



# Supplemental Investor Presentation Earnings Release – First Quarter 2019

**May 8, 2019**



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**Note Regarding Presentation of Non-GAAP Financial Measures.** Information presented below under “Q1 2019 Operating Highlights” and “Q1 2019 Financial Results” includes certain “non-GAAP financial measures” as defined in Regulation G under the Securities Exchange Act of 1934, including non-GAAP gross profit, non-GAAP operating profit and non-GAAP operating margin. These supplemental measures exclude the impact of stock-based compensation, which ACM Research does not believe is indicative of its core operating results. A reconciliation of each non-GAAP financial measure to the most directly comparable GAAP financial measure is included in ACM Research’s first-quarter earnings release dated May 8, 2019, which (a) has been filed with the Securities and Exchange Commission and can be viewed at [https://www.sec.gov/Archives/edgar/data/1680062/000165495419005406/acmr\\_ex991.htm](https://www.sec.gov/Archives/edgar/data/1680062/000165495419005406/acmr_ex991.htm) and (b) has been posted at, and can be downloaded from, the “Investors” content area at ACM Research’s website, <http://ir.acmrcsh.com/news-releases/news-release-details/acm-research-reports-first-quarter-2019-results>.

# Q1 2019 Operating Highlights

- **Business Momentum Continued Despite Near-term Industry Challenges**
- **Solid Q1 Results**
  - \$20.5 million revenue, up 110% from Q1 2018
  - 43.1% GAAP gross margin and 11.0% GAAP operating margin
  - 43.2% non-GAAP gross margin and 14.6% non-GAAP operating margin
  - \$27.4 million cash balance at March 31, 2019
- **Total shipments of \$14 million in Q1 2019**
  - Increase of 40% from \$10 million in Q1 2018
- **Key operational progress:**
  - Delivered first Ultra-C Tahoe evaluation tool
  - Introduced two electro-plating products – Ultra ECP AP and Ultra ECP MAP
  - Production ramp at second factory on track

# ACM Research Single-Wafer Wet-Cleaning Products

## SAPS



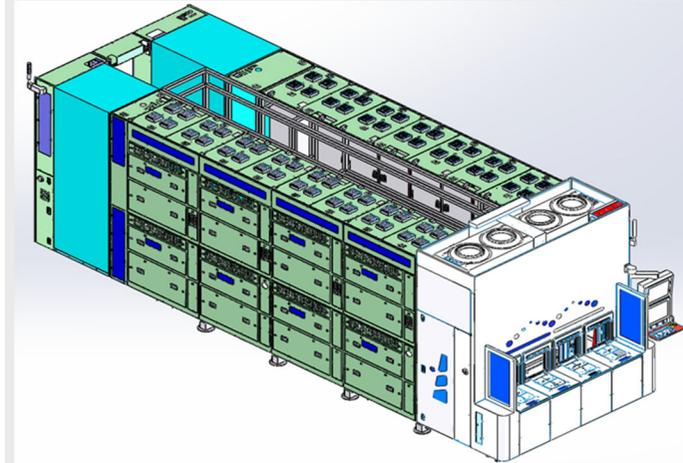
*Megasonic Cleaning for  
2D Structures*

## TEBO



*Disruptive Solution for  
3D Patterned Wafer Surface*

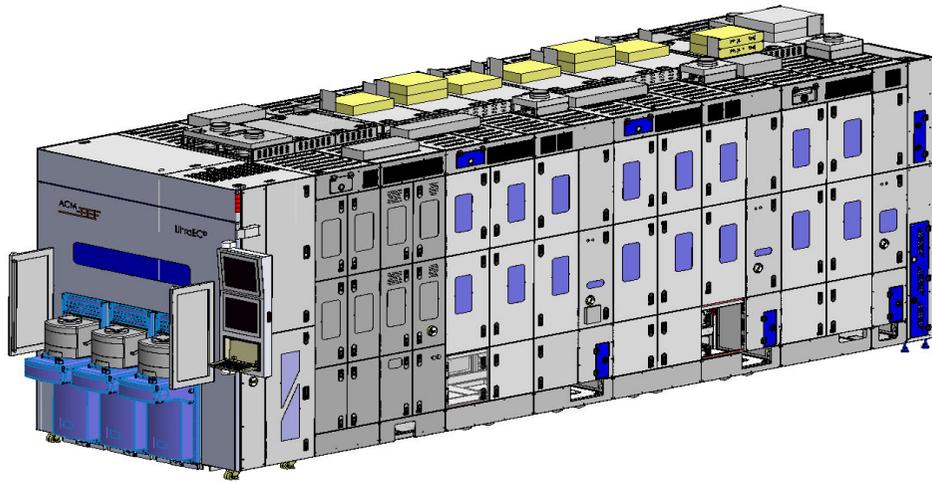
## Ultra – C Tahoe



*Hybrid Wafer Cleaning With Significant  
Cost & Environmental Benefits*

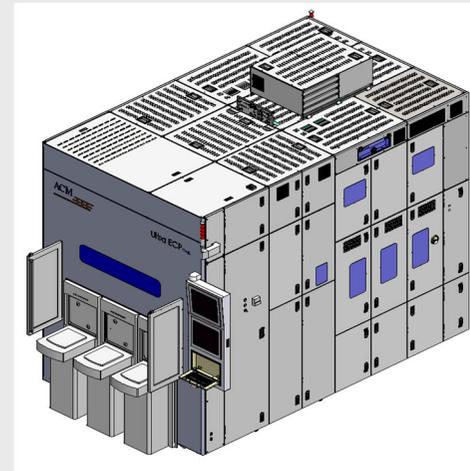
# ACM Research Semiconductor Electro-plating Products

## Ultra ECP AP



- **Advanced Wafer Level Packaging**
- **Back-end Assembly Tool**

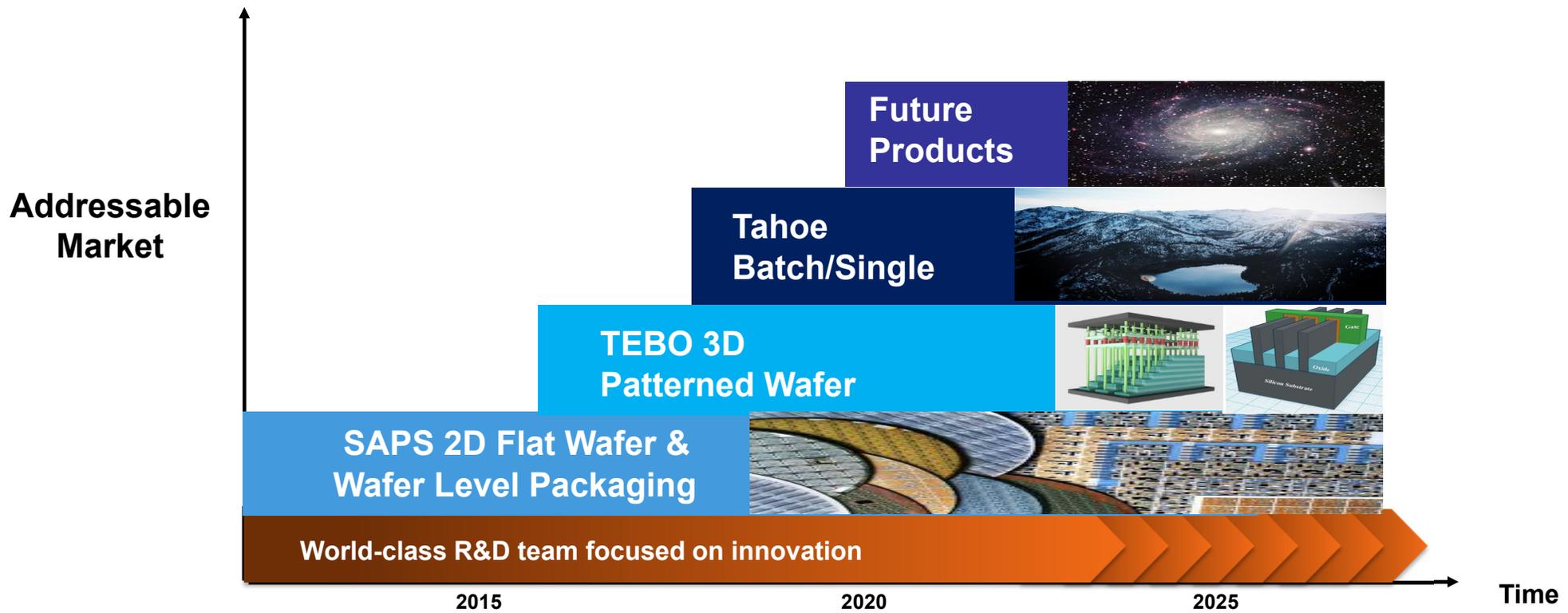
## Ultra ECP MAP



- **Multi Anode Partial Plating**
- **Front-end wafer fabrication processes**

*ACM's ECP tools deliver significant benefits, including greater performance, increased flexibility, and improved cycle times*

# Our Product Expansion Vision



*ACM estimates that SAPS, TEBO, and Tahoe address more than 50% of the single-wafer wet-cleaning market*

# New Factory Ramps Production

- **New factory added 50,000 square feet of production capacity to 36,000 square feet at existing facility**
- **Production initiated at new factory in Q3 2018, expanded in Q4 2018 and ramping over the course of 2019**



**10-mile drive from  
ACM Research's Shanghai headquarters**



**First phase of capital expenditures  
completed in 2018**

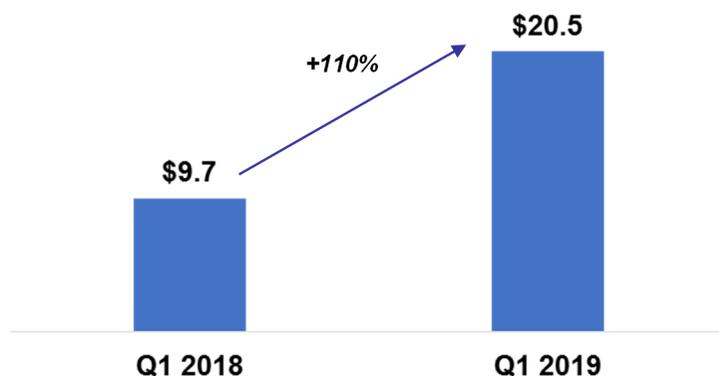


**Majority of Production Mix Q1 2019**

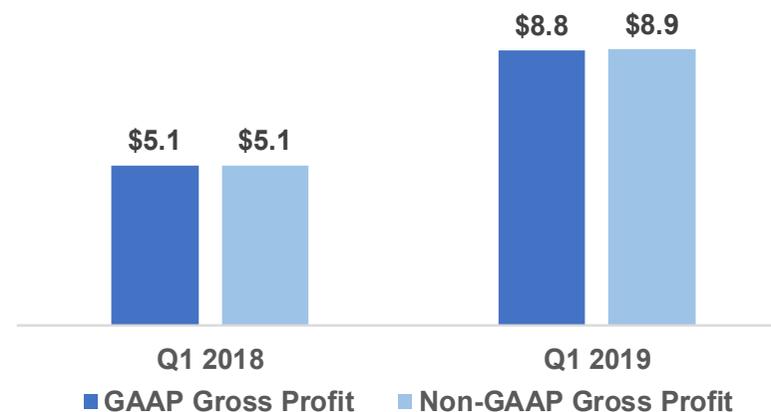
# Q1 2019 Financial Results

\$ Millions, non-GAAP gross profit and operating profit

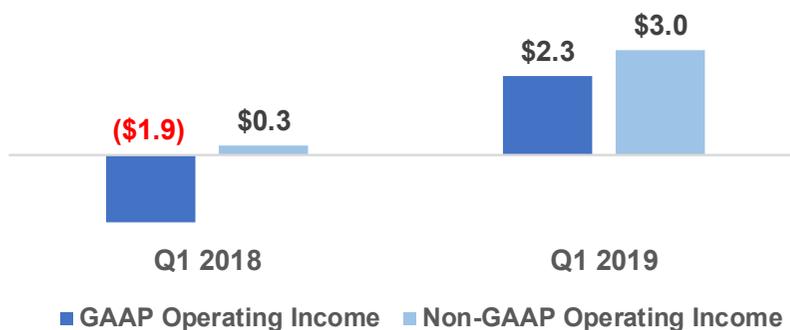
## Revenue



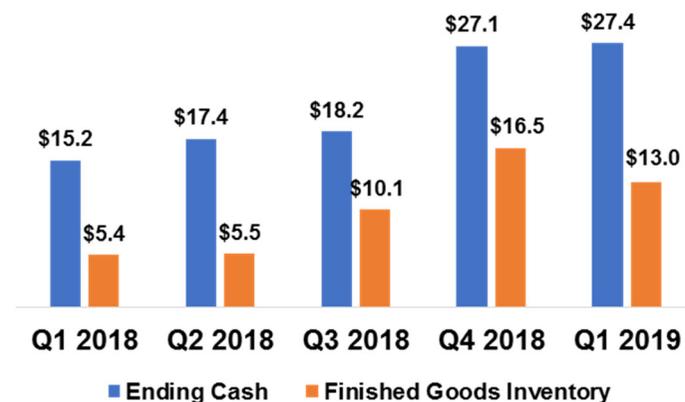
## Gross Profit



## Operating Profit



## Balance Sheet Data



# Outlook

- **For 2019, we continue to expect revenue of approximately \$100 million**
  - Outlook represents 34% growth
  - Reflects strong demand from existing customers

# ACM Investment Summary

## Advanced Wet-Cleaning Tools for Leading Edge IC Fabs



1

Growing Share of ~\$3B Wet-Cleaning TAM

2

China Operations Near Major New Fabs

3

World-class DRAM, NAND, Foundry and Logic Customers

4

Capacity Expanded with Second Factory