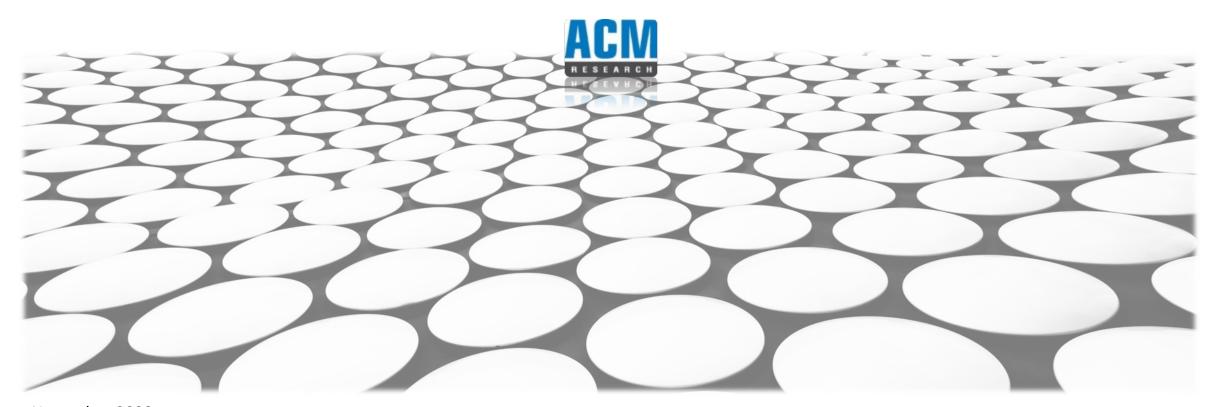


# ADVANCED PRODUCTION TOOLS FOR LEADING EDGE IC FABS

**Advanced wafer cleaning technologies** 



November 2023

#### **DISCLOSURES**

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#### **ACM** Research at a Glance



- Multi-product supplier of semiconductor capital equipment to leading global semiconductor manufacturers
- **Differentiated technology** improves customer production processes with better yields and reduced chemical consumption
- More than 448 patents issued in the U.S., China, Japan, Singapore, South Korea and Taiwan as of 12/31/22
- **State-of-the-art production facilities** in Chuansha & ZhangJiang, Shanghai; construction in process for new R&D and production center in Lingang, Shanghai
- **Headquartered in Fremont, CA** with more than 1,200 employees globally as of 12/31/22

#### Cleaning

Flagship (SAPS, TEBO, Tahoe)



Semi-Critical



thu C	



#### ECP, Furnace & Other

Ultra ECP ap



Ultra Fn Furnace



#### **NEW Products: Track and PECVD**

Track

PECVD





#### Advanced Packaging & Other

Scrubbers, coaters, developer tools, plating tools, wet stripping, wet etching and stress-free polishing systems, and other parts and services

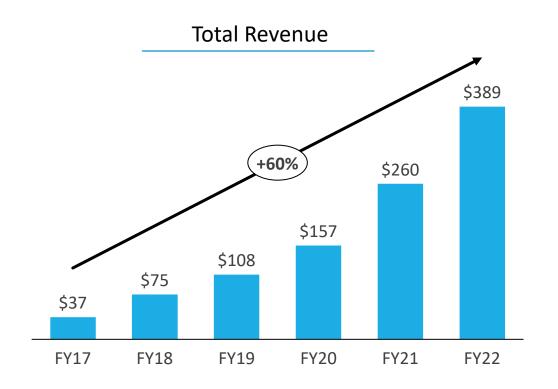


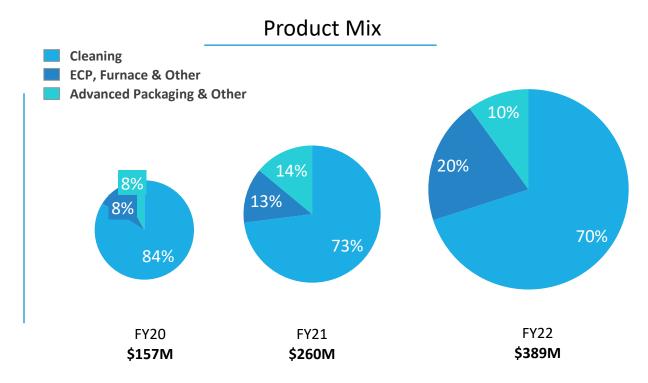




# **Financial Highlights**

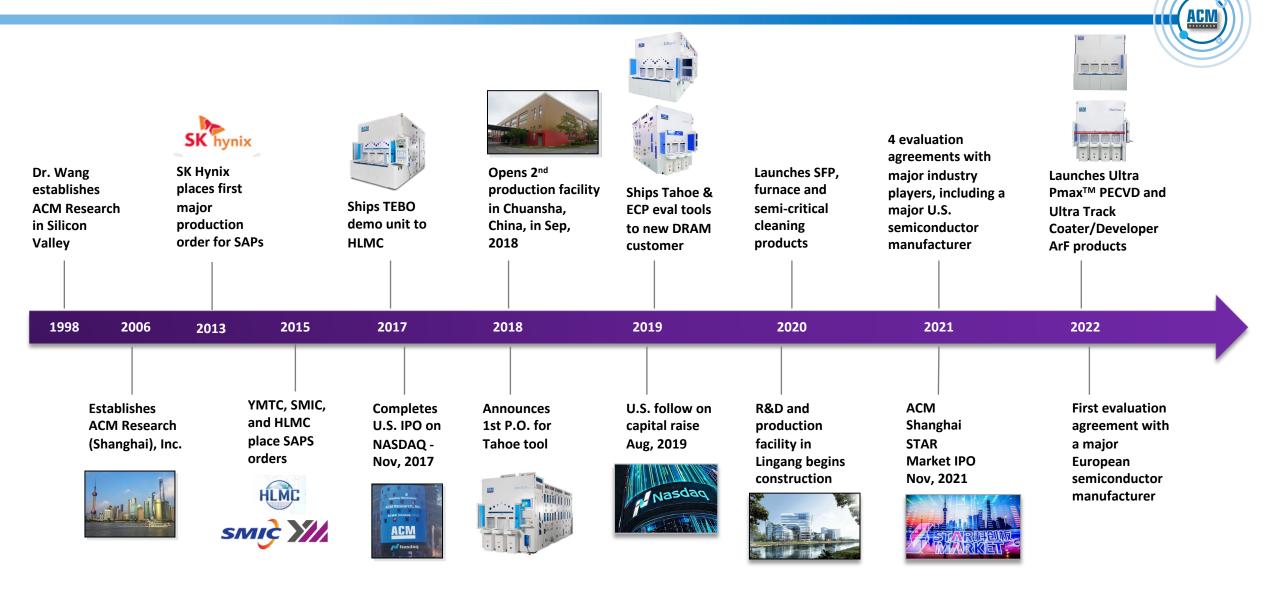






- 1. Cleaning: Single wafer cleaning, Tahoe and semi-critical cleaning equipment
- 2. ECP, Furnace & Other: ECP (front-end and packaging), furnace and other technologies
- 3. Advanced Packaging & Other: Advanced Packaging (excluding ECP), services & spares

# **History of Innovation and Customer Design Wins**



# **Global Semiconductor Capital Equipment Supplier**







Shanghai R&D Center (Zhangjiang)



Shanghai Asia-Pacific Manufacturing Center >200,000 ft² (Chuansha)



Planned >1.4 million ft<sup>2</sup> (Lingang)

#### **Tier 1 Customer Base**



#### **Front-End Customers**



- One of the leading advanced foundries in China
- ACM Research 2022 Revenue %: 18% (primarily Foundry / Logic)



- Mainland China's largest foundry
- Tier-one customers include Qualcomm, Broadcom and Texas Instruments
- 7 strategically located fabs in China
- Building 3 12-inch fabs in China (1)
- SMIC Shenzhen entered into production by the end of 2022 (1)
- ACM Research 2022 Revenue %: 15%



- Major new entrant into NAND flash and DRAM industry
- Innovative Xtacking 2.0 unleashes potential of 3D NAND (2)
- ACM Research 2022 Revenue %: 10% (primarily 3D NAND)

#### **Back-End Customers**



- One of the largest bumping houses in China and leading WLCSP production base
- Subsidiary of OSAT company JCET
- Owns one of the most advanced packaging technology R&D service platforms<sup>(3)</sup>
- Global customer base with exposure to the U.S., Western Europe and Asia



- New China-based entrant to DRAM industry
- ACM Research 2022 Revenue %: <10%</li>



- Global market leader in memory (DRAM & NAND) semiconductor products
- ACM Research's first major customer
- ACM Research 2022 Revenue %: <10% (primarily DRAM)

# Tier 2 and 3 China-based IC Manufacturers

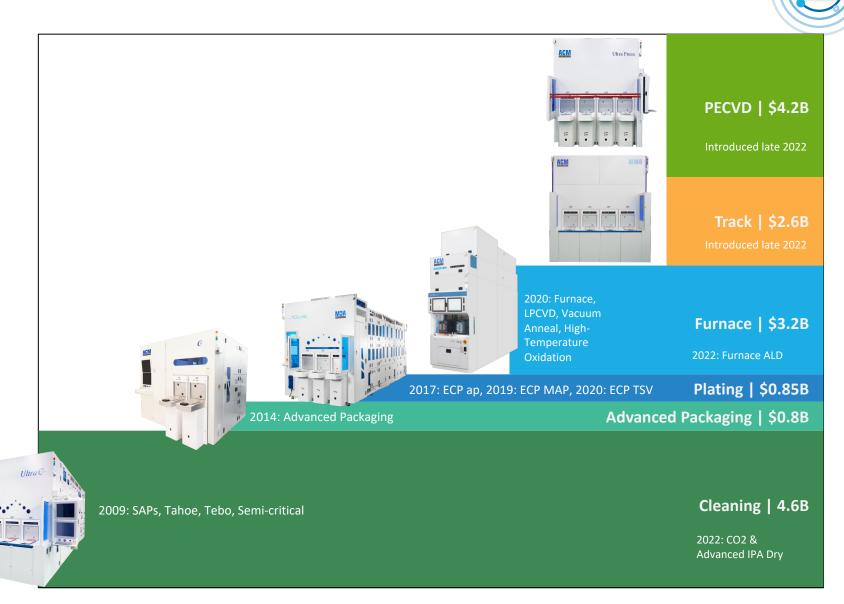
- Tier 2 includes Hangzhou Silan and 4 China-based customers
- Ordered a range of semi-critical tools including the scrubber, wet etch, and backside wafer etching tool, auto wet bench, SAPS-II cleaning tool and Cu interconnect ECP map tool.
- Tier 3 includes a handful of companies investing in new capacity in IoT, EV, AI



- A leading OSAT provider #4 globally<sup>(4)</sup> and top 3 in China<sup>(4)</sup>
- One of the fastest growing OSAT providers globally with ~30% year-over-year revenue growth in 2022<sup>(4)</sup>
- Six production facilities serving more than half of the top ten global semiconductor manufacturers<sup>(4)</sup>

## Innovative Product Introductions Expanding Serviceable Available Market ("SAM")

Estimated 2022 SAM of \$16 billion addressed by ACM Research's current product portfolio



# **Longer-Term Target for \$1B+ in Revenue**





Longer Term Target Composition									
		ACM Research							
Mainland China	SAM <sup>1</sup>	Share	Revenue						
Cleaning	\$0.7B	55%	\$0.4B						
ECP	\$0.2B	50%	\$0.1B						
Furnace	\$0.5B	35%	\$0.2B						
PECVD	\$0.7B	15%	\$0.1B						
Track	\$0.4B	15%	\$0.1B						
Ad. Packaging	n/a	n/m \$0.15B							
	\$2.5B	39%	\$1.0B						
RoW									
Cleaning	\$3.8B	-							
ECP	\$0.6B	-     <del>-</del>	Upside						
Furnace	\$2.6B	-							
PECVD	\$4.0B	-							
Track	\$2.3B	-							
Ad. Packaging	n/a								
	\$13.2B		Upside						
China + RoW Revenue >\$1.0B									

<sup>1</sup>Source: Gartner - "Forecast: Semiconductor Wafer Fab Equipment, Worldwide, 4Q22 Update" (December 2022) and Company Estimates:

- 2025 Gartner WFE market of \$91B
- ACM Research Global SAM is ~18% of Global WFE and China is 15% of ACM Research Global SAM

<sup>\*</sup> ACM Research longer-term target, for planning purposes only, not a projection or estimate of actual or future revenue

### **Growth Strategy**



# Growth at Existing Customers

- Continue winning share at existing customers
- Continued China fab expansion, particularly in mature nodes
- Accelerating ECP and furnace product cycles

#### **International Expansion**

- Expanding dedicated sales team in U.S. and Europe
- New purchase order from major U.S. customer for ULTRA C b backside cleaning and bevel etch tool; expected to be shipped in Q2 2024
- Evaluations in process with major U.S. manufacturer
- Delivery of first evaluation tool to major Europe-based global semiconductor manufacturer



#### **New Capacity**

- Lingang facility on track for initial production for early 2024 with target for annual revenue production capacity over \$1.5 billion
- Purchased new headquarters in Zhangjiang Shanghai, Silicon Valley of China
- Korea R&D and production facility to support international expansion
- 2023 ~\$100 million capex



#### **New Products**

- Broad cleaning portfolio covers 90%+ with addition of semi-critical, bevel etch, high-temp SPM, and super-critical dry CO2.
- Plating for front and back end, furnace and semi-critical tools
- Added Track & PECVD product categories at end of 2022 that doubled our SAM to \$16 billion



# Q3 2023 Summary



#### **Key Operational Updates**

- Solid growth amid declining global WFE driven by share gains, penetration from new products and new customers and healthy mature node expansion in China
- New P.O. from major U.S. customer for ULTRA C b backside cleaning and bevel etch tool; expected to be shipped in Q2 2024
- U.S. customer evaluation for other two tools progressing
- Continued progress with new Track tool evaluation at customer site
- Delivery of first evaluation tool to top-tier European customer
- Initial production in Lingang, Shanghai expected to begin in early 2024

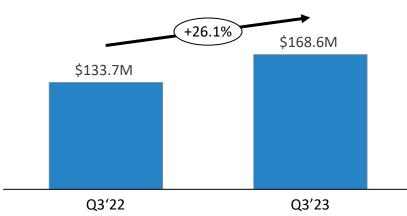
#### **Q3 2023 Financial Results**

- \$168.6 million revenue (up 26.1%); total shipments of \$213 million (up 31%)
- 52.5% GAAP gross margin (versus 49.3% in Q3 2022)
- 52.9% non-GAAP gross margin (versus 49.4% in Q3 2022)
- \$33.2 million GAAP operating income (19.7% of revenue)
- \$43.8 million non-GAAP operating income (26.0% of revenue)
- \$0.39 diluted GAAP earnings per share (versus \$0.32 in Q3 2022)
- \$0.57 diluted non-GAAP earnings per share (versus \$0.42 in Q3 2022)

# **Q3 2023 Financial Results**





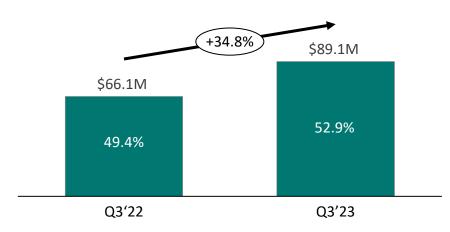


#### **Diluted EPS**





#### **Non-GAAP Gross Profit**



#### **Balance Sheet**



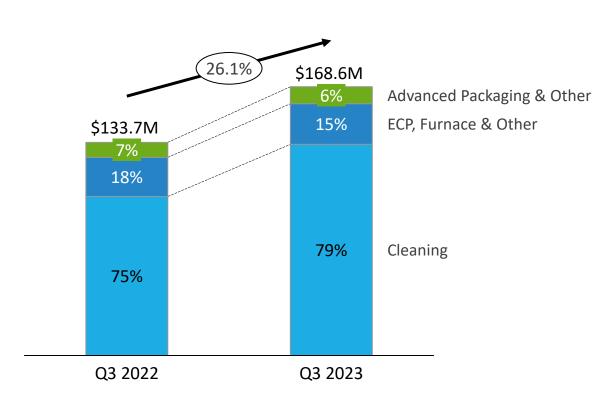
<sup>&</sup>lt;sup>1</sup> Including interest bearing time deposits.

See slide 19 for reconciliation between GAAP and Non-GAAP Gross Profit and EPS.

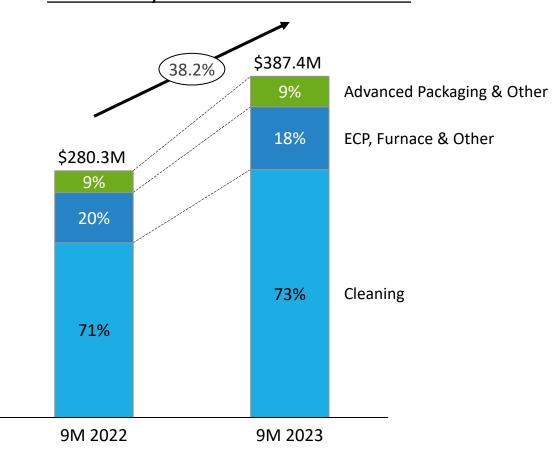
## Q3 and YTD 2023 Revenue Detail



#### Revenue by Product: Q3'23 vs Q2'22



#### Revenue by Product: 9M'23 vs 9M'22



<sup>1.</sup> Cleaning: Single wafer cleaning, Tahoe and semi-critical cleaning equipment

<sup>2. &</sup>lt;u>ECP, Furnace & Other</u>: ECP (front-end and packaging), furnace and other technologies

<sup>3.</sup> Advanced Packaging & Other: Advanced Packaging (excluding ECP), services & spares

# **Wafer Cleaning**

# ACM

#### **Flagship Cleaning Tools**

#### SAPS



Megasonic Cleaning for Flat and Patterned Wafer Surfaces

- High efficiency with enhanced process flexibility
- Uniform and consistent results
- Customizable specifications

#### TEBO



Bubble Oscillation Cleaning for Patterned Wafers at Advanced Process Nodes

- Highly effective, damage-free solution for small and fragile features
- Multi-parameter bubble cavitation control

#### Ultra – C Tahoe



Hybrid Wafer Cleaning With Significant Cost & Environmental Benefits

- Environmentally friendly uses 10% of the sulfuric acid used than conventional tools
- High cleaning performance at low cost

#### **Bevel Etch**



Bevel Etching process for 3D NAND, DRAM and advanced logic processes

- Accurate and efficient wafer center alignment for precise bevel etch
- Variable wafer bevel etch/cut accuracy of 1 Zmm and good uniformity

#### Single high tem SPM



Single High Temp SPM Cleaning for metal removal and PR Strip at advance node

 Photoresist stripping after high-dose energy implant, wet stripping without using a dry ash process, and special metal film removal processes at advance node

#### **Semi Critical Cleaning Tools**

#### **Auto Bench**



Batch Wafer Cleaning for a full range of wet technologies across multiple nodes

- ULD advance drying technology addresses challenges in high-aspect-ratio structures
- MCR module delivers high cleaning performance and eliminates cross-contamination

#### **Backside**



Backside Clean Tool for wafer device side none contact process

- Good particle performance and etch uniformity control
  - High throughput above 300 wpl

#### Scrubber



Scrubber Cleaning for efficient frontand backside wet-cleaning applications

High throughput, small footprint and low costSmall particle removal

#### **Advance Processes**

#### **Supercritical CO2 Dry**



Supercritical CO2 Dry for advance DRAM processes

 Damage free drying process for highaspect-ratio structures including Isolation and Storage node

#### High Temp IPA Dry (UTD)



High Temp IPA Drying for advance Logic processes

 Damage free drying process for small structures and high-aspect-ratio structures
 Associate with customizable Cleaning method for good cleaning performance.

# **Electroplating**













Model	Ultra ECP map	Ultra ECP 3D	Ultra ECP ap	Ultra ECP ap (Cu-Ni-SnAg-Au)	Ultra ECP GIII		
Application	Dual-damascene plating (90nm-28nm)	3D/2.5D high aspect ratio TSV	Pillar bump, Solder bump, RDL, Conformal TSV	High-density Fan Out Fine Pitch RDL	RF product 150mm wafer-level packaging		
	16 chambers	10/12 chambers	24/28 chambers	28 chambers	8/9 chambers		
Module	Cu Post-cleaning Annealing	Cu Post-cleaning Pre-wetting	Cu+Ni+SnAg Pre-wetting Post-cleaning	Cu/Ni/SnAg/Au Pre-wetting Post-cleaning Cleaning after Au plating	Cu+Sn/Ag+Ni Au Pre-wetting Post-cleaning		
Special Features	Impulse local plating	Impulse local plating	Second anode technology	Second anode technology Impulse Au plating	Second anode technology		

# **Vertical Furnace**



Mask

Ox | Photo | Exposure | Develop | Etch | Ion | CVD | ALD | Metal | Wire |

Furnace Tube Classification	Film Type	Process	Temperature Range	Existing ACM Product	In Development
	Oxidation	Wet oxygen/dry	700~1200°C	<b>.</b>	
Normal Pressure	Annealing	oxygen/nitrogen annealing	700°1200 C	*	
Chemical Vapor Deposition Furnace	Back-end thermal	Copper process thermal treatment	100~450°C		
	treatment	Coating and curing	100 430 9		
Low Pressure Chemical Vapor Deposition Furnace	Alloy	Hydrogen/nitrogen thermal treatment	100~450°C	*	
		Poly-crystal silicon doping		*	
	Silicon deposition	Advanced poly-crystal deposition	500~620°C		☆
		No poly-crystal silicon doping		*	
	Silicon oxide	High-temperature silicon oxide	650~800°C	*	
	Silicon nitride	Silicon nitride deposition	650 <sup>-8</sup> 00 C	*	
Atomic Layer	Silicon oxide	Silicon oxide deposition	F00~6F0°C	<b>.</b>	
Deposition Furnace	Silicon nitride	Silicon nitride deposition	500~650°C	*	



W\*L\*H= 1.10m\*3.70m\*4.05m

# **Advanced Packaging**



#### Comprehensive solution for wafer-level advanced packaging wet process

# Cleaning

Scrubber

- Make use of ACM Research's technology advantages to expand application in Asia, especially advanced packaging manufacturers in China
- Dedicated to providing diversified and customer equipment meeting customer's designing requirements
- The products include scrubbers, coaters, developers, photoresist strippers, wet etchers, ECPs, and stress-free polishers

#### Coating



Coater

#### **Wet Etching**



Wet Etcher

Developing



Developer





PR stripper

**Plating** 



**ECP** 

**Planarization** 



SFP

# **Track and PECVD**



Model	Model	Technical Features	Offline/Inline	Chamber Temperature	Bake Range	Development Phase
Ultra Lith <sup>TM</sup> Track	ArF Model	<ul> <li>✓ Support 300mm wafers</li> <li>✓ Four 12-inch load ports</li> <li>✓ 8 coating chambers</li> <li>✓ 8 developing chambers</li> </ul>	Inline	23°C ±0.1°C	50~250°C	Industry Evaluation
Coater/Developer ——	KrF Model					In Development
	I-line Model					In Development

Model	Film Category	Film Type	RF Frequency	RF Control	Heater/CH	Development Phase
SiH4 Base  SiO2; Si3N4; SiON  27.12MHz LF: 400KHz  TEOS Base  TEOS Layer  TEOS Layer  27.12MHz LF: 400KHz		Separate control	3			
	TEOS Base	TEOS Layer		Separate control	3	Industry Evaluation
	Chemical Base	SiCN/APF Layer		Separate control	3	

# Q3 2023 GAAP to Non-GAAP Reconciliation



						Th	ree Months End	ed S	eptember 30,								
	2023								2022								
	Actual (GAAP)				SBC		Other non- Adjusted operating adjustments (Non-GAA		Adjusted		Actual		SBC	Other non- operating			djusted
					(Non-GAAP)	(GAAP)					adjustments		(Non-GAAP)				
							(In thous	ands	)								
Revenue	\$	168,569	\$	-	\$	- \$	168,569	\$	133,709	\$	-	\$	-	\$	133,709		
Cost of revenue		(80,055)		(588)	-		(79,467)	)	(67,742)		(130)		-		(67,612)		
Gross profit		88,514		(588)	-		89,102		65,967		(130)		-		66,097		
Gross margin		52.5%		0.3%	-		52.9%		49.3%		0.1%		-		49.4%		
Operating expenses:																	
Sales and marketing		(16,803)		(2,543)	-		(14,260)	)	(13,133)		(349)		-		(12,784)		
Research and development		(26,151)		(3,421)	-		(22,730)	)	(15,678)		(666)		-		(15,012)		
General and administrative		(12,387)		(4,029)	-		(8,358)	)	(5,520)		(748)		-		(4,772)		
Total operating expenses		(55,341)		(9,993)	-		(45,348)	)	(34,331)		(1,763)		-		(32,568)		
Income (loss) from operations	\$	33,173	\$	(10,581)	\$	- \$	3 43,754	\$	31,636	\$	(1,893)	\$	-	\$	33,529		
Unrealized loss on short-term in Vestments		(1,319)		-	(1,31	9)	-		(5,281)		-		(5,281)		-		
Net income (loss) attributable to ACM Research, Inc.	\$	25,679	\$	(10,581)	\$ (1,31	9) \$	37,579	\$	21,004	\$	(1,893)	\$	(5,281)	\$	28,178		
Basic EPS	\$	0.43				9	0.62	\$	0.35					\$	0.47		
Diluted EPS	\$	0.39				\$	0.57	\$	0.32					\$	0.42		