

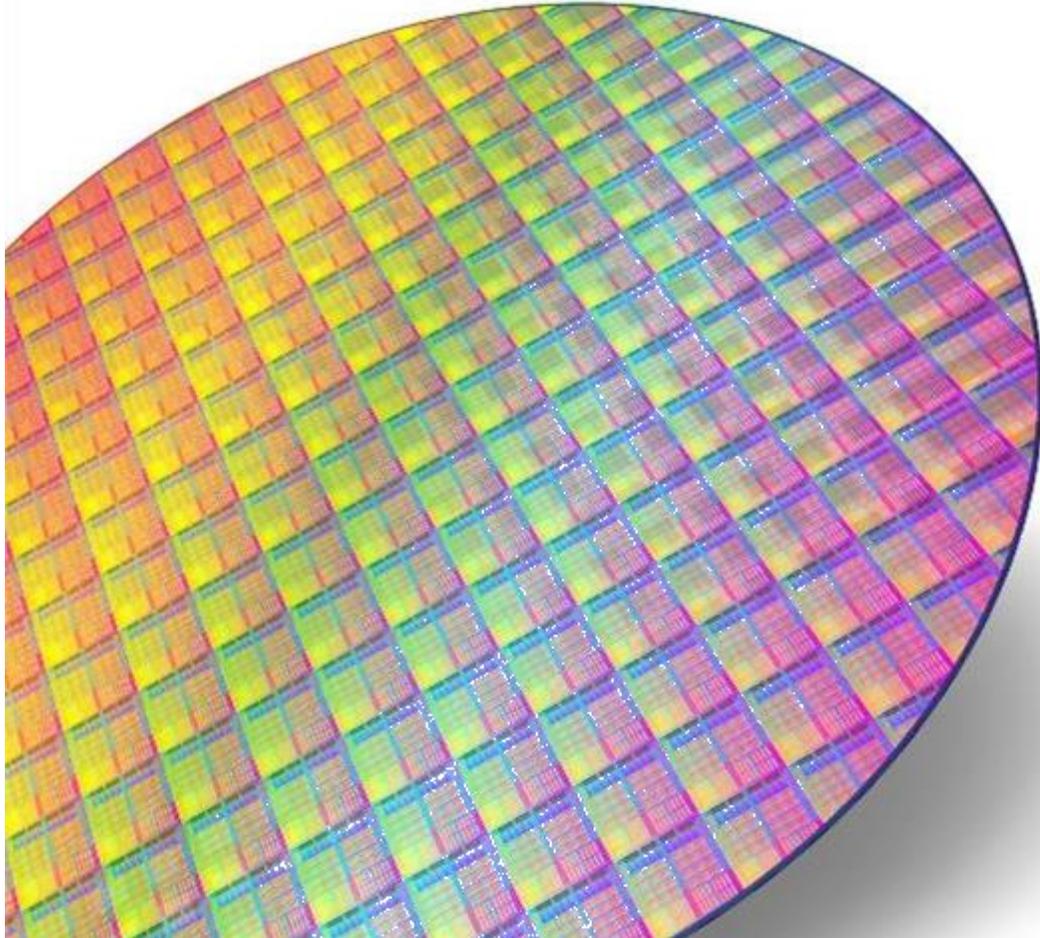
SUSS MICROTEC – 9 MONTHS RESULTS 2022

November 10, 2022

DISCLAIMER



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.



Key Figures:

- + Another quarter with record order entry of € 142.5 million
- + Revenue slightly up even though facing ongoing supply chain challenges
- + EBIT margin decreased to 8.4 % (previous year: 13.9%) due to higher material and personnel costs as well as the product mix
- + Positive free cash flow of € 11.3 million due to higher prepayments (previous year: € -1.8 million)

Q3 Business Highlights:

- + Demand remains strong across all SUSS MicroTec segments, with strongest OE growth for Photomask Equipment and Bonder segments
- + Revenue still negatively impacted by ongoing supply chain bottlenecks:
 - + Tools with a value of about € 16 million were delivered but not recognized as sales in Q3 2022 due to missing parts or functionality
 - + Tools worth approx. € 5 million are assembled, but delivery is outstanding

KEY GROUP FIGURES 9M 2022

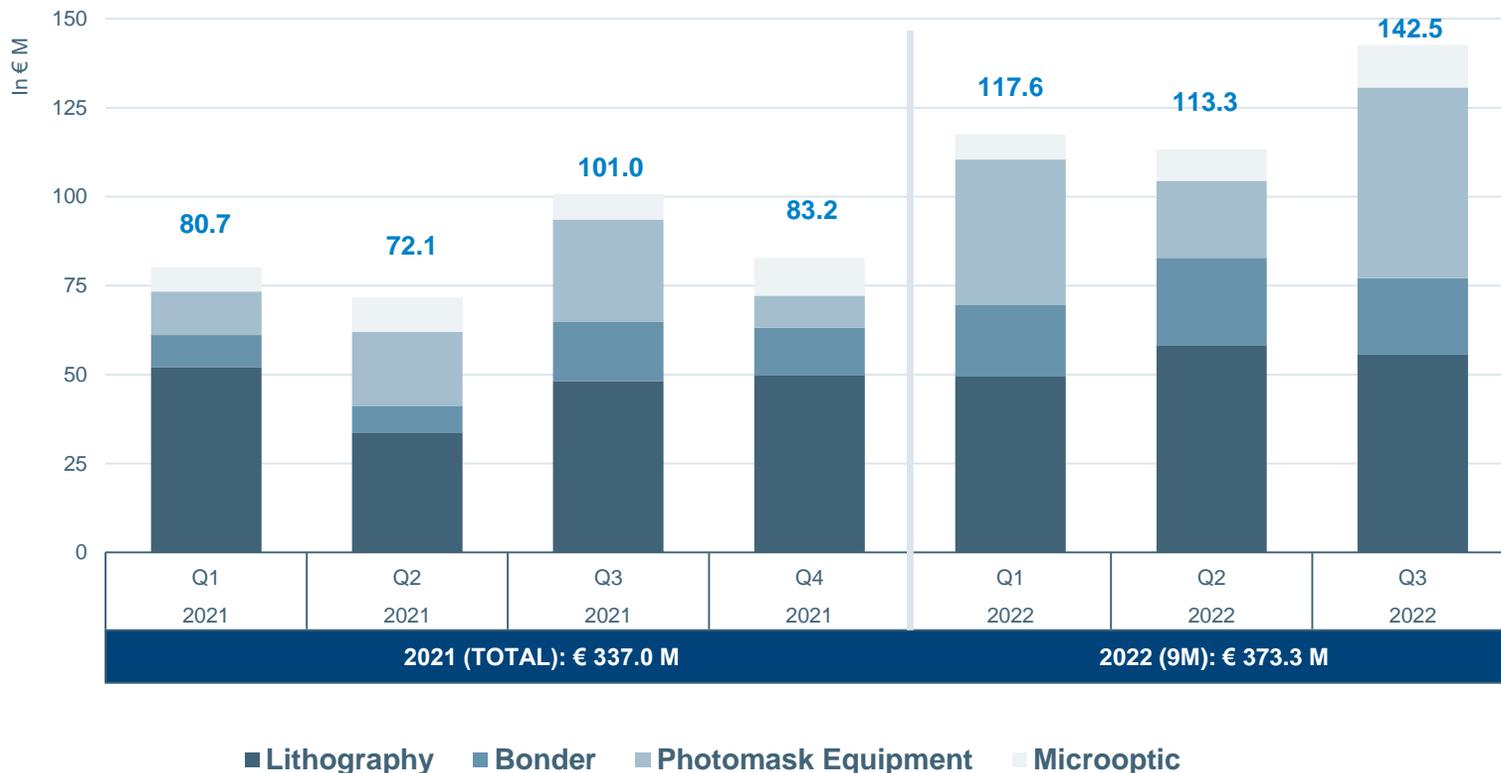
<i>in € million</i>	Q3 / 2022	Q3/ 2021	Change	9 Months / 2022	9 Months / 2021	Change
Order entry	142.5	101.0	41.1%	373.3	253.8	47.1%
Order backlog as of Sep 30	--	--	--	377.3	185.4	103.5%
Total sales	70.5	70.0	0.7%	195.2	188.5	3.6%
Gross profit	24.4	27.4	-10.9%	68.2	68.9	-1.0%
Gross profit margin	34.6%	39.1%	-4.5%-Points	34.9%	36.5%	-1.6%-Points
EBIT	5.9	9.7	-39.2%	11.0	17.7	-37.8%
EBIT margin	8.4%	13.9%	-5.5%-Points	5.6%	9.4%	-3.8%-Points
Earnings after tax	3.6	7.1	-48.8%	7.2	12.1	-40.2%
Earnings per share, basic (in €)	0.19	0.37	--	0.38	0.63	--
Net cash	--	--	--	52.2	19.8	163.7%
Free Cashflow	11.3	-1.8	--	17.4	0.2	--
Employees as of Sep 30	--	--	--	1,221	1,148	6.4%

9M figures

- + High Order Entry (+ 47.1%), Backlog at € 377.3 million
- + Revenue up by 3.6%
- + EBIT margin decrease due to higher material and personnel costs as well as higher R&D spending
- + Net cash and FCF improved strongly

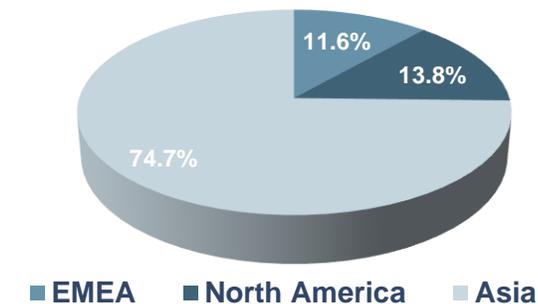
ORDER ENTRY BY SEGMENT AND SALES BY REGION

Order entry by segment

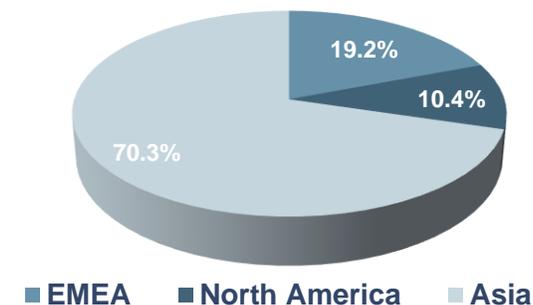


- + € 373.3 million order entry in the first 9 months
- + Book-to-bill-ratio 9M 2022: 1.91 (PY: 1.34)

Order Entry by region (Q3 2022):

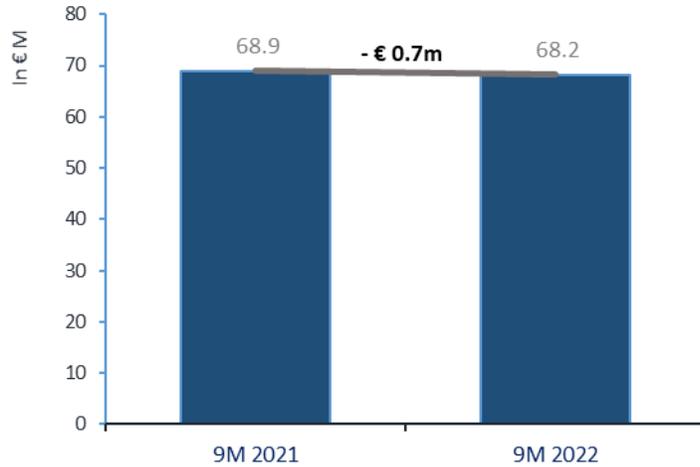


Sales by region (Q3 2022)

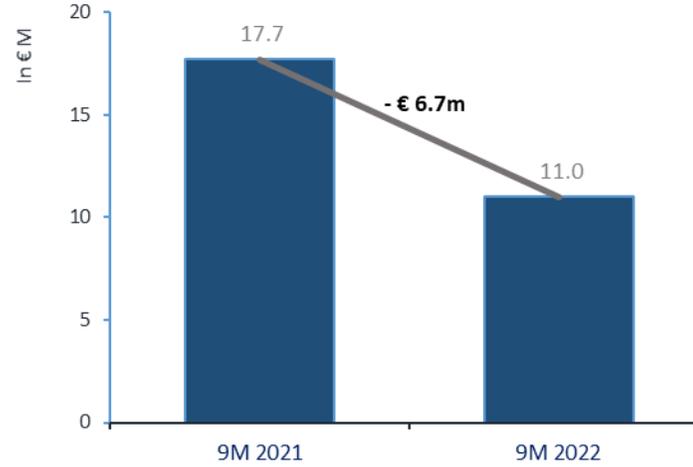


PROFITABILITY IMPACTED BY SUPPLY CHAIN BOTTLENECKS

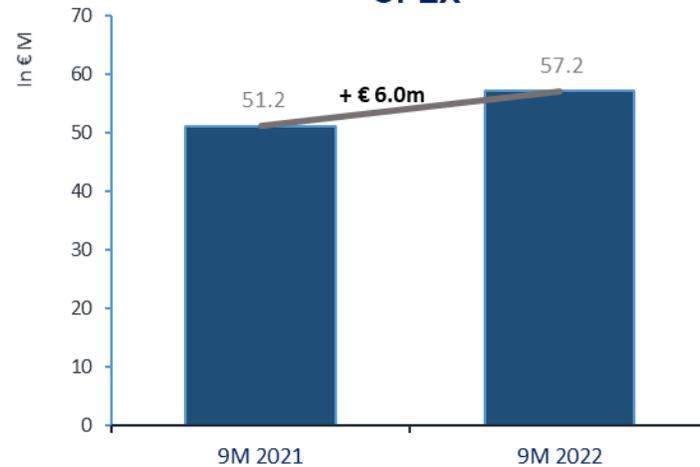
GROSS PROFIT



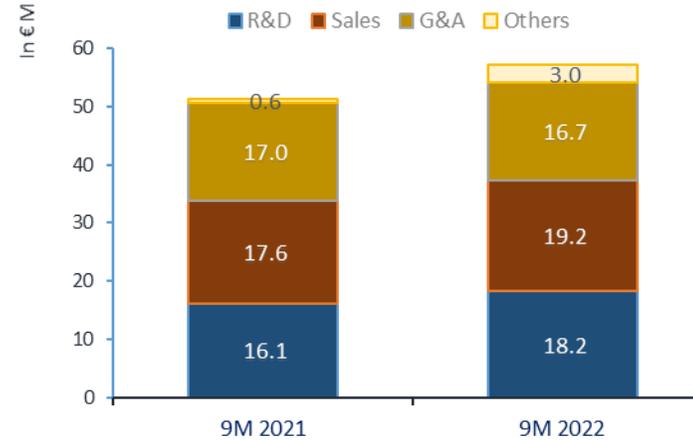
EBIT



OPEX



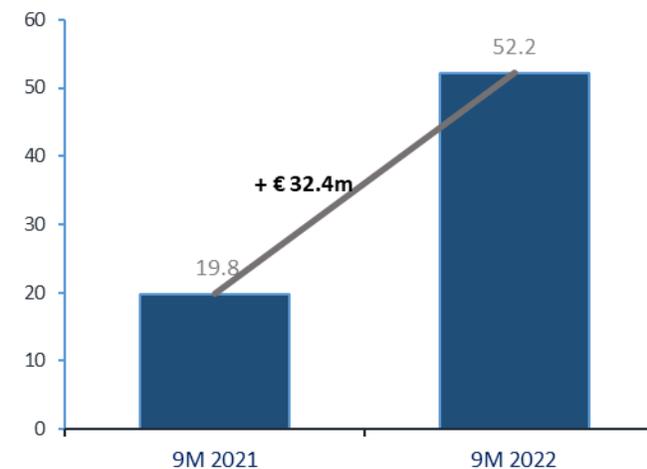
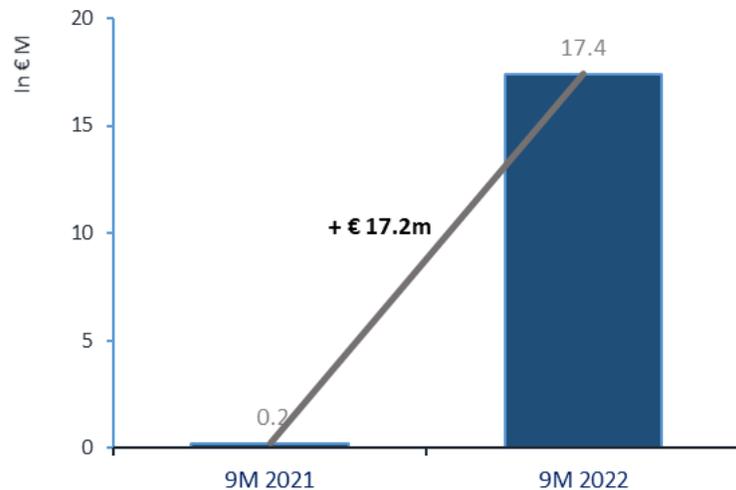
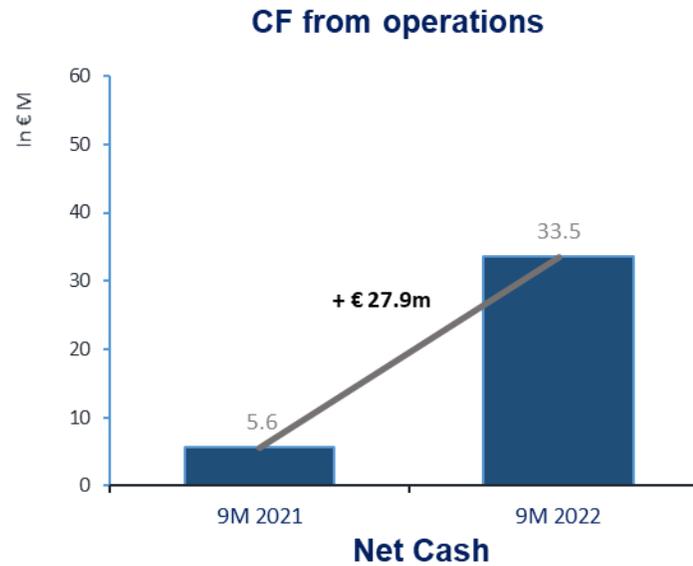
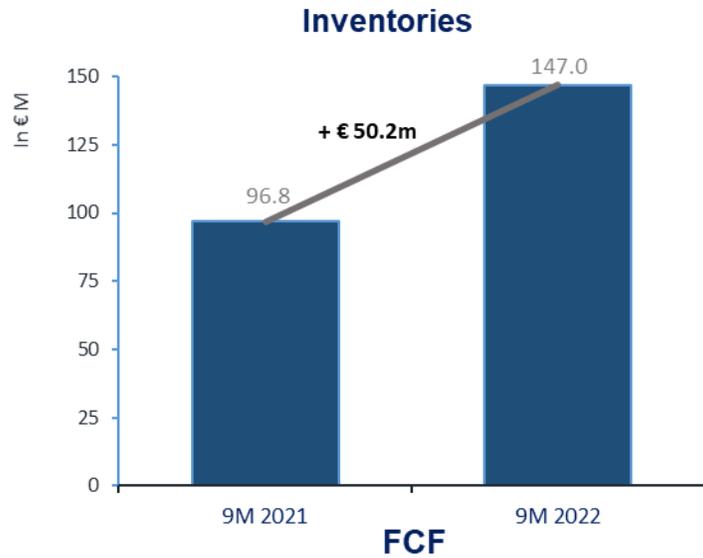
Operating Expenses



Comments:

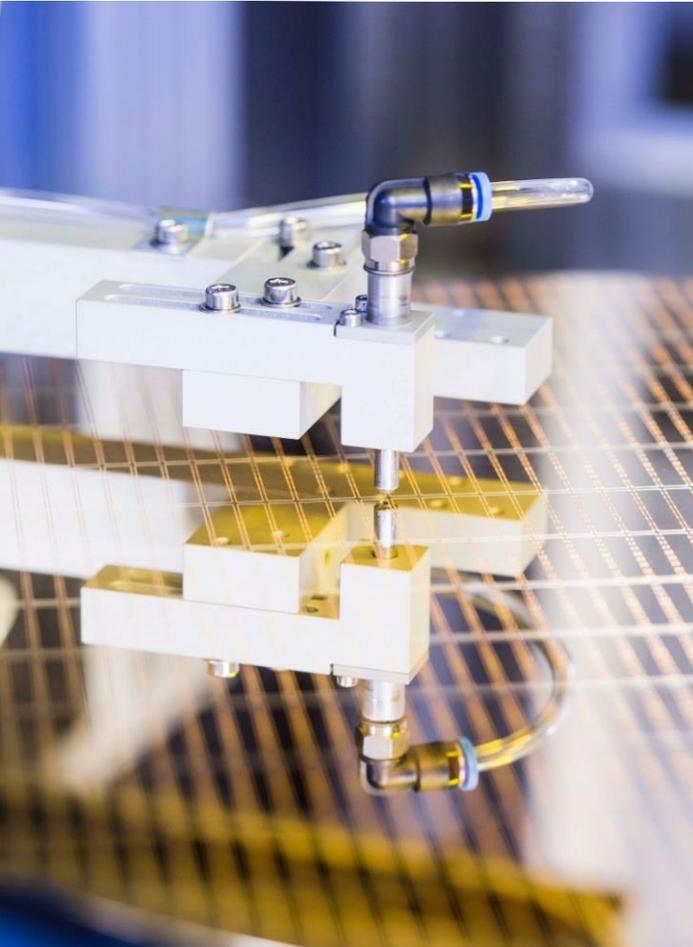
- + 9M 2022 revenue has been negatively impacted by supply chain constraints
- + Slightly lower gross profit margin at 34.9%
- + Revenue (and gross profit) on some finished goods not yet recognized
- + Q3 2021 EBIT included a positive one-off effect of € 1.5 million due to a reversal of a write-off for two UV-scanners
- + 9M EBIT decreased by € 6.7 million vs. 2021 mainly caused by a lower Gross Profit margin, overall higher R&D spending, more Selling and Marketing expenses and a negative FX effect in 2022

FREE CASH FLOW IMPROVED DESPITE GROWING INVENTORIES



Comments:

- + Increasing inventory level due to supply chain bottlenecks and long lead times
- + Operating CF improved mainly due to higher down payments (partly offset by build-up of safety stock & work in progress)
- + Improvement of FCF and Net Cash
- + Financial headroom: € 102m (thereof undrawn syndicated loan of € 40m)



Revenue 2022

€ 270M - 300M
(lower part of range)

EBIT margin 2022

8.5 - 10.5%
(lower end of range)

Free cash flow
2022

€ -5M to +5M

- + 2022 results impacted by supply chain bottlenecks
- + With ongoing supply chain challenges, growth path shows incremental & temporary delay, not fundamental slow-down (as shown by strong OE)
- + Guidance bandwidth narrowed: sales at lower part of range and EBIT at lower end of range expected
- + Expect further top- and bottom-line growth to at least € 400 million in 2025, with 15% EBIT margin (unchanged)

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Financial Calendar 2023

Annual Report 2022	March 31
Quarterly Report 2023	May 11
Annual General Meeting 2023	May 31
Half Year Report 2023	Aug. 3
Nine Months Report 2023	Nov. 9