

ASM  Pacific Technology

2020 **Annual Results** **Presentation**

26 February 2021

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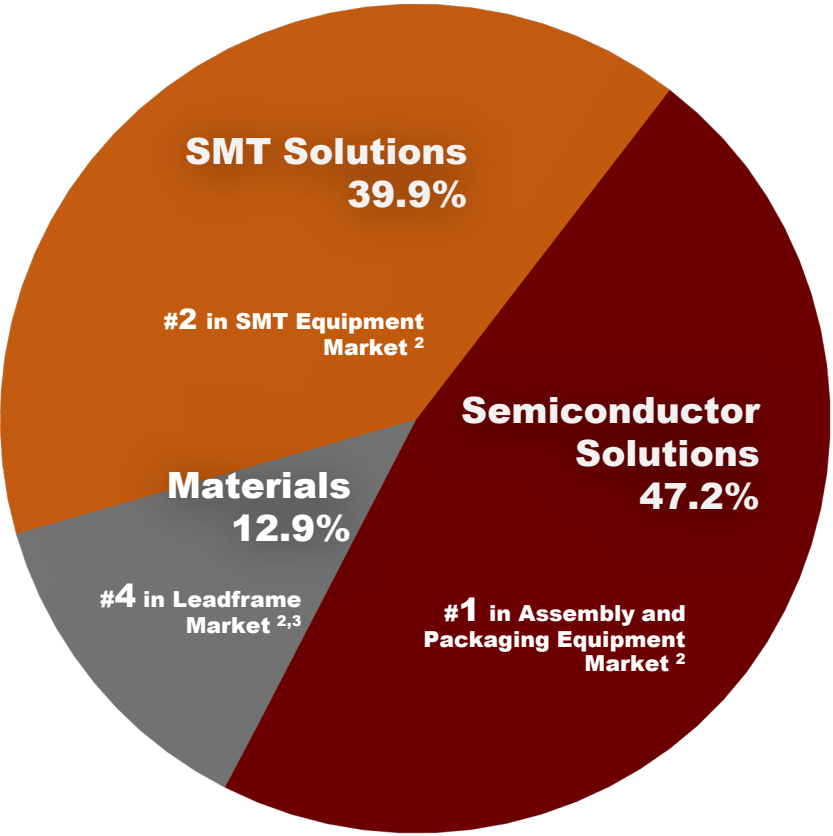
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Company Overview

Company Overview

2020 Segment Revenue Contribution



We are a **leading global supplier** of hardware and software solutions for the manufacture of **semiconductors and electronics**



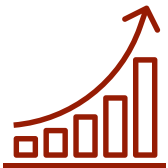
1975

Incorporated



1989

Listed in Hong Kong Stock Exchange



USD 6.2bn

Market Capitalisation¹



Top 100 Global Technology Leaders

Recognised by Thomson Reuters (2018)

¹As of 19 February 2021

²VLSI, SMT and SEMI, Management Estimates

³Materials Segment will be de-consolidated and equity accounted for from 29 December 2020

Geographical Presence



>2,000

Global R&D staff



>1,500

Patents on leading edge technologies



11

R&D centres worldwide



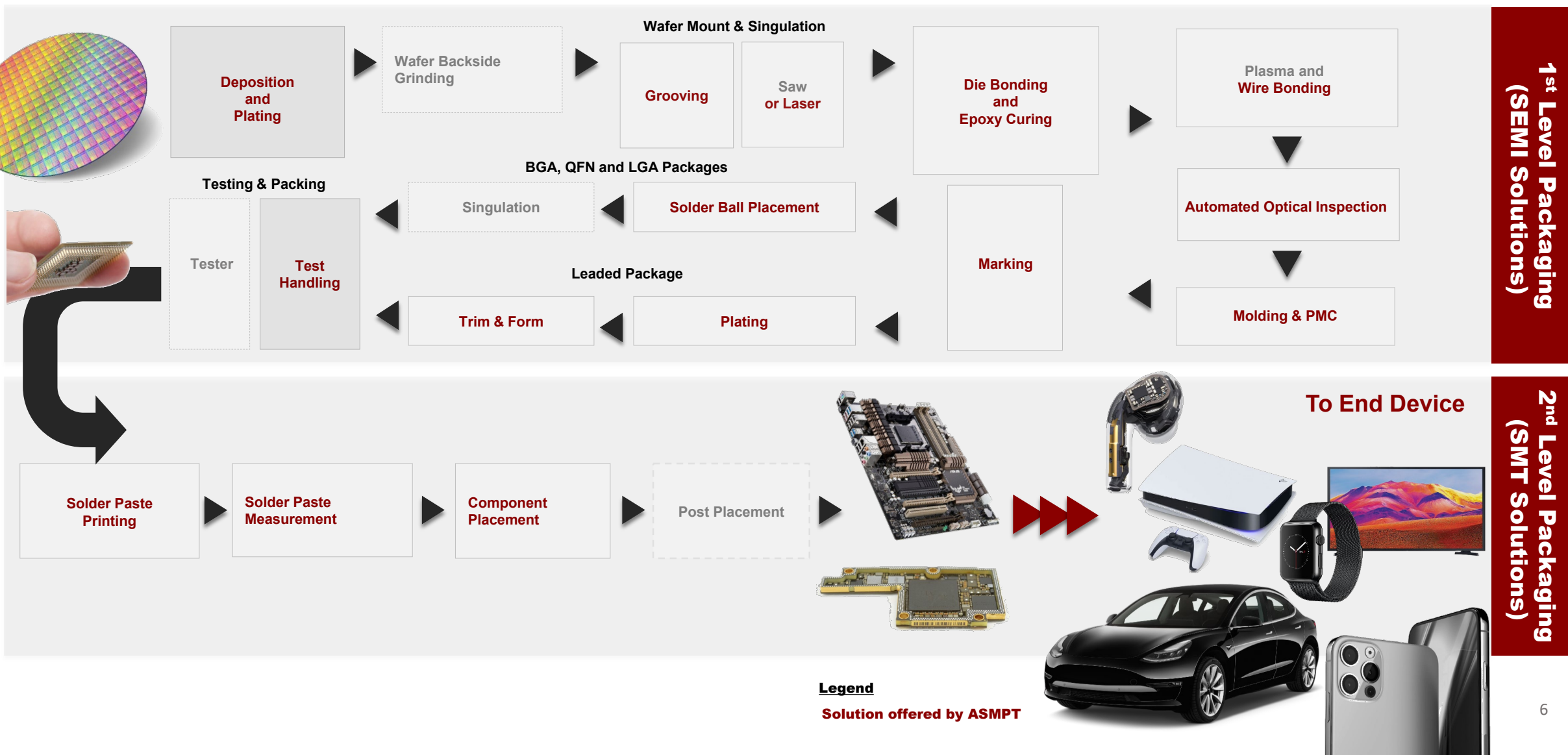
12

Manufacturing facilities

Our Core Capabilities

Comprehensive Suite of Packaging & Assembly and SMT Solutions for Multiple End Applications
(A General Process Flow for IC and Discrete)

From Wafer...





2020 Financial and Operational Highlights

2020 Group Highlights

	FY20		Q4 20		
		YoY*		QoQ	YoY*
Bookings (USD)	2,382m	+16.7%	658m	+12.9%	+46.3%
Revenue (USD)	2,177m	+6.3%	634m	+15.2%	+10.5%
Gross Margin¹	33.6%	-114 bps	33.0%	+6 bps	-179 bps
Net Profit Margin¹	5.9%	+202 bps	7.7%	+220 bps	+269 bps

Key Highlights for FY2020:

- Record 4th Quarter bookings, reversing seasonally low Q4 trend
- Automotive & Industrial bookings bottomed out end-1H20
- Broadened customer demand for AP tools
- Group's AP (both SEMI & SMT) FY20 Revenue contribution ▲ >50% YoY

Main Drivers for FY2020:

- Accelerated digital transformation trends drove:
 - Equipment capacity expansion
 - Advanced Packaging (AP) solutions
- 5G roll-out
- General automotive recovery and automotive electrification

¹ Excluding one-off items and related tax impact

*Period to period variances calculated using HKD

2020 Group Highlights – Continued

Group (excluding one-off items and related tax impact)	FY20		Q4 20		
		YoY		QoQ	YoY
Gross Margin	33.6%	-114 bps	33.0%	+6 bps	-179 bps
Net Profit (HKD)	1,002m	+61.1%	378m	+61.5%	+70.2%
Net Profit Margin	5.9%	+202 bps	7.7%	+220 bps	+269 bps

One-off Items for FY2020:

- Gain of HK\$859m from planned 55.56% divestment of Materials Segment
- Strategic initiative-related provisions of HK\$255m

Group (including one-off items and related tax impact)	FY20		Q4 20		
		YoY		QoQ	YoY
Gross Margin	32.5%	-232 bps	28.9%	-399 bps	-584 bps
Net Profit (HKD)	1,631m	+162.0%	1,006m	+330.0%	+353.4%
Net Profit Margin	9.7%	+574 bps	20.5%	+1,497 bps	+1,547 bps

2020 Semiconductor Solutions Segment Highlights

	FY20		Q4 20		
		YoY*		QoQ	YoY*
Bookings (USD)	1,158m	+25.9%	334m	+16.0%	+84.9%
Revenue (USD)	1,027m	+13.8%	307m	+24.1%	+17.3%
Gross Margin¹	40.7%	-43 bps	39.0%	-95 bps	-180 bps

Key Highlights for Q4 2020:

- Record 4th Quarter Bookings and Revenue
- IC/Discrete
 - Personal computing devices, HPC, Automotive & Power management
 - China: 5G infrastructure, Capacity ramp-up
- Optoelectronics
 - General lighting / conventional display applications
 - Extensive customer engagements on mini and micro LED
- CIS Q4 Revenue ▼ YoY, ▲ QoQ
- Mainstream Die / Wire Bonders: Very strong Q4 Revenue YoY Growth
- FY20 GM ▼ slightly due to product mix

¹ Excluding one-off items

*Period to period variances calculated using HKD

2020 SMT Solutions Highlights

	FY20		Q4 20		
		YoY*		QoQ	YoY*
Bookings (USD)	874m	-0.7%	208m	-9.1%	+4.7%
Revenue (USD)	868m	-4.2%	249m	+10.4%	+1.4%
Gross Margin	31.1%	-384 bps	31.1%	+119 bps	-441 bps

Key Highlights for Q4 2020:

- Q4 20 Bookings ▼ QoQ, ▲ YoY
 - Despite decline, QoQ Bookings for automotive customers ▲
- Q4 20 Revenue ▲ QoQ and YoY
 - Strong end-market demand for automotive, 5G infrastructure and industrial applications
 - Continued strong demand for high-accuracy SMT systems (AP tools) for SiP applications
 - Strong pickup in equipment services and spare parts business
- Q4 20 GM ▼ YoY, ▲ QoQ
 - Long-term GM improvement with implementation of strategic initiatives

*Period to period variances calculated using HKD

2020 Materials Segment Highlights

(Deconsolidated from FY2021 onwards)

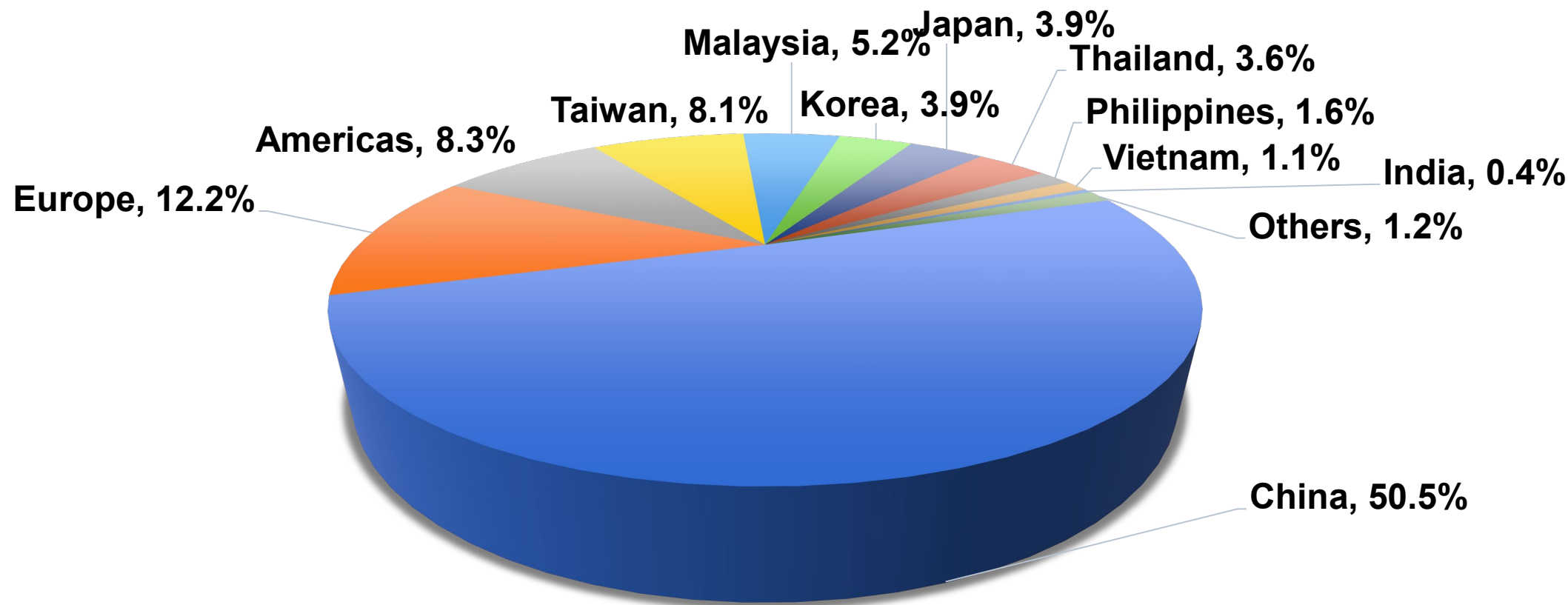
	FY20		Q4 20		
		YoY*		QoQ	YoY*
Bookings (USD)	350m	+45.4%	116m	+75.3%	+64.7%
Revenue (USD)	282m	+18.0%	78m	+1.0%	+17.8%
Gross Margin	15.7%	+558 bps	15.5%	-388 bps	+707 bps

Key Highlights for Q4 2020:

- All-time high quarterly Bookings and Revenue
- Bullish order momentum indicative of robust semiconductor demand
- Q4 20 GM ▲ YoY due to higher volume effect, ▼ QoQ due to operations relocation impacting utilization
- From 29 December 2020, Materials Segment's business will be equity accounted for in the Group's books
- Materials business continues to be of significant strategic importance to Group

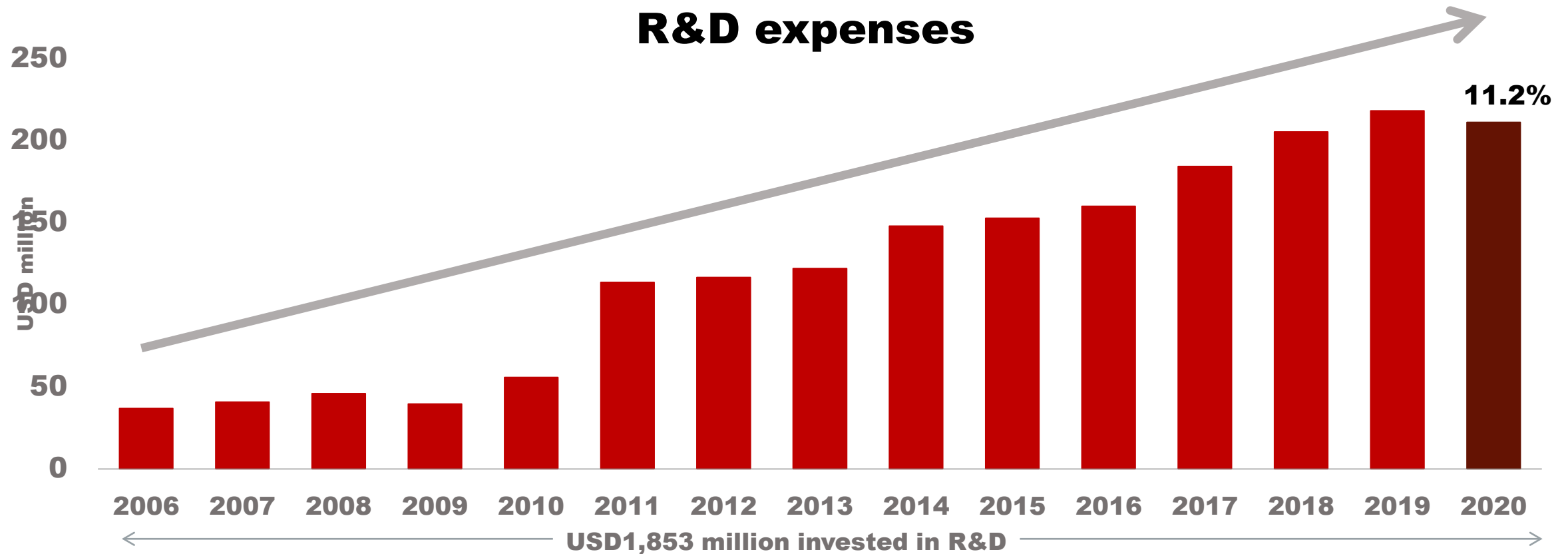
*Period to period variances calculated using HKD

2020 Revenue Breakdown by Geography



Top 5 customers accounted for only 13.7% of Group FY2020 revenue

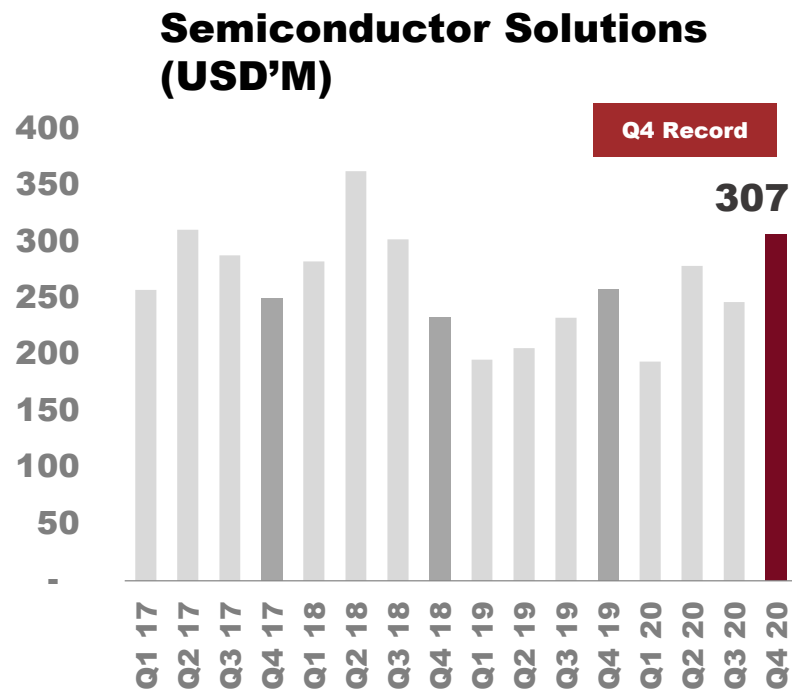
R&D Commitment Makes Us a Preferred Partner of Choice



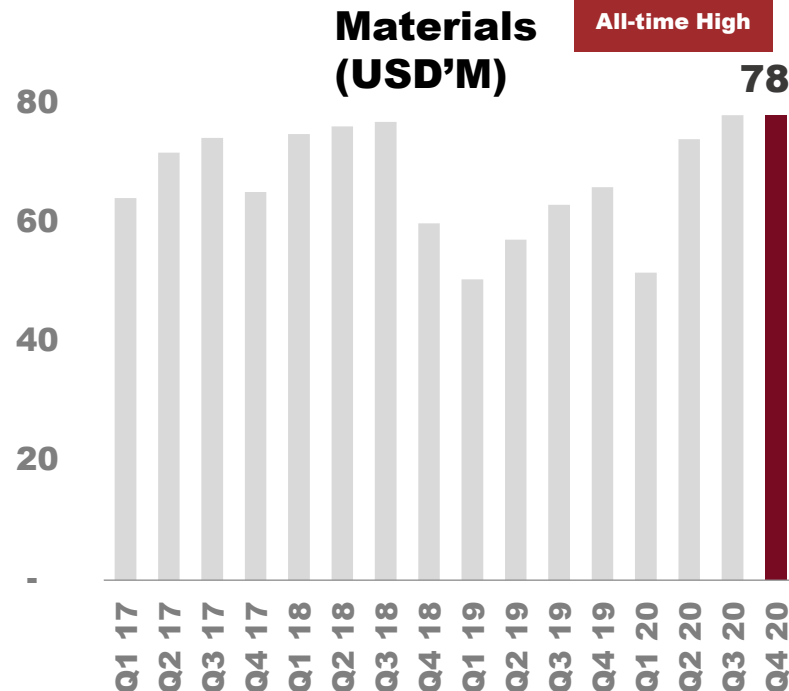
A total of US\$211 million invested in R&D expenditure in 2020, equivalent to 11.2% of Equipment Sales.

Business Segments Revenue Trend

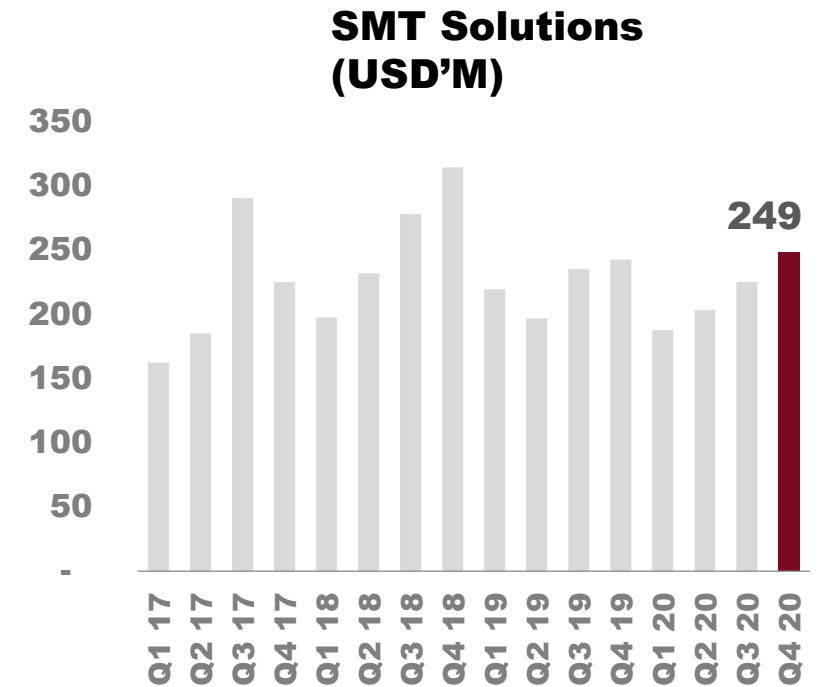
YoY* Growth:
+17.3%



YoY* Growth:
+17.8%



YoY* Growth:
+1.4%

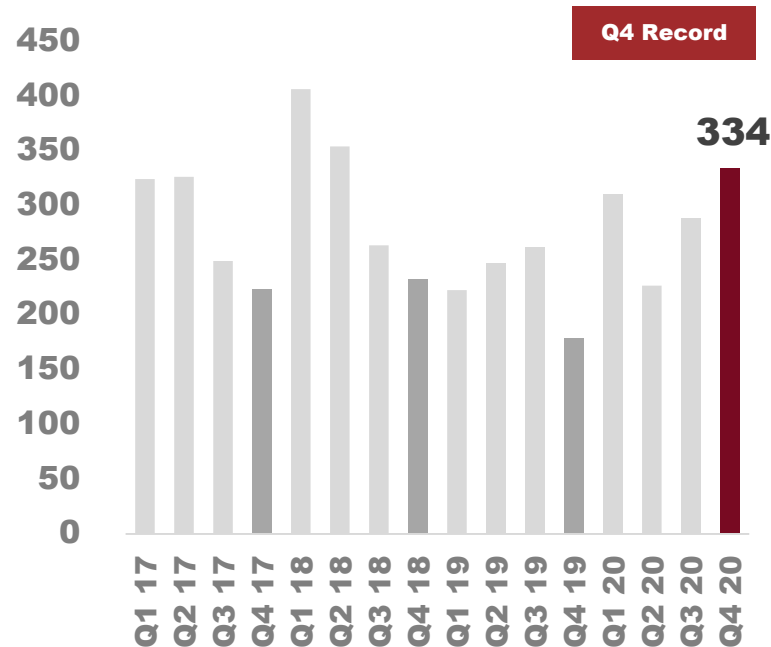


*Period to period variances calculated using HKD

Business Segments Bookings Trend

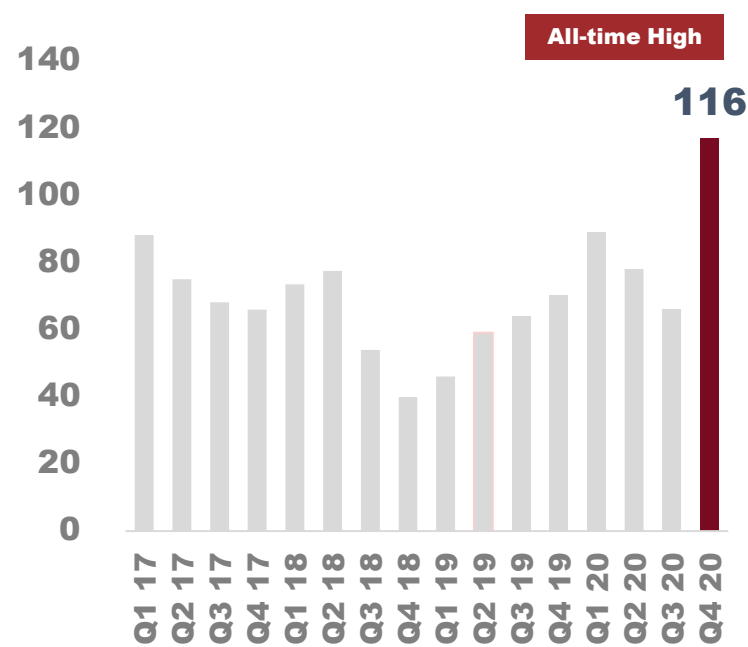
YoY* Growth:
+84.9%

Semiconductor Solutions (USD'M)



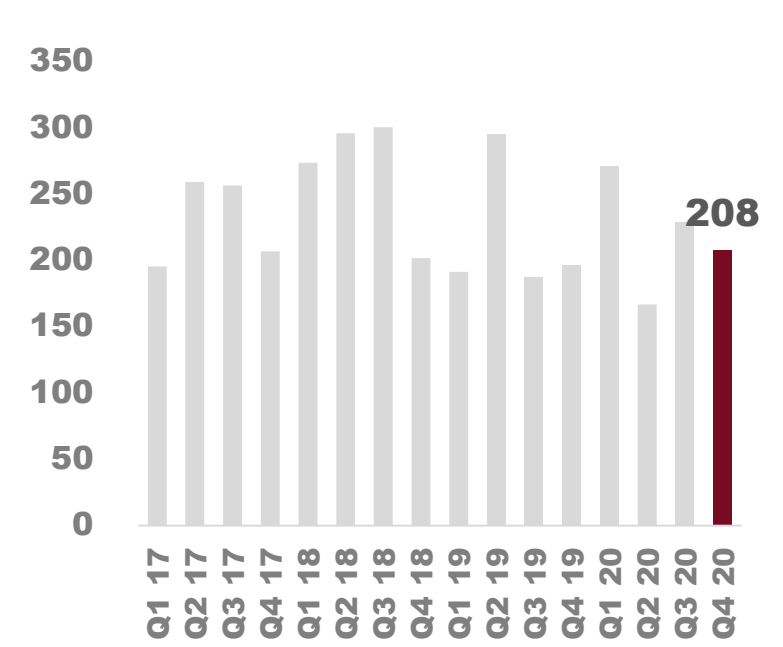
YoY* Growth:
+64.7%

Materials (USD'M)



YoY* Growth:
+4.7%

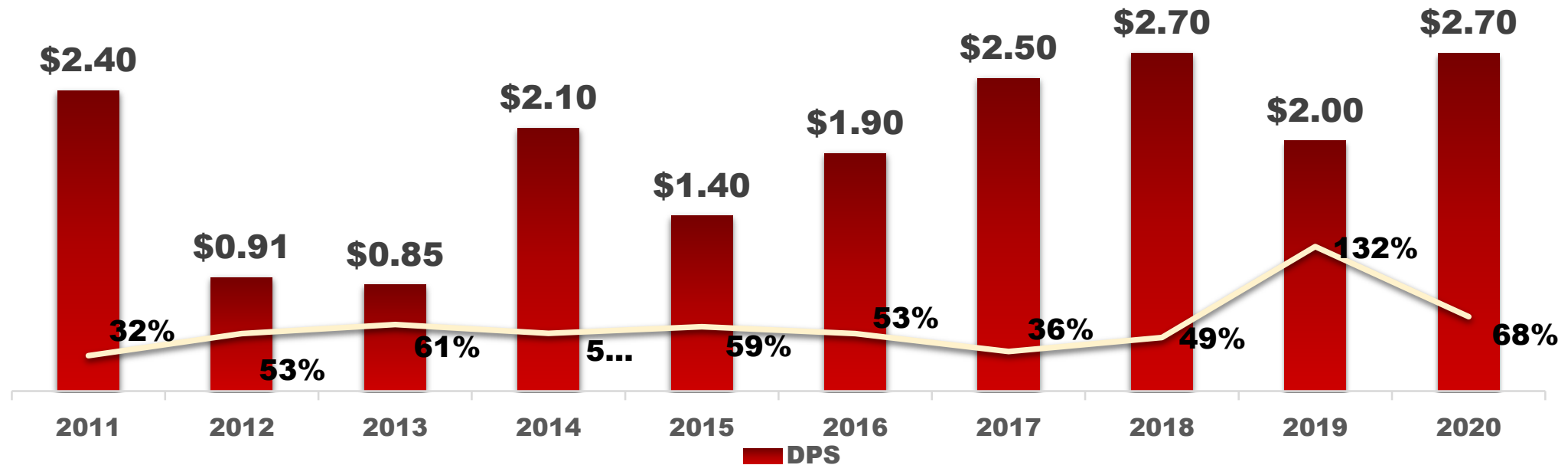
SMT Solutions (USD'M)



*Period to period variances calculated using HKD

2020 Dividends and Dividend Policy

Dividends Per Share (HKD) & Dividend Payout Ratio

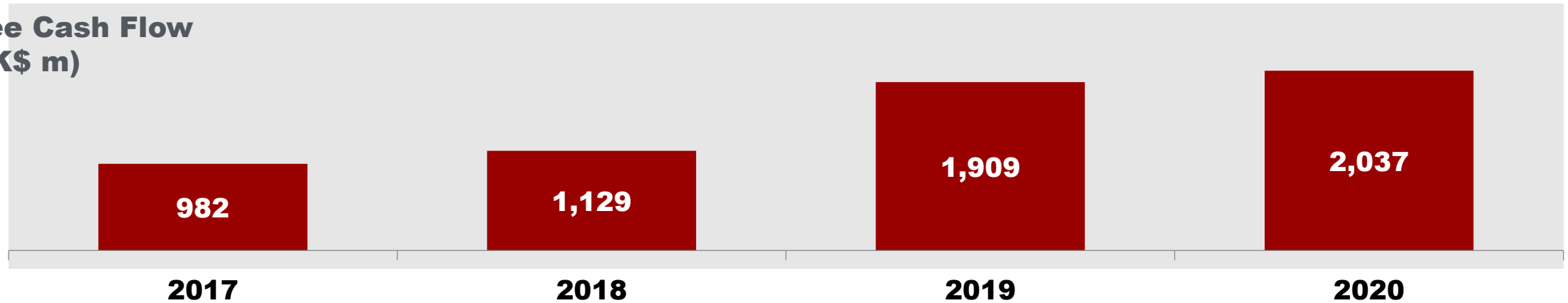


- Consistent dividend payout every year since HKEX listing in 1989
- Above-average dividend payout ratio of 68% in FY 2020 to reward shareholders from the net gain attributable to the one-off items
- Dividend policy of consistent annual dividend payout ratio of around 50% (*consistent with average dividend payout ratio 2011-2020*)

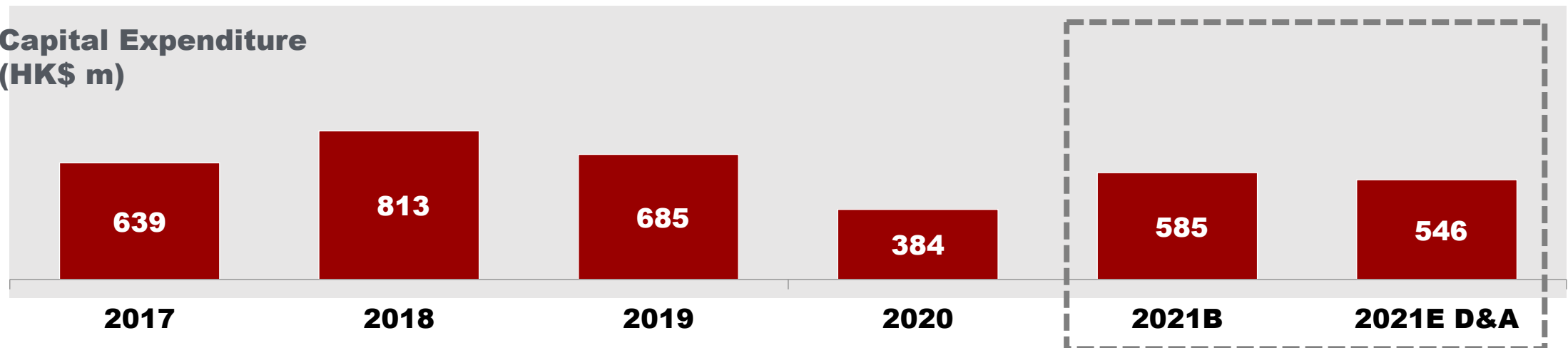
Free Cash Flow and Capital Expenditure

Healthy Free Cash Flows to Support Operational and Investment Plans

Free Cash Flow
(HK\$ m)



Capital Expenditure
(HK\$ m)

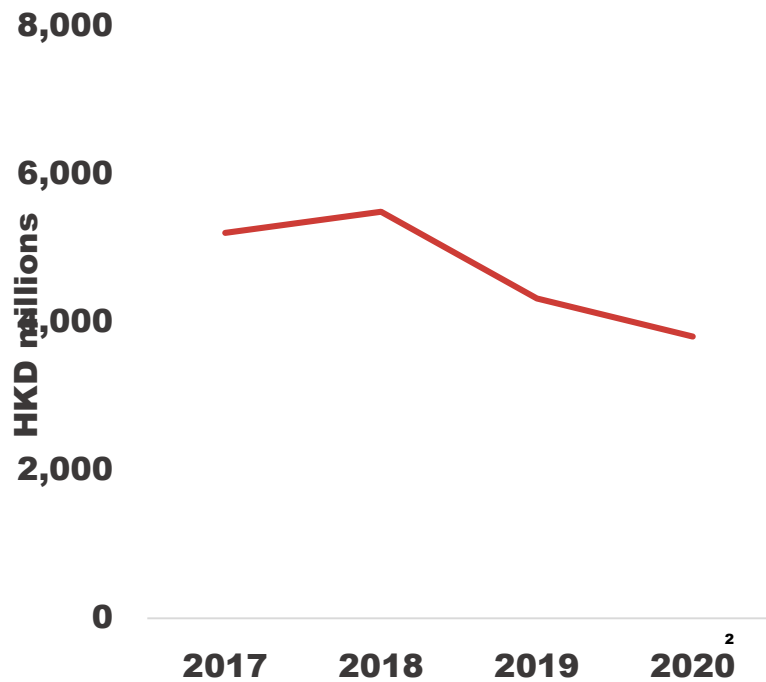


2021 excludes Materials
Segment

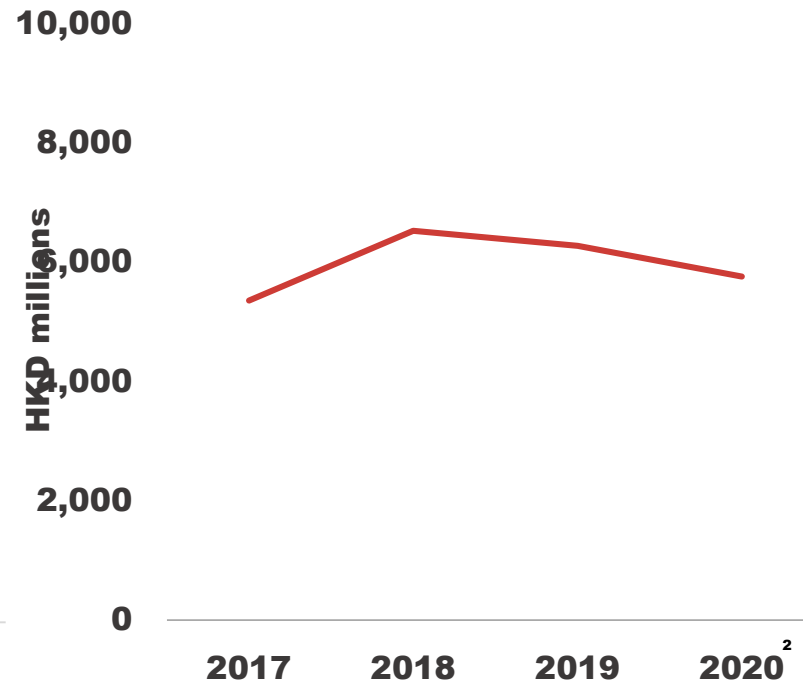
Working Capital Management

Improving Liquidity and Capital Efficiency

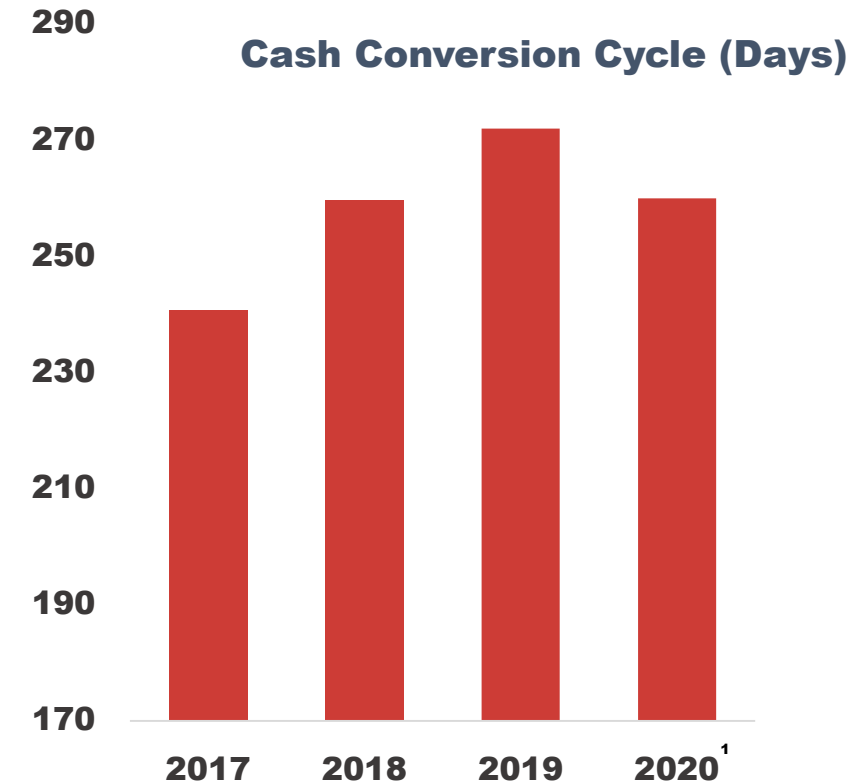
Accounts Receivable



Inventory



Cash Conversion Cycle (Days)



¹ Cash Conversion Cycle computation excludes Materials Segment contribution







² A/R and Inventory balances have excluded Materials Segments' contribution



ASMP Core Capabilities

ASMPT's Pervasive Presence in Multiple End-Market Applications

Highlighted in This Presentation: Automotive

Mobility, Comm. and IT	Optoelectronics	Automotive	Power Management & Energy	Industrial	Consumer
					
Personal Computers Smartphones 5G Base Stations Micro Cells Datacentres HPC Internet of Things	Virtual Reality Autonomous Vehicles Large Screen Display Smartwatches Security	Visual Sensors Infotainment LIDAR Sensors 5G communications Entertainment Platforms	Electric Vehicles Automotive Power Module Wireless Charging	Smart Factories Smart Offices	Consumer Electronics Wearable Devices Gaming Consoles Fitness Bands

Comprehensive Capabilities

Pervasive use of ASMT Technology (Automotive Electrification as Example)



LiDAR



**In-Vehicle
Infotainment System**



**Front/Surround/Rear
view ADAS cameras**

Light Emitting Diode (LED) Solutions

Automotive lighting, Infotainment screens

Die / Wire Bonding Solutions

*RF modules, Computing board, General electronic
devices, V2X communications, Power modules*

Advanced Packaging (AP) Solutions

High performance self-driving chips

CMOS Image Sensor (CIS) Solutions

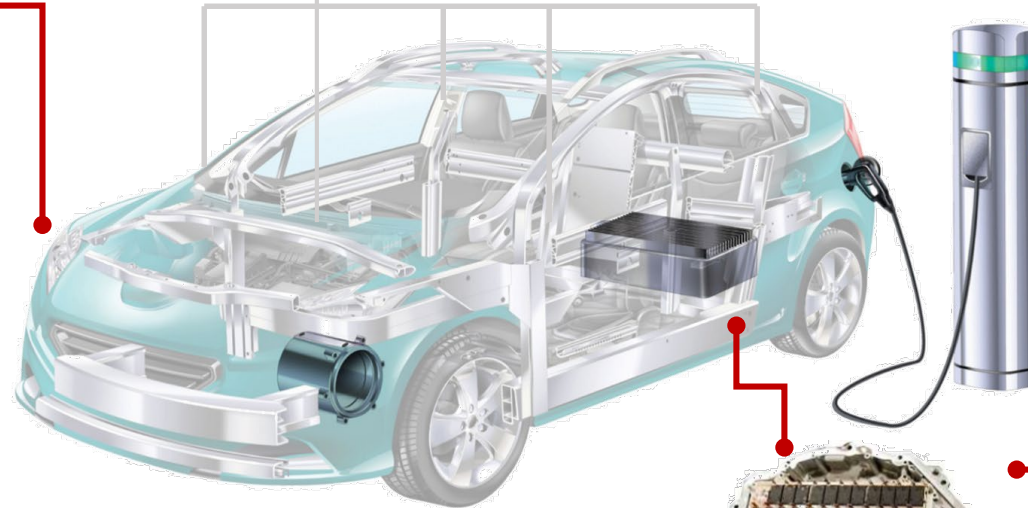
Vehicular camera, LiDAR, Radar, Sensing modules

Surface Mount Technology (SMT) Solutions

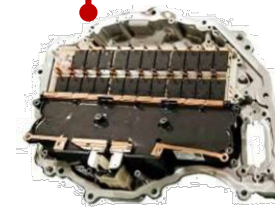
*Battery management system, Motor control unit,
SiP automotive packages*

Silver Sintering Solutions

Power modules



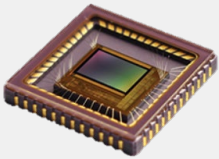
**Self-Drive Computing
Board**



Power Module

Comprehensive Automotive CIS Solutions

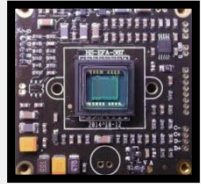
Automotive Electrification Demands More Imaging Sensors



A typical CIS Package

1st Level Packaging

CIS Packaging addressed by **SEMI Solutions Segment**
Example of typical CIS Packaging Process highlighted in Appendix

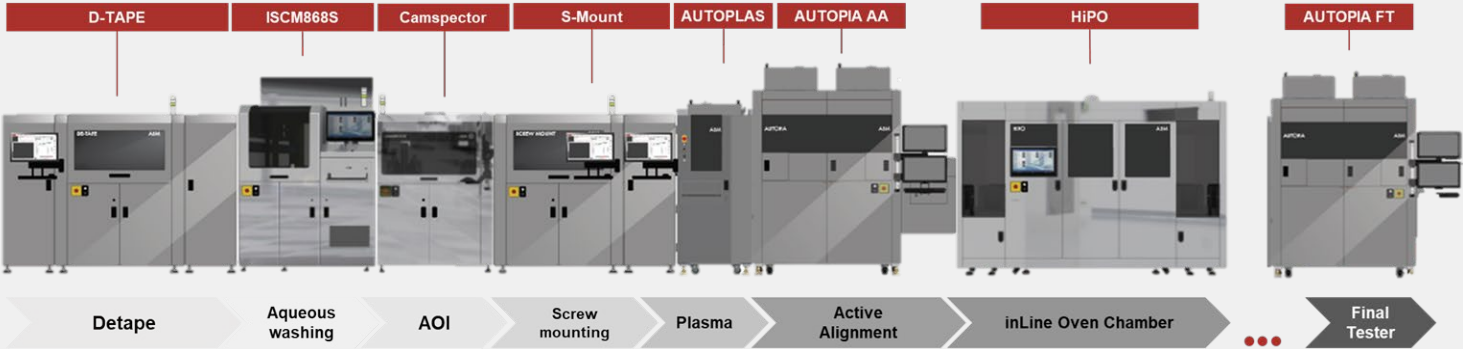


A typical CIS PCB

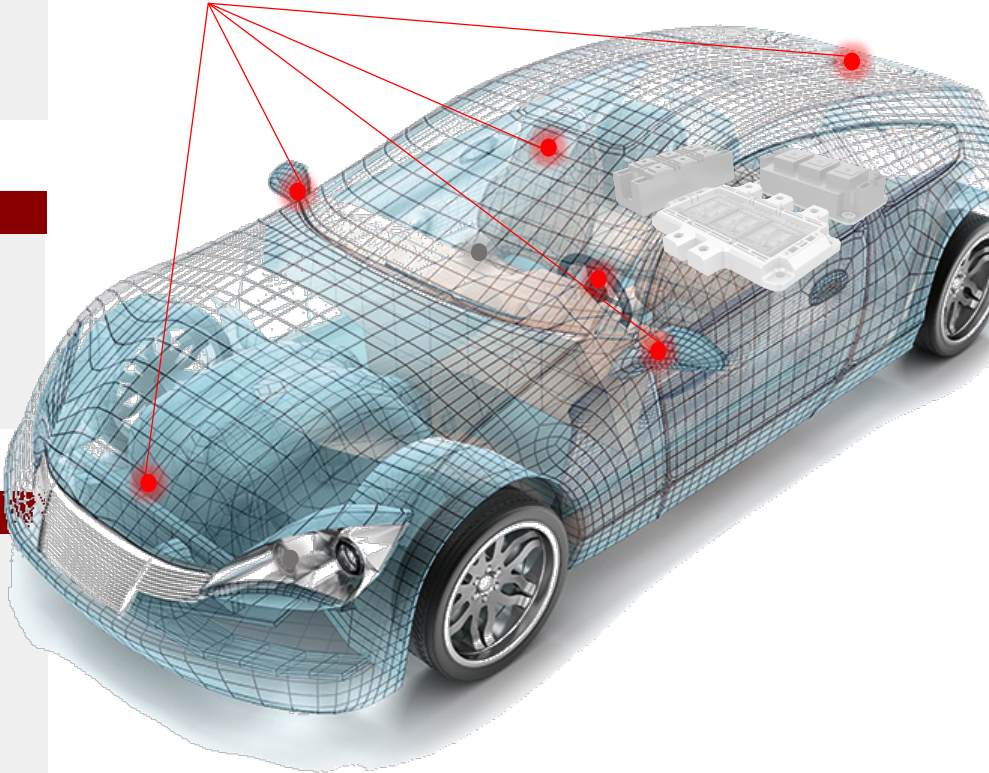
2nd Level Packaging

CIS PCB Assembly addressed by **SMT Solutions Segment**
Example of typical 2nd Level Packaging Process highlighted in Appendix

Camera Module Assembly Stage



Front / Surround / Rear View Camera
CIS packages, LiDAR modules



Completed Modules



Automotive Camera Module



LiDAR Sensor Module

All round safety: Cameras and Sensors are deployed 360°, functioning as 'eyes' to vehicles and a key enabler towards L5 autonomous driving

Comprehensive Total Automotive Power Management Solutions

Automotive Electrification Drives Greater Power Requirements



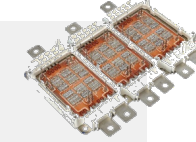
Infotainment

- Display
- Entertainment Centre
- Navigation
- Instrumentation



Powertrain

- Invertors
- Rapid Charging



Camera Module

- Display
- Entertainment Centre
- Navigation
- Instrumentation

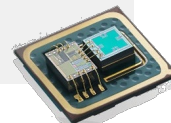


Body Electronics

- Interior Lighting
- Power Windows
- Power Seats
- Sunroof

MEMS & Sensors

- Accelerometers
- Pressure Sensor
- Comfort Control System
- Light Dimmer
- Pedestrian Detection



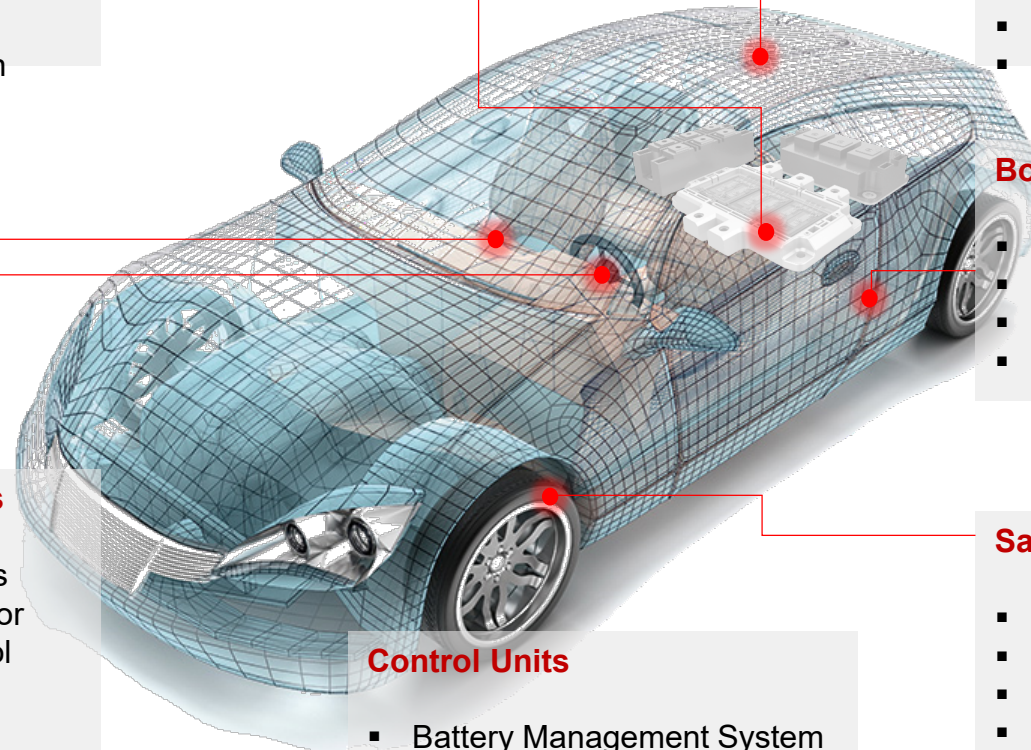
Control Units

- Battery Management System
- Motor Control Unit
- Microcontroller



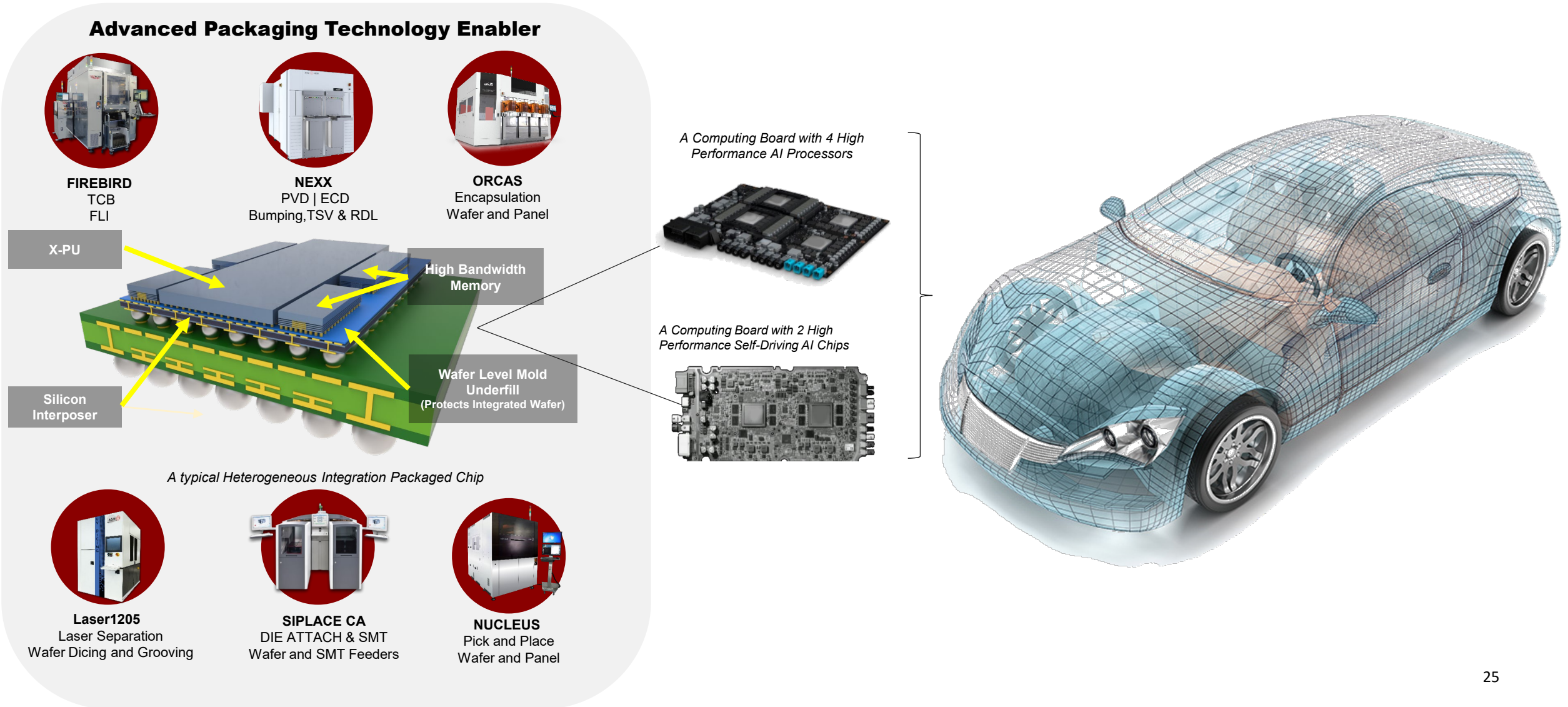
Safety Systems

- Air Bag System
- Braking System
- Entry Security Alarm
- Collision Warning
- Driver Drowsiness Monitor



Comprehensive Advanced Packaging Solutions for Automotive

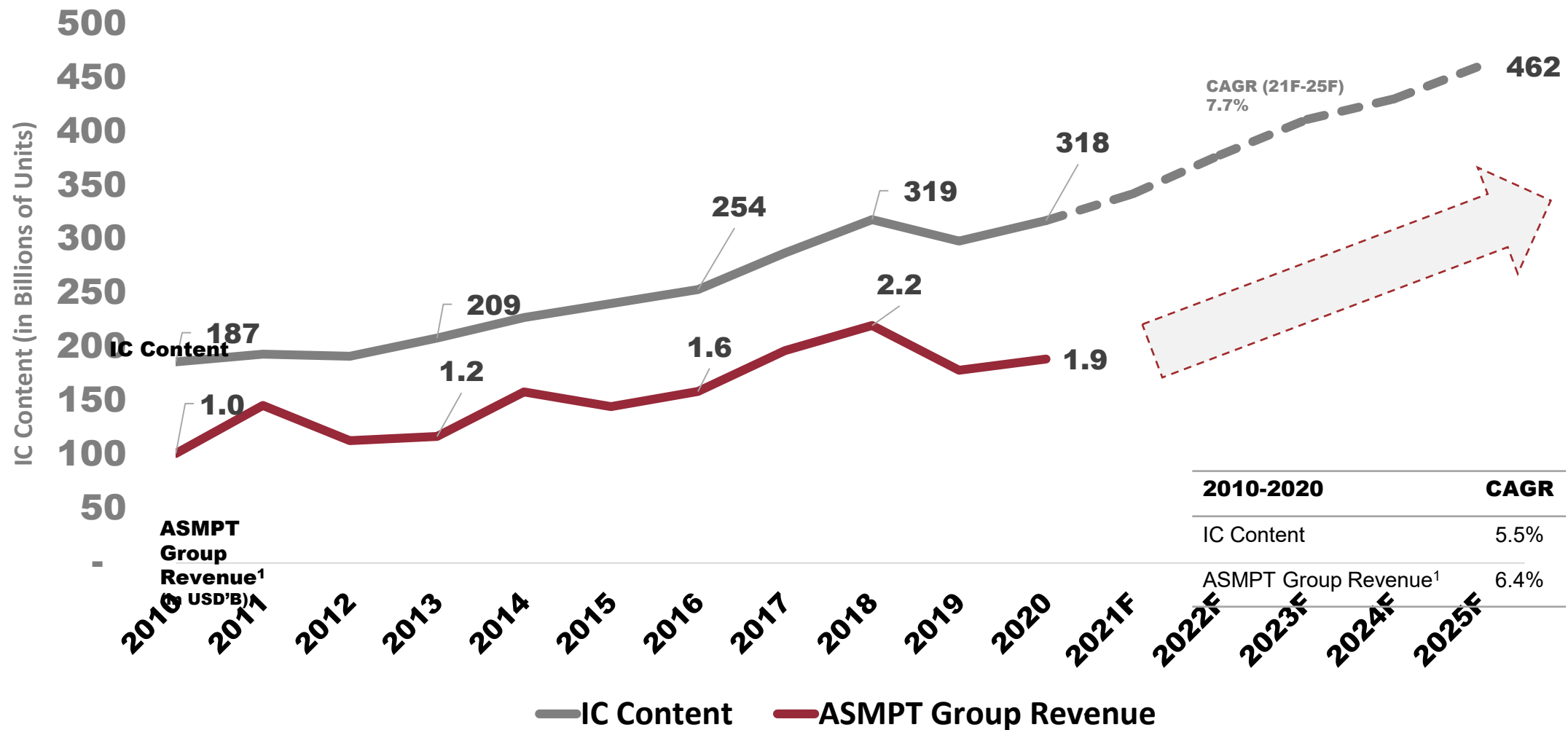
Driven by Economic Advantages Compared with Pure Silicon Scaling



Growth Drivers

Growing in Tandem with IC Content Produced Over the Years

Broader Semiconductor Growth from Megatrends Bode Well for ASMPT's Growth

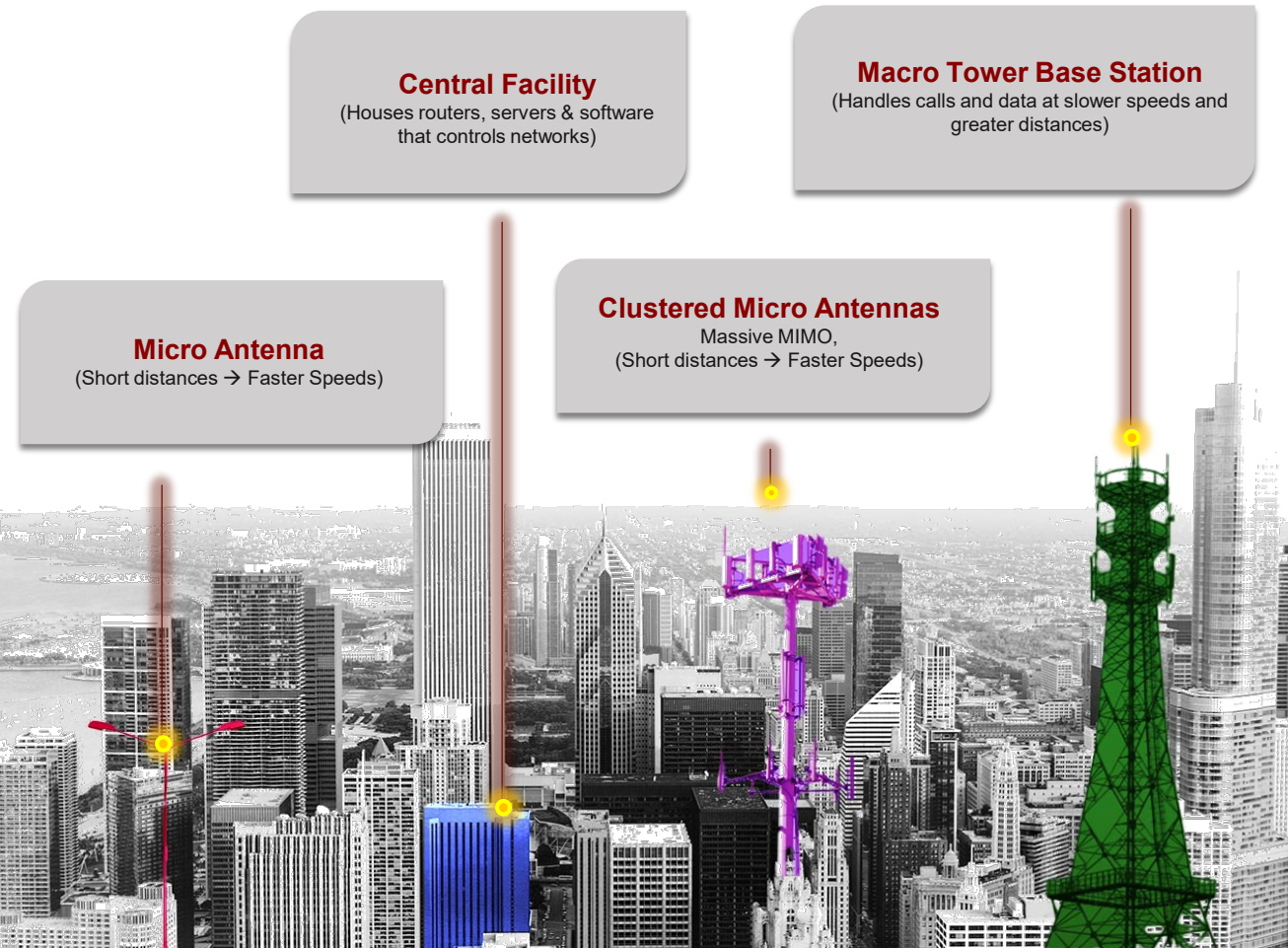


Source : VLSIresearch, Management Estimates

¹ASMPT Group Revenue excludes Materials Segment Contribution

Market Growth Driver – 5G Infrastructure

Multi-Country, Multi-Year Driver from 5G Rollout

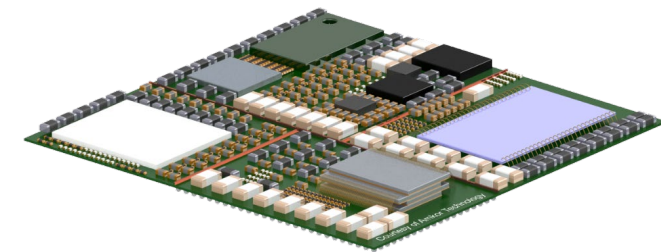


Drivers for Equipment Capacity Buys

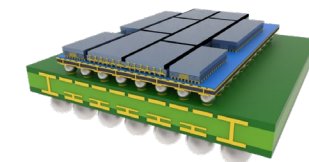
	4G Base Station	5G Base Station	Increase
⚡ Power Amplifiers	12 per Cell	96 to 192 per Cell	8x to 16x

Drivers for Equipment Capability Buys

System in Package



Advanced Packaging



Market Growth Driver – 5G Smartphones

Greater Demand for Higher Performance End Devices



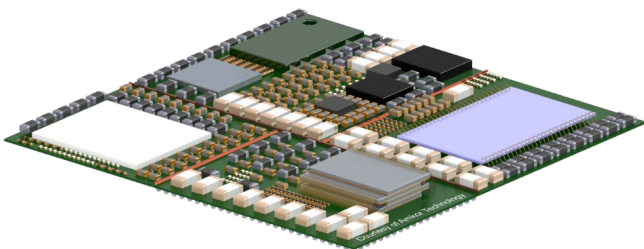
Drivers for Equipment Capacity Buys

	4G	5G	Increase
Filters:	40	70	1.75x
Bands:	15	30	2.0x
Tx/Rx Filters:	30	75	2.5x
Switch Throws:	10	30	3.0x
CA Combos:	10	200	20.0x
Sensors:	6	7	1.17x
Camera Module:	5	7	1.4x
Microphone:	2	3	1.5x

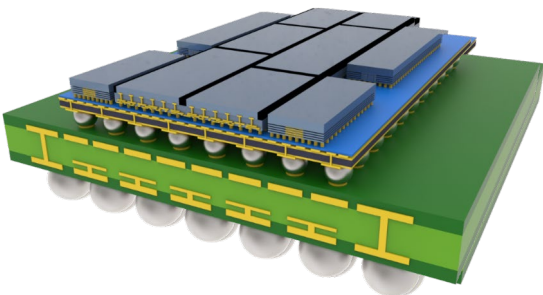


Drivers for Equipment Capability Buys

System in Package



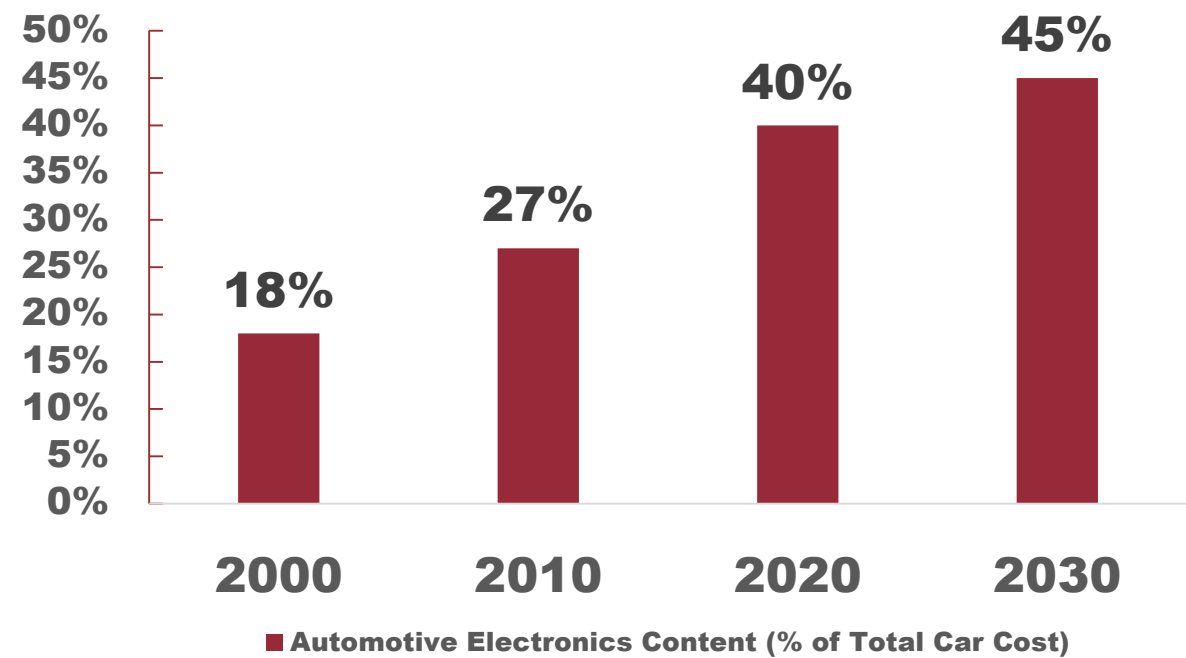
Advanced Packaging



Market Growth Driver – Automotive Electrification

Increasing Automotive Electronics Content Expands ASMPT's Market

Automotive Electronics Content



Source: Deloitte

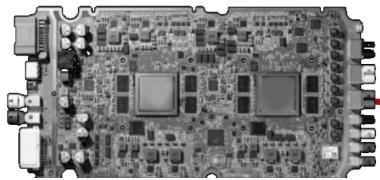
Drivers for Equipment Capacity Buys

	Present	Future	
	Level 2 Autonomy	Level 5 Autonomy	Increase
ADAS camera	X 1	X 9	9x
LiDAR	-	X 5	5x
Other Sensing Modules	X 17	X 22	1.3x

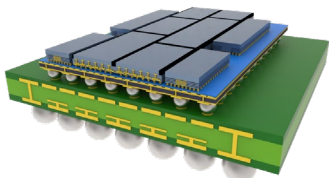
Drivers for Equipment Capability Buys

	Present	Future	
	Level 2 Autonomy	Level 5 Autonomy	Increase
Computing Power	0.25 TOPS	1,000 TOPS	4,000x

TOPS: Tera Operations per Second. A measure of maximum achievable throughput



Computing Board with High Performance Self-Driving Chip

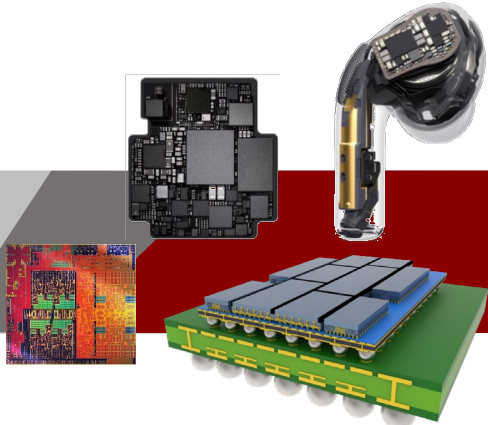


Advanced Packaging

Source: Yole Developpement, Sensing and computing for ADAS vehicles

ASMPT Growth Enablers

Well Positioned to Capture Growth



Advanced Packaging Solutions (AP)

Comprehensive suite of AP Solutions

Automotive and Power Solutions

Comprehensive suite of Automotive Electrification Solutions



Light Emitting Diode Solutions (LED)

Deep engagement with key mini and micro LED customers



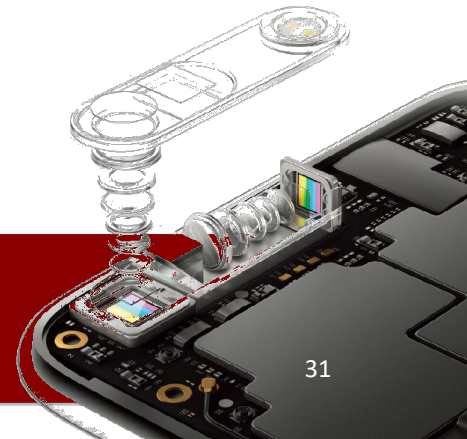
Silicon Photonics Solutions

Sub-micron placement accuracy bonding capabilities



CIS Solutions

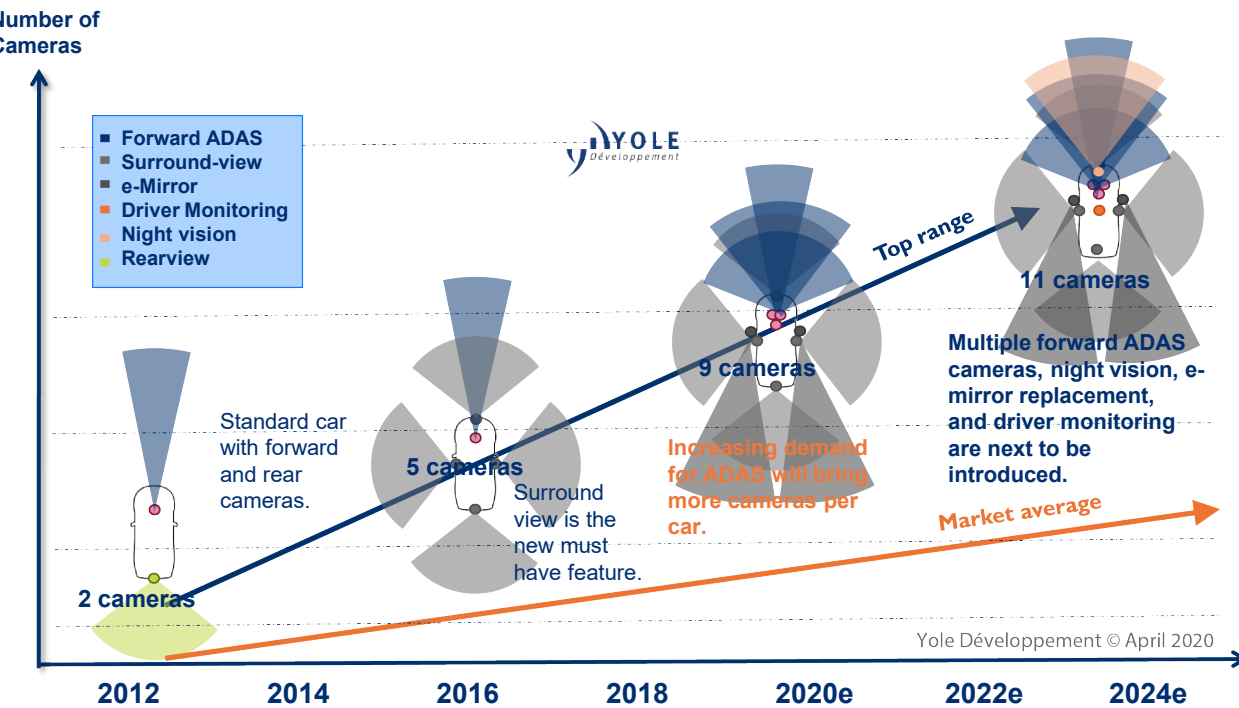
Automatic in-line solutions capabilities



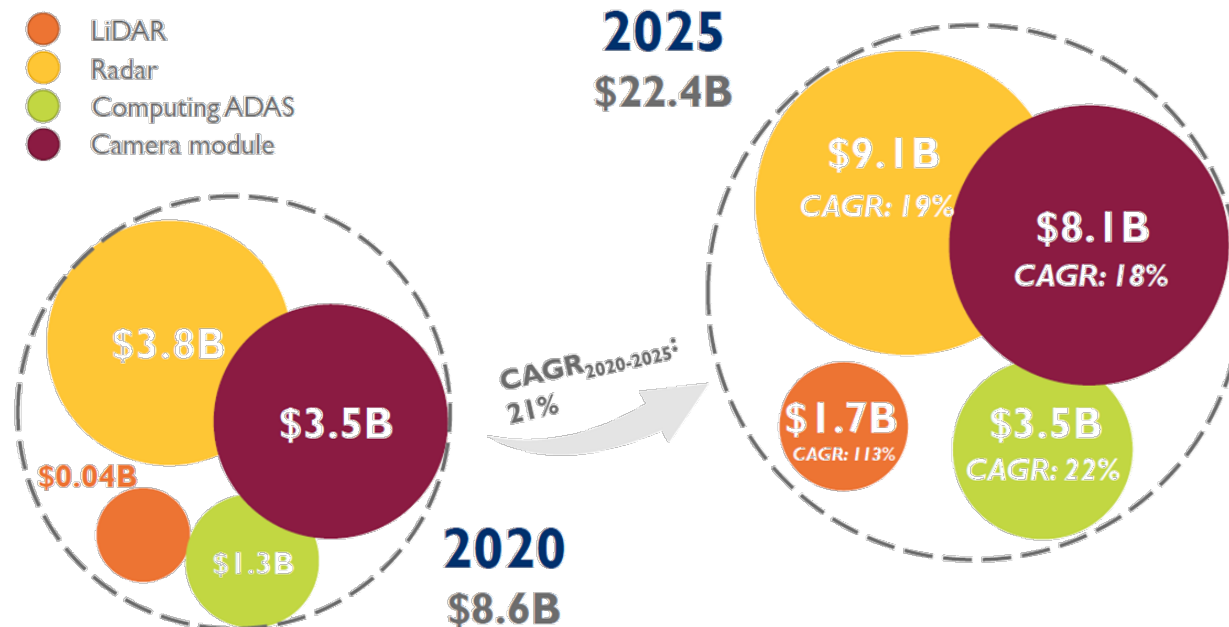
Market Enabler – Automotive Electrification

Growing Sensor and Computing Market Revenue

Camera Proliferation in Automotive Development



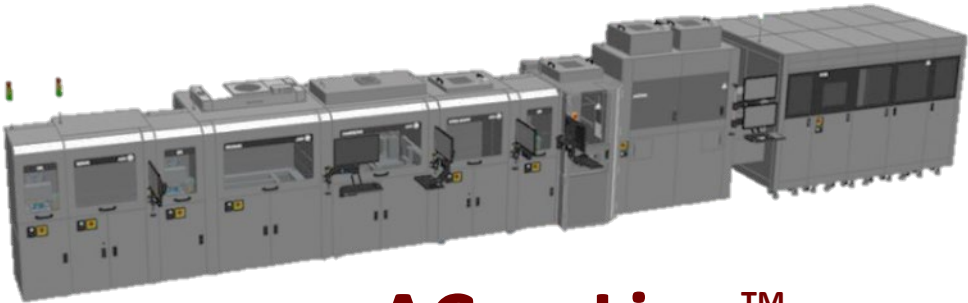
Increasing Adoption of Sensor and Computing Technologies to Improve Vehicle Safety and Intelligence



Source: Yole Développement 2020

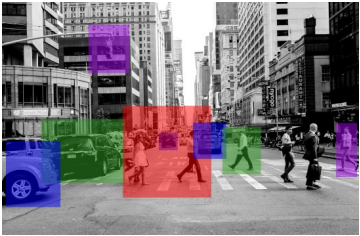
ASMPT Automotive CIS Solutions

Comprehensive Solutions for Automotive Market



ACamLine™
(Automotive Camera Assembly Solution)

Levels of Autonomy		Present		Future
		Level 1	Level 2	Level 5
End Market Applications	Viewing Camera	✓	✓	✓
	ADAS Camera		✓	✓
	LiDAR			✓



LiDAR



Viewing and ADAS Camera

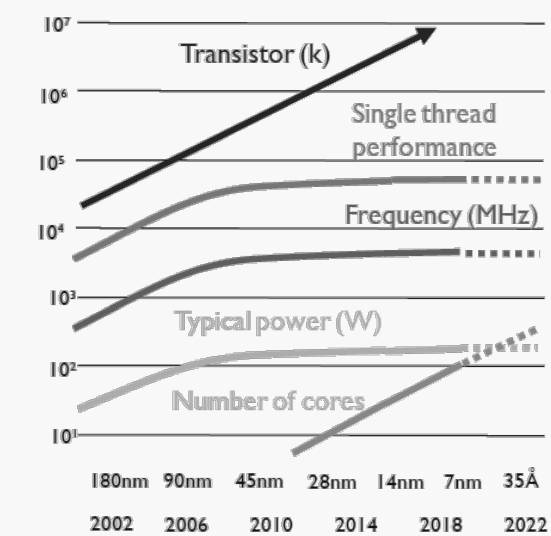
Source: Yole Developpement, Sensing and computing for ADAS vehicles

Market Enabler – Advanced Packaging

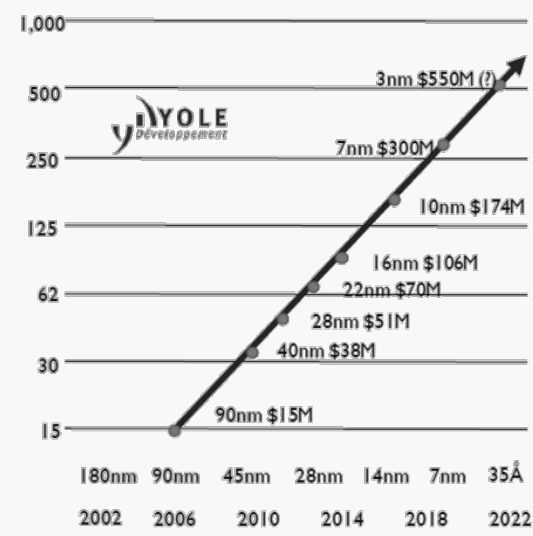
Fuelled by Need to Enhance System Performance, Reduce Design Costs and Shorten Time to Market

Design costs continue to increase with greater demand for improved device functionality and performance

Microprocessor performance (FLOPS)

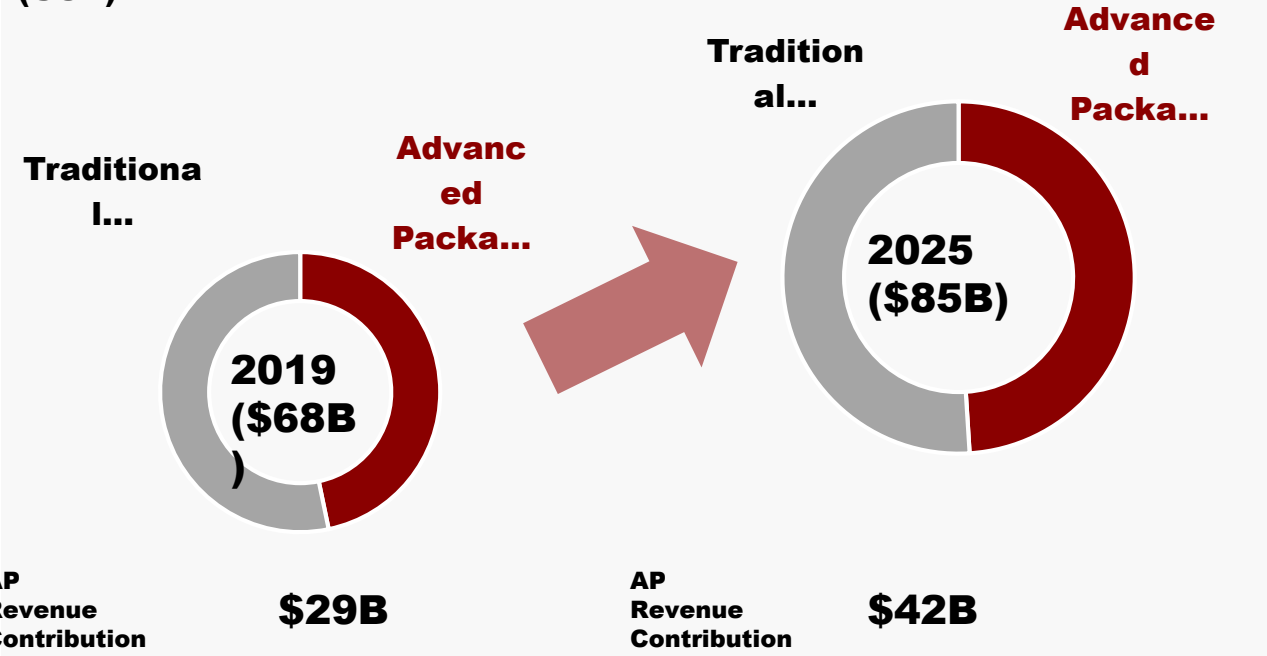


Design Cost (\$M)



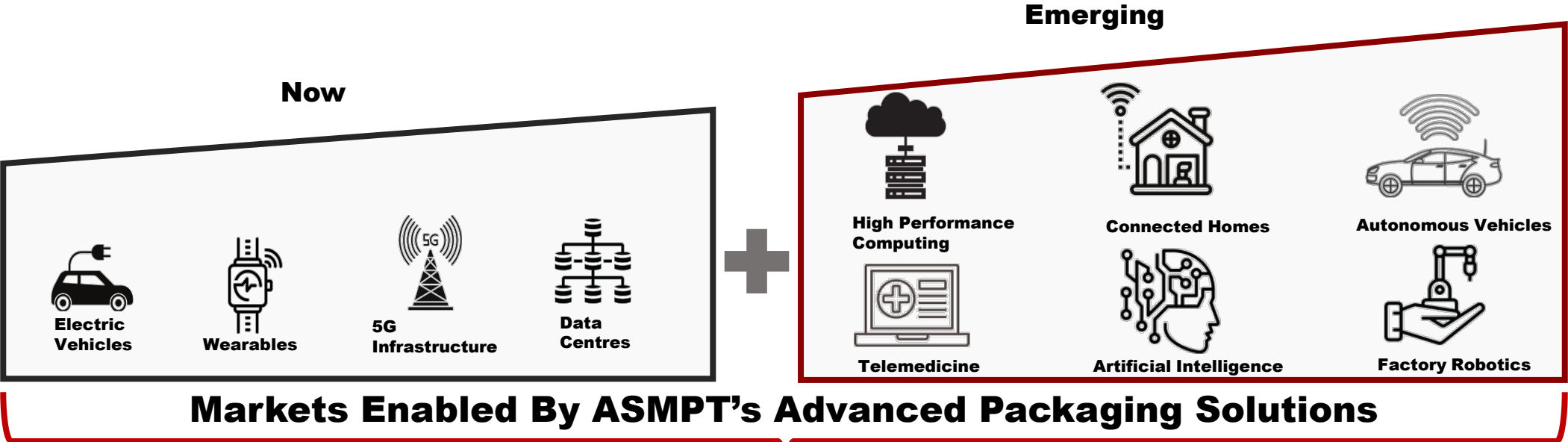
Increasing AP trend: Adoption of AP technologies in design and manufacturing will reduce cost and time to market













Packaging Revenue (USD)



ASMPT Advanced Packaging Solutions

Poised to Capture Advanced Packaging Opportunities with Comprehensive Suite of Solutions



Advanced Packaging Processes	Physical Vapor Deposition	Electro-Chemical Deposition – Wafer/Panel Lvl Plating	Laser Dicing	Wafer/ Panel Lvl Molding	Wafer/ Panel Lvl Fan Out	Ultra Precision Die Bonding (Silicon Photonics)	Mass Transfer (Mini/Micro LED)	Multi-Chip Module Bonding	Thermo Compression Bonding	Flip Chip	Wafer Level Fan In	SMT SiP Placement	Hybrid Bonding
ASMPT Solutions													Coming Soon in 2021
	Conductor	Stratus Series	Laser 1205	ORCAS	NUCLEUS	NANO	AD300 Series	VECTOR	FIREBIRD	AD8312FC	SUNBIRD	SIPLACE TX Micron	

Market Enabler - Mini and Micro LED

Mini LED

*Medium to Large RGB /
BLU Display*

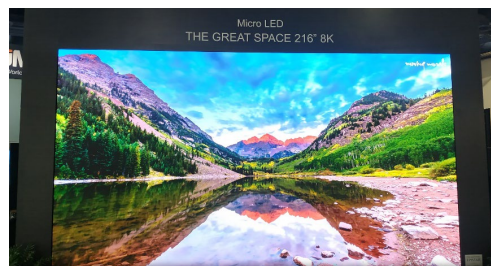
Market Size CAGR (2020 – 2025)

~ 47%

Source: Marketwatch, Jan 2021



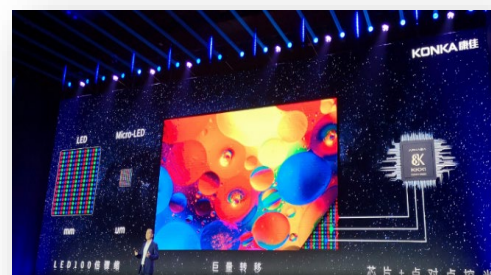
TCL
(CES - 2021)



LEYARD
(CES - 2020)



CEDAR ELECTRONICS
(InfoComm - 2019)



KONKA
(KONKA Conference - 2019)

Market Size CAGR (2020 – 2026)

~ 116%

Source: Marketwatch, Dec 2020



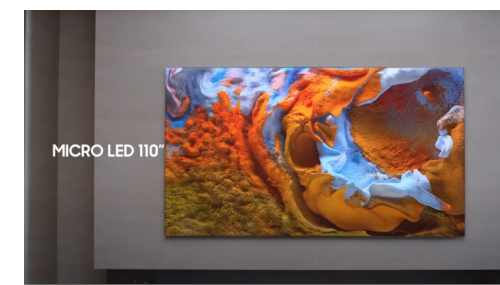
PlayNitride
(SID - 2020)



TIANMA
(UDE - 2020)



AUO
SID - 2020



Samsung
(CES - 2021)

Source: Photos of displays from various conferences

ASMPT Mini & Micro LED Solutions



Ocean Line: Fully Automatic Production Line for Micro LED

Processes

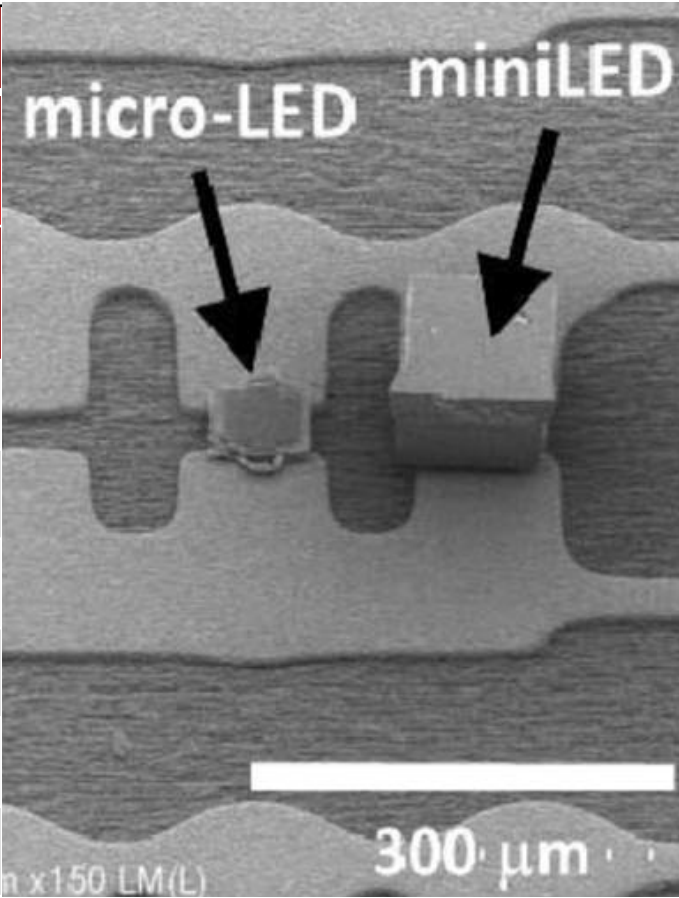
Pitch Size
Die Size

Conventional	Mini LED	Micro LED
1.0mm to 10mm 75µm– 200µm	0.3mm to 1.0mm 50µm – 100µm	0.2mm <50µm

End Market Applications	Digital Display	✓	✓	✓
	Television		✓	✓
	Automotive		✓	✓
	AR/VR			✓
	Wearable			✓
	Mobile			✓



Inline Linker: Fully Automatic Production line for Mini LED



Market Enabler – Silicon Photonics

Enabling Faster Data Bandwidth and Speed Transmission

Data Centres

10X

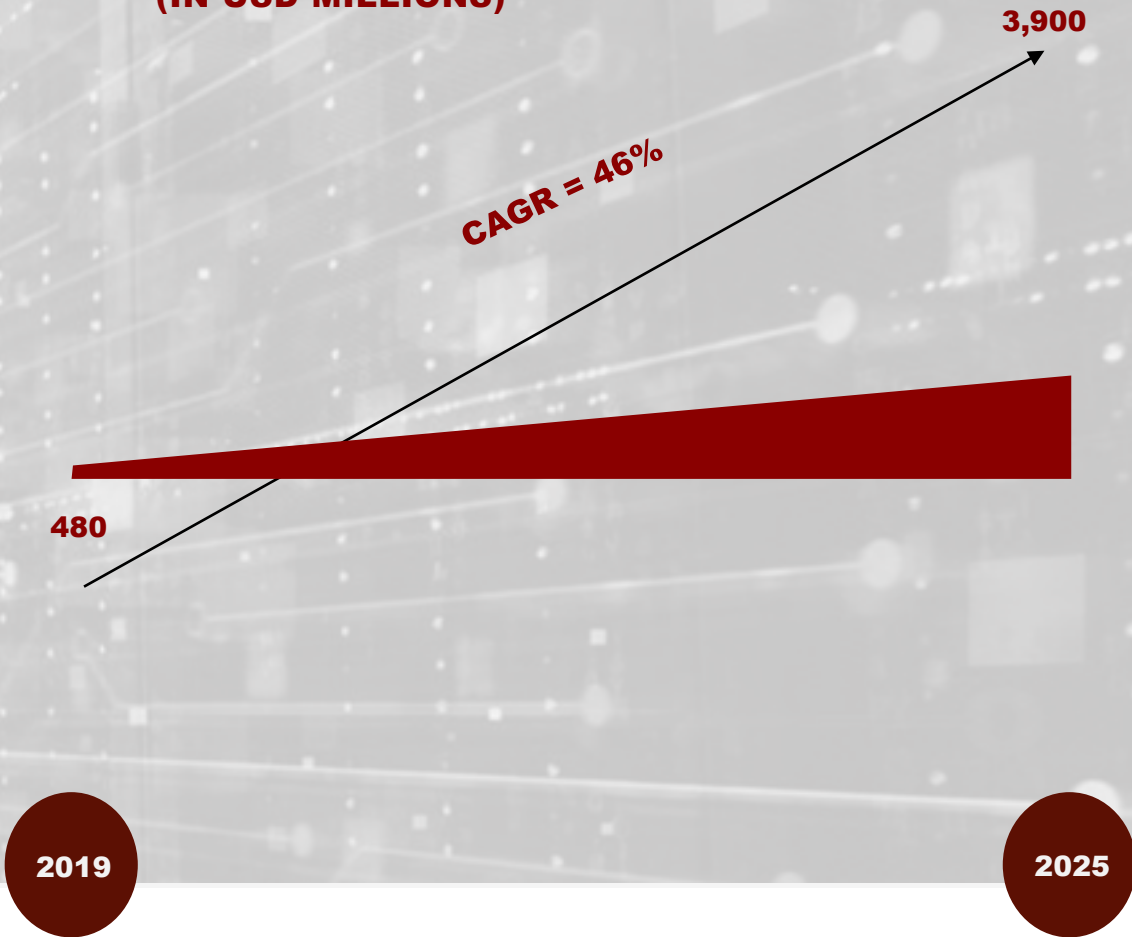
Higher Data
Transmission
Speed



4X


Greater Bandwidth
100gbps ► 400gbps

SI PHOTONICS MARKET SIZE (IN USD MILLIONS)



ASMPT Silicon Photonics Solutions

Processes		Photonics	Silicon Photonics
Placement Accuracy Die Size		2 – 10µm 150µm – 2000µm	0.3 – 2.0 µm 150µm – 3000µm
End Market Applications	Data Centre-Cloud	✓	✓
	Telecom - 5G	✓	✓
	3D Sensing	✓	
	LiDAR	✓	✓



The image shows an ASMPT NANO AMICRA machine, a high-precision placement machine used in semiconductor manufacturing. It features a large, open, white protective enclosure with a transparent viewing window. Inside, various mechanical components and a robotic arm are visible. The machine is equipped with a control system consisting of a monitor and a keyboard on a swivel stand. The brand name 'ASMPT' and the model 'NANO AMICRA' are visible on the front panel.

Outlook

Outlook

Q1 2021 Group Revenue Guidance

- Q1 2021 Group Revenue range **US\$500m – US\$550m**, a Q1 quarterly record (excluding revenue from Materials Segment)
- SEMI Segment is expected to deliver strong QoQ revenue growth, offset by a QoQ seasonal decrease in SMT Segment revenue
- The Group has aggressively ramped up its capacity to meet delivery commitments to customers over the coming quarters.

Q1 2021 Group Bookings Guidance

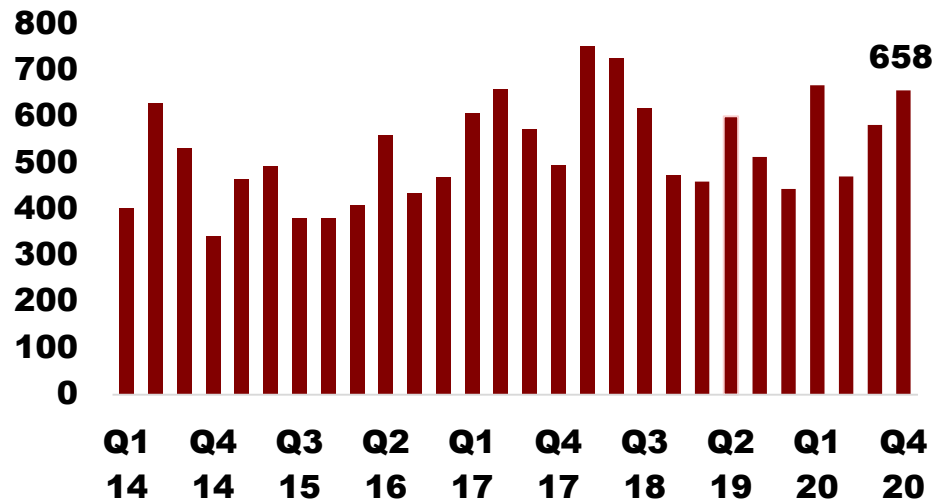
- Q1 2021 Group Bookings are expected to surpass **US\$700m** (excluding Materials Segment)
- Since the beginning of 2021, the Semiconductor Solutions Segment experienced order intake momentum at an unprecedented pace



Other 2020 Financial Information

2020 Group Bookings

YoY* Growth:
+46.3%



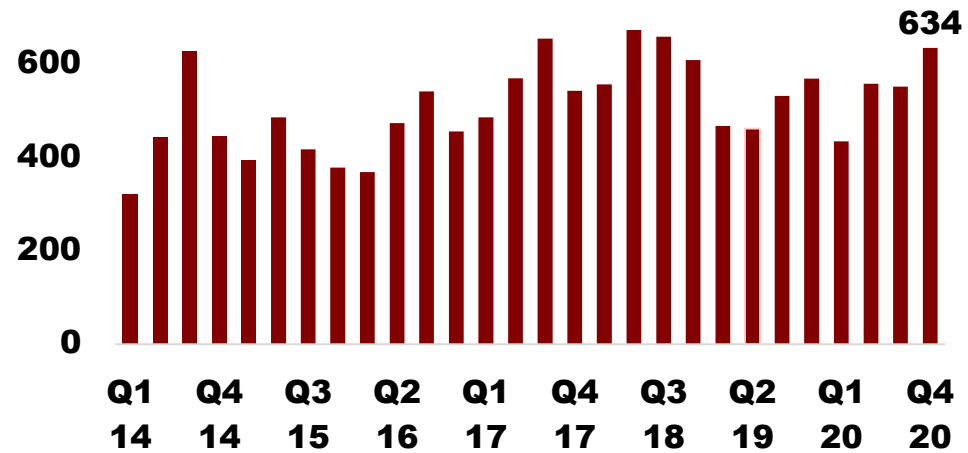
	Q4 2020 Bookings			2020 Bookings	
	USD	YoY*	QoQ*	USD	YoY*
Group	658m	+46.3%	+12.9%	2,382m	+16.7%
Semi Solutions Segment	334m	+84.9%	+16.0%	1,158m	+25.9%
SMT Solutions Segment	208m	+4.7%	-9.1%	874m	-0.7%
Materials Segment ¹	116m	+64.7%	+75.3%	350m	+45.4%

¹ Materials Segment will be de-consolidated and equity accounted for from 29 December 2020

*Period to period variances calculated using HKD

2020 Group Revenue

YoY* Growth:
+10.5%



	Q4 2020 Revenue			2020 Revenue	
	USD	YoY*	QoQ*	USD	YoY*
Group	634m	+10.5%	+15.2%	2,177m	+6.3%
Semi Solutions Segment	307m	+17.3%	+24.1%	1,027m	+13.8%
SMT Solutions Segment	249m	+1.4%	+10.4%	868m	-4.2%
Materials Segment ¹	78m	+17.8%	+1.0%	282m	+18.0%

¹ Materials Segment will be de-consolidated and equity accounted for from 29 December 2020

*Period to period variances calculated using HKD

2020 Group Financial Highlights

	FY 2020		Q4 2020	
		YoY*	QoQ*	YoY*
Bookings (USD)	2,382m	+16.7%	+12.9%	+46.3%
Revenue (USD)	2,177m	+6.3%	+15.2%	+10.5%
Gross Margin (excluding One-off Items ¹)	33.6%	-114 bps	+6 bps	-179 bps
Gross Margin	32.5%	-232 bps	-399 bps	-584 bps
EBIT (HKD)	2,007m	+71.9%	+210.3%	+256.7%
Net Profit (HKD)	1,631m	+162.0%	+330.0%	+353.4%
Net Profit Margin	9.7%	+574 bps	+1,497 bps	+1,547 bps

¹ excludes inventory provision relating to product portfolio simplification

*Period to period variances calculated using HKD

2020 Segment Results – Semiconductor Solutions

	FY2020		Q4 2020	
		YoY*	QoQ*	YoY*
Bookings (USD)	1,158m	+25.9%	+16.0%	+84.9%
Revenue (USD)	1,027m	+13.8%	+24.1%	+17.3%
Gross Margin (excl. One-off Items ¹)	40.7%	-43 bps	-95 bps	-180 bps
Gross Margin	38.2%	-293 bps	-934 bps	-1019 bps
Segment Profit (HKD)	689m	+44.5%	-49.1%	-49.2%
Segment Profit Margin	8.6%	+184 bps	-548 bps	-498 bps

¹ excludes inventory provision relating to product portfolio simplification

*Period to period variances calculated using HKD

2020 Segment Results – SMT Solutions

	FY2020		Q4 2020	
		YoY*	QoQ*	YoY*
Bookings (USD)	874m	-0.7%	-9.1%	+4.7%
Revenue (USD)	868m	-4.2%	+10.4%	+1.4%
Gross Margin	31.1%	-384 bps	+119 bps	-441 bps
Segment Profit (HKD)	657m	-29.1%	+16.8%	-27.9%
Segment Profit Margin	9.8%	-343 bps	+57 bps	-421 bps


*Period to period variances calculated using HKD

2020 Segment Results – Materials

	FY2020		Q4 2020	
		YoY*	QoQ*	YoY*
Bookings (USD)	350m	+45.4%	+75.3%	+64.7%
Revenue (USD)	282m	+18.0%	+1.0%	+17.8%
Gross Margin	15.7%	+558 bps	-388 bps	+707 bps
Segment Profit (HKD)	213m	+265.0%	-33.0%	+468.1%
Segment Profit Margin	9.7%	+659 bps	-464 bps	+726 bps

Note: The Materials Business Segment will be de-consolidated and equity accounted for from 29 December 2020 onwards.

*Period to period variances calculated using HKD



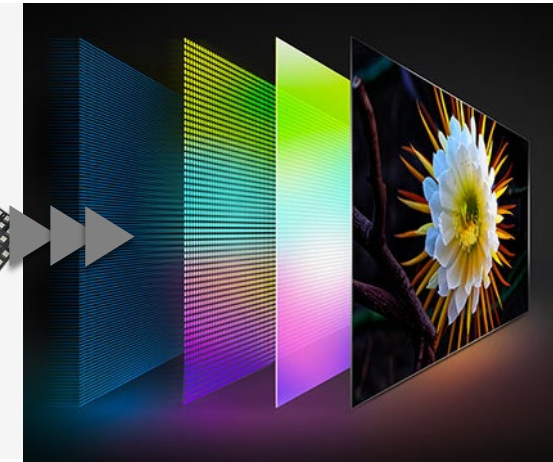
Appendix

Other Information

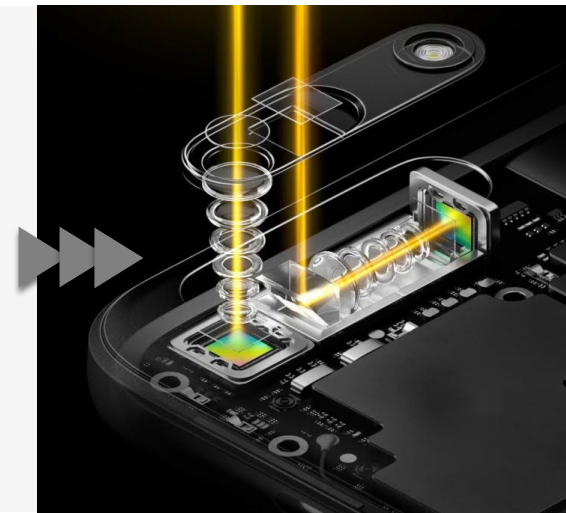
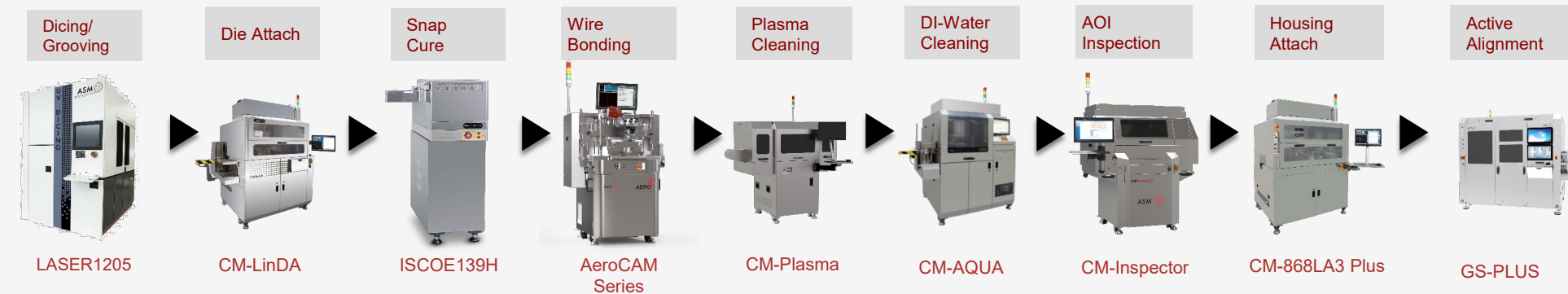
Core Capabilities

Comprehensive Suite of Packaging and Assembly Solutions
(A General Process Flow for LED and CIS)

Conventional LED Packaging Solutions



CIS Packaging Solutions



Legend

Solution offered by ASMPT

Core Capabilities

Widespread use of ASMP Technology (Smartphone as an Example)

CMOS Image Sensor (CIS)

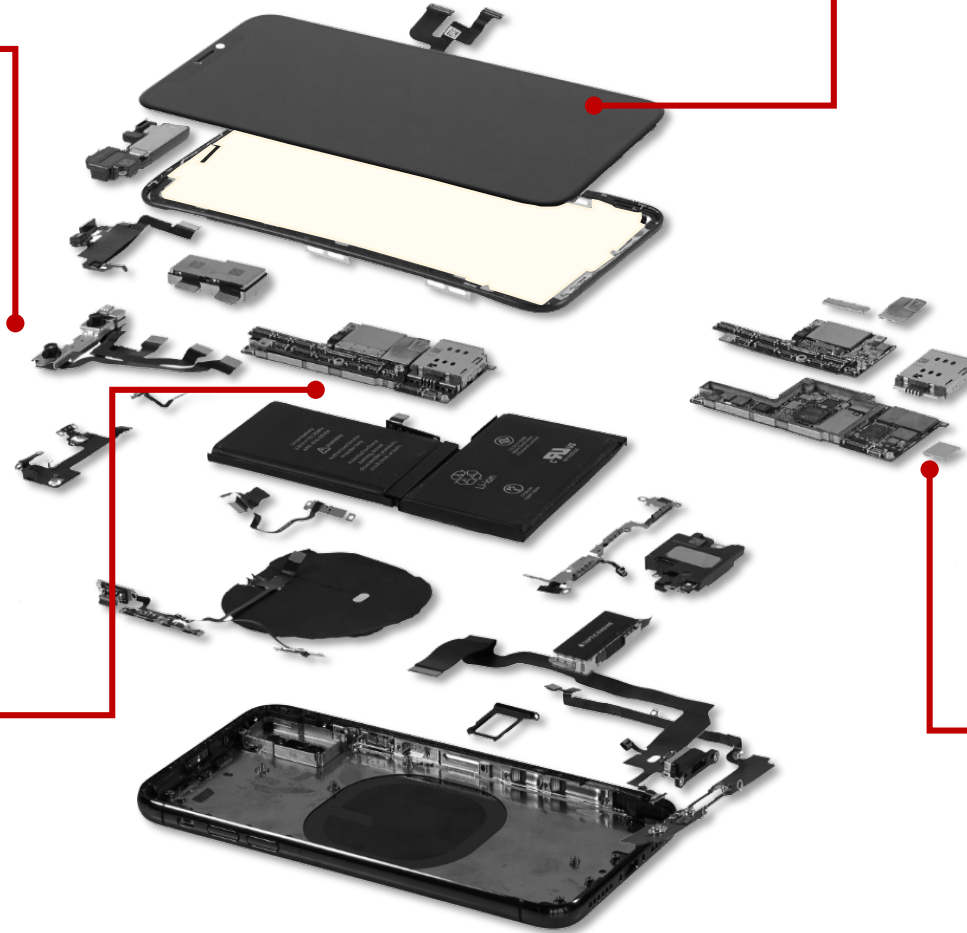
Die and Wire Bonder

Advanced Packaging (AP)

Light Emitting Diode (LED)

Surface Mount Technology (SMT)

System in Package (SiP)



Thank You



SINGAPORE
QUALITY
AWARD

2019 WINNER



**GRAND
AWARD**

Forbes Asia
— 2019 —
BEST OVER
A BILLION