

# **Company Overview**

May 4, 2020

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 coronavirus 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 outbreak 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 outbreak intensifies or returns in various geographic areas, and (4) regional downward demand adjustments from our customers, particularly those in areas affected by the outbreak; 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, 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 our Chairman of the Board,
  Tom Mitchell (co-founder of Seagate Technologies)
- Factories in Thailand, China, New Jersey, California and United Kingdom.
- 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**

- Autonomous Vehicles
- 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<sup>®</sup>

# Efficient Global Manufacturing Footprint

#### Scalable Optical & Electro-Mechanical Assembly

# fabrint 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

# 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



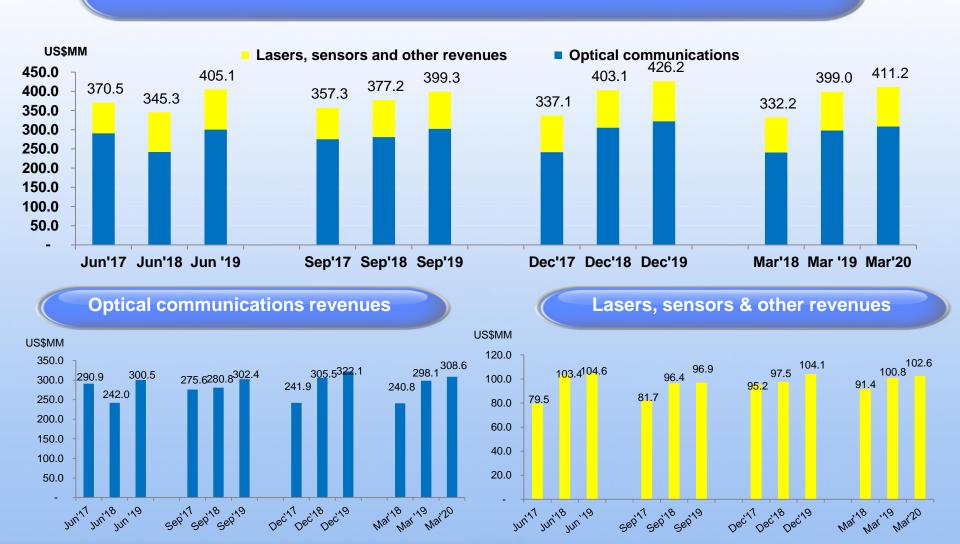
Demonstrated Track Record of Growth & Profitability



**Experienced Management Team with History of Execution** 

# Strong Revenue

#### **Consolidated revenues**



# Consistent Profitability Through the Cycles

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



#### ROIC (2)



<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 months ended					
	27-Mar-20	29-Mar-19				
Revenue	411.2	399.0				
Y-o-Y change	3%	20%				
Gross profit (non-GAAP) (1)	45.9	48.1				
Gross margin (non-GAAP)(1)	11.2%	12.1%				
Operating profit (non-GAAP) (1)	33.7	38.0				
Operating margin (non-GAAP)(1)	8.2%	9.5%				
Net Income (GAAP)	28.3	28.6				
Net Income (Non-GAAP) (2)	34.8	34.3				
Diluted EPS (GAAP)	0.75	0.76				
Diluted EPS (Non-GAAP) (2)	0.92	0.92				

- Q3 revenue of \$411.2 MM grew 3% year-over-year and was within the guidance range
- Q3 non-GAAP gross margin of 11.2% decreased from 12.1% in previous year
- Q3 non-GAAP EPS of \$0.92 was consistent with the year-ago performance and was within the guidance range

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

<sup>(2)</sup> Adjusted for share based compensation & non-recurring charges (business combination expenses, amortization of debt issuance costs, etc.), net of income tax effects. See Appendix for a reconciliation to most comparable GAAP measures.

# **Balance Sheet Supports Growth**

Selected Items US\$MM	As of March 27, 2020
Cash, cash equivalents (1)	465.2
Working capital (2)	333.6
Property, plant & equipment, net	218.0
Total debt (3)	54.7
Total shareholders' equity	933.4

<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 Marg	n to N	Ion-GAAP	<b>Gross Profit and</b>	Non-GAAP G	ross	Margin		_				
(in thousands of U.S. dollars)		Th	ree Months Endec			Twelve Months Ended						
	N	March 27,	December 27,	March 29,		June 28,	June 29,	June 30,		June 24,		
		2020	2019	2019		2019	2018	2017		2016		
Revenue	\$	411,210	\$ 426,217 \$	398,951	\$	1,584,335 \$	1,371,925	\$ 1,420,490	\$	976,747		
Gross profit (GAAP)	\$	44,336	\$ 49,158 \$	46,758	\$	179,224 \$	153,412	\$ 171,460	\$	119,523		
Share-based compensation expenses		1,489	1,591	1,237		5,655	6,784	5,318		1,979		
Depreciation of fair value uplift		86	82	82		341	330	147		-		
ASC 606 adoption impact on gross profit		-	-	-		(31)	-	-		-		
Cost resulting from a non-recurring warranty charge	_	-	<u> </u>			<u> </u>			_	1,000		
Gross profit (Non-GAAP)	\$_	45,911	\$ 50,831	48,077	\$	185,189 \$	160,526	\$ 176,925	\$_	122,502		
Gross margin (GAAP)		10.8%	11.5%	11.7%		11.3%	11.2%	12.1%		12.2%		
Gross margin (Non-GAAP)		11.2%	11.9%	12.1%		11.7%	11.7%	12.5%		12.5%		

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

(in thousands of U.S. dollars)				Three Mont	ns Ended	Twelve Months Ended						
	N	Narch 27, 2020	Dec	ember 27, 2019	March 29, 2019		June 28, 2019	June 29, 2018	June 30 2017	,	Ji	une 24, 2016
Revenue	\$	411,210	\$	426,217 \$	398,951	\$	1,584,335 \$	1,371,925	\$ 1,420	,490	\$	976,747
Operating profit (GAAP)	\$	27,225	\$	32,064 \$	32,303	\$	122,641 \$	93,824	\$ 105	,834	\$	69,806
Share-based compensation expenses		6,118		6,188	4,424		17,157	22,581	26	,507		9,927
Depreciation of fair value uplift		86		82	82		341	330		147		-
ASC 606 adoption impact on gross profit		-		-	-		(31)	-		-		-
Cost resulting from a non-recurring warranty charge		-		-	-			-		-		1,000
Executive separation costs		-		-	-		-	<del>-</del>		577		1,360
Expenses related to reduction in workforce		-		16	323		1,516	1,776		-		-
Expenses related to CFO/CEO search		-		-	285		290	204		203		-
Debt administration expenses		-		-	-		-	-		320		-
Amortization of intangibles		145		143	163		694	781		607		-
Business combination expenses and consulting fee		-		-	88		552	117	1,	790		-
Severance payment		150		-	348		1,120	2,142		-		-
Income related to flooding		-		-	-		-	-		-		(36)
Operating profit (Non-GAAP)	\$	33,724	\$	38,493 \$	38,016	\$	144,280 \$	121,754	\$ 135	,985	\$	82,057
Operating margin (GAAP)		6.6%		7.5%	8.1%		7.7%	6.8%		7.5%		7.1%
Operating margin (Non-GAAP)		8.2%		9.0%	9.5%		9.1%	8.9%		9.6%		8.4%

# Non-GAAP Reconciliation of Net Profit

# and EPS

fabrinet

(in thousands of U.S. dollars, except per share data)	FQ3 March 2		FQ2 Decembe	-	FQ3'19 March 29,2019		
GAAP and Non-GAAP EPS-Rolling 4 Quarters		Diluted EPS	Net income	Diluted EPS	Net income	Diluted EPS	
			~ ~ ~				
GAAP measures	28,267	0.75	31,231	0.83	28,635	0.76	
Items reconciling GAAP net income & EPS to non-GAAP net income & EPS: Related to cost of revenues:							
Share-based compensation expenses	1,489	0.04	1,591	0.04	1,237	0.03	
Depreciation of fair value uplift	86	0.00	82	0.00	82	0.00	
Total related to gross profit	1,575	0.04	1,673	0.04	1,319	0.04	
Related to selling, general and administrative expenses:							
Share-based compensation expenses	4,629	0.12	4,597	0.12	3,187	0.08	
Expenses related to CFO/CEO search	-	-		-	285	0.01	
Amortization of intangibles	145	0.00	143	0.00	163	0.00	
Business combination expenses and consulting fee	-	_	-	-	88	0.00	
Severance payment and other	150	0.00	-	-	348	0.01	
Total related to selling, general and administrative expenses	4,924	0.13	4,740	0.13	4,071	0.11	
Related to other incomes and other expenses:							
Expenses related to reduction in workforce	-	-	16	0.00	323	0.01	
Amortization of debt issuance costs	8	0.00	8	0.00	-	-	
Total related to other incomes and other expenses	8	0.00	24	0.00	323	0.01	
Total related to net income & EPS	6,507	0.17	6,437	0.17	5,713	0.15	
Non-GAAP measures	34,774	0.92	37,668	1.00	34,348	0.92	
Shares used in computing diluted net income per share							
GAAP diluted shares		37,797		37,763		37,539	
Non-GAAP diluted shares		37,797		37,763		37,539	

# Revenue Mix

	F3Q18	F4Q18	F1Q19	F2Q19	F3Q19	F4Q19	F1Q20	F2Q20	F3Q20
Optical	72%	70%	74%	76%	75%	74%	76%	76%	75%
Datacom	36%	35%	36%	32%	27%	28%	24%	23%	28%
Telecom	64%	65%	64%	68%	73%	72%	76%	77%	72%
Non- Optical	28%	30%	26%	24%	25%	26%	24%	24%	25%

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