

## **Onto Innovation**

**Investor Presentation** 

**AUGUST 2022** 



### Safe Harbor

- The information presented herein contains forward-looking statements that relate to anticipated future operating results and performance. These statements are only predictions based on management's current expectations and assumptions, including market size and forecasted growth, Total Available Market (or "TAM"), Served Available Market (or "SAM") and revenue estimates, and necessarily involve risks and uncertainties. We do not assume any obligation to update the information provided. Actual events or results may differ materially from those projected, including as a result of changing industry and market trends, reduced demand for our products, the timely development of our new products and their adoption by the market, increased competition in the industry, price reductions and other subsequent developments and business conditions. Additional information and considerations regarding the risks faced by Onto Innovation are available in our Form 10-K reports for the year ended January 1, 2022, and other filings with the Securities and Exchange Commission.
- This presentation includes non-GAAP financial measures which are not intended to be considered
  in isolation or as a substitute for the financial information prepared and presented in accordance
  with GAAP. Management uses both GAAP and non-GAAP measures when evaluating the
  business internally and therefore believes it is important to make these non-GAAP measures
  available to the financial community. Reconciliations of non-GAAP measures to the most relevant
  GAAP amounts are included in the Company press releases.
- As the forward-looking statements are based on Onto Innovation's current expectations, the company cannot guarantee any related future results, levels of activity, performance or achievements. Onto Innovation does not assume any obligation to update the forward-looking information contained in this presentation.



### **Onto Innovation Snapshot**

High tech capital equipment company specializing in optical process solutions for semiconductor and related markets



**NOVEMBER 2019: RTEC-NANO MERGER** 



**\$256M** Q2 2022 REVENUE



9,000 ACTIVE METROLOGY & INSPECTION TOOLS INSTALLED



**75 Fabs** FAB-WIDE YIELD/DEFECT SOFTWARE INSTALLED

Note 1: 90% of WFE awarded to companies in this tier

Note 2: Q1-2020 (ONTO's first full quarter) and Q2-2022 non-GAAP results

Note 3: Analyst consensus estimate for FY 2022

## Top WFE Strategic Supplier Tier<sup>1</sup>



Annual Revenue Growth ('20-'22) **\$556M to \$1.006B**<sup>3</sup>



Q1 2020 Gross Margin<sup>2</sup> **52**%

Q2 2022 Gross Margin<sup>2</sup> **52%** 

Q1 2020 Operating Margin<sup>2</sup>

Q2 2022 Operating Margin<sup>2</sup>

Q1 2020 Earnings per Share<sup>2</sup> **\$0.39** 

Q2 2022 Earnings per Share<sup>2</sup>

\$1.28

### Revenue Distribution Across the Value Chain

#### **SOFTWARE AND SERVICE CUSTOMERS**

#### **ADVANCED NODES CUSTOMERS**

#### SPECIALTY & ADVANCED PACKAGING CUSTOMERS

Wafer **Fabrication** 



SAMSUNG

















**Bare Wafer** Manufacturing











**Specialty Devices & Advanced Packaging** 

















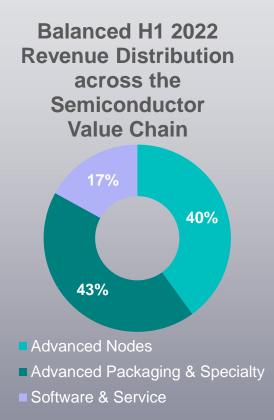










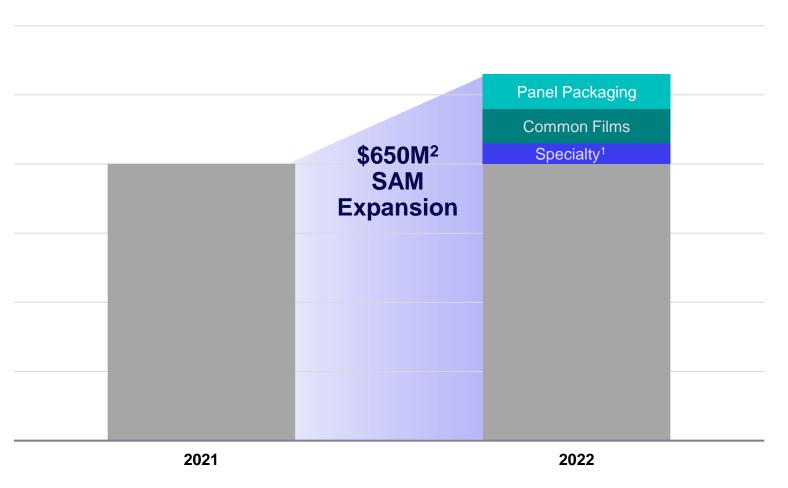


The above logos are representative trademarks™ or registered ® trademarks of their respective holders-not listed by rank order of revenue. Use of these logos does not imply any affiliation with or endorsement by them.



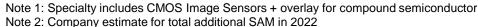
## **New SAM Contributes to Market Outperformance**

New products open new growth markets for Onto Innovation



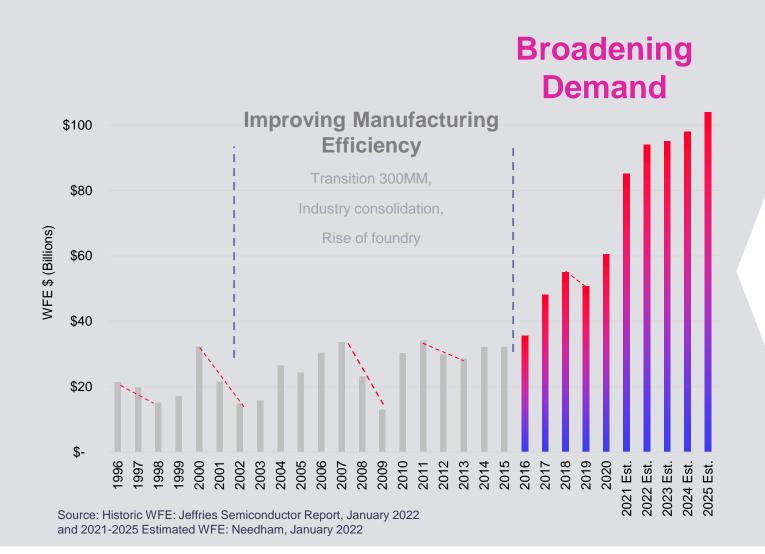
>\$100M

REVENUE PROJECTED FROM NEW SAM IN 2022

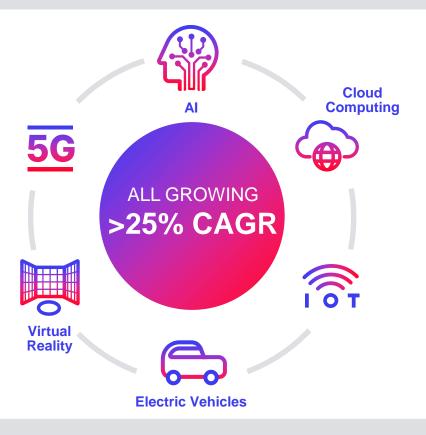




### **Semiconductor Market Transitioning From Cyclical to Growth**



## DRIVEN BY MULTIPLE SECULAR GROWTH DRIVERS

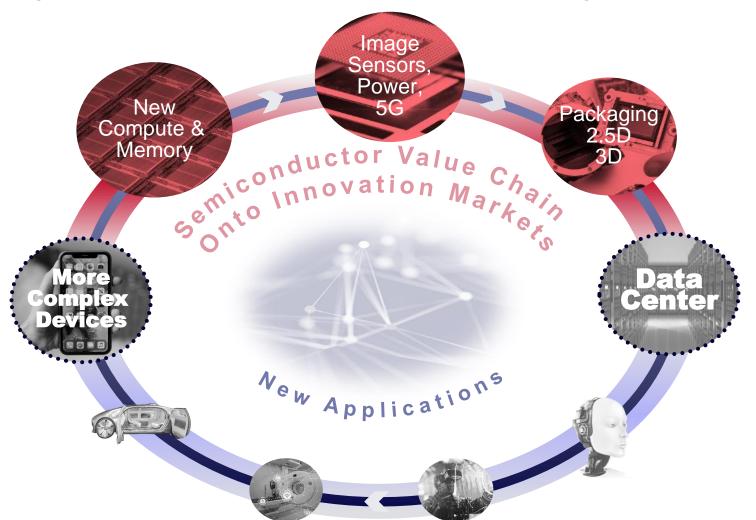


Source: IDC, Yole Development



### Onto Innovation Across the Value Chain for Semiconductors

More complex devices generate more data, monetized in the cloud, creating demand for more devices....





Data

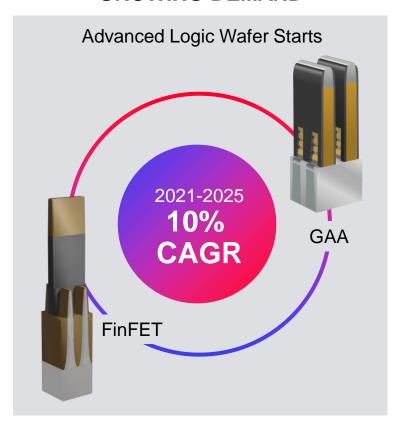
**Monetization** 

Data

Generation

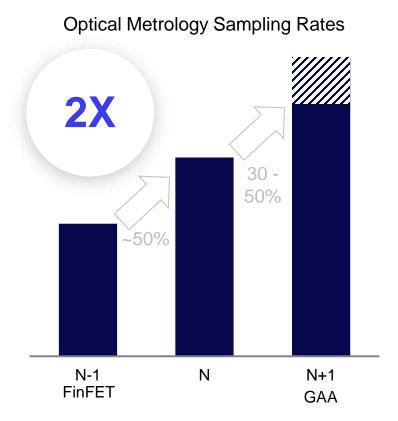
### **Onto Growth Driver: High Performance Logic Devices**

#### **GROWING DEMAND**

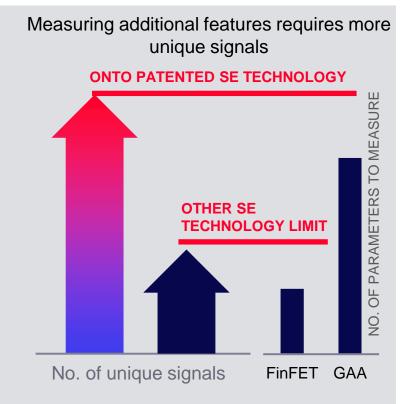


Source: ASML Investor Day, Estimated Advanced Logic Wafer Starts, September 2021

#### **INCREASE IN PROCESS CONTROL**



## ONTO QUALIFIED OR COLLABORATING AT ALL GAA CUSTOMERS



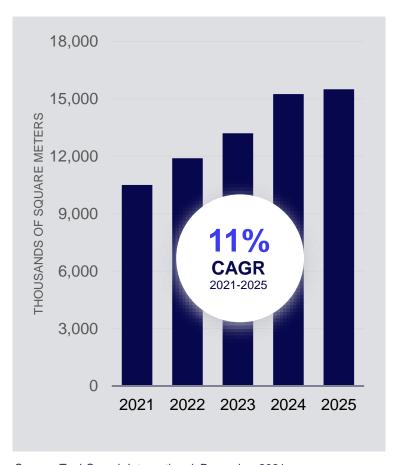
Source: ONTO Company Estimates



### Onto Growth Driver: Panel / Substrate Packaging

High performance compute, intelligent edge, AI, mobility

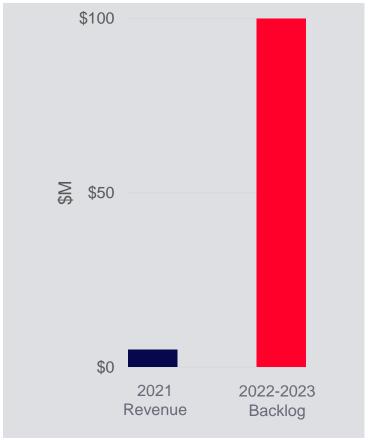
#### PANEL MARKET GROWTH



## STEPFAST PROPRIETARY SOLUTION FOR PANELS



## SURGING DEMAND FOR ONTO SOLUTIONS



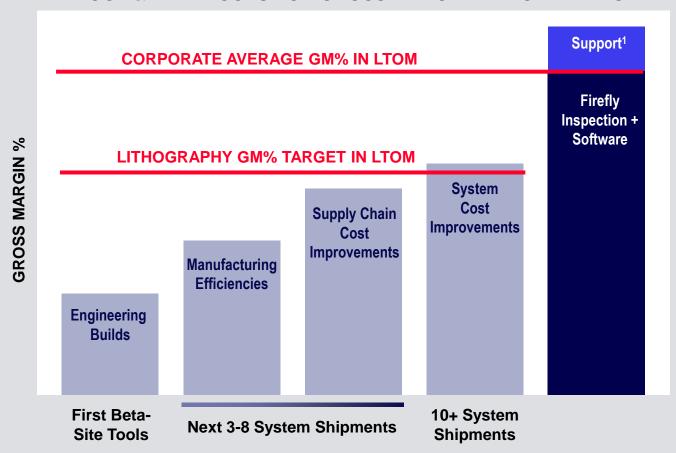
Source: TechSearch International, December 2021



### **New JetStep X500 Adds Process Tool to Onto Portfolio**

Tool Margin with Connected Solution and Support Contracts Result: Above Corporate Average GM%

#### TOOL & PANEL SOLUTION GROSS MARGIN IMPROVEMENTS





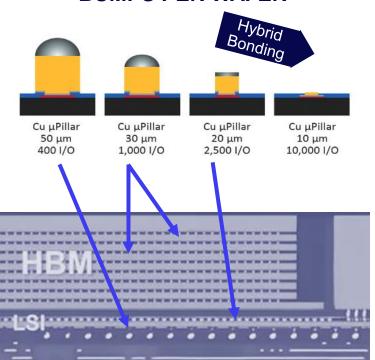
Note 1: Support Contract begins after JetStep warranty period ends



## Onto Growth Driver: Advanced Packaging (Wafer Drivers)

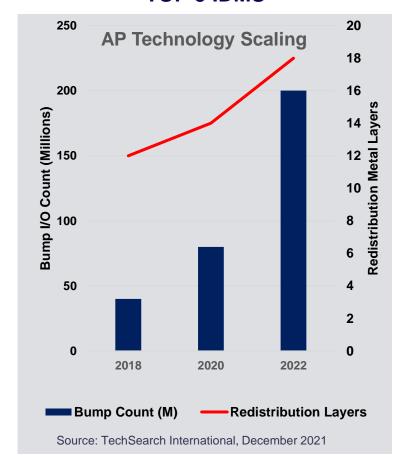
High Performance Compute, Intelligent Edge, AI, Mobility

#### INTERCONNECTS SHRINK IN SIZE AND INCREASE IN DENSITY >200M BUMPS PER WAFER

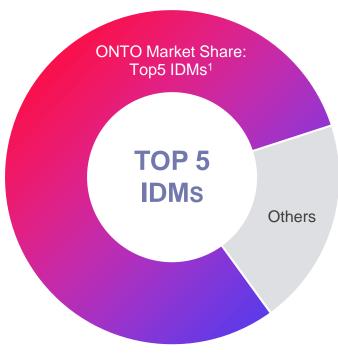


Source: TSMC CoWoS-L Heterogeneous Integration Cross-Section Package Example, June 2021

#### SCALING DRIVEN BY TOP 5 IDMS



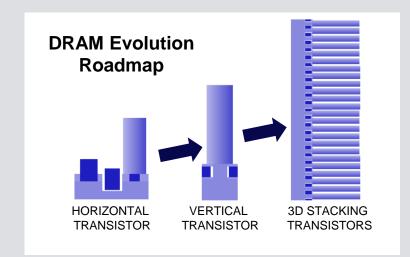
## IDM ADVANCED PACKAGING INSPECTION MARKET SHARE

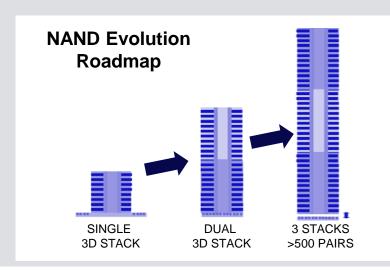


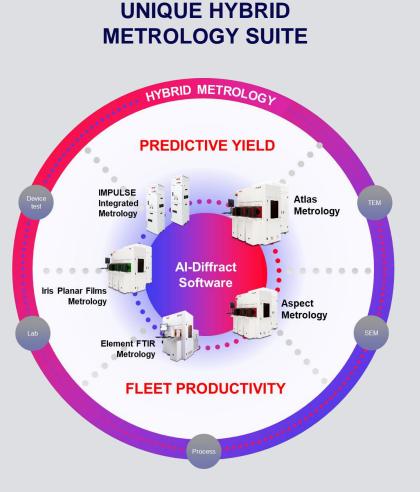
Note 1: Onto Management Estimates

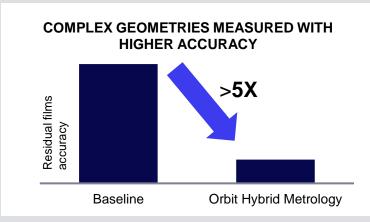


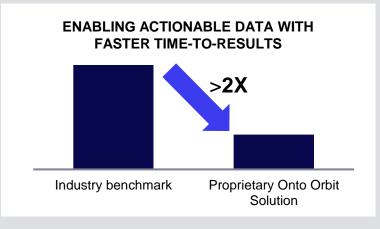
### **Onto Growth Driver: Memory**







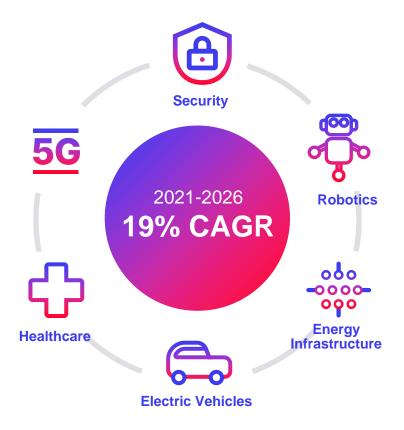






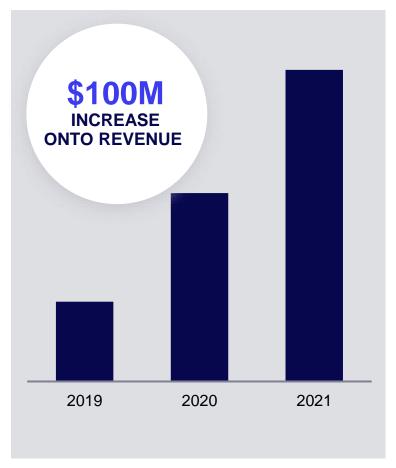
### **Onto Growth Driver: Compound Semiconductor**

#### **GROWING DEMAND**



Source: Yole Developpement, Quarterly Market Monitors- Compound Semiconductors, December 2021

## ONTO REVENUE GROWTH IN COMPOUND SEMICONDUCTORS



## COMPREHENSIVE SOLUTION TO HIGHER YIELD, FASTER RAMP



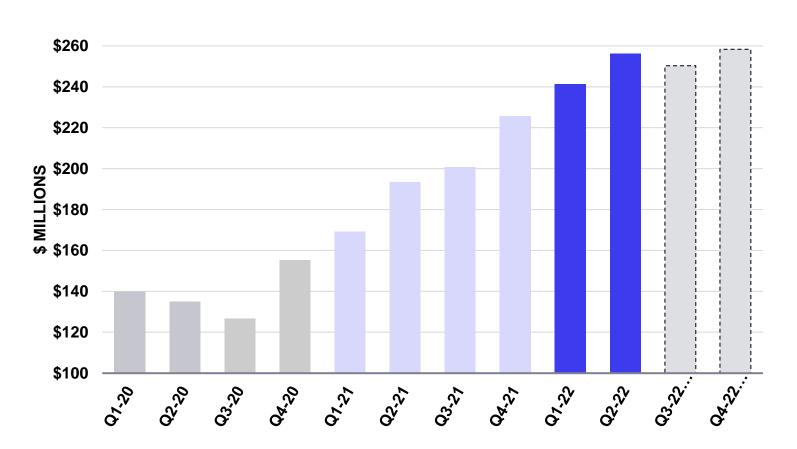
DRAGONFLY® INSPECTION, IVISION™ CD OVERLAY METAPULSE® METAL FILM METROLOGY, NSX® 330 2D/3D INSPECTION



### **Revenue Growth History and Expectation**

10 Quarters of History as Onto Innovation with Strong 2022 Outlook

#### **QUARTERLY REVENUE + 2H 2022 CONSENSUS**



83%

#### **QUARTERLY GROWTH**

First 10 Quarters of ONTO P&L

(From \$139.9M to \$256.3M)

**28**%

## FY22 OVER FY21 EXPECTED

FY22 Analyst Revenue Outlook

(From \$788.9M (A) to \$1.006B (E)



# **Long-term Operating Model\***

## **Organic Growth** Resulting from Share Gains & Potential to Enter New Addressable Markets

Annual Revenue	\$1B Model	\$1.2B Model	\$1.4B Model
Gross Margin	56% - 57%	57% - 58%	58% - 59%
Operating Profit	31% - 32%	33% - 34%	35% - 36%
Earnings per Share	\$5.20 - \$5.35	\$6.08 - \$7.00	\$8.10 - \$8.35

#### **Reduce Comprehensive Carbon Footprint 30% by 2025**

Reduce Freshwater Usage 30% by 2025

Increase Renewable Energy Usage 30% by 2025

Reduce Landfill Hazardous Waste 30% by 2025

<sup>\*</sup>Non-GAAP Long Term Financial Model: excludes amortization and merger costs; includes stock-based compensation



### Why Invest in Onto Innovation?

222 Culture of innovation and collaboration **TEAM** Outperforming in multiple high growth segments **TECHNOLOGY FINANCIAL** Long term financial model with >\$8 per share earnings power **PERFORMANCE BALANCE SHEET** >\$540M cash, no debt, provides fuel for strategic M&A



## **Thank You**

**Onto Higher Yields** 

**Onto Higher Margins** 

**Onto Higher Productivity** 

**Onto Innovation** 

info@ontoinnovation.com www.ontoinnovation.com





## **Appendix**



### **Onto Innovation's Major Products**



Atlas® V
Standalone thin film and
OCD metrology



**Element™** FTIR metrology



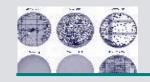
**JetStep**<sup>®</sup> Litho for Advanced Packaging and FPD



Aspect®
OCD metrology for 3D NAND and
high aspect ratio structures



AWX<sup>™</sup> FSI Unpatterned frontside inspection



**Discover® Software**Inline yield and defect management



IMPULSE® V
Integrated thin film and OCD metrology



NovusEdge®
Automated all-surface defect inspection for unpatterned wafers



Control Software
Fabwide control software



**Echo™** Acoustic film metrology



**Dragonfly® G3** 2D/3D inspection and metrology



Al-Diffract<sup>™</sup> Software
Al-guided OCD modeling
and analysis software



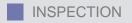
Iris™ Thin film and common OCD metrology





NSX® and F30®

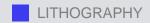






**IVS** 

2D inspection, CD, RDL/TSV, 2D bump, 2D/3D metrology, all-surface ready







Overlay and CD metrology

