

# **Investor Presentation**

QI 2022 Update



### 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 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**

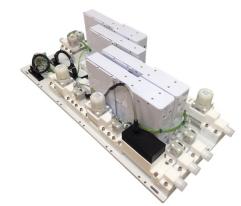
# World's Leading Provider of Critical Fluid Delivery Subsystems and Components for Semiconductor Capital Equipment

- 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 2,400 full-time-equivalent employees globally
- 2021 Revenues of \$1.1B and \$3.37 EPS(1)

Gas Delivery Subsystems







Weldments & Subassemblies

**Precision Machining** 





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



### **Investment Highlights**

# Combining Revenue Outperformance 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)

<sup>(2)</sup> Non-GAAP net income excludes amortization of intangible assets, share-based compensation, non-recurring expenses and discrete tax items.



<sup>(1)</sup> CAGR calculated on 2015-2022 period; see slide 6 for data.

### New M&A Announced November 2021 - IMG

### **Key M&A Strategies**



Expand Portfolio of Proprietary Product Offerings



Expand Served Markets and Geographic Footprint



Expand and Diversify Customer Base



Gain Market Share with Key OEM Customers



Accretive to Gross and Operating Margins; Target Returns > WACC

### **Transaction Highlights**

## About Mg

- Primary Market = Semiconductor
- Other Markets include Defense, Medical, Aerospace
  - Revenue Growth Outgrowing these Non-Semi End Markets
- Primary Product Offering = Precision Machining
- Second-Largest Business is E-Beam and Laser Welding
- Also Provides Brazing, Surface Treatment, Ceramic Metallization, Precious Metal Coatings
- Five CA Locations, HQ in Livermore

#### **Strategic Benefits**

- Brings Ichor Additional Value-Added
   Engineering and Manufacturing Capability
- Provides Additional Capacity for Growth
- Expands Our Portfolio of Higher-Margin Product Offerings
- Expands Our Served Markets
  - Both Semi and Non-Semi
- Expands and Diversifies Our Customer Base
- Brings Recurring Revenue to Our Model
- Accretive to Earnings and Operating Model

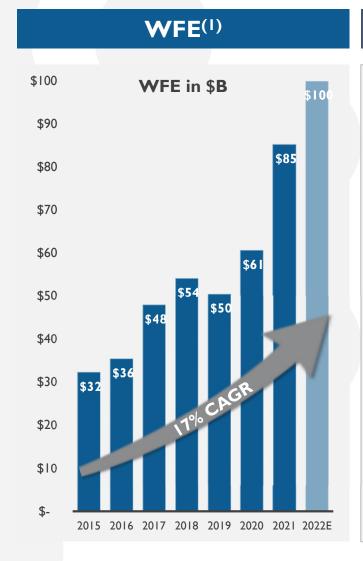
#### **Financial Impact**

- \$270M Purchase Price
- Funded by \$140M cash & securities on hand and \$130M in incremental borrowing (recently expanded credit facility)
- Closed in Q4 2021
- Annual Expected Contribution:
  - Revenues \$70-80M
  - EBITDA \$20-22M
  - EPS \$0.32-\$0.38
- Expected Impact on 2022 Profitability:
  - 100+ bp GM Increase
  - 40+bp Op. Margin Increase

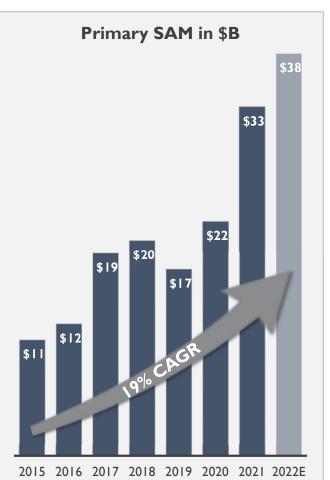
Note: Acquisition contribution amounts based on current industry activity levels and financial expectations on an annual basis, as disclosed in 11/16/2021 press release.



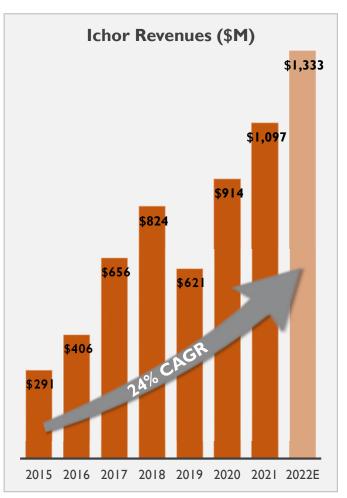
# Revenue Growth Outperforming WFE and Primary Process Tool SAM



### Dry Etch & CVD<sup>(2)</sup>



### Ichor Revenue (pre-IMG) (3)

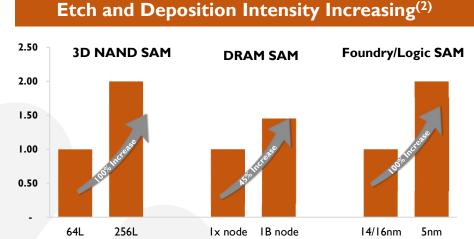


- (I) Mean of analyst and industry OEM estimates that have been updated since January 2022.
- (2) Gartner estimates 2015-2016; Needham estimates for 2017-2022 as of January 2022.
- (3) 2022E represents Street analyst consensus as of 2/15/2022.

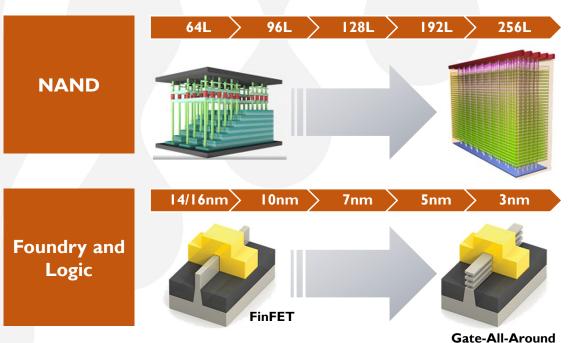


# **Key Technology Transitions Driving Growth in Ichor SAM**









- 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
- (1) Semi. industry revenues: estimates from Gartner as of 1/13/2022; WFE is average of analyst estimates updated since 1/13/2022.
- (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 2/5/2022.



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



		Served Markets and Market Opportunity (Semi)							
	Customer		Chemical Delivery (including LDM) (\$0.8B)	Sub-Assembly (Weldments) (\$1.3B pre-IMG)	Precision Machining (\$0.8B pre-IMG)	Other Components (\$0.2B)			
U.S.									
	2								
Europe	3								
	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

8

**IMG** Acquisition Adds to Semi SAM:

+\$0.2B E-Beam / Laser +\$0.6B Medium-Format
Welding Precision Mach.



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

### **Key M&A Strategies**



Expand Portfolio of Proprietary Product Offerings



Expand Served Markets and Geographic Footprint



Expand and Diversify Customer Base



Gain Market Share with Key OEM Customers



Accretive to Gross and Operating Margins; Target Returns > WACC

Acquisitions have expanded Ichor's SAM, Customer and Geographic Footprint and/or Product and IP Portfolio

#### 2016



Deal Value: \$18 million

- Expansion of chemical delivery SAM
- Development of proprietary LDM product
- Annual revenue expectation at close:
   \$30 million

#### 2017



Deal Value: \$50 million

- Expansion of weldment SAM
- Expansion of weldment and sub-assembly capabilities
- Annual revenue expectation at close:
  \$65-\$80 million

# 2017

Deal Value: \$130 million

- Expansion of precision machining, weldment and gas delivery SAMs
- Expansion of gas delivery component IP portfolio
- Annual revenue expectation at close:
   \$70-\$90 million

#### 2018

#### **IAN Engineering**

Deal Value: \$7 million

- Expansion of customer and geographic footprint into South Korea
- Expansion of gas delivery, weldment and liquid delivery opportunity
- Annual revenue expectation at close:
   \$20 million

#### 2019

#### Flow Control IP

- Expansion of flow control product & IP portfolio via asset purchase
- Valuable intellectual property for developing next-generation gas panel

#### 2020



(Mexico Division)

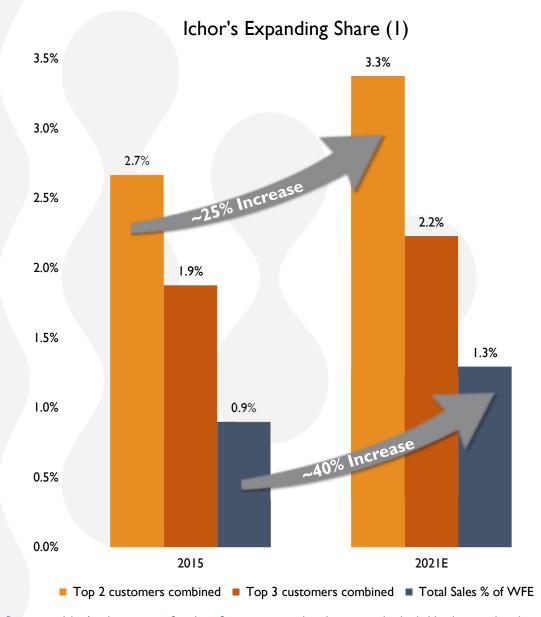
- Expansion of precision machining SAM
- Expansion of precision machining capabilities in a low-cost region
- Year-to-date revenue: <\$10 million

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.



# **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
- 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

- (I) 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 \$85.3B.



# **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**

# ■ YoY Revenue Growth of 20% in 2021 after 47% growth in 2020<sup>(2)</sup>

- Gross Margin +210bp<sup>(2)</sup>
- Operating Margin +240bp<sup>(2)</sup>
- Net income growth of 65%<sup>(2)</sup>

### Strong Earnings Leverage<sup>(2)</sup>

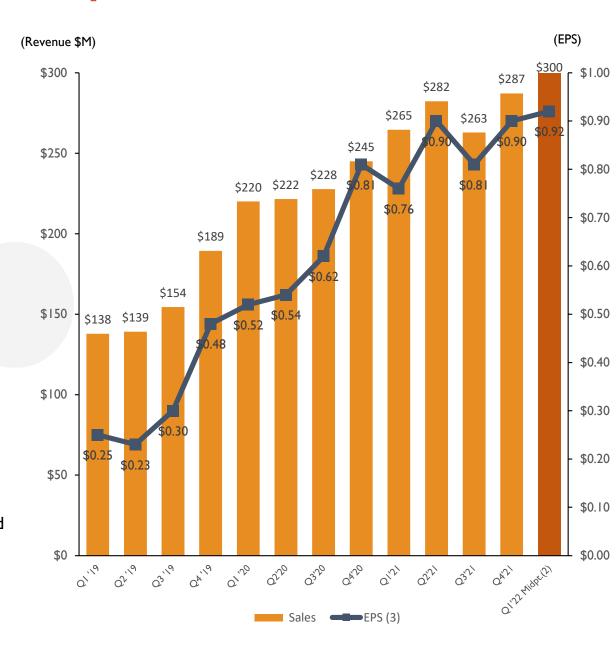
- EPS grew at 2x revenue growth in 2020
- Net income grew >3x revenue growth in 2021
- EPS growth of 34% in 2021 reflects higher share count

#### Positive Outlook for Q1 and FY2022<sup>(1)</sup>

- Q1 revenue of \$280M \$320M
- Q1 EPS of \$0.80 \$1.04
- Continued sequential growth exp. through 2022

#### Strong Balance Sheet

- \$75M of Cash as of Dec. 31, 2021
- Total Debt of \$295M as of Dec. 31, 2021; refinanced and expanded in October
  - Debt/EBITDA ~1.6x
  - Interest Expense ~\$1.5M/qtr



<sup>(2)</sup> Non-GAAP earnings exclude amortization of intangible assets, share-based compensation, non-recurring expenses and discrete tax items.



<sup>(1)</sup> Based on Q1 guidance and outlook provided as of 2/8/2022.

# Target Model with Significant Operating Leverage

(\$ in millions)

	2016	2017	2018	2019	2020	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%+

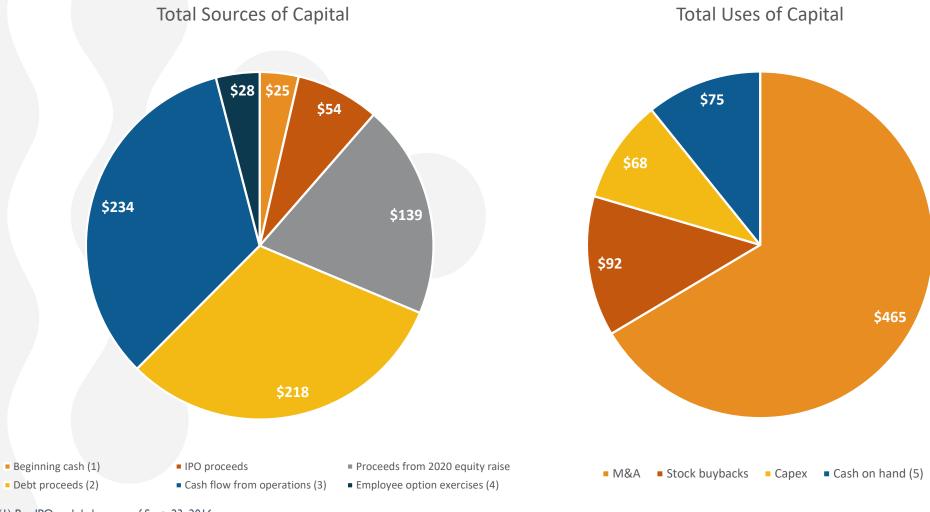
<sup>(</sup>I) Non-GAAP results and model reflect net income from continuing operations; excluding amortization of intangible assets, share-based compensation expense, tax adjustments related to those non-GAAP adjustments, tax benefits from acquisitions and non-recurring charges. Non-GAAP EBITDA is defined 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)





<sup>(2)</sup> Total increase in debt between Sept. 23, 2016 and Dec. 31, 2021, less issuance & modification costs

<sup>(5)</sup> Cash as of Dec. 31, 2021

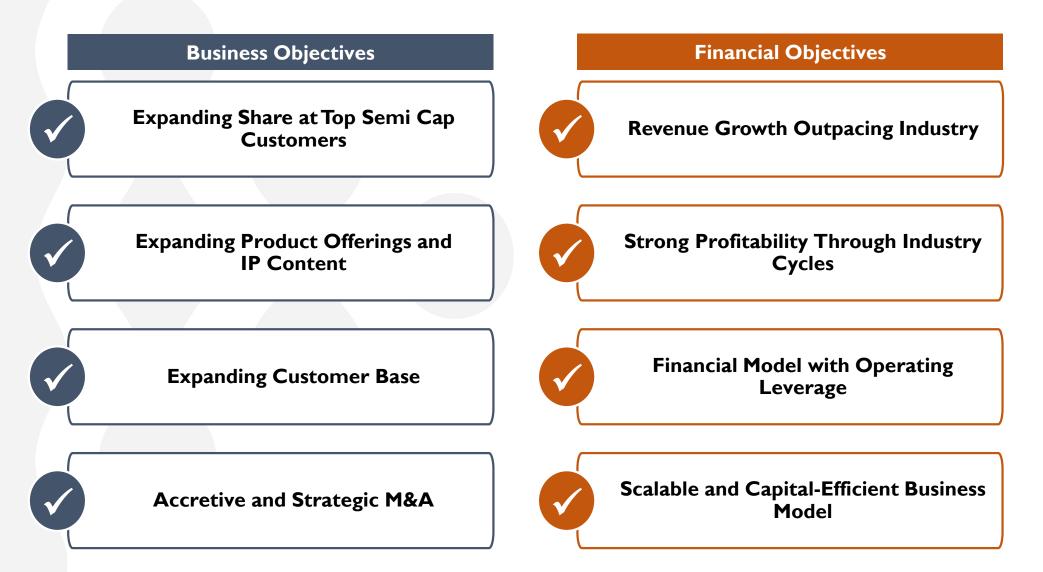


<sup>(3)</sup> Total cash flow from operations between Q4 2016 and Q4 2021

<sup>(4)</sup> Net of employees' taxes paid by the company upon vesting of RSUs

### Conclusion

### **Industry-Leading Execution of Strategic Objectives**







# NASDAQ: ICHR

**Proprietary** 



16