

## **Investor Presentation**

### **UBS Global TMT Virtual Conference**

December 6<sup>th</sup>, 2021





#### 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 lchor'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 lchor's presentation of these measures may not be comparable to similarly-titled measures used by other companies. Non-GAAP reconciliations are contained in lchor'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
- Expecting \$1.1B in Total Revenues and \$3.37 in EPS for 2021<sup>(1)</sup>



(1) Based on guidance and outlook provided as of 11/2/21. Non-GAAP earnings per share excludes amortization of intangible assets, share-based compensation, non-recurring expenses and discrete tax items. Does not include impact of recent IMG acquisition.



### **Investment Highlights**

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

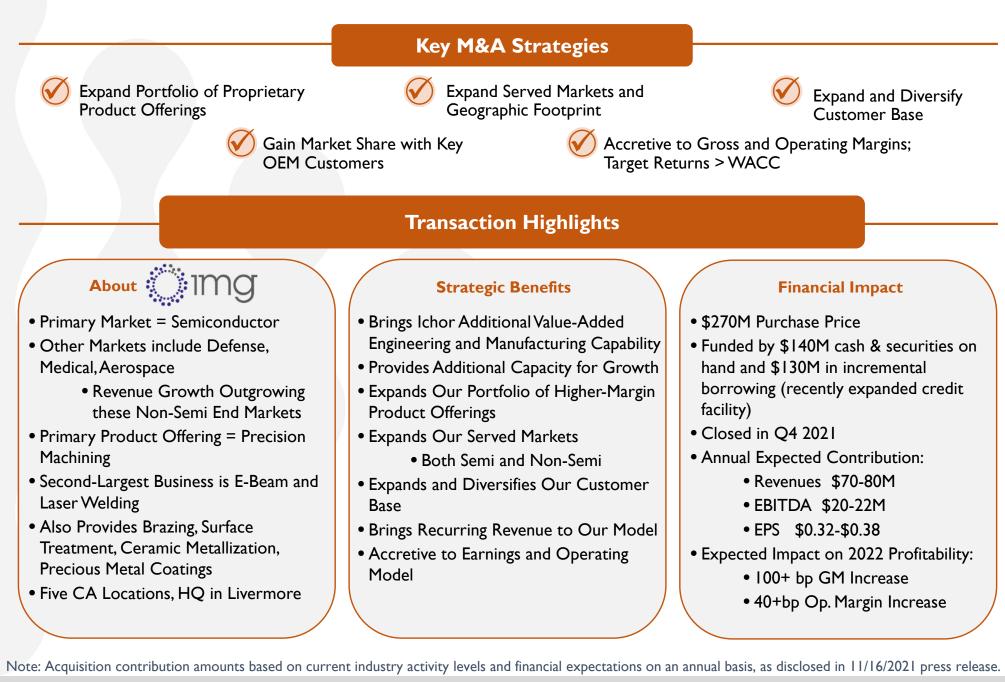
- Revenue growth outperforming the industry... 5-year revenue CAGR of 26% through 2020, outpacing industry, peers and customers... 7-year CAGR through 2022 expected to be 23%+ vs. annual WFE growth of 16%<sup>(1)</sup>...
- Multiple drivers for continued revenue outperformance... Leveraged to largest 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 growing at over 2x the rate of YoY revenue growth in 2020 and 2021<sup>(2)</sup>

(1) Before IMG acquisition. CAGR calculated on 2015-2020 period; see slide 6 for data.

(2) Based on 2020 actual and 2021 YTD results and outlook provided as of 11/2/2021. Non-GAAP net income excludes amortization of intangible assets, share-based compensation, non-recurring expenses and discrete tax items.

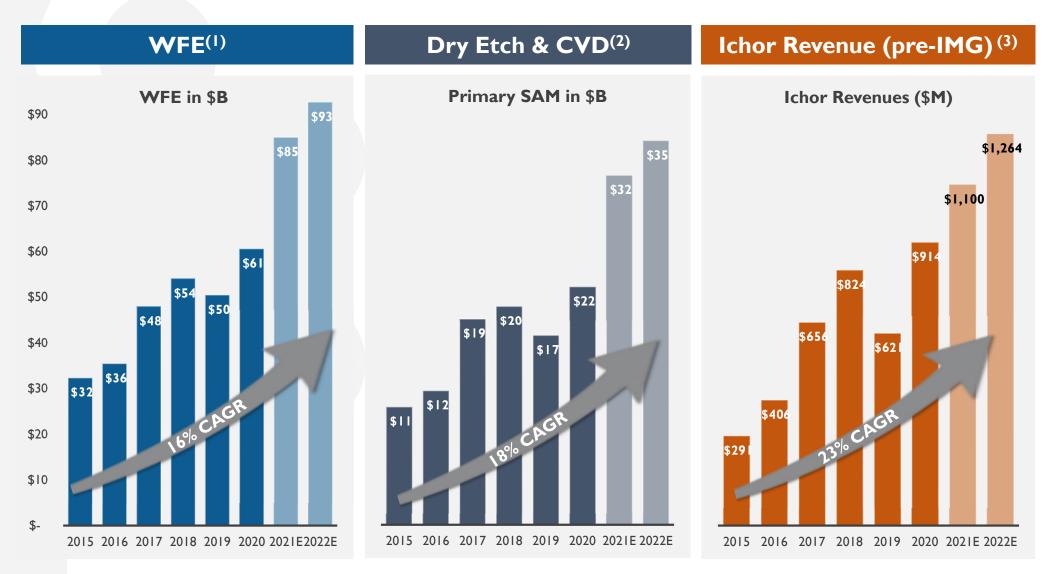


### New M&A Announced November 2021 - IMG





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



(1) Mean of analyst and industry OEM estimates that have been updated since 10/20/2021.

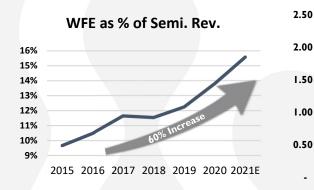
(2) Gartner estimates 2015-2016; Needham estimates for 2017-2022 as of 11/19/2021.

(3) 2021E represents midpoint of Q4 guidance as of 11/2/2021; 2022E represents Street analyst consensus as of 11/3/2021. Does not include impact of IMG acquisition.

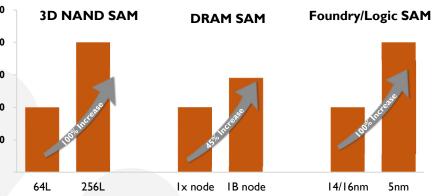


### **Key Technology Transitions Driving Growth in Ichor SAM**

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



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

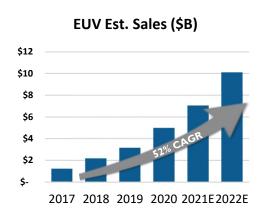


#### 96L 128L 256L 64L 1921 NAND 10nm 7nm 5nm 3nm 4/16nm Foundry and Logic FinFET

Gate-All-Around (1) Semi. industry revenues - estimate from Evercore as of 10/29/2021; WFE is average of estimates updated since 10/20/2021. (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 October 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



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

**Established Position** 

Opportunity

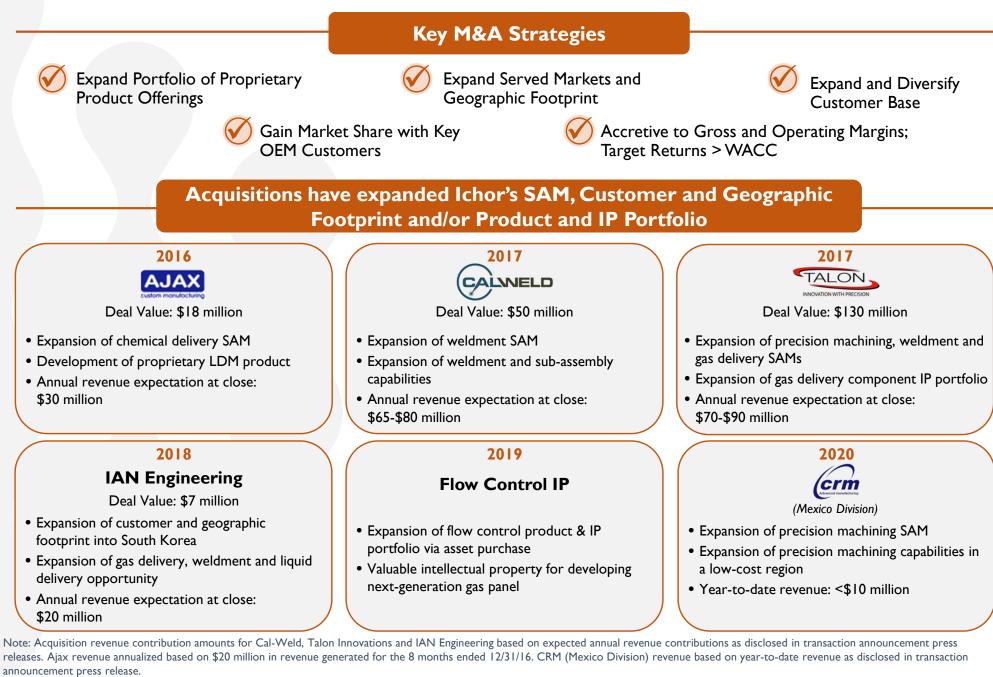


IMG Acquisition Adds to Semi SAM: +\$0.2B E-I

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



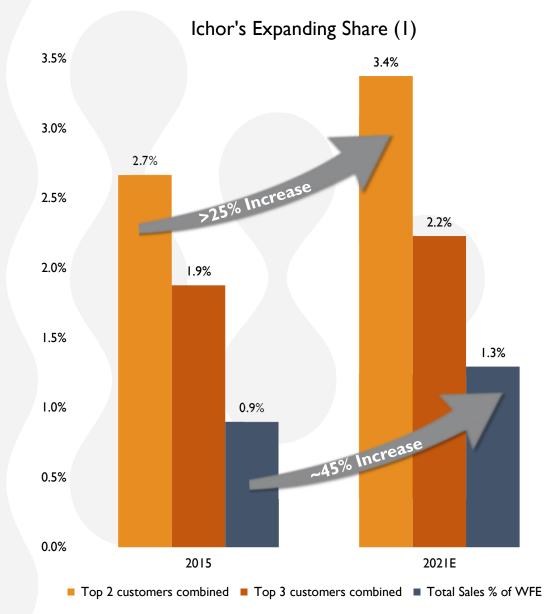
### Track Record of Successful M&A – Deals Prior to IMG





### **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

(1) Represents Ichor's sales to its top 2 and top 3 customers combined, respectively, divided by their combined new semiconductor system sales. Not inclusive of IMG acquisition. (2) 2015 estimated WFE of \$32.4B vs. 2021 estimated WFE of \$85B.



### **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

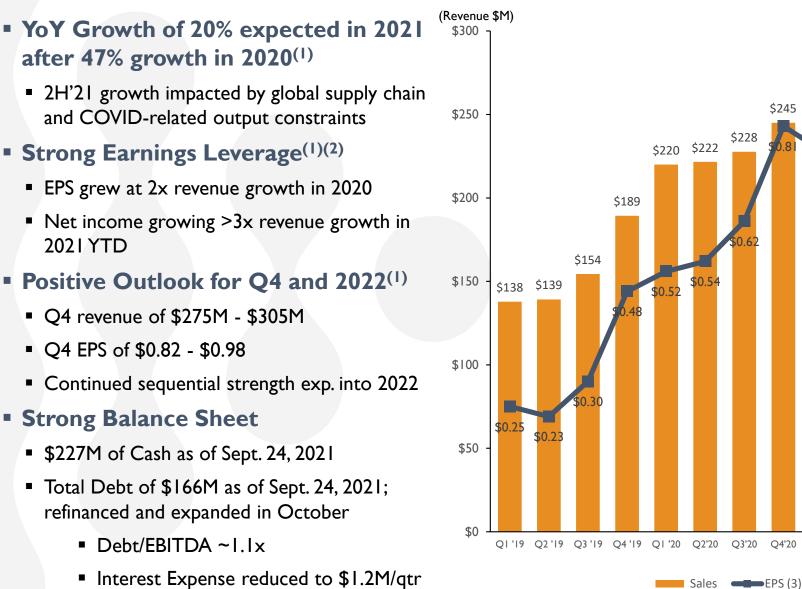
**COVID-**related costs to eventually resolve

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**



\$290 r \$1.00 \$282 \$265 \$263 \$0.90 \$245 \$0.80 \$228 \$0.8 \$0.76 \$0.70 \$0.60 \$0.50 \$0.40 \$0.30 \$0.20 \$0.10 \$0.00 Q3'20 Q4'20 Q1'21 Q2'21 Q3'21 Q4'21 Midpt.(2)

(1) Based on Q4 guidance and outlook provided as of 11/2/2021. Does not include impact of IMG acquisition (closed Q4).

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



(EPS)

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

(\$ in millions)

|                    | Annual Results |      |      |      |      |       |                    |
|--------------------|----------------|------|------|------|------|-------|--------------------|
|                    | 2016           | 2017 | 2018 | 2019 | 2020 | 2021E | Target<br>Model    |
| Gross Margin       | 16%            | 16%  | 17%  | 14%  | 15%  | 17%   | 1 <b>9</b> % - 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%+               |

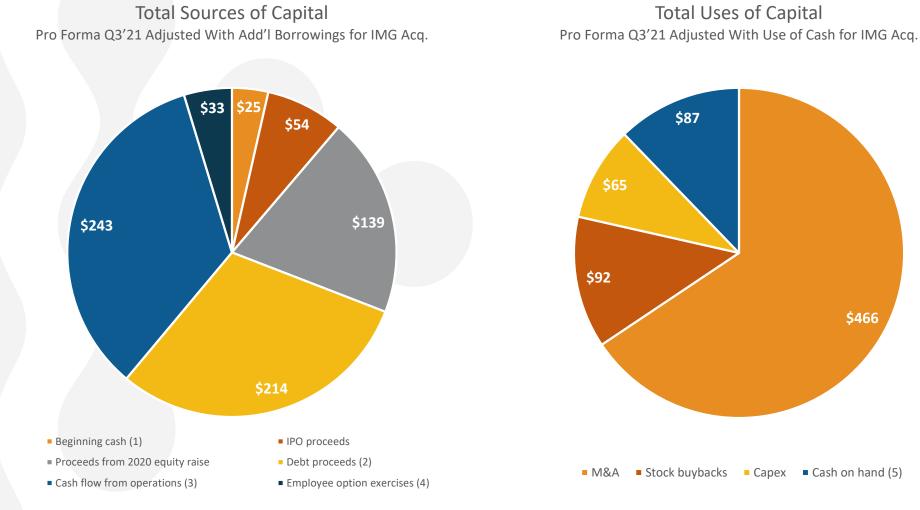
(1) Non-GAAP results and model reflect net income from continuing operations; excluding amortization of intangible assets, share-based compensation expense, tax adjustments related to those non-GAAP adjustments, tax benefits from acquisitions and non-recurring charges. Non-GAAP EBITDA is defined as Non-GAAP net income from continuing operations, excluding interest, non-GAAP income tax expense (benefit) and depreciation. 2021E results based on midpoint of Q4 guidance provided as of 11/2/2021. Does not include impact of IMG.



### **Strong Free Cash Flow Generation**

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

(\$ in millions)

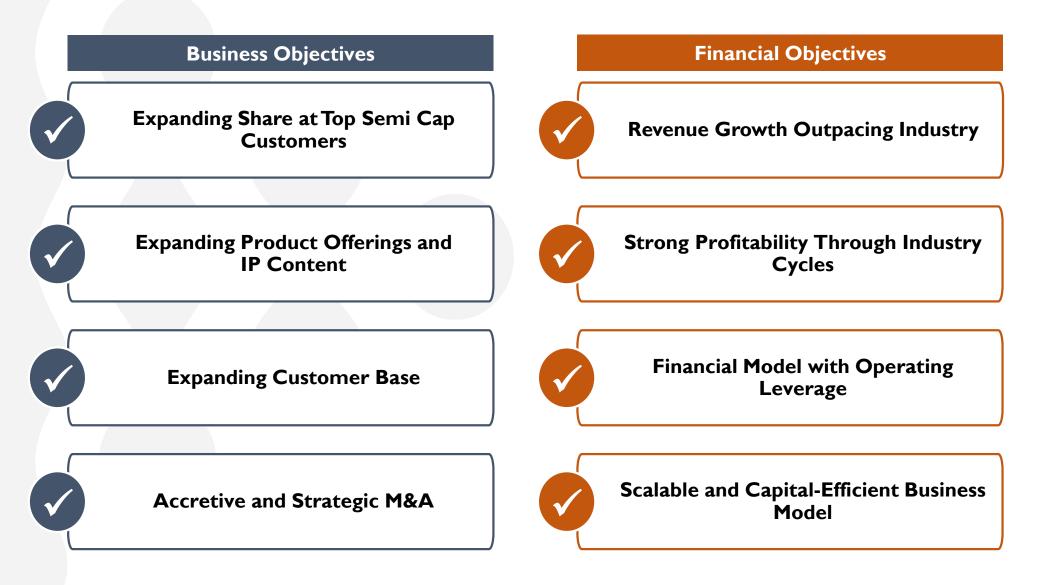


- (1) Pre-IPO cash balance as of Sept. 23, 2016
- (2) Total increase in debt between Sept. 23, 2016 and September 24, 2021, less issuance & modification costs, plus est. \$130M add'l Credit Facility borrowings for IMG acquisition
- (3) Total cash flow from operations between Q4 2016 and Q3 2021
- (4) Net of employees' taxes paid by the company upon vesting of RSUs
- (5) Cash as of September 24, 2021, less est. \$140M used for IMG acquisition



### Conclusion

#### Industry-Leading Execution of Strategic Objectives







# NASDAQ: ICHR

