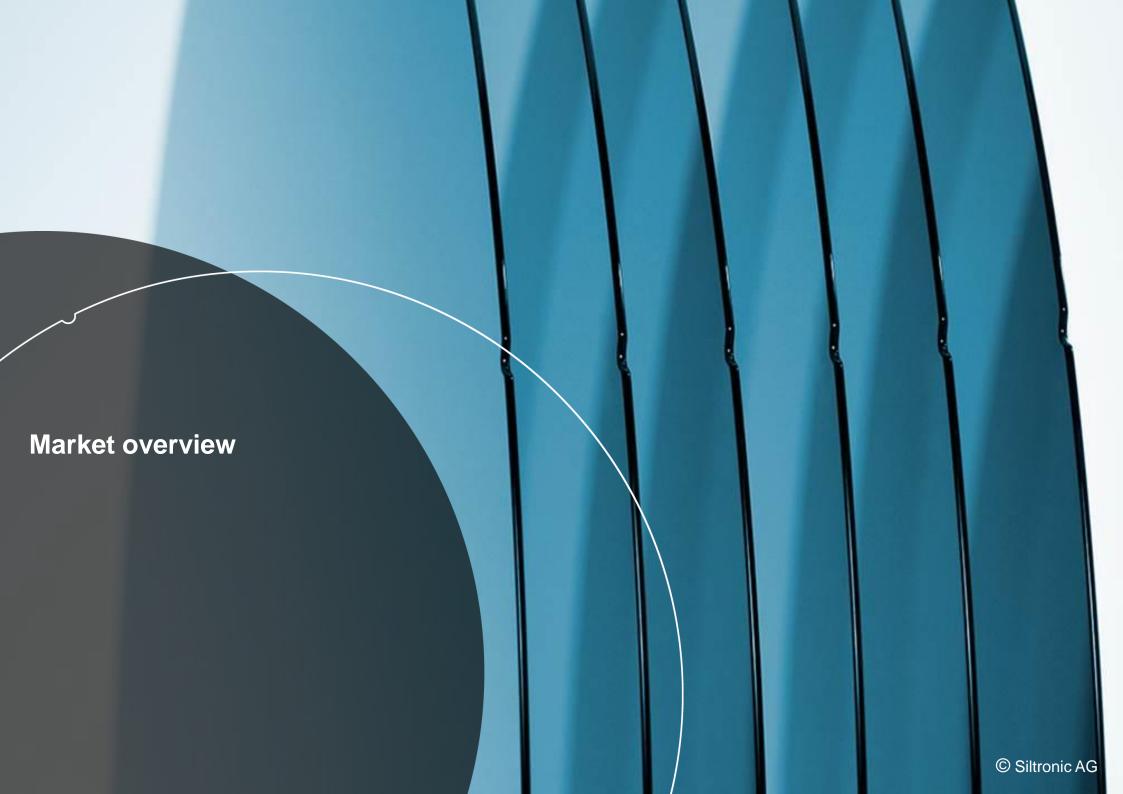


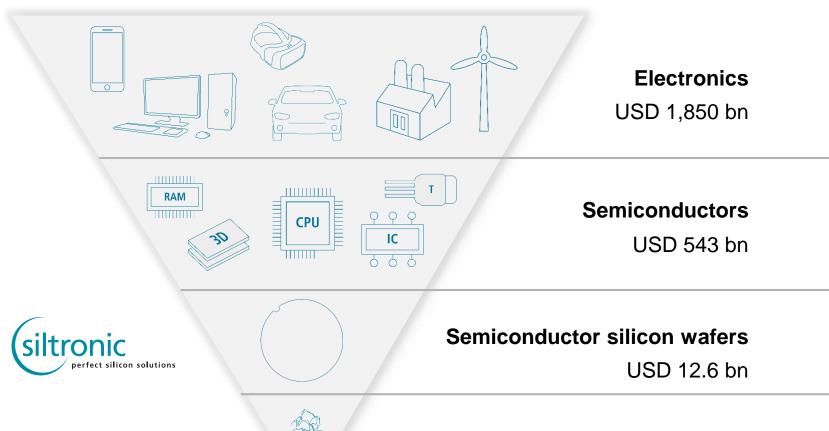
Siltronic AG Investor Presentation – FY 2021

March 9, 2022



## Electronics value chain continued to grow in 2021

Increasing demand for electronic devices and new applications drive semiconductor growth, which in turn fuels silicon demand



Silicon for electronic applications

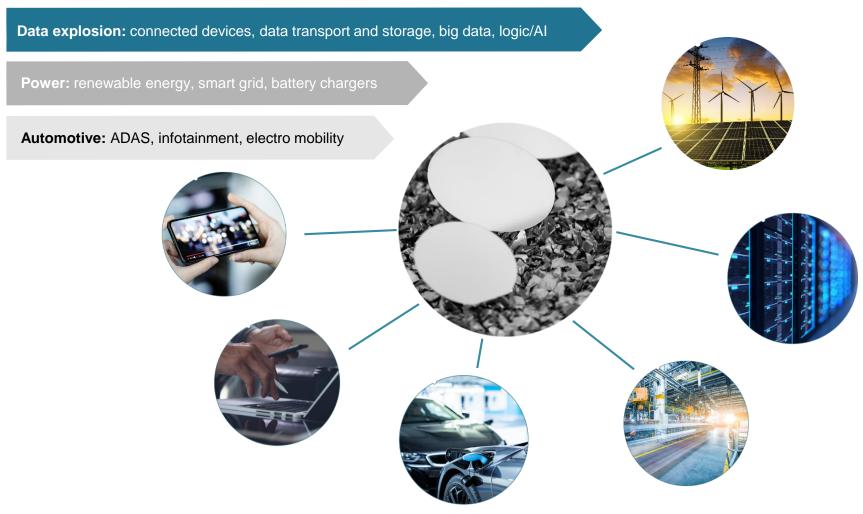
USD 1.5 bn

Sources: IC Insights, WSTS, SEMI SMG, Siltronic Marketing



## New applications for electronic devices and the infrastructure to support them continue to drive silicon demand

### **Current growth drivers include**

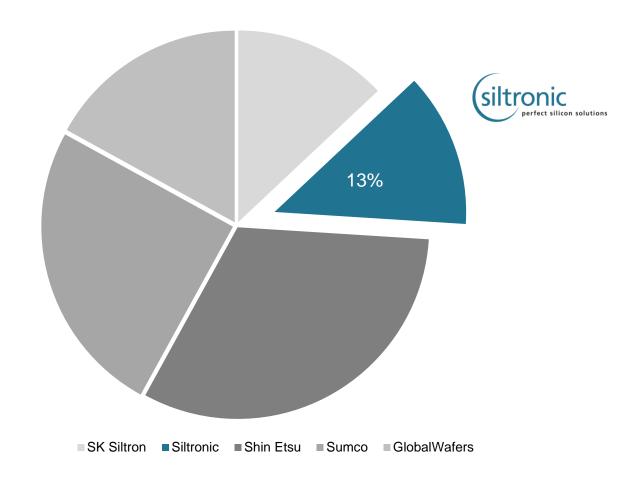


Pictures: coolhand118/stock.adobe.com, tippapatt/stock.adobe.com, monsitj/stock.adobe.com, Wellnhofer Designs/stock.adobe.com, 安琦 王/stock.adobe.com, AdobeStock\_101580295



## Consolidated market with 5 major wafer manufacturers

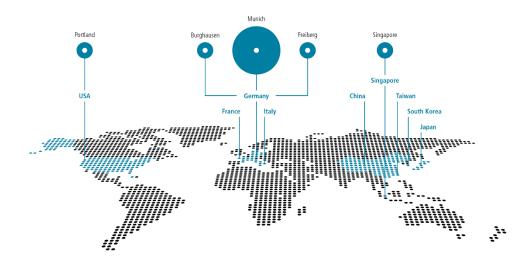
### Top 5 wafer producers serve more than 90% of the market across all diameters



Sources: Siltronic, SEMI SMG



## Siltronic at a glance





4 world-class production sites



~ 4,100 employees



global scale and reach



50+ years of history in silicon technologies

### **Key financial figures 2021**

▶ Sales: EUR 1,405.4 million

▶ EBITDA: EUR 466.4 million

▶ EBITDA margin: 33.2%

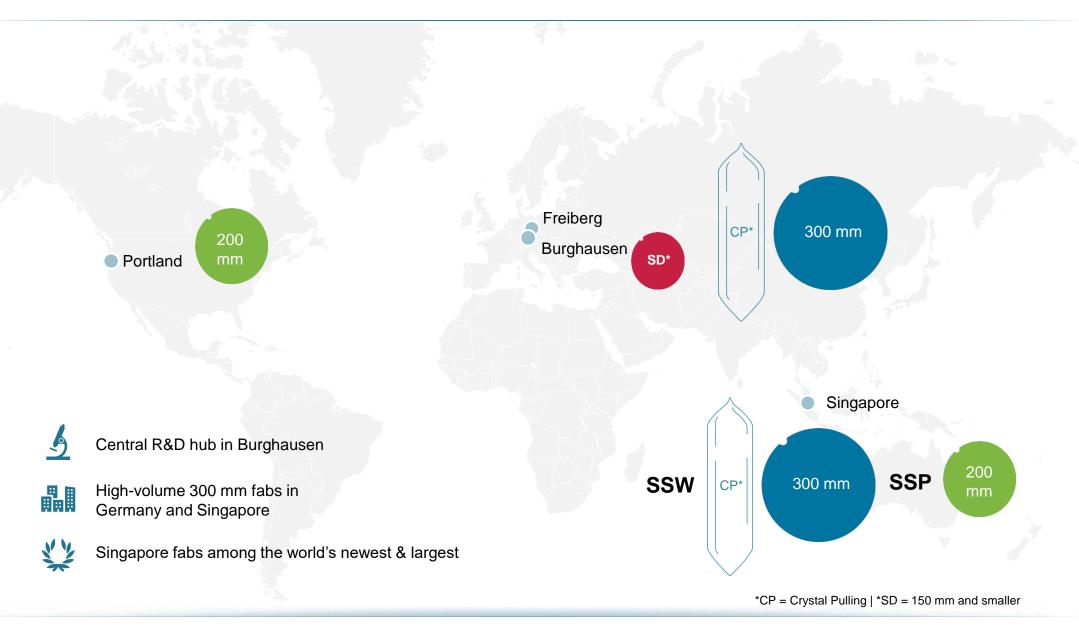
▶ Net cashflow: EUR 1.7 million

▶ Net financial assets: EUR 572.9 million



= Production sites, Headquarter in Munich

## International manufacturing network supports strong market position and business focus





## A broad product portfolio covers standard and leading-edge requirements of the customers

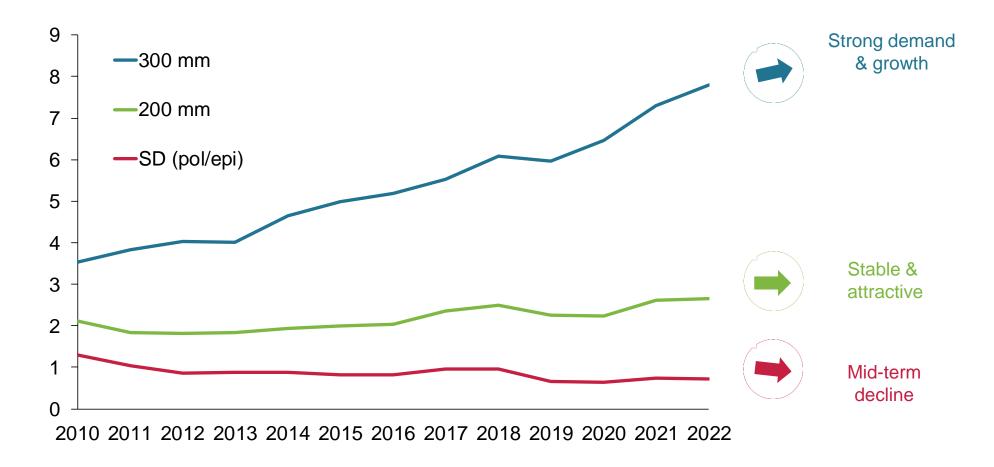


Note: CZ: Czochralski crystal growing, FZ: float zone technology



## Siltronic is focused on growing 300 mm and attractive 200 mm business.

### Development of Total Wafer Demand per Diameter, in mn 300 mm equivalents per month



Source: SEMI up to Jan 2022



## Top technology position complemented with a high level of quality

### A leading position in wafer technology

- First supplier to ship 300 mm wafers
- Development of 3 nm design rule started in 2019 (commercialization expected to start in 2022)
- Concurrently optimizing on 50+ wafer parameters of each design rule
- Single wafer traceability for 300 mm
- Standardized processes across sites enabling "copy exactly" at product level

### **R&D expenditure**, in EUR million (% of sales)





>400 engineers worldwide



Approximately 1,870 pending and active patents in almost 360 patent families\*

# Quality awards from several top semiconductor customers received over the years



\*as of December 31, 2020



## Major 300 mm capacity expansion projects well on track





#### top: FabNext construction site in Singapore, bottom: new crystal growing hall in Freiberg

### FabNext in Singapore



Project on track, piling completed



LTAs with prepayments for around 80 % of FabNext capacity signed



Conservative financing approach largely based on existing liquidity and future cashflows



First shipments to customers in early 2024

### Expansion of crystal pulling hall in Freiberg



Construction work on track, not impacted by winter conditions



Construction to be completed in late 2022

Picture source: Siltronic AG



## Siltronic Fab Next at Group site in Singapore

### Fab Next

- most modern and cost-efficient 300 mm fab
- construction well on track
- first wafers out in 2024
- R&D hub Burghausen will support expansion on technology topics

### Investment rationale

- very strong market demand
- customer capacity expansion plans cannot be supported by existing wafer capacity
- plan to secure substantial part of additional capacity by LTAs with prepayments

### Capex

- capex of around EUR 2 bn until end of 2024
- high up-front for plant buildings and facilities
- financing based on cash, cash flow, customer pre-payments, and loans/bonds on a manageable scale

## Cost-competitiveness a pre-requisite in the wafer industry

### **Major cost items**



Labor



**Supplies** 



Depreciation

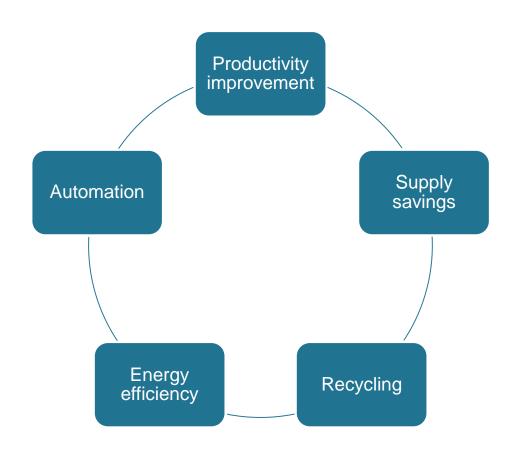


Polysilicon



Energy

## Continuous cost roadmaps to counter unit cost increases



## Our objectives and values

### **Partners**

Together with our customers and suppliers we build a winning network to create mutual, enduring value

#### \

#### **Capabilities**

Be one generation ahead – we enable innovation at our customers

Sustainability
We act as a good
"Corporate Citizen" and
fully compliant with all
applicable regulations.
Part of our sustainability
strategy are initiatives
to anchor CSR even
more in the company

### **Efficiency**

Be a highly efficient, lean and fast moving organization driven by continuous improvement

### Quality

We are committed to perfection in processes, products, organization and cooperation in order to to consistently fulfill our customer expectations

### **People**

Diversity and respect are key. We promote strengths of people and expect a sense of responsibility and performance development. Occupational safety is a top focus

### Growth

We continuously increase our company value by at least growing with the market



**Profit** 

We aim for

profitability above

industry average

and positive cash

flow across all

market cycles

## Strategy based on four pillars

## Continuously increasing the value for our stakeholders



### Grow

by optimizing product mix and increase capacities when needed





#### **Ensure**

top technology position & highest quality



### **Improve**

financial performance & cash flow



### **Execute**

cost reduction roadmaps & debottlenecking concepts

Optimize returns, stay ahead in technology and grow with the market

### **Overview Financials**

Adjusted financial figures (EUR million)	2017	2018	2019	2020	2021
Sales	1,177.3	1,456.7	1,270.4	1,207.0	1,405.4
EBIT	235.7	497.7	298.3	192.2	316.9
EBIT margin in %	20.0	34.2	23.5	15.9	22.5
EBITDA	353.1	589.3	408.7	332.0	466.4
EBITDA margin in %	30.0	40.5	32.2	27.5	33.2
Earnings per share	6.20	12.40	7.52	5.36	8.44
Capex	123.2	256.9	363.0	187.6	426.6
Free cash flow <sup>1</sup>	169.6	416.4	36.4	32.0	108.6
Net cash flow <sup>1</sup>	124.8	240.4	81.3	77.4	1.7
Dividend <sup>2</sup>	75.0	150.0	90.0	60.0	90.0

In 2018, Siltronic started reporting the key figure "net cash flow" instead of "free cash flow". Net cash flow represents free cash flow without the time shifts created by inflow and return of customer prepayments which, due to the size, impairs the meaningfulness of free cash flow.

<sup>2</sup> Proposed dividend for 2021



## **Key investment highlights**

### **Market Position**

 Strong market position in the semiconductor and wafer industry



### Customers

 Supplier to all top 20 silicon wafer consumers



### **Products**

 High-quality wafers made of hyper pure silicon



### Strategy

 Best-in-class technology and quality



### **Financials**

 Profitable sales increase and ongoing efficiency improvement



### Management

 Experienced management team and highly skilled workforce

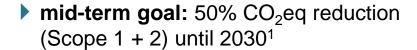






## Siltronic Climate Action Program - aligned with Paris agreement to limit global warming to 1.5°C

▶ Siltronic commits to Science Based Target initiative to limit global warming to 1.5°C:



long-term goal: net zero until 2045



Energy efficiency

Own generation of renewable energy

Purchasing renewable energy



Reduce specific energy consumption by 20%<sup>1</sup>



Increase waste recycling by 25%<sup>1</sup>



Reduce specific water usage by 20%<sup>1</sup>



Increase water recycling by 25%1



Reduce specific greenhouse gas emissions by 50%<sup>2</sup>





<sup>1)</sup> base year 2015 2) base year 2021

### Siltronic enables technologies for a sustainable future

### **Resource efficency**

Innovation driver for environmentally friendly and resource-saving technologies

Industrial automation and smart factories

Increasing wafer content



- Raw materials
- Energy consumption
- Water recycling
- Emissions

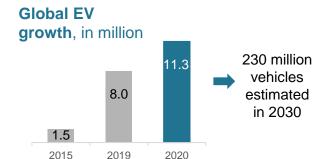
### Sustainable mobility

Reduction of transport emissions and carbon footprint to achieve climate targets

Increasing safety and efficiency

EV's with substantially higher wafer content

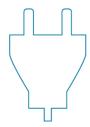




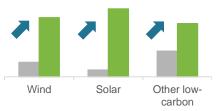
### Clean energy

Wafers as a foundation for semiconductors enable clean, renewable energy sources and improving energy efficiency

Renewable energy needs more and more wafer content



**Change in global electricity**, 2000 - 2019 vs. 2019 - 2040



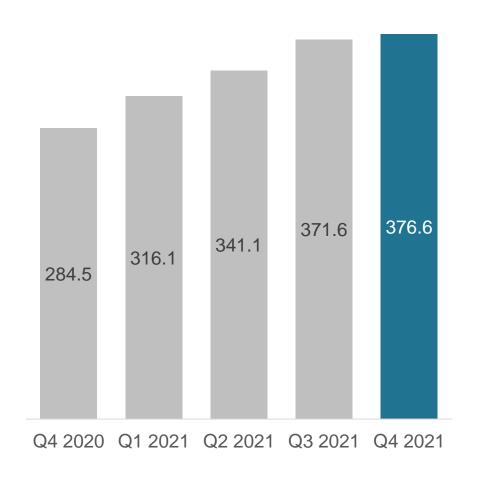
Source: IEA Global EV Outlook 2021; IEA 2020 World Energy Outlook





## Revenues significantly up y-o-y due to higher wafer area sold

Sales, in EUR m



Ø FX rates	Q4/20	Q1/21	Q2	Q3	Q4
EUR / USD	1.19	1.21	1.21	1.18	1.14
EUR / JPY	125	128	132	130	130

#### **Comments**

#### Positive

- Significant increase of wafer area sold y-o-y
- ASP in Euro slightly down y-o-y

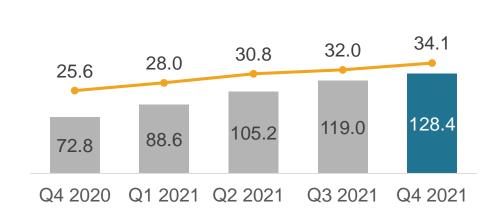
### Negative

- Burdened by strong Euro in H1
- Impact of higher energy costs since late Q3

## Higher wafer area sold lead to higher COGS y-o-y



Gross profit, in EUR mn / Gross margin, in %



Selling, R&D and admin expenses, in EUR mn

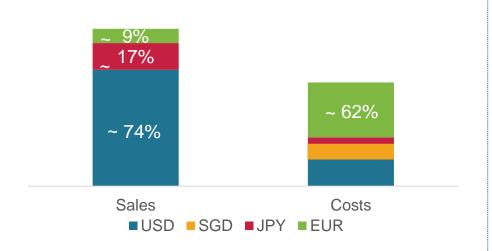
### **Comments**

- ▶ COGS up y-o-y
  - Higher wafer area sold
  - Higher scheduled depreciation
  - ▶ Rising electricity prices in H2
  - FX effects
- Costs per wafer area significantly down y-o-y due to fixed cost dilution and productivity improvements
- Gross profit increase q-o-q due to FX effects



## High US-Dollar and Japanese Yen exposure

### FX exposure, in %



### **FX** sensitivity

	Sales	EBITDA Unhedged
1 USD-cent change	~ EUR 8.5 mn	~ EUR 7 mn
1 JPY change	~ EUR 1.9 mn	~ EUR 1.4 mn

## Other currency effects (mostly hedging), in EUR mn

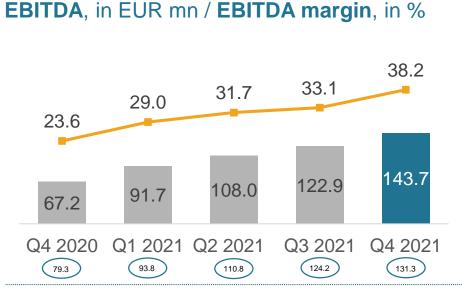


Q4 2020 Q1 2021 Q2 2021 Q3 2021 Q4 2021

### **Comments**

- Strong Euro y-o-y but weaker Euro q-o-q in Q4
- Increasing USD exposure along with increasing
   EBITDA and higher share of USD invoicing during
   2021
- Other currency effects of EUR 9.5 mn in 2021

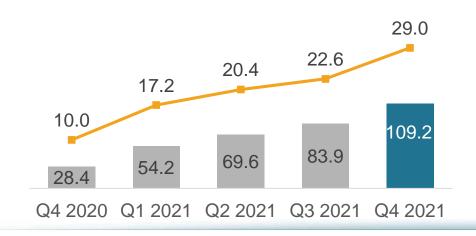
## Strong EBITDA, supported by extraordinary effects in Q4



### **Depreciation**, in EUR mn



### EBIT, in EUR mn / EBIT margin, in %



### Comments

#### Positive

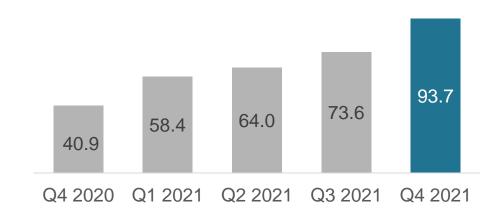
- Wafer area sold significantly up y-o-y
- COGS per wafer area down y-o-y
- Favorable FX trend in H2
- ▶ EBITDA in Q4 pushed up by effects of the GlobalWafers tender offer

### Negative

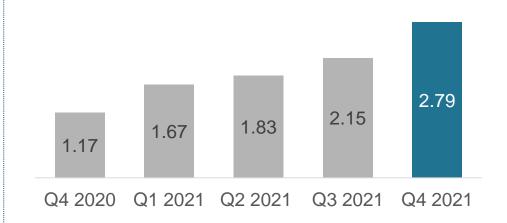
- Cost increases due to inflation since late Q3
- → EBITDA excluding effects by GlobalWafers tender offer

## Higher net profit of EUR 290 million in 2021

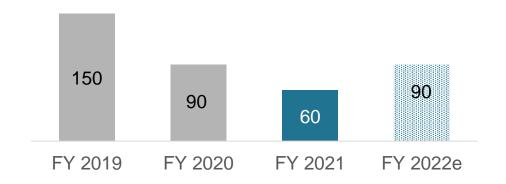
### Net profit, in EUR mn



### **EPS**, in EUR



### Dividend payment, in EUR mn



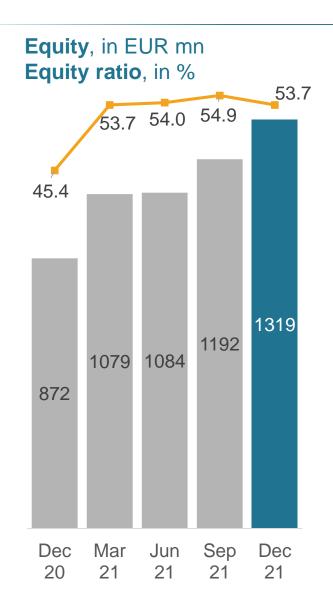
### **Comments**

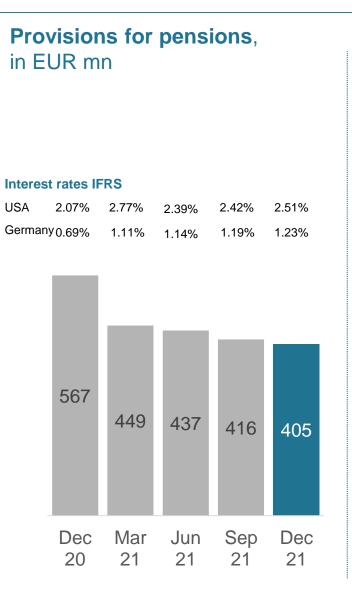
- Net profit of EUR 290 mn in 2021; thereof EUR 253 mn attributable to Siltronic shareholders
- Dividend proposal of EUR 3.00 per share = EUR 90 mn dividend payout in 2022

## Increase in inventories, contract assets and trade receivables due to higher wafer area sold

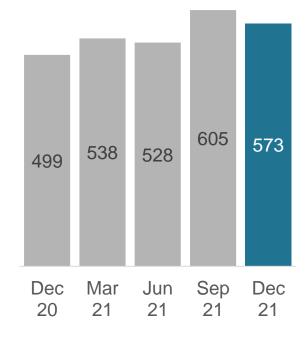


## Equity ratio increased to 54%, net financial assets grew further



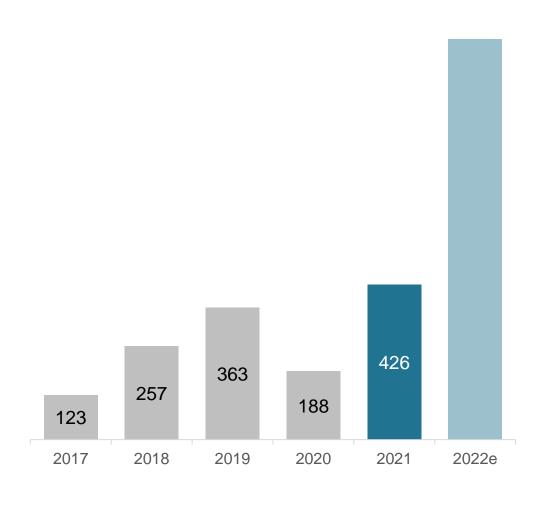


Net financial assets, in EUR mn



## High Capex in 2022 mostly for expansion projects

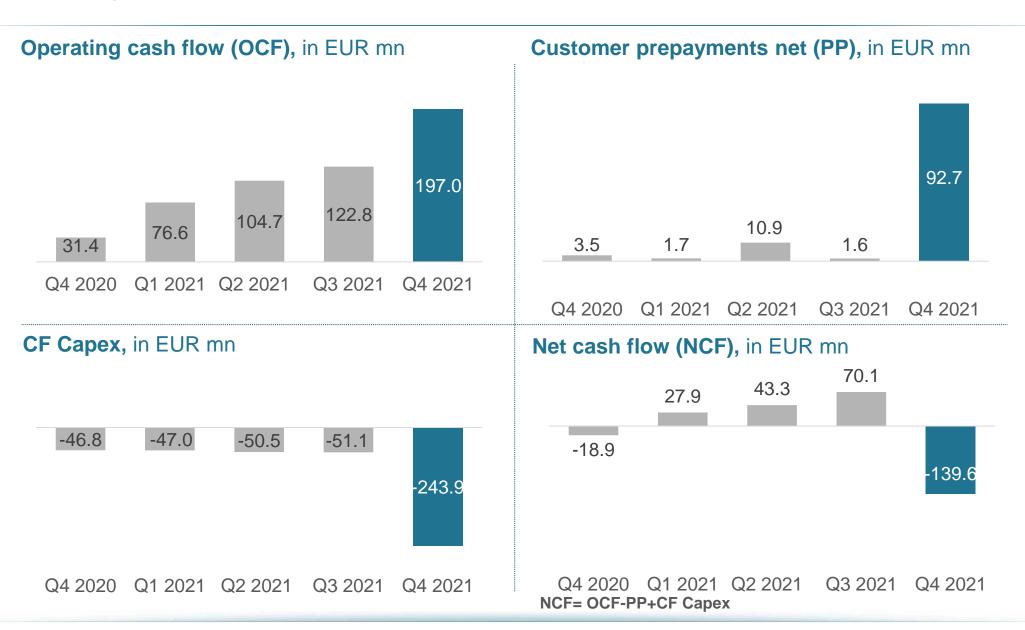
### Investment, in EUR mn



### **Comments**

- Capex guidance 2022 EUR 1.100 mn
  - 2/3 of capex allocated to FabNext
  - 300 mm epi capacity
  - capabilities for future design rules
  - expansion of crystal pulling hall in Freiberg
- Conservative financing approach for FabNext in Singapore
  - existing liquidity and future cashflows
  - net debt of around 0.5 x EBITDA
  - no capital increase in 2022

## Strong OCF, Net cash flow in line with expectation

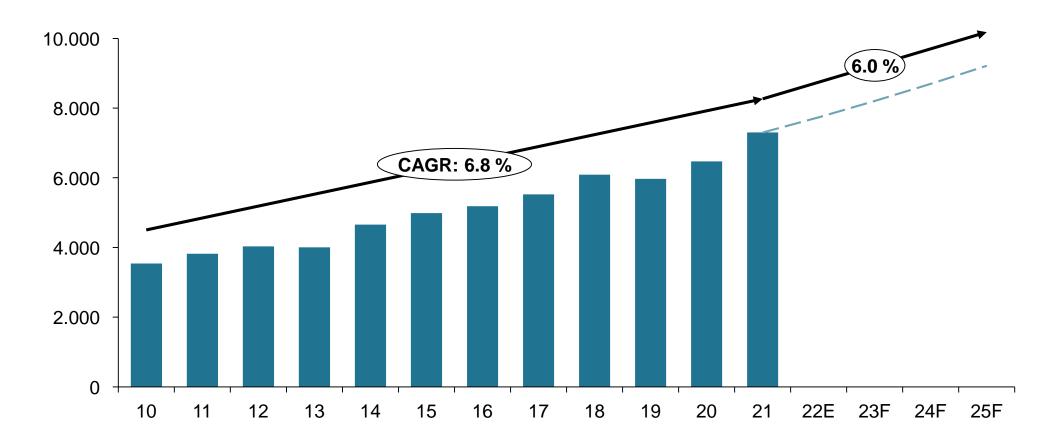


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## 300 mm demand expected to follow its historical growth trajectory after 12.8% growth in 2021.

### 300 mm market and demand forecast in k wafers per month



Source: Siltronic Marketing Feb 2022

## Siltronic Outlook 2022 (as of March 9, 2022)

Sales	- 15 to 22 percent increase
EBITDA margin	- increase to 34 to 37 percent (incl. termination fee)
Depreciation	<ul><li>around EUR 185 mn</li></ul>
EBIT	<ul><li>significant increase</li></ul>
Tax rate	<ul><li>between 10 to 15 percent</li></ul>
CapEx	<ul> <li>around EUR 1,100 mn (2/3 allocated to the construction of FabNext)</li> </ul>
Net cash flow	significantly negative due to high investments
Earnings per share	<ul><li>significant increase</li></ul>

### **Contact and Additional Information**

### **Issuer and Contact**

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### **Additional Information**

ISIN: DE000WAF3001

WKN: WAF300

Deutsche Börse: WAF

Listing: Frankfurt Stock Exchange

**Prime Standard** 

### **Financial Calendar 2022**

Annual General Meeting May 5, 2022

Q1 Quarterly Statement May 10, 2022

Q2 Interim Report July 29, 2022

Q3 Quarterly Statement October 28, 2022







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