

# Supplemental Investor Presentation Earnings Release – Fourth Quarter and Fiscal Year 2021

February 25, 2022



**Forward-Looking Statements.** Information presented below under "FY21 and Q4'2021 Highlights" with respect to the demand for ACM's tools, target growth, expectations regarding changes in ACM's addressable market, target 2022 run rate, under "Internal Longer-term Working Target of \$1B" with respect to revenue targets, under "Innovative Product Introductions Expanding SAM" with respect to serviceable available market expectations, and under "2022 Outlook" with respect to revenue projected to be generated in 2022 are forward-looking statements for purposes of the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Actual results may vary significantly from ACM Research's expectations based on a number of risks and uncertainties, including but not limited to the following, any of which could be exacerbated even further by the continuing COVID-19 outbreak in China and globally: anticipated customer orders or identified market opportunities may not grow or develop as anticipated; customer orders already received may be postponed or canceled; suppliers may not be able to meet ACM Research's demands on a timely basis; volatile global economic, market, industry and other conditions could result in sharply lower demand for products containing semiconductors and for ACM Research's products and in disruption of capital and credit markets; ACM Research's failure to successfully manage its operations; and trade regulations, currency fluctuations, political instability and war may materially adversely affect ACM Research due to its substantial non-U.S. customer and supplier base and its substantial non-U.S. manufacturing operations. ACM Research cannot guarantee any future results, levels of activity, performance or achievements. The industry in which ACM Research operates is subject to a high degree of uncertainty and risk due to variety of factors, including those described in ACM Research's public filings with the Securities and Exchange Commission, including its Annual Report on Form 10-K for t

**Market Data.** Information presented below under "Investment Highlights" concerning ACM Research's total addressable market presents a forecast based on information provided by Gartner, Inc. in its report "Forecast: Semiconductor Wafer Fab Manufacturing Equipment (Including Wafer-Level Packaging), Worldwide, 4Q21 Update" (December 2021). You are cautioned not to rely on or give undue weight to this information. The Gartner report represents research opinions or viewpoints that are published, as part of a syndicated subscription service, by Gartner and are not representations of fact. The Gartner report speaks as of its original publication date (and not as of the date of this presentation), and the opinions expressed in the Gartner report are subject to change without notice. While ACM Research is not aware of any misstatements regarding the information provided in the Gartner report, it has not independently verified the accuracy or completeness of that information, which involves numerous assumptions and is subject to risks and uncertainties, as well as change based on various factors, that could cause results to differ materially from the forecast presented. The industry in which ACM Research operates is subject to a high degree of uncertainty and risk due to variety of factors, including those described in ACM Research's public filings with the Securities and Exchange Commission, as described above.

Note Regarding Presentation of Non-GAAP Financial Measures. Information presented below under "FY21 and Q4'2021 Highlights", "2021 Financial Results", and "Q4 2021 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 income, non-GAAP basic and diluted EPS, non-GAAP gross margin, non-GAAP operating expenses, non-GAAP operating income attributable to ACM Research, Inc. These supplemental measures exclude the impact of stock-based compensation, non-cash change in fair value of financial liabilities and unrealized gain on trading securities, which ACM Research does not believe are indicative of its core operating results. A reconciliation of each non-GAAP financial measure to the most directly comparable GAAP financial measure is included under ACM Research's fourth quarter 2021 earnings release dated February 24, 2021, which (a) has been furnished to the Securities and Exchange Commission and can be viewed at <a href="https://www.sec.gov/Archives/edgar/data/0001680062/000114036122006721/brhc10034419">https://www.sec.gov/Archives/edgar/data/0001680062/000114036122006721/brhc10034419</a> ex99-01.htm and (b) has been posted at, and can be downloaded from, the "Investors" content area at ACM Research's website, <a href="https://ir.acmrcsh.com/news-release/news-release-details/acm-research-reports-fourth-quarter-and-fiscal-year-2021-results">https://ir.acmrcsh.com/news-release/news-release-details/acm-research-reports-fourth-quarter-and-fiscal-year-2021-results.</a>



# FY21 and Q4'21 Highlights

#### **2021 Financial Highlights**

- \$260 million revenue (up 66%); \$372 million shipments (up 104%)
- \$372 million total shipments vs. \$182 million in 2020
- \$114.9 million GAAP Gross Profit (44.2% of revenue)
- \$115.3 million non-GAAP Gross Profit (44.4% of revenue)
- \$38.7 million GAAP Operating Income (14.9% of revenue)
- \$43.8 million non-GAAP Operating Income (16.9% of revenue)
- \$563 million of cash as of year-end

#### **Significant Strategic Highlights**

- ACM Shanghai's STAR Market IPO provides a foundation to accelerate mission to become major supplier
- Demo tools at 4 significant new customers, including major U.S. semi manufacturer
- Robust growth from new products diversifies revenue mix and expands TAM
- Current products address \$8B TAM; Expected to double in 2022 with two new products
- Strong macro tailwinds from multi-year capacity expansion to secure chip supply
- China market still developing, ACM gaining share and adding new products
- Exited 2021 near \$500M run-rate capacity; Targeting \$625M capacity by year-end 2022



## **2021 Revenue Details**

#### Cleaning

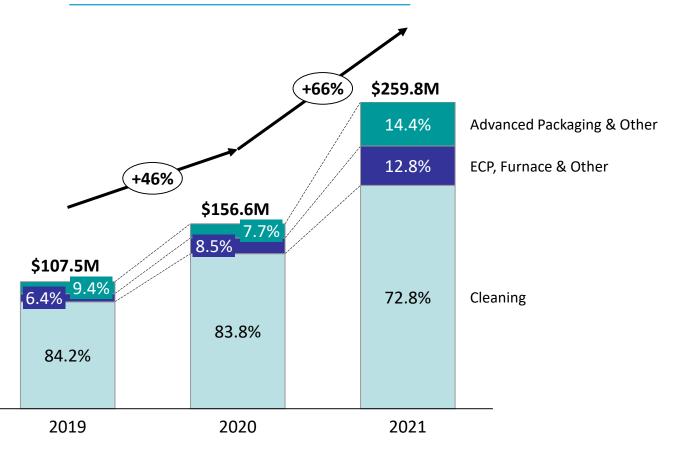
- \$189.2M revenue (up 44%)
- Revenue mix 73% vs. 84% last year

#### ECP, Furnace & Other

- \$33.2M revenue (up 149%)
- Revenue mix 13% vs. 9% last year

#### **Advanced Packaging & Other**

- \$37.3M revenue (up 210%)
- Revenue mix 14% vs. 8% last year



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

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

Product Category<sup>1,2,3</sup>

3. Advanced Packaging & Other: Advanced Packaging (excluding ECP), services & spares



## **Tier One Customer Base**

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



(1) Source: Nikkei Asian Review. (2) Source: YMTC Press Release. (3) Source: HLMC Press Release. (4) Source: Reuters. (5) Source: AnandTech. (6) Source: JCAP Company Profile. (7) Source: CY21 Analyst Estimates. (8) Source: TFME website.



# **Shanghai Manufacturing Facilities**



- Leased second building in Q1 2021 to expand Chuansha facility to 200,000 sq. ft. of available floor space for production
- Expect initial production activities to commence in mid-2023

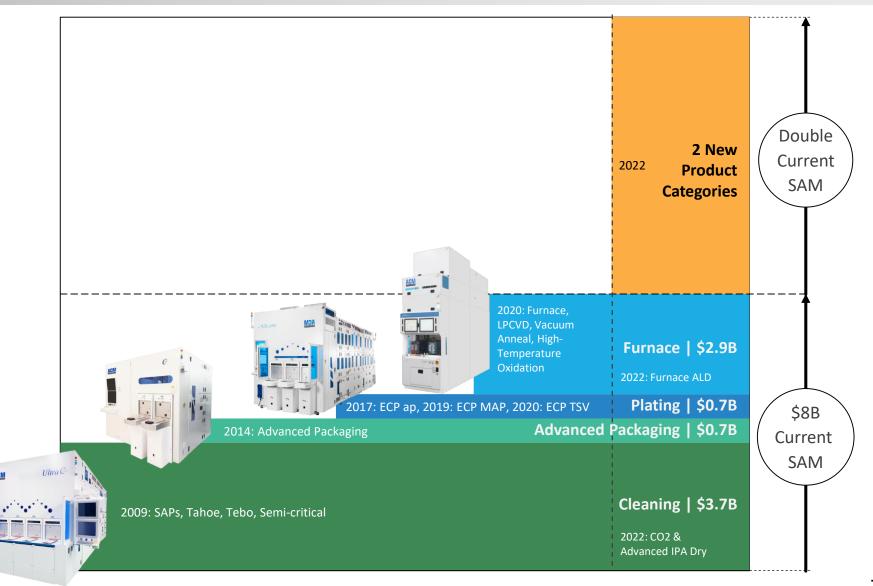


Co-located with ACM Shanghai Headquarters

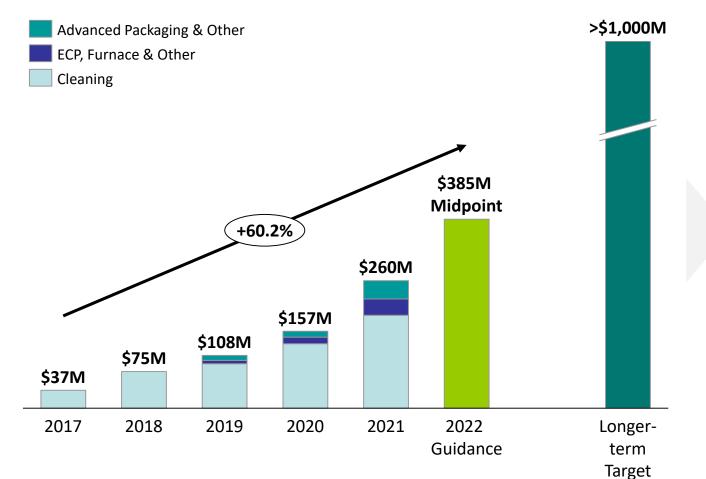
and China R&D Center

Estimated SAM of \$8 billion addressed by ACM's current and near-term product portfolio

ACM targets to double its SAM with the introduction of two major new product categories in 2022



# Internal Longer-term Working Target of \$1B



		А	CM				
Mainland China	SAM	Share	Revenue				
Cleaning	\$0.9B	50%	\$0.5B				
ECP	\$0.3B	50%	\$0.2B				
Furnace	\$0.8B	30%	\$0.2B				
Ad. Packaging			\$0.1B				
New Products	>\$2B		Upside				
_			\$1B				
RoW							
Cleaning	\$3.1B		Upside				
ECP	\$1.2B		Upside				
Furnace	\$2.6B		Upside				
Ad. Packaging			Upside				
New Products	>\$7B		Upside				
-			Upside				

<sup>1</sup>Source: Gartner - "Forecast: Semiconductor Wafer Fab Manufacturing Equipment (Including Wafer-Level Packaging), World-wide, Q4'21 Update" and Company Estimates

1. <u>Cleaning</u>: 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



## 2022 Outlook

### • Estimated 2022 revenue guidance of \$365 to \$405 million

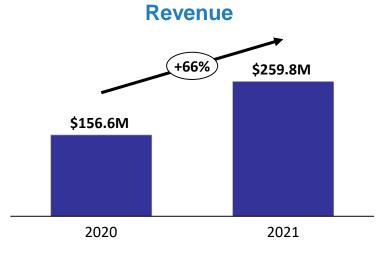
• Projected 48% year-over-year growth at the mid-point

### Outlook assumes:

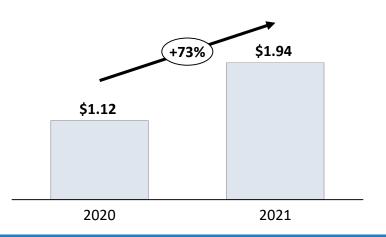
- Stability with respect to global COVID-19 pandemic
- Stability in U.S.-China trade policies
- Various spending scenarios for production ramp of key customers
- Management of supply chain
- Range of outcomes for timing and magnitude of customer acceptances for first tools



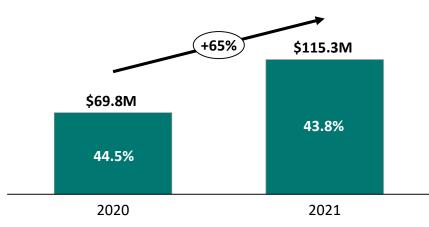
### **2021 Financial Results**



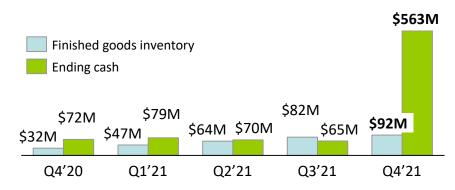
**Non-GAAP EPS** 



**Non-GAAP Gross Profit** 



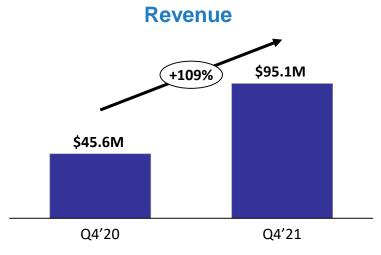
#### **Balance Sheet Data<sup>1</sup>**



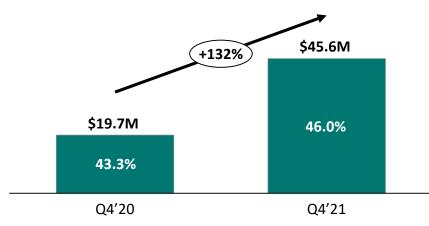
<sup>1</sup> Finished goods inventory represents 'demo-to-sales' product which have been delivered to customers for evaluation. These products are carried at cost until ownership is transferred.



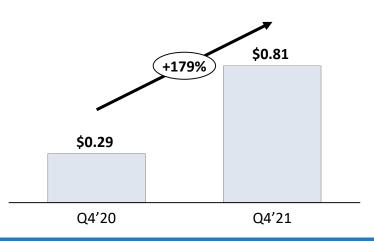
## **Q4 2021 Financial Results**



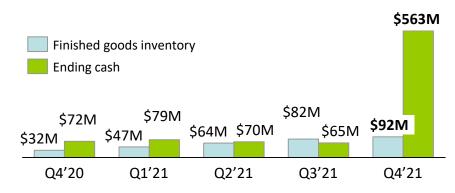
Non-GAAP Gross Profit



Non-GAAP EPS



#### **Balance Sheet Data<sup>1</sup>**



<sup>1</sup> Finished goods inventory represents 'demo-to-sales' product which have been delivered to customers for evaluation. These products are carried at cost until ownership is transferred.



### 2021 GAAP to Non-GAAP Reconciliation (1)

	Year Ended December 31,															
	2021															
	Actual					Other non-		Adjusted	Actual				Other non-		A	djusted
		(GAAP)		SBC	operating adjustments			(Non- GAAP)	(GAAP)			SBC	operating adjustments		(	(Non- GAAP)
						(In thousands, except		ot EPS)								
Revenue	\$	259,751	\$	-	\$	-	\$	259,751	\$	156,624	\$	-	\$	-	\$	156,624
Cost of revenue		(144,895)		(397)		-		(144,498)		(87,025)		(175)		-		(86,850)
Gross profit		114,856		(397)		-		115,253		69,599		(175)		-		69,774
Operating expenses:																
Sales and marketing		(26,733)		(1,802)		-		(24,931)		(16,773)		(1,199)		-		(15,574)
Research and development		(34,207)		(1,115)		-		(33,092)		(19,119)		(763)		-		(18,356)
General and administrative		(15,214)		(1,803)		-		(13,411)		(12,215)		(3,491)		-		(8,724)
Income from operations	\$	38,702	\$	(5,117)	\$	_	\$	43,819	\$	21,492	\$	(5,628)	\$	-	\$	27,120
Change in fair value of financial liability		-		-		-		-		(11,964)		-		(11,964)		-
Unrealized gain on trading securities		607		-		607		-		12,574		-		12,574		-
Net income attributable to ACM Research, Inc.	\$	37,757	\$	(5,117)	\$	607	\$	42,267	\$	18,780	\$	(5,628)	\$	610	\$	23,798
Basic EPS	\$	1.96					\$	2.20	\$	1.03					\$	1.31
Diluted EPS	\$	1.73					\$	1.94	\$	0.89					\$	1.12



### Q4 2021 GAAP to Non-GAAP Reconciliation (2)

	Three Months Ended December 31,																
	2021									2020							
	Actual				Other non-		Adjusted		Actual				Other non-		Α	djusted	
	(	(GAAP)		SBC	operating adjustments		(Non- GAAP)		(GAAP)			SBC	operating adjustments		(Non- GAAP)		
								(In thousand	ls, excep	ot EPS)							
Revenue	\$	95,142	\$	-	\$	-	\$	95,142	\$	45,562	\$	-	\$	-	\$	45,562	
Cost of revenue		(49,696)		(108)		-		(49,588)		(25,888)		(43)		-		(25,845)	
Gross profit		45,446		(108)		-		45,554		19,674		(43)		-		19,717	
Operating expenses:																	
Sales and marketing		(9,273)		(402)		-		(8,871)		(5,249)		(704)		-		(4,545)	
Research and development		(12,914)		(314)		-		(12,600)		(5,878)		(195)		-		(5,683)	
General and administrative		(4,133)		(470)		-		(3,663)		(3,115)		(363)		-		(2,752)	
Income from operations	\$	19,126	\$	(1,294)	\$	-	\$	20,420	\$	5,432	\$	(1,305)	\$	-	\$	6,737	
Unrealized gain (loss) on trading securities		(1,210)		-		(1,210)		-		3,604		-		3,604		-	
Net income attributable to ACM Research, Inc.	\$	15,565	\$	(1,294)	\$	(1,210)	\$	18,069	\$	8,529	\$	(1,305)	\$	3,604	\$	6,230	
Basic EPS	\$	0.80					\$	0.93	\$	0.46					\$	0.34	
Diluted EPS	\$	0.70					\$	0.81	\$	0.39					\$	0.29	

