

NASDAQ/ TASE: TSEM

**Performance and Strategy** 

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#### **About TowerJazz**

Tower Semiconductor Ltd. (NASDAQ: TSEM, TASE: TSEM) and its fully owned U.S. subsidiary Jazz Semiconductor, Inc. operate collectively under the brand name TowerJazz, the global specialty foundry leader. TowerJazz manufactures integrated circuits, offering a broad range of customizable process technologies including: SiGe, BiCMOS, mixed-signal/CMOS, RF CMOS, CMOS image sensor, integrated power management (BCD & 700V), and MEMS. TowerJazz also provides a world-class design enablement platform for a quick and accurate design cycle as well as Transfer Optimization and development Process Services (TOPS) to IDMs and fabless companies that need to expand capacity.

To provide multi-fab sourcing and extended capacity for its customers, TowerJazz operates two manufacturing facilities in Israel (150mm & 200mm), one in the U.S. (200mm) and three additional facilities in Japan (two 200mm and one 300mm) through TowerJazz Panasonic Semiconductor Co. (TPSCo), established with Panasonic Corporation of which TowerJazz has the majority holding. Through TPSCo, TowerJazz provides leading edge 45nm CMOS, 65nm RF CMOS and 65nm 1.12um pixel technologies. For more information, please visit <a href="https://www.towerjazz.com">www.towerjazz.com</a>.

## **Financial Highlights**

## **Q2 2014 Financial Highlights**

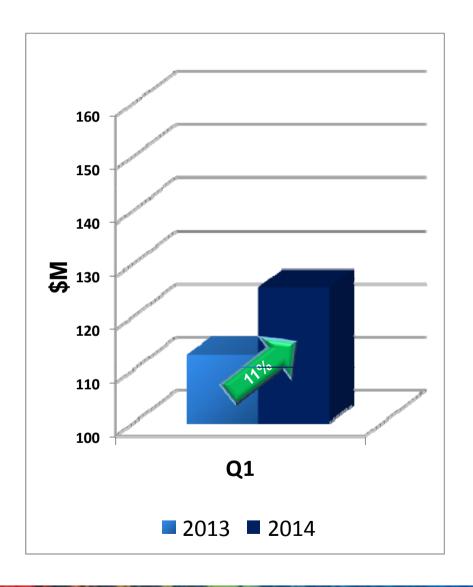
## **Q2 2014 Revenues** of \$234.1 million

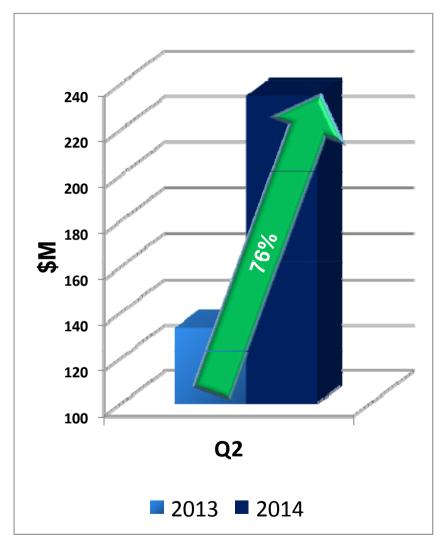
- 87% increase as compared with \$125.2 million in the second quarter of 2013
- 76% increase as compared with \$132.7 million in the first quarter of 2014
- Organic (non Micron & Panasonic) growth of 20% YoY and 11% QoQ
- Top 10 customers 40% YoY growth and top 5 customer YoY 50% growth
  - Excluding Micron & Panasonic
- Record number of mask sets (representing new products entering the fabs)
  - Up 80% from 130 in the second quarter of 2013

## Q3 2014 guidance

- Mid range guidance of \$225 million
  - 70% YoY growth
  - First quarter to realize no revenues from Micron, as compared to ~\$30M/ quarter recently
- Reflect 20% YoY and 13% QoQ core revenue growth (excluding Micron & Panasonic)

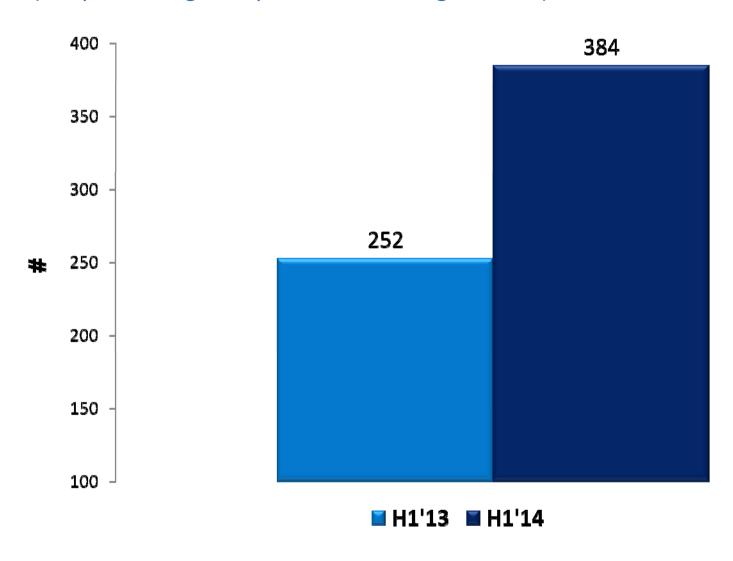
## Revenue Growth – Year-over-Year





## **Customer Mask Sets Entering Our Foundries**

(= representing new products entering the fabs)



## **Q2 2014 Financial Highlights – Cont.**

- EBITDA of \$33 million in Q2'14, compared to \$26 million in Q2'13
- Non-GAAP net profit of \$31 million
  - 70% YoY increase as compared to \$18 million
  - 59% QoQ increase as compared to \$19 million
- Strong balance sheet ratios, including cash as of June 30, 2014 at \$192M, as compared with \$123M as of December 31, 2013 and
  - \$41M positive cash from operations (excluding interest payments) generated in Q2'14

#### **Diversified Customer Base**





















































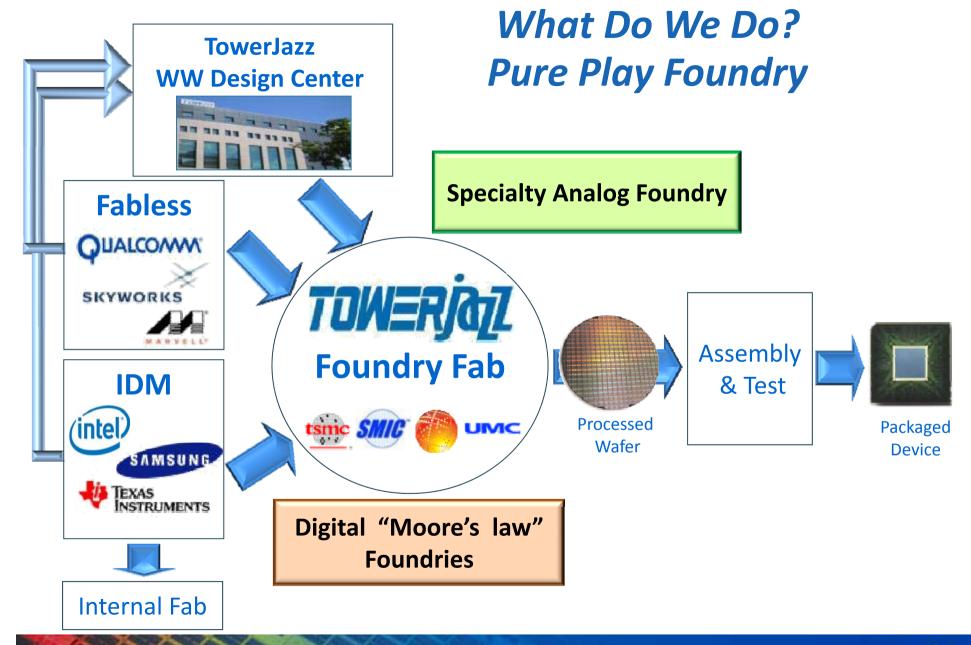








## What do we do?

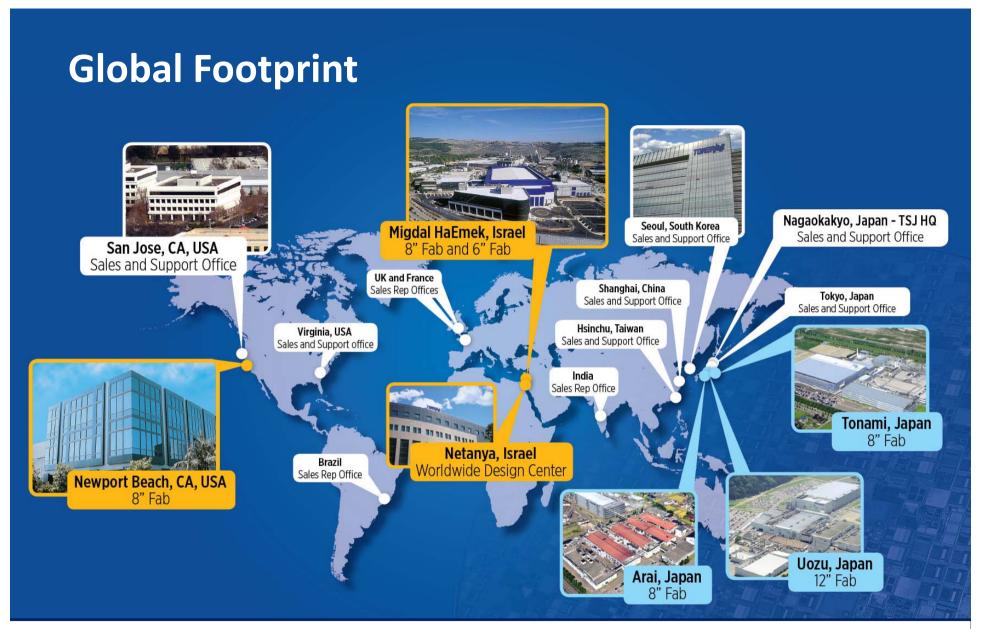


## **Two Types of Foundries**

#### Specialty Foundry Enjoys Several Advantages



|                            | Digital Moore's Law Foundries Specialty Analog Foundries |                                  |  |
|----------------------------|----------------------------------------------------------|----------------------------------|--|
| Capacity Capex             | High                                                     | Low                              |  |
| Technology Capex           | High                                                     | Low                              |  |
| Product Lifetime           | Short                                                    | Long                             |  |
| Customer Engagement        | Typically multi-source                                   | Sole or limited source           |  |
| Technology Differentiation | At leading edge only                                     | Across process technologies      |  |
| Segment Sizes              | Large                                                    | Many niches through mid-<br>size |  |
| Process Technologies       | CMOS                                                     | SiGe, BiCMOS, MEMS, CIS          |  |
| Technology Nodes           | 65nm-16nm                                                | 350nm-65nm                       |  |



All major flows are multi region qualified



A REVOLUTIONARY FOUNDRY CONCEPT



## TowerJazz Announces Completion and Kick-off of its Joint Venture with Panasonic Corporation

Joint Venture to include three Semiconductor Factories in Japan, Manufacturing of Panasonic and Additional Products

Will Enable Greater than \$900 Million Revenue Annual Run Rate Commencing Q2 2014, and Japanese Operations Consolidation which will Reduce Approximately \$130 Million of Present Annualized Fixed Cost

(April 1, 2014)

**Enabling at least \$1B of annual run rate revenues in 2015** 

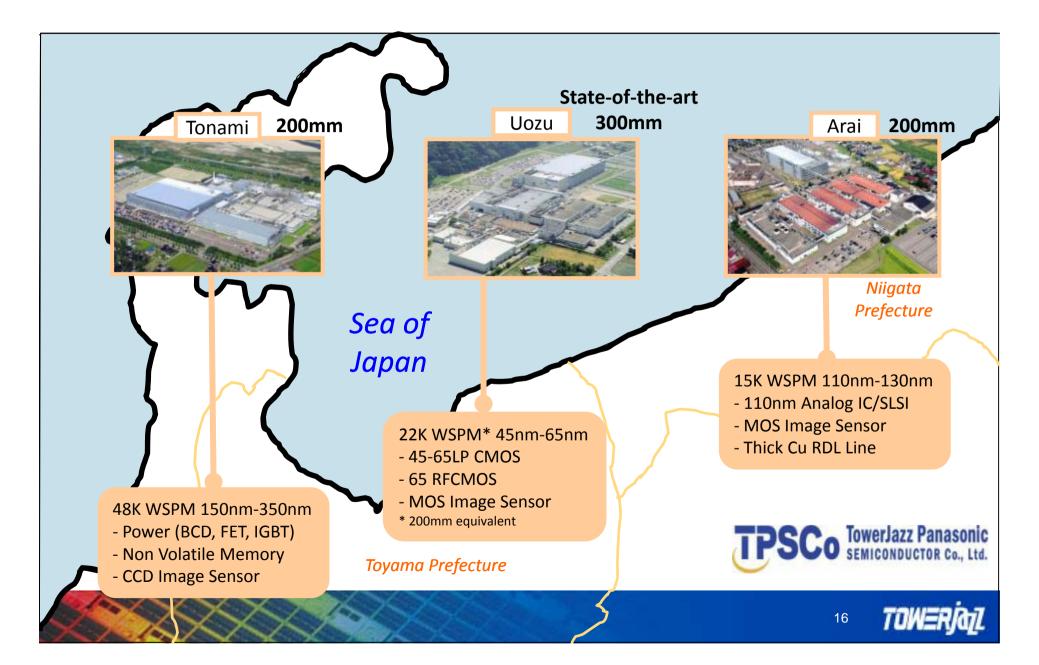


#### **Highlights of the Deal**

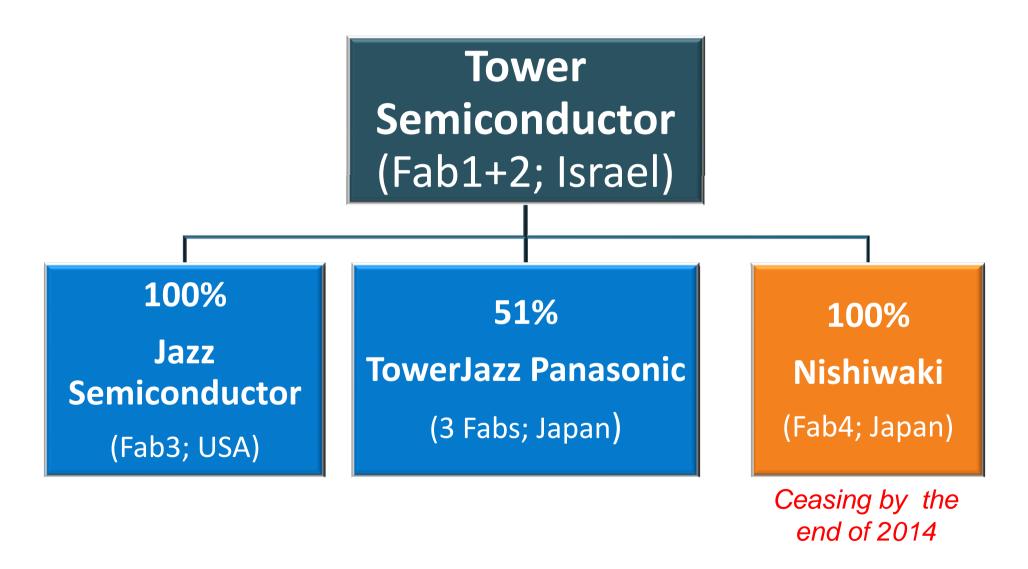
- TowerJazz to hold 51% of the TowerJazz Panasonic Semiconductor Company ("TPSC")
- Provides TowerJazz with incremental annual revenues of approximately \$400 million, can vary quarterly from approximately \$90-105 million
- Added available capacity of about 1 million wafers per year (8 inch equivalent) in three manufacturing facilities in Japan
- Panasonic committed to acquire its products from TPSC for a period of at least 5 years of volume production
- Complimentary capabilities creating excellent synergy: expanding TowerJazz leadership to include a state of the art 300 mm analog technology fab including best of class 65nm CMOS image sensor dark current and quantum efficiency performance and additional 45 nm digital technology

All for \$7.5 million purchase price

#### **TowerJazz Panasonic Plants Overview**



## **Corporate Ownership Structure**



## **Ceasing Nishiwaki Operations**

- TPSCo provides more available CMOS capacity than the Nishiwaki factory
- TPSCo comes with strong and long term supply agreement with Panasonic
- Ceasing Nishiwaki operations will reduce ~\$130 million of annualized fixed costs
- All continuing business deals are being transferred to TowerJazz or TPSCo (except the Micron legacy business)

# Core TowerJazz Analog Specialty Offering

## RF HPA



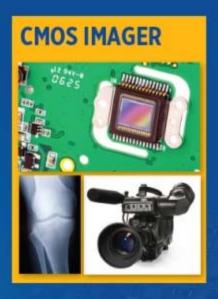


IC Manufacturing for a Smart World

#### **TowerJazz Core Business Units**

Flexibility. Experience. Commitment.

Our superior technology and design enablement capabilities (models, PDKs, IP and design services) allow our customers to bring high performance products to the market quickly.



#### TOPS

Transfer, Optimization and development Process Services







#### **POWER**





#### MIXED-SIGNAL/ CMOS



## **RF/HPA Growth Driver: Our Solutions**

#### **Wireless Infrastructure**

#### SiGe BiCMOS and RF CMOS

- Mature technologies for high reliability
- Wide range of options for integration
- Design Enablement fast time-to-market

#### **Smartphones and Tablets**

RF Front-End Technology: SOI / SiGe PA

- SOI for Antenna Switch
- SiGe Power Amplifier
- SOI/MEMS Antenna Tuning



#### **High Speed Data Distribution**

#### **High Performance SiGe**

- Strong market presence
- Best SiGe performance
- Strong roadmap for SiGe and Photonics

### Internet-of-things

Sensor, WiFi, and Analog Technology

- WiFi Front-End Module
- C-BiCMOS for Analog
- MEMS for Sensors



Best-in-class SiGe, RF CMOS, RF models and Design Enablement

#### **Power Markets: Our Solutions**

#### Flat Panel TV / Display / Audio

Driving the need for power components

- 0.35um modular BCD
- Low Rdson for small die
- Design enablement fast time-to-market

#### **Automotive and Communication**

Driving the need for more integrated PMICs

- Feature-rich 0.18um modular BCD
- Embedded NVM (no mask adder)
- High digital density



#### **LED Lighting**

Replacing commercial lighting

- 700V Production Technology
- Low mask count for cost-sensitive market
- Extensions to 900V to cover all standards

#### **Industrial and Infrastructure**

Growing the motor-driver market

- High-side 700V platform
- Gate driver for IGBT
- Will mirror growth of IGBT / Motor Drivers



Modular power management platform with best-in class performance and design enablement (scalable models, PDK, IP and Design Services)

## **Specialty CIS Growth Markets**

## **Professional Photography**

- Best in class pixels
- Low dark current
- Accurate stitching



#### X-Ray

- Excellent flexible pixels
- Stitching for 1 DPW
- Very high yields







#### **Industrial**

- Special fast pixels
- Unique features: Bathtub
- Network of leading customers





#### **Automotive and 3D**

- Unique near IR sensitive pixels
- High QE
- Very fast pixels
- High DR







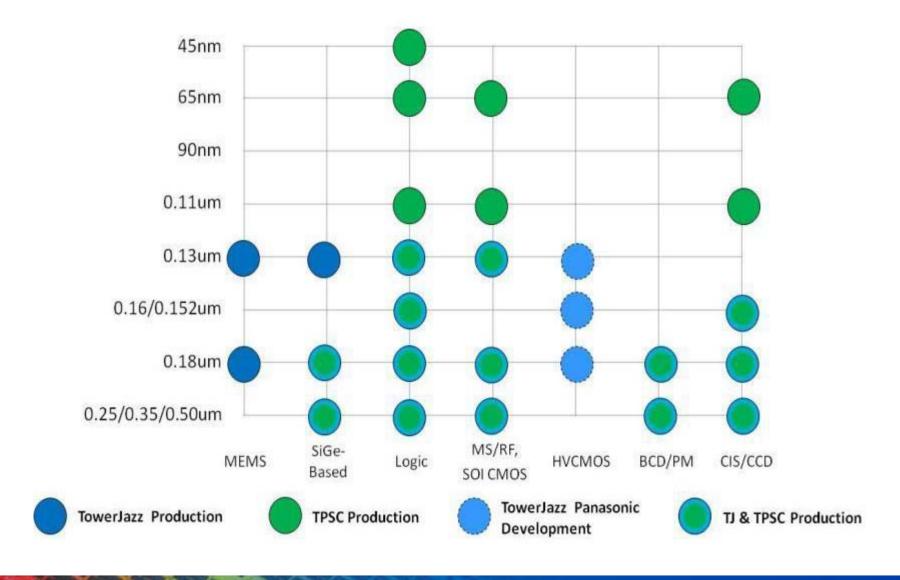
Technology, Flexibility, Experience and Commitment allows our customers to bring to the market the best in class products

## **Prevailing over cyclicality**

## Specialty business units

- Strong future growth
- High exit barrier
- Typically sole external source model
- Better margins
- Less ASP pressure
- TOPS (Process Transfer) business unit
  - Mainly take-or-pay and/ or long term agreements
  - Special business models
- Enabling the company to prevail over the seasonality and cyclic nature of the semiconductor industry.

#### **TowerJazz Panasonic Combined Portfolio**



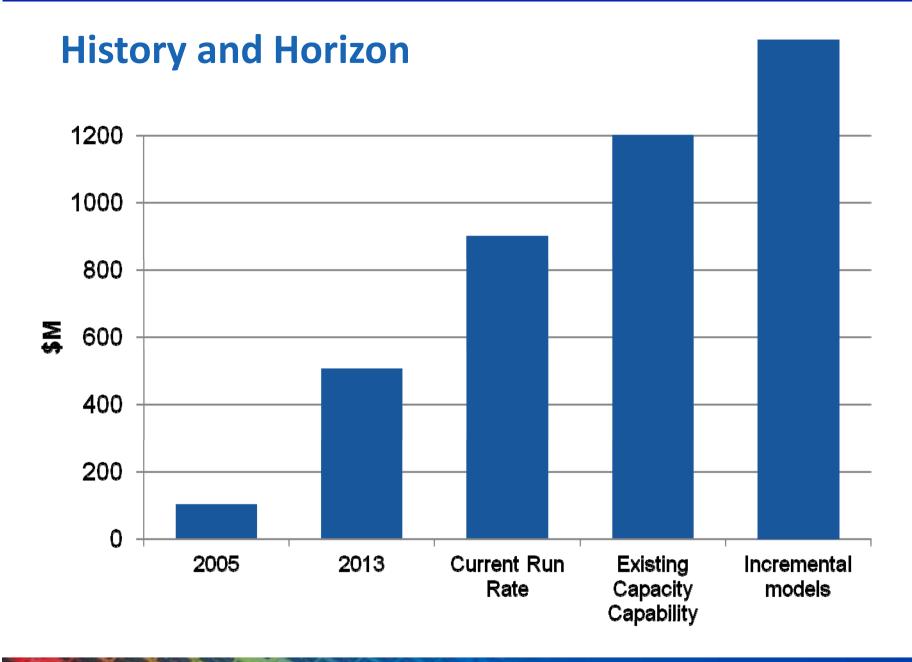
## Analog Market Growth Rate Outpaces Digital

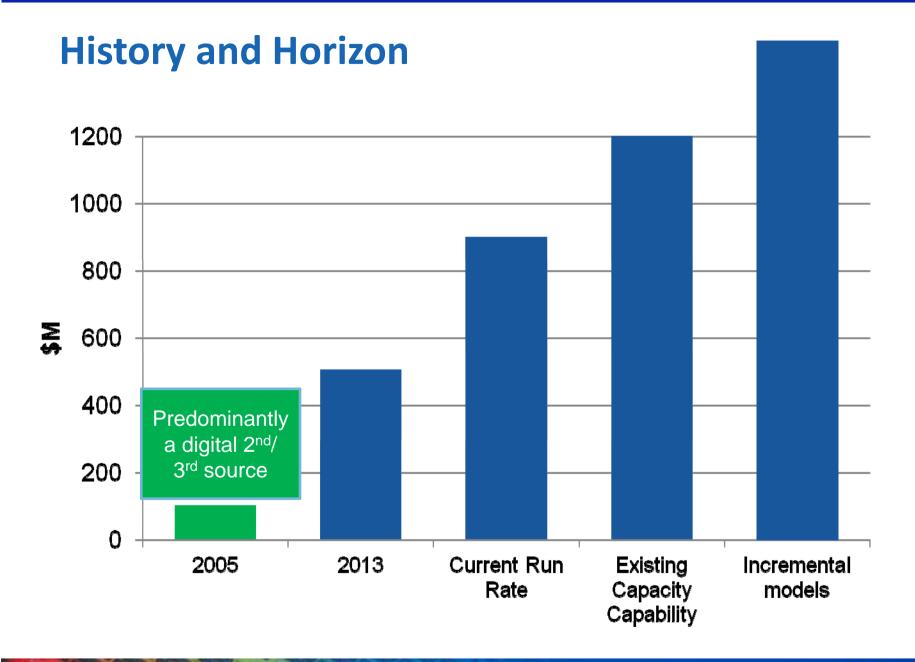
| Segment                                | 2009 (\$ Mil)<br>(TowerJazz Born)                                                     | 2015 (\$Mil)                                                                                                                                 | Y-to-Y Growth<br>Rate                                                                                                                                                                                                                                                                                                                                                                                                               |  |
|----------------------------------------|---------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--|
| <b>Total Semiconductor</b>             | 230,194                                                                               | 400,806                                                                                                                                      | 74%                                                                                                                                                                                                                                                                                                                                                                                                                                 |  |
| Sensors/Actuators                      | 3,970                                                                                 | 9,832                                                                                                                                        | 148%                                                                                                                                                                                                                                                                                                                                                                                                                                |  |
| Above Optical average growth Discretes | 17,463                                                                                | 35,988                                                                                                                                       | 106%                                                                                                                                                                                                                                                                                                                                                                                                                                |  |
|                                        | 15,454                                                                                | 31,253                                                                                                                                       | 102%                                                                                                                                                                                                                                                                                                                                                                                                                                |  |
| Analog                                 | 36,073                                                                                | 72,113                                                                                                                                       | 100%                                                                                                                                                                                                                                                                                                                                                                                                                                |  |
| Microcomponents                        | 48,463                                                                                | 80,243                                                                                                                                       | 66%                                                                                                                                                                                                                                                                                                                                                                                                                                 |  |
| Below average  Memory growth Logic     | 44,189                                                                                | 73,068                                                                                                                                       | 65%                                                                                                                                                                                                                                                                                                                                                                                                                                 |  |
|                                        | 64,582                                                                                | 98,309                                                                                                                                       | 52%                                                                                                                                                                                                                                                                                                                                                                                                                                 |  |
|                                        | Total Semiconductor Sensors/Actuators Optical Discretes Analog Microcomponents Memory | Total Semiconductor 230,194  Sensors/Actuators 3,970  Optical 17,463  Discretes 15,454  Analog 36,073  Microcomponents 48,463  Memory 44,189 | Segment         (TowerJazz Born)         2015 (\$MII)           Total Semiconductor         230,194         400,806           Sensors/Actuators         3,970         9,832           Optical         17,463         35,988           Discretes         15,454         31,253           Analog         36,073         72,113           Microcomponents         48,463         80,243           Memory         44,189         73,068 |  |

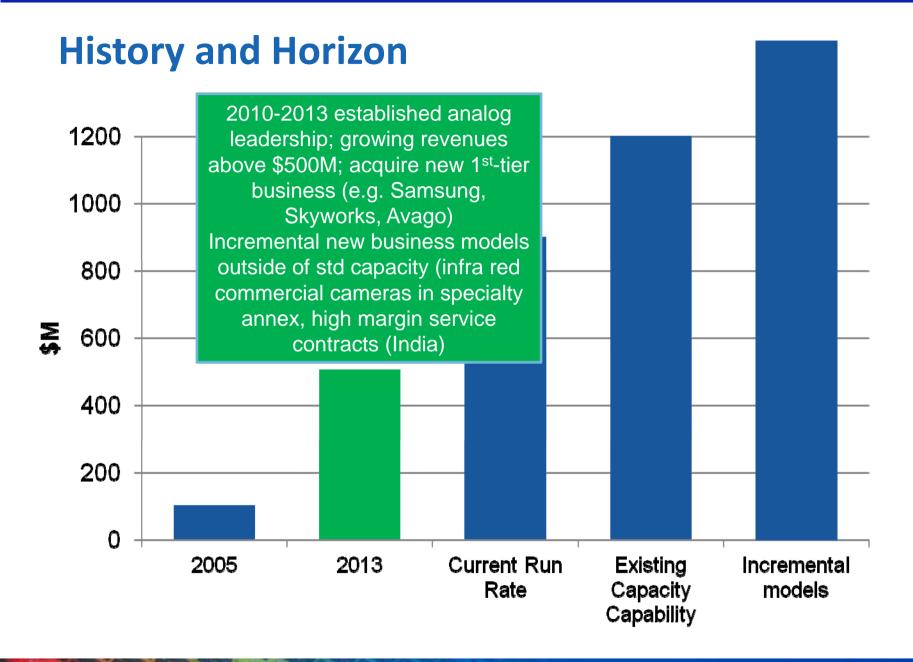
Sources: Nikkei, iSuppli, PwC

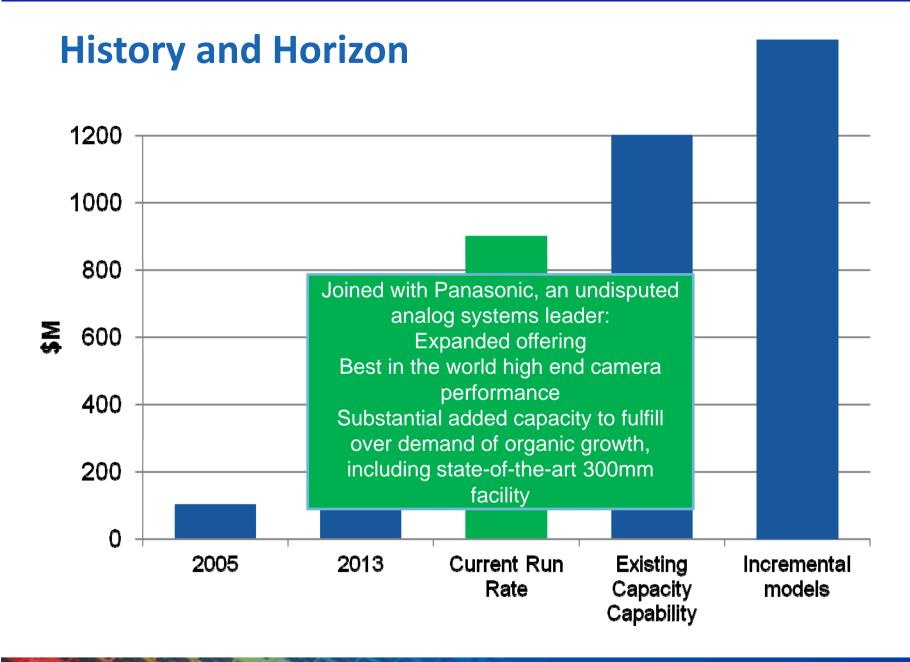
TowerJazz end market TAM, SAM is large and fast growing

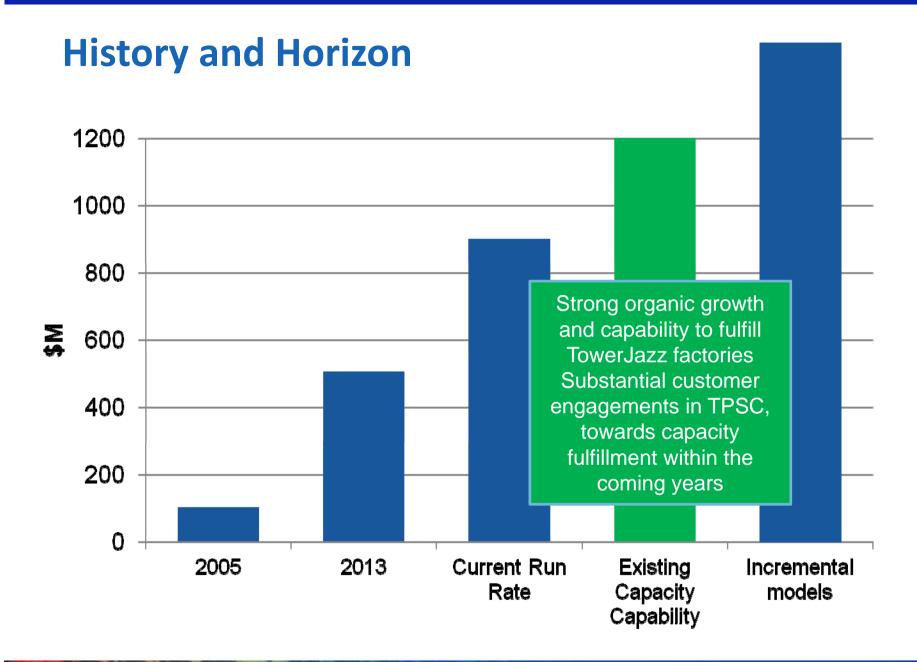
## **History and Horizon**

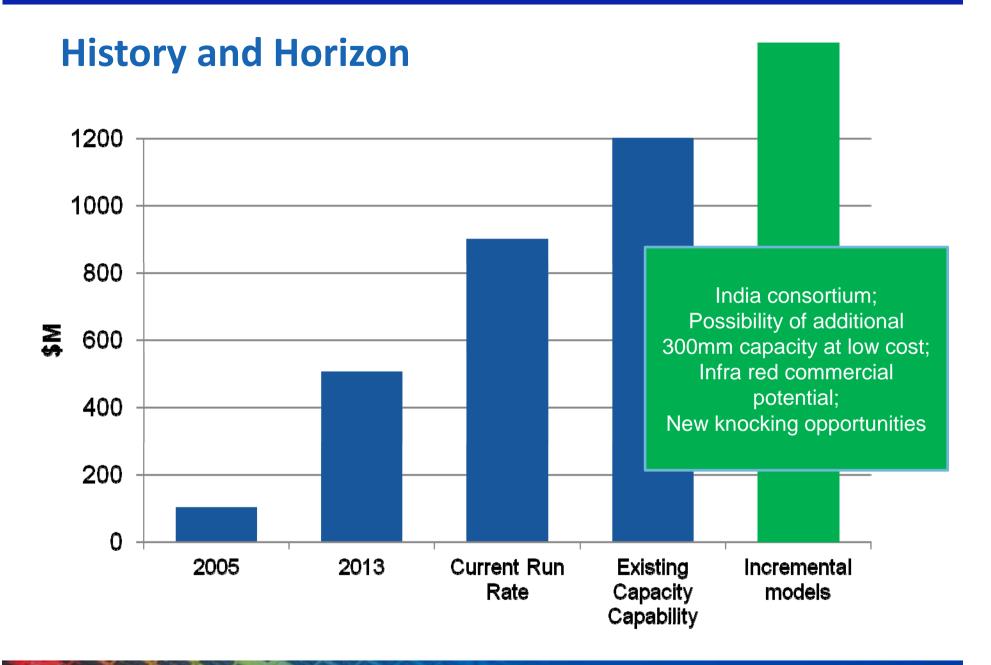














www.towerjazz.com

## Thank you!

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