for automated mask aligners and coaters
- + 9M 2021 GP- and EBIT-margin increased further due to:
 - + Good sales of high-margin mask aligners
 - + Improved overall margin for coaters and developers

Bonder

<i>in € M</i>	9M 2021		9M 2020	
Order entry	33.1		26.8	
Sales	21.7		18.9	
GP (margin)	8.1	(37.3%)	5.6	(29.6%)
EBIT (margin)	0.5	(2.3%)	-0.6	(-3.2%)

- + Outlook for the full fiscal year 2021 remains positive
- + Order entry went up strongly: mainly for permanent bonders
- + Higher sales level and improved GP- and EBIT-margin

Photomask Equipment

<i>in € M</i>	9M 2021		9M 2020	
Order entry	61.8		35.5	
Sales	33.4		40.0	
GP (margin)	11.0	(32.9%)	16.7	(41.8%)
EBIT (margin)	5.1	(15.3%)	11.0	(27.5%)

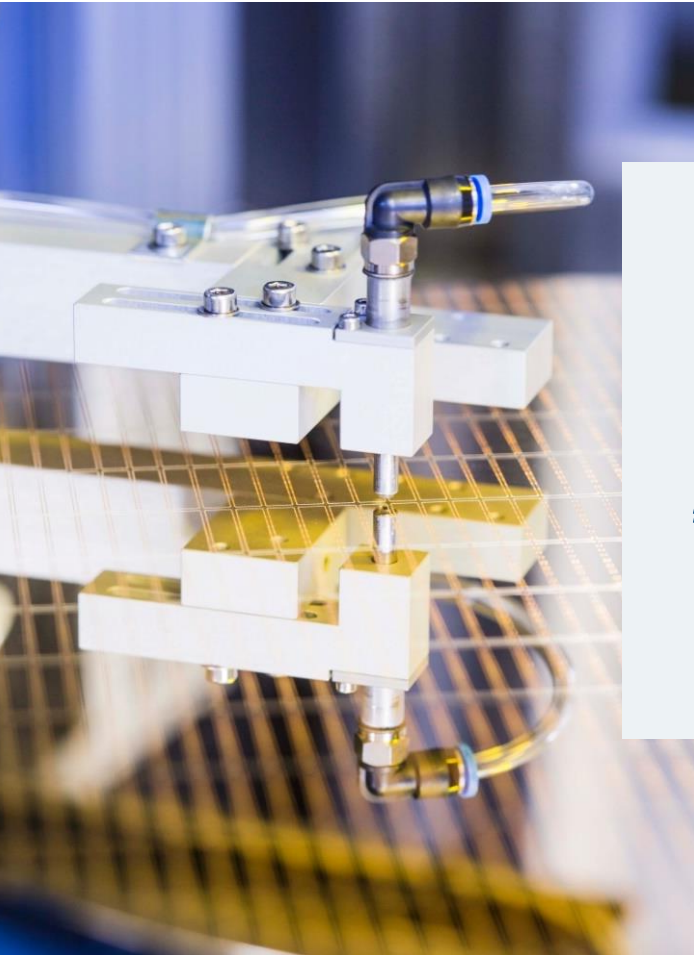
- + Order entry almost doubled
- + Sales level depends on timing of shipment of single tools
- + GP-and EBIT-margin can be influenced by single customer orders
- + EBIT/EBIT margin decreased due to lower GP-margin > depends on single customer projects

MicroOptics

<i>in € M</i>	9M 2021		9M 2020	
Order entry	23.5		16.8	
Sales	19.3		16.8	
GP (margin)	6.0	(31.1%)	4.9	(29.2%)
EBIT (margin)	0.7	(3.6%)	0.3	(1.8%)

- + Order entry and sales improved compared to last year
- + EBIT-margin improved due to cost savings measures and higher sales

CONFIRMATION OF GUIDANCE 2021



Sales 2021

€ 270 - 290M

EBIT margin 2021

9 - 11%

Free Cashflow 2021

€ 12 - 18M

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Financial Calendar 2022

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