

# Investor Presentation II<sup>th</sup> Annual CEO Summit

**July 2019** 



### Safe Harbor and Non-GAAP Financial Measures

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## **Investment Highlights**

Enabling semiconductor manufacturing equipment with high-performance fluid delivery systems

- Leading supplier of gas panel delivery systems...for the semiconductor capital equipment industry
- Revenue outperformance...outpacing industry and customers with 35% Revenue CAGR 2014-2018 vs. ~12% for Wafer Fab Equipment
- Multiple drivers for continued revenue outperformance...leveraged to largest segments of WFE; expanding product offerings and customer base; gaining market share; expanding customer footprint
- Expanding capabilities and SAM...acquired Ajax Custom Manufacturing to add plastics manufacturing, Cal-Weld to expand our weldment capability, Talon Innovations for precision machining, and IAN Engineering for strategic foothold in South Korea
- **Expanding margins and earnings leverage...**Improved financial model; net income CAGR of 59% growing faster than sales 2014-2018

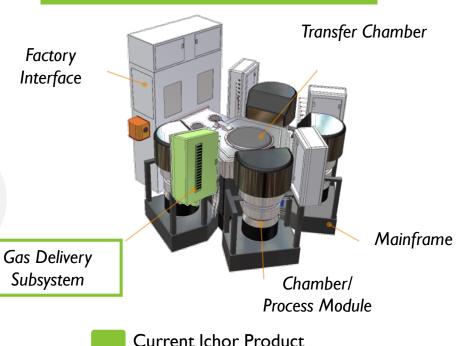


## Leading Provider - Gas Delivery Subsystems

### Gas Delivery Subsystems



### Dry Process Equipment



#### **Process**

- Used for dry etch, CVD, epitaxy, PVD, lithography and RTP
- Requires precise control of the various process gases necessary to build the semiconductor circuitry
- Monitors and controls critical reaction process environment variables such as pressure and temperature



# **Expanding Share in Chemical Delivery Subsystems**

### Wet Process Equipment Chemical Delivery Subsystems Controls Assembly **Factory** Interface Transfer Chamber **Process** Module Chemical Delivery System **Process Current Ichor Product**

- Used for CMP, wet clean and electroplating
- Precisely blends and dispenses reactive chemistries and slurries critical to process performance
- Applies chemistries to wafer in a process and application-unique manner to create desired chemical reaction



# Increasing Customer Footprint in Weldments and Precision Machining

#### Weldments & Subassemblies

#### Precision Machining





- Used in dry etch, CVD, epitaxy, PVD, lithography and RTP processes
- Critical to the delivery of process gasses throughout the process tool

- Used in dry etch, CVD, epitaxy, PVD, lithography and RTP processes
- Custom critical components for gas delivery systems and in the process chamber



# Ichor Strategic Growth Roadmap - Driving Revenue Outperformance



<sup>\*</sup> Non-GAAP earnings per share excludes amortization of intangible assets, share-based compensation, non-recurring expenses and discrete tax items.



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# Multiple Drivers for Continued Revenue Growth Outperforming the Industry

- Expanding Our Footprint and Overall Market Share in Weldments and Precision Machining...Winning business beyond the single customer historically served by Cal-Weld and Talon in ~\$1.5B market
- Expanding Our Footprint and Overall Market Share in Gas Delivery through Foothold in South Korea...Current IAN customers serve 5% of worldwide market for etch, CVD, ALD, track and wet clean... Opportunity to expand our business with South Korean subsidiaries, provide weldments and precision machining, and liquid delivery systems to highgrowth OEMs in South Korea
- Achieving Incremental Revenue Growth and Market Share in Liquid Delivery...proprietary liquid delivery module gaining share among major U.S. OEMs, with multiple opportunities to expand to new OEMs in 2019
- Expanding Our Footprint and Overall Market Share in Additional Geographic Regions...Multiple strategies underway to penetrate additional geographic regions, particularly Japan
- Continued Strong Execution in M&A...Staying within our strengths of fluid dynamics in the semiconductor industry to continue to add scale and expand our SAM with accretive acquisitions

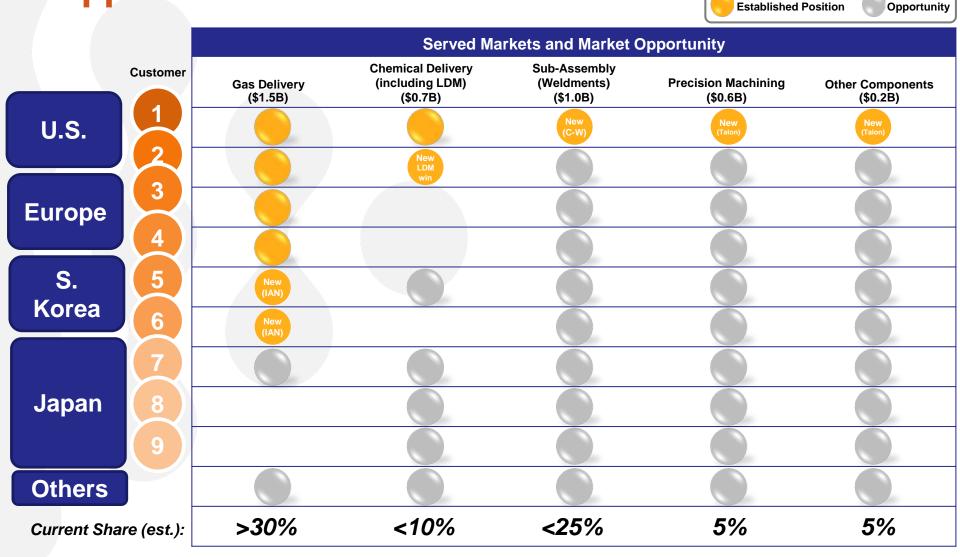
**Together Expected to Contribute \$75-80M of Incremental Revenue Opportunity for 2019\*** 

\* Outlook as of May 7, 2019 conference call.



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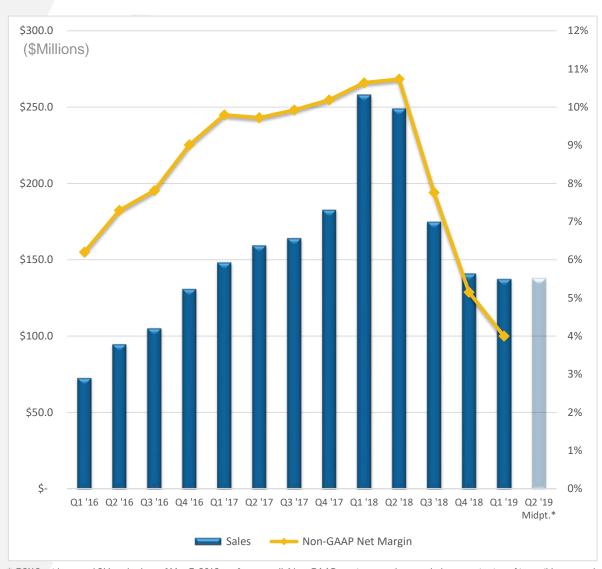
# Expanding SAM of \$4B with Multiple Opportunities for Growth



Estimated size of served markets in 2018.



### Recent Financial Performance and Guidance



- Record of Revenue Growth Outperformance
  - +26% YoY for CY'18
  - vs. 2018 WFE growth of ~7%
- Current Revenue Levels Reflect
   Significant Decline in Semiconductor
   Capital Spending Environment for 2019
- Q2'19 Revenue guidance of flat +/- 4% from Q1 and \$0.20-\$0.26 EPS\*
- Expect Meaningfully Stronger 2H'19\*
- Strong Profitability During Current Industry Downturn
- \$32M of Cash and \$197M of Debt as of March 29, 2019
- \$91.4M in Share Repurchases Completed out of \$100M Approved
- Annual Interest Expense Currently ~\$11M; LTM EBITDA of \$76M

<sup>\*</sup> Q2'19 guidance and 2H outlook as of May 7, 2019 conference call. Non-GAAP earnings per share excludes amortization of intangible assets, share-based compensation, non-recurring expenses and discrete tax items. Non-GAAP EBITDA is defined as Non-GAAP net income from continuing operations, excluding interest, non-GAAP income tax expense (benefit), and depreciation.



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# Improved Target Model with Significant Operating Leverage

	Annual Results				
	2015	2016	2017	2018	Target Model
Revenue (\$M)	\$291	\$406	\$656	\$824	
Gross Margin	16.7%	16.1%	16.4%	17.2%	19% - 20%
Operating Expenses	8%	7%	6%	6%	6%
Operating Margin	8%	9%	11%	11%	13 - 14%
Non-GAAP Net Margin	7%	8%	10%	9% *	12%+
Non-GAAP EBITDA Margin	10%	10%	11%	12%	14%+

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.



<sup>\* 2018</sup> Net Margin reflects YoY increase in tax rate, from 2.8% in 2017 to 10.4% in 2018.

## **Industry-Leading Execution of Growth Objectives**

### **BUSINESS OBJECTIVES**

### **Expand Share at Top-Tier SemiCap Customers**

Revenues Have Outpaced Shipments by Top Customers

#### **Expand Product Offerings**

Proprietary Liquid Delivery Module Win

#### **Expand Customer Base**

Top 2 Customers Declined to 88% of Revenue in 2018, Compared to 93% in 2017 and 97% in 2016

## Continue Initiative of Accretive and Strategic M&A

Cal Weld and Talon (2017) both Accretive to GM and EPS IAN Engineering (2018) Expands Market Share



### **FINANCIAL OBJECTIVES**

#### **Revenue Growth Outpacing Industry**

26% YoY Revenue Growth CY18 or ~4x WFE Growth 62% Growth in CY17 or ~2x WFE Growth

## Net Income Growth Outpacing Revenue Growth

Net Income CAGR Exceeding Revenue CAGR since 2014

#### **Margin Expansion / Operating Leverage**

Expanding Gross and Operating Margins YoY in both 2017 and 2018

## Scalable and Capital-Efficient Business Model

Scaled Operations to 3X Quarterly Sales in 3 years with Capex ~1-2% of Revenue













# NASDAQ: ICHR

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