



atomera

# Q4 2020 Conference Call

February 10, 2021

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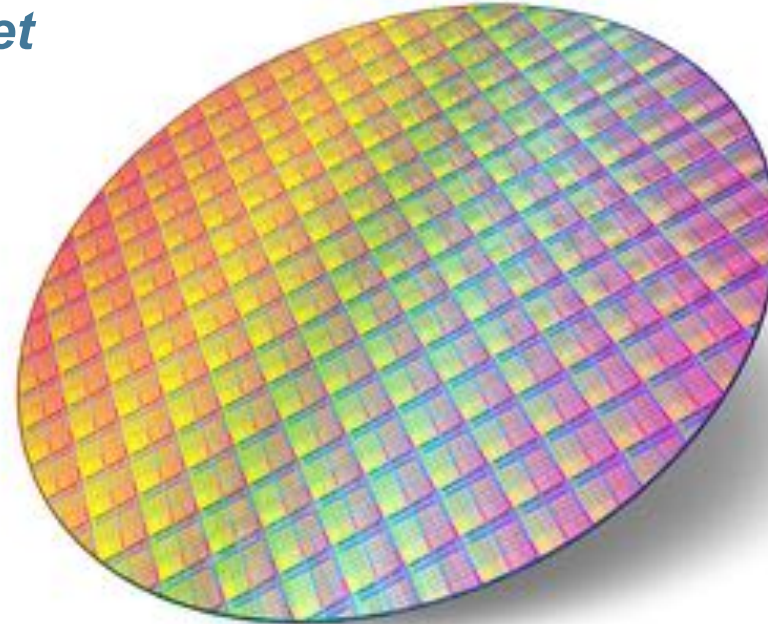
# Mears Silicon Technology (MST®)

*Quantum Engineered Materials*



*Transistor enhancement technology for the \$450B semiconductor market*

*High Leverage IP Licensing Business Model*



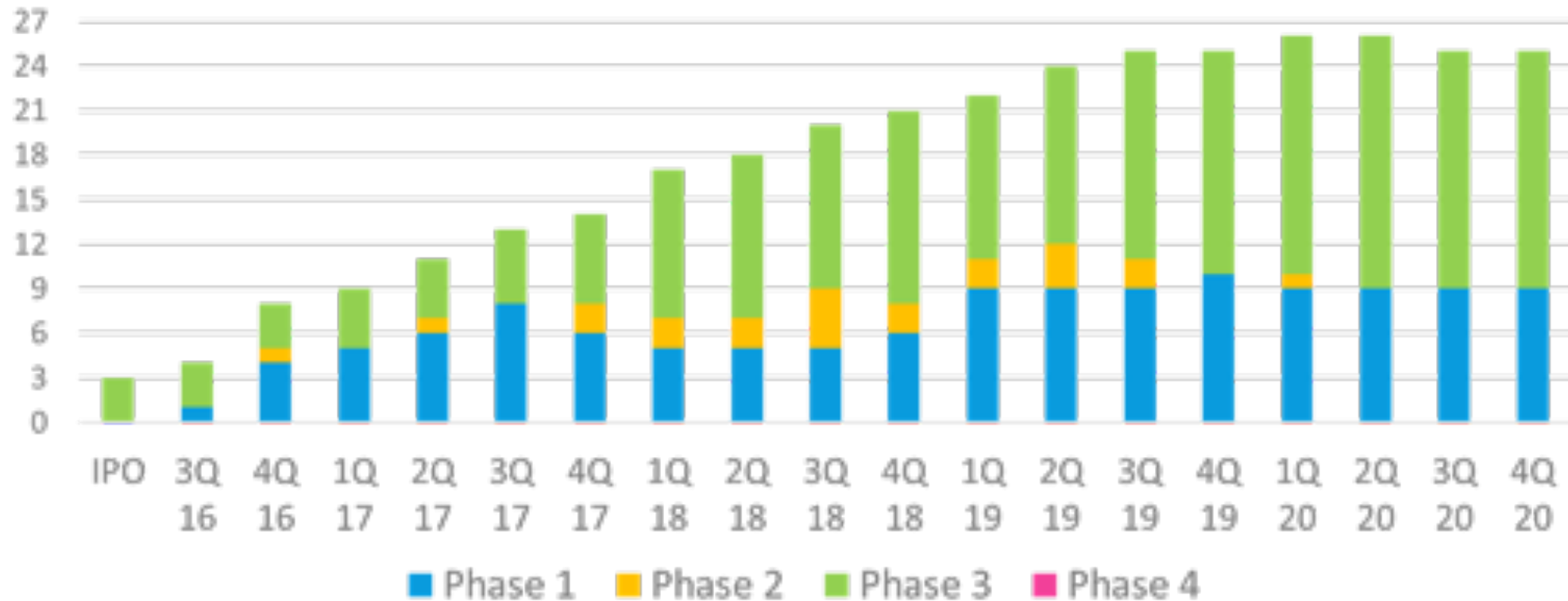
*Top Tier Management Team*

*Strong, Growing and Defensible Patent Portfolio*



# Customer Pipeline

Number of Customer Engagements



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

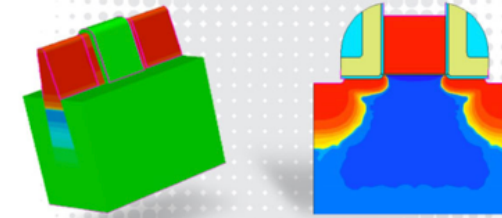
\* At least 10 of the top 20 (IC Insights, McClean Report 2021)

# Joint Development Agreements

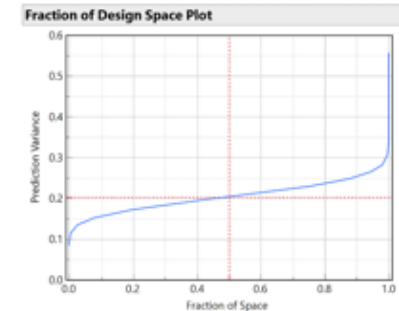
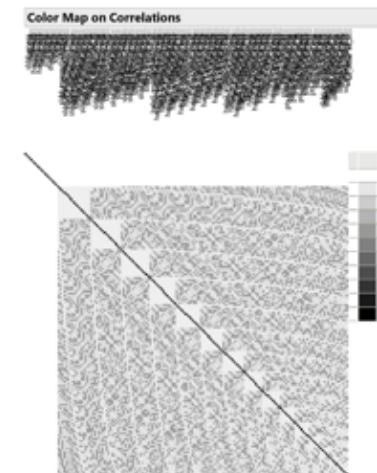


- ▶ Advantages of joint development
  - Atomera and customer engineers aligned on common goal
  - Customer “resident expert” team develops expertise on Atomera technology
  - Resident experts become natural advocates
- ▶ First JDA signed with market leading semiconductor company
  - Includes a manufacturing 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

- ▶ Leading semiconductor companies use TCAD to model manufacturing processes
- ▶ 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

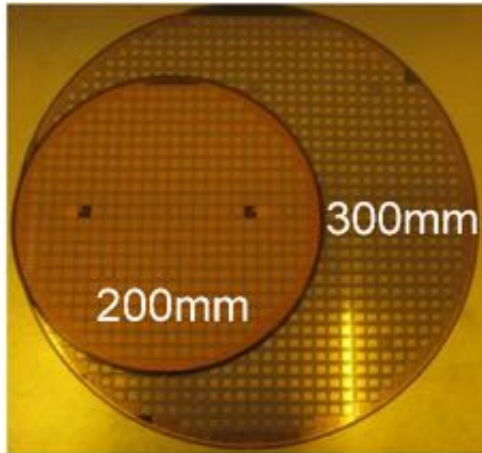


### Design Diagnostics

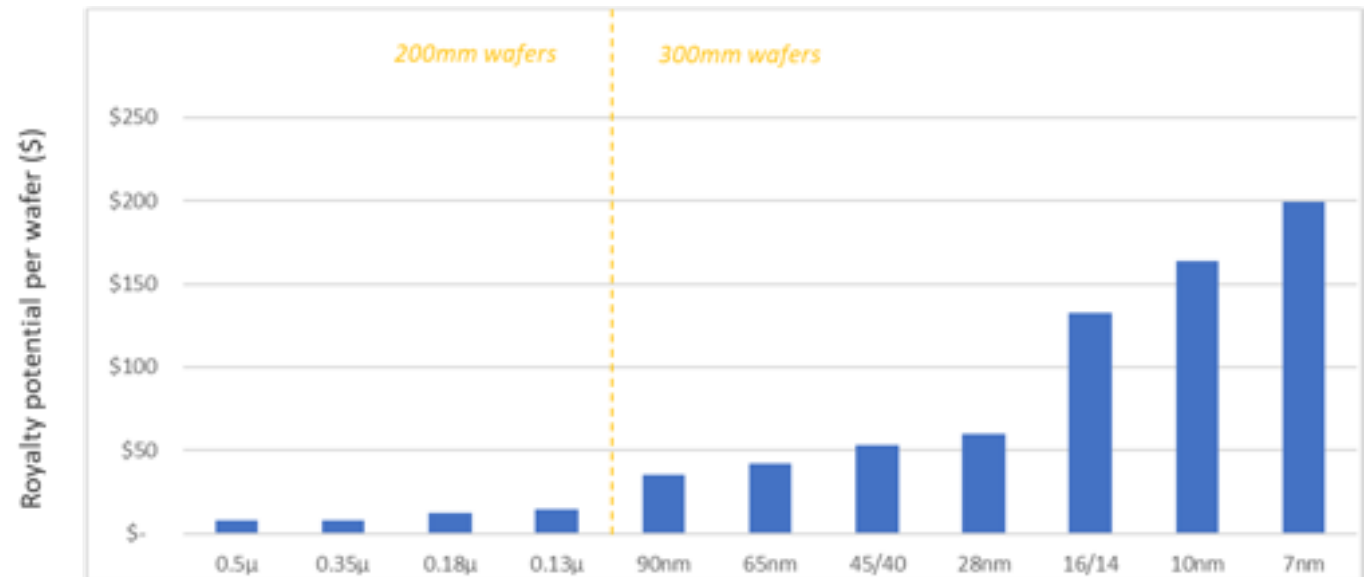
D Efficiency	92.30176
G Efficiency	92.28571
A Efficiency	92.28571
Average Variance of Prediction	0.203498
Design Creation Time (seconds)	0



# Epi deposition tool



**300mm Epi Deposition Tool**

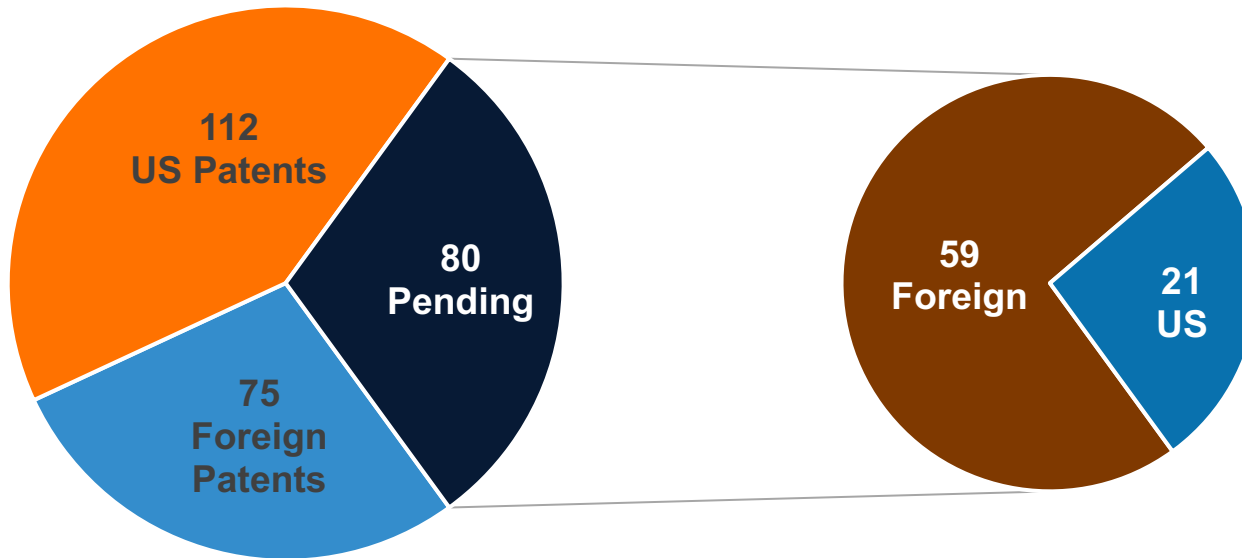


Source: The McClean Report - 2019

# Patent Portfolio – 17% increase YoY



## 269 Patents Granted and Pending



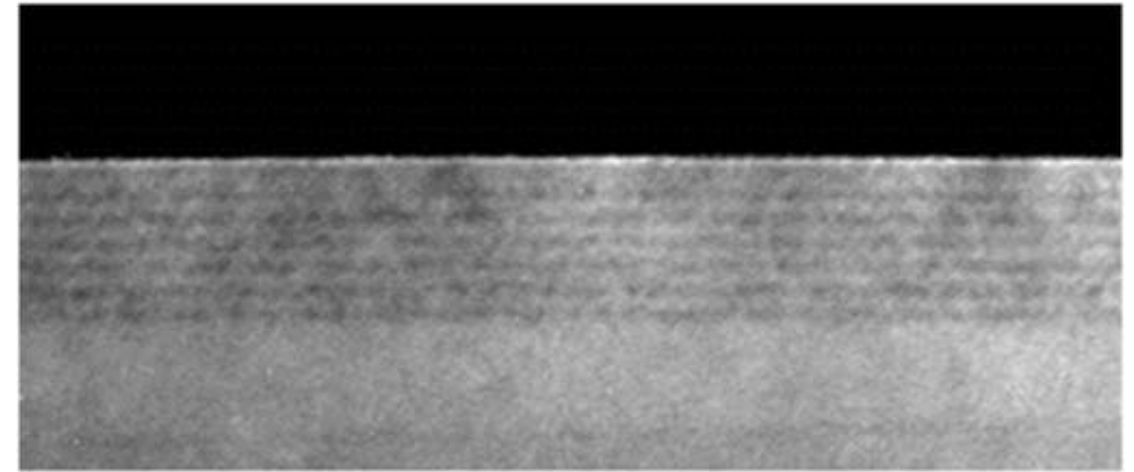
Core MST Method and Device

MST Enabled Devices/Architecture

Next-Gen Architectures using MST

## Discoverable

These distinctive layers are visible on products using MST



## Extensive know-how

Extends life and value of patents



# Financial Review



	FY 2019	Q1 '20	Q2 '20	Q3 '20	Q4 '20	FY 2020
<b>GAAP Results</b>						
Revenue	<b>\$0.53M</b>	<b>\$0.06M</b>	\$ -	\$ -	\$ -	<b>\$0.06M</b>
Gross Profit	\$0.28M	\$0.05M	\$ -	\$ -	\$ -	\$0.05M
Operating Expense						
R&D	\$7.7	\$2.1M	\$2.1M	\$2.0M	\$2.2M	\$8.4M
G&A	\$5.2	\$1.4M	\$1.5M	\$1.3M	\$1.4M	\$5.6M
S&M	\$1.0	\$0.2M	\$0.2M	\$0.2M	\$0.3M	\$0.9M
Total Operating Expense	<b>\$13.9M</b>	<b>\$3.7M</b>	<b>\$3.8M</b>	<b>\$3.6M</b>	<b>\$3.9M</b>	<b>\$15.0M</b>
Net Loss	(\$13.3M)	(\$3.6M)	(\$3.8M)	(\$3.6M)	(\$3.9M)	(\$14.9M)
Loss Per Share	(\$0.84)	(\$0.22)	(\$0.21)	(\$0.19)	(\$0.19)	(\$0.79)
<b>Reconciliation between GAAP &amp; Non-GAAP</b>						
Net Loss (GAAP)	<b>(\$13.3M)</b>	<b>(\$3.6M)</b>	<b>(\$3.8M)</b>	<b>(\$3.6M)</b>	<b>(\$3.9M)</b>	<b>(\$14.9M)</b>
Stock-Based Compensation	\$2.9M	\$0.6M	\$0.8M	\$0.8M	\$0.8M	\$3.0M
Warrant Modification	-	\$0.1M	-	-	-	\$0.1M
Other income (expense)	(\$0.3M)	-	-	-	-	\$0.1M
Adjusted EBITDA (Non-GAAP)*	<b>(\$10.7M)</b>	<b>(\$2.9M)</b>	<b>(\$3.0M)</b>	<b>(\$2.7M)</b>	<b>(\$3.0M)</b>	<b>(\$11.7M)</b>

<b>Balance Sheet 12/31/20</b>	
<b>Cash</b>	<b>\$37.9M</b>
<b>Debt</b>	<b>-</b>
<b>Shares Outstanding</b>	<b>22.4M</b>

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



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Thank You