

# **Company Overview**

January 31, 2022

### Disclaimer



This presentation and the accompanying oral presentation contain "forward-looking" statements that are based on our management's beliefs and assumptions and on information currently available to management. Forward-looking statements include all statements other than statements of historical fact contained in this presentation, including information concerning our business plans and objectives, potential growth opportunities, competitive position, industry environment and potential market opportunities.

Forward-looking statements are subject to known and unknown risks, uncertainties, assumptions and other factors including, but not limited to: the effects of the COVID-19 pandemic on our business, particularly the possibility of (1) the growing global economic downturn, (2) extended shutdowns at any of our manufacturing facilities, especially if the pandemic intensifies or returns in various geographic areas, (3) continued disruption to our supply chain, which could increase our costs and affect our ability to procure parts and materials, especially if the pandemic intensifies or returns in various geographic areas, and (4) regional downward demand adjustments from our customers, particularly those in areas affected by the pandemic; less customer demand for our products and services than forecasted; less growth in the optical communications, industrial lasers and sensors markets than we forecast; difficulties expanding into additional markets, such as the semiconductor processing, biotechnology, metrology and materials processing markets; increased competition in the optical manufacturing services markets; difficulties in delivering products and services that compete effectively from a price and performance perspective; our reliance on a small number of customers and suppliers; difficulties in managing our operating costs; difficulties in managing and operating our business across multiple countries (including Thailand, the People's Republic of China, Israel, the U.S. and the U.K.); and other important factors as described in reports and documents we file from time to time with the Securities and Exchange Commission (SEC), including the factors described under the section captioned "Risk Factors" in our most recent annual and quarterly reports on Form 10-K and Form 10-Q. It is not possible for our management to predict all risks, nor can we assess the impact of all factors on our business or the extent to which any factor, or combination of factors, may cause actual results to differ materially from those contained in any forward-looking statements we may make. These factors may cause our actual results, performance or achievements to differ materially and adversely from those anticipated or implied by our forward-looking statements.

You should not rely upon forward-looking statements as predictions of future events. Although our management believes that the expectations reflected in our forward-looking statements are reasonable, we cannot guarantee that the future results, levels of activity, performance or events and circumstances described in the forward-looking statements will be achieved or occur. Moreover, neither we, nor any other person, assume responsibility for the accuracy and completeness of the forward-looking statements. We undertake no obligation to publicly update any forward-looking statements for any reason after the date of this presentation to conform these statements to actual results or to changes in our expectations, except as required by law.

# Company Overview

Global leader in advanced precision optical/ electronic/mechanical manufacturing services

Focus on high-mix/low-volume mission-critical components and modules

Diverse end markets including optical communications, industrial lasers, automotive and optical sensing

Long-lasting customer relationships with programs extending from new product introduction (NPI) to volume production

Seasoned management team with extensive and diversified manufacturing experience in OEM and EMS industries



- Founded in 2000 by Chairman of the Board, Tom Mitchell (co-founder of Seagate Technologies)
- Factories in Thailand, China, New Jersey, California, United Kingdom, and Israel.
- Total employees: >10,000
- Facilities: ~2.0 MM sq. ft.

#### Core values:

Total customer satisfaction | Sustainable Manufacturing | Positive work environment | Integrity

### Products We Manufacture

# Optical Communications

- Transceivers
- Modulators
- Optical Amplifiers
- ROADM
- Silicon Photonics
- Line Cards
- Network Systems

### **Industrial Lasers**

- Fiber Lasers
- Solid-State Lasers
- Gas Lasers
- Ultrafast Lasers

### **Automotive**

- LIDAR
- EV Charging
- LED & Laser Lighting
- Safety & Control Sensors
- Pressure & Temperature Sensors

### **Optical Sensing**

- LIDAR
- 3D Sensing
- AR/VR Systems
- MedicalDiagnostics
- Metrology & Instrumentation

















### **Customized Optics and Passive Devices – Vertical Integration**

Beam Splitters, Prisms, Laser Crystals, Waveplates, Ferrules









### fabrinet

# Efficient Global Manufacturing Footprint

### Scalable Optical & Electro-Mechanical Assembly

# fabring fabring

Bangkok, Thailand Pinehurst campus



Chonburi, Thailand Chonburi campus

### **Customized Optics**



Fuzhou, China Casix



New Jersey, USA VitroCom

### Quick-turn NPI Services



Santa Clara, USA Fabrinet West



Calne, UK Fabrinet UK



Yokneam, Israel Fabrinet Israel

# Investment Highlights



Large & Growing Addressable Markets



Differentiated Business Model with Significant Barriers to Entry



Unique Expertise in Precision Manufacturing Technologies Geared To Next-Generation Products in Diverse Industries



Strong Relationships With Industry Leading OEMs



Demonstrated Track Record of Growth & Profitability



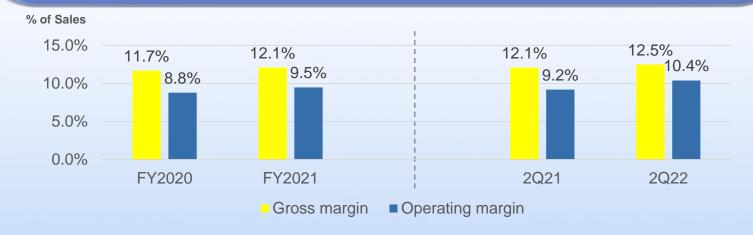
**Experienced Management Team with History of Execution** 

# Strong Revenue

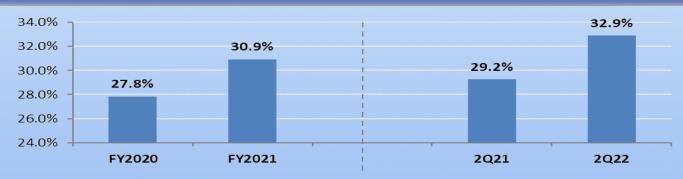


# Consistent Profitability Through the Cycles

### Non-GAAP gross margin and non-GAAP operating margin (1)







<sup>(1)</sup> Excludes share based compensation, executive separation cost, depreciation of fair value uplift/intangibles, business combination expenses, restructuring costs, etc. See Appendix for a reconciliation to most comparable GAAP measures.

<sup>(2)</sup> Return on Invested Capital = Non-GAAP net income divided by average invested capital. Invested capital = total debt + shareholder equity - cash & equivalents, marketable securities and restricted cash. For ROIC in the current fiscal quarter and the prior year fiscal quarter, Non-GAAP net income is annualized by multiplying the fiscal quarter's Non-GAAP net income by 4. See Appendix for a reconciliation to most comparable GAAP measures.

### Recent Financial Performance

Key Financials		
US\$MM, except per share figures	3 mont	hs ended
	24-Dec-21	25-Dec-20
Revenue	566.6	453.8
Y-o-Y change	25%	6%
Gross profit (non-GAAP) (1)	70.8	54.7
Gross margin (non-GAAP)(1)	12.5%	12.1%
Operating profit (non-GAAP) (1)	58.7	41.9
Operating margin (non-GAAP)(1)	10.4%	9.2%
Net Income (GAAP)	48.9	35.4
Net Income (non-GAAP)(1)	56.2	41.5
Diluted EPS (GAAP)	1.30	0.94
Diluted EPS (non-GAAP) (1)	1.50	1.10

- Record Q2 revenue of \$566.6MM was above the guidance range
- Q2 non-GAAP operating margin was a strong 10.4%
- Record Q2 non-GAAP EPS of \$1.50 was above the guidance range

<sup>(1)</sup> See Appendix for a reconciliation to most comparable GAAP measure.

# **Balance Sheet Supports Growth**

Selected Items US\$MM	As of Dec 24, 2021
Cash, cash equivalents (1)	520.2
Working capital (2)	478.4
Property, plant & equipment, net	290.7
Total debt (3)	33.4
Total shareholders' equity	1,199.2

<sup>(1)</sup> Cash & cash equivalents include marketable securities and restricted cash

<sup>(2)</sup> Calculated as Trade accounts receivable + Inventory – Trade accounts payable

<sup>(3)</sup> Calculated as the sum of current & long-term debt, net of unamortized debt issuance costs



# Non-GAAP Reconciliation of Gross Margin and Operating Margin

Reconciliation of GAAP Gross Profit and GAAP Gross Margin to Non-GAAP Gross Profit and Non-GAAP Gross Margin

(in thousands of U.S. dollars)	Three Months Ended						Twelve Months Ended				
	December 24, 2021	Sep	otember 24, 2021		December 25, 2020	J	une 25, 2021	June 26, 2020	June 28, 2019	June 29, 2018	
Revenue	\$ 566,633	\$	543,322	\$	453,827	\$	1,879,350	\$ 1,641,836	\$ 1,584,33	5 \$ 1,371,925	
Gross profit (GAAP)	\$ 69,371	\$	63,597	\$	53,021	\$	221,363	\$ 186,105	\$ 179,22	4 \$ 153,412	
Share-based compensation expenses	1,421		1,975		1,592		6,185	6,098	5,65	5 6,784	
Depreciation of fair value uplift	-		92		83		347	327	34	1 330	
ASC 606 adoption impact on gross profit	-		-					<u> </u>	(31	)	
Gross profit (Non-GAAP)	\$ 70,792	\$	65,664	\$	54,696	\$	227,895	\$ 192,530	\$ 185,18	9 \$ 160,526	
Gross margin (GAAP)	12.2%		11.7%		11.7%		11.8%	11.3%	11.3%	6 11.2%	
Gross margin (Non-GAAP)	12.5%		12.1%		12.1%		12.1%	11.7%	11.79	6 11.7%	

Reconciliation of GAAP Operating Profit and GAAP Operating Margin to GAAP Operating Profit and Non-GAAP Operating Ma

(in thousands of U.S. dollars)		Three Months Ended					Twelve Mo	nths Ended	
		ecember 24, 2021	September 24, 2021	D	ecember 25, 2020	June 25, 2021	June 26, 2020	June 28, 2019	June 29, 2018
Revenue	\$	566,633	\$ 543,322	2 \$	453,827	\$ 1,879,350 \$	1,641,836	\$ 1,584,335	\$ 1,371,925
Operating profit (GAAP)	\$	51,445	\$ 43,010	) \$	35,865	\$ 150,753 \$	117,402	\$ 122,641	\$ 93,824
Share-based compensation expenses		6,686	9,292	2	5,851	25,462	22,203	17,157	22,581
Depreciation of fair value uplift		-	92	2	83	347	327	341	330
ASC 606 adoption impact on gross profit		-	-			-	-	(31)	0
Expenses related to reduction in workforce		135	-		-	43	329	1,516	1,776
Expenses related to CFO/CEO search		-	-		-	-	-	290	204
Amortization of intangibles		108	119	e	124	506	562	694	781
Goodwill impairment charge		-	-		-	-	3,514	-	-
Business combination expenses and consulting fee		-			-	-	-	552	117
Severance payment		355	_		-	755	150	1,120	2,142
Operating profit (Non-GAAP)	\$	58,729	\$ 52,51	.3 \$	41,923	\$ 177,866 \$	144,487	\$ 144,280	\$ 121,754
Operating margin (GAAP)		9.1%	7.99	%	7.9%	8.0%	7.2%	7.7%	6.8%
Operating margin (Non-GAAP)		10.4%	9.79	%	9.2%	9.5%	8.8%	9.1%	8.9%

# Non-GAAP Reconciliation of Net Profit and EPS

(in thousands of U.S. dollaats, except peat shaate data)		Three Months Ended								
	December	· 24, 2021	Septembe	er 24, 2021	Decembe	r 25, 2020				
	Net income	Diluted EPS	Net income	Diluted EPS	Net income	Diluted EPS				
Net profit (GAAP measures)  Items reconciling GAAP net (loss) income & EPS to non-GAAP net Related to cost of revenues:	48,879	1.30	44,651	1.20	35,384	0.94				
Share-based compensation expenses	1,421	0.04	1,975	0.05	1,592	0.04				
Depreciation of fair value uplift	-	-	92	0.00	83	0.00				
Total related to gross profit	1,421	0.04	2,067	0.06	1,675	0.04				
Related to selling, general and administrative expenses:										
Share-based compensation expenses	5,265	0.14	7,317	0.20	4,259	0.11				
Amortization of intangibles	108	0.00	119	0.00	124	0.00				
Severance payment and others	355	0.01	- 1	- III - II	-					
Total related to selling, general and administrative expenses	5,728	0.15	7,436	0.20	4,383	0.12				
Related to other incomes and other expenses:										
Expenses related to reduction in workforce	135	0.00		<u>.</u>		-				
Amortization of debt issuance costs	8	0.00	8	0.00	8	0.00				
Total related to other incomes and other expenses	143	0.00	8	0.00	8	0.00				
Total related to net income & EPS	7,292	0.19	9,511	0.25	6,066	0.16				
Net profit (Non-GAAP measures)	56,171	1.50	54,162	1.45	41,450	1.10				
Shares used in computing diluted net income per share										
GAAP diluted shares		37,552		37,328		37,551				
Non-GAAP diluted shares		37,552		37,328		37,551				

## Revenue Mix

	F2Q20	F3Q20	F4Q20	F1Q21	F2Q21	F3Q21	F4Q21	F1Q22	F2Q22
Optical Communications	76%	75%	78%	79%	77%	75%	76%	79%	80%
Datacom	23%	28%	27%	24%	21%	22%	20%	21%	22%
Telecom	77%	72%	73%	76%	79%	78%	80%	79%	78%
Non-Optical Communications	24%	25%	22%	21%	23%	25%	24%	21%	20%

Optical and non-optical revenue mix presented as % of total revenue. Datacom and telecom revenue mix presented as % of optical revenue.