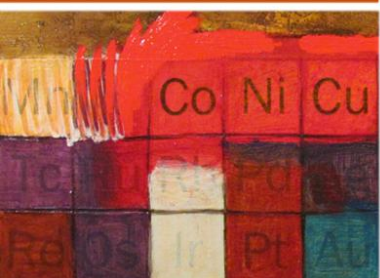
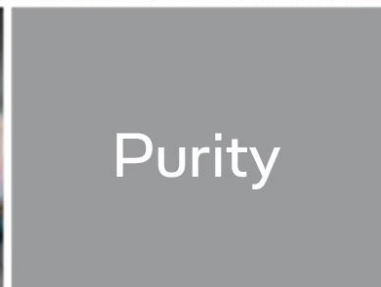
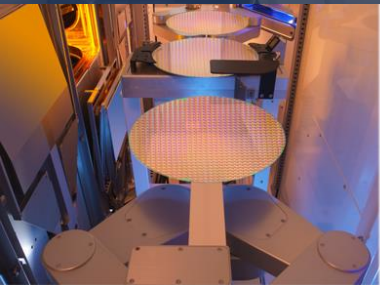


# Axcelis Technologies, Inc.



August 6, 2019



**axcelis**

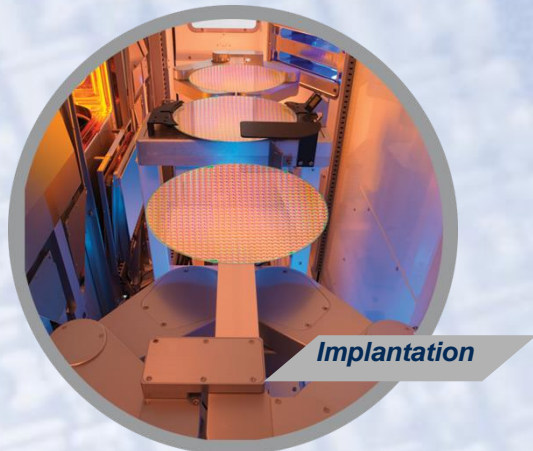
## ***Safe Harbor Statement***

**This presentation and discussion contain forward-looking statements, including our expectations for future revenues, expense reductions, 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 results may differ materially from our current expectations. We do not assume any obligation to update these forward-looking statements.**



## ***Axcelis at a Glance***

- **Global leader in technology development and manufacturing of ion implant systems and services for the semiconductor industry for 40 years**
  - **Serving an estimated \$1B ion implant systems market**
  - **Based in Beverly, MA with headcount of approximately 1000 worldwide**
  - **Global infrastructure supporting customers in 31 countries**
  - **Growing installed base of over 3200 tools**
  - **Strong IP portfolio with >800 patents**
- **Supplier of record to leading semiconductor CAPEX spenders in all market segments including DRAM, Flash, Foundry and Logic**



*Implantation*



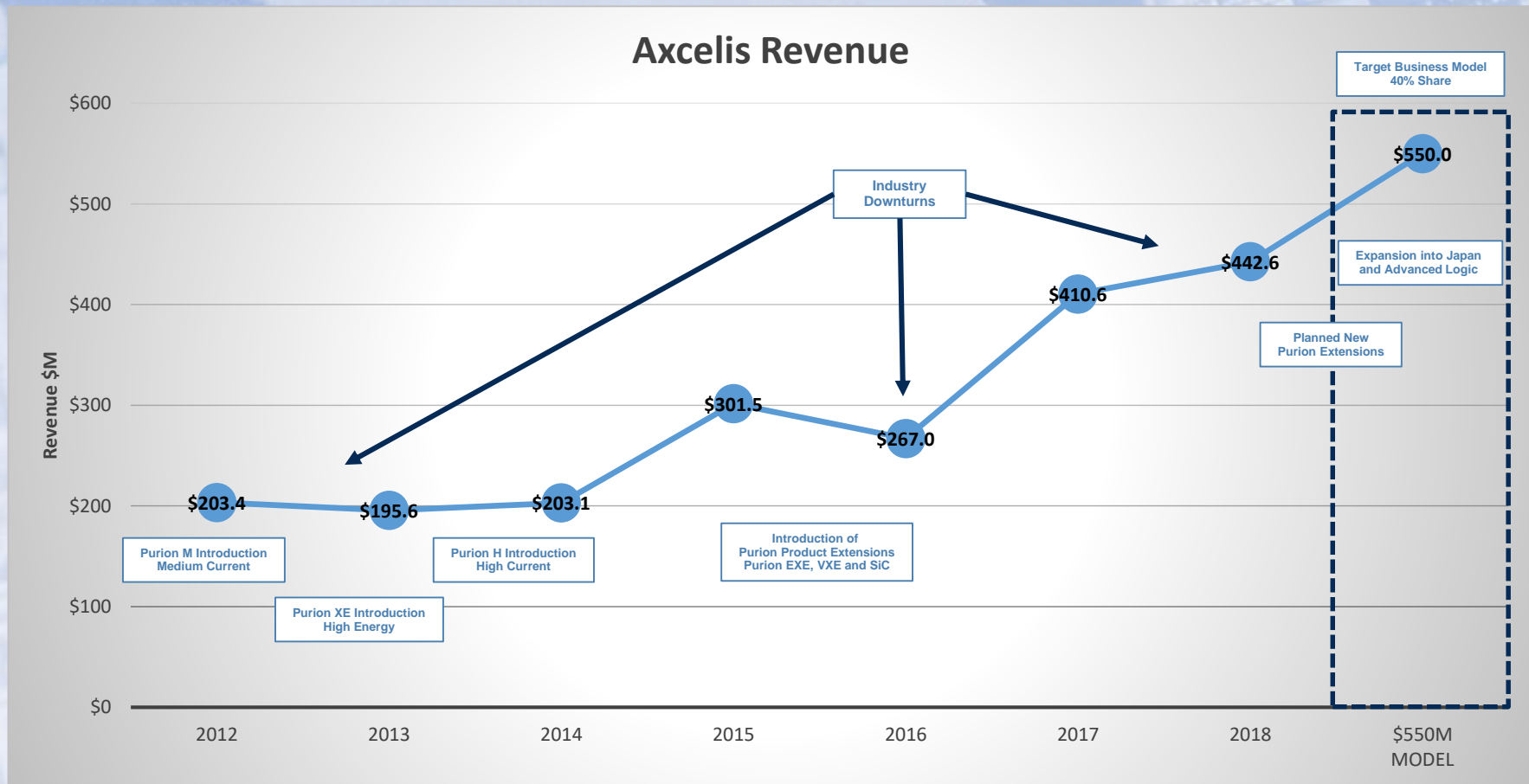
*Global Support*

# ***The Purion Platform...Key to Market Share Leadership and Achieving our Target Financial Business Model***



- Innovative scanned spot beam architectures with advanced energy filters
- Common endstation and control system
- Advanced source technology

# Axcelis Revenue Growth in the Purion Era





# Target Business Model (GAAP)

## The Path to Market Share Leadership

Revenue	\$301.5M 2015(A)	\$267M 2016(A)	\$410.6M 2017(A)	\$442.6M 2018(A)	\$550M Model*
Gross Margin	33.7%	37.3%	36.6%	40.6%	42-43%
Total OPEX	26.8%	31.1%	24.9%	27.0%	~25%
Operating Profit	6.9%	6.2%	11.7%	13.5%	17-18%
Free Cash Flow (Cash From Operations – Capex)	5.5%	(4.1%)	11.9%	9.5%	>15%

\* The \$550M revenue model is not a forecast of results for any identified period, but is intended to be indicative of the annual results Axcelis may achieve based on our strategic objectives.

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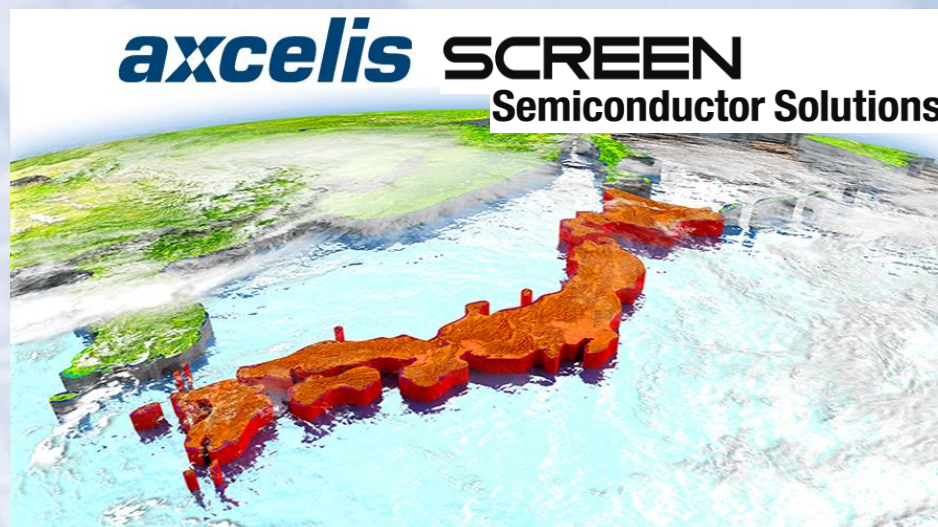
## **2019 Objectives – Build on the strength of the Purion Platform**

- 1. Grow our Purion footprint within our existing customer base**
- 2. Penetrate Japanese and advanced foundry/logic market with Purion**
  - Represents approximately \$300M of the \$1B ion implant TAM**
- 3. Capitalize on successful market segmentation strategy by releasing new Purion product extensions focused on key market segments**
  - Power device – Silicon Carbide and Silicon**
  - CMOS Image Sensor – Deep red and infrared**
  - Purion H for Advanced Logic with advanced capabilities**
  - Purion H for Mature Process Technology focused on Productivity**

# Reentering the Japanese Market

## Elements of Axcelis and SCREEN SPE\* Collaboration

- SCREEN SPE to *distribute and service* advanced Purion ion implantation technology in Japan
  - Japanese market represents 15% of the overall \$1B ion implant TAM
- Companies to *establish training and demonstration facility* at SCREEN SPE Process Technology Center in Hikone, Japan
- Agreement includes *joint technical collaboration* for emerging implant, thermal processing and wafer cleaning applications

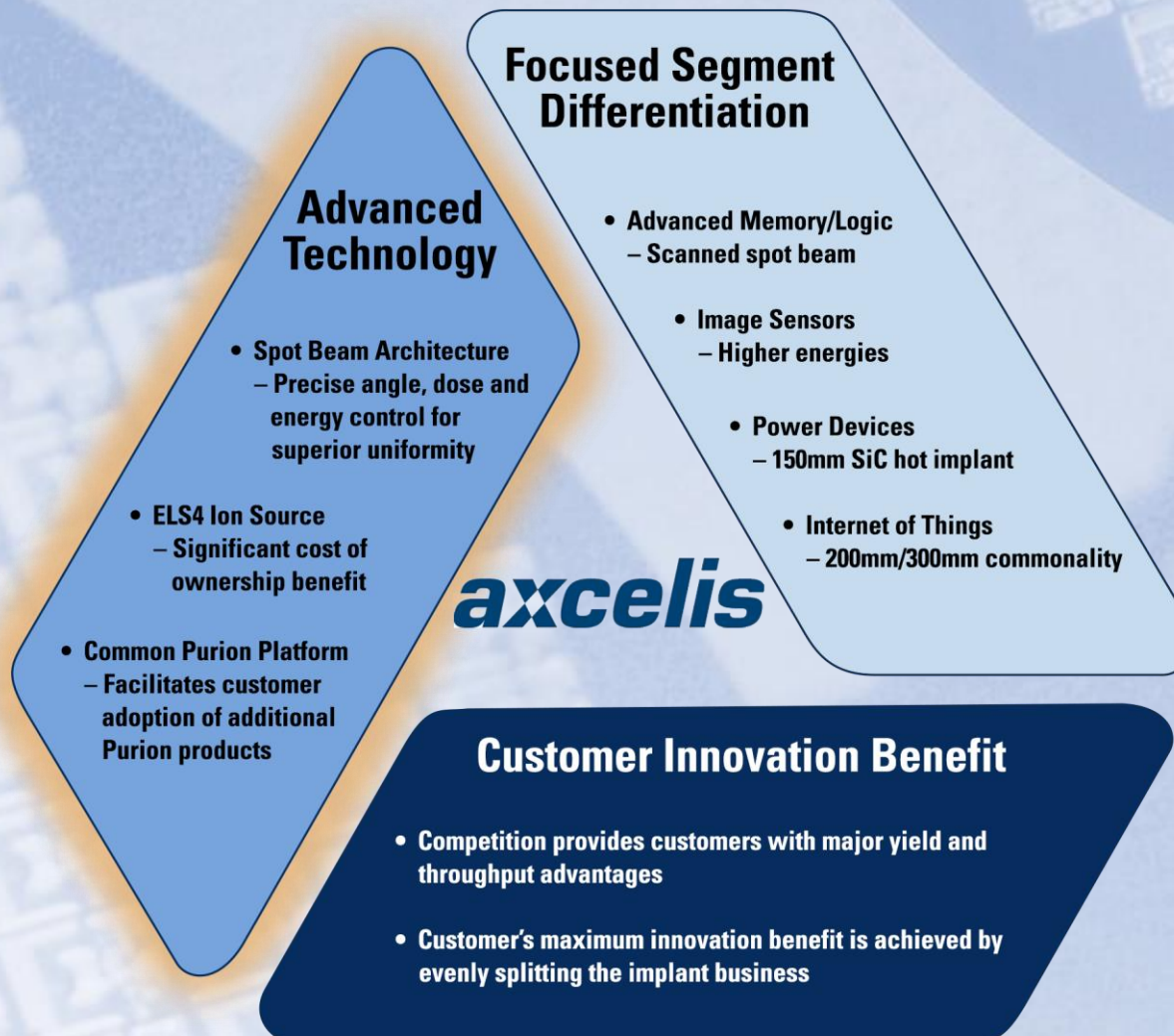


\* Formerly Dainippon Screen

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# Why Customers Choose Purion



# Axcelis Purion Platform

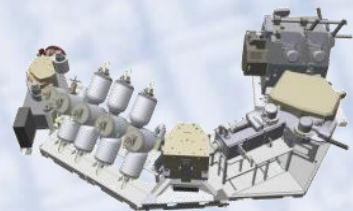
## Most Innovative Ion Implant Products Available

Three Unique and Enabling Beamlines + Common Endstation

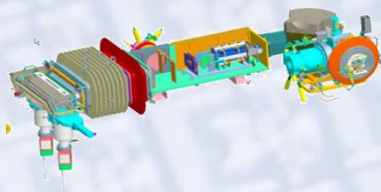
Enhanced Scanned Spot Beam Technology



RF Linear Accelerator Technology

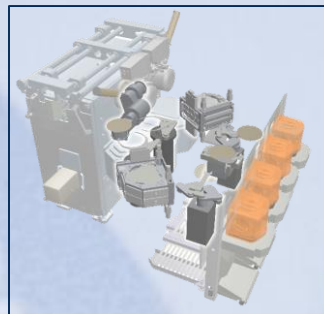


Energy Filter Based Beamline Technology



Common Purion Platform

- 500WPH End Station
- Vector Control System™
- Eterna ELS4 Source™



High Current

High Energy

Medium Current

High Current

High Energy

Medium Current



Purion H



Purion XE

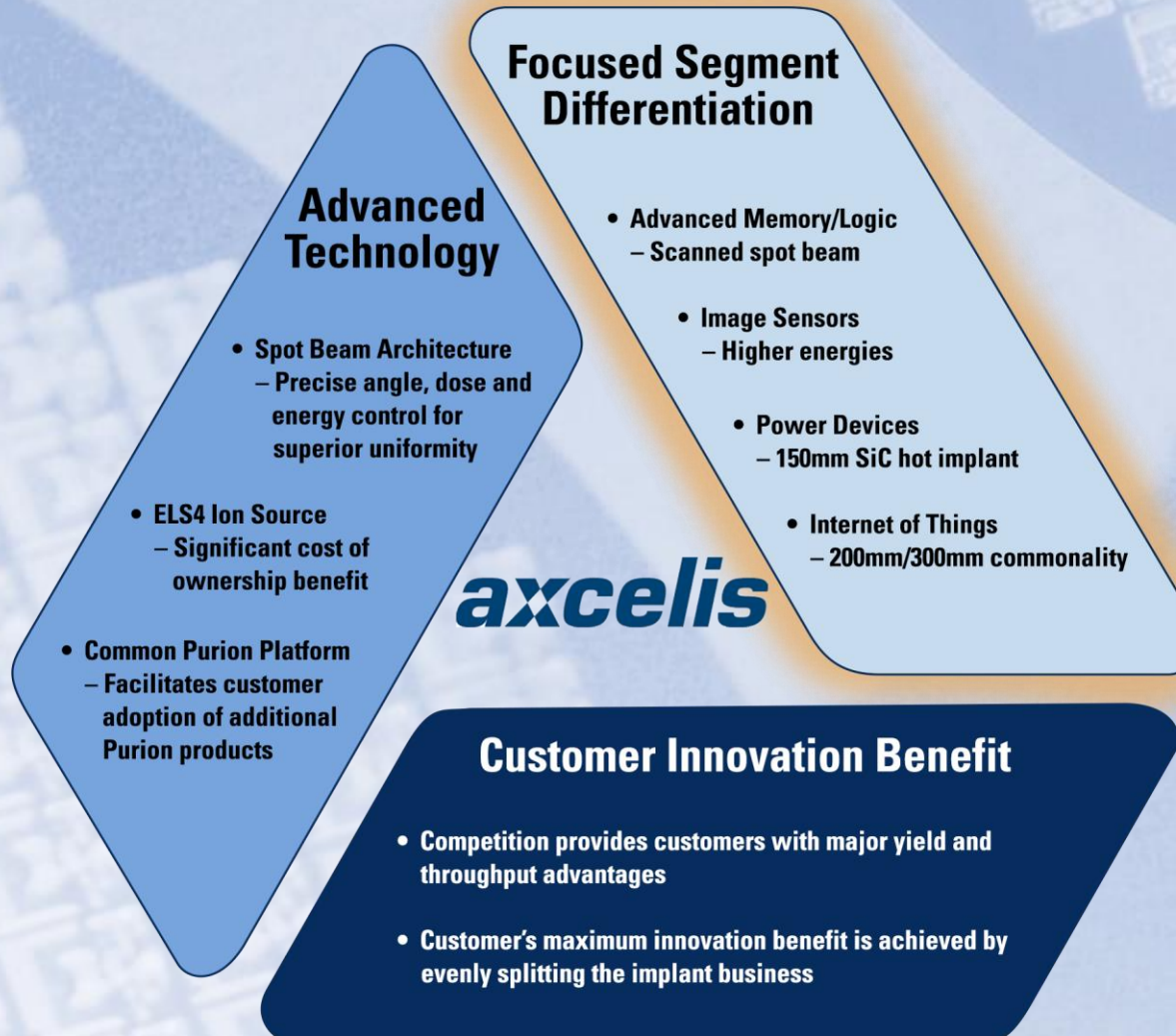


Purion M

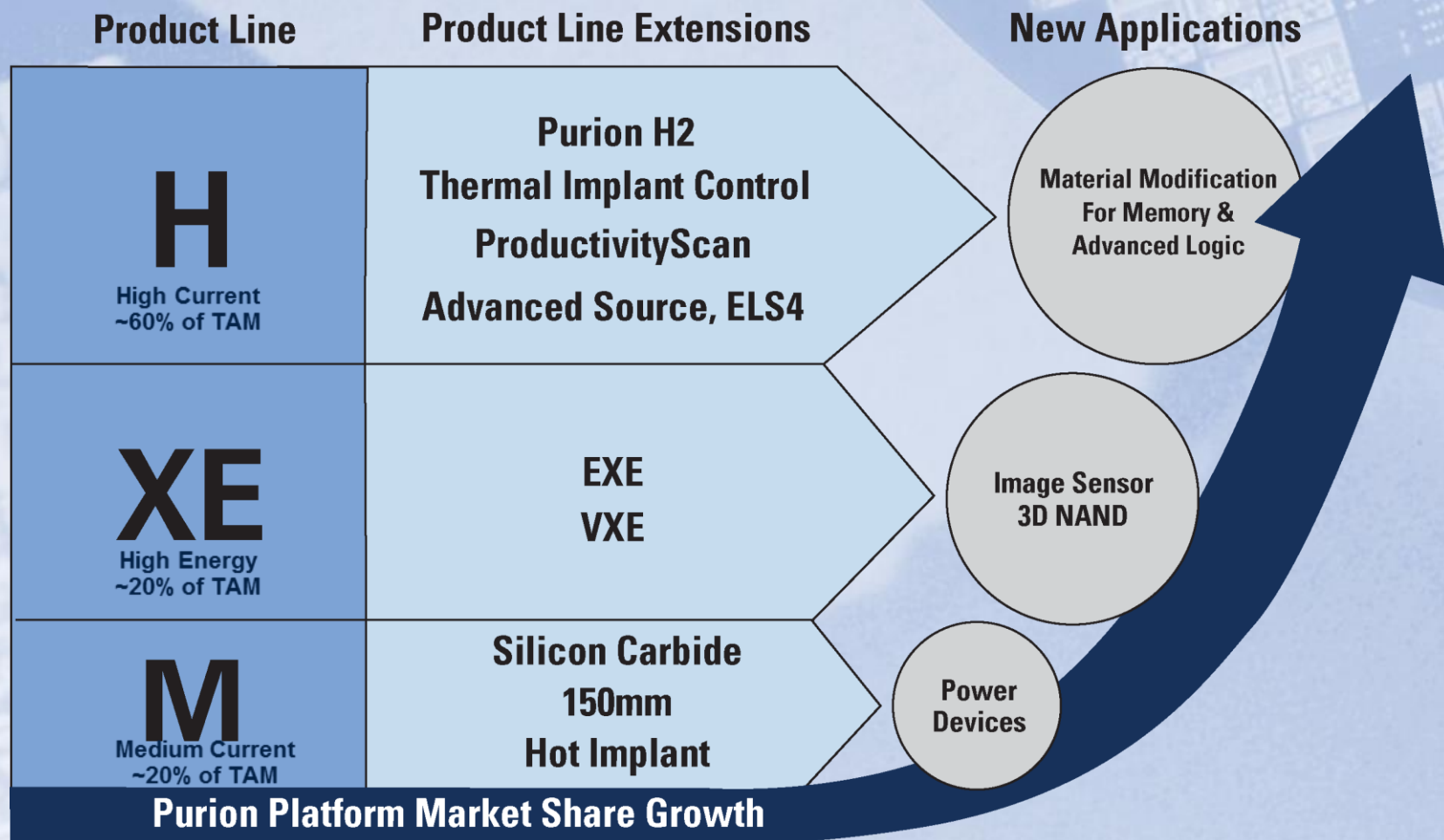
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# Why Customers Choose Purion




# Purion Driving Customer Innovation Through Product Extensions and New Applications Capabilities



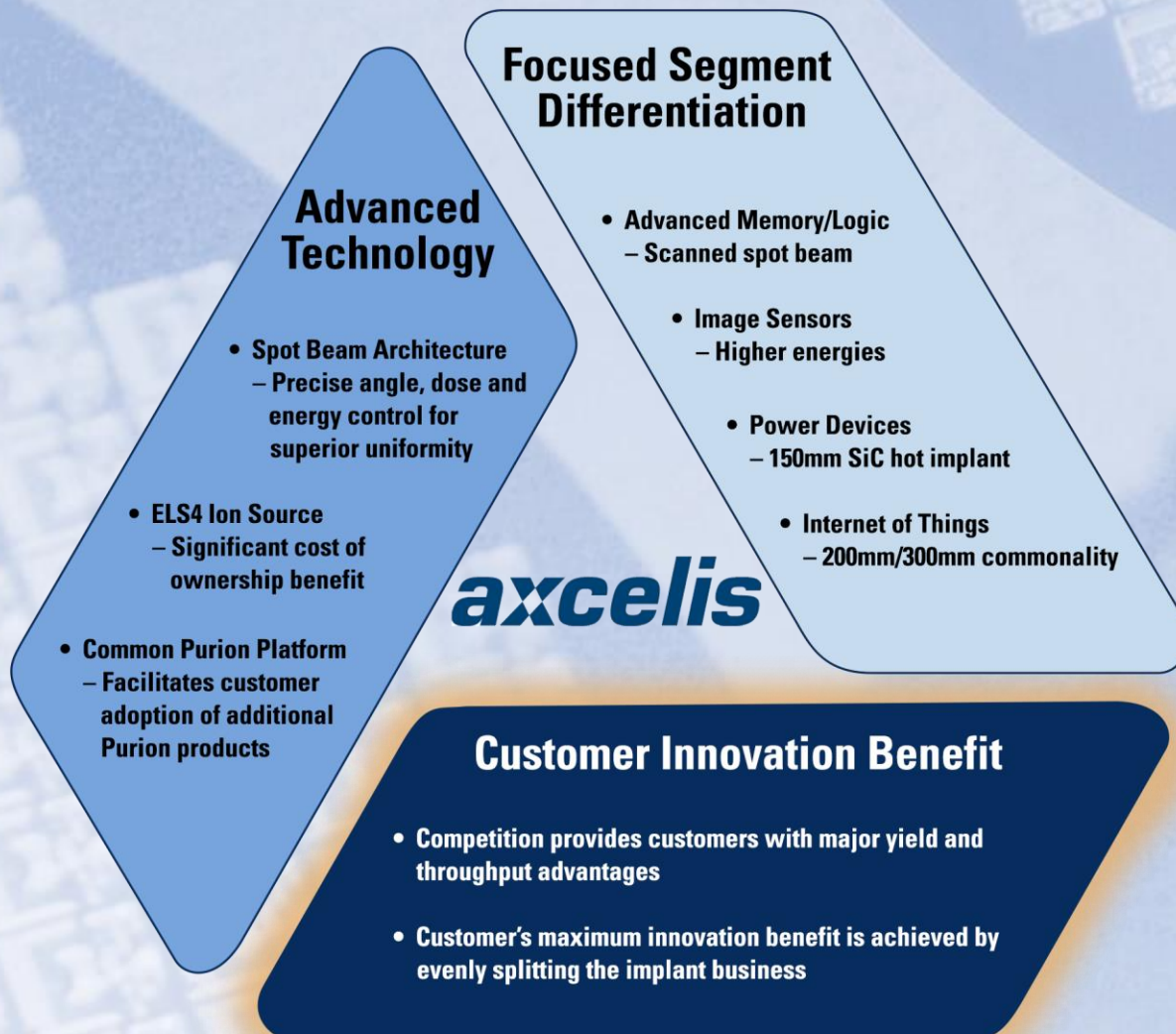


# Purion Power Series

## Optimized for the Growing Power Device Market

<b>Purion</b> <i>Power Series</i>		SiC			Si		
		M	XE	H	M	XE	H
	Aluminum Implantation	✓	✓		✓	✓	
	150mm Wafer Handling	✓	✓		✓	✓	
	Hot Implantation to 700°C For 150mm Wafers	✓	✓		✓	✓	
	80keV Antimony Implantation				✓		✓
	200mm Thin Wafer Handling				✓		✓
	80keV High Current Capability						✓

# Why Customers Choose Purion







## ***Financials***

## ***Axcelis Share Repurchase Program***

- Board of Directors has authorized a share repurchase program of up to \$35 million of the company's common stock
- Reflects continued confidence in Axcelis' financial performance and long term outlook
- Strong balance sheet and cash flows enable:
  - Return cash to shareholders through share repurchases
  - Investments in internal and external opportunities to strengthen our product lines and drive long-term growth
- Repurchased \$14M of stock in Q2 2019



## **Q2 2019 Financial Results**

	<u><b>Q2 2019 (GAAP)</b></u>
<b>Revenue</b>	<b>\$74.3M</b>
<b>Gross Margin</b>	<b>42.7%</b>
<b>Combined R&amp;D and SG&amp;A Expenses</b>	<b>\$29.7M</b>
<b>Operating Profit</b>	<b>\$2.0M</b>
<b>Net Income</b>	<b>\$0.6M</b>
<b>EPS</b>	<b>\$0.02</b>
<b>Total Cash</b>	<b>\$143.2M</b>
<b>Debt</b>	<b>\$0</b>
<b>Inventory</b>	<b>\$135.1M</b>

## **Q3 2019 Financial Outlook**

	<u><b>As Guided (GAAP)</b></u>
<b>Revenue</b>	<b>\$65 – 75M</b>
<b>Gross Margin</b>	<b>~41%</b>
<b>Combined R&amp;D and SG&amp;A Expenses</b>	<b>~\$29.7M</b>
<b>Operating Profit</b>	<b>(\$1.2) – \$2.0M</b>
<b>EPS</b>	<b>(\$0.05) – \$0.05</b>

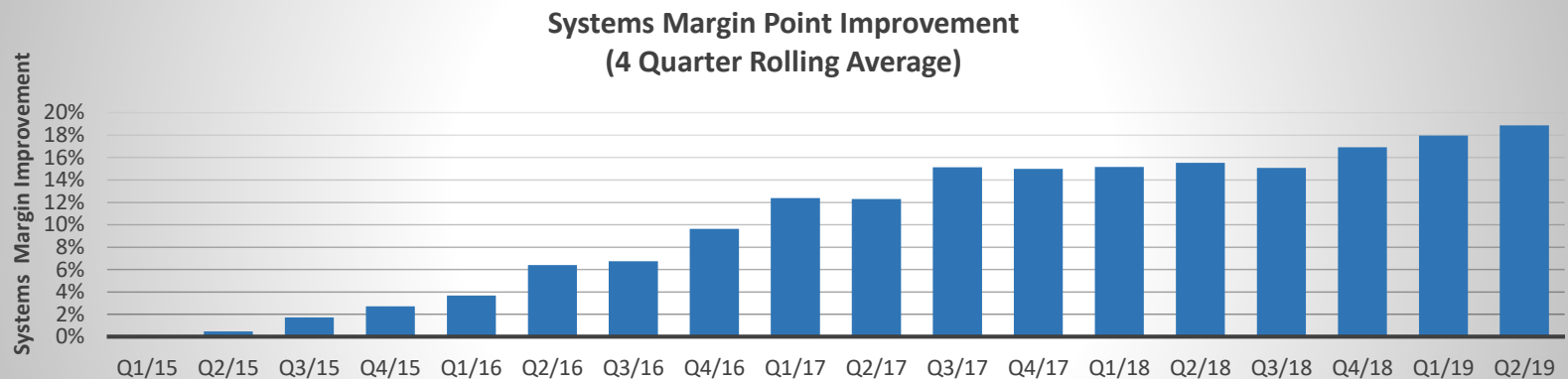


## ***Aggressive Gross Margin Improvement Activities***

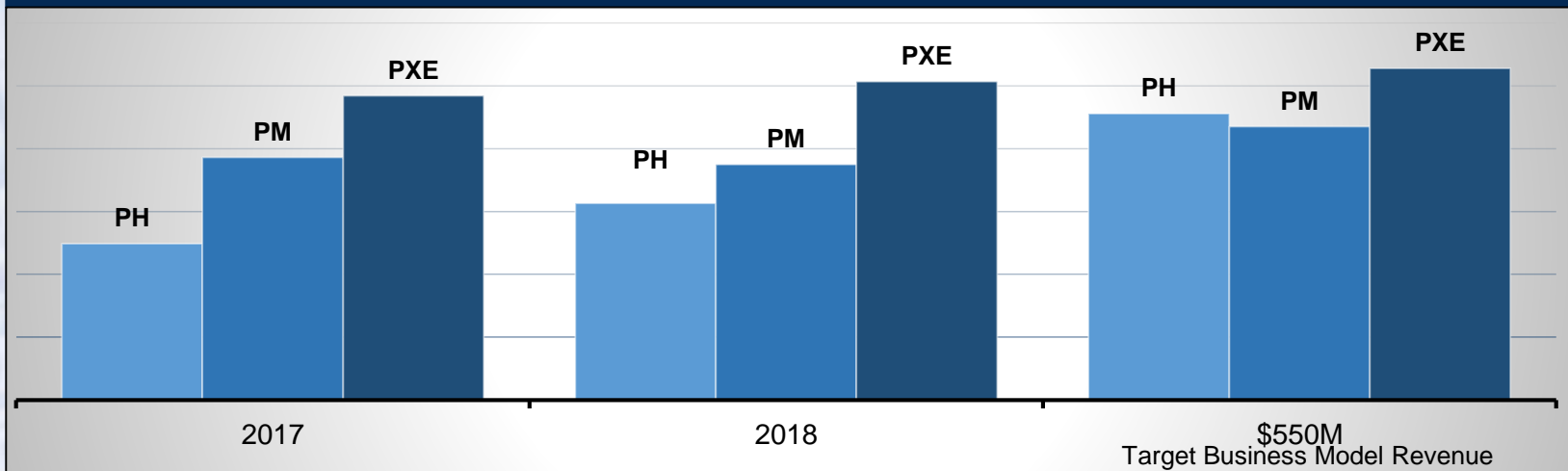
- Accelerated value engineering and supply chain cost out projects across the Purion product family
- Aggressively pursuing volume purchase agreements in low cost regions
- Manufacturing hours decreasing due to multiple lean initiatives
- Expect lower warranty and install costs from local installation teams as learning is applied to new shipments to previously penetrated Fabs
- Warranty costs are being positively impacted by follow on order volume, Purion Platform maturity and parts quality improvements

# Gross Margins Driven by Product Maturity, Volume and Cost Out Initiatives

## Cost Out Initiatives Fueling Steady Margin Improvement



## System Standard Margin Targets

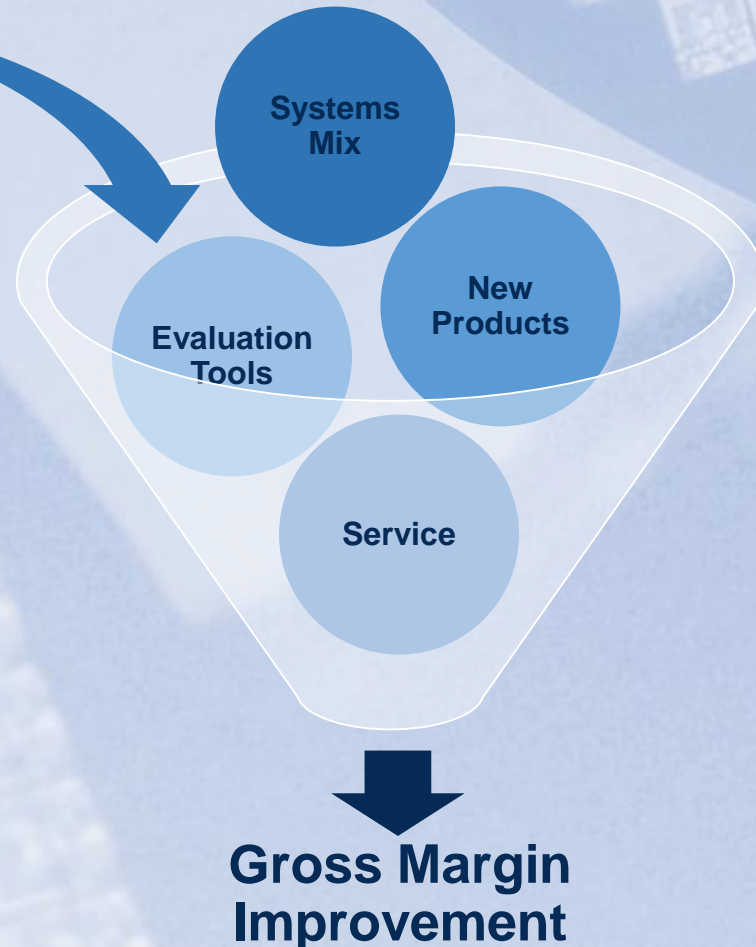




# ***The Impact of Mix and Initiatives on Gross Margin***

## ■ Gross Margin Improvement Driven by Improving Systems Margins on the Common Purion Platform

- Supply Chain Optimization
- Volume
- Warranty and Install
- Cost out Engineering
- Manufacturing Efficiency
- Product Extensions



# ***Managing Through the Downturn***

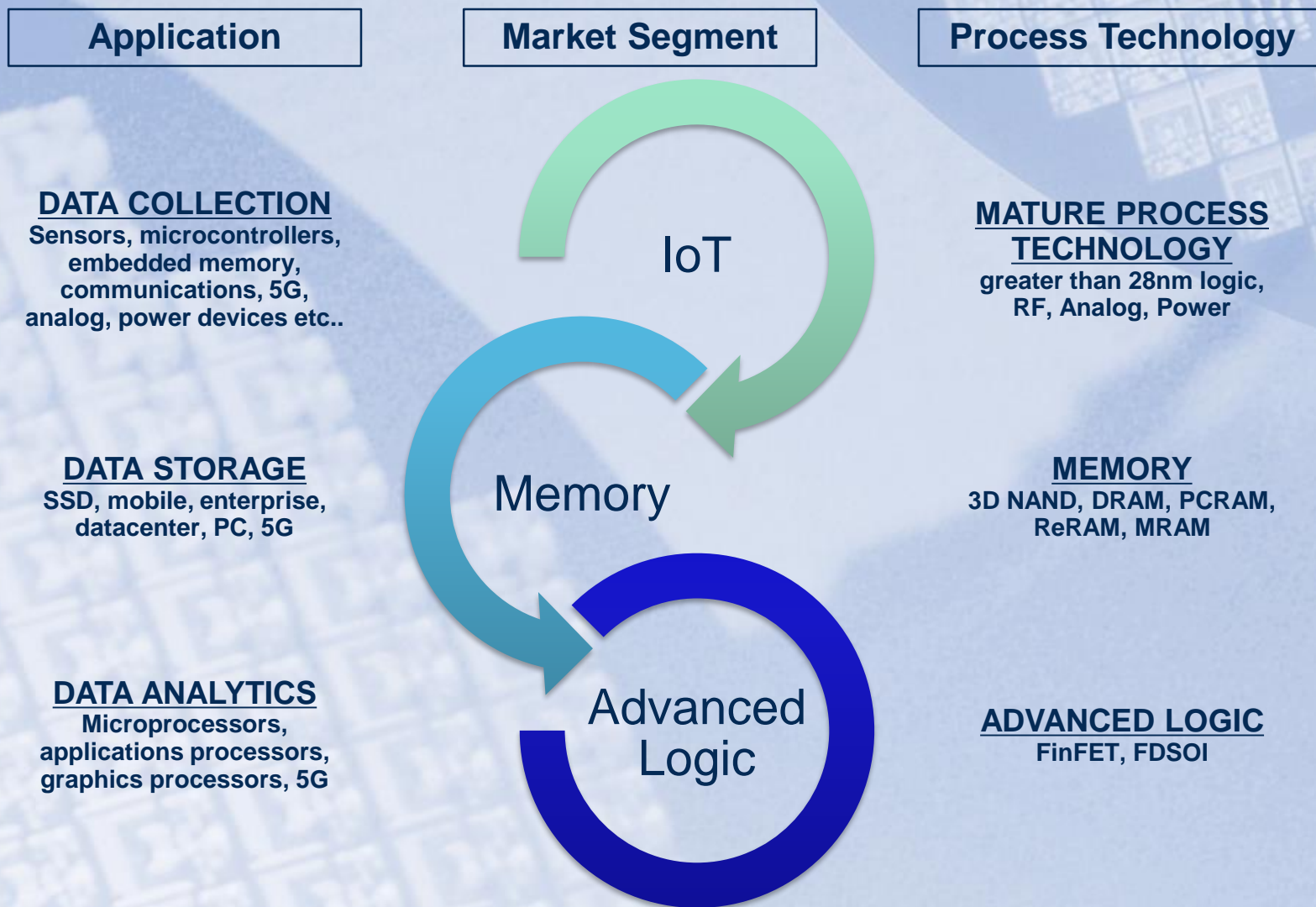
- **Investing in the business for growth in the coming upturn**
  - Marketing – building strong product roadmaps for key growth segments
  - R&D – developing Purion product extensions for these market segments
  - Sales – expanding Purion footprint in both existing and new customers
  - Companywide – driving excellent customer satisfaction and quality
- **Managing the business for profitability**
  - Expected revenues down 20-25% compared to 2018
  - Full year operating expenses reduced by \$12M compared to budget through multiple actions
    - Temporary work force reduction and voluntary executive pay cut
    - Reduction in variable compensation expense
    - General belt tightening of expenses across the business
    - Non-critical infrastructure programs pushed to 2020
- **Continued focus on gross margin improvement programs**
  - Full year gross margins expected between 41.0% to 41.5%, up from 40.0% to 41.0%





## ***Investment Thesis***

# Strong Long Term Industry Cycle Driven by – “Data-Centric Connected World”



# ***Axcelis Growth Opportunity***

- **Driven by market dynamics**
  - Long term data centric growth cycle is still intact with growth driven by IoT, data storage and analytics
  - Maturing mobile market and capacity absorption in memory causing current slowdown
- **Driven by Purion market penetration**
  - Mature process technology
  - Memory
  - Japan
  - Advanced logic
- **Driven by investment in the development of new Purion product extensions and enhancements**
  - Provide opportunities for implant growth beyond the \$550M model



# ***Evaluating Growth Beyond the Purion Platform***

- **Assessing potential options**
  - **Organic product development**
    - New doping-based products focused on emerging technology requirements
  - **Inorganic growth**
    - Technology acquisition followed by internal product development
    - New product acquisition
    - Business unit M&A