


SUSS MICROTEC – PRELIMINARY FIGURES 2019

JANUARY 28, 2019



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.

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- + **Order entry 12M 2019: € 219 million / Q4: € 61 million**
 - + **Sales 12M 2019: € 215 million / Q4: € 84 million**
 - + **EBIT 12M 2019: € -11.5 million**
 - + **Write-down of inventories for the scanner and laser product lines leads to a negative impact in the amount of € 13.1 million**
 - + **EBIT 12M 2019 adjusted for Corona impact: € 1.6 million (EBIT margin: 0.7 %)**

KEY GROUP FIGURES 12M 2019

In € million	Q4 2019	Q4 2018	Delta Q4 2019/2018	12M 2019	12M 2018	Delta 12M 2019/2018
Order entry	61.5	65.8	-6.5%	219.3	191.0	14.8%
Order backlog 31/12	---	--		92.4	84.7	9.1%
Sales	83.5	71,1	17.4%	214.6	203.9	5.2%
EBIT	-5.8	4.0		-11.5	10.9	---
EBIT margin	-6.9%	5.6%	-12.5 points	-5.4%	5.3%	-10.7 points
EBIT – adjusted*	7.3	4.0	---	1.6	10.9	---
EBIT margin - adjusted	8.7%	5.6%	+3.1 points	0.7%	5.3%	-4.6 points
Employees 31/12				936	881	6.2%

* EBIT Q4 2019 includes a one-off negative impact in the amount of € 13.1 million caused by inventory write-downs in the product lines lasers and scanners at our production site in Corona