



axcelis

HISTORICAL GAAP TO NON-GAAP RECONCILIATION*

APRIL 21, 2025

*Updated file posted on May 6th, due to immaterial corrections made to Depreciation & Amortization expense, as well as rounding.

USE OF NON-GAAP MEASURES

This presentation includes financial measures that are not presented in accordance with U.S. generally accepted accounting principles (“Non-GAAP financial measures”). These Non-GAAP financial measures include non-GAAP gross profit, non-GAAP gross margin, non-GAAP operating expenses, non-GAAP operating income, non-GAAP operating margin, non-GAAP income tax provision, Adjusted EBITDA, non-GAAP net income, and non-GAAP diluted earnings per share, and reflect adjustments for the impact of share-based compensation expense and certain items related to restructuring and severance charges and any associated adjustments.

Reconciliations of these Non-GAAP financial measures to the most directly comparable financial measures calculated and presented in accordance with GAAP are provided in the financial tables included in this presentation.

For further information regarding these Non-GAAP financial measures, please refer to the tables presenting reconciliations of our Non-GAAP results to our GAAP results at the end of this presentation.

Summary: Historical GAAP & Non-GAAP Results

(in thousands, except per share amounts)

	For the years ended December 31				
	2020	2021	2022	2023	2024
Revenue	\$474,560	\$662,428	\$919,998	\$1,130,604	\$1,017,865
Gross Margin	41.8%	43.2%	43.7%	43.5%	44.7%
Operating Margin	12.2%	19.2%	23.1%	23.5%	20.7%
Net Income	\$49,982	\$98,650	\$183,079	\$246,263	\$200,992
Diluted Earnings Per Share	\$1.46	\$2.88	\$5.46	\$7.43	\$6.15
Non-GAAP Results					
Non-GAAP Gross Margin	42.0%	43.4%	43.8%	43.6%	44.9%
Non-GAAP Operating Margin	14.4%	21.0%	24.5%	25.2%	23.3%
Adjusted EBITDA	\$78,465	\$150,210	\$237,410	\$298,262	\$253,088
Non-GAAP Net Income	\$59,000	\$109,028	\$194,641	\$262,945	\$223,769
Non-GAAP Diluted Earnings Per Share	\$1.73	\$3.18	\$5.80	\$7.93	\$6.84

Axcelis Technologies Inc.

Schedule Reconciling Selected Non-GAAP Financial Measures – Fiscal Year 2020

(in thousands, except per share amounts)

	Q1'20	Q2'20	Q3'20	Q4'20	FY 2020
Revenue	\$ 118,991	\$ 122,965	\$ 110,405	\$ 122,199	\$ 474,560
Gross Profit	\$ 45,549	\$ 51,899	\$ 48,161	\$ 52,975	\$ 198,584
Stock-based compensation	147	278	184	213	822
Non-GAAP Gross Profit	\$ 45,696	\$ 52,177	\$ 48,345	\$ 53,188	\$ 199,406
Non-GAAP Gross Margin	38.4%	42.4%	43.8%	43.5%	42.0%
Operating Expense	\$ 31,846	\$ 35,518	\$ 34,279	\$ 38,900	\$ 140,543
Stock-based compensation	(1,577)	(2,804)	(2,737)	(2,545)	(9,663)
Non-GAAP Operating Expense	\$ 30,269	\$ 32,714	\$ 31,542	\$ 36,355	\$ 130,880
Operating Income	\$ 13,703	\$ 16,381	\$ 13,882	\$ 14,075	\$ 58,041
Stock-based compensation	1,724	3,082	2,921	2,758	10,485
Non-GAAP Operating Income	\$ 15,427	\$ 19,463	\$ 16,803	\$ 16,833	\$ 68,526
Non-GAAP Operating Margin	13.0%	15.8%	15.2%	13.8%	14.4%
Income tax provision	\$ 1,041	\$ 2,271	\$ 2,807	\$ (215)	\$ 5,904
Tax impact of non-GAAP adjustments ¹	241	431	409	386	1,467
Non-GAAP Income tax provision	\$ 1,282	\$ 2,702	\$ 3,216	\$ 171	\$ 7,371
Net Income	\$ 11,221	\$ 13,302	\$ 10,785	\$ 14,674	\$ 49,982
Stock-based compensation	1,724	3,082	2,921	2,758	10,485
Tax impact of non-GAAP adjustments ¹	(241)	(431)	(409)	(386)	(1,467)
Non-GAAP Net Income	\$ 12,704	\$ 15,953	\$ 13,297	\$ 17,046	\$ 59,000
Diluted earnings per share	\$ 0.33	\$ 0.39	\$ 0.32	\$ 0.43	\$ 1.46
Stock-based compensation	0.05	0.09	0.09	0.08	0.31
Tax impact of non-GAAP adjustments ¹	(0.01)	(0.01)	(0.01)	(0.01)	(0.04)
Non-GAAP diluted earnings per share	\$ 0.37	\$ 0.47	\$ 0.39	\$ 0.50	\$ 1.73
Basic Share O/S	32,872	33,116	33,477	33,548	33,257
Diluted Shares O/S	34,057	33,958	34,174	34,318	34,128

Adjusted EBITDA Reconciliation	Q1'20	Q2'20	Q3'20	Q4'20	FY 2020
Net income	\$ 11,221	\$ 13,302	\$ 10,785	\$ 14,674	\$ 49,982
Other (income)/expense	1,441	808	290	(384)	2,155
Income tax provision	1,041	2,271	2,807	(215)	5,904
Depreciation & amortization	2,363	2,466	2,517	2,593	9,939
Subtotal	\$ 16,066	\$ 18,847	\$ 16,399	\$ 16,668	\$ 67,980
Stock-based compensation	1,724	3,082	2,921	2,758	10,485
Adjusted EBITDA	\$ 17,790	\$ 21,929	\$ 19,320	\$ 19,426	\$ 78,465
Adjusted EBITDA Margin	15.0%	17.8%	17.5%	15.9%	16.5%

Footnotes:

¹Impact of taxes from Non-GAAP adjustments, uses adjusted tax rate of 14%

Figures may not sum due to rounding

Axcelis Technologies Inc.

Schedule Reconciling Selected Non-GAAP Financial Measures – Fiscal Year 2021

(in thousands, except per share amounts)

	Q1'21	Q2'21	Q3'21	Q4'21	FY 2021
Revenue	\$ 132,776	\$ 147,274	\$ 176,694	\$ 205,684	\$ 662,428
Gross Profit	\$ 56,435	\$ 64,014	\$ 76,512	\$ 89,484	\$ 286,445
Stock-based compensation	279	253	194	229	955
Non-GAAP Gross Profit	\$ 56,714	\$ 64,267	\$ 76,706	\$ 89,713	\$ 287,400
Non-GAAP Gross Margin	42.7%	43.6%	43.4%	43.6%	43.4%
Operating Expense	\$ 36,085	\$ 40,017	\$ 40,118	\$ 42,900	\$ 159,120
Stock-based compensation	(2,128)	(3,124)	(2,992)	(2,868)	(11,112)
Non-GAAP Operating Expense	\$ 33,957	\$ 36,893	\$ 37,126	\$ 40,032	\$ 148,008
Operating Income	\$ 20,350	\$ 23,997	\$ 36,394	\$ 46,584	\$ 127,325
Stock-based compensation	2,407	3,377	3,186	3,097	12,067
Non-GAAP Operating Income	\$ 22,757	\$ 27,374	\$ 39,580	\$ 49,681	\$ 139,392
Non-GAAP Operating Margin	17.1%	18.6%	22.4%	24.2%	21.0%
Income tax provision	\$ 1,721	\$ 3,842	\$ 6,698	\$ 9,517	\$ 21,778
Tax impact of non-GAAP adjustments ¹	337	473	446	434	1,689
Non-GAAP Income tax provision	\$ 2,058	\$ 4,315	\$ 7,144	\$ 9,951	\$ 23,467
Net Income	\$ 16,480	\$ 18,906	\$ 27,515	\$ 35,749	\$ 98,650
Stock-based compensation	2,407	3,377	3,186	3,097	12,067
Tax impact of non-GAAP adjustments ¹	(337)	(473)	(446)	(434)	(1,689)
Non-GAAP Net Income	\$ 18,550	\$ 21,810	\$ 30,255	\$ 38,412	\$ 109,028
Diluted earnings per share	\$ 0.48	\$ 0.55	\$ 0.81	\$ 1.05	\$ 2.88
Stock-based compensation	0.07	0.10	0.09	0.09	0.35
Tax impact of non-GAAP adjustments ¹	(0.01)	(0.01)	(0.01)	(0.01)	(0.05)
Non-GAAP diluted earnings per share	\$ 0.54	\$ 0.64	\$ 0.89	\$ 1.13	\$ 3.18
Basic Share O/S	33,715	33,677	33,537	33,295	33,555
Diluted Shares O/S	34,643	34,311	34,089	34,011	34,268

Adjusted EBITDA Reconciliation	Q1'21	Q2'21	Q3'21	Q4'21	FY 2021
Net income	\$ 16,480	\$ 18,906	\$ 27,515	\$ 35,749	\$ 98,650
Other (income)/expense	2,149	1,249	2,181	1,318	6,897
Income tax provision	1,721	3,842	6,698	9,517	21,778
Depreciation & amortization	2,645	2,691	2,657	2,825	10,818
Subtotal	\$ 22,995	\$ 26,688	\$ 39,051	\$ 49,409	\$ 138,143
Stock-based compensation	2,407	3,377	3,186	3,097	12,067
Adjusted EBITDA	\$ 25,402	\$ 30,065	\$ 42,237	\$ 52,506	\$ 150,210
Adjusted EBITDA Margin	19.1%	20.4%	23.9%	25.5%	22.7%

Footnotes:

¹Impact of taxes from Non-GAAP adjustments, uses adjusted tax rate of 14%

Figures may not sum due to rounding

Axcelis Technologies Inc.

Schedule Reconciling Selected Non-GAAP Financial Measures – Fiscal Year 2022

(in thousands, except per share amounts)

	Q1'22	Q2'22	Q3'22	Q4'22	FY 2022
Revenue	\$ 203,595	\$ 221,177	\$ 229,175	\$ 266,051	\$ 919,998
Gross Profit	\$ 89,766	\$ 99,181	\$ 103,321	\$ 109,521	\$ 401,790
Stock-based compensation	207	318	225	269	1,019
Non-GAAP Gross Profit	89,973	\$ 99,499	\$ 103,546	\$ 109,790	\$ 402,809
Non-GAAP Gross Margin	44.2%	45.0%	45.2%	41.3%	43.8%
Operating Expense	\$ 40,843	\$ 45,036	\$ 50,119	\$ 53,432	\$ 189,429
Stock-based compensation	(2,494)	(3,209)	(3,337)	(3,385)	(12,425)
Non-GAAP Operating Expense	\$ 38,349	\$ 41,827	\$ 46,782	\$ 50,047	\$ 177,004
Operating Income	\$ 48,923	\$ 54,145	\$ 53,202	\$ 56,089	\$ 212,361
Stock-based compensation	2,701	3,527	3,562	3,654	13,444
Non-GAAP Operating Income	\$ 51,624	\$ 57,672	\$ 56,764	\$ 59,743	\$ 225,805
Non-GAAP Operating Margin	25.4%	26.1%	24.8%	22.5%	24.5%
Income tax provision	\$ 4,269	\$ 4,007	\$ 4,726	\$ 8,804	\$ 21,806
Tax impact of non-GAAP adjustments ¹	378	494	499	512	1,882
Non-GAAP Income tax provision	\$ 4,647	\$ 4,501	\$ 5,225	\$ 9,316	\$ 23,688
Net Income	\$ 41,614	\$ 44,189	\$ 40,283	\$ 56,992	\$ 183,079
Stock-based compensation	2,701	3,527	3,562	3,654	13,444
Tax impact of non-GAAP adjustments ¹	(378)	(494)	(499)	(512)	(1,882)
Non-GAAP Net Income	\$ 43,937	\$ 47,222	\$ 43,346	\$ 60,134	\$ 194,641
Diluted earnings per share	\$ 1.22	\$ 1.32	\$ 1.21	\$ 1.71	\$ 5.46
Stock-based compensation	0.08	0.11	0.11	0.11	0.40
Tax impact of non-GAAP adjustments ¹	(0.01)	(0.02)	(0.02)	(0.01)	(0.06)
Non-GAAP diluted earnings per share	\$ 1.29	\$ 1.41	\$ 1.30	\$ 1.81	\$ 5.80
Basic Share O/S	33,245	33,096	33,011	32,823	33,043
Diluted Shares O/S	33,974	33,562	33,389	33,262	33,542

Adjusted EBITDA Reconciliation	Q1'22	Q2'22	Q3'22	Q4'22	FY 2022
Net income	\$ 41,614	\$ 44,189	\$ 40,283	\$ 56,992	\$ 183,078
Other (income)/expense	3,040	5,949	8,193	(9,707)	7,476
Income tax provision	4,269	4,007	4,726	8,804	21,806
Depreciation & amortization	2,848	2,876	2,890	2,993	11,607
Subtotal	\$ 51,771	\$ 57,021	\$ 56,092	\$ 59,082	\$ 223,966
Stock-based compensation	2,701	3,527	3,562	3,654	13,444
Adjusted EBITDA	\$ 54,472	\$ 60,548	\$ 59,654	\$ 62,736	\$ 237,410
Adjusted EBITDA Margin	26.8%	27.4%	26.0%	23.6%	25.8%

Footnotes:

¹Impact of taxes from Non-GAAP adjustments, uses adjusted tax rate of 14%

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Axcelis Technologies Inc.

Schedule Reconciling Selected Non-GAAP Financial Measures – Fiscal Year 2023

(in thousands, except per share amounts)

	Q1'23	Q2'23	Q3'23	Q4'23	FY 2023
Revenue	\$ 254,020	\$ 273,970	\$ 292,326	\$ 310,288	\$ 1,130,604
Gross Profit	\$ 104,019	\$ 119,703	\$ 129,684	\$ 137,896	\$ 491,301
Stock-based compensation	215	396	308	337	1,256
Non-GAAP Gross Profit	\$ 104,234	\$ 120,099	\$ 129,992	\$ 138,233	\$ 492,557
Non-GAAP Gross Margin	41.0%	43.8%	44.5%	44.5%	43.6%
Operating Expense	\$ 52,662	\$ 55,995	\$ 58,004	\$ 58,845	\$ 225,506
Bad debt expense	-	-	(749)	(380)	(1,129)
Stock-based compensation	(2,984)	(4,353)	(4,774)	(4,902)	(17,013)
Non-GAAP Operating Expense	\$ 49,678	\$ 51,642	\$ 52,481	\$ 53,563	\$ 207,364
Operating Income	\$ 51,357	\$ 63,708	\$ 71,680	\$ 79,051	\$ 265,795
Bad debt expense	-	-	749	380	1,129
Stock-based compensation	3,199	4,749	5,082	5,239	18,269
Non-GAAP Operating Income	\$ 54,556	\$ 68,457	\$ 77,511	\$ 84,670	\$ 285,193
Non-GAAP Operating Margin	21.5%	25.0%	26.5%	27.3%	25.2%
Income tax provision	\$ 5,205	\$ 3,037	\$ 7,744	\$ 16,350	\$ 32,336
Tax impact of non-GAAP adjustments ¹	448	665	816	787	2,716
Non-GAAP Income tax provision	\$ 5,653	\$ 3,702	\$ 8,560	\$ 17,137	\$ 35,052
Net Income	\$ 47,697	\$ 61,579	\$ 65,931	\$ 71,056	\$ 246,263
Bad debt expense	-	-	749	380	1,129
Stock-based compensation	3,199	4,749	5,082	5,239	18,269
Tax impact of non-GAAP adjustments ¹	(448)	(665)	(816)	(787)	(2,716)
Non-GAAP Net Income	\$ 50,448	\$ 65,663	\$ 70,946	\$ 75,888	\$ 262,945
Diluted earnings per share	\$ 1.43	\$ 1.86	\$ 1.99	\$ 2.15	\$ 7.43
Bad debt expense	-	-	0.02	0.01	0.03
Stock-based compensation	0.10	0.14	0.15	0.16	0.55
Tax impact of non-GAAP adjustments ¹	(0.01)	(0.02)	(0.02)	(0.02)	(0.08)
Non-GAAP diluted earnings per share	\$ 1.52	\$ 1.98	\$ 2.14	\$ 2.30	\$ 7.93
Basic Share O/S	32,744	32,775	32,807	32,708	32,758
Diluted Shares O/S	33,293	33,189	33,159	33,031	33,165

Adjusted EBITDA Reconciliation	Q1'23	Q2'23	Q3'23	Q4'23	FY 2023
Net income	\$ 47,697	\$ 61,579	\$ 65,931	\$ 71,056	\$ 246,263
Other (income)/expense	(1,545)	(908)	(1,995)	(8,355)	(12,804)
Income tax provision	5,205	3,037	7,744	16,350	32,336
Depreciation & amortization	3,100	3,158	3,230	3,581	13,069
Subtotal	\$ 54,457	\$ 66,866	\$ 74,910	\$ 82,632	\$ 278,864
Bad debt expense	-	-	749	380	1,129
Stock-based compensation	3,199	4,749	5,082	5,239	18,269
Adjusted EBITDA	\$ 57,656	\$ 71,615	\$ 80,741	\$ 88,251	\$ 298,262
Adjusted EBITDA Margin	22.7%	26.1%	27.6%	28.4%	26.4%

Footnotes:

¹Impact of taxes from Non-GAAP adjustments, uses adjusted tax rate of 14%

Figures may not sum due to rounding

Axcelis Technologies Inc.

Schedule Reconciling Selected Non-GAAP Financial Measures – Fiscal Year 2024

(in thousands, except per share amounts)

	Q1'24	Q2'24	Q3'24	Q4'24	FY 2024
Revenue	\$ 252,372	\$ 256,512	\$ 256,564	\$ 252,417	\$ 1,017,865
Gross Profit	\$ 116,051	\$ 112,409	\$ 109,970	\$ 116,223	\$ 454,654
Restructuring ¹	-	876	-	256	1,132
Stock-based compensation	290	462	354	399	1,505
Non-GAAP Gross Profit	\$ 116,341	\$ 113,747	\$ 110,324	\$ 116,878	\$ 457,291
Non-GAAP Gross Margin	46.1%	44.3%	43.0%	46.3%	44.9%
Operating Expense	\$ 59,512	\$ 59,599	\$ 63,057	\$ 61,692	\$ 243,860
Bad debt expense	459	-	(3,443)	(3)	(2,987)
Restructuring ¹	-	(552)	-	(862)	(1,414)
Stock-based compensation	(4,400)	(5,007)	(5,058)	(4,981)	(19,446)
Non-GAAP Operating Expense	\$ 55,571	\$ 54,040	\$ 54,556	\$ 55,846	\$ 220,013
Operating Income	\$ 56,539	\$ 52,810	\$ 46,913	\$ 54,531	\$ 210,794
Bad debt expense	(459)	-	3,443	3	2,987
Restructuring ¹	-	1,428	-	1,118	2,546
Stock-based compensation	4,690	5,469	5,412	5,380	20,951
Non-GAAP Operating Income	\$ 60,770	\$ 59,707	\$ 55,768	\$ 61,032	\$ 237,278
Non-GAAP Operating Margin	24.1%	23.3%	21.7%	24.2%	23.3%
Income tax provision	\$ 7,404	\$ 6,399	\$ 6,789	\$ 8,689	\$ 29,282
Tax impact of non-GAAP adjustments ²	592	966	1,240	910	3,708
Non-GAAP Income tax provision	\$ 7,996	\$ 7,365	\$ 8,029	\$ 9,599	\$ 32,990
Net Income	\$ 51,595	\$ 50,866	\$ 48,576	\$ 49,956	\$ 200,992
Bad debt expense	(459)	-	3,443	3	2,987
Restructuring ¹	-	1,428	-	1,118	2,547
Stock-based compensation	4,690	5,469	5,412	5,380	20,951
Tax impact of non-GAAP adjustments ²	(592)	(966)	(1,240)	(910)	(3,708)
Non-GAAP Net Income	\$ 55,234	\$ 56,797	\$ 56,191	\$ 55,547	\$ 223,769
Diluted earnings per share	\$ 1.57	\$ 1.55	\$ 1.49	\$ 1.54	\$ 6.15
Bad debt expense	(0.01)	-	0.11	0.00	\$ 0.10
Restructuring ¹	-	0.04	-	0.03	\$ 0.07
Stock-based compensation	0.14	0.17	0.16	0.17	\$ 0.64
Tax impact of non-GAAP adjustments ²	(0.02)	(0.03)	(0.04)	(0.03)	\$ (0.12)
Non-GAAP diluted earnings per share	\$ 1.68	\$ 1.73	\$ 1.72	\$ 1.71	\$ 6.84
Basic Share O/S	32,638	32,598	32,550	32,424	32,552
Diluted Shares O/S	32,926	32,771	32,675	32,514	32,704

Adjusted EBITDA Reconciliation	Q1'24	Q2'24	Q3'24	Q4'24	FY 2024
Net income	\$ 51,595	\$ 50,866	\$ 48,576	\$ 49,956	\$ 200,992
Other (income)/expense	(2,460)	(4,455)	(8,452)	(4,114)	(19,480)
Income tax provision	7,404	6,399	6,789	8,689	29,282
Depreciation & amortization	3,775	3,861	3,906	4,267	15,809
Subtotal	\$ 60,314	\$ 56,671	\$ 50,819	\$ 58,798	\$ 226,603
Bad debt expense	(459)	-	3,443	3	2,987
Restructuring ¹	-	1,428	-	1,118	2,547
Stock-based compensation	4,690	5,469	5,412	5,380	20,951
Adjusted EBITDA	\$ 64,545	\$ 63,568	\$ 59,674	\$ 65,299	\$ 253,088
Adjusted EBITDA Margin	25.6%	24.8%	23.3%	25.9%	24.9%

Footnotes:

¹Restructuring and other costs primarily related to early retirement programs and severance costs, due to global cost-saving initiatives

²Impact of taxes from Non-GAAP adjustments, uses adjusted tax rate of 14%

Figures may not sum due to rounding