

# **AGENDA**





## SUSS MICROTEC AT A GLANCE



# SUSS is part of our digital life!



- + Hidden champion headquartered in Germany with 70+ year track record of innovation and growth
- + Key technology provider for semiconductor 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

## GLOBAL PLAYER WITH STATE-OF-THE-ART PRODUCTION NETWORK

■ (HQ) Germany

WW distributors

SUSS sites





## ADVANCED BACKEND SOLUTIONS AS CORE ASSET IN OUR PRODUCT PORTFOLIO





## ADVANCED BACKEND SOLUTIONS AS CORE ASSET IN OUR PRODUCT PORTFOLIO



	FRONTEND	ADVANCED BACKEND			COMPONENTS
SEGMENTS		Lithography		Bonder	MicroOptics
		F			
PRODUCTS		Exposure Systems	Coater / Developer	Bonding Systems	Microlens Arrays
PROCESS STEPS	Photomask Cleaning	Proximity Exposure (Mask Aligner)	Coating & Developing	<b>Bonding Alignment</b>	Imprint Applications
		UV Projection Lithography (UV Scanner)	Metrology	Permanent Bonding Temporary Bonding	Industrial: FSMO (Fiber, Semi, Medical, Optics)
		Imprint Systems	Inkjet Printing	Hybrid Bonding	Automotive: Light
		Metrology	, ,	<b>Debonding Metrology</b>	Carpets, MLA Headlights
SHARE OF 2021 SALES	19 %		<b>59</b> %	12 %	10 %

## **OUR MARKETS OFFER GROWTH POTENTIAL**



## **Advanced Semiconductors**

## **Front End** Lithography

Photomask Cleaning

## Advanced **Packaging**

- Micro-**Bumping**
- WLP

# **Sensors / Actuators**

## **MEMS**

- Internet of Things
- Automotive
- **Mobile Devices**
- **Biomedial**
- Wearables

## **Photonics**

## **Photonics**

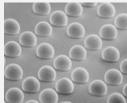
- LED
- Automotive Lighting

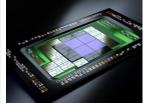
## **Micro-optics**

# Microlenses/ **Microlens Arrays**

- Fibre Optics
- Wafer Level Optics







Chipset

Integration

3D (TSV)

Stacking

Integration

2.5D









**SUSS MicroOptics** 









MaskTrack Pro



ACS300



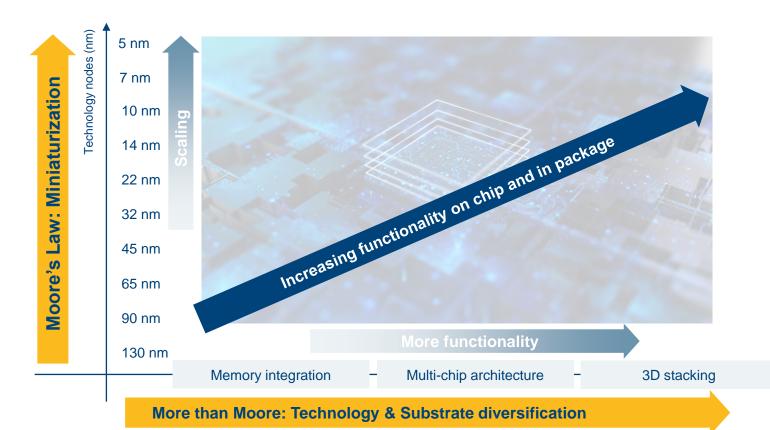
XBS300 **Temporary** Bonder



MA/BA8 Gen4 BA8 Gen4

## WE ARE A LEADING PLAYER IN ADVANCED BACKEND





#### Semiconductor industry trends

- Semiconductor industry is constantly striving to increase computing power and/or reduce power consumption by using advanced substrates and miniaturization.
- Miniaturization and performance increase at single chip level is exhausted in a few years due to physical limits (first 1 nm fab already in planning).
- A further **performance increase** requires chips integration and/or 3D stacking ("**More than Moore**").
- Consequently, the importance of advanced backend solutions with demand for bonding and lithography has strong growth opportunities.

## **SUSS MicroTec:**

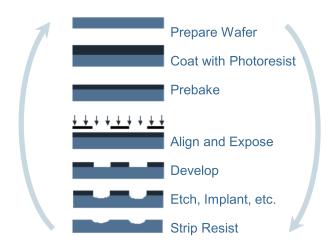
- is a leading international solution provider in advanced backend with
- already more than 70 % of total sales in advanced backend.

## **EXCURSUS: FRONTEND PROCESS STEPS DRIVING MOORE'S LAW**



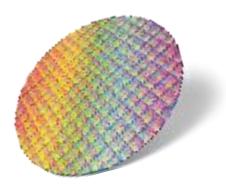


"Moore's Law"
Front-end wafer fab



#### Frontend characteristics:

- Total invest in 300 mm fab: >\$4bn
- 600 1000 process steps
- cycle time > 3 months



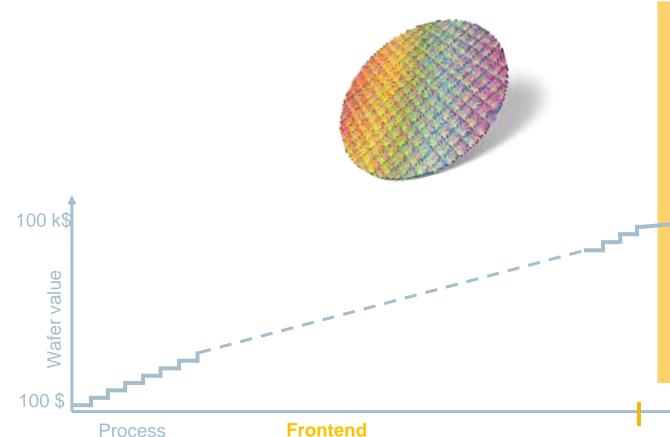
Wafer value: €10.000 - €100.000

## **EXCURSUS: ADVANCED BACKEND PROCESS STEPS DRIVING MORE THAN MOORE**



## "More Than Moore"

Wafer-level packaging / advanced backend



## **SUSS MicroTec focus:**

Supporting key advanced backend processes as:

- Coating
- Lithography
- Bonding
- Cleaning and more ....

#### when wafer is

- almost finished with processing
- at peak value of up to \$80-100k (DRAM: \$8-15k)
- and yield really matters!



After dicing: chip-handling

**Advanced Backend** 

# STACKING BEYOND MOORE'S LAW REQUIRES MANY TRICKS

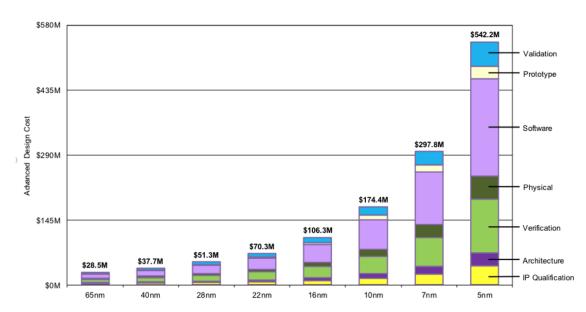




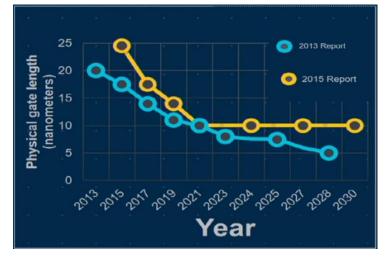
## ADVANCED BACKEND DRIVING MORE THAN MOORE 2.5D AND 3D INTEGRATION



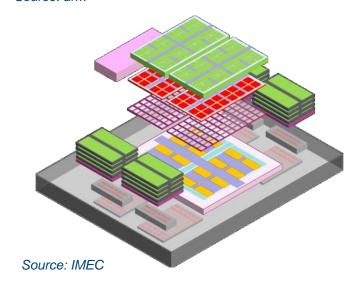
- Moore's law is noticeably slowing down
- Higher performance via new functionalities are no longer mainly driven by device scaling
- → Additional functionalities rely on additional device area, negatively impacting wafer yield
- Growth into third dimension is inevitable
- → Advent of 2.5D and 3D era and heterogeneous integration



Source: International Business Strategies

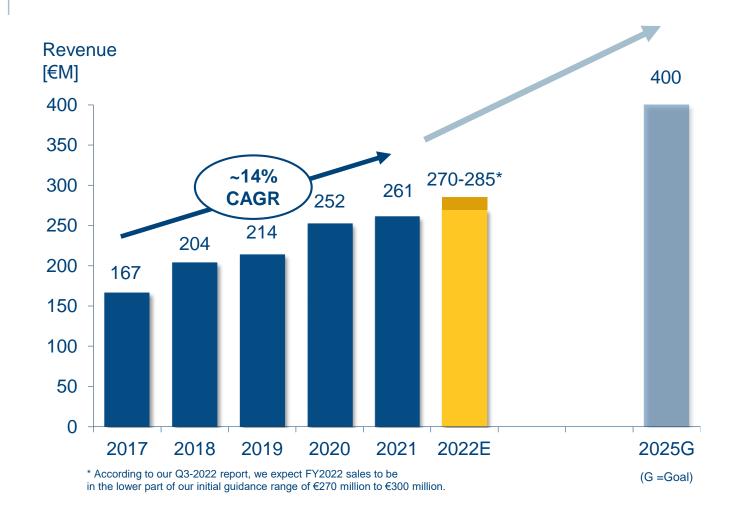


Source: arm



## **OUTLOOK 2025: SUSTAINED AND PROFITABLE REVENUE GROWTH**





# + Sustained top-line growth

- Continued growth of core businesses lithography and photomask equipment
- Increased focus on highgrowth opportunities: bonder and micro optics applications
- In parallel, operations and performance transformation

Our target for 2025: € 400 million revenue with >15% EBIT

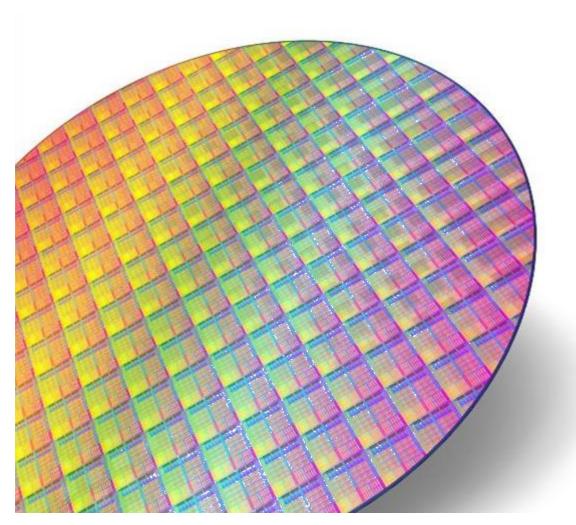
# **AGENDA**





## SUSS MICROTEC Q3 2022 - SUMMARY





## **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**



in € million	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
ЕВІТ	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

## **SEGMENT OVERVIEW 9M 2022**



## Lithography

# Exposure Systems Coater / Developer

in € million	Q3 2022	Q3 2021	9M 2022	9M 2021
Order entry	55.6	48.2	163.3	134.0
Sales	37.8	41.1	105.9	113.1
Gross Profit	15.9	17.4	41.8	42.0
Gross Profit Margin	42.2%	42.4%	39.5%	37.1%
EBIT	4.8	7.5	9.7	15.3
EBIT-Margin	12.7%	18.3%	9.1%	13.5%

- + Order entry: strong demand for coaters/developers for high volume production as well as rising demand for UV-scanners
- + Sales below previous year due to ongoing supply chain bottlenecks
- + Gross Profit margin improved due to a favorable product mix, especially with good demand for higher margin mask aligners
- + EBIT and EBIT-margin decreased due to a lower sales level as well as higher R&D spending (+ € 2m), EBIT of 2021 includes a positive one-off effect of € 1.5m

## Photomask Equipment



in € million	Q3 2022	Q3 2021	9M 2022	9M 2021
Order entry	53.6	28.8	116.2	61.8
Sales	19.4	12.2	34.4	33.5
Gross Profit	5.9	3.8	10.8	11.0
Gross Profit Margin	30.5%	31.2%	31.3%	32.9%
EBIT	4.7	1.9	4.7	5.1
EBIT-Margin	24.2%	15.4%	13.7%	15.2%

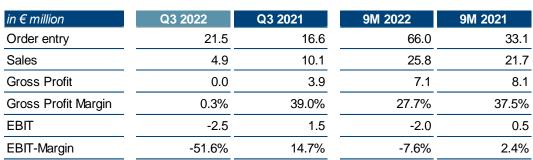
- + Very strong order entry, driven by tool orders from Asia; repeat orders from key accounts and wins from new customers
- + Sales level improved as several postponed deliveries could be shipped to customers in Q3
- + Gross Profit margin decreased slightly

## **SEGMENT OVERVIEW 9M 2022**



# Bonder Micro-Optics





- + Very strong order entry, driven by orders for automated tools for high volume manufacturing
- + Sales level improved only slightly as several deliveries are still postponed due to missing parts
- + Gross Profit margin decreased due to higher manufacturing costs
- + EBIT and EBIT-margin were negatively impacted by higher SG&A costs and a write-down of an evaluation tool (- € 0.6m)

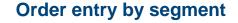


in € million	Q3 2022	Q3 2021	9M 2022	9M 2021
Order entry	11.9	7.0	27.8	23.5
Sales	9.0	7.1	30.7	21.0
Gross Profit	2.6	1.7	8.5	6.0
Gross Profit Margin	28.7%	24.5%	27.7%	28.4%
EBIT	0.2	-0.1	1.7	0.7
EBIT-Margin	2.7%	-1.8%	5.4%	3.2%

- + Order entry increased once again yoy and qoq and is positively impacted by orders for medical applications
- + Sales strongly up after capacity increase (new clean room)
- + Gross profit margin slightly down to 27.7% due to higher sales share of automotive business but it decreased only slightly despite a strong rise in manufacturing costs
- + EBIT & EBIT margin up in part due to higher sales and better fixed cost coverage

## ORDER ENTRY BY SEGMENT AND SALES REGION

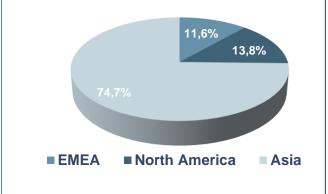




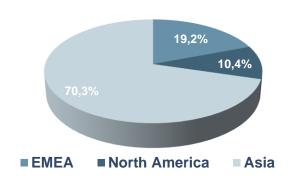


- Lithography Bonder Photomask Equipment Microoptic
- + € 373.3 million order entry in the first 9 months
- + Book-to-bill-ratio 9M 2022: 1.91 (PY: 1.34)

## Order Entry by region (Q3 2022):

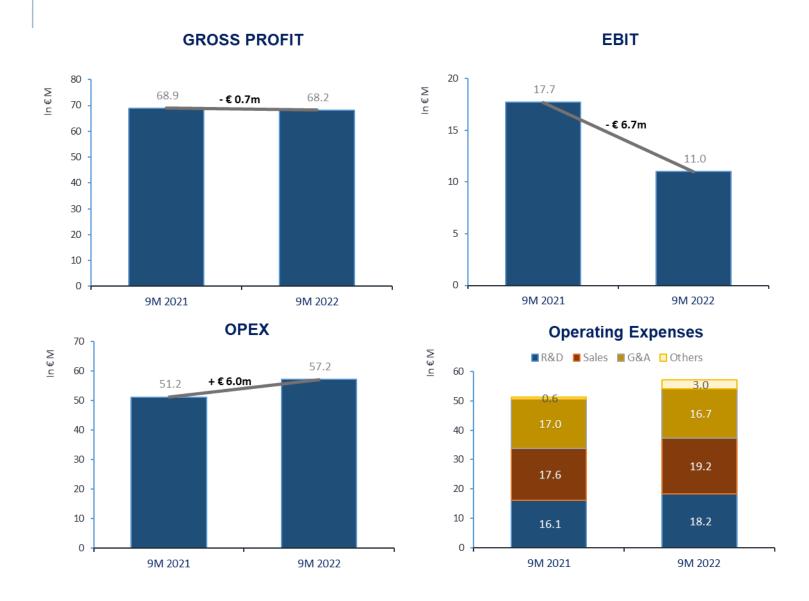


## Sales by region (Q3 2022)



## PROFITABLITY IMPACTED BY SUPPLY CHAIN BOTTLENECKS



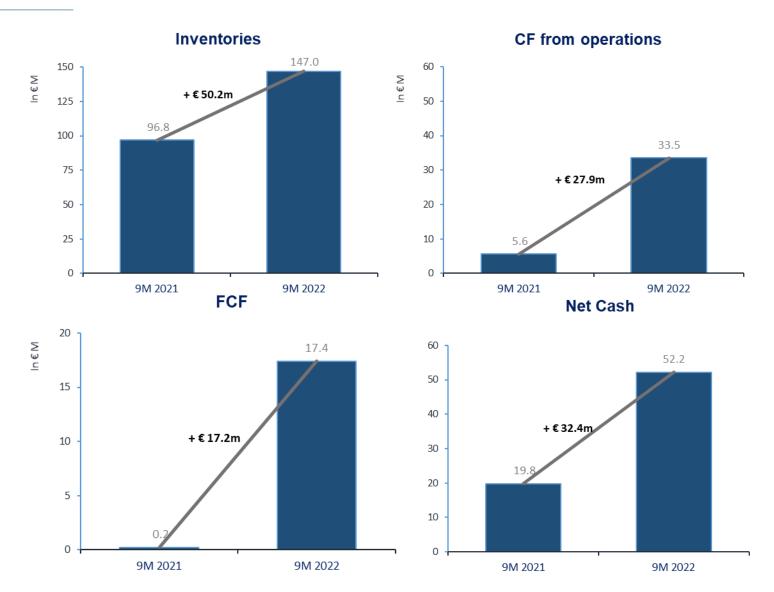


#### **Comments:**

- + 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 oneoff effect of € 1.5 million due to a reversal of a write-off for two UVscanners
- + 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



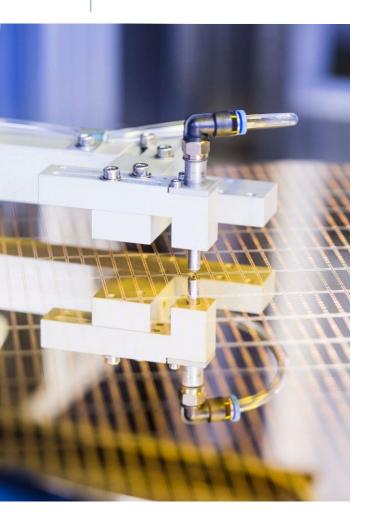


#### **Comments:**

- + 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)

## **GUIDANCE 2022**





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)

#### **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.

## **INVESTOR RELATIONS INFORMATION**



#### Contact

Franka Schielke
Investor Relations Manager

Tel.: +49 89 32007 161

Email: franka.schielke@suss.com

SÜSS MicroTec SE Schleissheimer Strasse 90 85748 Garching Germany

www.suss.com

**Sven Koepsel** 

**Head of IR & Corporate Communications** 

Tel.: +49 89 32007 151

Email: sven.koepsel@suss.com

SÜSS MicroTec SE

**Schleissheimer Strasse 90** 

85748 Garching

**Germany** 

www.suss.com

## **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