

# SMIC Q3 2020

## Financial Presentation

**HKSE: 981    STAR: 688981    OTCQX: SMICY**

SMIC Investor Relations

November 2020





# Forward-Looking Statements

This presentation contains, in addition to historical information, forward-looking statements. These forward-looking statements, including statements under “Quarterly Guidance”, “Capex Summary” and the statements contained in the quotes of our Co-Chief Executive Officers and Chief Financial Officer are based on SMIC's current assumptions, expectations, beliefs, plans, objectives, and projections about future events or performance. SMIC uses words like "believe," "anticipate," "intend," "estimate," "expect," "project," "target," "going forward", "continue", "ought to", "may", "seek", "should", "plan", "could", "vision", "goals", "aim", "aspire", "objective", "schedules", "outlook" and similar expressions to identify forward looking statements, although not all forward-looking statements contain these words. These forward-looking statements are necessary estimates reflecting judgment of SMIC's senior management and involve significant risks, both known and unknown, uncertainties and other factors that may cause SMIC's actual performance, financial condition or results of operations to be materially different from those suggested by the forward-looking statements including, among others, risks associated with cyclicity and market conditions in the semiconductor industry, intense competition in the semiconductor industry, SMIC's reliance on a small number of customers, timely wafer acceptance by SMIC's customers, timely introduction of new technologies, SMIC's ability to ramp new products into volume, supply and demand for semiconductor foundry services, industry overcapacity, shortages in equipment, components and raw materials, availability of manufacturing capacity, financial stability in end markets, orders or judgments from pending litigation, intensive intellectual property litigation in the semiconductor industry, general economic conditions and fluctuations in currency exchange rates. In addition to the information contained in this presentation, you should also consider the information contained in our other filings with Hong Kong Stock Exchange Limited ("SEHK") and Shanghai Stock Exchange ("SSE") from time to time. Other unknown or unpredictable factors also could have material adverse effects on our future results, performance or achievements. In light of these risks, uncertainties, assumptions and factors, the forward-looking events discussed in this presentation may not occur. You are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date stated or, if no date is stated, as of the date of this presentation. Except as required by applicable laws, SMIC undertakes no obligation and does not intend to update any forward-looking statement to reflect events or circumstances after the date on which such statement is made or to reflect the occurrence of unanticipated events after the date on which such statement is made or to reflect the occurrence of unanticipated events, whether as a result of new information, future events or otherwise.

## About Non-

**and is presented in accordance with IFRS unless otherwise stated.**

During this presentation, references to financial measures of SMIC will include references to non-IFRS financial measures, including non-IFRS operating expenses and adjusted EBITDA, and EBITDA margin. For an explanation to the most directly comparable IFRS financial measures, see our earnings release.



# 3Q20 Financial Highlights

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- **Revenue was \$1,083 million, a record high**
  - Up 15.3% QoQ, compared to \$938 million in 2Q20
  - Up 32.6% YoY, compared to \$816 million in 3Q19
  
- **Gross margin was 24.2%**
  - Compared to 26.5% in 2Q20
  - Compared to 20.8% in 3Q19
  
- **Profit attributable to SMIC was \$256 million, a record high**
  - Compared to \$138 million in 2Q20
  - Compared to \$115 million in 3Q19
  
- **EBITDA was \$653 million, a record high**
  - Compared to \$466 million in 2Q20
  - Compared to \$383 million in 3Q19
  
- **\$12.3 billion cash on hand, including financial assets and restricted cash**
  - Compared to \$7.0 billion in 2Q20
  - Compared to \$4.7 billion in 3Q19



# Income Statement Highlights

(US\$ thousands)	3Q20	2Q20	QoQ	3Q19	YoY
<b>Total Revenue</b>	1,082,505	938,463	15.3%	<b>816,452</b>	32.6%
Gross Profit	261,977	248,589	5.4%	169,815	54.3%
<b>Gross Margin</b>	<b>24.2%</b>	<b>26.5%</b>	-	<b>20.8%</b>	-
<b>Operating Expenses</b>	(79,287)	(183,923)	-56.9%	(122,665)	-35.4%
<i>Research &amp; Development</i>	<i>(158,520)</i>	<i>(157,999)</i>	<i>0.3%</i>	<i>(185,019)</i>	<i>-14.3%</i>
<i>General &amp; Administrative</i>	<i>(56,970)</i>	<i>(59,381)</i>	<i>-4.1%</i>	<i>(70,041)</i>	<i>-18.7%</i>
<i>Selling &amp; Marketing</i>	<i>(6,472)</i>	<i>(5,072)</i>	<i>27.6%</i>	<i>(5,900)</i>	<i>9.7%</i>
<i>Other operating income</i>	<i>140,840</i>	<i>40,453</i>	<i>248.2%</i>	<i>140,047</i>	<i>0.6%</i>
<b>Profit (loss) from operations</b>	<b>182,690</b>	<b>64,666</b>	<b>182.5%</b>	<b>47,150</b>	<b>287.5%</b>
Other income (expense), net	101,793	76,999	32.2%	41,537	145.1%
Income tax benefit (expense)	(20,959)	(16,029)	30.8%	(4,061)	416.1%
<b>Profit (loss) attributable to SMIC</b>	<b>256,379</b>	<b>137,969</b>	<b>85.8%</b>	<b>115,135</b>	<b>122.7%</b>
Non-controlling Interests	7,145	(12,333)	-	(30,509)	-
<b>Earnings per ADS (Basic)</b>	<b>0.18</b>	<b>0.13</b>		<b>0.11</b>	

- **Revenue** was \$1,082.5 million in 3Q20, an increase of 15.3% QoQ from \$938.5 million in 2Q20. Revenue increased in 3Q20 mainly due to the product-mix change and increase in other operating income in 3Q20.
- **R&D expenses** increased to \$158.5 million in 3Q20, compared to \$158.0 million in 2Q20.
- **General and administrative expenses** decreased by 4.1% to \$57.0 million in 3Q20, compared to \$59.4 million in 2Q20. The change was mainly due to our effectively controlled fab in Shanghai entered into mass production in June 2020 and as a result, the pre-operating related expenses decreased.
- The change in **other operating income** was mainly due to other operating income recognized in relation to government funding of \$137.8 million in 3Q20, compared to \$40.5 million in 2Q20.

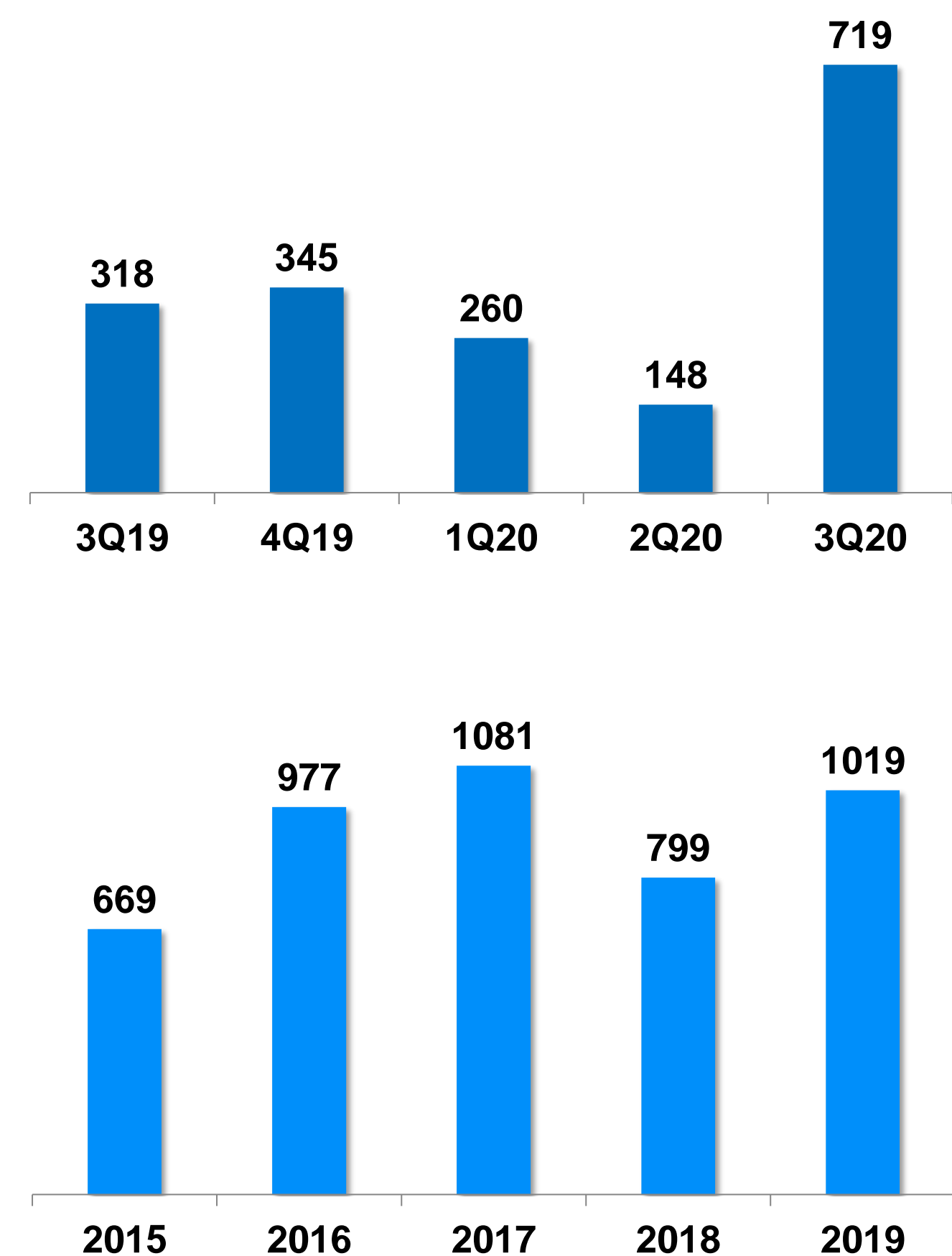




# Cash Flow Highlights

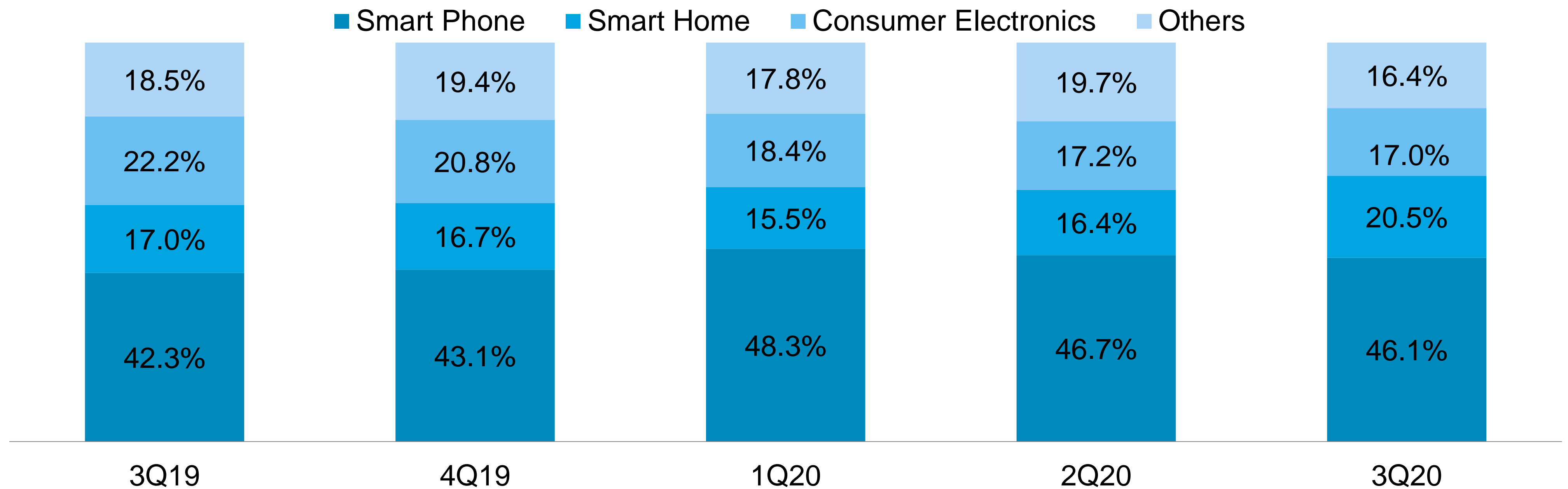
<i>(US\$ thousands)</i>	For the three months ended	
	Sept 30, 2020	June 30, 2020
Cash and cash equivalent, beginning of period	3,130,068	1,663,808
Net cash from operating activities	719,150	147,719
Net cash used in investing activities	(3,332,124)	(247,602)
Net cash from (used in) financing activities	7,964,151	1,577,785
Net increase (decrease) in cash and cash equivalent	5,489,327	1,466,260
Cash and cash equivalent, end of period	8,619,395	3,130,068

## Cash Flow from Operations *(US\$ millions)*

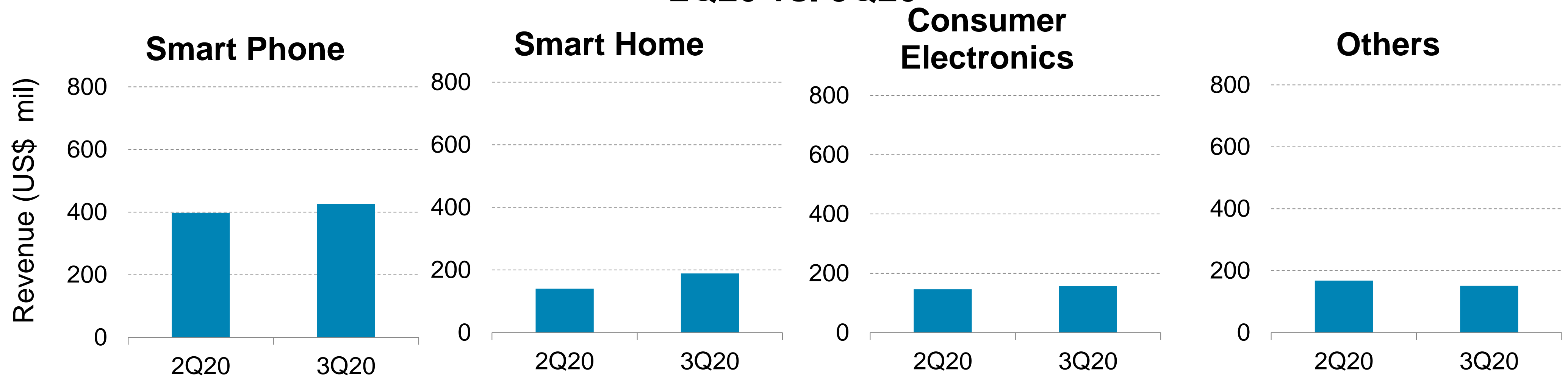




# Wafer Revenue Breakdown by Application

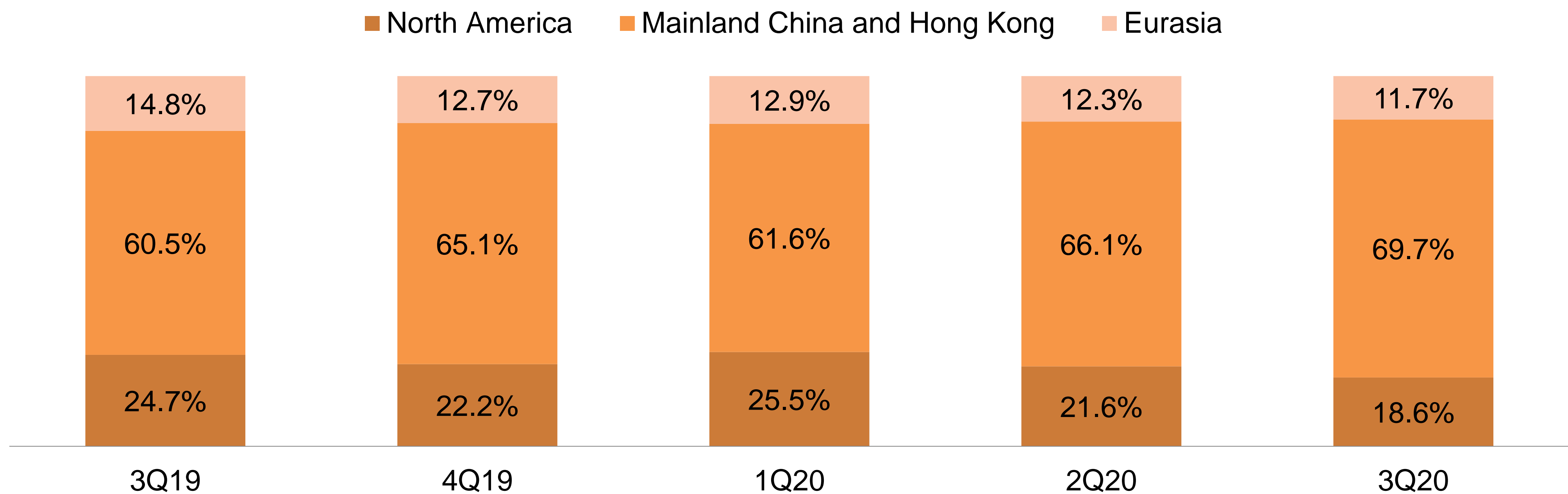


## 2Q20 vs. 3Q20

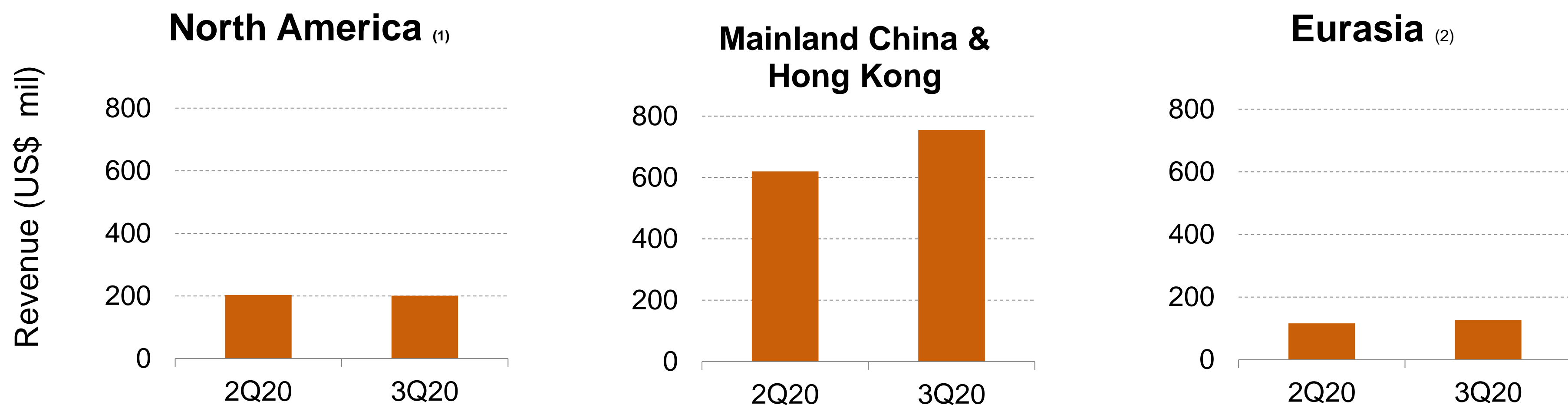




# Total Revenue Breakdown by Geography



## 2Q20 vs. 3Q20



(1) Presenting the Revenue to those companies whose headquarters are in the United States, but ultimately selling and shipping the products to their global customers.

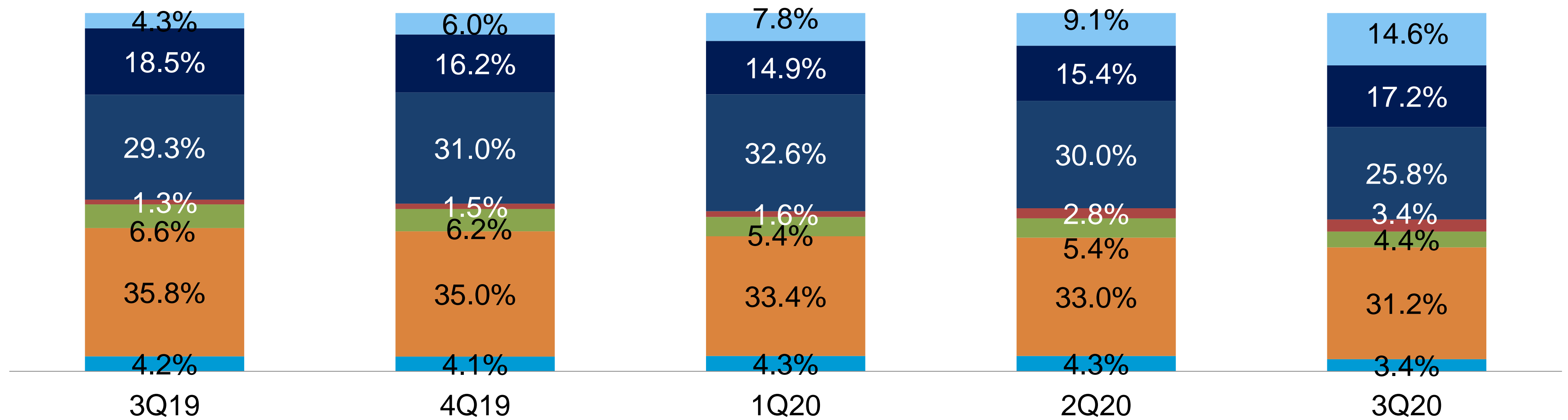
(2) Excluding Mainland China and Hong Kong.



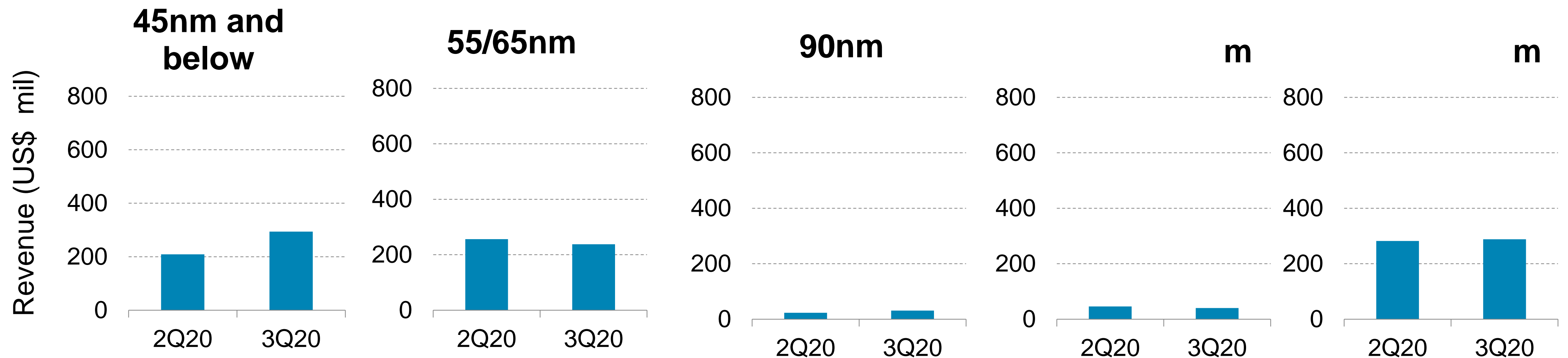


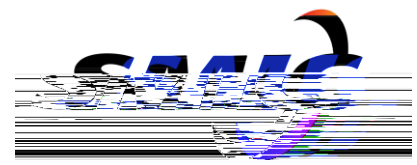
# Wafer Revenue Breakdown by Technology

■ 0.25/0.35μm 
 ■ 0.15/0.18μm 
 ■ 0.11/0.13μm 
 ■ 90nm 
 ■ 55/65nm 
 ■ 40/45nm 
 ■ 14/28nm

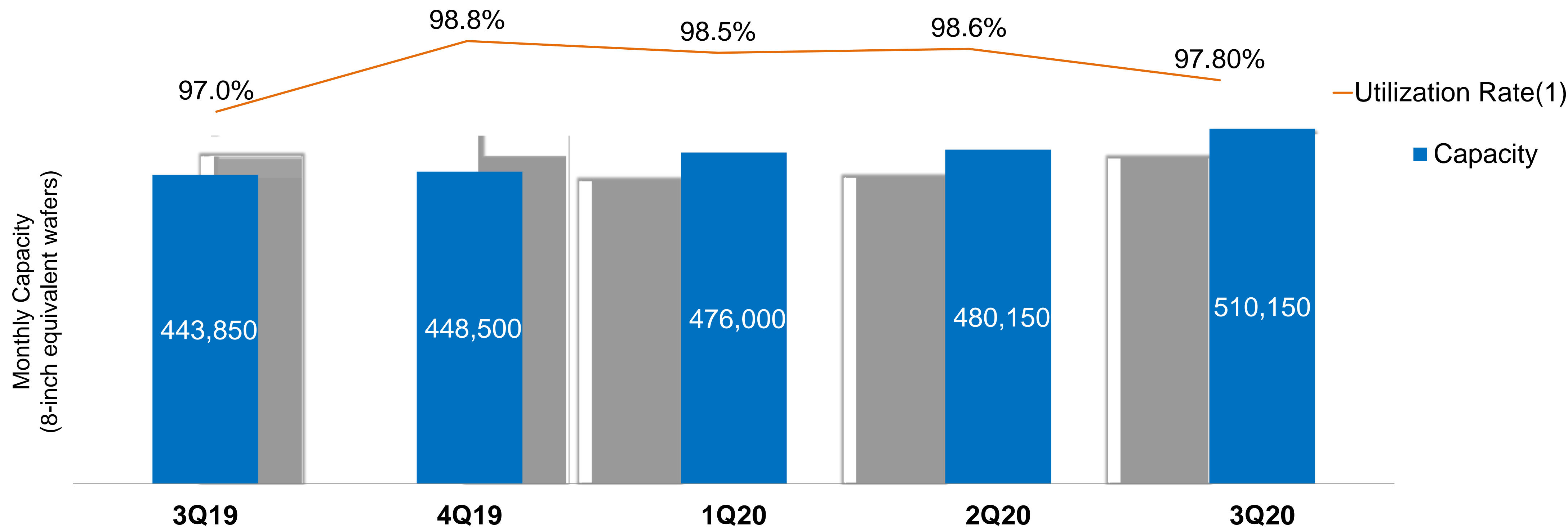


## 2Q20 vs. 3Q20





# Capacity, Utilization and Shipment



	3Q19	4Q19	1Q20	2Q20	3Q20
Wafer Shipments	1,315,443	1,339,400	1,406,714	1,435,591	1,440,531

(1) Capacity utilization rate is reported based on total equivalent wafers out divided by estimated total quarterly capacity



# 4Q 2020 Guidance and 2020 Capex Guidance

	4Q 2020 Guidance	2020 Capex <sup>(1)</sup>
Revenue	-10% to -12% QoQ	
Gross Margin		\$5.9B



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# Appendix



## Results vs Original Guidance

	3Q 2020 Original Guidance	3Q 2020 Results
Revenue	<b>+1% to +3% QoQ</b> <b>\$948 to \$967 million</b>	15.3% QoQ \$1,083 million
Gross Margin	<b>19% to 21%</b>	24.2%
Non-IFRS Operating Expenses <sup>(1)</sup>	<b>\$220 to \$235 million</b>	\$ 215 million
Non-controlling interests	<b>\$0 to \$10 million</b>	-\$7 million

(1) Non-IFRS operating expenses are defined as operating expenses adjusted to exclude the effect of employee bonus accrual, government funding, gain or loss on the disposal of machinery and equipment, gain or loss from the disposal of living quarters, and gain from the disposal of subsidiaries.



# Capital Expenditures & Depreciation

<i>(US\$ millions)</i>	3Q19	4Q19	1Q20	2Q20	3Q20
<b>Capex</b>	190	492	777	1,342	2,280
<b>Depreciation &amp; Amortization</b>	280	286	290	306	351

# Thank You!

Contact us: [ir@smics.com](mailto:ir@smics.com)