

## **Key Figures**

in € million	Q3/2017	Q3/2016	Change	9 Months/2017	9 Months / 2016	Change
Business Development						
Order entry	36.9	32.2	14.6%	131.4	101.5	29.5%
Order backlog as of September 30				117.7	110.9	6.1%
Total sales	47.1	39.1	20.5%	113.4	108.1	4.9%
Sales margin	9.6%	-0.5 %	10.1% points	3.4%	-3.1%	6.4% points
Gross profit	16.7	13.3	25.6%	41.4	34.9	18.6%
Gross margin	35.5%	34.0%	1.4% points	36.5%	32.3%	4.2% points
Cost of sales	30.4	25.8	17.8%	72.0	73.2	-1.6%
Research and Development costs	3.7	4.0	-7.5 %	11.2	10.8	3.7%
EBITDA	8.0	2.0	> 100.0 %	11.7	3.0	> 100.0 %
EBITDA margin	17.0%	5.1%	11.9% points	10.3%	2.8%	7.5 % points
EBIT	7.0	1.0	> 100.0 %	8.6	0.0	
EBIT margin	14.9%	2.6%	12.3% points	7.6%	0.0%	7.6% points
Earnings after tax	4.5	-0.2		3.8	-3.3	
Earnings per share, basic (in €)	0.24	-0.01		0.20	-0.17	
Balance sheet and cash flow						
Equity				124.8	115.0	8.5%
Equity ratio				62.3 %	60.3 %	2.0% points
Return on equity	3.6%	-0.2 %	3.8% points	3.0%	-2.9 %	5.9% points
Balance sheet total				200.4	190.8	5.0%
Net cash				30.9	26.4	17.0%
Free cash flow <sup>1</sup>	6.3	-1.7		0.7	-13.7	
Further key figures						
Investments	1.2	1.3	-7.7%	2.9	2.6	11.5%
Investment ratio	2.5 %	3.3%	-0.8% points	2.6%	2.4%	0.2% points
Depreciation	1.0	1.0	0.0%	3.1	3.0	3.3%
Employees as of September 30				762	720	5.8%

<sup>&</sup>lt;sup>1</sup> Before consideration of purchase or sale of available-for-sale securities

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# Business Development in the first Nine Months 2017

Dear Shareholders.

Following a strong second quarter of 2017, we are again looking back on a successful third quarter of 2017. We were able to increase sales and earnings significantly from the previous year and we have achieved our goals for order entry. In addition, we continue to expect an overall very strong second half of 2017. This means not only a significant increase in order entry, but also in sales and in earnings in the current fourth quarter relative to the third quarter of 2017.

The market environment was hospitable again in the past quarter. The outlook for the coming months offers the prospect of further growth in the semiconductor industry. In its last estimates as of October 2017, the Gartner market research institute continues to expect that 2017 will be a year with record sales in the semiconductor sector. This development is driven by strong demand for storage elements as well a general increase in networking, the Internet of Things, or topics like autonomous driving and Smart Factory.

Indicators also point toward growth on the macroeconomic level. In their joint diagnosis in fall 2017, leading economic research institutes speak of an upturn in the German economy, which has gained in strength and breadth. Compared to their spring 2017 assessment, they were able to raise expectations for German economic growth by 0.4 percentage points. For 2017, experts are now expecting a 1.9 percent increase in gross domestic product. This development is driven by robust domestic demand and increasingly also the growing foreign business, as well as rising investment expenditures. The world economy is similarly experiencing an upturn. Economic initiatives in China have also led to a new phase of expansion. In addition, the eurozone, the U.S., and Japan are displaying solid overall economic growth.

In the first nine months of the year, SUSS MicroTec is performing within the range of its own expectations and the projects that have been set in motion are running according to plan. The growing interest in bonding systems for the temporary bonding of 300 mm wafers for 3D TSV integration processes will have a positive impact on the Bonder division and thereby also on Group earnings for the entire 2017 fiscal year. The division has returned to profitability for the first time in many years. We are also operating according to plan in the area of exposure for UV projection scanners. In December 2017, a software update will be available for existing systems of the current tool generation, before the new tool generation with significantly improved process parameters becomes available in the second quarter of 2018.

According to the expectations of the Gartner market research institute, the semiconductor market will grow to a record size of US\$ 411 billion in 2017. This means an increase of almost 20 percent from the previous year. In 2018, additional market volume growth to approximately US\$ 427 billion is expected.

SUSS MicroTec continues to expect sales for the current fiscal year in the range between € 170 million and € 180 million and earnings before interest and taxes (EBIT) in the range from € 15 million to € 19 million.

For the fourth quarter of 2017, we expect order entry of  $\le$  40 million to  $\le$  50 million.

### BUSINESS DEVELOPMENT IN THE THIRD QUARTER OF 2017

The third quarter of 2017 was also shaped by a positive industrial environment as well as well-filled order books. In the months from July to September 2017, new orders of € 36.9 million (previous year: € 32.2 million) were recorded. As a result, the figure was within the expected range. The Company continues to expect an overall strong second half of the year, and correspondingly good order entry is expected in the months from October to December 2017. Sales in the third quarter of 2017 reached € 47.1 million, compared to € 39.1 million in the previous year's quarter. EBIT reached € 7.0 million, corresponding to an EBIT margin of 14.9 percent. In particular, the Photomask Equipment and Bonder divisions, and SUSS Micro-Optics contributed to this good result. EBIT in the third quarter includes licensing fees in the Photomask Equipment division that were announced in August 2017. This amount of € 2.0 million is recognized under other operating income. This results in earnings per share of € 0.24 for the third quarter of 2017 (previous year: € -0.01).

Despite the weak first quarter, sales in the first nine months of 2017 totaled € 113.4 million, or 4.9 percent above the level of the previous year (9M 2016: € 108.1 million). The order backlog as of September 30, 2017, amounted to € 117.7 million (September 30, 2016: € 110.9 million). Consequently, earnings before interest and taxes (EBIT) of € 8.6 million were significantly higher than the € 0.0 million of the previous year. The licensing fees of € 2.0 million in the Photomask Equipment division also had a positive impact here. This results in an EBIT margin for the first nine months of 2017 of 7.6 percent (previous year: 0.0%). Without the licensing fees, the EBIT margin would have been 5.8 percent. Earnings after taxes (EAT) increased from the previous year, totaling € 3.8 million (previous year: € -3.3 million). After three quarters, basic earnings per share were positive, amounting to € 0.20 (previous year: € -0.17).

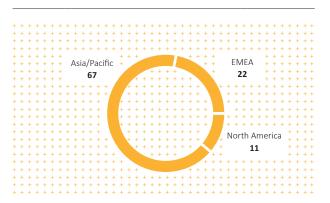
Free cash flow before consideration of securities transactions at the end of the third quarter of 2017 was  $\in$  0.7 million compared to  $\in$  -13.7 million in the previous year. Net liquidity totaled  $\in$  30.9 million at the end of the quarter (previous year:  $\in$  26.4 million).

#### ORDER ENTRY AND SALES BY REGION

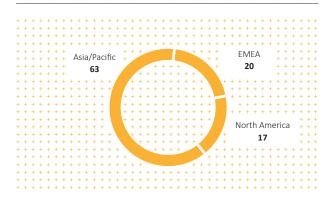
Order entry in the first three quarters of 2017 in the EMEA and Asia/Pacific regions performed very positively. EMEA was able to grow by 16.7 percent, while the Asia/Pacific region grew as much as 53.9 percent over the previous year. However, the North America region showed a decline in order entry of approximately 28.3 percent.

Sales in the Asia/Pacific and North America regions displayed significant growth in the first nine months of 2017, with +18.1 percent and +47.9 percent, respectively, compared to the previous year. By contrast, sales declined in the EMEA region by 34.5 percent compared to the previous year.

#### ORDER ENTRY BY REGION in %



### SALES BY REGION in %



#### BUSINESS DEVELOPMENT BY DIVISION

In the first nine months of the 2017 financial year, the Lithography division recorded a significant increase in order intake. Order intake increased from  $\in$  66.9 million to  $\in$  87.2 million in the first nine months of 2017. Revenue declined from  $\in$  87.6 million to  $\in$  74.8 million. The segment result decreased from  $\in$  7.1 million to  $\in$  1.7 million. This was due on the one hand to the significantly lower sales compared to the previous year. On the other hand, the division's earnings were burdened by expenses for the project for the further development of the product line UV projection scanners.

### LITHOGRAPHY DIVISION OVERVIEW

in € million	9M / 2017	9M / 2016
Order entry	87.2	66.9
Division sales	74.8	87.6
Division earnings	1.7	7.1
Net assets	56.1	62.7

The Bonder division also recorded significant growth in order entry in the third quarter of the 2017 fiscal year. After nine months, order entry totaled  $\in$  26.0 million, compared to  $\in$  12.9 million in the previous year. It was also possible to increase sales in the first nine months of 2017 to  $\in$  12.9 million, compared to  $\in$  6.3 million in the previous year. The division earnings have improved significantly from the previous year, totaling  $\in$  1.8 million, which corresponds to an EBIT margin of 13.6 percent.

The new and innovative products in this division continue to provide tremendous appeal for customers and are leading to higher order entry and sales. This applies to the product lines in both permanent and (especially) temporary bonding.

### BONDER DIVISION OVERVIEW

in € million	9M / 2017	9M / 2016
Order entry	26.0	12.9
Division sales	12.9	6.3
Division earnings	1.8	-3.2
Net assets	9.8	2.2

Due to reporting date-related factors, the Photomask Equipment division recorded lower order entry of  $\in$  9.2 million in the first three quarters of 2017, compared to  $\in$  13.3 million in 2016. By contrast, division sales more than doubled. In the first nine months of 2017, individual high-margin orders were converted into sales. Following  $\in$  7.1 million of sales in 2016, sales in the current fiscal year totaled  $\in$  16.7 million. The division earnings improved to  $\in$  5.1 million, compared to  $\in$  -1.4 million in the previous year, due to higher sales and the receipt of  $\in$  2.0 million from a licensing agreement that was announced in August.

### PHOTOMASK EQUIPMENT DIVISION OVERVIEW

in € million	9M / 2017	9M / 2016
Order entry	9.2	13.3
Division sales	16.7	7.1
Division earnings	5.1	-1.4
Net assets	9.6	7.8

Order entry in the Others division increased again compared to the previous year to  $\in$  9.0 million. Sales also rose to  $\in$  9.0 million (9M 2016:  $\in$  7.0 million). The division earnings of  $\in$  43 thousand were in the positive range following  $\in$  -2.6 million in the previous year. The reason for the positive result was good income from the Micro-optics business in Switzerland.

### OTHERS DIVISION OVERVIEW

9M / 2017	9M / 2016
	•
9.0	8.4
9.0	7.0
0.04	-2.6
21.9	20.9
	9.0 9.0 0.04

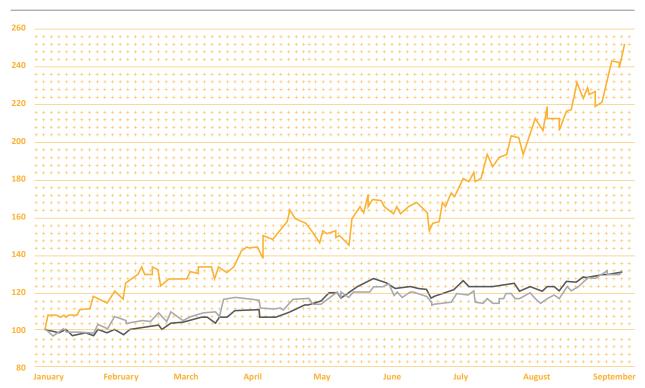
### THE SUSS MICROTEC SHARE

The SUSS MicroTec share performed very well in the first quarter of 2017. It increased by 33.0 percent from the XETRA closing price of € 6.54 at the beginning of 2017 to € 8.70 as of March 31, 2017. The positive share performance continued in the second quarter with sustained speed. Our share crossed the € 10 threshold in April and was periodically able to increase to slightly over € 12 by July. The closing price on June 30, 2017, was € 10.29, a gain of approximately 57 percent from the beginning of the year. On September 29, the last trading date of the third quarter, our share closed at € 16.76, representing growth of more than 150 percent from the beginning of the year. Over the course of the third quarter, the share reached prices higher than € 17. The reasons for this are a generally strong market environment as well as the

good outlook for the Company in the Bonder and UV projection scanner areas.

The TecDAX and Prime IG Semiconductor increased in the same period by approximately 32 percent and 33 percent, respectively. The average daily trading volume of SUSS MicroTec shares on the German XETRA and Frankfurt stock exchanges in the first nine months of 2017 amounted to approximately 121 thousand (9M 2016: average daily trading volume of approximately 193 thousand shares).

### SUSS MICROTEC SHARE PERFORMANCE 2017



XETRA closing price of the SUSS MicroTec share on January 2, 2017: € 6.54

SUSS MicroTec SE, indexed

Prime IG Semiconductor, indexed



From left to right: Dr. Franz Richter, Chief Executive Officer Walter Braun, Chief Operating Officer

### **OUTLOOK**

The Company continues to expect sales for the current fiscal year in the range between € 170 million and € 180 million and earnings before interest and taxes (EBIT) in the range from € 15 million to € 19 million.

For the fourth quarter of 2017, we expect order entry of  $\stackrel{<}{_{\sim}}$  40 million to € 50 million.

Garching, Germany in November 2017

**Dr. Franz Richter** Chief Executive Officer

**Walter Braun** Chief Operating Officer

# Consolidated Financial Statements

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## Consolidated Statement of Income (IFRS)

in € thousand	07/01/2017– 09/30/2017		01/01/2017- 09/30/2017	01/01/2016- 09/30/2016
Sales	47,135	39,087	113,448	108,077
Cost of sales	-30,366	-25,766	-71,991	-73,180
Gross profit	16,769	13,321	41,457	34,897
Selling costs	-5,209	-5,817	-13,862	-15,079
Research and development costs	-3,757	-4,001	-11,231	-10,781
Administration costs	-3,092	-3,066	-9,973	-9,824
Other operating income	3,058	760	5,272	2,431
Other operating expenses	-761	-216	-3,104	-1,678
Analysis of net income from operations (EBIT)				
EBITDA (Earnings before interest and taxes, depreciation and amortization)	7,977	2,027	11,651	2,985
Depreciation and amortization of tangible assets, intangible assets and financial assets	-969	-1,046	-3,092	-3,019
Net income from operations (EBIT)	7,008	981	8,559	-34
Financial income		14	39	65
Financial expenses	-50	-59	-160	-662
Financial result	-39	-45	-121	-597
Profit before taxes	6,969	936	8,438	-631
Income taxes	-2,435	-1,083	-4,595	-2,659
Net profit	4,534	-147	3,843	-3,290
thereof equity holders of SUSS MicroTec SE	4,534	-147	3,843	-3,290
thereof non-controlling interests	0	0	0	0
Earnings per share (basic)				
Earnings per share in €	0.24	-0.01	0.20	-0.17
Earnings per share (diluted)				
Earnings per share in €	0.24	-0.01	0.20	-0.17
	0.24	-0.01	0.20	

### Statement of Comprehensive Income (IFRS)

in € thousand	01/01/2017 - 09/30/2017	01/01/2016-09/30/2016
Net profit	3,843	-3,290
Items that will not be reclassified to profit and loss		
Remeasurements on defined benefit pension plans	0	0
Deferred taxes	0	0
Other comprehensive income after tax for items that will not be reclassified to profit and loss	0	0
Items that will be reclassified to profit and loss in later periods		
Foreign currency adjustment	-3,371	-792
Cash flow hedges	0	410
Deferred taxes	0	-115
Other comprehensive income after tax for items that will be reclassified to profit and loss	-3,371	-497
Total income and expenses recognized in equity	-3,371	-497
Total income and expenses reported in the reporting period	472	-3,787
thereof equity holders of SUSS MicroTec SE	472	-3,787
thereof non-controlling interests	0	0

## Consolidated Balance Sheet (IFRS)

in € thousand	09/30/2017	12/31/2016	
Assets			
Noncurrent assets	40,417	42,782	
Intangible assets	2,779	3,522	
Goodwill	15,602	15,840	
Tangible assets	20,600	20,563	
Other assets	502	652	
Deferred tax assets	934	2,205	
Current assets	160,024	136,844	
Inventories	99,422	73,804	
Trade receivables	21,902	24,111	
Other financial assets	584	159	
Securities	9,991	0	
Current tax assets	98	375	
Cash and cash equivalents	24,878	35,621	
Other assets	3,149	2,774	
Total assets	200,441	179,626	

in € thousand	09/30/2017	12/31/2016
Liabilities & Shareholders' Equity		
Equity	124,825	124,353
Total equity attributable to shareholders of SUSS MicroTec SE	124,825	124,353
Subscribed capital	19,116	19,116
Reserves	107,423	103,811
Accumulated other comprehensive income	-1,714	1,426
Noncurrent liabilities	7,229	8,337
Pension plans and similar commitments	4,479	4,837
Financial debt	2,750	3,500
Current liabilities	68,387	46,936
Provisions	3,118	5,161
Tax liabilities	2,433	3,821
Financial debt	1,261	1,007
Other financial liabilities	5,147	5,359
Trade payables	5,662	3,362
Other liabilities	50,766	28,226
Total liabilities and shareholders' equity	200,441	179,626

### Consolidated Statement of Cash Flows (IFRS)

in € thousand	01/01/2017-09/30/2017	01/01/2016-09/30/2016
Net profit (after taxes)	3,843	-3,290
Amortization of intangible assets	938	949
Depreciation of tangible assets	2,154	2,070
Profit/loss on disposal of intangible and tangible assets	26	0
Change of reserves on inventories	120	-263
Change of reserves for bad debts	690	138
Non-cash income from the reversal of pension provisions	-202	0
Other non-cash effective income and expenses	816	769
Change in inventories	-28,102	-24,811
Change in trade receivables	581	-5,136
Change in other assets	-650	-831
Change in pension provisions	0	205
Change in trade payables	2,368	-3,847
Change in down payments received	23,113	24,408
Change in other liabilities and other provisions	-2,320	-375
Change of tax assets and tax liabilities	160	-1,119
Cash flow from operating activities	3,535	-11,133

in € thousand	01/01/2017-09/30/2017	01/01/2016-09/30/2016	
Disbursements for tangible assets	-2,519	-2,206	
Disbursements for intangible assets	-357	-350	
Purchases of current available-for-sale securities	-9,991	-7,997	
Cash flow from investing activities	-12,867	-10,553	
Repayment of bank loans	-500	-4,350	
Change in current bank liabilities	4	2	
Cash flow from financing activities	-496	-4,348	
Adjustments to funds caused by exchange rate fluctuations	-915	124	
Change in cash and cash equivalents	-10,743	-25,910	
Funds at the beginning of the year	35,621	49,085	
Funds at the end of the period	24,878	23,175	
Cash flow from operating activities includes:			
Interest paid during the period	81	624	
Interest received during the period	35	67	
Tax paid during the period	4,493	3,975	
Tax refunds during the period	0	2	

## Consolidated Statement of Changes in Shareholders' Equity (IFRS)

in € thousand	Subscribed capital	Additional paid-in capital	Earnings reserve	Retained earnings	
As of January 1, 2016	19,116	97,614	433	762	
Net income/loss				-3,290	
Total income and expenses recognized in equity					
Total comprehensive income/loss				-3,290	
As of September 30, 2016	19,116	97,614	433	-2,528	
As of January 1, 2017	19,116	71,547	433	31,831	
Net income/loss				3,843	
Total income and expenses recognized in equity					
Total comprehensive income/loss				3,843	
Reclassification into earnings reserve			-231		
As of September 30, 2017	19,116	71,547	202	35,674	

Equity	Non-controlling interests	Total equity attributable to shareholders of SUSS MicroTec SE	Accumulated other comprehensive income					
			Items that will be reclassified to profit and loss in later periods		Items that will not be reclassified to profit and loss			
			Deferred taxes	Cash flow hedges	Foreign currency adjustment	Deferred taxes	Remeasure- ments on defined benefit pension plans	
118,740	0	118,740	115	-410	3,258	697	-2,845	
-3,290		-3,290						
-497		-497	-115	410	-792	0	0	
-3,787	0	-3,787	-115	410	-792	0	0	
114,953	0	114,953	0	0	2,466	697	-2,845	
124,353	0	124,353	0	0	3,673	766	-3,013	
3,843		3,843						
-3,371		-3,371	0	0	-3,371			
472	0	472	0	0	-3,371	0	0	
						-91	322	·
124,825	0	124,825	0	0	302	675	-2,691	

## Segment Reporting (IFRS)

The Segment Reporting is part of the notes to the consolidated financial statements.

### **SEGMENT INFORMATION BY BUSINESS SEGMENT**

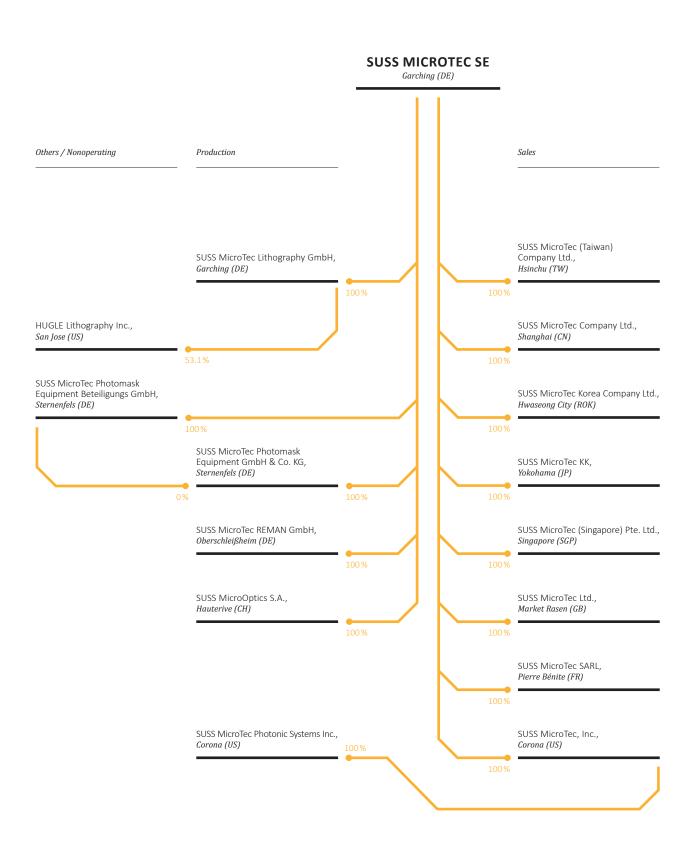
	Lithog	Bonder		
in € thousand	9 Months / 2017	9 Monate / 2016	9 Months / 2017	9 Months / 2016
External Sales	74,822	87,645	12,930	6,315
Internal Sales	0	0	0	0
Total sales	74,822	87,645	12,930	6,315
Result per segment (EBIT)	1,678	7,134	1,763	-3,153
Income before taxes	1,648	7,112	1,759	-3,154
Significant non-cash items	-838	-1	608	42
Segment assets	97,739	101,139	20,994	11,579
thereof goodwill	15,602	15,719	0	0
Unallocated assets				
Total assets				
Segment liabilities	-41,607	-38,405	-11,218	-9,351
Unallocated liabilities				
Total liabilities				
Depreciation and amortization	1,296	1,249	194	191
thereof scheduled	1,296	1,249	194	191
thereof impairment loss	0	0	0	0
Capital expenditure	699	1,041	97	104
Workforce on September 30	477	458	91	88

### **SEGMENT INFORMATION BY REGION**

	Sal	es	Capital ex	penditure	Assets (without goodwill)		
in € thousand	9 Months / 2017	9 Months / 2016	9 Months / 2017	9 Months / 2016	9 Months / 2017	9 Months / 2016	
EMEA	22,620	34,515	2,714	1,985	124,526	96,888	
North America	19,677	13,305	134	521	17,196	37,270	
Asia and Pacific	71,151	60,257	28	50	3,706	5,743	
Consolidation effects	0	0	0	0	-724	-4,128	
Total	113,448	108,077	2,876	2,556	144,704	135,773	

Photomask Equipment		Others		Consolidat	ion effects	Total		
9 Months / 2017	9 Months / 2016	9 Months / 2017	9 Months / 2016	9 Months / 2017	9 Months / 2016	9 Months / 2017	9 Months / 2016	
16,691	7,112	9,005	7,005	-		113,448	108,077	
0	0	4,478	5,218	-4,478	-5,218	0	0	
16,691	7,112	13,483	12,223	-4,478	-5,218	113,448	108,077	
5,075	-1,370	43	-2,645			8,559	-34	
5,073	-1,373	-42	-3,216			8,438	-631	
-363	412	156	-1,395	_		-437	-942	
17,613	15,956	23,960	22,818			160,306	151,492	
0	0	0	0			15,602	15,719	
						40,135	39,309	
						200,441	190,801	
-8,038	-8,109	-2,069	-1,916	_		-62,932	-57,781	
						-12,684	-18,067	
						-75,616	-75,848	
95	105	1,507	1,474			3,092	3,019	
95	105	1,507	1,474	_		3,092	3,019	
0	0	0	0			0	0	
54	53	2,026	1,358	_		2,876	2,556	
112	103	82	71			762	720	

## Legal Structure



## Financial Calendar 2018

March 27 — Publication of Annual Financial Statements 2017

May 3 — Quarterly Report 2018

June 6 — Annual General Meeting 2018, Haus der Bayerischen Wirtschaft, Munich

August 3 — Interim Report 2018

November 7 — Nine-month Report 2018

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Forward-looking statements: These interim reports contain forward-looking statements. Statements that are not historical facts, including statements about our beliefs and expectations, are forward-looking statements. These statements are based oncurrent plans, estimates, and projections, and should be understood as such. Forward-looking statements speak only as of the date they are made, and we undertake no obligation to update any of them in light of new information or future events. Forward-looking statements involve inherent risks and uncertainties. We caution readers that a number of important factors could cause actualresults or outcomes to differ materially from those expressed in any forward-looking statement.

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