# ichor

# **Investor Presentation**

## D.A. Davidson Big Sky Technology Summit





Proprietary

# August 22, 2022

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

This Presentation and the accompanying oral presentation include "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, regarding Ichor Holdings, Ltd. and its subsidiaries ("Ichor" or the "Company"), its financial condition, its results of operations and the potential offering that reflect the Company's current views and information currently available. This information is, where applicable, based on estimates, assumptions and analysis that Ichor believes, as of the date hereof, provides a reasonable basis for the information contained herein. Forward-looking statements can generally be identified by the use of forward-looking words such as "may", "will", "would", could", "expect", "intend", "plan", "aim", "estimate", "target", "anticipate", "believe", "continue", "objectives", "outlook", "guidance" or other similar words, and include statements regarding Ichor's plans, strategies, initiatives, objectives, targets and future operating or financial performance. These forward-looking statements involve known and unknown risks, uncertainties and other factors (including those set forth under "Risk Factors" in Ichor's prospectus), many of which are outside the control of Ichor and its representatives. Actual results, performance or achievements may differ materially and potentially adversely from any projections and forward-looking statements and the assumptions on which those forward-looking statements are based. There can be no assurance that the information contained in this Presentation is reflective of future performance to any degree, and readers are cautioned not to place undue reliance on forward-looking statements as a predictor of future performance. All information in this Presentation speaks only as of the date hereof unless otherwise specified. Ichor undertakes no duty to update or revise the information contained herein, publicly or otherwise, whether as a result of new information, future events or otherwise. Forecasts and estimates regarding the Ichor's industry and end-markets are based on sources we believe to be reliable; however, there can be no assurance these forecasts and estimates will prove accurate in whole or in part.

This Presentation includes certain financial measures not presented in accordance with generally accepted accounting principles ("GAAP"), including, but not limited to, adjusted net income from continuing operations and certain ratios and other metrics derived therefrom. These non-GAAP financial measures are not measures of financial performance in accordance with GAAP and may exclude items that are significant in understanding and assessing Ichor's financial results. Therefore, these measures should not be considered in isolation or as an alternative to net income, cash flows from operations or other measures of profitability, liquidity or performance under GAAP. You should be aware that Ichor's presentation of these measures may not be comparable to similarly-titled measures used by other companies. Non-GAAP reconciliations are contained at the end of this document and in Ichor's SEC filings.

This Presentation also contains estimates and other statistical data made by independent parties relating to market size and growth and other industry data. These data involve a number of assumptions and limitations, and you are cautioned not to give undue weight to such estimates. The Company has not independently verified the statistical and other industry data generated by independent parties and contained in this presentation and, accordingly, it cannot guarantee their accuracy or completeness. In addition, projections, assumptions and estimates of its future performance and the future performance of the markets in which it competes are necessarily subject to a high degree of uncertainty and risk due to a variety of factors. These and other factors could cause results or outcomes to differ materially from those expressed in the estimates made by the independent parties.

### **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.

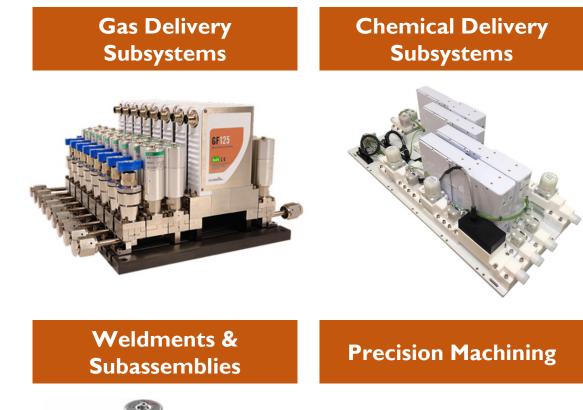




## **Ichor Overview**

## World's Leading Provider of Critical Fluid Delivery Subsystems 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 2,400 full-time-equivalent employees globally
- 2021 Revenues of \$1.1B and \$3.37 EPS<sup>(1)</sup>
- Expect Record Revenues and Earnings in 2022<sup>(2)</sup>







(1) Non-GAAP earnings per share excludes amortization of intangible assets, share-based compensation, non-recurring expenses and discrete tax items. (2) Outlook as of August 9, 2022 earnings call.





## **Investment Highlights**

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

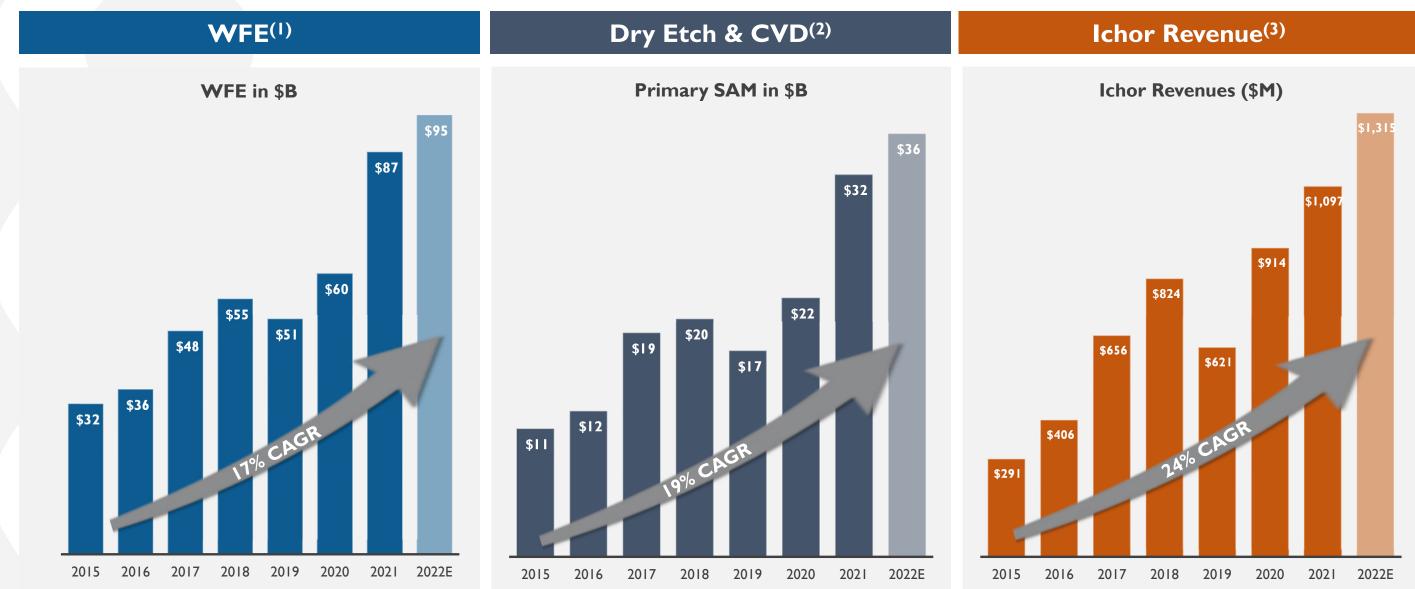
- **Revenue growth outperforming the industry...** 6-year revenue CAGR of 25% through 2021, outpacing industry, peers and customers... 7-year CAGR through 2022 expected to be 24% vs. annual WFE growth of 17%<sup>(1)</sup>...
- Multiple drivers for continued revenue outperformance... Leveraged to largest 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 add complementary products, expand regional presence, and contribute accretive margins to the operating model
- **Delivering strong earnings leverage...** Increasing profitability through gross margin improvement and close control of opex to drive leverage to bottom line... Net income grew at over 2x the rate of YoY revenue growth in 2020, and over 3x in  $2021^{(2)}$

(1) CAGR calculated on 2015-2022 period; see slide 5 for data.

<sup>(2)</sup> See appendix at the end of this document for reconciliations of Non-GAAP metrics.



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



(1) Mean of analyst and industry OEM estimates that are current as of August 10, 2022.

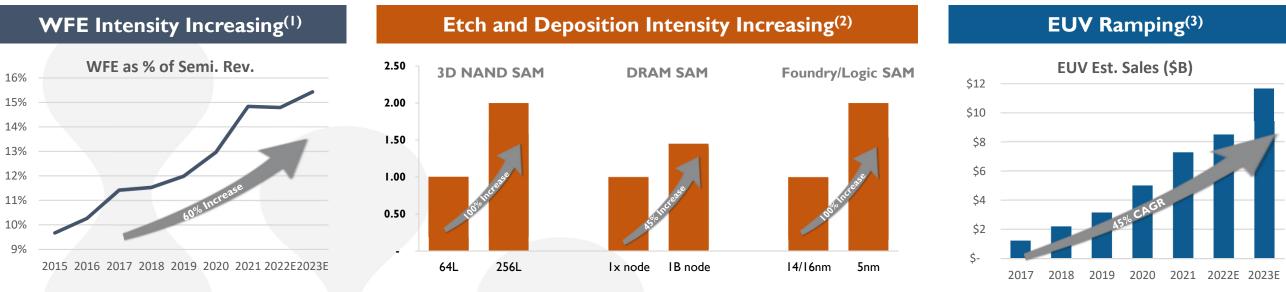
(2) Gartner estimates 2015-2016; Needham estimates for 2017-2022 as of July 18, 2022.

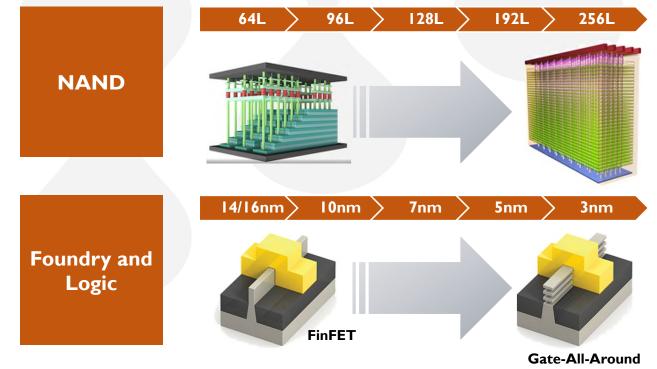
(3) 2022E represents Street analyst consensus as of August 10, 2022.





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





(1) Semi. industry revenues: estimates from UBS as of July 2022; WFE is average of current analyst estimates as of August 10, 2022. (2) Lam Research Analyst Day Presentation (March 2020), normalized to 1.0 at starting node. (3) 2017 estimated EUV revenues: KeyBanc Research; 2018-2023E EUV market size: Evercore Research as of August 10, 2022.

- Geometries becoming far more complex
- Impact of defects magnified
- 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



## **\$5B SAM Expands to \$7B+ with IMG Acquisition**

	Customer	Gas Delivery (\$1.8B)	Chemical Delivery (including LDM) (\$0.8B)	Sub-Assembly (Weldments) (\$1.3B pre-IMG)	Precision Machining (\$0.8B pre-IMG)	
U.S.						
	2					
Europa	3					
Europe	4					
S.	5					
Korea	6					
	7					
Japan	8					
	9					
Others						
Share (est.	2020):	~33%	<10%	<25%	<10%	<5%



IMG Acquisition Adds new SAM Verticals:

>\$1B SAM for Non-Semi Precision Machining

\$0.35B SAM for Brazing

\$0.23B SAM for LINACs

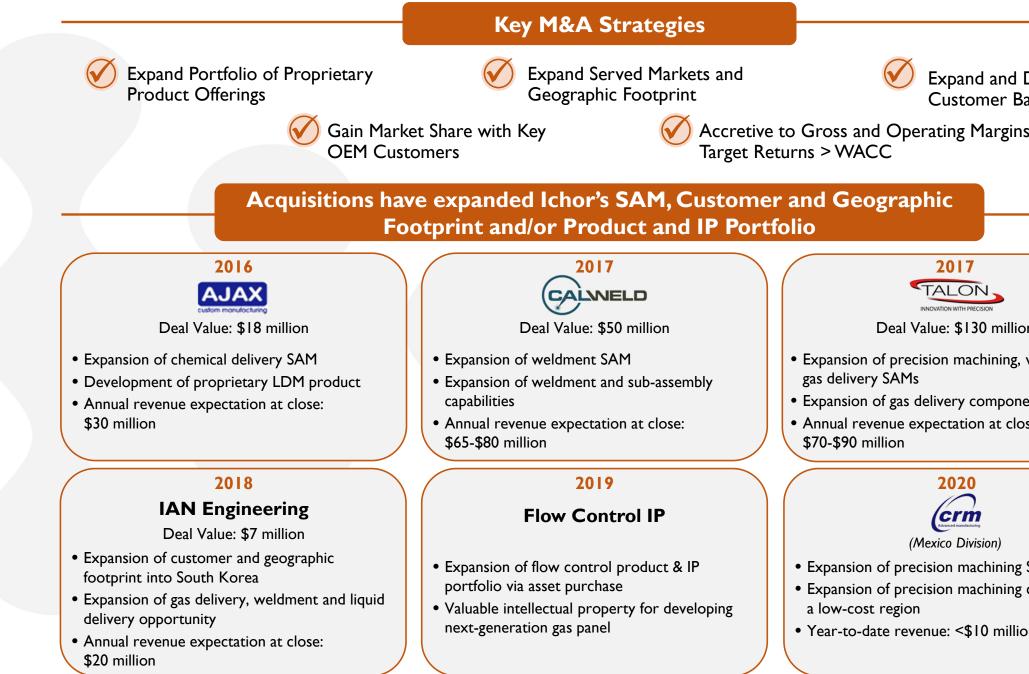
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# **Recent IMG Acquisition On Track for \$75-\$80M Revenues in 2022**





# Track Record of Successful M&A – Deals Prior to IMG



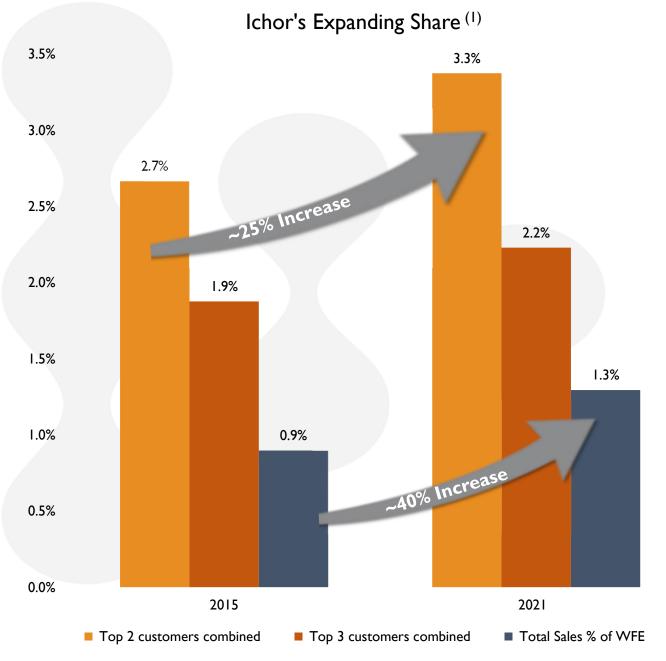
Note: Acquisition revenue contribution amounts for Cal-Weld, Talon Innovations and IAN Engineering based on expected annual revenue contributions as disclosed in transaction announcement press releases. Ajax revenue annualized based on \$20 million in revenue generated for the 8 months ended 12/31/16. CRM (Mexico Division) revenue based on year-to-date revenue as disclosed in transaction announcement press release.



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# **Growing Share of Semiconductor System Sales & WFE**

~65% of WFE Requires Fluid Delivery Subsystems & Components



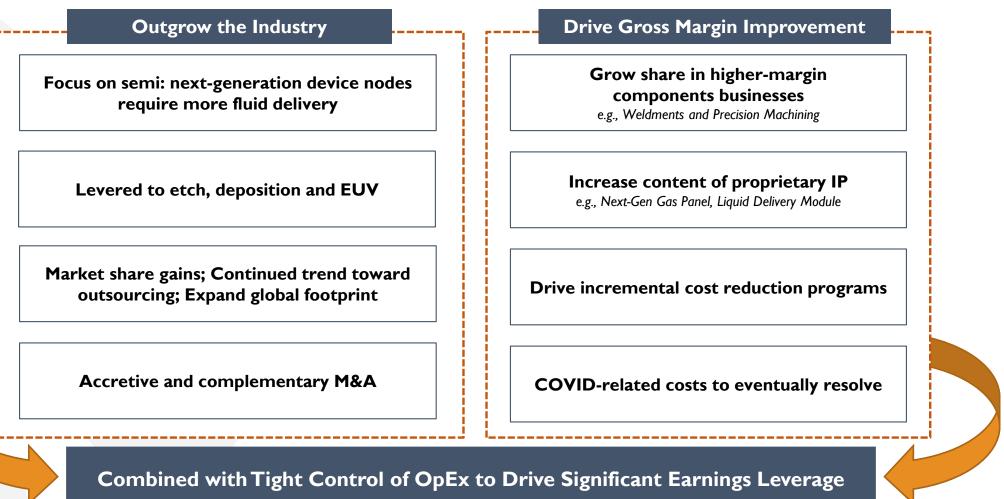
## **Multiple Drivers for Increasing Share of Industry Revenues**

- ✓ Industry Trends
  - Increasing trend toward outsourcing delivery/content per tool
  - Increasing importance of etch and deposition Advanced devices require more fluid
- $\checkmark$ Ichor Execution
  - Market share gains
  - Accretive and complementary acquisitions
  - Expanded product offerings
  - Levered to etch and deposition
  - Key role in EUV ramp

(1) Represents Ichor's sales to its top 2 and top 3 customers combined, respectively, divided by their combined new semiconductor system sales. (2) 2015 estimated WFE of \$32.4B vs. 2021 estimated WFE of \$86.5B.



# **Key Financial Strategies**



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



# Momentum at Top and Bottom Lines – Another Record Year Ahead

### Strong Revenue Growth Trajectory

- 47% growth in 2020
- 20% growth in 2021
- Another record year forecast for 2022<sup>(1)</sup>

### Demonstrating Earnings Leverage

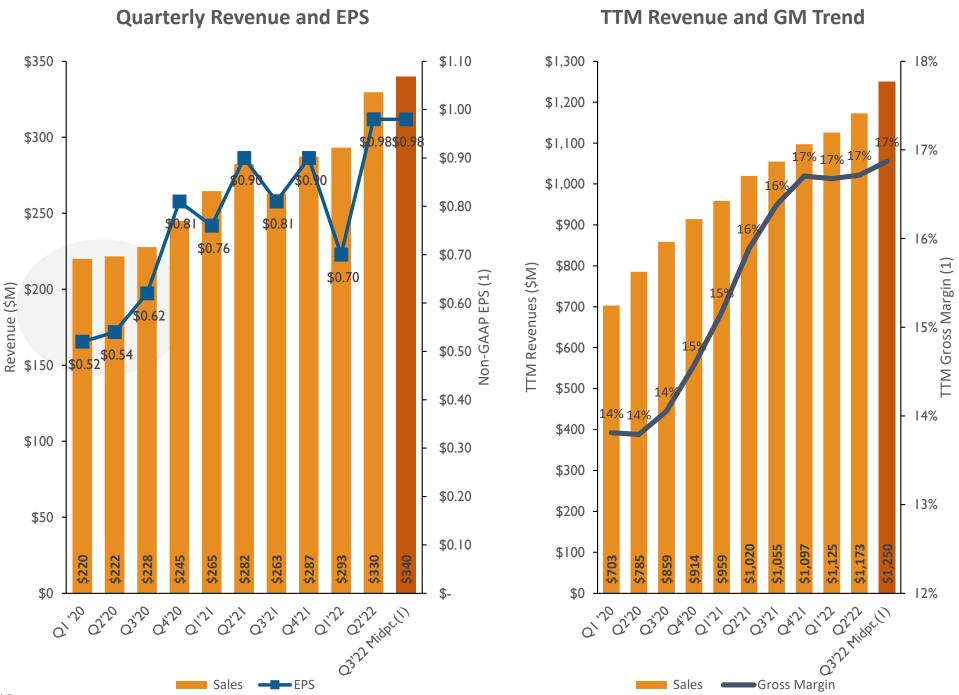
- Net income grew >3x revenue growth in 2021<sup>(2)</sup>
  - Gross Margin +210bp; Operating Margin +240bp
  - Net income growth of 65%; EPS growth of 34%

### Positive Outlook for 2H and FY2022<sup>(1)(2)</sup>

- Q3 revenue of \$320M \$360M
- Q3 EPS of \$0.85 \$1.11
- Continued sequential growth expected through 2022

### Strong Capital Position

- \$46M of Cash and \$306M Total Debt at July 1, 2022
- Refinanced and expanded credit agreement Oct. 2021
  - Debt/EBITDA <2x</p>
  - >\$90M Available on Revolving Credit Facility
  - Interest Expense ~\$3M/qtr



(1) Based on Q3 guidance and outlook provided as of August 9, 2022.

(2) See appendix at the end of this document for reconciliations of Non-GAAP metrics.





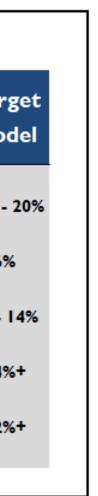
# **Target Model with Significant Operating Leverage**

Investing in Future Growth in 2022

			Annual	Results				
	2016	2017	2018	2019	2020	2021	Q2 2022	Tar Mo
Gross Margin	16%	16%	17%	14%	15%	17%	17%	19%
Operating Expenses	7%	6%	6%	8%	6%	6%	7%	6
Operating Margin	9%	11%	11%	6%	8%	11%	10%	13 -
EBITDA Margin	10%	11%	12%	8%	9%	12%	12%	14
Net Margin	8%	10%	9%	5%	7%	9%	9%	12

(1) See appendix at the end of this document for reconciliations of Non-GAAP metrics.





## Conclusion

## Industry-Leading Execution of Strategic Objectives





## **Appendix** Reconciliation of GAAP Gross Profit to Non-GAAP Gross Profit

Ichor Holdings, Ltd. GAAP to Non-GAAP Reconciliations	Τ			20	22						
(dollars in thousands, except per-share amounts)		2016	2017	2018	2019	2020		2021	Q1		Q2
Net sales	\$	405,747	\$ 655,892	\$ 823,611	\$ 620,837	\$ 914,236	\$ :	1,096,917	\$ 293,146	\$	329,560
GAAP gross profit Non-GAAP adjustments:	\$	65,395	\$ 100,761	\$ 136,137	\$ 86,364	\$ 124,892	\$	177,480	\$ 43,932	\$	55,461
Share-based compensation		20	118	608	705	991		1,384	551		451
Purchase accounting		_	5,230	4,839	_	_		1,652	2,492		_
Settlement loss		_	_	_	_	1,386		_	_		_
Facility shutdown costs		_	_	_	_	2,215		2,611	_		_
Other non-GAAP adjustments		_	 1,752	 116	 129	 3,743		106	 _		_
Non-GAAP gross profit	\$	65,415	\$ 107,861	\$ 141,700	\$ 87,198	\$ 133,227	\$	183,233	\$ 46,975	\$	55,912
Non-GAAP gross margin		16.1%	16.4%	17.2%	14.0%	14.6%		16.7%	16.0%		17.0%



## **Appendix** Reconciliation of GAAP Operating Expenses to Non-GAAP Operating Expenses

Ichor Holdings, Ltd. GAAP to Non-GAAP Reconciliations					20							
(dollars in thousands, except per-share amounts)		2016		2017	2018	2019	2020		2021	Q1		Q2
Net sales	\$	405,747	\$	655,892	\$ 823,611	\$ 620,837	\$ 914,236	\$ :	1,096,917	\$ 293,146	\$	329,560
GAAP operating expenses Non-GAAP adjustments:	\$	41,524	\$	54,581	\$ 72,172	\$ 71,387	\$ 83,340	\$	96,466	\$ 33,467	\$	30,665
Amortization of intangible assets		(7,015)		(8,880)	(15,369)	(13,015)	(13,365)		(14,918)	(5,349)		(4,655)
Share-based compensation	1	(3,196)		(2,112)	(6,969)	(7,832)	(8,884)		(10,089)	(2,346)		(3 <i>,</i> 058)
Facility shutdown costs	1	_		_	_	_	(248)		(385)	_		_
Settlement loss	1	_		_	_	_	_		_	(3,100)		_
Acquisition costs	1	_		_	_	_	_		(4,386)	(275)		(21)
Other non-GAAP adjustments		(2,988)		(6,103)	(1,611)	(2,679)	(3,438)		(392)	_		_
Non-GAAP operating expenses	\$	28,325	\$	37,486	\$ 48,223	\$ 47,861	\$ 57,405	\$	66,296	\$ 22,397	\$	22,931
Non-GAAP operating expenses, % of sales		7.0%		5.7%	5.9%	7.7%	6.3%		6.0%	7.6%		7.0%



## **Appendix** Reconciliation of GAAP Operating Income to Non-GAAP Operating Income

Ichor Holdings, Ltd. GAAP to Non-GAAP Reconciliations	Fiscal Year														
(dollars in thousands, except per-share amounts)	2016		2017		2018		2019		2020		2021		Q1		Q2
Net sales	\$ 405,747	\$	655,892	\$	823,611	\$	620,837	\$	914,236	\$ 1	1,096,917	\$	293,146	\$	329,560
GAAP operating income	\$ 23,871	\$	46,180	\$	63,965	\$	14,977	\$	41,552	\$	81,014	\$	10,465	\$	24,796
Non-GAAP adjustments:															
Amortization of intangible assets	7,015		8,880		15,369		13,015		13,365		14,918		5,349		4,655
Share-based compensation	3,216		2,230		7,577		8,537		9,875		11,473		2,897		3,509
Purchase accounting	_		5,230		4,839		_		_		1,652		2,492		_
Facility shutdown costs	_		_		_		_		2,463		2,996		_		_
Settlement loss	_		_		_		_		1,386		_		3,100		—
Acquisition costs	_		_		_		_		_		4,386		275		21
Other non-GAAP adjustments	2,988		7,855		1,727		2,808		7,181		498		_		_
Non-GAAP operating income	\$ 37,090	\$	70,375	\$	93,477	\$	39,337	\$	75,822	\$	116,937	\$	24,578	\$	32,981
Non-GAAP operating margin	9.1%		10.7%		11.3%		6.3%		8.3%		10.7%		8.4%		10.0%



# Appendix

## Reconciliation of GAAP Income Tax Expense to Non-GAAP Income Tax Expense

Ichor Holdings, Ltd. GAAP to Non-GAAP Reconciliations			2022										
(dollars in thousands, except per-share amounts)	2016		2017		2018	2019	2020		2021		Q1		Q2
GAAP income tax expense (benefit) Non-GAAP adjustments:	\$ (649)	\$	(13,886)	\$	(3,664)	\$ (6 <b>,</b> 454)	\$ (988)	\$	2,857	\$	810	\$	1,744
Tax adjustments related to non-GAAP adjustments Tax benefit from acquisitions	131 2,271		626 7,582		8,203 —	6,743	8,507 —		9,861 —		1,974 —		1,396 —
Tax benefit from re-characterizing intercompany debt to equity Tax benefit from release of valuation allowance	_		1,627			_	_		_		_		_
Tax impact from tax law change	 _		5,911		_	 _	 _	_	_		_		_
Non-GAAP adjustments to GAAP income tax expense (benefit)	2,402		15,746		12,343	6,743	8,507		9,861		1,974		1,396
Non-GAAP income tax expense	\$ 1,753	\$	1,860	\$	8,679	\$ 289	\$ 7,519	\$	12,718	\$	2,784	\$	3,140
Non-GAAP effective tax rate	5.3%	_	2.8%	_	10.4%	1.0%	11.3%		11.5%		12.1%		10.0%



## **Appendix** Reconciliation of GAAP Net Income to Non-GAAP Net Income

Ichor Holdings, Ltd. GAAP to Non-GAAP Reconciliations	Fiscal Year														2022				
(dollars in thousands, except per-share amounts)		2016		2017		2018		2019		2020		2021		Q1		Q2			
Net sales	\$	405,747	\$	655,892	\$	823,611	\$	620,837	\$	914,236	\$ :	1,096,917	\$	293,146	\$	329,560			
GAAP net income Non-GAAP adjustments:	\$	20,779	\$	56,915	\$	57,883	\$	10,729	\$	33,279	\$	70,899	\$	8,039	\$	<mark>21,</mark> 537			
Amortization of intangible assets Share-based compensation		7,015 3,216		8,880 2,230		15,369 7,577		13,015 8,537		13,365 9,875		14,918 11,473		5,349 2,897		4,655 3,509			
Purchase accounting Facility shutdown costs		-		5,230		4,839		-		2,463		1,652 2,996		2,492		-			
Settlement loss		_		_		_		_		1,386		-		3,100		-			
Acquisition costs Other non-GAAP adjustments		2,988		— 7 <i>,</i> 855		 1,727		2,808		7,181		4,386 498		275		21			
Loss on extinguishment of debt Gain on investment		-		(304)		(12.242)		-				737		- (1.074)		- (1.200)			
Non-GAAP adjustments to GAAP income tax expense (benefit) Non-GAAP net income	\$	(2,402) <b>31,596</b>	\$	(15,746) <b>65,060</b>	\$	(12,343) <b>75,052</b>	\$	(6,743) <b>28,346</b>	\$	(8,507) <b>59,042</b>	\$	(9,861) <b>97,698</b>	\$	(1,974) <b>20,178</b>	\$	(1,396) <b>28,326</b>			
Non-GAAP net margin Non-GAAP diluted EPS	\$	7.8% 1.31		9.9% 2.48	\$	9.1% 2.99	\$	4.6% 1.25		6.5% 2.52		8.9% 3.37	\$	6.9% 0.70		8.6% 0.98			
Shares used to compute diluted EPS:		24,189		26,218		25,128		22,767		23,460		28,979		29,023		29,043			



## **Appendix** Reconciliation of Non-GAAP Net Income to EBITDA

Ichor Holdings, Ltd. GAAP to Non-GAAP Reconciliations	Fiscal Year											20	)22		
(dollars in thousands, except per-share amounts)	2016		2017		2018		2019		2020		2021	Q1		Q2	
Net sales	\$ 405,747	\$	655,892	\$	823,611	\$	620,837	\$	914,236	\$	1,096,917	\$ 293,146	\$	329,560	
Non-GAAP net income Non-GAAP adjustments:	\$ 31,596	\$	65,060	\$	75,052	\$	28,346	\$	59,042	\$	97,698	\$ 20,178	\$	28,326	
Interest expense Non-GAAP income tax expense (benefit) Depreciation expense	4,370 1,753 2,482		3,277 1,860 3,629		9,987 8,679 7,695		10,647 289 8,854		8,727 7,519 10,881		6,451 12,718 11,074	1,532 2,784 3,966		2,063 3,140 4,424	
EBITDA	\$ 40,201	\$	73,826	\$	101,413	\$	48,136	\$	86,169	\$	127,941	\$ 28,460	\$	37,953	
EBITDA margin	9.9%		11.3%		12.3%		7.8%		9.4%		11.7%	9.7%		11.5%	



# lichor

# NASDAQ: ICHR



