



# Corporate status and strategy

Dr. Bernd Schulte, CEO – Capital Markets Day 2023

# Agenda for today's Capital Markets Day

Time	Content	Responsible
10.00 CET	Corporate status and strategy	Dr. Bernd Schulte
10.30 CET	Financial progress 2017-2022 and beyond	Oliver Albrecht
11.00 CET	Striving for Operational Excellence	Dr. Thomas Rohe
11.45 CET	Transfer to Garching site	All
12.00 CET	Garching production tour	All
<b>13.00 CET</b>	<b>Transfer to conference room and lunch break</b>	<b>All</b>
14.00 CET	Photomask Equipment – Business update	Yuta Nagai
14.45 CET	Advanced Backend Solutions – Business update	Dr. Robert Wanninger / Stefan Lutter
<b>15.30 CET</b>	<b>Coffee break</b>	<b>All</b>
15.45 CET	Summary and outlook	Dr. Bernd Schulte
16.00 CET	Q&A session	All
<b>16.30 CET</b>	<b>End of meeting</b>	<b>All</b>

## Disclaimer

All presentations at our Capital Markets Day 2023 contain 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.

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## Introduction

02

Targets 2025: Status quo

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Update on SUSS MicroOptics



## SUSS MicroTec at a glance



- Hidden champion headquartered in Germany with 70+ year track record of innovation and growth
- Key technology provider for semiconductor frontend and advanced backend industry
- Global customer base with largest share of business in Asia
- Strategic partner for global semiconductor IDMs and foundries
- Innovator with relevant network to research institutes and universities
- 2025 Target: more than € 400 million revenue and >15% EBIT margin

**SUSS is part of our digital life!**

## SUSS MicroTec

CFO

**Oliver Albrecht**

- Finance and Controlling
- Legal and Compliance
- Internal Audit
- Investor Relations
- IT
- Facility Management

CEO

**Dr. Bernd Schulte**

- Sales and Service
- Strategy
- HR
- Business Units

COO

**Dr. Thomas Rohe**

- R&D: **Stefan Lutter**
- Purchasing
- Production
- Logistics
- Quality Management
- Product Center


Photomask Equipment

**Yuta Nagai**

Advanced Backend Solutions

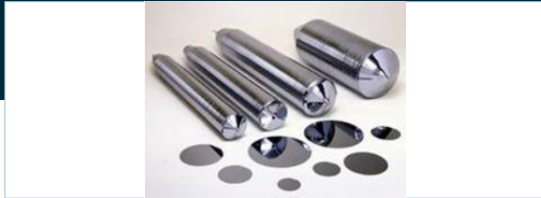
**Dr. Robert Wanninger**

MicroOptics

 Today presenters

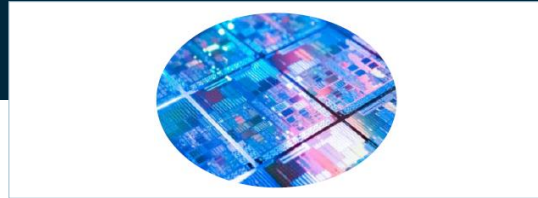
# Our world are the semiconductor frontend and backend process steps

## Wafer fabrication



## Front-end-of-line

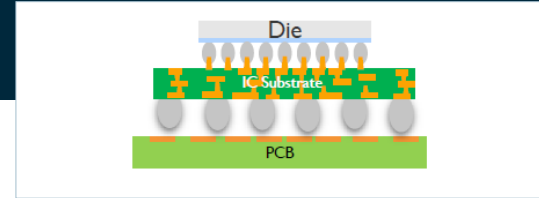
Wafer process



- Deposition/coating
- Cleaning
- **Patterning/lithography**<sup>1</sup>
- Etching
- Implantation
- Annealing
- **Permanent bonding**
- **Temporary bonding**
- CMP polishing

## From middle-of-line to back-end-of-line

Advanced packaging



- Deposition/coating
- Cleaning
- **Patterning/lithography**
- Etching
- Annealing
- CMP polishing
- **Permanent bonding**
- **Temporary bonding**
- **Wafer-level packaging**
- Wafer dicing
- Panel-level packaging

## Final packaging



- Mounting
- Wire bonding
- Molding encapsulation
- Trim & forming

<sup>1</sup> Only related to Photomask processing

Source: Yole, Lithography and Bonding Equipment for More than Moore 2022

# Advanced Backend Solutions as core asset in our product portfolio

## Frontend

Segments Photomask Equipment



Products

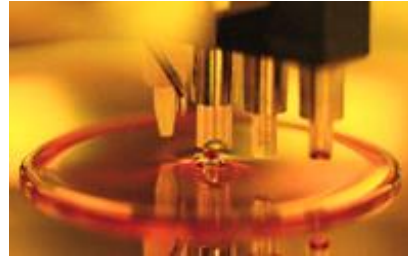
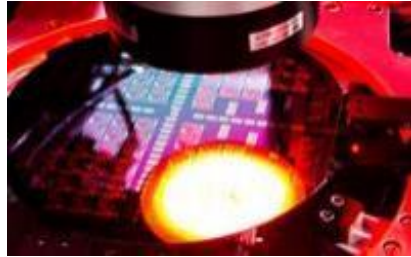
### Photomask Equipment



MaskTrack X

## Advanced backend

Advanced Backend Solutions<sup>1</sup>



### Imaging

Mask Aligner  
MA200/300



Projection  
Scanner  
DSC300

### Coating



ACS300

### Bonding

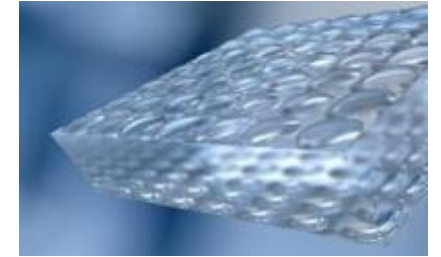
XBC300



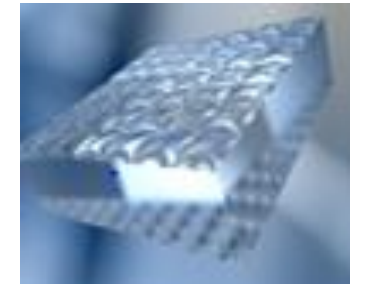
XB8

## Components

MicroOptics



### Microlens Arrays



Microlens Arrays

1) Business units Lithography and Bonder were merged into the new Advanced Backend Solutions business unit at the end of 2022. We will report in the new structure from the 2023 financial year onwards.



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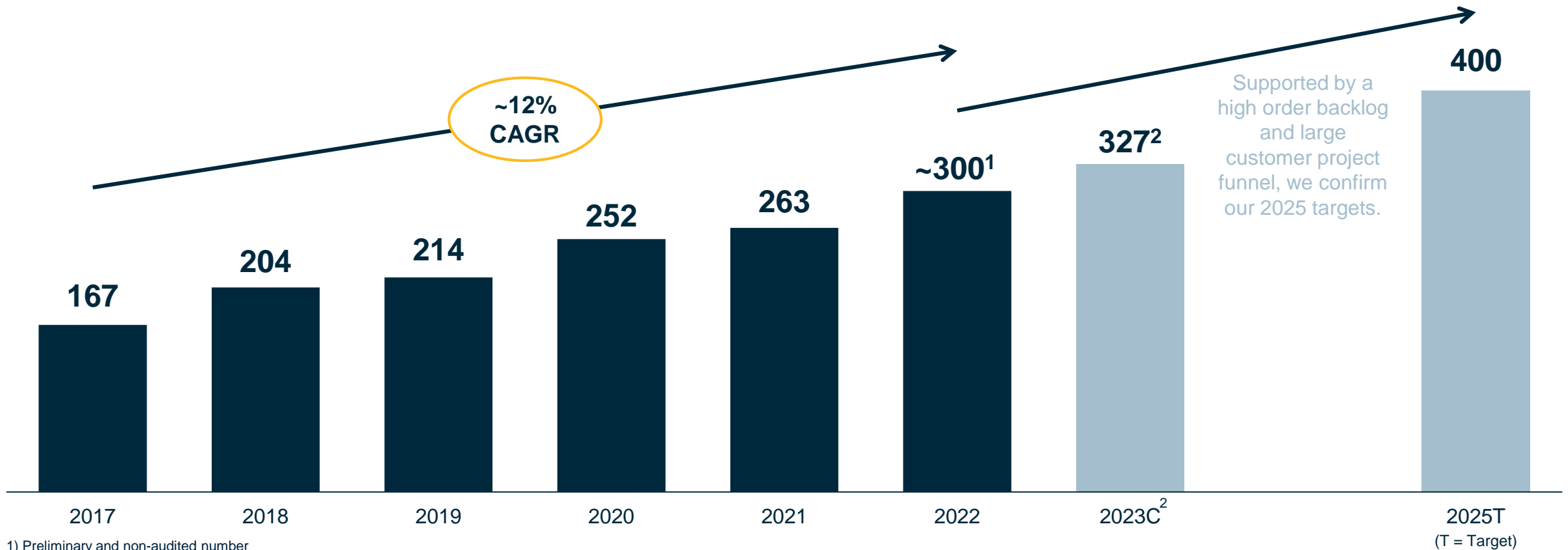
Update on SUSS MicroOptics

# Corporate status: We confirm our Targets for 2025

## Our target 2025

Confirmed

### Revenue of €400 million with an EBIT margin of 15%



1) Preliminary and non-audited number

2) Analysts' consensus FY 2023 sales as of 25 January 2023 = € 326.8 million

# Granted investment in global chip factories boosts semi equipment industry

Our target 2025

Revenue of €400 million with an EBIT margin of 15%

Confirmed



## Biden signs \$280 billion CHIPS and Science Act



/ The bill includes \$52 billion in semiconductor subsidies

By MAKENA KELLY / @makemkelly  
Aug 9, 2022, 4:07 PM GMT+2 | 0 Comments | 0 New



## TECHSPOT

### The EU Chips Act: €43 billion to build a new European chipmaking industry

After the US, the European Union is working on its own Chips Act

By Alfonso Manuella December 6, 2022 at 7:42 AM | 11 comments



Home AF Indexes Markets Fintech Energy Transport Health Regions

Semiconductors  
**China Seen Planning \$143 Billion Push to Boost Local Chipmakers**  
December 13, 2022

China plans a massive package to support its computer chip sector and will reportedly outlay over \$143 billion over five years

f t



## Bloomberg

Technology

### Taiwan Passes Its Chips Act, Offers Tax Credits to Chipmakers

- A quarter of chip firms' R&D expenses can be deducted from tax
- Major governments are racing to build chip plants at home

By Debby Wu

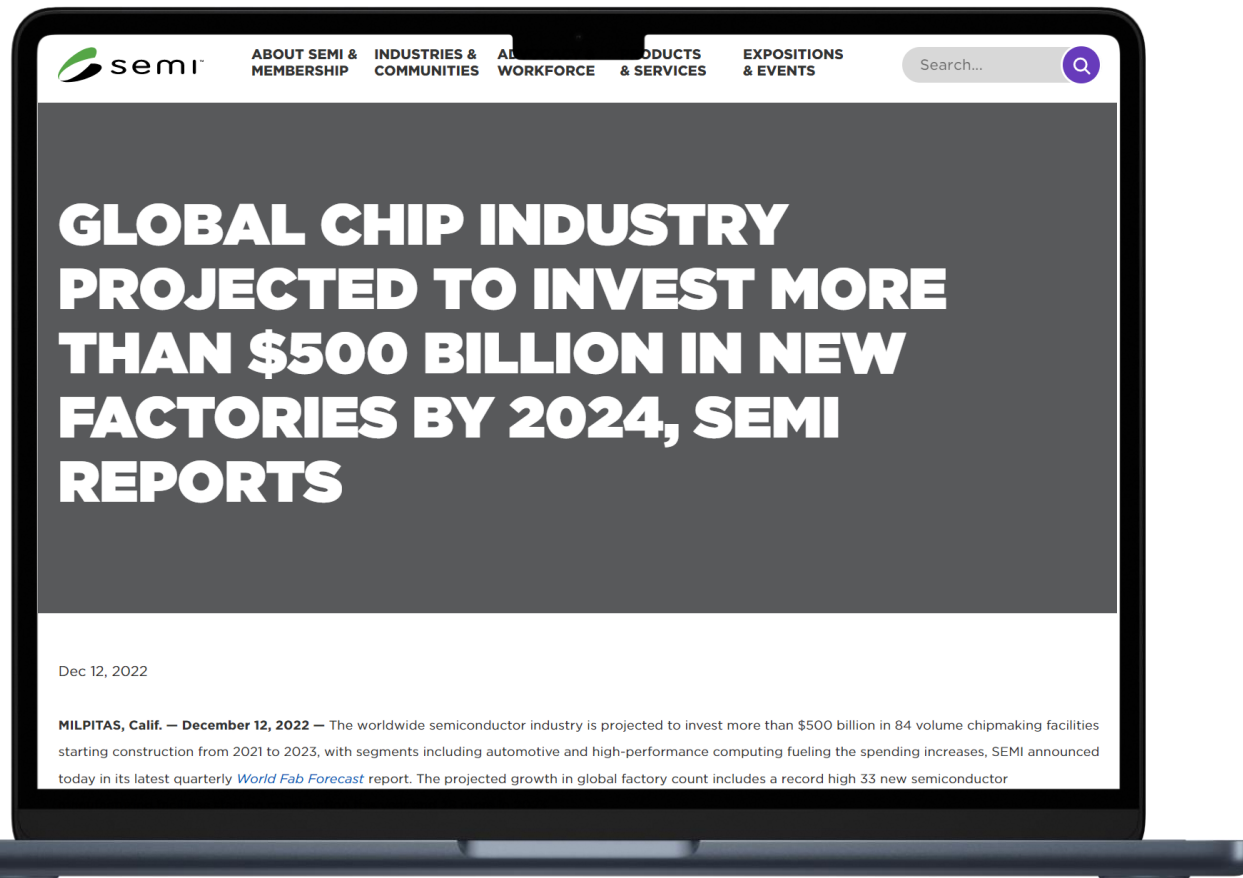
9. Januar 2023 um 03:26 MEZ Updated on 9. Januar 2023 um 06:04 MEZ

# Mid-term investment of the semiconductor industry is well filled

Our target 2025

Revenue of €400 million with an EBIT margin of 15%

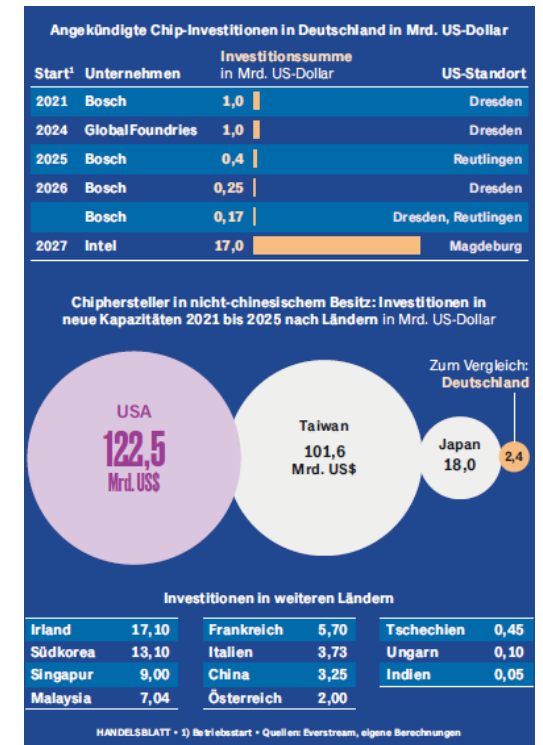
Confirmed



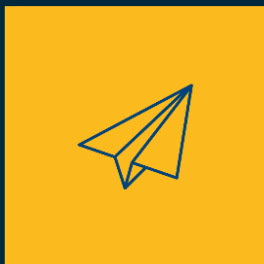
### Mega-Investments

Angekündigte Chip-Investitionen in den USA in Mrd. US-Dollar

Start <sup>1</sup>	Unternehmen	Investitionssumme in Mrd. US-Dollar	US-Standort
2021	NXP	0,1	Arizona
2022	Wolfspeed	1,0	New York
	Texas Instruments	3,5	Texas
	On Semi	0,4	New York
	Infineon	0,7	Texas
2023	Texas Instruments	3,5	Texas
	Intel	3,5	New Mexico
	GlobalFoundries	1,0	New York
2024	Intel	10,0	Arizona
	TSMC	12,0	Arizona
	Intel	10,0	Arizona
	Samsung	17,0	Texas
	Texas Instruments	3,5	Texas
	Wolfspeed	1,3	North Carolina
	Wolfspeed	5,0	North Carolina
2025	SK Hynix	15,0	TBD
	Micron	15,0	Idaho
	Texas Instruments	3,5	Texas
	Intel	10,0	Ohio
	Intel	10,0	Ohio
2026	TSMC	28,0	Arizona
2027	SK Siltron	0,6	Georgia



Q4-2022 has demonstrated that our margin target is achievable



## Target 2025

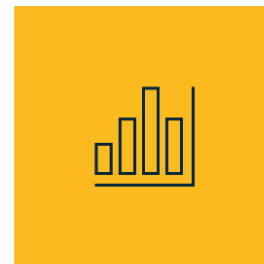
Revenue: **€400 million**

EBIT margin: **>15%**

### Q4-2022 benchmark

Revenue: **~€105 million**

EBIT margin: **~20%**



## Requirement

Gross profit: **39 – 40%**

OPEX limit per quarter: **€25 million**

### Q4-2022 benchmark

Gross profit: **~40%**

OPEX: **~€23 million**

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Update on SUSS MicroOptics

Our corporate vision defines our strategies

SUSS MicroTec Vision

**Leader in enabling innovative  
advanced backend & photomask  
solutions.**

Our corporate vision defines our strategies





Our corporate vision defines our strategies

**Leader in enabling innovative**

**advanced backend & photomask**

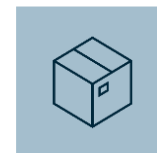
**solutions.**



**Our**  
ambitions



Our  
markets



Our  
products



## Leader in enabling innovative

- 1 ... in our markets.
- 2 ... in quality of our products.
- 3 ... in excellence of our manufacturing.
- 4 ... in service and customer relationship.
- 5 ... in profitability.



# Leader in **enabling** innovative

1

... our customers' innovation.

2

... our customers' effectiveness.

3

... new and more sustainable semiconductors.



# Leader in enabling innovative

1

... is our DNA.

2

... for more cost effective and sustainable manufacturing.

3

... business processes.

Our corporate vision defines our strategies

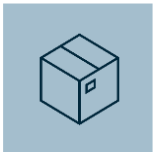
Leader in enabling innovative  
**advanced backend & photomask**  
solutions.



Our  
ambitions



Our  
markets



Our  
products

# Our markets: Advanced Backend Solutions



## Our largest market

- Strong foundation through our premium market position for Mask Aligners and strong market position for Coaters
- Positioning of UV Scanner as a bridge technology between Mask Aligners and steppers



## A growing market

- Coaters are growing with the market demand
- Switch from equipment to a solution provider for imprint solutions
- New applications and markets for imprint and inkjet solutions



## Benefiting from “More than Moore”

- Market growth of advanced backend applications
- Increase in market share in temporary and permanent bonding solutions
- Introduction of hybrid bonding solutions



# Our markets: Photomask Equipment



## Our strongest market position

- Dominant market position in mask cleaning
- Significant growth of the business unit in the past years
- Transfer of cleaning know-how to new applications in the backend market



## Key technology leader

- Suppling the key IDMs, foundries and mask providers
- MaskTrack X was the first system to be qualified for 5 nm EUV lithography masks
- Cleaning solutions for 3 nm EUV lithography masks in final field testing
- High technological entry barrier for new players



## Benefiting from “Moore’s Law”

- Total semi market is expected to grow at 9% CAGR until 2030, driven by further lithography innovation to follow Moore’s law
- As lithography becomes more complex, more photomask equipment is needed to meet both, capacity and capability demands



Our corporate vision defines our strategies

Leader in enabling innovative

advanced backend & photomask

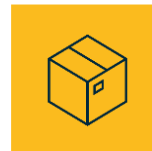
**solutions.**



Our  
ambitions



Our  
markets



Our  
products



# Our products: What we need to promise and deliver



## Solutions

- 1 ... equipment with process support.
- 2 ... process performance.
- 3 ... cost performance.
- 4 ... service and uptime performance.

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**Update on SUSS MicroOptics**

# How does MicroOptics fit with the corporate vision?

The infographic is presented on a tablet-like background and is divided into several sections:

- Frontend** (yellow header)
- Advanced backend** (grey header)
- Components** (yellow header)

**Segments**

- Photomask Equipment (with image)
- Advanced Backend Solutions<sup>1</sup> (with image)
- MicroOptics (with image)

**Products**

- Photomask Cleaning**: MaskTrackPro (with image)
- Imaging**: Mask Aligner MA200/300 (with image), Projection Scanner DSC300 (with image)
- Coating**: ACS300 (with image)
- Bonding**: XBC300 (with image), XB8 (with image)
- Microlens Arrays**: Microlens Arrays (with image)

## SUSS MicroOptics at a glance

**163**  
FTEs

Our employees, mainly in production, R&D, marketing and sales

**3,500**  
m<sup>2</sup>

Production area at our location in Neuchatel (Switzerland)

**~39**  
in € million

FY2022 revenue, represents 13% of the Group's sales

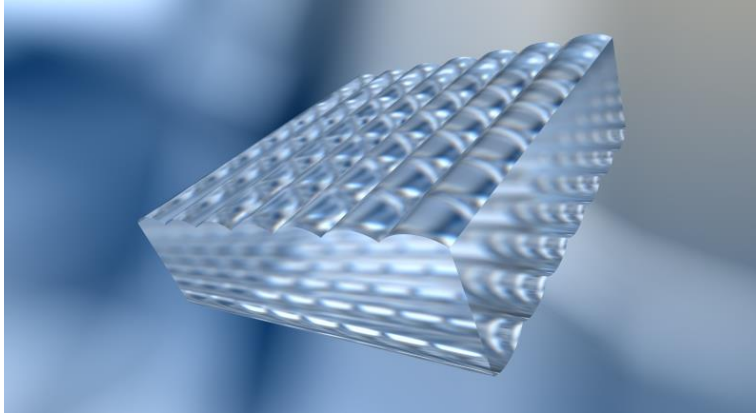
**~35**  
in € million

FY2022 order entry, represents 8% of the Group's order entry

**27.7**  
in %

Q1-Q3-2022 gross margin, notably below 34.9% Group gross margin

# How does MicroOptics fit with the corporate vision?



1

## Limited synergies with our core business

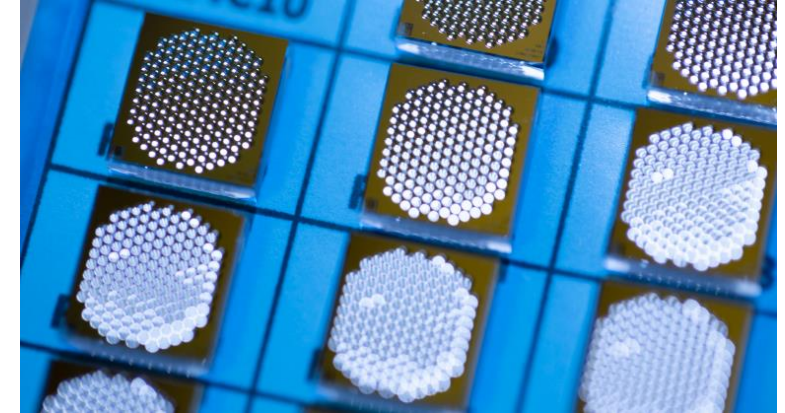
There are only limited synergies or similarities with our core business, both in the development and in the distribution of our MicroOptics products.



2

## Conflicts of interest

Our customers in the core semiconductor equipment business are partly in competition with SUSS MicroOptics. This situation could result in conflicts of interest.



3

## Scaling Needs

The automotive part in the MicroOptics business, with its immense scaling needs, does not correspond to the corporate DNA of SUSS MicroTec, providing value-added technology solutions for our customers.

A consequence of our corporate vision is to consider whether SUSS MicroTec is the best owner for

**SUSS MicroOptics.**