

SUSS MICROTEC – FULL YEAR RESULTS 2017

MARCH 27, 2018

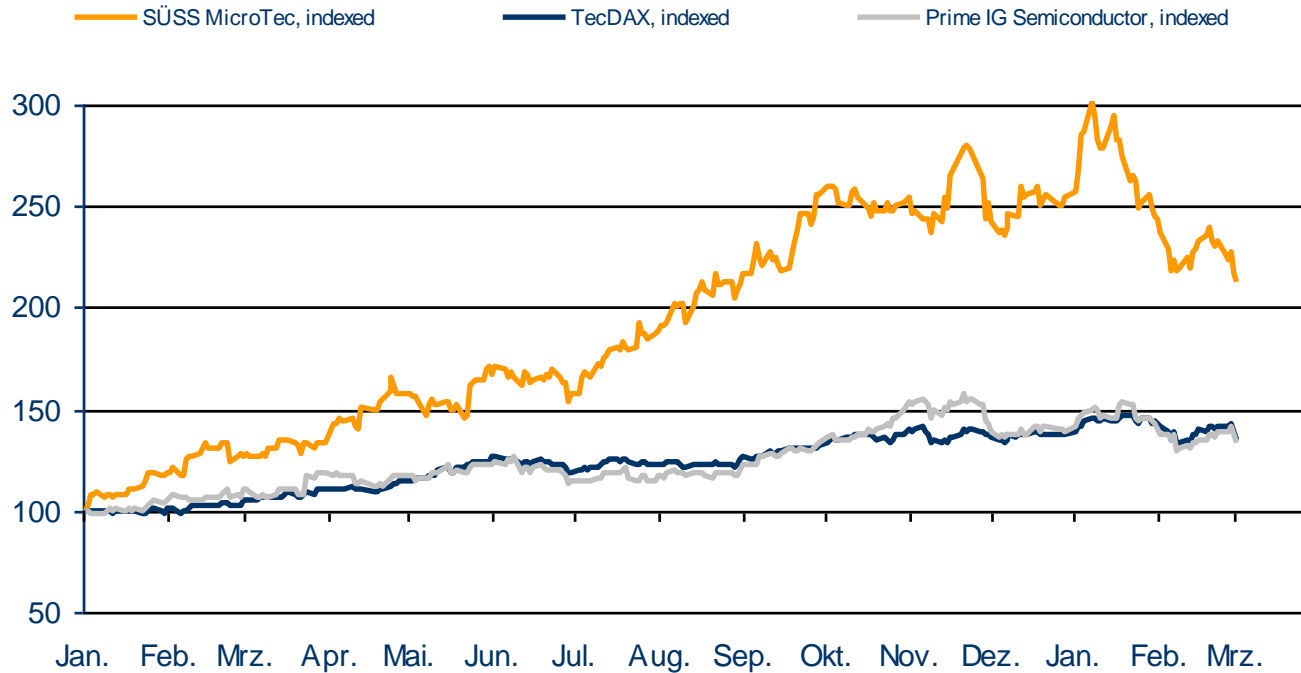




- + **Order entry of more than € 200 million**
- + **First volume orders for temporary bonding systems for 3D-integration**
- + **Bonder segment achieved turnaround and was highly profitable in 2017**
- + **Follow-up order from Asian customer for UV-projection scanners**
- + **Development of a new UV-projection scanner generation**

SHARE PRICE DEVELOPMENT AND MAJOR HOLDERS

(Price of the SÜSS MicroTec Share at January 2, 2017: 6.54 €)



- Major Shareholders > 3%:**
- Kempen Oranje
 - Universal-Investment
 - Henderson Global Investors
 - Sycomore Asset Man.
 - Oddo BHF
 - Lupus Alpha
 - Luxunion
 - Hansa Invest
 - Dimensional Funds

Average daily trading volume January 2017 – March 2018: ~ 118.000

KEY GROUP FIGURES 2017

in € million	<i>delta 2017/2016</i>	2017	2016	2015
Order Intake	+24.3%	200.3	161.1	188.6
Order Backlog 12/31	+31.4%	133.4	101.5	117.6
Revenue	-6.2%	166.5	177.6	148.5
EBIT	+25.2%	13.9	11.1	5.0
<i>EBIT in % of Sales</i>	<i>+2.1%pts</i>	<i>8.3%</i>	<i>6.3%</i>	<i>3.4%</i>
Earnings after tax	+34.0%	6.7	5.0	0.2
EPS in €	+34.6%	0.35	0.26	0.01
Free Cash Flow	--	2.9	-9.1	1.3
Net Cash	+6.1%	33.0	31.1	40.0
Employees 12/31	+9.6%	779	711	698

SEGMENTS, ORDER ENTRY, SALES AND EBIT 2017

Divisions

Photomask Equipment	Lithography			Bonder
Photomask Cleaning Equipment	Laser Processing Equipment	Exposure Systems	Coaters and Developers	Wafer Bonding Equipment
Order Entry: 15.7 € million Sales: 19.7 € million EBIT: 5.1 € million	Order Entry: 136.2 € million Sales: 112.8 € million EBIT: 6.3 € million			Order Entry: 36.7 € million Sales: 22.1 € million EBIT: 3.3 € million

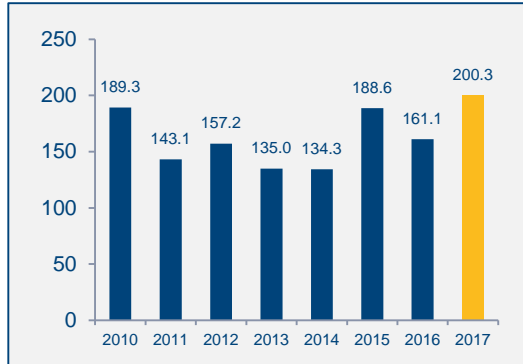
SUSS MicroTec Group FY 2017*

Order Entry: 200.3 € million
Sales: 166.5 € million
EBIT: 13.9 € million
EBIT margin: 8.3%

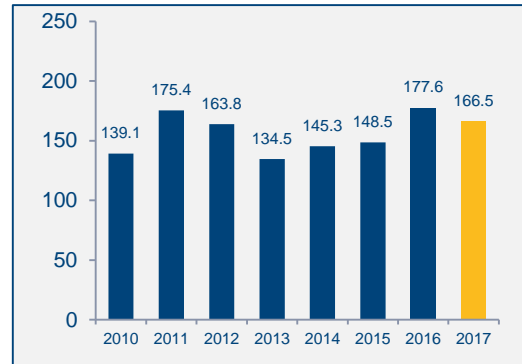
* Including Others

LONG TERM BUSINESS DEVELOPMENT

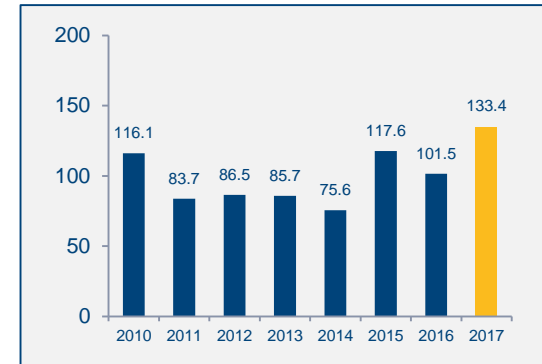
Order Entry in € million



Sales in € million



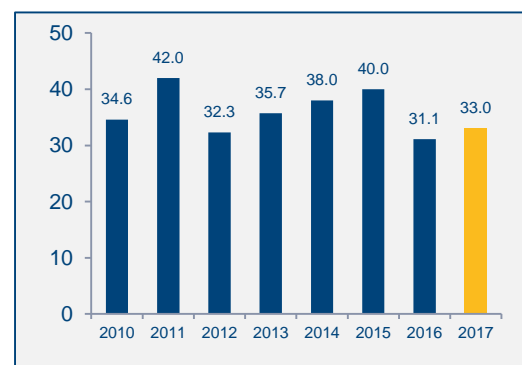
Order Backlog in € million



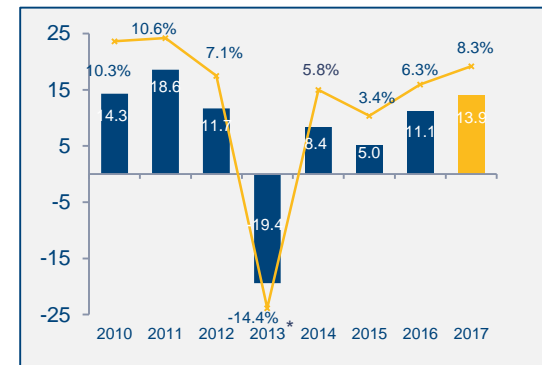
Free Cash Flow** in € million



Net Cash in € million



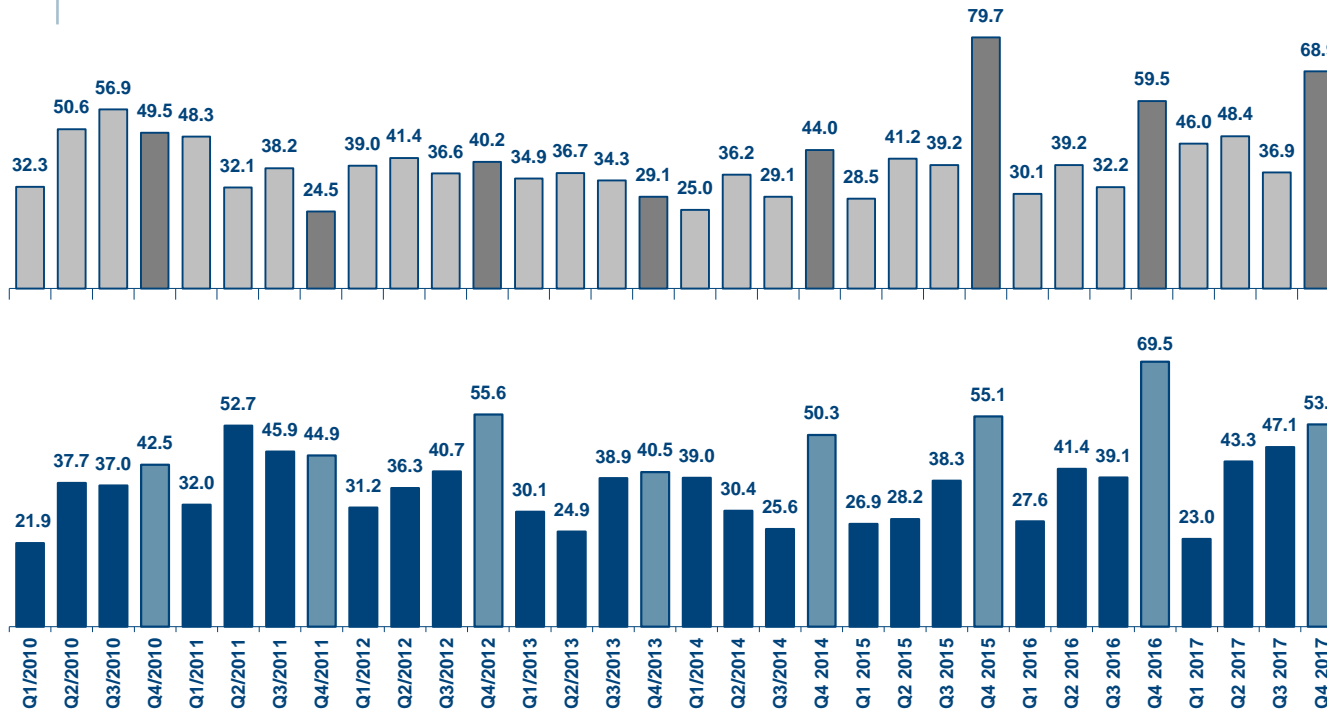
EBIT in € million



* Including a -13.2 € million one-off effect from restructuring of the product line permanent bonding (-0,69 € per share)

** FCF = operating CF + CF from investments + changes in securities holdings

LONG TERM BUSINESS DEVELOPMENT BY QUARTER



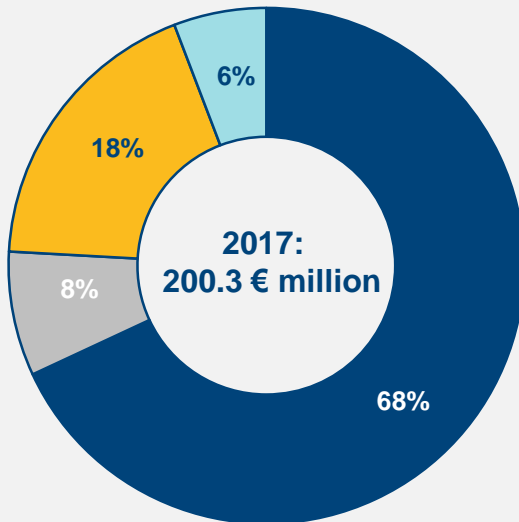
Order Entry
in € million

Sales
in € million



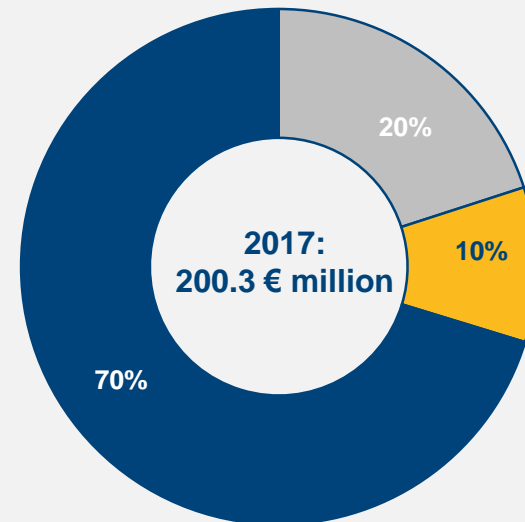
EBIT
in € million

Segments



- Lithography
- Fotomask Equipment
- Bonder
- Others

Regions



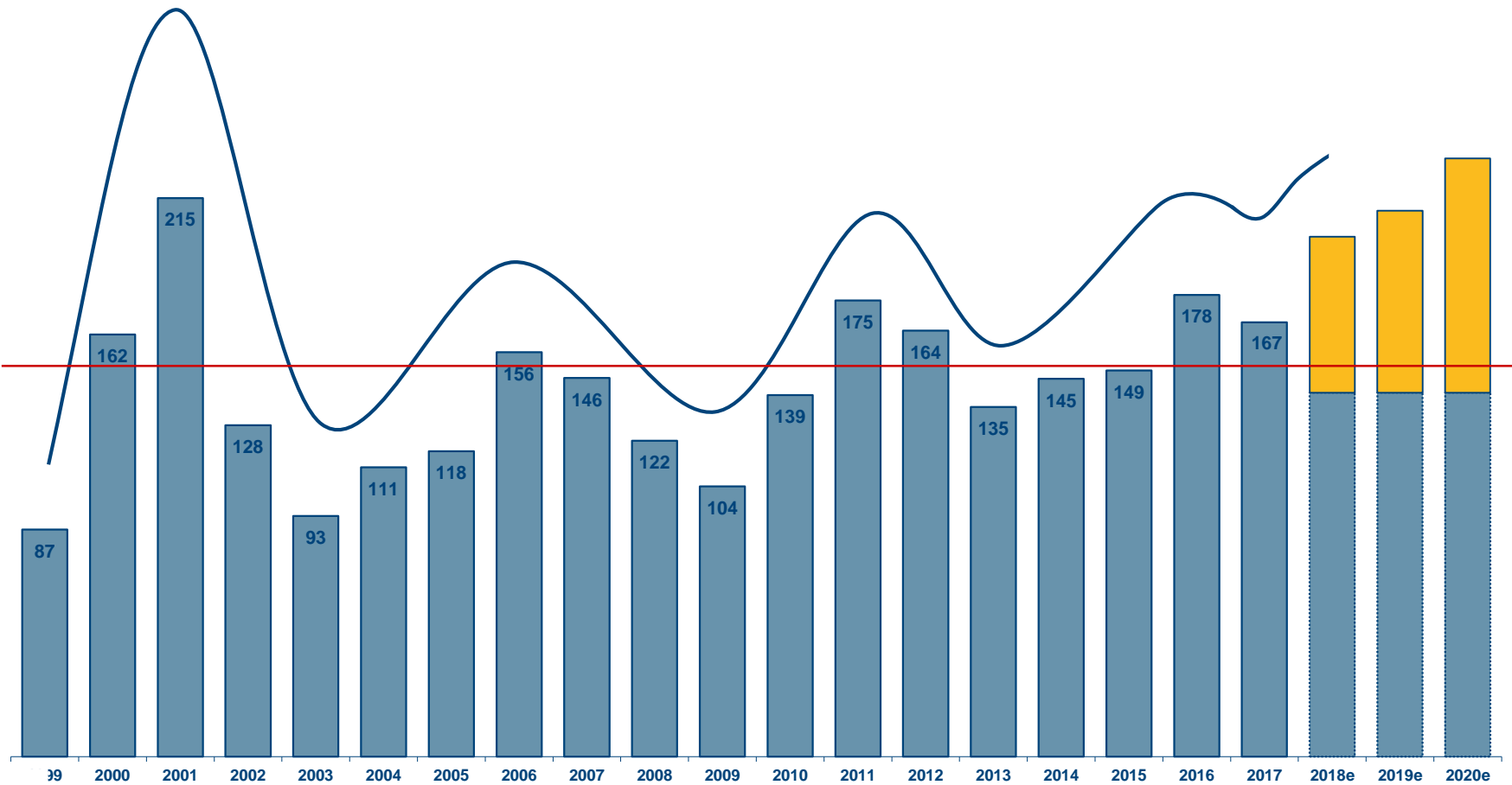
- EMEA
- North America
- Asia/Pacific



- + Gartner expects the semiconductor market to grow by 7.5% in 2018 after 22.2% in 2017
- + This would mark a new record sales level of USD 451 billion for the semiconductor industry in 2018
- + Market growth is driven by automotive and industrial applications as well as memory chips and the internet of things
- + Semi expects a market growth of +7.5 % in the semiconductor-equipment industry in 2018 after 35.6% in 2017
- + Wafer fab equipment incl. Wafer-level packaging grew by +17.9% in 2017 (according to Gartner)
- + Yole expects the MEMS-market to grow by +16.7% (CAGR) from 2016 to 2022(unit growth)

- | | |
|------------|---|
| + FY 2018: | Sales € 195 - 205 million
EBIT-margin 8.5% - 10.0% |
| + H1 2018: | Order entry € 70 - 80 million |

LONG TERM SALES DEVELOPMENT IN MIO. €



Average sales level 1999 – 2017: appr. € 150 million

DISCLAIMER

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Thank you!

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