

# Supplemental Investor Presentation Earnings Release – Second Quarter 2020

August 6, 2020



**Forward-Looking Statements.** Information presented below under "2020 Outlook" with respect to revenue projected to be generated in 2020 is a forward-looking statement 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 the fiscal year ended December 31, 2019 for a more complete discussion of these factors and other risks, particularly under the heading "Risk Factors." ACM Research expressly disclaims any obligation to update forward-looking statements after the date of this presentation.

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, 2Q19 Update" (July 2019). 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 fillings with the Securities and Exchange Commission, as described above.

**Note Regarding Presentation of Non-GAAP Financial Measures.** Information presented below under "Q2 2020 Highlights" and "Q2 2020 Financial Results" includes certain "non-GAAP financial measures" as defined in Regulation G under the Securities Exchange Act of 1934, including non-GAAP gross margin, non-GAAP operating margin, non-GAAP gross profit and non-GAAP operating profit. 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 second quarter 2020 earnings release dated August 5, 2020, which (a) has been filed with the Securities and Exchange Commission and can be viewed at <a href="https://www.sec.gov/Archives/edgar/data/1680062/000114036120017586/brhc10014127">https://www.sec.gov/Archives/edgar/data/1680062/000114036120017586/brhc10014127</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="http://ir.acmrcsh.com/news-releases/news-release-details/acm-research-reports-second-quarter-2020-results">http://ir.acmrcsh.com/news-releases/news-release-details/acm-research-reports-second-quarter-2020-results.</a>



# Q2 2020 Highlights

### • Strong Q2 Results:

\$39.0 million revenue, up 35% from Q2 2019; total shipments of \$45 million
49.6% GAAP gross margin and 18.8% GAAP operating margin
49.7% non-GAAP gross margin and 21.0% non-GAAP operating margin
Ended Q2 with \$86 million of cash

### Key Operational Progress:

Repeat Tahoe shipment in Q2; multiple tools planned for 2H'2020
 "First tool" acceptance for ECP map Q2; additional tool delivered to another China foundry customer in July
 Purchase order for SAPS-VI to support production ramp at a key memory customer
 Purchase orders and final stage bidding total of \$36 million in from two new customers for semi-critical & SAPS-II tools
 SAPS II tool for R&D delivered to US demo lab of leading OEM

### • Update on Strategic Initiatives:

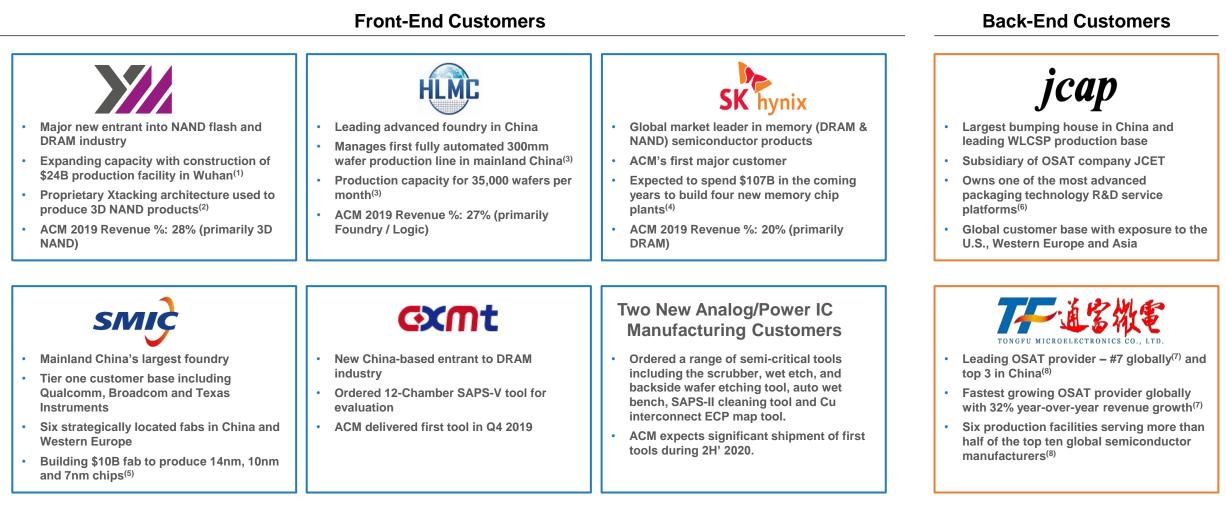
Began construction for 1 million square foot of R&D and production facilities in Lingang

Submitted application in May for STAR Market IPO

Invested RMB 100 million (\$14.2 million) to a special fund for investment in SMIC's Shanghai STAR Market IPO



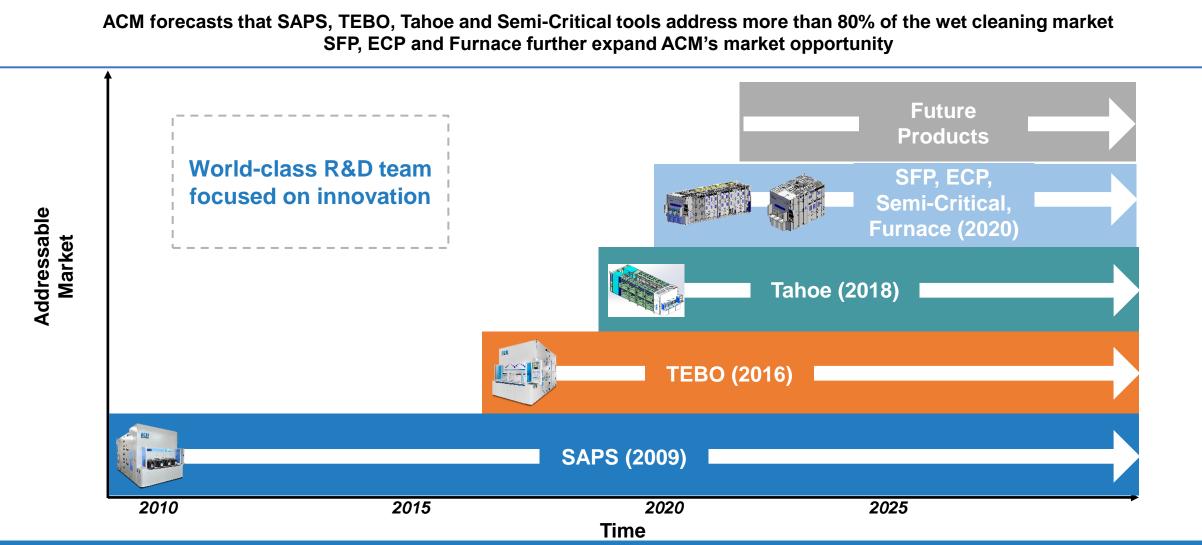
### **Tier One Customer Base**



(1) Source: Nikkei Asian Review. (2) Source: YMTC Press Release. (3) Source: TFME website. (5) Source: AnandTech. (6) Source: JCAP Company Profile. (7) Source: Electronics Weekly. (8) Source: TFME website.



### **Innovation and Product Introductions Expanding Addressable Market**





### **Shanghai Manufacturing Facilities – Existing and Planned**

Factory #1 (Shanghai HQ)



- Original ACM factory
- 36,000 sq. ft. facility
- 8,000 sq. ft. of class 10,000 clean room space for product assembly and testing
- 800 sq. ft. of class 1 clean room space for product demonstration purposes
- Co-located with ACM Shanghai Headquarters and China R&D Center



Facility #2

- Second factory; opened in September 2018
- 100,000 sq. ft. facility
- Shifting large portion of future production to this facility
- Additional dedicated space for product subassembly, component inventory and manufacturing related offices
- Added 2nd floor production in Q2 2020

#### Lingang Under Construction



- Broke ground on the new R&D and production facilities in Lingang region of Shanghai in July 2020
- The site is approximately 30 miles from ACM Shanghai's HQ in Zhangjiang.
- 1 million square feet
- Expects initial production activities to commence in late 2022.



# **New R&D and Production Center in Lingang Region**

- Finalized agreement for land rights for proposed R&D and production facility
- Held ground-breaking ceremony on July 7, 2020







## Increased 2020 revenue guidance to a range of \$140 to \$155 million

> 37% year-over-year growth at mid-point

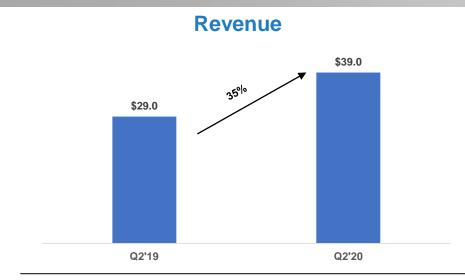
## Outlook assumes:

- > COVID-19 situation further improves in China and stabilizes in the rest of the world
- Chinese semiconductor industry fab investment continues
- Good growth from foundry and NAND customers and muted DRAM recovery

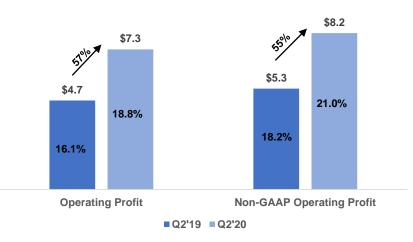


## **Q2 2020 Financial Results**

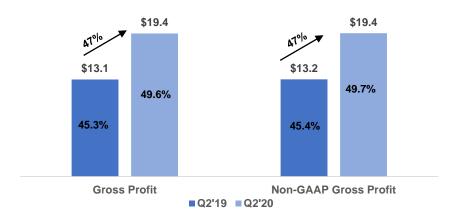
#### \$ Millions



**Operating Profit** 



#### **Gross Profit**



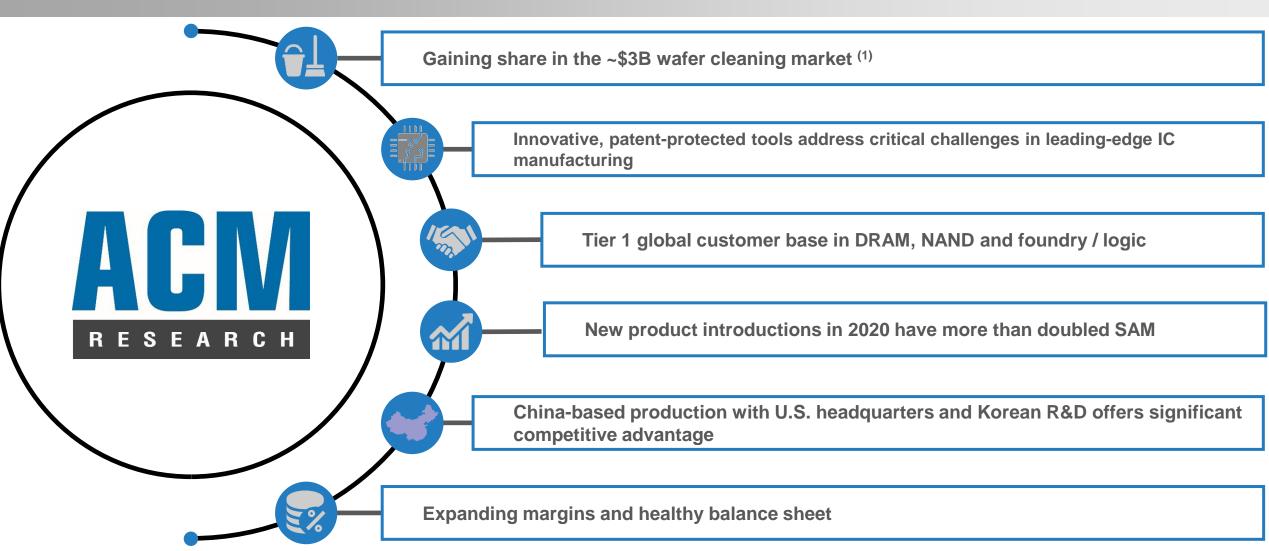
**Balance Sheet Data\*** 



\* 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.



## **Investment Highlights**



(1) Source: Gartner – "Forecast: Semiconductor Wafer Fab Manufacturing Equipment (Including Wafer-Level Packaging), Worldwide, 2Q19 Update" (July 2019). See "Market Data" on page 2.

