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# Investor Presentation

## Safe Harbor

This presentation contains forward-looking statements concerning Atomera Incorporated (""Atomera," the "Company," "we," "us," and "our"). The words "believe," "may," "will," "potentially," "estimate," "continue," "anticipate," "intend," "could," "would," "project," "plan," "expect" and similar expressions that convey uncertainty of future events or outcomes are intended to identify forward-looking statements. These forward-looking statements are subject to a number of risks, uncertainties and assumptions, including those disclosed in the section "Risk Factors" included in our Annual Report on Form 10-K filed with the SEC on February 19, 2021. In light of these risks, uncertainties and assumptions, the forward-looking events and circumstances discussed in this presentation may not occur and actual results could differ materially and adversely from those anticipated or implied in our forward-looking statements. You should not rely upon forward-looking statements are reasonable, we cannot guarantee that the future results, levels of activity, performance or events and circumstances described in the forward-looking statements will be achieved or occur.

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## Investment Overview

#### Mears Silicon Technology (MST<sup>®</sup>) is a thin film used to enhance semiconductors

Results in higher performance, lower power, and lower costs for ICs

#### Capital-light IP and technology licensing business

- Robust and growing patent portfolio
- Engaged with 50% of world's top semiconductor makers
- Licenses with four companies including recent JDA
- Strong team to commercialize technology



## A Better Way for Industry R&D

**Industry Consortia** 

Little Control

Expensive & Inefficient

#### **Equipment OEMs**

No Longer Available

Tied to Equipment Sales

#### In House R&D

Large Scale, Long Term Investment



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Inexpensive & Low Risk

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## MST Technology

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#### **Potential Benefits**

#### Improved Efficiency

- Higher transistor performance
- Lower power consumption
- Better reliability

#### Lower cost

- Reduced die size
- Improved yield

Lat file reserves

Higher throughput

#### **Same benefits as a node shrink**

## IP – 25% increase in issued patents YoY

#### **276 Patents Granted and Pending**



Discoverable These distinctive layers are visible on products using MST

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Core MST Method and Device MST Enabled Devices/Architecture Next-Gen Architectures using MST

Extensive know-how Extends life and value of patents

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AND CONTRACTOR STATES

## Target Customers & Partners





**Tool Suppliers (Partners)** 

ASM 🛞

**Synopsys**°

## Customer Engagement & Revenue Model

		Customer Wafer Manufacturing								
		Atom	nera MST <sup>®</sup> Deposition	Cust	omer MST® Depos	sition				
Phase	1. Planning	2. Setup	3. Integration	4. Installation	5. Qualification	6. Production				
		Engineering S Fees	MST deposition     Integration const	on customer wafei ulting	rs					
			License Fees	<ul> <li>Integration lice</li> <li>Manufacturing</li> <li>Distribution lice</li> </ul>	licenses					
			Joint Development A	Agreements		Royalties				
			Atomera Incorporated							

## **Customer Pipeline**

#### Number of Customer Engagements



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- 19 customers, 25 engagements
- Working with 50% of the world's top semiconductor makers\*

\* At least 10 of the top 20 (IC Insights, McClean Report 2021)

## Royalty Opportunity

- ~370 wafer fabs operating worldwide
- Adoption of MST in one fab can make Atomera profitable from royalties alone
  - 2021 non-GAAP OPEX guidance is \$14.00-14.5M

Example 1   Worldwide Avera	ge Fab	Example 2   Leading Foundry, 28nm Fab				
Monthly Fab Capacity <sup>1</sup> (wafers/month)	49,000	Monthly Fab Capacity (wafers/month)	80,000			
Industry average wafer ASP - 2018	\$1,136	Industry average 28nm wafer ASP	\$3,000			
Annual Revenue Potential <sup>2</sup>	\$13M	Annual Revenue Potential <sup>2</sup>	\$58M			
Annual Revenue at 50% of ramp <sup>2</sup>	\$6.7M	Annual Revenue at 50% of ramp <sup>2</sup>	\$29M			

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1. Represents wafers starts per month (200mm equiv) – 217.3M starts in 370 fabs

2. Assumes 2% royalty rate

Source: IC Insights Global Wafer Capacity 2019-2023 report, McClean Report 2019

## MST Customer Business Opportunity

#### Standard industry fab wafer pricing, GM, and cost

				G	M\$	N	1ST		
	1	Price	GM%	Inc	rease	Roy	yalty	Cost	
28nm HP wafer	\$	3,000	45%	\$	-	\$	-	\$ 1,650	
28nm HP+ wafer	\$	3,150							\$150 price increase for +15% performance

#### ► Fab gets a 30% performance improvement <u>or</u> 25% shrink via MST

MST processing cost					\$ 20	Incremental cost of depositing MST
28nm HP wafer with MST	\$ 3,300	47.4%	\$ 214	\$ 66	\$ 1,736	\$300 price increase for +30% performance
28nm HP wafer with MST	\$ 3,375	48.5%	\$ 288	\$ 68	\$ 1,738	12.5% price increase for 25% size reduction

#### Fabless customer benefit in die shrink case

	Chip sales	1	GM\$	Product		
	wafer*	GM%	Increase	ASP	Die/wafer	
28nm HP wafer	\$ 8,400	50.0%	\$-	\$ 4.42	2,235	Baseline business for 30mm <sup>2</sup> chip
28nm HP wafer with MST	\$ 11,279	62.8%	\$ 2,879	\$ 4.42	3,001	Improved financials with 25% size reduction

#### Everyone in the value chain benefits from MST technology

\* Yielded

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## Cash Efficient Growth

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## **Financial Review**

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	Q1 '20	Q2 '20	Q3 '20	Q4 '20	FY 2020	Q1 '21	Balance Sheet 3/	/31/21
GAAP Results							Cash	\$36.7M
Revenue	\$0.06M	\$-	\$-	\$-	\$0.06M	\$0.4M	Debt	-
Gross Profit	\$0.05M	\$-	\$-	\$-	\$0.05M	\$0.4M	Shares Outstanding	23.1M
Operating Expense								
R&D	\$2.1M	\$2.1M	\$2.0M	\$2.2M	\$8.4M	\$2.2M		
G&A	\$1.4M	\$1.5M	\$1.3M	\$1.4M	\$5.6M	\$1.5		
S&M	\$0.2M	\$0.2M	\$0.2M	\$0.3M	\$0.9M	\$0.3M		
Total Operating Expense	\$3.7M	\$3.8M	\$3.6M	\$3.9M	\$15.0M	\$4.0M		
Net Loss	(\$3.6M)	(\$3.8M)	(\$3.6M)	(\$3.9M)	(\$14.9M)	(\$3.6M)		
Loss Per Share	(\$0.22)	(\$0.21)	(\$0.19)	(\$0.19)	(\$0.79)	(\$0.16)		
Reconciliation between GAAP & Non-G	ΑΑΡ							
Net Loss (GAAP)	(\$3.6M)	(\$3.8M)	(\$3.6M)	(\$3.9M)	(\$14.9M)	(\$3.6M)		
Stock-Based Compensation	\$0.6M	\$0.8M	\$0.8M	\$0.8M	\$3.0M	\$0.7M		
Warrant Modification	\$0.1M	-	-	-	\$0.1M	-		
Other income (expense)	-	-	-	-	\$0.1M	-		
Adjusted EBITDA (Non-GAAP)*	(\$2.9M)	(\$3.0M)	(\$2.7M)	(\$3.0M)	(\$11.7M)	(\$2.9M)		

\*Adjusted EBITDA is a non-GAAP financial measure. A full reconciliation of GAAP and non-GAAP results is contained in our Q1 press release.

## Summary

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High margin, recurring revenue financial model

- Strong technology, patent position, and balance sheet
- Traction with many top industry players and growing licensee base
- Ramping commercial license revenues

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Thank You

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## **Backup Slides**

## Capacity challenge and opportunity

#### Chip shortages create challenge

- Shortages focused on legacy nodes
- Legacy nodes made up 52% of production in 2020
  - 41% at 40nm and below
  - 22% at 0.18u and below
- MST provides an option to increase capacity in older production lines

#### 100% 19.0% 18.6% 90% 20.6% 19.85 22:1% 23.7% 80% Monthly Capacity as of De 18.3% 18.5% 18.49 70% 18.69 18:79 60% 9.4% 10.8% 50% 26.2% 28.69 40% (200m 31.3% 35.5% 30% 38.4% 38.8% 20% 29.99 26.99 22.65 10% 16.0% 10.0% 0% Dec-19 Dec-20F Dec-21F Dec-22F Dec-23F Dec-24F 19.51M 21.09M 22.92M 24.08M 25.15M 25.99M

Source: IC Insights

#### Forecast Monthly Installed Capacity Shares - by Min. Geom.

<20nm - ≥10nm # <40nm - ≥20nm = <0.18µ - ≥40nm = ≥0.18µ</p>

## MST enables legacy capacity expansion



- MST provides 30% performance advantage
  - 0.13u analog design
  - MST vs control silicon
- Enables a die shrink of 15-20%
- Smaller die means more manufacturing capacity
  - Without the cost of building a new fab



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## MST 28nm benefits

## MST shows 30% higher performance



MST performance improvement due to:

- Higher electron mobility
- Improved gate oxide integrity enabling higher overdrive

#### Performance improvements due to MST can be traded for area reduction

#### 28nm PDK SPICE model used to showcase:

- Logic scaling with MST shows 22-25% area reduction
  - Using a NAND2 gate
- Analog scaling with MST shows up to 21% area reduction
- Implementation of MST on new 28nm designs can result in >20% more production capacity
- Allows excellent economic benefits for the whole value chain



## Joint Development Agreements

#### Advantages of joint development

- Atomera and customer engineers aligned on common goal
- Customer "resident expert" team develops expertise on Atomera technology

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- Resident experts become natural advocates
- First JDA signed with market leading semiconductor company
  - Includes a manufacturing license, putting them in Phase 4
  - Upon completion, MST can more easily be adopted by business units
  - Each business unit is an incremental licensing opportunity

### Atomera MSTcad<sup>™</sup>



- MSTcad is an add-on for MST
- MSTcad can optimize complex statistical experiments to assess impact of multiple manufacturing options
- Lowers cost of MST evaluation
- Accelerates time to successful results by customers



#### **Design Evaluation**





Design Diagnostics	
DEficiency	92.3017
G Efficiency	92,2857
A Efficiency	92.2857
Average Variance of Prediction	0.203498
Design Creation Time (seconds)	

## MST: Mears Silicon Technology

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#### **Quantum Engineered Silicon**



## 300mm Epi Tool



200mm wafers 300mm wafers \$250 Royalty potential per wafer (\$) \$200 \$150 \$100 \$50 16/1410nm 0.5µ 0.18µ 0.13µ 45/40 28nm 0.35µ 90nm 65nm 7nm

Source: The McClean Report - 2019

23

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#### 300mm Epi Deposition Tool

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## Atomera MSTcad<sup>™</sup> Progress

- Leading semiconductor companies use TCAD
- MST is modelled with a TCAD add-on called MSTcad
- These plots show silicon verification of MSTcad simulations
- Enables good electrical match-up for 5V NMOS and MST SP
- Should speed time to successful results with customers







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Boron 6E12 15KeV SIMS

## **Atomera Licensees**

At	omera Licen	ses MST Tech	nology to Asahi Kasei Microdevices (AKM)
-	later.		
-		talange state	ner varaftet beste af high sed specially integrated druits 2025 bedrænser grudbets, har Kontoel
-	Atomera	Licenses MS	T to STMicroelectronics
105	regisigns		
-			Autor Names and Stage and server is a lower the specific on of a first surface angle allows, the second of a single data and a second and the second
		and agricement of south	an right, for 21480 control to bring the Riversed 1927 and that is based by building:
	1094-batton, Co Texand in dep		o License MST Technology to RF Semiconductor Solution Provider 5G Markets
	integrative-line a three plane is		a biologicalismin lineateses agreemented provolutions lightly to developing a lowest georepications for ghadina to uniting MA(7) technology;
		LEN CATOL C formation in the Present Efficient 1 integrate (HET)	Atomera and Market Leading Semiconductor Company Sign Joint Development Agreement for Use of MST in Future Devices
		tananifation to	New collaboration will leverage Atomera's transistor enhancement technology to develop improvements across the manufacturer's production lines
			LOS GATOS, Calif., January 5, 2021 – Atomera Incorporated (Nasdaq: ATOM), a semiconductor materials and technology licensing company, today announced it has entered into a Joint Development Agreement (JDA) with a leading semiconductor provider for integration

## Asahi **KASEI**

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#### Large fabless RF semiconductor company

#### Market Leading semiconductor company

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of Atomera's Mears Silicon Technology (MST) into their silicon fabrication process. The JDA includes a manufacturing license allowing the customer to fabricate semiconductor wafers

## MST1 vs MST2

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#### MST1

- Blanket technology
- Easy to integrate
- Deposited at beginning of mfg process
- Degraded by high heat in STI/Well module
- Faster time to market for low heat processes
- Used for FinFET, RFSOI, newer process nodes

#### MST2

- Selective technology
  - Integrated after STI/Well so avoids highest heat
- More flexible to apply to selected areas only
- Used for 5V, Analog, older process nodes



## 5V Analog Breakthrough

- <u>3. Breakthrough performance achieved on 5V analog products</u>
- Large segment of the overall analog market
- Atomera has targeted ~20% improvement on 5V devices
- In April Atomera demonstrated a 50%+ improvement
  - Using MST-SP technology
  - Relatively fast and easy to implement
- Expected to give many business advantages
  - Time to license, accelerated time to royalty, negotiating leverage

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- Applicable to even more markets
- ► Market size: ~\$33B, or \$660M in royalties



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Breakdown Voltage (better >>>)



## **MST-SP** Progress

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## MST Matching Performance

- Transistor mismatch is an industry problem
- Certain circuit designs benefit from mismatch reduction
  - A-D convertors
  - SRAM
  - Flash
  - DRAM sense amplifiers
- MST can reduce mismatch by more than 50%

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- Details available at Atomera's website
  - blog.atomera.com

