



# Amkor Technology, Inc. **Investor Presentation**

November 2018

#### Disclaimer

#### **Forward-Looking Statement Disclaimer**

All information and other statements contained in this presentation, other than statements of historical fact, constitute forward-looking statements within the meaning of federal securities laws. These forward-looking statements involve a number of risks, uncertainties, assumptions and other factors that could affect our future results and cause actual results and events to differ materially from our historical and expected results and those expressed or implied in these forward-looking statements. Our historical financial information, and the risks and other important factors that could affect the outcome of the events set forth in these statements and that could affect our operating results and financial condition, are contained in our filings with the Securities and Exchange Commission, including our Form 10-K for the 2017 year and subsequent filings. We undertake no obligation to review or update any forward-looking statements to reflect events or circumstances occurring after this presentation.

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From time to time we may provide financial guidance in our earnings releases and make other forward-looking statements. Our financial guidance and other forward-looking statements are effective only on the date given. In accordance with our policy, we will not update, reaffirm or otherwise comment on any prior financial guidance or other forward-looking statements in connection with this presentation. No reference made to any prior financial guidance or other forward-looking statements in connection with this presentation should be construed to update, reaffirm or otherwise comment on such prior financial guidance or other forward-looking statements.

#### **Non-GAAP Measures**

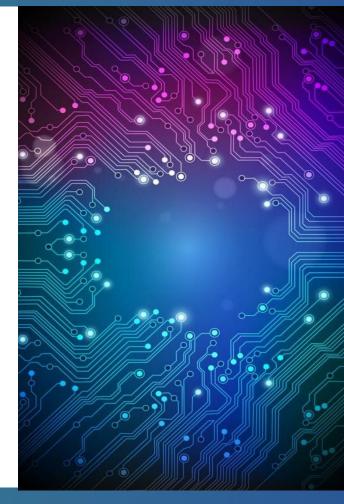
This presentation contains certain measures that are not defined terms under U.S. generally accepted accounting principles ("U.S. GAAP"). These non-GAAP measures should not be considered in isolation or as a substitute for, or superior to, measures of liquidity or performance prepared in accordance with U.S. GAAP, and may not be comparable to calculations of similarly titled measures by other companies. See "Financial Reconciliation Tables", "Non-GAAP Measures" and "End Notes" in the Appendix.





#### **Amkor**

- ► Trusted OSAT partner since 1968
- A leader in advanced packaging
- ▶ #1 OSAT for Automotive ICs
- ▶ \$4.2 billion sales in 2017
- Recent acquisitions: J-Devices and Nanium





## The Amkor Value Proposition







Broad Geographic Footprint



World Class Service



Quality Oriented Operation



Technology Leadership





### Amkor in the Semiconductor Supply Chain

Original
Equipment
Manufacturers

Smartphone & Tablet

Automotive

Consumer Electronics

Semiconductor Companies

**Fabless** 

IDM

Wafer Manufacturing

Wafer Foundry

IDM Fab

Packaging and Test

**OSAT** 

IDM Factory





## **Balanced Growth Strategy**

- Increase revenues in markets other than smartphone (e.g. Automotive)
- Expand smartphone customer base
  - Greater China
  - Multiple tiers
- Gain share in iOS and Android
  - Advanced SiP
  - Wafer-level packaging
- Focus on flexible manufacturing lines, better planning, higher efficiency



# **Broad Geographic Footprint**

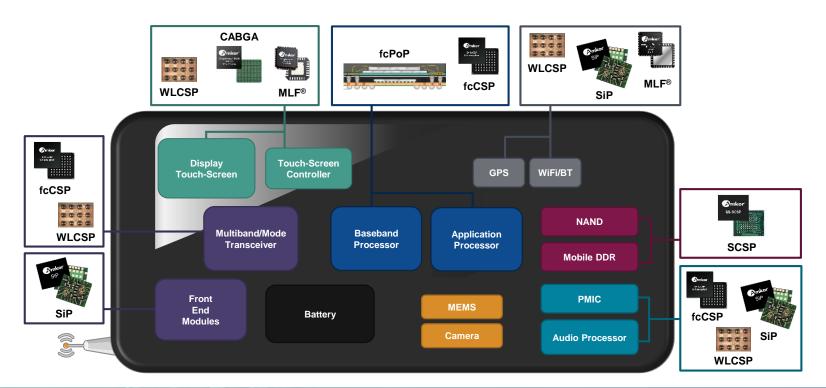








#### High Amkor Content in Smartphones & Tablets

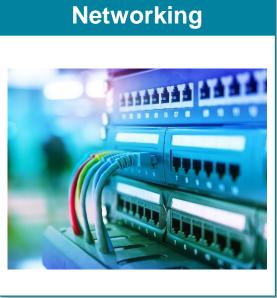






## Adjacent Markets Benefit from Advances in the Smartphone & Tablet Market









Automotive Packaging
Over \$1 billion in Sales in 2017







# Advanced System-in-Package (SiP) \$825 million in Sales in 2017

Radio Modules





**Sensory Modules** 





Connectivity Modules





Automotive Modules









Mobile Device Modules







## Wafer-level Packaging Platforms



WLCSP Wafer Level Chip Scale Package

Eliminates substrate

Common form factor for flagship smartphones



WLFO
Wafer Level Fan-out
(Low density fan out)

"Stretch" small die to accommodate bond pads
Nanium acquisition



SWIFT®
Silicon Wafer Integrated
Fan-out Technology
(High density fan-out)

Ideal for high pin count and SiP applications





# Advanced SiP and WLP: Key Success Factors

- Portfolio of key technologies
- Capital investment
- Engineering expertise
- Service infrastructure















#### Research & Development

Technology Leader



- Low-cost Flip Chip
- Wafer-level Packaging
- Advanced SiP

Cost Innovator



- Engineering lower cost materials
- New low cost manufacturing methods
- Innovating lower cost package structures





#### 2017 End Markets



43%

**COMMUNICATIONS** 

Smartphone Tablet Handheld Device



26%
AUTOMOTIVE & INDUSTRIAL

Driver Assist Infotainment Safety Performance



18% COMPUTING

Data Center PC/Laptop Infrastructure Storage



13%

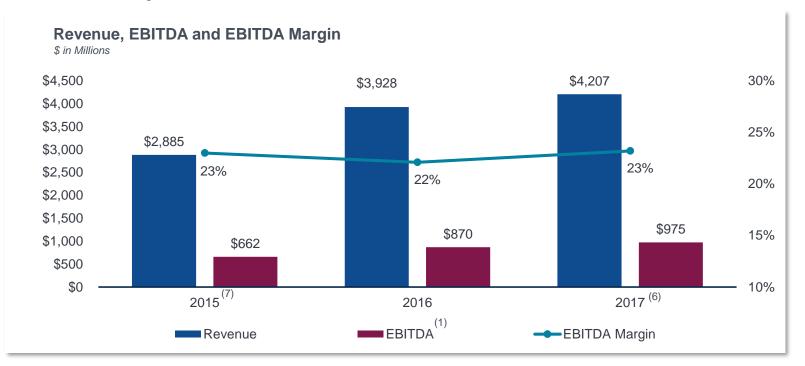
CONSUMER

Television
Set-Top Box
Personal Electronics
Connected Home
Visual Imaging





# **Profitability Trends**

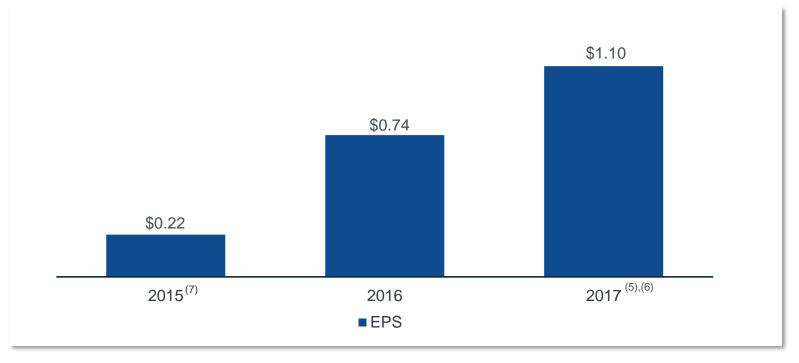


(1), (6), and (7): See notes on page 28.





#### **EPS Trends**

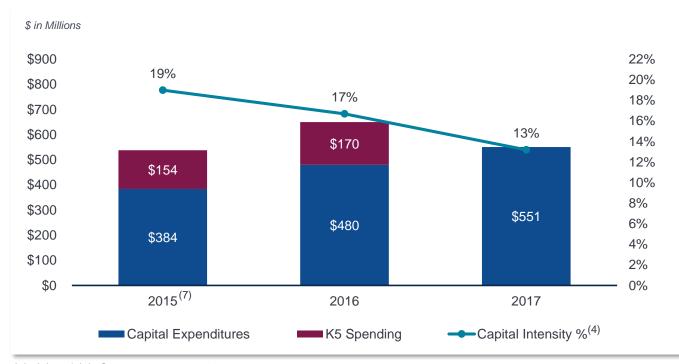


(5), (6) and (7): See notes on page 28.





# Capital Expenditures and Capital Intensity



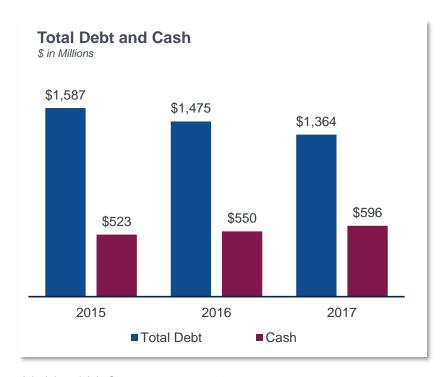


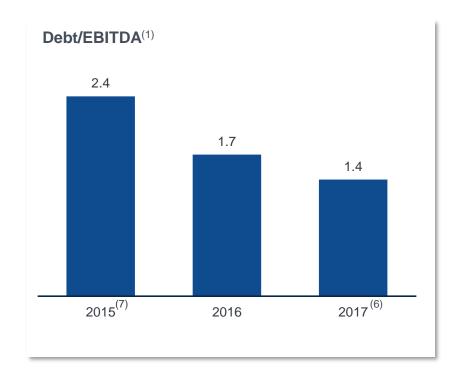
(3), (4) and (7): See notes on page 28.





#### **Credit Profile**





(1), (6) and (7): See notes on page 28.





# 3Q18 and 4Q18 Summary

| (In Millions, Except per Share Data)      | <b>4Q 2018 Guidance</b><br>As of October 29, 2018 <sup>(3)</sup> | 3Q 2018 | 2Q 2018 | 3Q 2017 |
|---|--|---------|---------|---------|
| Net Sales                                 | \$1,020 - \$1,100  | \$1,144 | \$1,066 | \$1,149 |
| Gross Margin                              | 13% - 15%  | 17.5%   | 15.9%   | 19.5%   |
| Net Income attributable to Amkor          | \$5 – \$34   | \$57    | \$33    | \$59    |
| Earnings per Diluted Share                | \$0.02 - \$0.14  | \$0.24  | \$0.14  | \$0.25  |
| EBITDA <sup>(1)</sup>                     | -  | \$235   | \$208   | \$251   |
| Net Cash Provided by Operating Activities | -  | \$221   | \$59    | \$214   |
| Free Cash Flow <sup>(2)</sup>             | -  | \$133   | (\$100) | \$74    |

(1), (2), and (3): See notes on page 28.





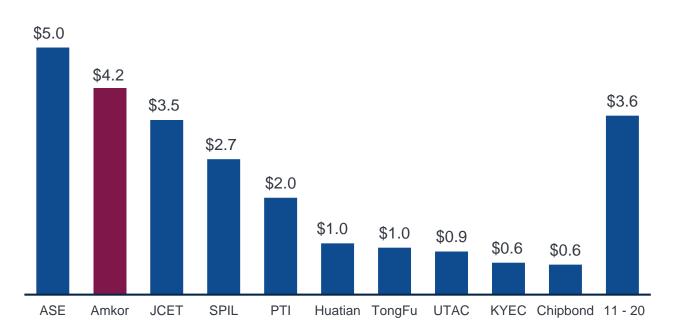






## 2017 OSAT Sales - Top 20

\$ in Billions





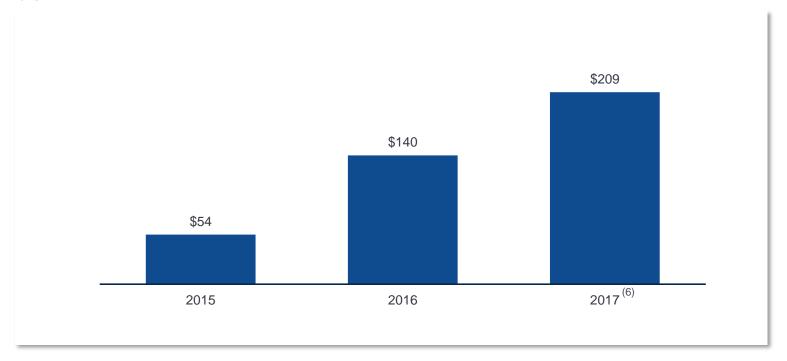
Source: IC Insights, April 2018 \*Share of Top 20 OSATS





# Free Cash Flow (2)

\$ in Millions

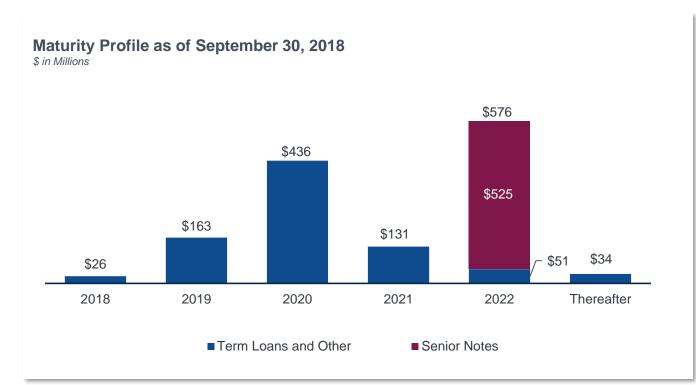


(2) and (6): See notes on page 28.





#### **Debt Maturities**







#### Financial Reconciliation Tables

| \$ in Millions  | <b>2017</b> <sup>(6)</sup> | 2016    | <b>2015</b> <sup>(7)</sup> | 3Q18  | 2Q18    | 3Q17  |
|---|----------------------------|---------|----------------------------|-------|---------|-------|
| Net Income  | \$268                      | \$179   | \$54                       | \$57  | \$33    | \$60  |
| Plus: Interest Expense (including Related Party)  | 85                         | 85      | 86                         | 20    | 21      | 21    |
| Plus: Income Tax Expense  | 40                         | 51      | 28                         | 14    | 11      | 21    |
| Plus: Depreciation & Amortization   | 582                        | 555     | 494                        | 144   | 143     | 149   |
| EBITDA*   | \$975                      | \$870   | \$662                      | \$235 | \$208   | \$251 |
| Debt  | \$1,364                    | \$1,475 | \$1,587                    | -     | -       | -     |
| Debt / EBITDA*  | 1.4                        | 1.7     | 2.4                        | -     | -       | -     |
| Net Cash Provided by Operating Activities   | \$618                      | \$729   | \$585                      | \$221 | \$59    | \$214 |
| Less: Payments for Property, Plant and Equipment  | (551)                      | (650)   | (538)                      | (88)  | (159)   | (142) |
| Plus: Proceeds from Sale of and Insurance<br>Recovery for Property, Plant and Equipment | 142                        | 61      | 7                          | 0     | 0       | 2     |
| Free Cash Flow*   | \$209                      | \$140   | \$54                       | \$133 | (\$100) | \$74  |

(6) and (7): See notes on page 28.





<sup>\*</sup> See discussion of non-GAAP measures on page 27

# Revision to Previously Reported Financial Information\*

| \$ in Millions  | 2016    | 2017    | 1Q17     | 2Q17    | 3Q17    | 4Q17    |
|---|---------|---------|----------|---------|---------|---------|
| Net Sales – As Previously Reported                        | \$3,894 | \$4,186 | \$914    | \$989   | \$1,135 | \$1,148 |
| Adjustments   | 34      | 21      | (15)     | 19      | 14      | 2       |
| Net Sales – As Revised                                    | \$3,928 | \$4,207 | \$899    | \$1,008 | \$1,149 | \$1,150 |
| Gross Profit - As Previously Reported                     | \$695   | \$757   | \$143    | \$172   | \$217   | \$225   |
| Adjustments   | 15      | 4       | (7)      | 5       | 7       | (1)     |
| Gross Profit - As Revised                                 | \$710   | \$761   | \$136    | \$177   | \$224   | \$224   |
| Gross Margin – As Previously Reported                     | 17.9%   | 18.1%   | 15.6%    | 17.4%   | 19.1%   | 19.6%   |
| Gross Margin - As Revised                                 | 18.1%   | 18.1%   | 15.1%    | 17.5%   | 19.5%   | 19.5%   |
| Net Income attributable to Amkor – As Previously Reported | \$164   | \$261   | (\$10)   | \$116   | \$54    | \$101   |
| Adjustments   | 12      | 3       | (5)      | 3       | 5       | (1)     |
| Net Income attributable to Amkor – As Revised             | \$176   | \$264   | (\$15)   | \$119   | \$59    | \$100   |
| Earnings per Diluted Share – As Previously Reported       | \$0.69  | \$1.09  | (\$0.04) | \$0.48  | \$0.23  | \$0.42  |
| Earnings per Diluted Share – As Revised                   | \$0.74  | \$1.10  | (\$0.06) | \$0.50  | \$0.25  | \$0.42  |

<sup>\*</sup> Effective January 1, 2018, we adopted Accounting Standards Update (ASU) No. 2014-09, Revenue from Contracts with Customers (Topic 606), utilizing the full retrospective transition method. The financial information contained in this presentation has been revised accordingly for the impacted periods. Due to rounding, the sum of the quarters may not aggregate to the full year results.





#### Non-GAAP Measures

Generally, a non-GAAP financial measure is a numerical measure of a company's performance, financial position or cash flows that either excludes or includes amounts that are not normally excluded or included in the most directly comparable measure calculated and presented in accordance with U.S. GAAP.

Free cash flow is not defined by U.S. GAAP. We define free cash flow as net cash provided by operating activities less payments for property, plant and equipment, plus proceeds from the sale of and insurance recovery for property, plant and equipment, if applicable. We believe free cash flow to be relevant and useful information to our investors because it provides them with additional information in assessing our liquidity, capital resources and financial operating results. Our management uses free cash flow in evaluating our liquidity, our ability to service debt and our ability to fund capital expenditures. However, free cash flow has certain limitations, including that it does not represent the residual cash flow available for discretionary expenditures since other, non-discretionary expenditures, such as mandatory debt service, are not deducted from the measure. The amount of mandatory versus discretionary expenditures can vary significantly between periods. This measure should be considered in addition to, and not as a substitute for, or superior to, other measures of liquidity or financial performance prepared in accordance with U.S. GAAP, such as net cash provided by operating activities. Furthermore, our definition of free cash flow may not be comparable to similarly titled measures reported by other companies.

EBITDA is not defined by U.S. GAAP. We define EBITDA as net income before interest expense, income tax expense and depreciation and amortization. We believe EBITDA to be relevant and useful information to our investors because it provides additional information in assessing our financial operating results. Our management uses EBITDA in evaluating our operating performance, our ability to service debt and our ability to fund capital expenditures. However, EBITDA has certain limitations in that it does not reflect the impact of certain expenses on our consolidated statements of income, including interest expense, which is a necessary element of our costs because we have borrowed money in order to finance our operations, income tax expense, which is a necessary element of our costs because we use capital assets to generate income. EBITDA should be considered in addition to, and not as a substitute for, or superior to, operating income, net income or other measures of financial performance prepared in accordance with U.S. GAAP. Furthermore our definition of EBITDA may not be comparable to similarly titled measures reported by other companies.





#### **Endnotes**

- 1) EBITDA is defined as net income before interest expense, income tax expense and depreciation and amortization. Please see reconciliation of non-GAAP measures on page 25.
- 2) Free cash flow is defined as net cash provided by operating activities less payments for property, plant and equipment, plus proceeds from the sale of and insurance recovery for property, plant and equipment, if applicable. Please see reconciliation of non-GAAP measures on page 25.
- This financial guidance is from our October 29, 2018 earnings release and is reproduced here for convenience of reference only. This reference is not intended, and should not be relied upon, as a reaffirmation or other commentary with respect to such financial guidance. Please see page 2.
- Capital intensity is defined as capital expenditures as a percentage of net sales.
- 5) Q4 2017 net income includes an estimated one-time net tax benefit of \$42 million, or \$0.17 per diluted share, primarily due to the reversal of a valuation allowance on certain U.S. deferred tax assets related to U.S. tax reform.
- In May 2017, we sold the land and buildings comprising our K1 factory for \$142.4 million which resulted in a pre-tax gain of \$108.1 million, and \$0.34 per diluted share.
- 7) Effective January 1, 2018, we adopted Topic 606 with full retrospective transition for periods after January 1, 2016. Periods prior to January 1, 2016 are not revised for this new standard.



