



Summary and outlook

Dr. Bernd Schulte, CEO – Capital Markets Day 2023

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.

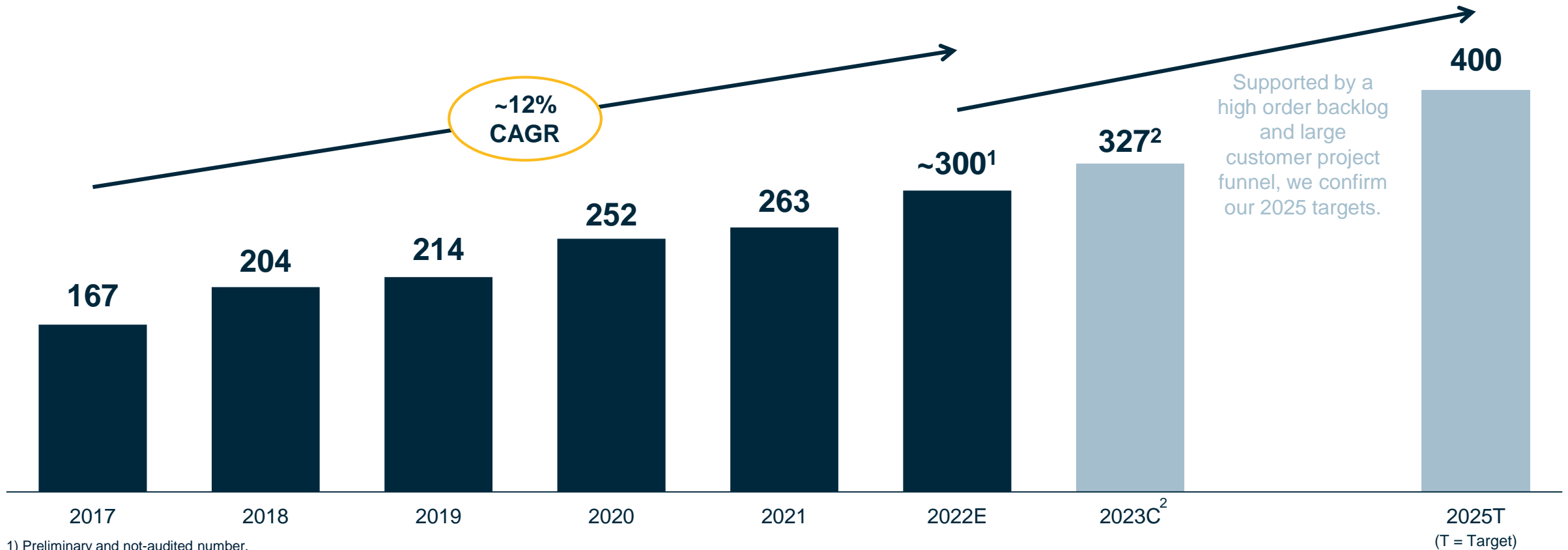
SUSS MicroTec SE does not intend or accept any obligation to publish updates of these forward-looking statements.

Corporate status: We confirm our targets for 2025

Our target 2025

Confirmed

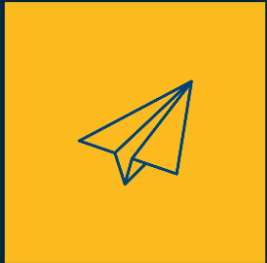
Revenue of €400 million with an EBIT margin of 15%



1) Preliminary and not-audited number.

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

Q4-2022 has demonstrated that our margin target is achievable

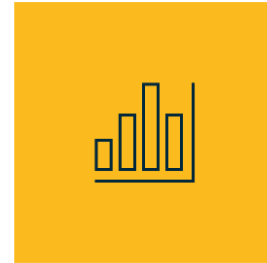


Target 2025

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**

Our corporate vision defines our strategies

SUSS MicroTec Vision

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

Building Blocks for Operational Excellence



1 Modular Product Design

Long-term improvement program with potential high impact of two-digit cost reduction in 3 to 5 years

2 Outsourcing

Short term program to improve flexibility and scalability of revenue with small impact on costs (only in the range of tenths of a percent)

3 LEAN Manufacturing

Continuous program to decrease lead times and avoid waste in our production with potential on cost reduction in the percentage area

4 Logistics

short to mid-term program to avoid material shortages and reduce inventory, but based on long-term relationships with selected and promoted suppliers

5 Procurement

New organization implemented and work on cost reductions started (local sourcing, cumulating purchasing volumes, etc.) with large potential on cost savings in the percentage range

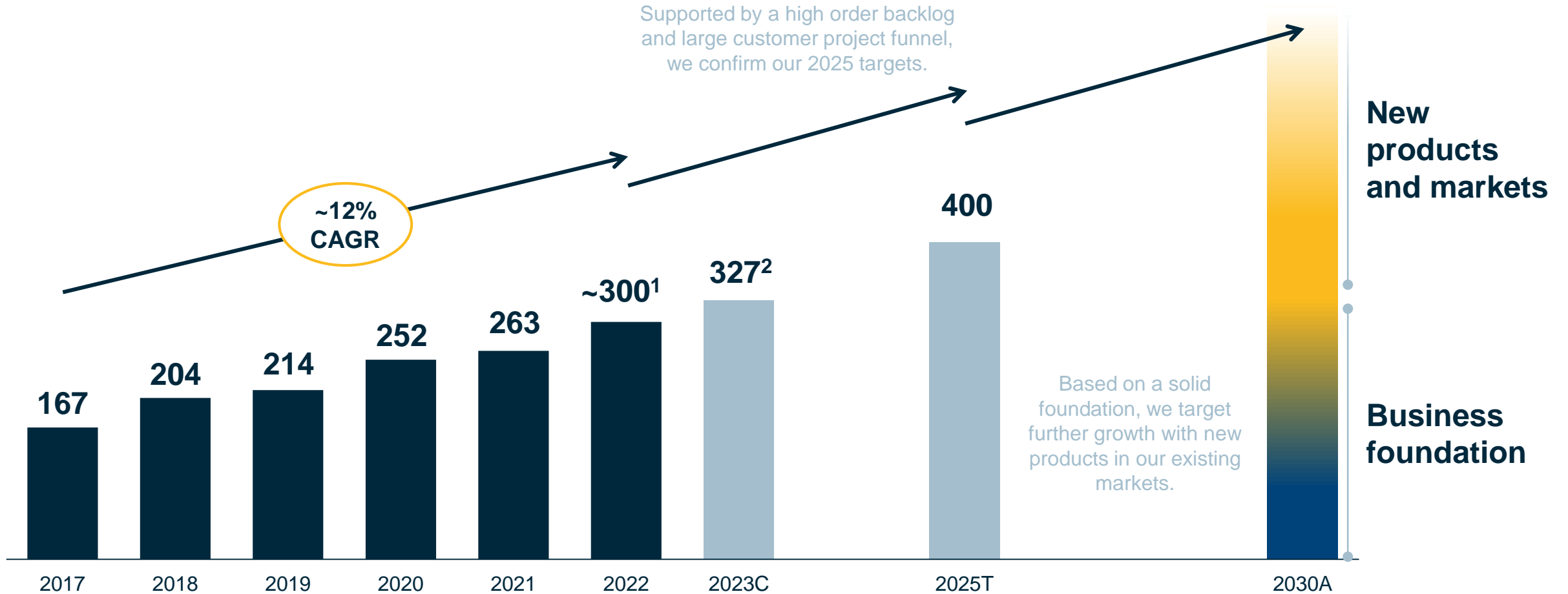
6 Process Landscape

General approach to streamline internal procedures with large impact on efficiency and process times

Summary of our strategic directives

	<h2>Imaging Systems</h2>	<ul style="list-style-type: none">▪ Mask Aligner▪ Scanner ▪ Imprint	→ Maintain business volume by increasing share and higher scanner penetration (against stepper) → Gaining market share
	<h2>Coating Systems</h2>	<ul style="list-style-type: none">▪ Coater (Spin, Spray)▪ Inkjet	→ Growth in line with the market → New growth opportunities with disrupting solution
	<h2>Bonding Systems</h2>	<ul style="list-style-type: none">▪ Temporary Bonding▪ Permanent Bonding (incl. Hybrid Bonding)	→ Growth in line with the market → Gaining market share → New growth opportunities with disrupting solution
	<h2>Photomask Equipment</h2>	<ul style="list-style-type: none">▪ Photomask Equipment▪ Wafer Cleaning	→ Growth in line with the market → New growth opportunities with disrupting solution

Based on our business foundation we see further potential beyond



(T = Target, A = Ambition)

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