

SUSS MICROTEC – Q1 RESULTS 2018

MAY 3, 2018





- + **Market environment remains strong**
- + **Good order entry in Q1 2018 – in line with company expectations**
- + **Revenue recognition for postponements from Q4 2017 has taken place in Q1 2018**
- + **Order entry and sales include temporary bonding systems**
- + **Revenue recognition for one UV-projection scanner (evaluation tool)**




KEY GROUP FIGURES Q1 2018

in € million	Q1 2018	Q1 2017	delta Q1 2018/ Q1 2017	2017	2016
Order Intake	38.6	46.0	-16.1%	200.3	161.1
Order Backlog 3/31	128.8	124.5	+3.5%	--	--
Revenue	43.1	23.0	+87.4%	166.5	177.6
EBIT	0.8	-4.8	--	13.9	11.1
<i>EBIT in % of Sales</i>	<i>1.9%</i>	<i>-20.9%</i>	<i>--</i>	<i>8.3%</i>	<i>6.3%</i>
Earnings after tax	0.0	-4.6	--	6.7	5.0
EPS in €	0.0	-0.24	--	0.35	0.26
Free Cash Flow*	-13.7	-3.3	--	2.9	-9.1
Net Cash	19.2	28.0	-31.4%	33.0	31.1
Employees 3/31	810	710	+14.1%	--	--

*before consideration of transactions with interest-bearing securities

SEGMENTS, ORDER ENTRY, SALES AND EBIT Q1 2018

Divisions

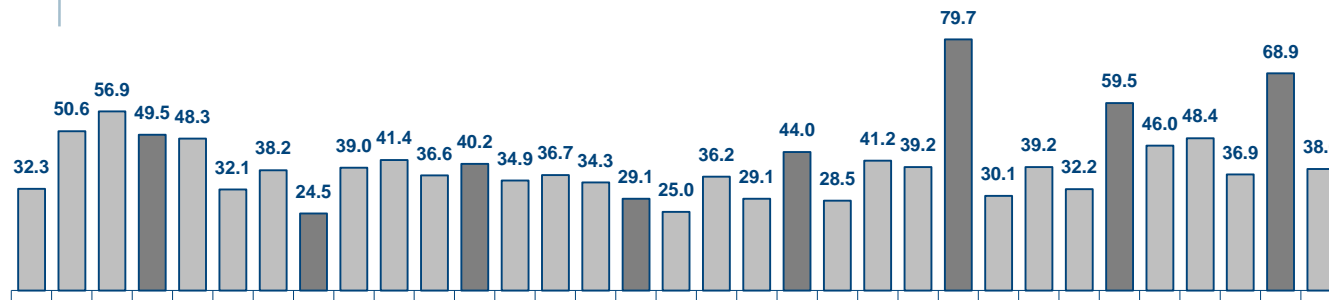
 Photomask Equipment	 Lithography			 Bonder
Photomask Cleaning Equipment	Laser Processing Equipment	Exposure Systems	Coaters and Developers	Wafer Bonding Equipment
Order Entry: 8.2 € million Sales: 10.8 € million EBIT: 2.5 € million EBIT-margin: 23.2%	Order Entry: 23.6 € million Sales: 22.1 € million EBIT: -1.6 € million EBIT-margin: -7.2%			Order Entry: 4.9 € million Sales: 7.7 € million EBIT: 0.7 € million EBIT-margin: 9.1%

SUSS MicroTec Group Q1 2018*

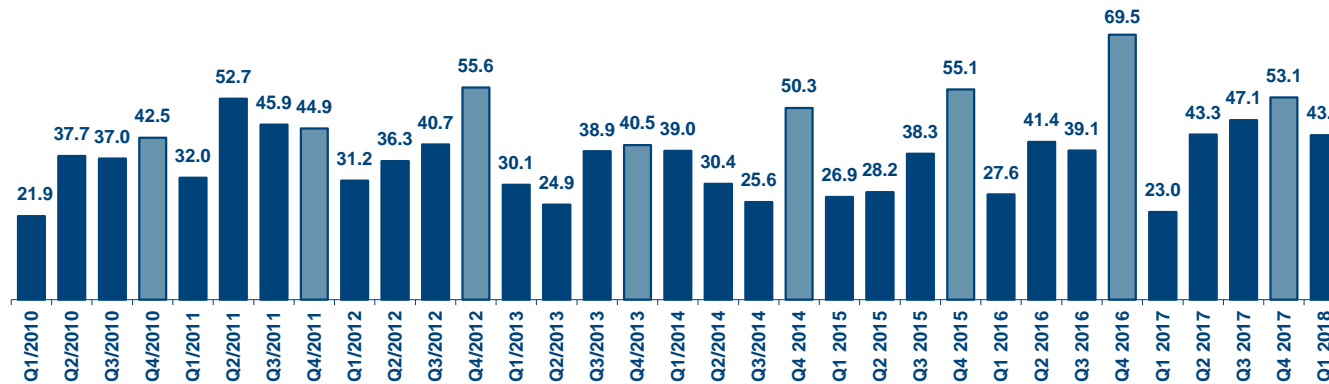
Order Entry: 38.6 € million
Sales: 43.1 € million
EBIT: 0.8 € million
EBIT margin: 1.9%

* Including Others

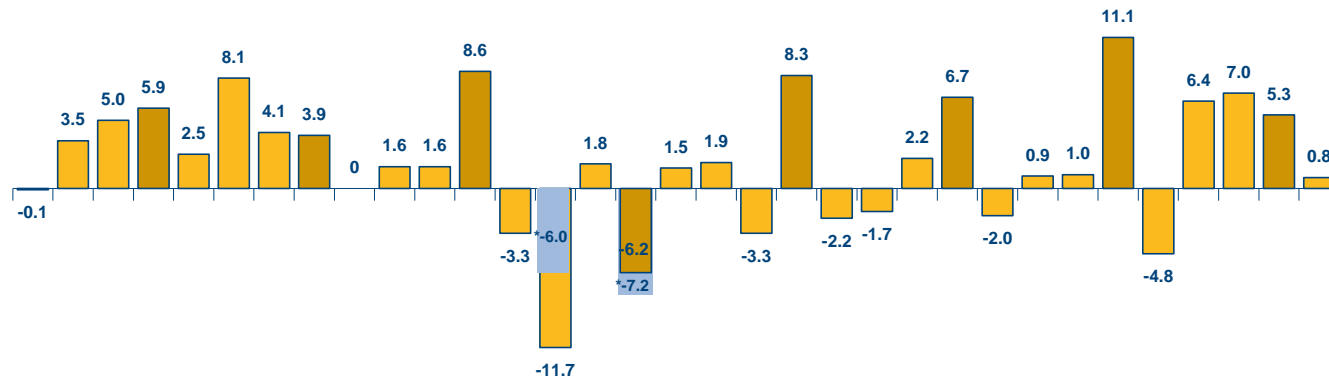
LONG TERM BUSINESS DEVELOPMENT BY QUARTER



Order Entry
in € million



Sales
in € million



EBIT
in € million

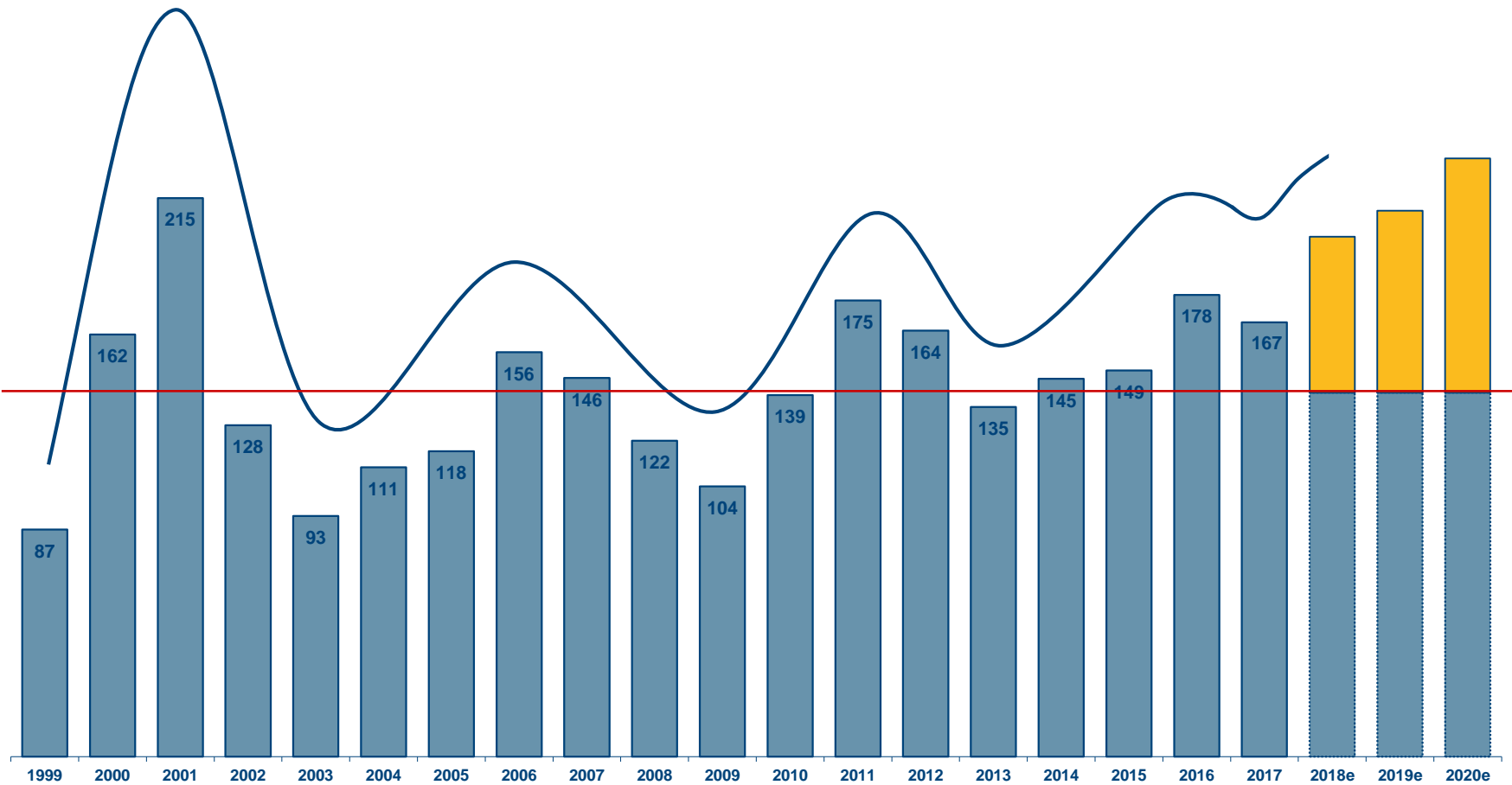
* one-off effect from restructuring the product line permanent bonding



- + 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%
- + **Q2 + Q3 2018:** Order entry above prior year
(Q2+Q3 2017: appr. € 85 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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