

# **Investor Presentation**

### **B** Riley Securities Summer Summit

August 19, 2021





### Forward-Looking Statements, Non-GAAP Financials and COVID-19

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#### COVID-19 Pandemic and Market Conditions Update

The COVID-19 pandemic and related economic repercussions have created, and are expected to continue to create, significant volatility, uncertainty, and turmoil in our industry. Government shutdowns and "social distancing" guidelines are, and will continue to, result in reduced factory capacity. In addition, an increase in direct costs within our factories associated with employee personal protective equipment ("PPE"), facility cleaning and layout changes, together with increases in logistics costs and employee labor costs, as well as other operating inefficiencies have resulted in, and may continue to result in, lower revenues and operating margins. The extent and duration of these impacts cannot be specifically quantified given the dynamic nature and breadth of the pandemic's impact on our operations and that of our customers and suppliers.



### **Ichor Overview**

# World's Leading Provider of Critical Fluid Delivery Subsystems and Components for Semiconductor Capital Equipment

- Gas and chemical delivery subsystems are key elements of process tools used in the manufacturing of semiconductor devices
- Over 20 years of operational history providing design, qualification, manufacturing and testing expertise to key OEMs throughout the product development cycle
- Global manufacturing footprint in the US, Malaysia, Singapore, Korea, Mexico and Scotland, with facilities strategically located in close proximity to key customers
- Headquartered in Fremont, California with approximately 2,000 full-time-equivalent employees globally
- Over \$IB in TTM revenues; Expecting a strong growth year in 2021





### **Investment Highlights**

Combining Revenue Outperformance and Increasing Profitability to Drive Earnings Leverage and Free Cash Flow

- Revenue growth outperforming the industry... Outpacing industry, peers and customers with 5-year CAGR of 26% vs. WFE growth of 13%<sup>(1)</sup>... 2020 revenues increased 47% YoY and strong growth expected for 2021
- Multiple drivers for continued revenue outperformance... Leveraged to largest growth segments within WFE; expanding product offerings and customer base; continued market share gains
- Expanding capabilities and SAM... Investments in R&D focused on driving increased IP content in proprietary products; strategic acquisitions added plastics, weldment and precision machining capability, as well as strategic foothold in South Korea adding ~\$2.5B to our SAM<sup>(2)</sup>
- Delivering strong earnings leverage... Increasing profitability through gross margin improvement and close control of opex to drive leverage to bottom line; EPS growing at 2x the rate of YoY revenue growth in 2020 and 2021 to date<sup>(3)</sup>

<sup>(3)</sup> Non-GAAP earnings per share excludes amortization of intangible assets, share-based compensation, non-recurring expenses and discrete tax items.



<sup>(1)</sup> CAGR calculated on 2015-2020 period; see following slide for data.

<sup>(2)</sup> Estimated 2020 SAM provided on slide 7.

### Revenue Growth Outperforming WFE and Primary Process Tool SAM



Mean of analyst and industry OEM estimates that have been updated since July 2021.
Gartner estimates through 2017; Needham estimates for 2018-2022 as of 7/28/21.
2021 and 2022 estimates represent Street analyst consensus as of 8/16/21.



# **Key Technology Transitions Driving Growth in Ichor SAM**

#### WFE Intensity Increasing<sup>(1)</sup>



#### Etch and Deposition Intensity Increasing<sup>(2)</sup>



#### 96L 128L 256L 64L 1921 NAND 10nm 7nm 5nm 3nm 4/16nm Foundry and Logic FinFET

#### (1) Semi. Industry revenues and WFE Estimates from UBS Research July 2021.

(2) Lam Research Analyst Day Presentation (March 2020), normalized to 1.0 at starting node.

(3) 2017 estimated EUV revenues: KeyBanc Research; 2018-2022E EUV market size: Evercore Research as of June 2021.

#### EUV Ramping<sup>(3)</sup>



- Geometries becoming far more complex
- Impact of defects magnified

5nm

- Requiring faster etch rates, more control, higher development and production costs
- Increased etch and deposition intensity at each node transition
- More fluid delivery content per system
- Increasing opportunity for EUV on key layers offers incremental gas delivery SAM



#### Proprietary

Gate-All-Around

## Expanding SAM of \$4B with Multiple Growth Opportunities

**Approx. 65% of WFE Market Requires Fluid Delivery Subsystems or Components** 

Established Position

Opportunity



Note: Represents company's estimated size of served markets in 2020.



## **Track Record of Successful M&A**





# **Growing Share of Semiconductor System Sales**

Ichor's Expanding Share (1) 3.9%



#### Multiple Drivers for Increasing Share of Industry Revenues

- ✓ Industry Trends
  - Increasing trend toward outsourcing
  - Increasing importance of etch and deposition
  - Advanced devices require more fluid delivery/content per tool

#### Ichor Execution

- Market share gains
- Accretive and complementary acquisitions
- Expanded product offerings
- Levered to etch and deposition
- Key role in EUV ramp

Represents Ichor's sales to its top 2 and top 3 customers combined, respectively, divided by their combined new semiconductor system sales.
2015 estimated WFE of \$32.4B vs. 2020 estimated WFE of \$60.6B.



4.0%

### **Key Financial Strategies**

#### **Outgrow the Industry**

Focus on semi: next-generation device nodes require more fluid delivery

Levered to etch, deposition and EUV

Market share gains; Continued trend toward outsourcing; Expand global footprint

Accretive and complementary M&A

#### **Drive Gross Margin Improvement**

Grow share in higher-margin components businesses e.g., Weldments and Precision Machining

Increase content of proprietary IP e.g., Next-Gen Gas Panel, Liquid Delivery Module

Drive incremental cost reduction programs

**COVID-**related costs to eventually resolve

Combined with Tight Control of OpEx to Drive Significant Earnings Leverage

Along with Capital-Efficient Business Model to Drive Significant Free Cash Flow



## **Quarterly Momentum at Top and Bottom Lines**



(1) Non-GAAP earnings per share excludes amortization of intangible assets, share-based compensation, non-recurring expenses and discrete tax items.

(2) EPS presented on a non-GAAP basis. Non-GAAP earnings per share excludes amortization of intangible assets, share-based compensation, non-recurring expenses and discrete tax items. (3) Based on guidance and outlook provided as of 8/3/21.



### **Target Model with Significant Operating Leverage**

(\$ in millions)

	Annual Results						
	2016	2017	2018	2019	2020	Q2 2021	Target Model
Gross Margin	16%	16%	17%	14%	15%	17%	19% - 20%
Operating Expenses	7%	6%	6%	8%	6%	6%	6%
Operating Margin	9%	11%	11%	6%	8%	11%	13 - 14%
EBITDA Margin	10%	11%	12%	8%	9%	12%	14%+
Net Margin	8%	10%	9%	5%	7%	9%	12%+

(1) Non-GAAP results and model reflect net income from continuing operations; excluding amortization of intangible assets, share-based compensation expense, tax adjustments related to those non-GAAP adjustments, tax benefits from acquisitions and non-recurring charges. Non-GAAP EBITDA is defined as Non-GAAP net income from continuing operations, excluding interest, non-GAAP income tax expense (benefit) and depreciation.



## **Strong Free Cash Flow Generation**

### **Prudent & Efficient Capital Deployment Strategy since IPO**

(\$ in millions)

\$196

\$92



(1) Pre-IPO cash balance as of Sept. 23, 2016

(2) Total increase in debt between Sept. 23, 2016 and June 25, 2021, less issuance & modification costs

(3) Total cash flow from operations between Q4 2016 and Q2 2021

(4) Net of employees' taxes paid by the company upon vesting of RSUs

(5) Cash as of June 25, 2021



# Conclusion

### Industry-Leading Execution of Strategic Objectives



