


# SUSS MICROTEC – HALF YEAR RESULTS 2018

AUGUST 3, 2018



- 
- + **Market environment remains good but outlook softened somewhat**
  - + **Order entry in H1 2018 at upper end of company expectations**
  - + **After six month: good revenue and EBIT level achieved**
  - + **Sales in Q2 include temporary bonding systems for 3D applications**

## KEY GROUP FIGURES Q2/H1 2018

in € million	H1 2018	H1 2017	delta H1 2018/ H1 2017	Q2 2018	Q2 2017
Order Intake	<b>78.2</b>	94.4	-17.2%	<b>39.6</b>	48.4
Order Backlog 6/30	<b>114.1</b>	128.8	-11.4%	--	--
Revenue	<b>97.4</b>	66.3	+46.9%	<b>54.3</b>	43.3
EBIT	<b>7.6</b>	1.6	>100%	<b>6.8</b>	6.4
<i>EBIT in % of Sales</i>	<i>7.8%</i>	<i>2.4%</i>	<i>5.4%pt</i>	<i>12.5%</i>	<i>14.8%</i>
Earnings after tax	<b>4.2</b>	-0.7	--	<b>4.1</b>	3.9
EPS in €	<b>0.22</b>	-0.04	--	<b>0.22</b>	0.20
Free Cash Flow*	<b>-15.9</b>	-5.6	--	<b>-2.2</b>	-1.7
Net Cash	<b>17.1</b>	25.0	-31.6%	--	--
Employees 6/30	<b>850</b>	734	+15.8%	--	--

\*before consideration of transactions with interest-bearing securities

## Divisions



**Photomask Equipment**

Order Entry: 14.5 € million  
 Sales: 12.1 € million  
 EBIT: 1.7 € million  
 EBIT-margin: 13.8%



**Lithography**

Order Entry: 50.3 € million  
 Sales: 59.3 € million  
 EBIT: 4.9 € million  
 EBIT-margin: 8.3%



**Bonder**

Order Entry: 7.7 € million  
 Sales: 20.0 € million  
 EBIT: 3.0 € million  
 EBIT-margin: 14.8%

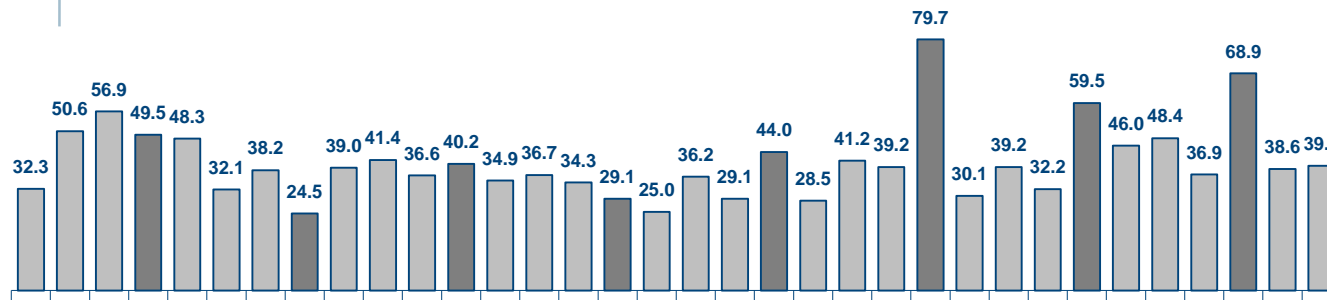
## SUSS MicroTec Group H1 2018\*

Order Entry: 78.2 € million  
 Sales: 97.4 € million  
 EBIT: 7.6 € million  
 EBIT margin: 7.8%

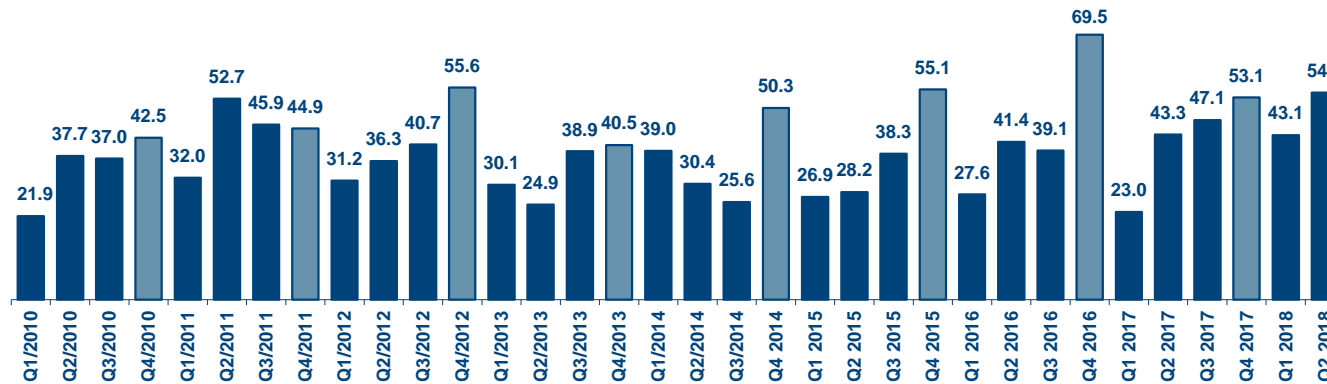


\* Including Others

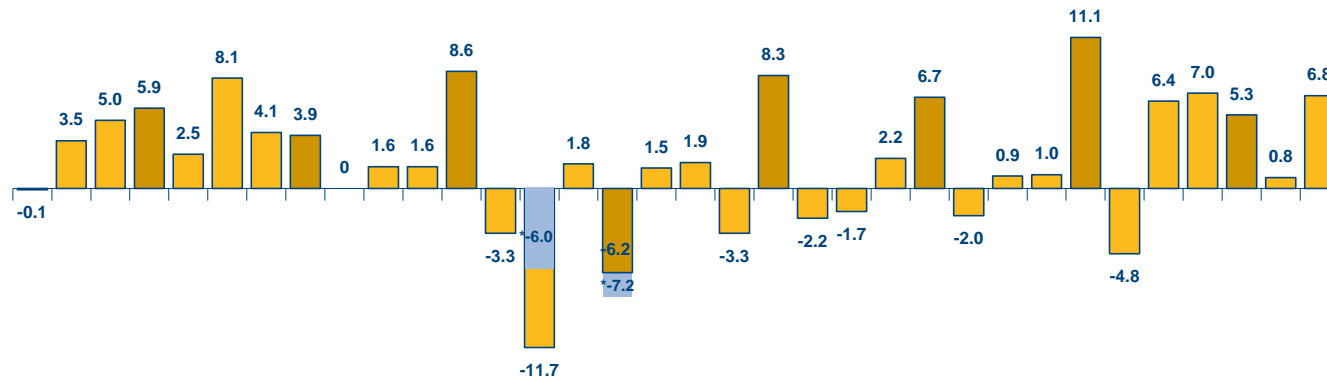
# LONG TERM BUSINESS DEVELOPMENT BY QUARTER



**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
- + New analysis from June 2018: Semi expects a market growth of +14 % in semi-fab-equipment in 2018 and +9 % in 2019
- + Yole expects the MEMS-market to grow by +16.7% (CAGR) from 2016 to 2022 (unit growth)





- + Fiscal year 2018:** Sales € 195 million – € 205 million  
EBIT 8.5% – 10.0%
- + Q3 + Q4 2018:** Order entry of more than € 95 million

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Thank you!

SÜSS MicroTec SE  
Schleissheimer Str. 90  
85748 Garching

[www.SUSS.com](http://www.SUSS.com)