# **Investor Update**

**14th Annual BWS Financial Growth and Value Summer Investor Series (Virtual)** 

August 23, 2022

INTEVAC

TEVAC

Powering Innovation, Delivering Value

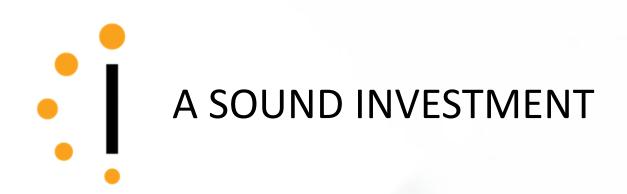


# FORWARD LOOKING STATEMENTS

During the course of this presentation, we will comment upon future events and may make projections about our future financial performance, including statements related to strategies, our expected sales, product shipments and acceptance, gross margin, operating expense, profit, cash flow, income tax expense, and capital allocation. We will discuss our business strategy, our products, the markets our products address, our position in those markets, expected market acceptance of those products and production capacity.

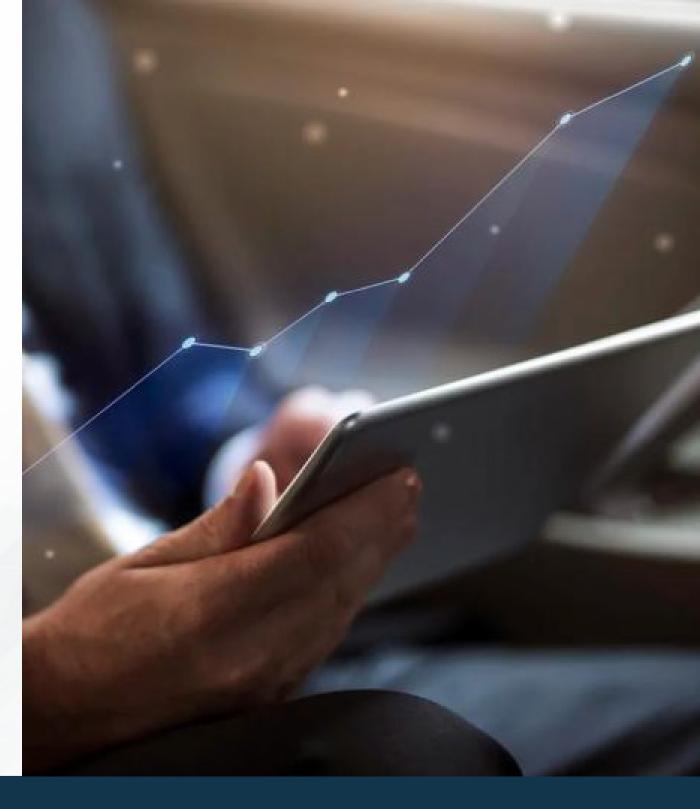
We wish to caution you that these are forward looking statements that are based upon our current expectations, and that actual results could differ materially as a result of various risks and uncertainties, including, without limitation, the following: inability to develop and deliver new products as planned; inability to accurately forecast the demand for our products and services; the possibility that orders in backlog may be cancelled, delayed or rescheduled; inability to achieve gross margin and expense goals; and other risk factors discussed in documents filed by us with the Securities and Exchange Commission, including our Annual Report on Form 10-K and Quarterly Reports on Form 10-Q.

We undertake no obligation to update the forward-looking statements made during this presentation.



Intevac has the fundamentals in place for growth

- Experienced management team / board of directors
- 12-year-record high orders, backlog, and visibility
- Leading market position
- Maintaining cash and strength of the balance sheet
- Initial restructuring completed
- Plan to return to profitability in 2023
- Key growth lever = TRIO platform





# ENABLING TECHNOLOGY THROUGH THIN-FILM DEPOSITION

Intevac is a global supplier for hard disk drive (HDD) manufacturing and a key enabler of process advancement with over 65% market share of media capacity

We are a customer-focused industry leader with teams and products that are deeply embedded with HDD suppliers; including 20+ year relationships with these customers

We are led by an experienced management team with a vision and strategy to deliver growth

We have a culture of innovation, and our new product development is focused on expanding into an attractive new market

We have 120+ patents issued or pending







### Japan (Distributor)

### China

### Malaysia

### Singapore

### Intevac Asia (Singapore)

Manufacturing & Engineering

#### Sales & Service

- 32,000 ft<sup>2</sup> Manufacturing facility
- Cleanroom (<1000 ppm)
- Center of Excellence for 200 Lean



# Drive market leadership in HDD

Continued engagement and partnership with key customers 100% of near-term capacity additions are on 200 Lean platform

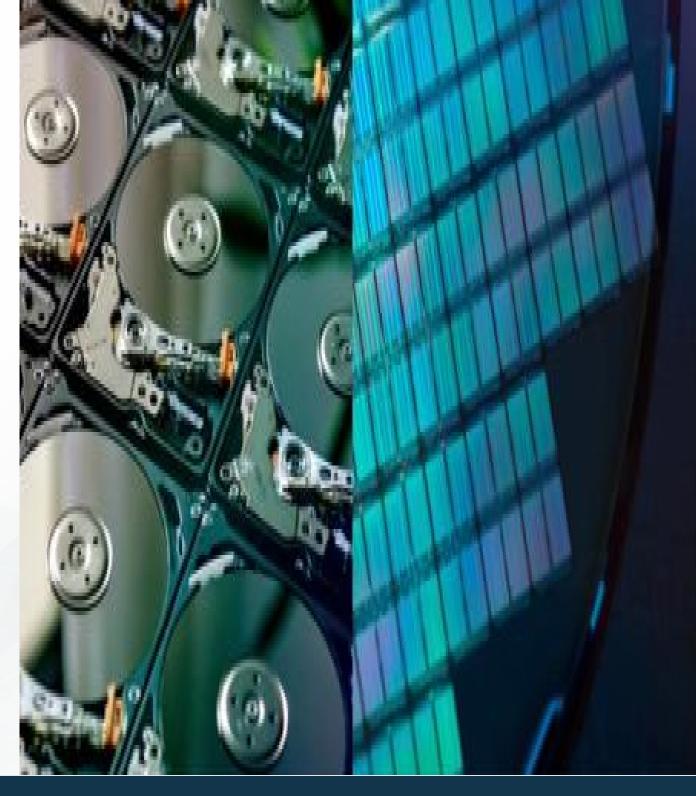
## Expand markets with new technologies

Leverage thin film technology to penetrate new markets

# Create opportunities that go beyond

Long-term investment in R&D Develop and acquire technologies

## Exit non-core activities



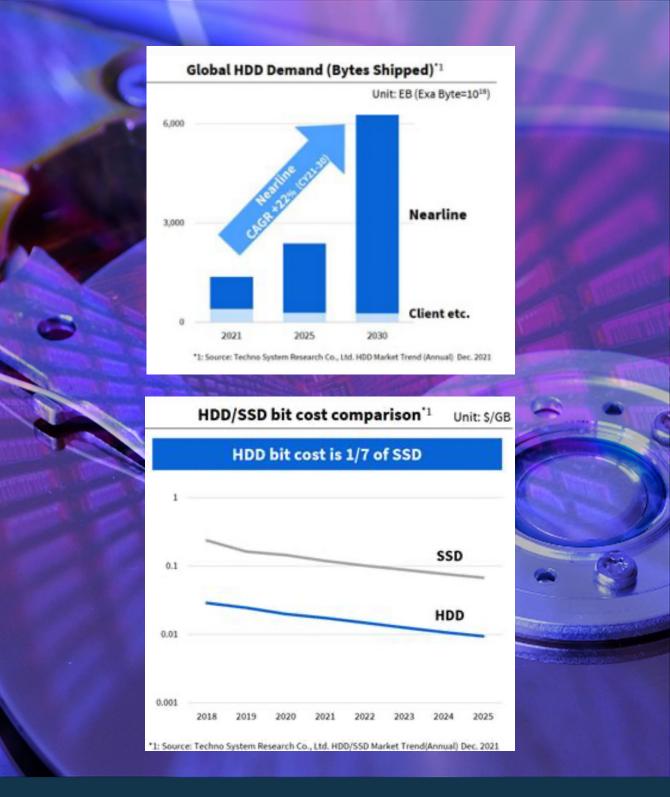


## HDD Media – Returning to a Growth Industry

### A market driven by mass-capacity drives

- Next major technology change underway
  - Intevac working in close partnership with customers on their heat- and energy-assisted media technology roadmaps
- Mass-capacity drive demand fueled by long-term growth in data center
- 5-year CAGR for nearline drive storage ~35% through 2022
  - 20-year CAGR of 22% through 2030
- Average nearline drive today exceeds 7 disks
  - Leading-edge nearline currently at 8 to 10 disks per drive
- ~85% of storage industry needs (in Exabytes) served by HDD over SSD
  - ✓ 7-to-1 advantage in cost per bit persists

### We are well positioned to take advantage of these trends

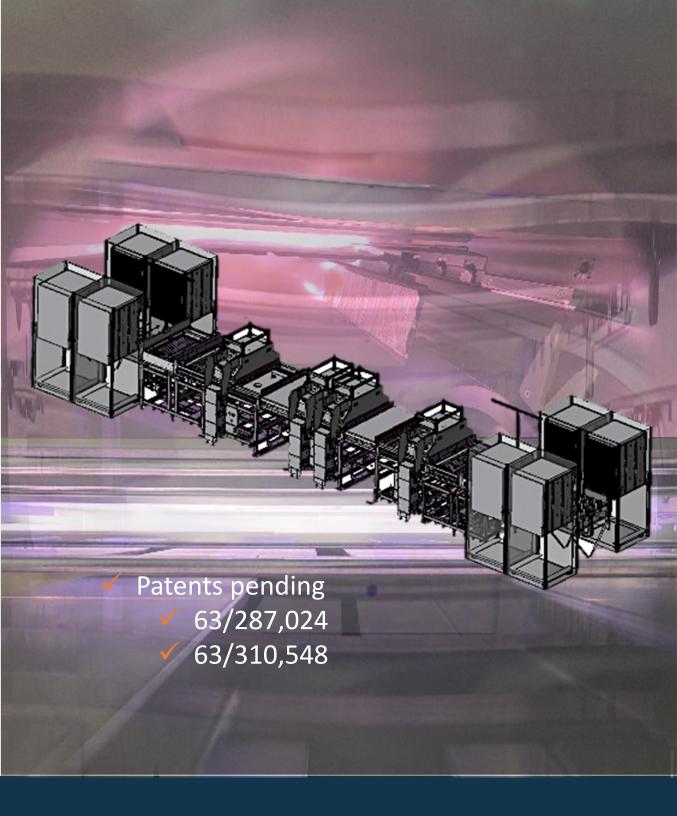




### All New Product : TRIO

Intevac has developed TRIO equipment that enables: Scratch resistant Anti Reflective Coating ("ARC")

- Leveraging technology from HDD experience
- Uniquely capable of depositing ultra-hard, high-durability coatings at very high throughputs
- Patents pending
- Cost-effective modular design
- Focused on attractive markets
- Enabling the next evolution of glass





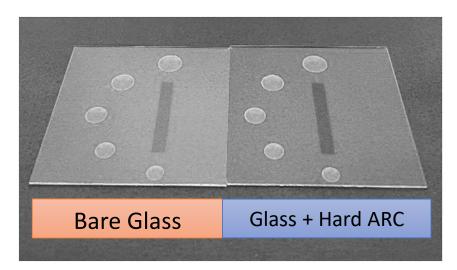
**All New Product** : Intevac Hard ARC Coating

#### **PROBLEM** to solve:

- Anti-Reflective Coatings scratch easily  $\checkmark$
- WHY Intevac Hard ARC:
- Engineered high-hardness stack seamlessly connected to ARC layers  $\checkmark$
- Intevac materials highly compatible with oleophobic coating
- Optimized for economical production on TRIO platform  $\checkmark$
- Multiple customer samples validated on TRIO test bed

# **Optical Test** >%T vs. visible spectrum

Enhanced optical transmission – enabling power benefits  $\checkmark$ 



## **Scratch Resistance Test**



Strong

Visibility

# **STRONG FOUNDATION & VISIBILITY FOR GROWTH**

### Industry Leader with \$100M Backlog <sup>(1)</sup>

2022 Guidance<sup>(2)</sup> of \$35M in revenue and gross margin of ~40%

Majority of \$70M 200 Lean system backlog to ship across 2H-2023 through 2025 timeframe

Expect modest HDD revenue growth in 2023 with growth accelerating in 2024 and 2025

Upside to \$200M four-year revenue forecast dependent on timing of next technology transition

Maintaining Strong Balance Sheet

\$110M Cash at Q2 end<sup>(1)</sup> (\$4.36 per Share)

Cash balance replenished with customer deposits received Q3 to date

No Debt

While making focused / incremental investments for growth

Expect year-end 2022 cash balance of at least \$115M<sup>(2)</sup>

> (1) As of July 2, 2022. (2) Outlook as of August 3, 2022 earnings call.

### Strong Financial Footing



(Thin-film Equipment, in \$M) \$120.0 \$100.0 \$80.0 \$60.0 \$40.0 EPS \$20.0 Ś-Q1 '21 Q2 '21 Q4 '21 Q1 '22 Q2 '22 Q3 '21 ■ Revenue (TFE) ■ Backlog

#### Q2 2022 Results

Revenue

Gross Margin

Order Backlog

**Total Cash** 

**Tangible Book Value** 

#### Q3 2022 Guidance

Revenue

Gross Margin

**Operating Expenses** 

#### Fiscal 2022 Guidance

Revenue

**Ending Cash** 

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\$9.3M

48%

\$100M

\$110M

\$125M

\$9.5M to \$10M

39 - 40%

~\$7.5M

(\$0.15 - \$0.17)

\$35M

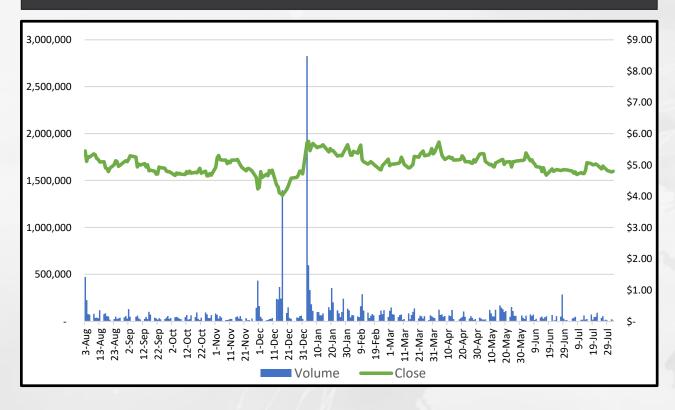
>\$115M



Analyst Coverage | Ticker Symbol / Market

# BENCHMARK PCS PARTNERCAP SECURITIES, LLC An affiliate of Partner Capital Group

### Share Performance



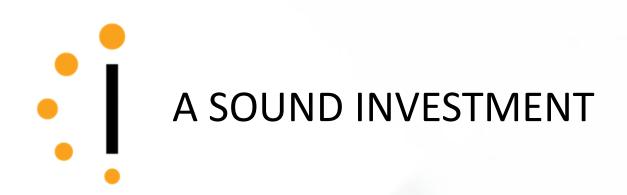
# Share Structur **Common Shares Outstanding** Dilutive Securities – Options & RSUs **Fully-Diluted Shares Outstanding** Share Price Market Capitalization **Total Cash & Investments** Debt **Deemed Enterprise Value**

(1) Common shares outstanding as of July 2, 2022. Share Price at August 2, 2022. Total Cash, Restricted Cash, and Investments as of July 2, 2022.



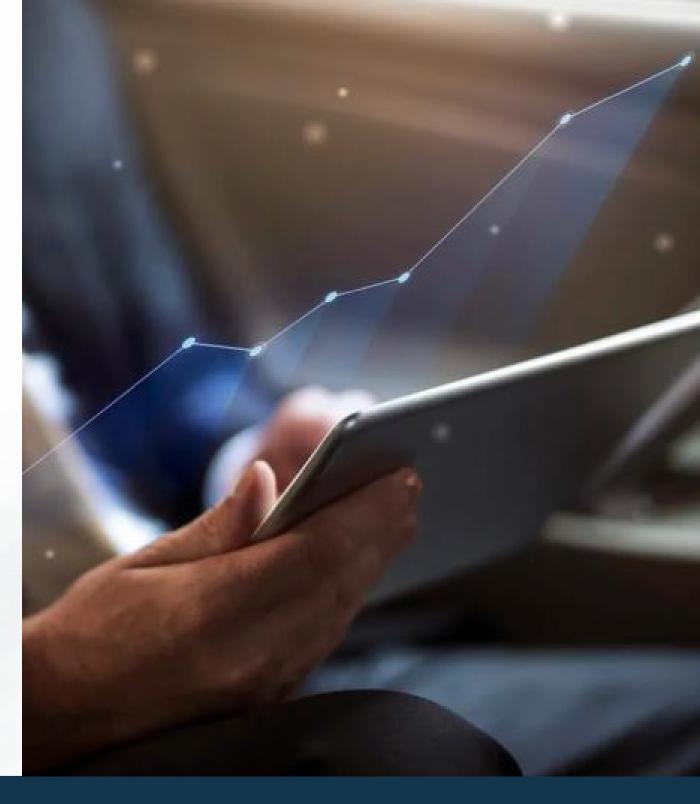


се <sup>(1)</sup>	
	25.3M
	0.4M
	25.7M
	\$4.79
2	\$123M
	\$110M
	\$0M
	\$13M



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# **THANK YOU**

Intevac.com | NASDAQ (IVAC) | ir.Intevac.com





# A SEASONED LEADERSHIP TEAM WITH IN-DEPTH EXPERIENCE IN THE HIGH-TECH INDUSTRIES





#### **Nigel Hunton PRESIDENT & CEO**

**30+ years** of executive experience in the semiindustry and other hightech sectors with a proven track record of increasing shareholder value and delivering results.

#### James Moniz **CHIEF FINANCIAL OFFICER**

**30+ years** of finance experience, extensive public company experience with 20+ years in senior executive roles.

### Sam Harkness **VP, TECHNOLOGY**

25+ years experience in coatings and materials science ,with a proven track record of driving technologies from laboratory to production.

#### John Dickinson **VP, OPERATIONS**

30 years of experience in engineering and operational leadership roles at some of the world's leading capital equipment companies, with particular expertise in the introduction of new technologies

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#### **Raymond Chan** SALES DIRECTOR

Experienced Global Sales and Account Manager with 25+ years of proven sales success driving incremental revenue growth in the semiconductor and HDD industry.

#### **Eng Hong Pay GM, ASIA**

25+ years of experience in managing operations in equipment manufacturing industry for HDD and Semi-con customers.



# **BOARD OF DIRECTORS**

A group of recognized and established technology and business leaders, well-positioned to support management





#### **David Dury INDEPENDENT CHAIR**

Industry veteran with executive management experience in semiconductor, disk drive, and software industries, followed by venture capital.

#### **Nigel Hunton PRESIDENT & CEO**

30+ years of executive experience in the semi-industry and other high-tech sectors with a proven track record of increasing shareholder value and delivering results.



## **INDEPENDENT DIRECTOR**

Wide industry experience in semi, display (touch screen) and mobile industries, currently serving as CEO of Ensurge Micropower ASA. Previously with Synaptics.



**INDEPENDENT DIRECTOR** 

Deep expertise in the design

and oversight of business

and financial processes,

including strategic planning,

stemming from her

extensive global technology

company experience.

#### Michele Klein **INDEPENDENT DIRECTOR**

Extensive semi industry experience, founded 4 technology start ups and led 2 optical inspection companies from inception to acquisition.

# TEVAC

#### Mark Popovich **INDEPENDENT DIRECTOR**

Coating industry expert and independent consultant to the semiconductor industry and is the former CEO of 3D **Glass Solutions.**