

SÜSS MICROTEC SE

ANNUAL SHAREHOLDER MEETING 2020

May 20, 2020



DISCLAIMER

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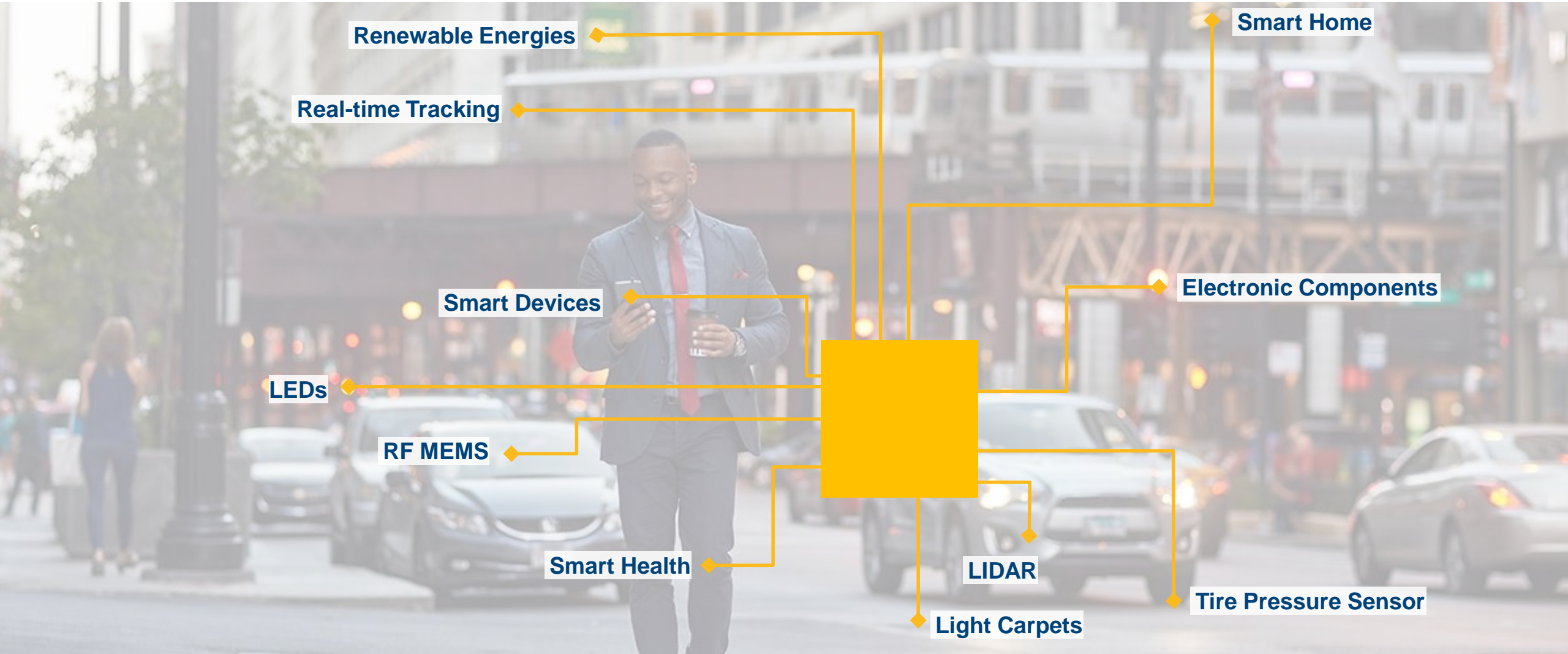
This presentation contains forward-looking statements relating to the business, financial performance and earnings of SUSS MicroTec SE and its subsidiaries and associates. Forward-looking statements are based on current plans, estimates, projections and expectations and are therefore subject to risks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



- I. Introduction Süss MicroTec SE**
- II. Review of Fiscal Year 2019 and Q1 / 2020**
- III. Further Developments and Outlook**

SUSS MICROTEC IS EVERYWHERE

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PRODUCTION SITES

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**Garching
(SÜSS MicroTec HQ)**



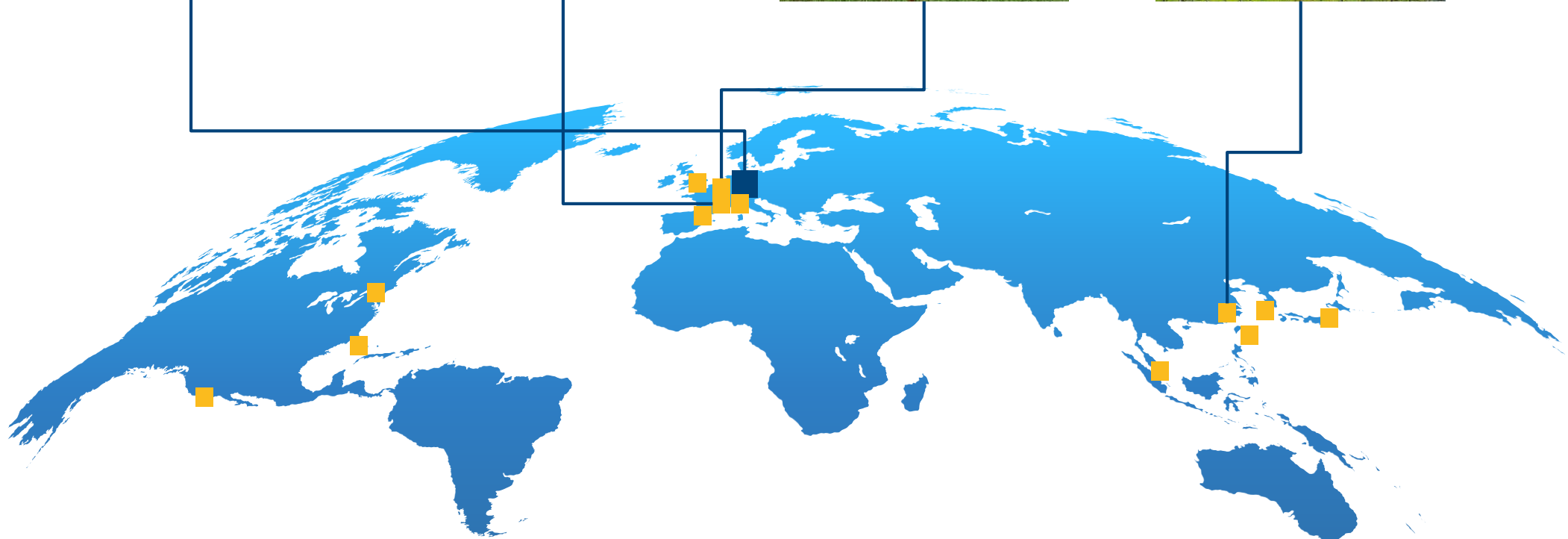
**Neuchatel
(Switzerland)**



**Sternenfels
(Germany)**



**Hsinchu
(Taiwan)**



Order entry (2019):

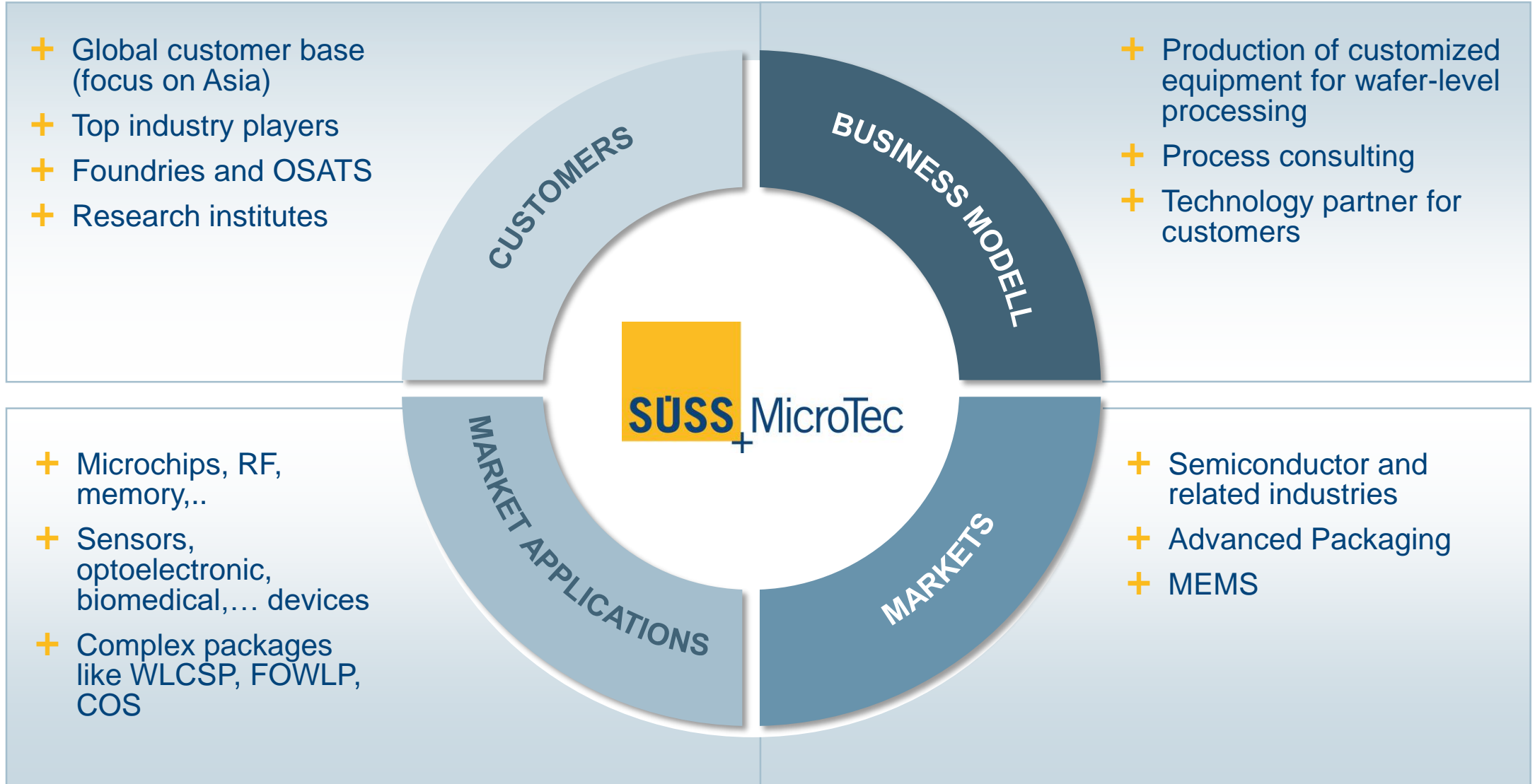
America 12%

EMEA 25%

AsiaPacific 63%

OVERVIEW SUSS MICROTEC

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FISCAL YEAR 2019 AND Q1 2020 AT A GLANCE

+ BUSINESS REVIEW

- + Slow order entry during first 6 month,
- + Significant increase(+45%) in QY 3 and QY4 / 2019
- + Revenue pattern heavily back-end loaded, approx. 25% of annual sales in December
- + Under utilization during first half year resulted in extra cost
- + Earning results significantly below expectations, counter actions in place
- + Order entry per quarter on high level, strong market activity continuing

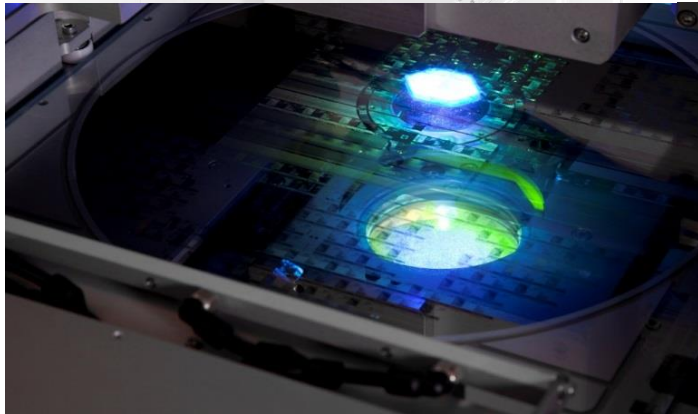
+ STRATEGIC DECISIONS

- + Discontinuation of Product line Scanner and Laser-Ablation, Shut-down in CORONA
- + One-off cost (€ -13.3 million) in 2019 and (approx. € -5 million).in 2020
- + Opening of Demo- and Application-Center in collaboration with BRIDG in Florida, USA
- + Acquisition of an Ink-Jet technology in Eindhoven, Netherlands (Invest.: € 3.9 million)



DECISION: DISCONTINUATION OF PRODUCT LINE SCANNER

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STATUS END OF 2019:

- + **All installed 12 Scanner (Gen 2)** are fully accepted by customer and running production
- + Next generation Scanner (Gen 3) was **evaluated** by customer and **finally purchased** in 2019
- + **Upgrade-Kits (Gen 2.6)** were purchased by customer as well

BUT:

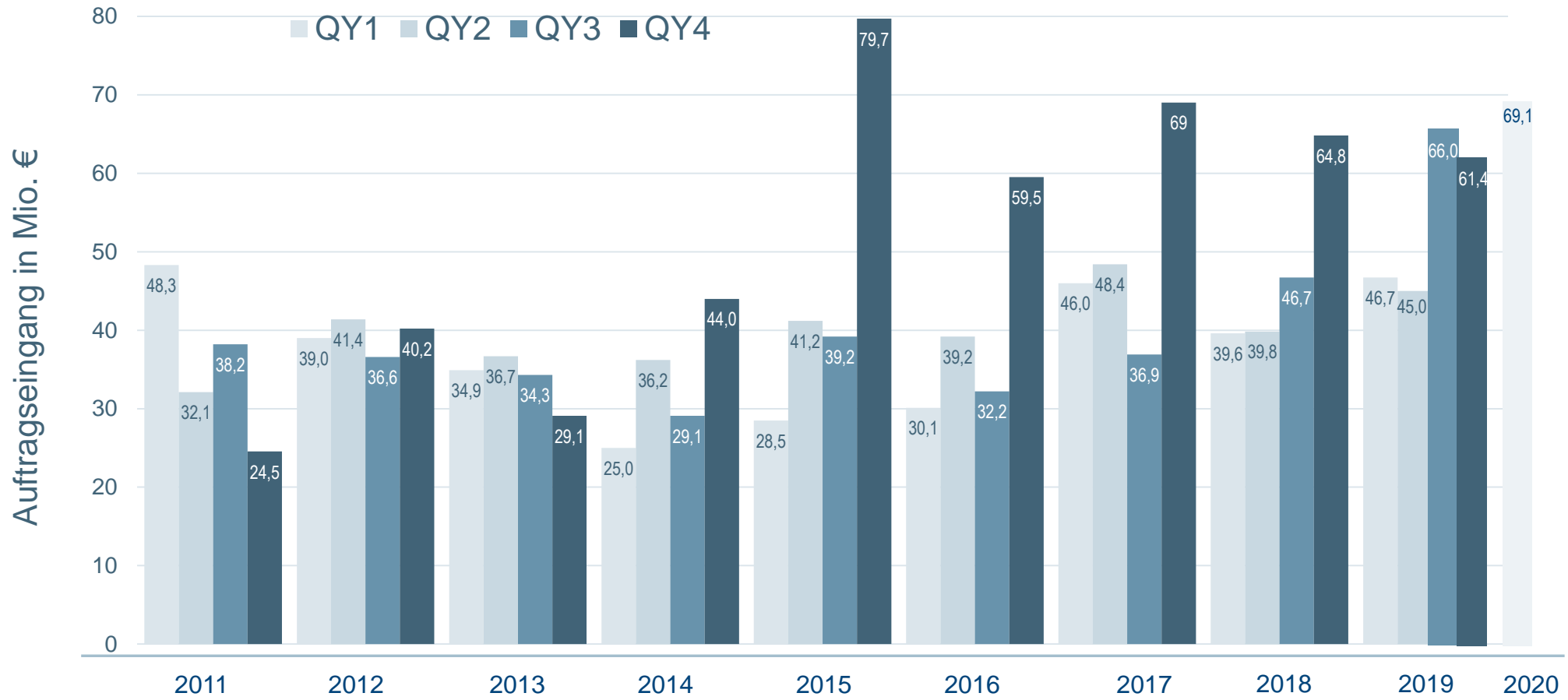
- + Further demand was delayed to end of 2021 at least by customer due to weak market condition
- + Consequence for SÜSS: at least 2 more years of loss contribution due to under-utilization of production site in Corona

DECISION:

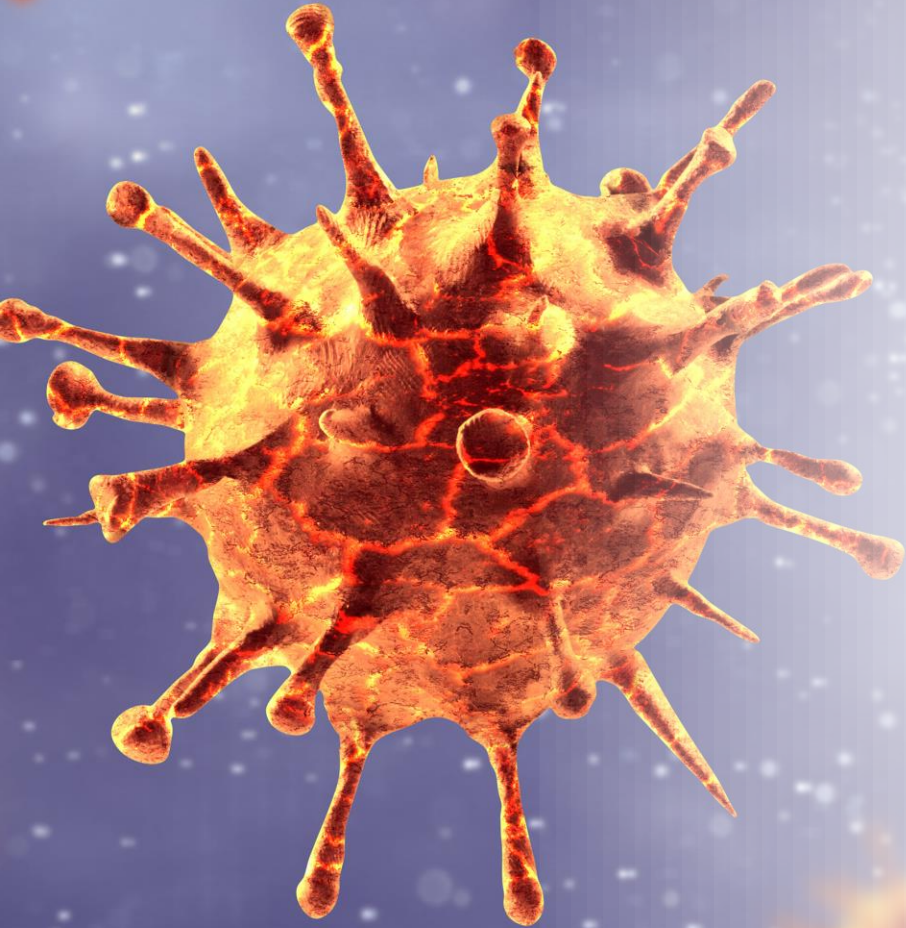
- + **Write-off** of inventory in December 2019 (-13,3 Mio. €)
- + **Discontinuation** of product line and **Shut-down** of production site in Corona (one-off-cost in 2020: approx. € -5 million expected)

AUFTRAGSEINGANG: QUARTALSWEISE ENTWICKLUNG

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GESAMT (Jahr)	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
	143,1	157,2	135,0	134,3	188,6	161,0	200,1	191,0	219,3	



Impacts from market

- + Few customer shipment shifted out of Q1/2020
- + No cancellations due to COVID-19 so far
- + Demand from tele-communication market segment increased significantly
- + Strong demand for broad band network (5G) due to COVID-19 induced change in communication behavior (tele-conferences, online-activities, etc.)

Internal impacts

- + Task Force installed to continuously monitor and react on any developments
- + 2-shift working schedule introduced to increase social separation
- + Closely monitoring of supply chain and react on any missing part situation (second sourcing, use of spare part inventory stock)
- + Increase of home-office and online services as much as possible

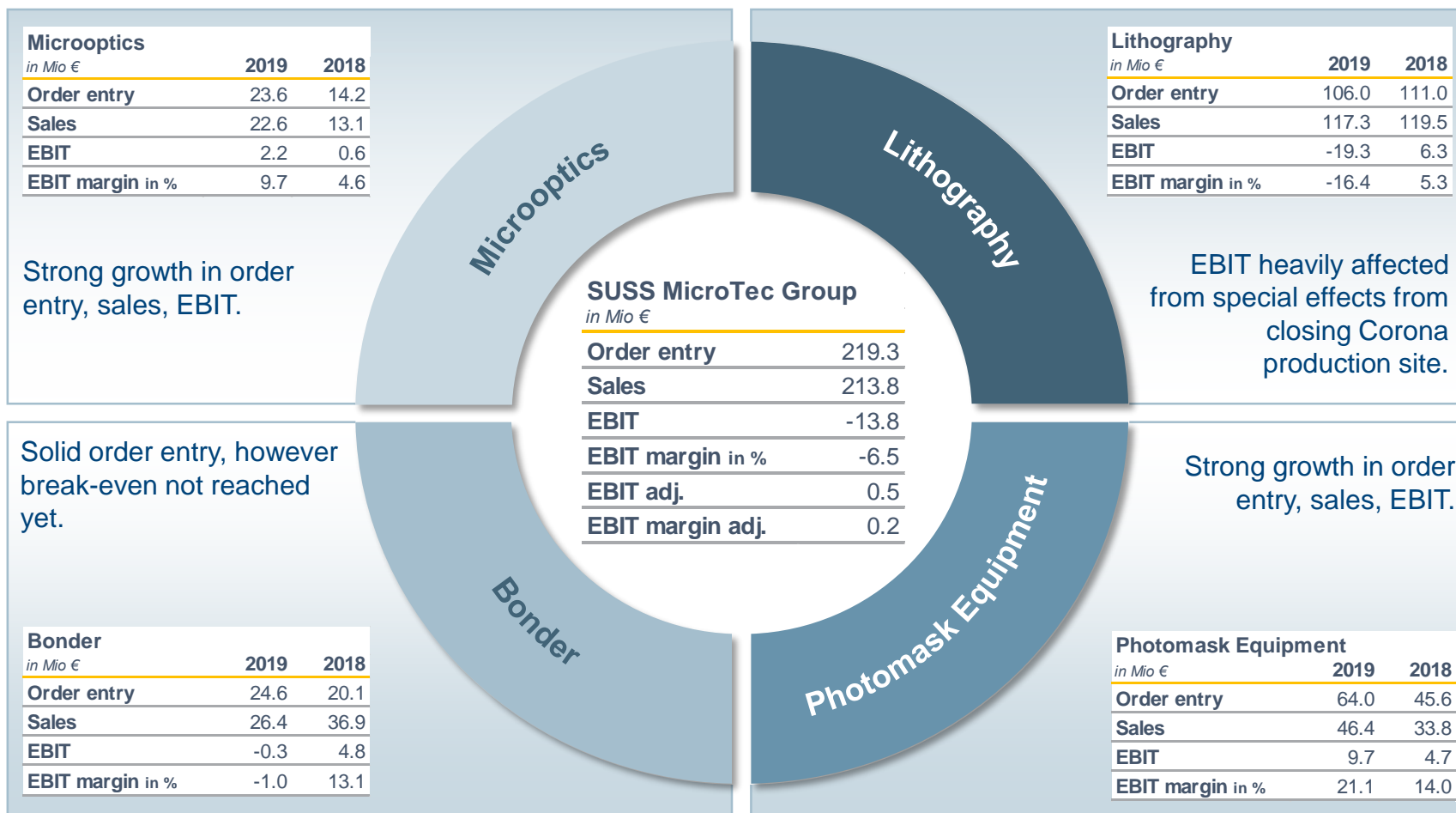
KEY GROUP FIGURES 2019

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In € million	FY 2019	FY 2018	% Delta
Order entry	219.3	191.0	14.8
Order backlog 31/12	93.2	84.7	10.0
Sales	213.8	203.9	4.9
EBIT	-13.8	10.9	--
EBIT margin	-6.5%	5.3%	-11.8 p
<i>EBIT adjusted</i>	0.5	10.9	- 95.4
<i>EBIT margin adjusted</i>	0.2%	5.3%	-5.1 p
Earnings after tax	-16.3	4.8	--
EPS in €	-0.85	0.25	--
Free cash flow	-36.9	-5.0	--
Net cash 31/12	-18.0	28.2	--
Employees 31/12	937	880	6.5

SEGMENT OVERVIEW 2019

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KEY GROUP FIGURES

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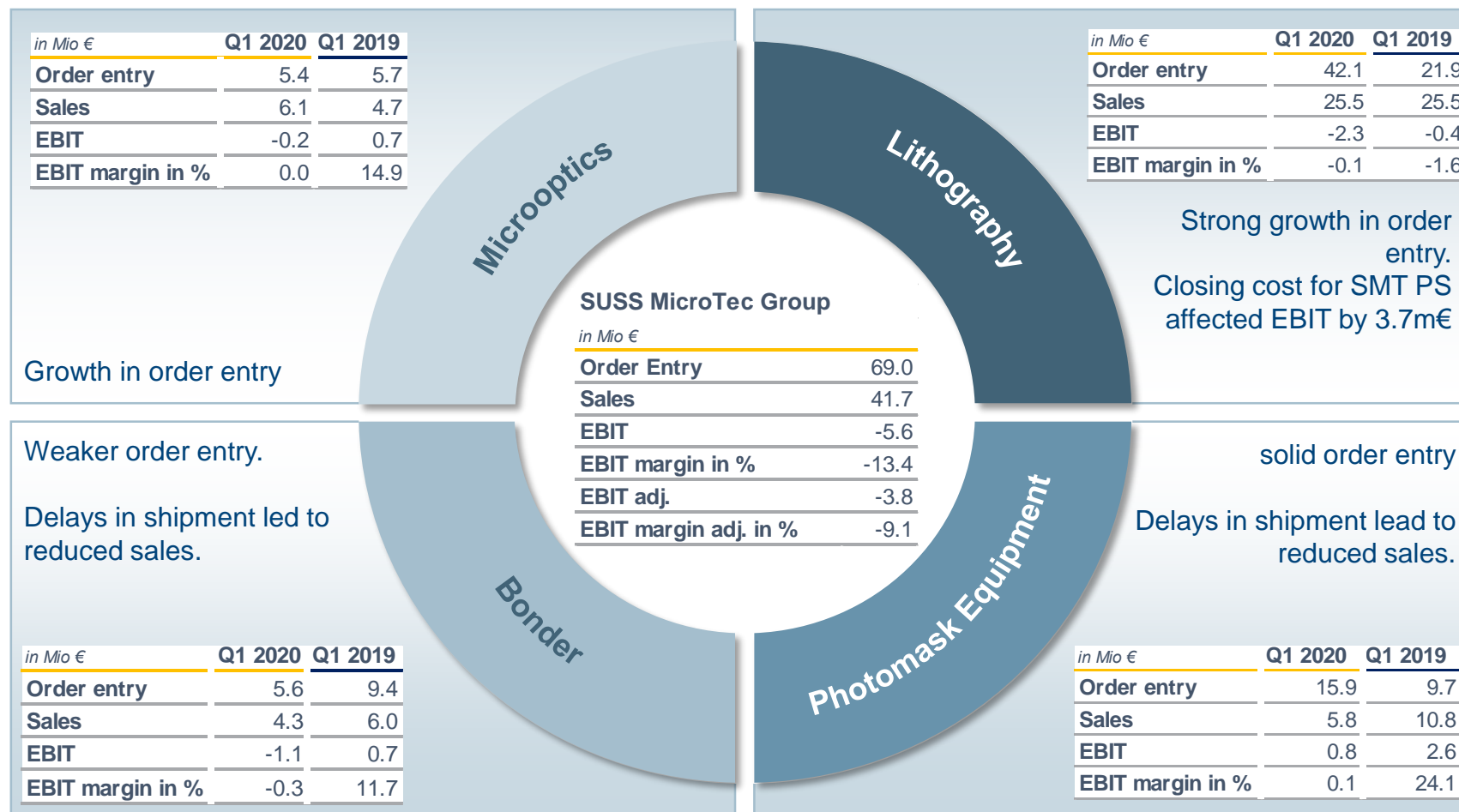
SUSS MicroTec

in € million

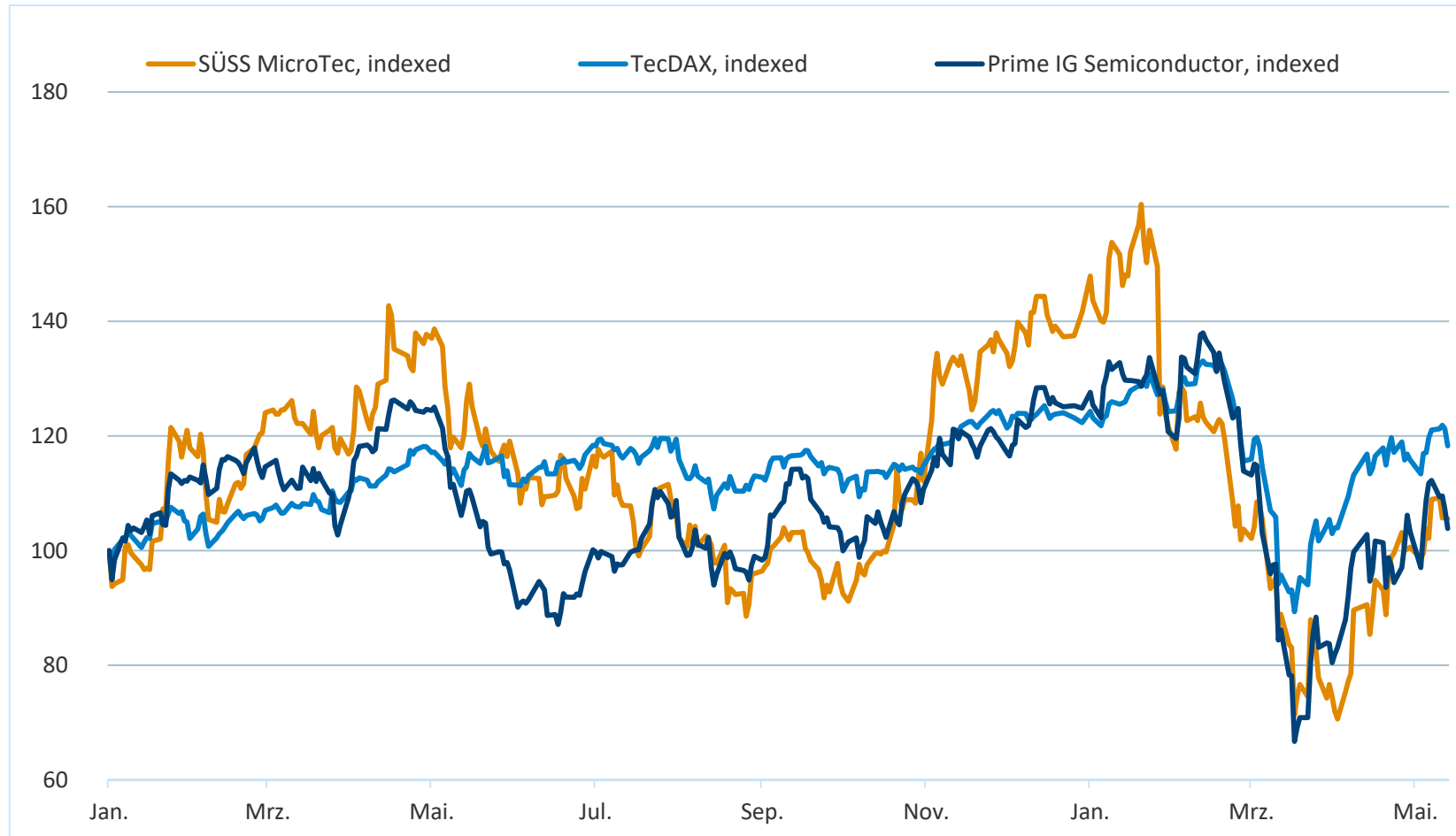
	3 months / 2020	3 months 2019	% delta
Order entry	69.0	46.7	47.8
Order backlog 31/12	120.8	85.4	41.5
Sales	41.7	47.1	-11.5
EBIT	-5.6	2.1	--
EBIT margin in %	-13.4%	4.5%	-16.5% points
<i>EBIT adjusted</i>	-3.8	3.5	---
<i>EBIT margin adjusted</i>	-9.1%	7.4%	-16.5% points
Earnings after tax	-5.6	2.1	--
EPS in €	-0.28	0.02	--
Free cash flow	-8.3	-16.4	--
Net cash 31/12	-19.6	-16.4	--
Employees 31/12	942	899	4.8%

SEGMENT OVERVIEW Q1 / 2020

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Share price development 2019 + Q1/2020



Coverage:

- Bankhaus Lampe
- DZ Bank
- MainFirst
- ODDO BHF
- Warburg

Shareholder > 3%:

- Dimensional Holdings
- Gerlin NV
- Janus Henderson
- Kempen Oranje
- Lupus Alpha
- Luxunion
- Universal Investment

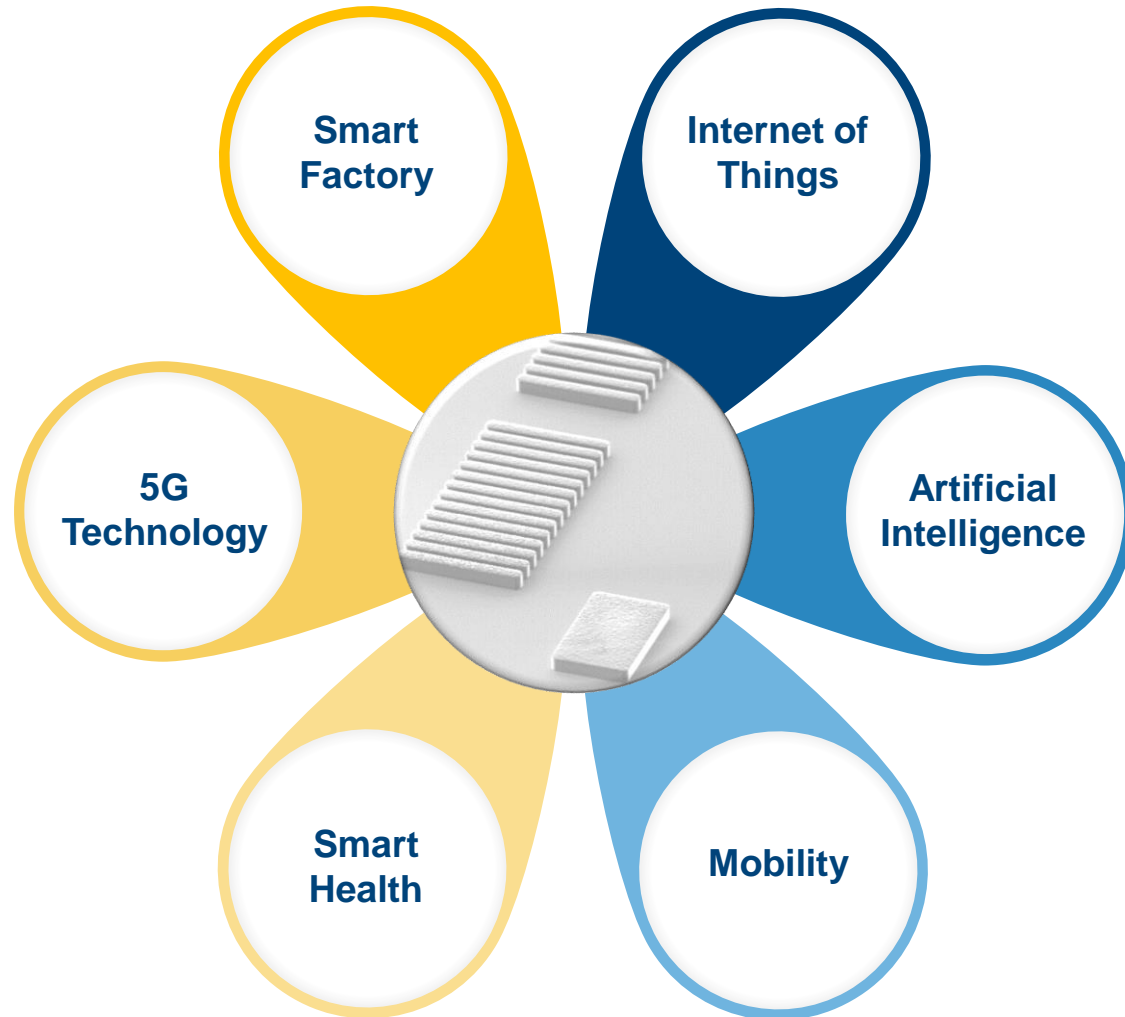
Share Price: 8.48€
(2. January 2019)

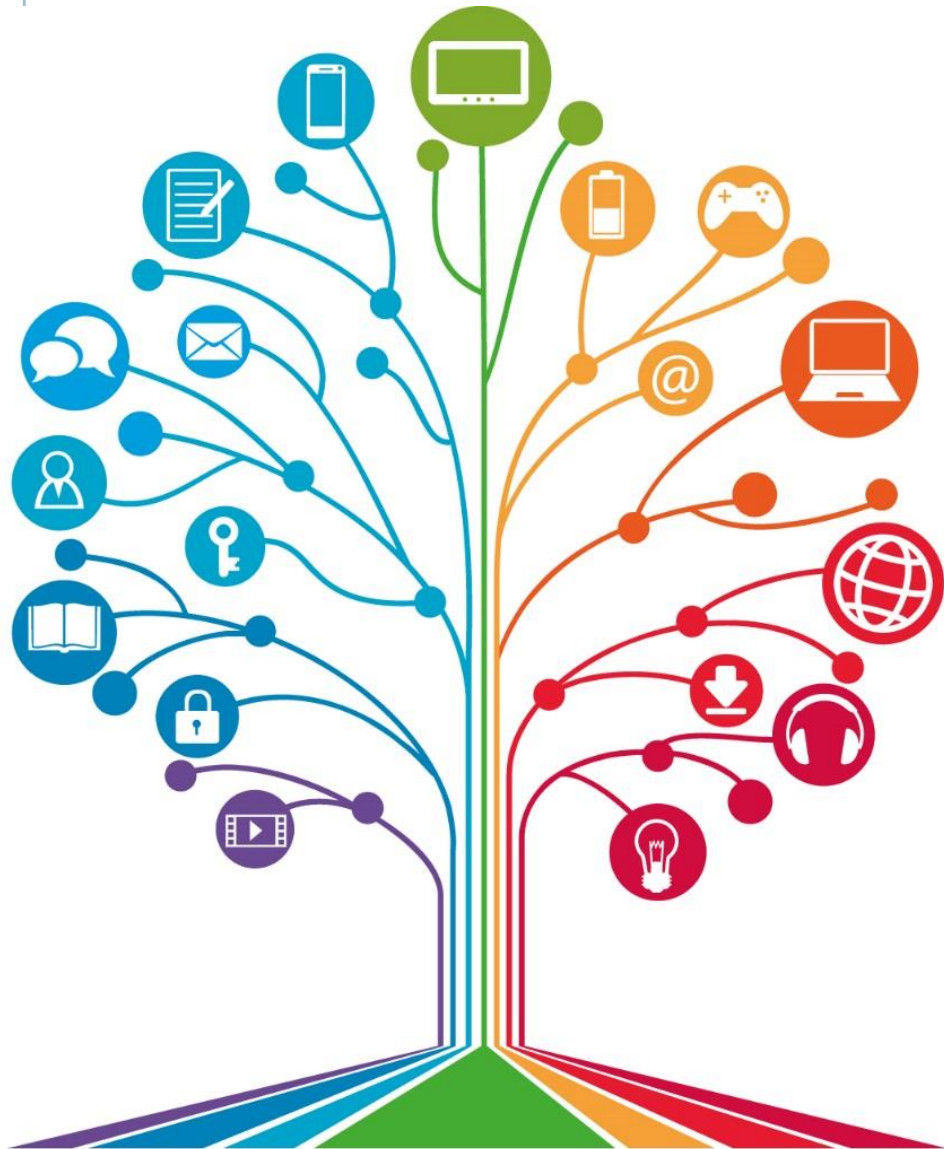


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MEGATRENDS DRIVE FUTURE TECHNOLOGY

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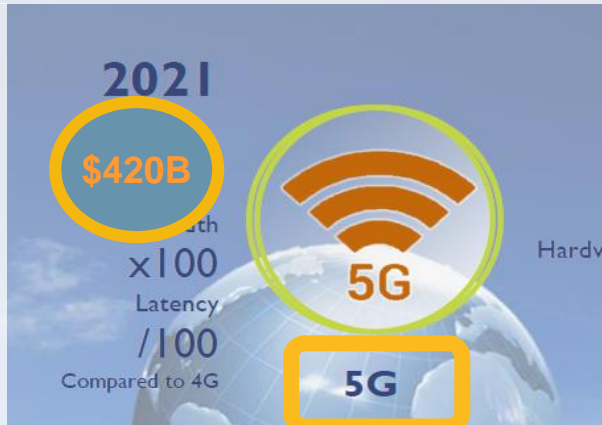


- + **Megatrends as market driver:** Digitalization, wire-less communication (5G), IoT, mobility, autonomous drive, artificial intelligence...
- + **Semiconductor industry is highly innovative and very demanding**
 - Mobile telephone: PLC 1-2 years
 - Continuously increasing data volume
 - Autonomous driving car: 1 TB / day
- + **Customers demanding more application support**
 - Challenge and needs investment
 - Opportunity to differentiate from competition
 - Application Know-How as USP support better equipment margins

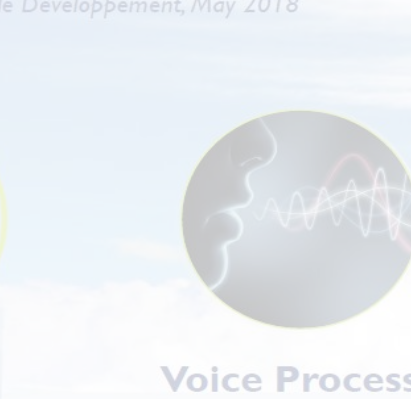
THE MOST IMPORTANT GROWTH DRIVERS

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SEVEN MEGA-TRENDS TO BOOST THE SEMICONDUCTOR INDUSTRY

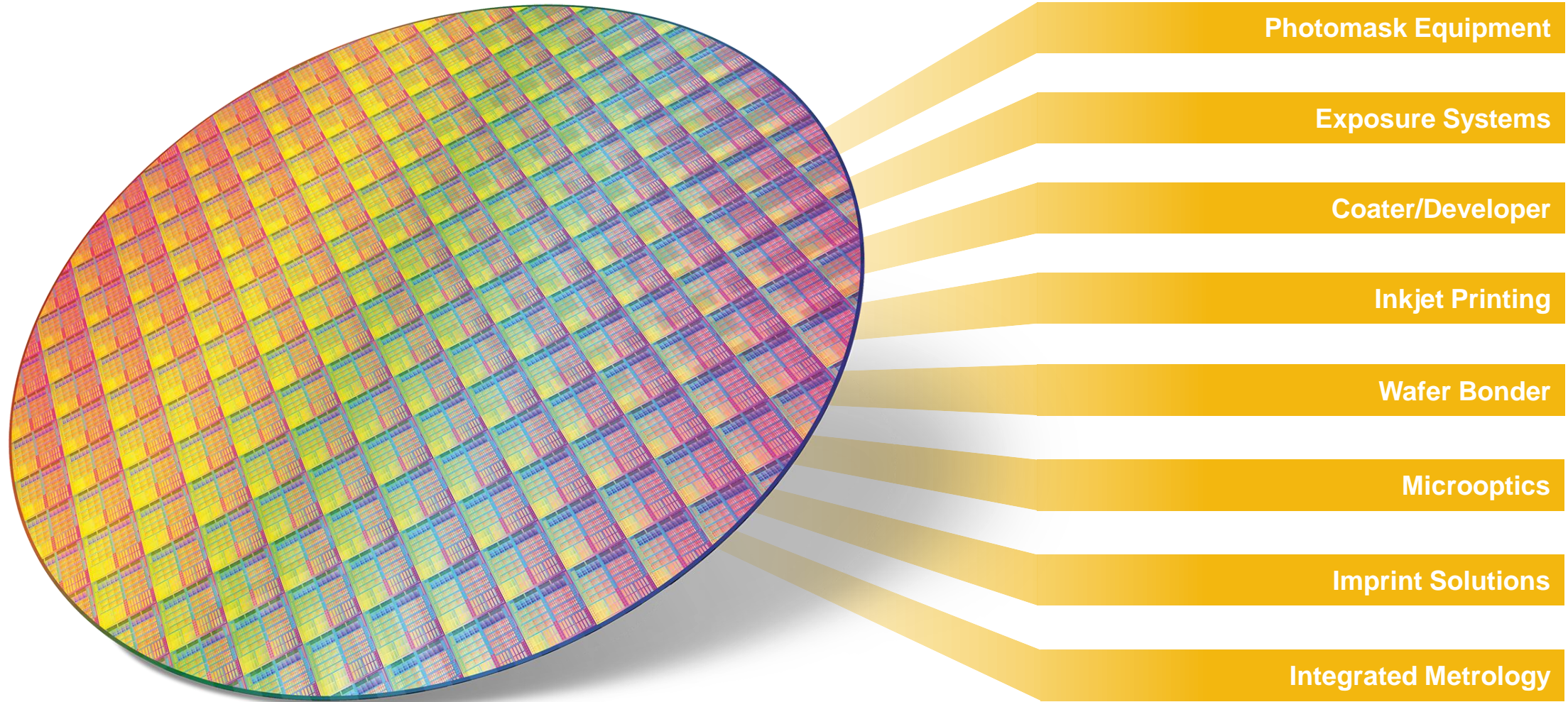


Yole Développement, May 2018



PROCESSING SUBSTRATES FOR MOST DIVERSE MARKETS

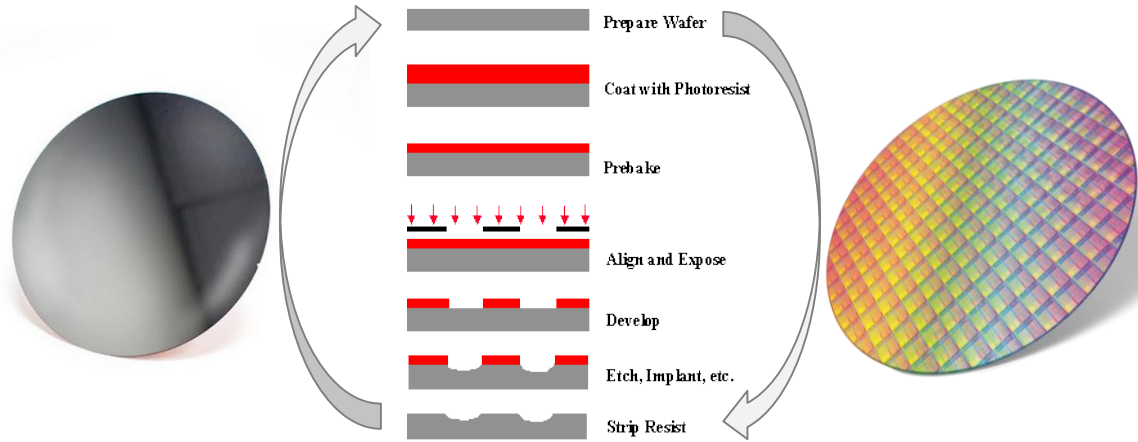
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SEMICONDUCTOR PROCESS FLOW

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Front End Wafer Fab



600 – 1000 Steps, Cycle time > 3 month
 Total Invest 300 mm fab: >4 B\$

Wafer level Packaging RDL, Wafer bumping, etc.

SÜSS field of activity

Supporting key processes:
 Coating
 Litho
 Bonding
 Cleaning
 etc.

Die packaging Dicing, Molding, etc.



Wafer @ peak value
 up to 80-100 k\$

We are handling
 semiconductor „Gold“

After dicing: Chip-handling

1/10 of a percent yield improvement is real money!



APPLICATION SUPPORT CLOSE TO CUSTOMERS

- + Hsin-Chu, Taiwan:
Production, demo und applications-center
(Production Q3, 2020, demo- und app-center >2020)
- + Orlando, FL, USA:
Demo und applications-center (Q3, 2020 due to COVID-19)
- + Neuchatel, CH:
Center for imprinting applicationen (Q3 2020)

In 2019:

- + Sternenfels, Garching DE:
Investment in **application und training-center** (in 2019)
- + Product demonstration and sampling have been improved significantly
- + **Successful sampling is key for getting the customer order**

Productivity & Cost

NWC / Inventory

Operational Excellence

- + 2019 was a challenging year in the semiconductor industry (Downturn):
- + Despite the downturn a top-line growth was achieved
- + Earnings level below expectation
- + SUSS 2020:
 - + Strong market position, attractive growth seems possible
 - + Strong focus is on cost control
 - + Savings program to improve cash flow is implemented
- + Significant improvement on earnings level is expected for 2020

SUSS 2025 STRATEGY: SIGNIFICANT GROWTH OF REVENUE AND EARNINGS

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Goal 2025: Grow Topline to above € 400 million and EBIT-Margin to above 15%



- + Q2 + Q3 2020: Order entry of € 100 million to € 115 million
- + FY 2020*: Sales of € 230 million to € 240 million
- EBIT-margin: 2.5% to 3.5% (including one-off effects from closing Corona)
- EBIT-margin (adjusted): 4.5% to 5.5% (excluding one-off effects)

*) guidance might be highly impacted by effects from COVID19 virus pandemic

SUSS MICROTEC SE

Annual Shareholder Meeting 2020