



axcelis

Q2 EARNINGS PRESENTATION

AUGUST 1, 2024

SAFE HARBOR STATEMENT

This presentation and discussion contain forward-looking statements, including our expectations for the future market for our products, revenues, profits, and other results that are forward-looking statements under the SEC's safe harbor provision. These forward-looking statements are based on management's current expectations and are subject to the risks inherent in our business. These risks are described in detail in our Form 10-K annual report and other SEC filings. Our actual events and results may differ materially from our current expectations. We do not assume any obligation to update these forward-looking statements.

Q2 HIGHLIGHTS



REVENUE

\$257M



DILUTED EPS

\$1.55

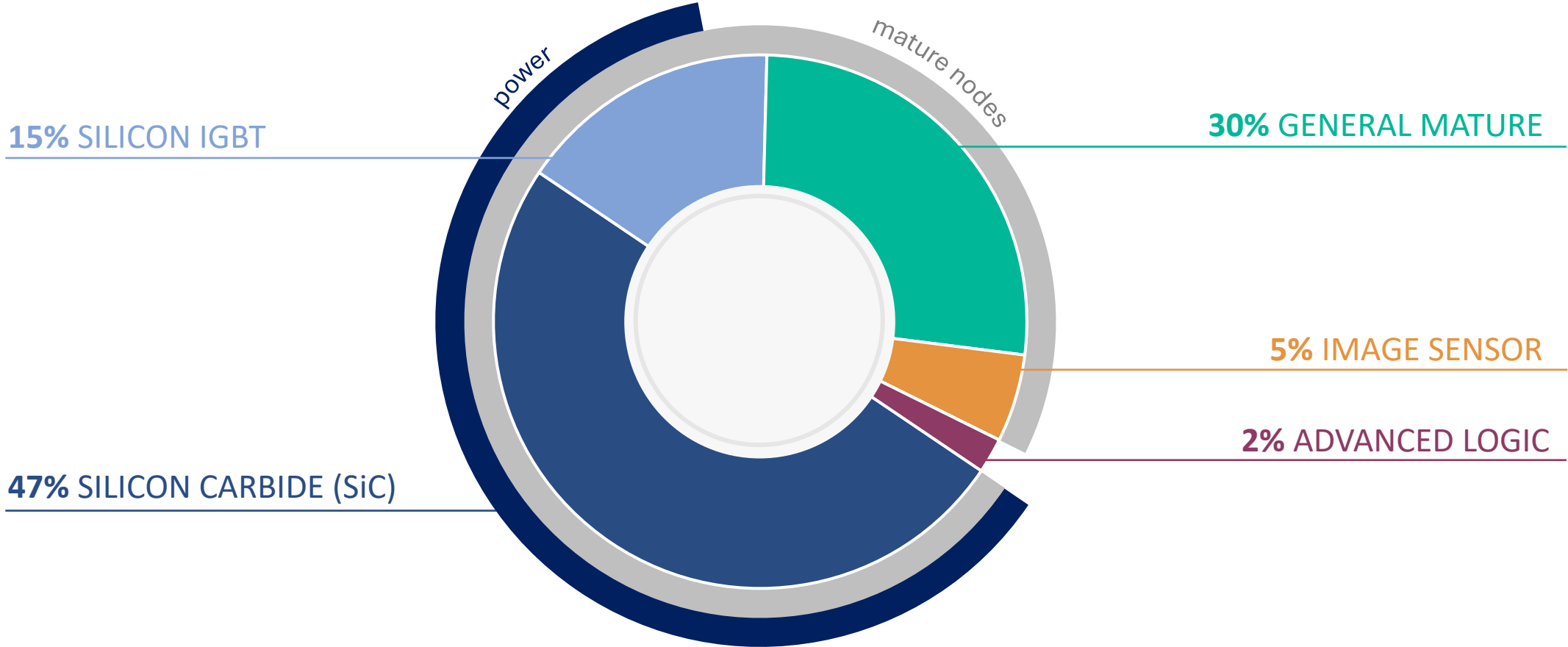
Better than expected conversion of evaluation systems into revenue

Continued robust demand for Ion Implantation systems for Silicon Carbide (SiC) market

Strong margins led by higher volume and prudent cost control

SYSTEMS REVENUE BY SEGMENT

Q2 SYSTEMS REVENUE OF \$199M



MATURE PROCESS TECHNOLOGY NODES

98% OF TOTAL SYSTEM REVENUE
IN Q2 2024

POWER

63% OF TOTAL SYSTEM REVENUE IN Q2 2024

- EVs and Hybrid EVs a key driver of Power business
- Silicon Carbide demand remained strong
- Closely monitoring market for Power for AI Data Center – trench MOSFET technology requires higher Ion Implant intensity
- Soft demand in Silicon IGBT in the quarter, consistent with expectations

GENERAL MATURE

30% OF TOTAL SYSTEM REVENUE IN Q2 2024

- 1H 2024 demand relatively consistent
- May see moderation in 2H 2024, dependent on macroeconomic environment and impact on customer spending patterns

IMAGE SENSOR

5% OF TOTAL SYSTEM REVENUE IN Q2 2024

- Demand robust in China, but relatively subdued in rest of world due to consumer spending
- Seeing some encouraging signs in quoting activity

ADVANCED LOGIC & MEMORY TECHNOLOGY

ADVANCED LOGIC

2% OF TOTAL SYSTEM REVENUE IN Q2 2024

- Significant progress in our Advanced Logic strategy:
 - Successfully closed a Purion Dragon evaluation unit in Advanced R&D
 - Received follow-on Purion H order for volume manufacturing at 3nm
 - Received order for Purion M production unit from a new customer
- Purion Dragon in a leading European research institute focused on Advanced Logic process development
- Applications beyond “front end”, opening up in “middle of line” (MOL) and “back end of line” (BEOL)

MEMORY

NO REVENUE IN Q2 2024

DRAM

- Initial stages of recovery expected in Q4
- Growing HBM demand taking up DRAM capacity

NAND

- Market remains soft, but improving NAND ASP and bit demand to drive growth in 2025

WELL-POSITIONED FOR LONG-TERM GROWTH



SECULAR GROWTH IN POWER – PARTICULARLY SILICON CARBIDE (SiC)



MARKET RECOVERY IN MEMORY



MARKET RECOVERY IN GENERAL MATURE



SHARE GAIN IN ADVANCED LOGIC



GEOGRAPHIC EXPANSION TO JAPAN

Q2 REVENUE DETAIL

(in millions)	Q2 2023	Q1 2024	Q2 2024
Systems Revenue	\$215.2	\$195.4	\$198.6
CS&I Revenue	\$58.8	\$56.9	\$57.9
Total Revenue	\$274.0	\$252.4	\$256.5
Systems Bookings	\$193.0	\$107.1	\$105.1
Systems Backlog	\$1,233.6	\$1,121.4	\$994.1

Geographic Breakdown (% of Systems Revenue)

China	56%	59%	55%
US	13%	17%	11%
Korea	10%	4%	9%
Europe	9%	4%	8%
Taiwan	2%	0%	6%
Japan	2%	7%	0%
Rest of World	8%	9%	11%

Q2 ADDITIONAL FINANCIAL DETAIL

Select Income Statement information (in millions)	Q2 2023	Q1 2024	Q2 2024
Revenue	\$274.0	\$252.4	\$256.5
<i>Gross Margin</i>	43.7%	46.0%	43.8%
Operating Expenses	\$56.0	\$59.5	\$59.6
Operating Income	\$63.7	\$56.5	\$52.8
<i>Operating Margin %</i>	23.3%	22.4%	20.6%
Other Income / (Expense)	\$0.9	\$2.5	\$4.5
Pretax Income	\$64.6	\$59.0	\$57.3
Taxes	\$3.0	\$7.4	\$6.4
Net Income	\$61.6	\$51.6	\$50.9
Diluted Shares Outstanding	33.2	32.9	32.8
Diluted Earnings Per Share	\$1.86	\$1.57	\$1.55

Select Balance Sheet & Cash Flow Information (in millions)	Q2 2023	Q1 2024	Q2 2024
Cash, Cash Equivalents & Short-Term Investments	\$452.9	\$530.2	\$548.3
Cash From Operations	\$32.7	\$42.2	\$40.1
Capital Expenditures	\$3.0	\$1.6	\$2.0
Free Cash Flow	\$29.7	\$40.6	\$38.1
Share Repurchase	\$12.5	\$15.0	\$15.0

OUTLOOK

	Q3 2024
Revenue	~\$255M
Gross Margin	~43.5%
Operating Expenses	~\$60M
Tax Rate	~15%
Diluted Earnings Per Share	~\$1.43

Q4 2024 Revenue to be Slightly Higher than Q3 2024

Q&A

