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STMicroelectronics

Q3 2020 Financial Results

October 22, 2020

Forward looking information

Some of the statements contained in this release that are not historical facts are statements of future expectations and other forward-looking statements (within the meaning of Section 27A of the Securities Act of 1933 or Section 21E of the Securities Exchange Act of 1934, each as amended) that are based on management's current views and assumptions, and are conditioned upon and also involve known and unknown risks and uncertainties that could cause actual results, performance, or events to differ materially from those anticipated by such statements, due to, among other factors:

- changes in global trade policies, including the adoption and expansion of tariffs and trade barriers, that could affect the macro-economic environment and adversely impact the demand for our products;
- uncertain macro-economic and industry trends, which may impact end-market demand for our products;
- customer demand that differs from projections;
- the ability to design, manufacture and sell innovative products in a rapidly changing technological environment;
- changes in economic, social, public health, labor, political, or infrastructure conditions in the locations where we, our customers, or our suppliers operate, including as a result of macroeconomic or regional events, military conflicts, social unrest, labor actions, or terrorist activities;
- unanticipated events or circumstances, which may impact our ability to execute our plans and/or meet the objectives of our R&D and manufacturing programs, which benefit from public funding;
- the Brexit vote and the impact of the withdrawal of the U.K. may adversely affect business activity, political stability and economic conditions in the U.K., the Eurozone, the EU and elsewhere. The U.K. withdrawal from the EU took place on January 31, 2020 and the UK majority government is expected to complete Brexit even if no formal withdrawal agreement is in place with the EU by the end of the transition period running until December 31, 2020. The specific terms of the U.K. withdrawal from the EU are still uncertain and while we do not have material operations in the U.K. and have not experienced any material impact from Brexit on our underlying business to date, we cannot predict its future implications;
- financial difficulties with any of our major distributors or significant curtailment of purchases by key customers;
- the loading, product mix, and manufacturing performance of our production facilities and/or our required volume to fulfill capacity reserved with suppliers or third party manufacturing providers;
- availability and costs of equipment, raw materials, utilities, third-party manufacturing services and technology, or other supplies required by our operations;
- the functionalities and performance of our IT systems, which are subject to cybersecurity threats and which support our critical operational activities including manufacturing, finance and sales, and any breaches of our IT systems or those of our customers or suppliers;
- theft, loss, or misuse of personal data about our employees, customers, or other third parties, and breaches of global and local privacy legislation, including the EU's General Data Protection Regulation ("GDPR");
- the impact of intellectual property ("IP") claims by our competitors or other third parties, and our ability to obtain required licenses on reasonable terms and conditions;
- changes in our overall tax position as a result of changes in tax rules, new or revised legislation, the outcome of tax audits or changes in international tax treaties which may impact our results of operations as well as our ability to accurately estimate tax credits, benefits, deductions and provisions and to realize deferred tax assets;
- variations in the foreign exchange markets and, more particularly, the U.S. dollar exchange rate as compared to the Euro and the other major currencies we use for our operations;
- the outcome of ongoing litigation as well as the impact of any new litigation to which we may become a defendant;
- product liability or warranty claims, claims based on epidemic or delivery failure, or other claims relating to our products, or recalls by our customers for products containing our parts;
- natural events such as severe weather, earthquakes, tsunamis, volcano eruptions or other acts of nature, the effects of climate change, health risks and epidemics such as the COVID-19 in locations where we, our customers or our suppliers operate;
- industry changes resulting from vertical and horizontal consolidation among our suppliers, competitors, and customers; and
- the ability to successfully ramp up new programs that could be impacted by factors beyond our control, including the availability of critical third party components and performance of subcontractors in line with our expectations

Such forward-looking statements are subject to various risks and uncertainties, which may cause actual results and performance of our business to differ materially and adversely from the forward-looking statements. Certain forward-looking statements can be identified by the use of forward-looking terminology, such as "believes," "expects," "may," "are expected to," "should," "would be," "seeks" or "anticipates" or similar expressions or the negative thereof or other variations thereof or comparable terminology, or by discussions of strategy, plans or intentions.

Some of these risk factors are set forth and are discussed in more detail in "Item 3. Key Information — Risk Factors" included in our Annual Report on Form 20-F for the year ended December 31, 2019, as filed with the SEC on February 26, 2020. Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results may vary materially from those described in this release as anticipated, believed, or expected. We do not intend, and do not assume any obligation, to update any industry information or forward-looking statements set forth in this release to reflect subsequent events or circumstances.

Highlights

Q3 2020

- Net revenues were \$2.67B, up 27.8% on a sequential basis, above the high-end of our outlook range, due to significantly better than expected market conditions throughout the quarter. Demand for Automotive products, our engaged customer programs in Personal Electronics, as well as Microcontrollers, were the main factors that contributed to this result.
- Gross margin, at 36.0%, included about 140 bps of unsaturation charges.
- Operating margin was 12.3% and net income was \$242M.

9M 2020

- Net revenues grew 2.7% Y/Y to \$6.98B.
- Operating margin was 9.5% and net income was \$525M.

Q4 2020

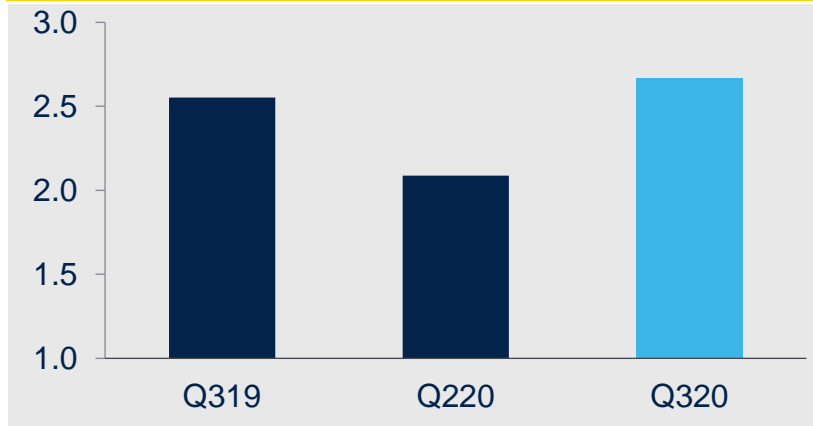
- Outlook at mid-point is for net revenues of \$2.99B, representing sequential growth of about 12.0%.
- Gross margin expected to be about 38.5% at the midpoint, including about 70 bps of unsaturation charges.

FY 2020

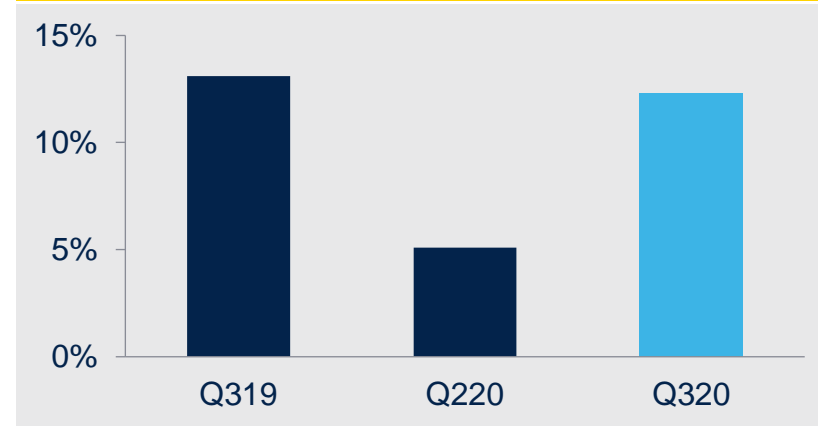
- We expect net revenues of about \$9.97B at the mid-point of our Q420 guidance, translating into 4.3% Y/Y growth and with a double-digit operating margin performance.
- CAPEX plan for 2020 is unchanged at \$1.2B. Year-to-date we have invested \$897M.

Q3 2020 Financial highlights

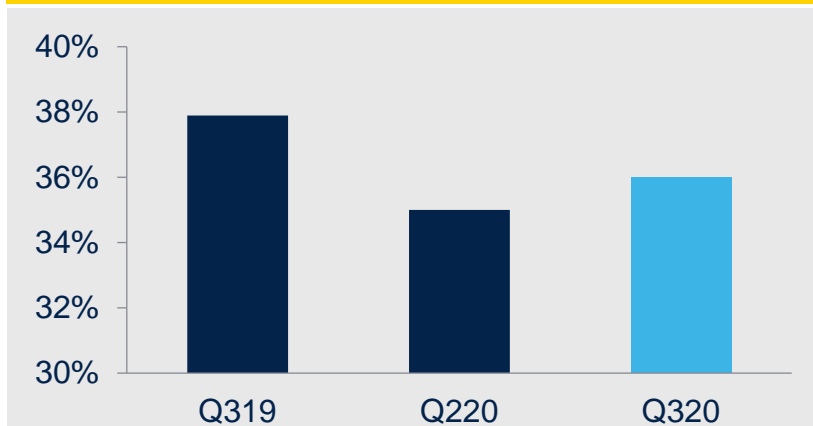
Revenues = \$2.67B



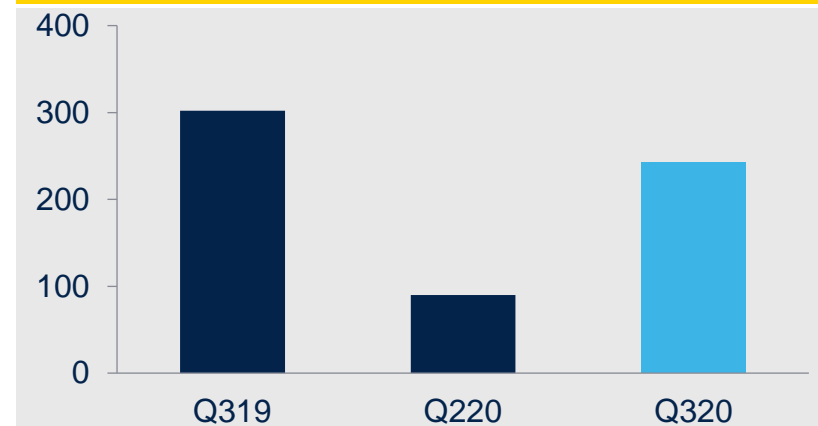
Operating Margin = 12.3%



Gross Margin = 36.0%

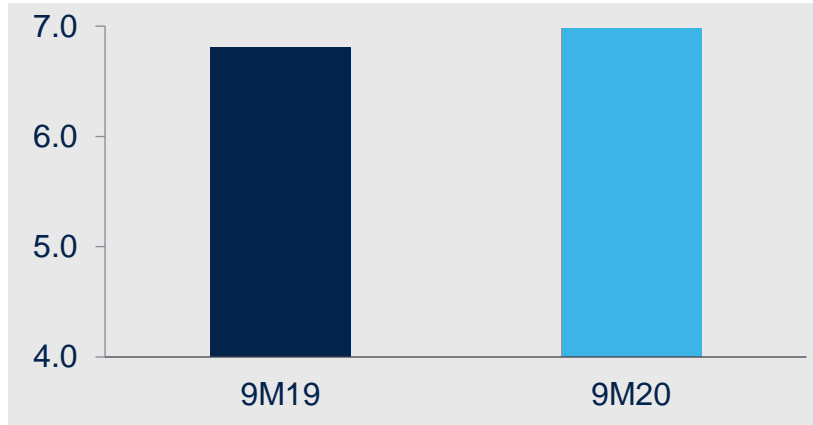


Net Income = \$242M

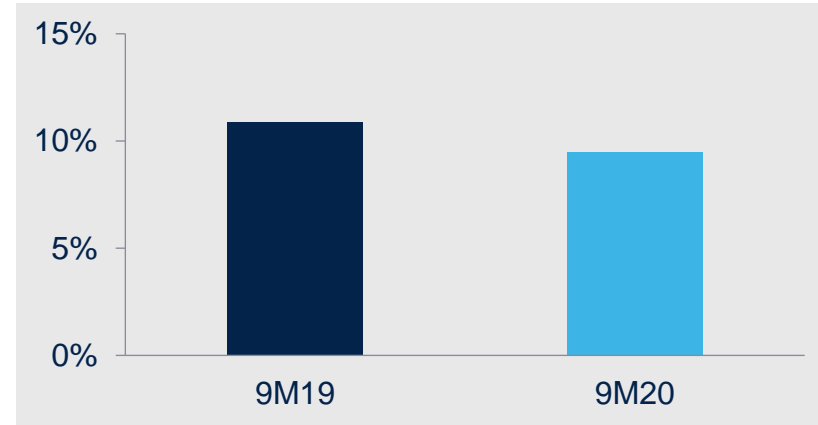


9M 2020 Financial highlights

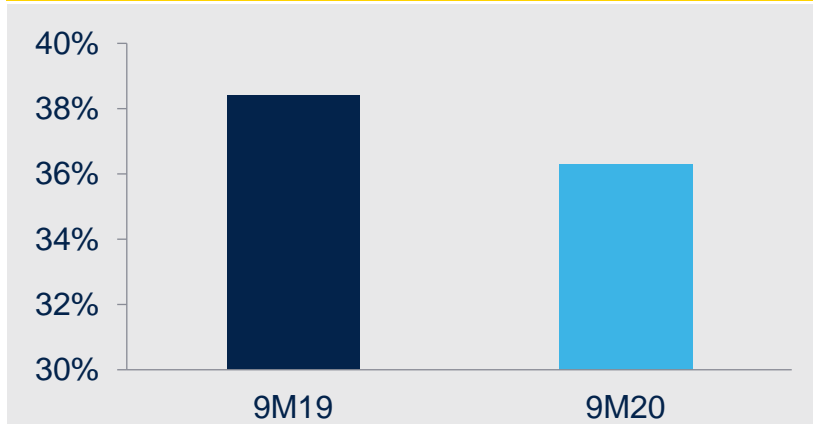
Revenues = \$6.98B



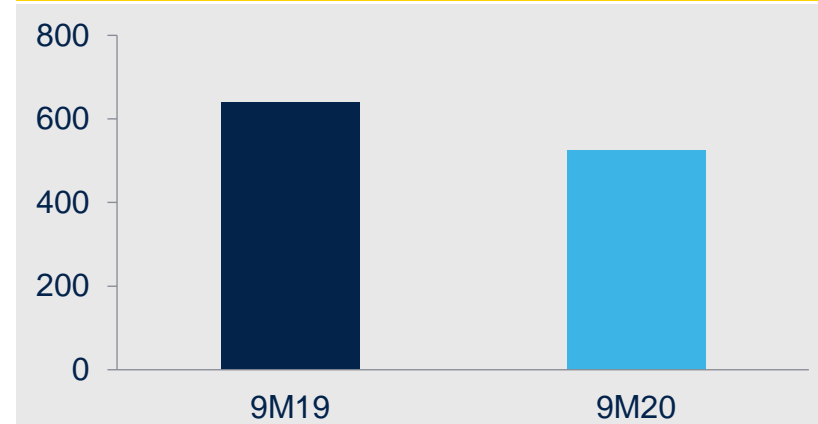
Operating Margin = 9.5%



Gross Margin = 36.3%

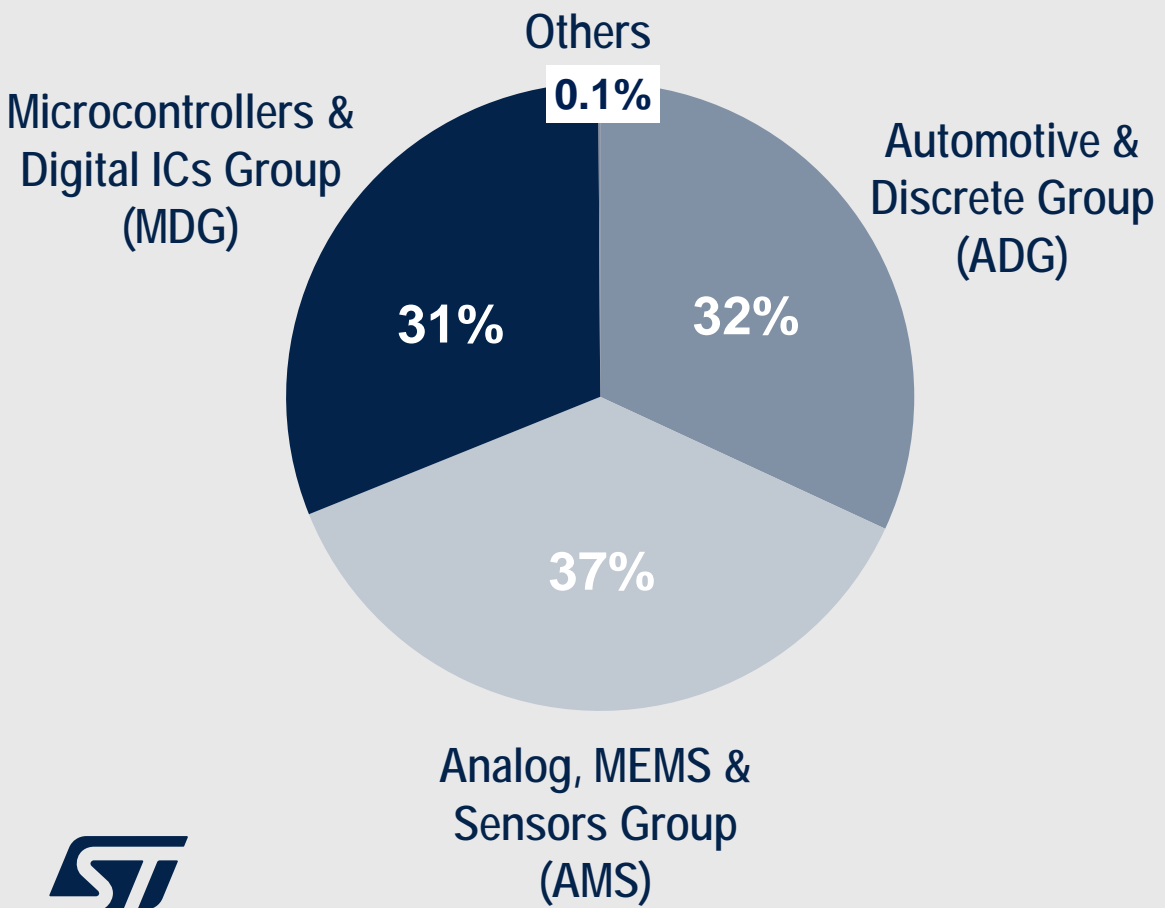


Net Income = \$525M

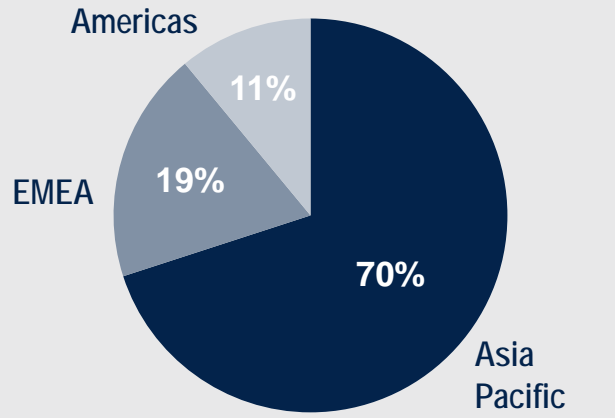


Q3 2020 Revenues

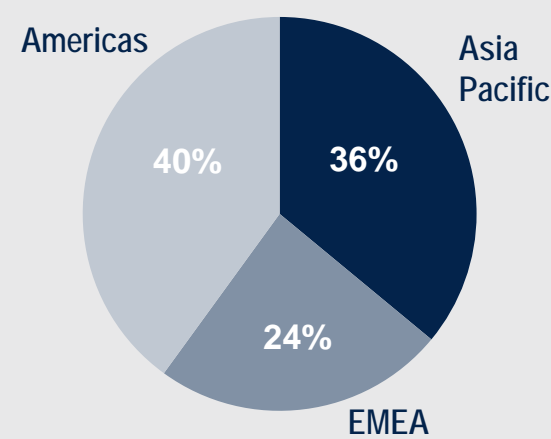
% by product group



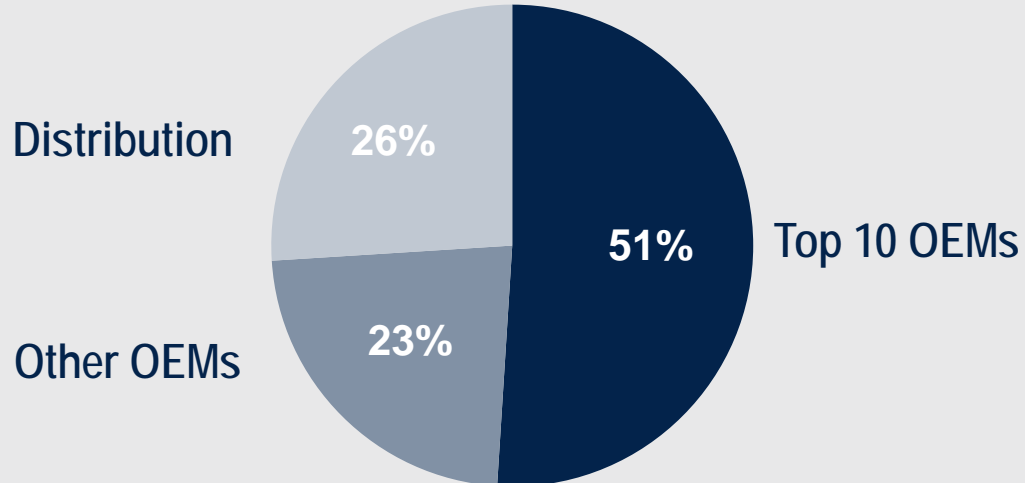
% by shipment location



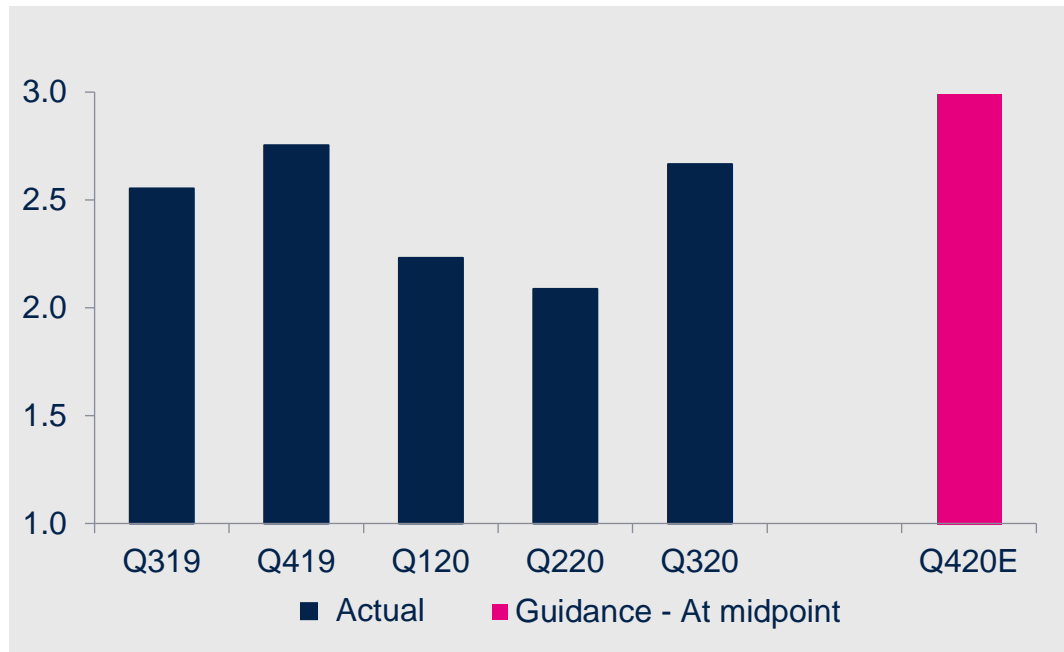
% by region of origin



% by customer type



Q320 Revenues = \$2.67B



Q320 revenues up 4.4% Y/Y

- The Company recorded higher sales in Microcontrollers, RF Communications, MEMS and Analog, partially offset by lower sales in Automotive, Imaging and Power Discrete;
- Revenues to OEMS increased 7.5%, offset in part by a decrease of 3.4% to Distribution.

Q320 revenues up 27.8% Q/Q

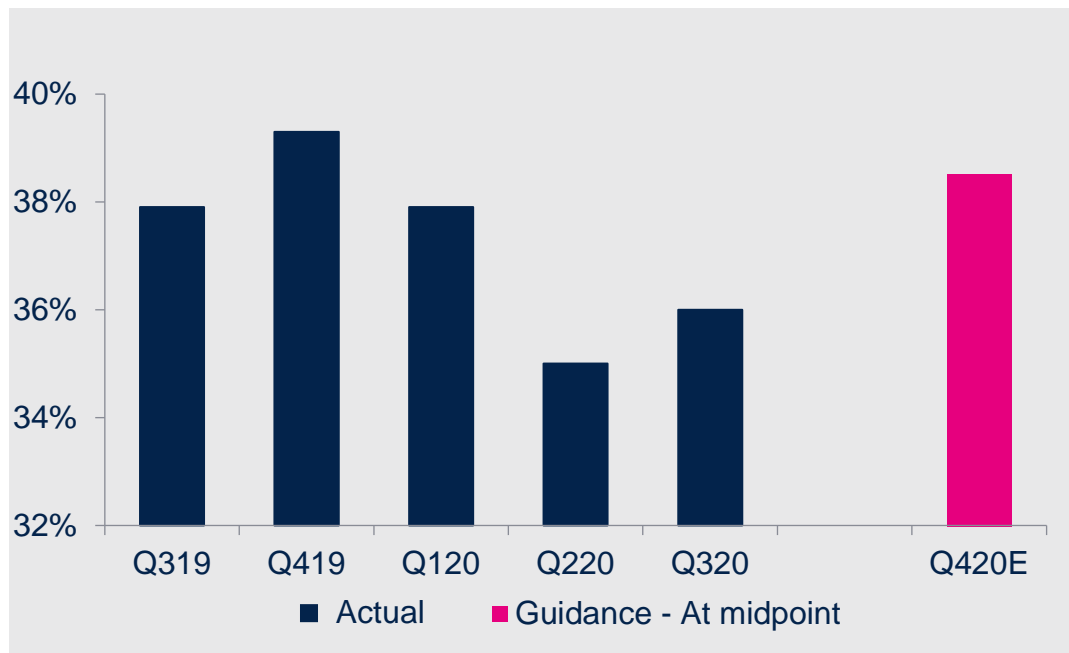
- 690 bps above the high-end of the Company's guidance;
- All product groups grew revenues double-digit.

Q420 Revenues Outlook

Up Q/Q by about 12.0% (+/- 350 bps)
Up Y/Y by about 8.5% at mid-point

Gross margin

Q320 Gross Margin = 36.0%



Q320 Gross Margin

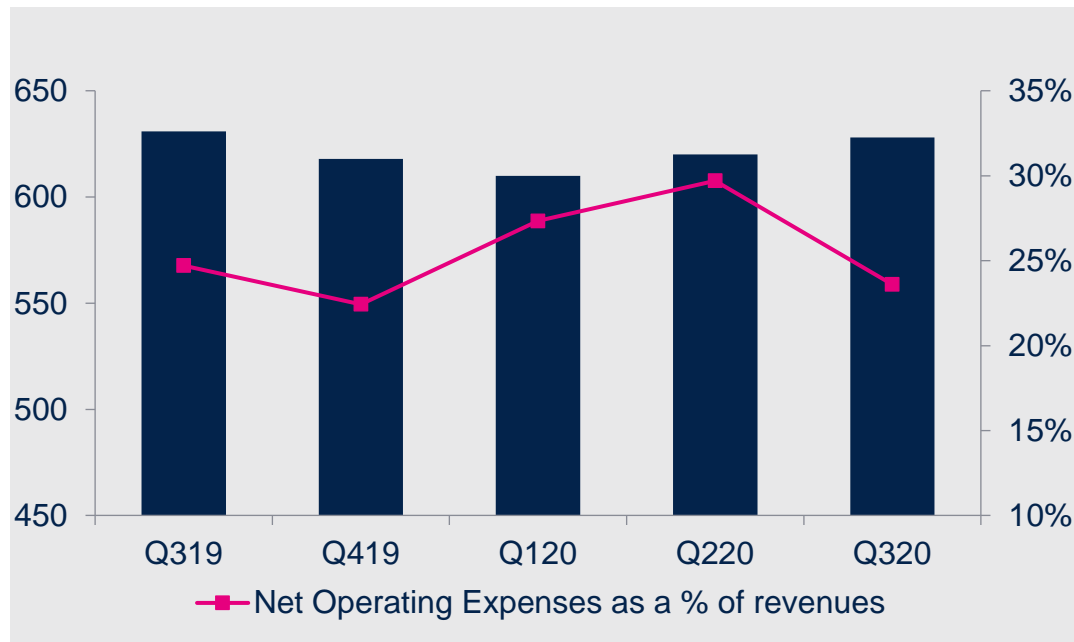
- Down 190 bps Y/Y mainly due to price pressure and unsaturation charges;
- Up 100 bps Q/Q;
- Aligned with the mid-point of the Company's guidance;
- Includes about 140 bps of unsaturation charges.

Q420 Gross Margin Outlook

About 38.5% (+/- 200 bps)

Net operating expenses (*)

Q320 Net Operating Expenses = \$628M



Combined SG&A and R&D at \$652M

- 24.5% of revenues.

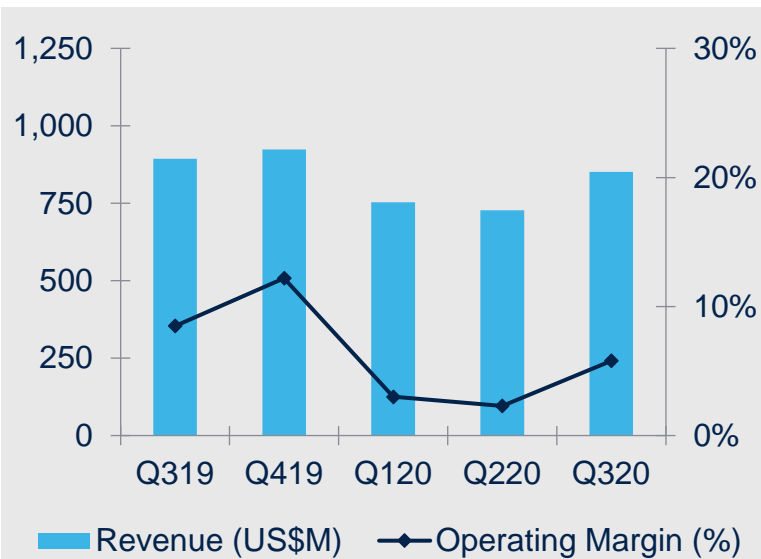
Q320 Net Operating Expenses at \$628M

- We continue to manage operating expenses in alignment with our R&D, sales & marketing programs and transformation initiatives;
- Below what we anticipated when entering the quarter;
- 23.6% of revenues.

Q3 2020 Product group results

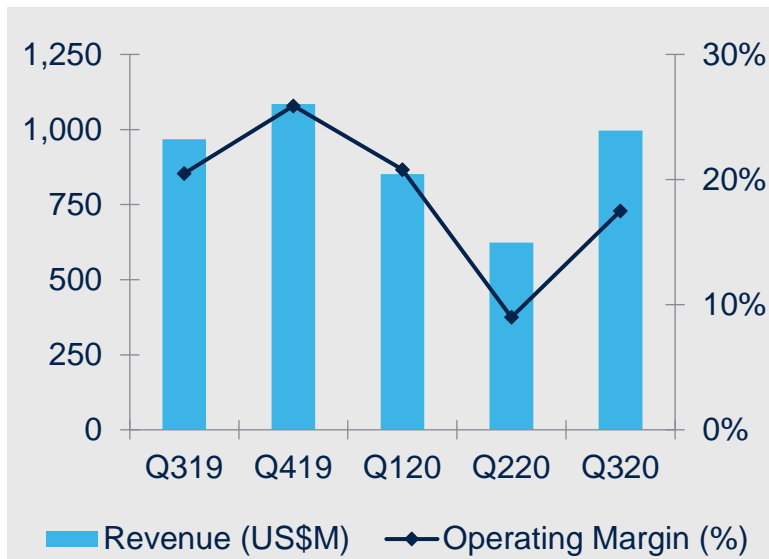
Automotive & Discrete (ADG)

Revenues = \$851M
Operating Margin = 5.8%



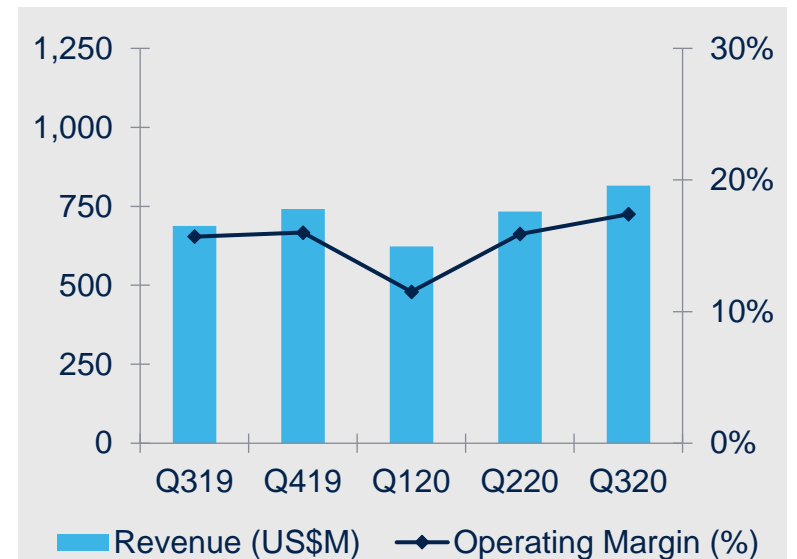
Analog, MEMS & Sensors (AMS)

Revenues = \$997M
Operating Margin = 17.5%



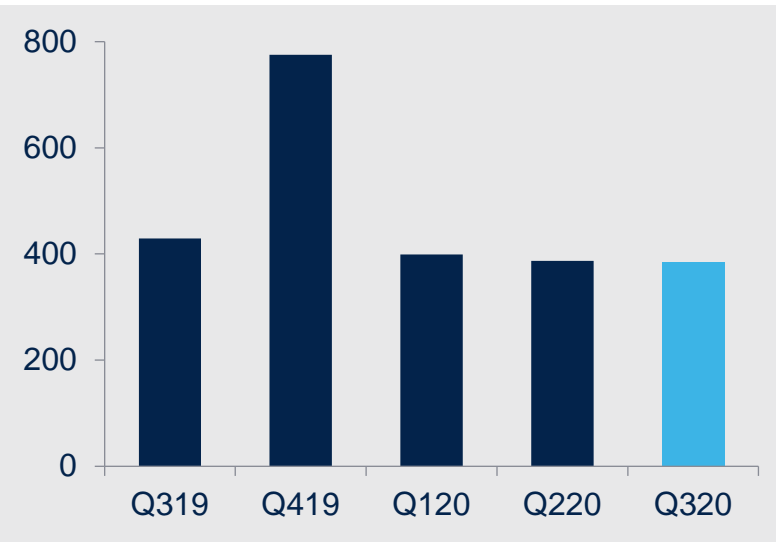
Microcontrollers & Digital ICs (MDG)

Revenues = \$815M
Operating Margin = 17.4%

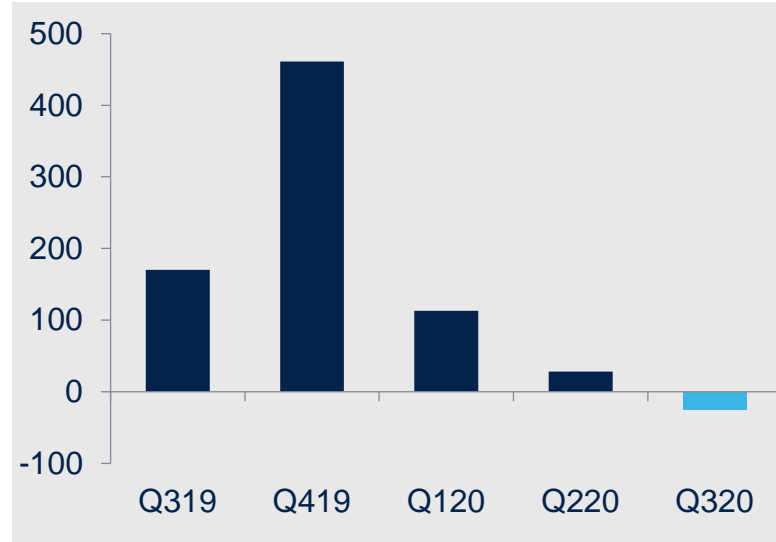


Q3 2020 Financial flexibility

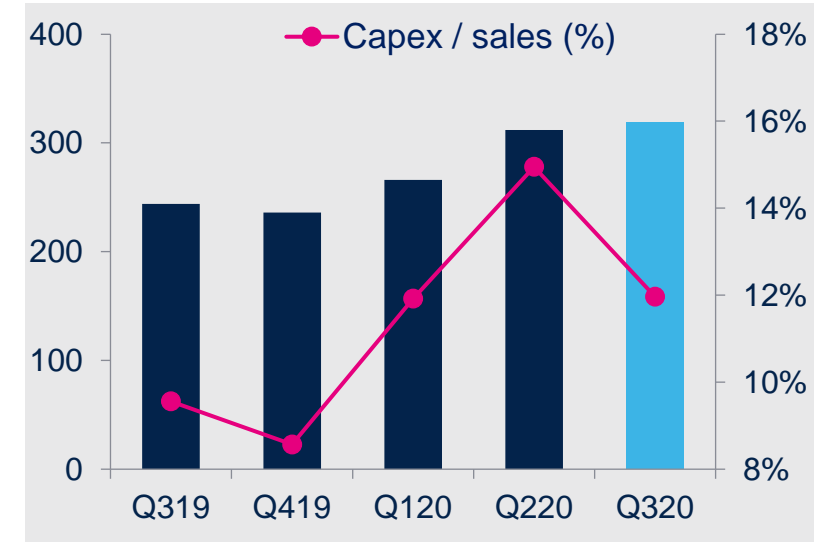
Net Cash From Operating Activities = \$385M



Free Cash Flow* = \$(25)M



Capex = \$319M



Free Cash Flow* negative \$25M includes \$76M cash outflow for acquisitions to further strengthen the Company's wireless connectivity capabilities and \$33M of accreted interest paid to settle the 2022 Tranche A of the convertible bond issued in 2017.

Cash dividends of \$0.042 per share per quarter: \$38M distributed in Q320.

In Q320 ST exercised the call option for the early redemption of its \$750M 2022 Tranche A of the convertible bond issued in 2017. Simultaneously, ST issued a new \$1.5B dual-tranche senior unsecured convertible bond due 2025 and 2027.

Solid capital structure

ST is in a solid position from a capital, liquidity and balance sheet perspective

End of period (US\$M)	September 26 2020	June 27 2020	September 28 2019
Total Liquidity	3,527	2,621	2,538
Total Financial Debt	(2,865)	(2,051)	(2,190)
Net Financial Position*	662	570	348

- Unutilized committed medium-term credit facilities of \$1.2B;
- Long-term debt contains standard conditions but does not impose minimum financial ratios.

Moody's, S&P and Fitch are aligned in rating ST's credit profile well within investment grade and with Stable Outlook

\$1.5B Convertible Bond offering in July 2020

To strengthen our capital structure and further enhance our financial flexibility

- Senior unsecured bonds convertible into ST ordinary shares;
- ST can satisfy the conversion rights either in cash or shares or a combination of the two, at its choice;
- Launch on July 28th, 2020. Issued on August 4th, 2020;
- Simultaneous exercise of call for the early redemption of the outstanding \$750M Convertible Bond due 2022.

	Tranche 5 years	Tranche 7 years
Issue size	\$750M	\$750M
Issue price	\$105.8	\$104.5
Redemption price	100	100
Conversion premium	47.50%	52.50%
Yield to maturity	-1.12%	-0.63%
Coupon	Zero Coupon	Zero Coupon

Proceeds will be used by ST for general corporate purposes, including the early redemption of the 2022 Convertible Bonds

Q3 2020 Automotive highlights

ADG

New design wins for Silicon Carbide MOSFETs - in applications such as on-board chargers for electric vehicles

ADG

Wins with MDmesh MOSFETs, low-voltage transistors, VIPower products and ultrafast & silicon carbide diodes for car electrification

ADG

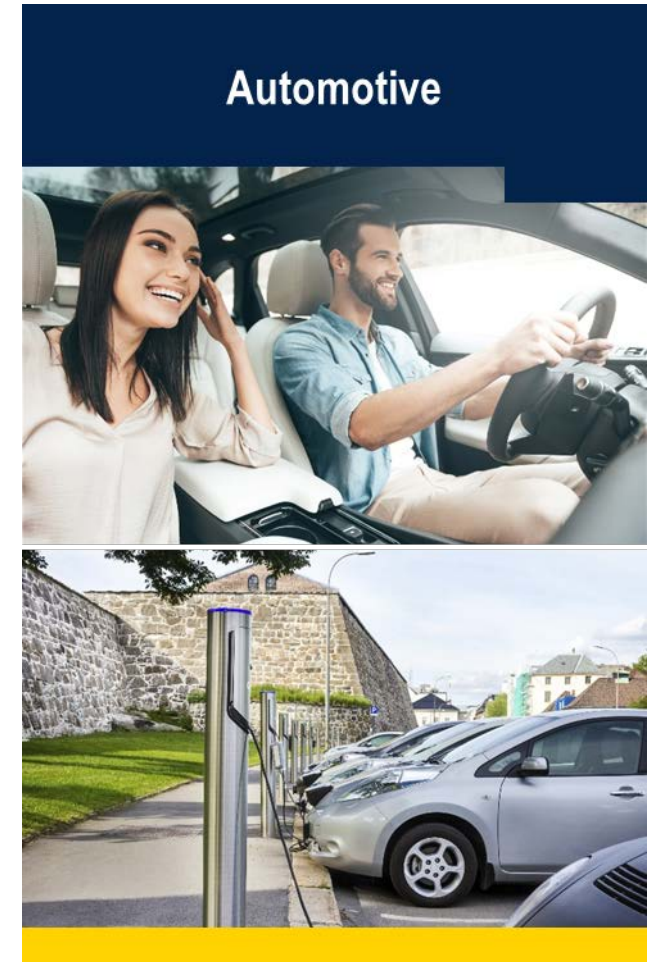
Won a power-supply platform designed for ADAS applications and a design for a digital output tuner for a software defined radio

ADG

Design wins with our 32-bit Automotive MCU in a keyless access-control application and in an integrated communication solution

AMS

Expanded our sensor business with wins for automotive-grade 6-axis motion sensors and accelerometers



Q3 2020 Industrial highlights

MDG

Acquisitions of Riot Micro, Bespoon and SOMOS Semiconductor to further strengthen wireless connectivity

MDG

STM32 Ecosystem development: Machine learning tools from a partner to support AI deployment & higher performance top end microcontrollers

AMS

Received awards for a new smart metering platform, as well as in motion control and automation with our STSPIN product

AMS

Wins with industrial grade inclinometer at a number of large players

ADG

Design wins for high voltage MOSFETs, Silicon Carbide, IGBT and Intelligent Power Modules in a variety of industrial applications



Q3 2020 Personal Electronics highlights

AMS
MDG

Present in Samsung Galaxy Note20 and Note20 Ultra with MEMS pressure sensors, inertial measurement units, & EEPROM. The Note 20 Ultra also includes ST's multi-zone direct Time-of-Flight.

AMS
MDG

Wins in smartphones with wireless charging, touch display controllers, MEMS motion sensors, Time-of-Flight sensors, and secure solutions

AMS
MDG

Designs in headsets, smart watches, bracelets and gaming devices with sensors, analog, power products and microcontrollers

AMS

Launched the Laser Scanning for Augmented Reality (LaSAR) Alliance to accelerate development of augmented-reality eyewear application

Personal Electronics



Q3 2020 Communications Equipment, Computers & Peripherals Highlights

AMS

Win with our new SmartGaN Gallium Nitride (GaN) based-product in a communication infrastructure application

MDG

Captured awards for multiple RF-CMOS ASICs, for our new STM32 microprocessor and for our STM32 microcontrollers for 5G infrastructure

AMS

MDG

Wins with our Time-of-Flight products, motion sensors and electronic fuses in personal computers and hard disks

Communications Equipment,
Computers & Peripherals



Q4 2020 Outlook

Net revenues are expected to be **\$2.99B**, a growth of 12.0% sequentially, plus or minus 350 basis points. All product groups are expected to grow, except the RF Communications sub-group.

Gross Margin of **38.5%**, plus or minus 200 basis points.

This outlook is based on an assumed effective currency exchange rate of approximately \$1.15 = €1.00 for the 2020 fourth quarter and includes the impact of existing hedging contracts.

The fourth quarter will close on December 31, 2020.

FY 2020 Sales and operating plan

For the full year, we now expect **net revenues** at the mid-point to be about **\$9.97B**, translating into **4.3% year-over-year growth**.

- Based upon this updated plan, we expect to report a **double-digit operating margin** performance.
- We are maintaining our **CAPEX plan for 2020 at about \$1.2B**.

Takeaways

In response to the global COVID-19 pandemic, we will continue to ensure both the **ongoing health and safety of our employees** and the **business continuity of our business operations for our customers**. These priorities remain of utmost importance for us.

ST fundamentals are solid. The strategic decisions which we made years ago stem from secular, growing market trends addressing key societal needs. **The underlying principles of our strategy have not changed**, and we remain determined to continue to make ST stronger, **executing our sales and operating plan and outperforming the markets we serve**.

Appendix

Historical financial performance

<i>In US\$M, except EPS</i>	Q119	Q219	Q319	9M19	Q419	FY19	Q120	Q220	Q320	9M20
Net Revenues	2,076	2,173	2,553	6,802	2,754	9,556	2,231	2,087	2,666	6,984
Gross Margin	39.4%	38.2%	37.9%	38.4%	39.3%	38.7%	37.9%	35.0%	36.0%	36.3%
Operating Income Operating Margin	211 10.2%	196 9.0%	336 13.1%	743 10.9%	460 16.7%	1,203 12.6%	231 10.4%	106 5.1%	329 12.3%	666 9.5%
Net Income – Reported	178	160	302	640	392	1,032	192	90	242	525
EPS Diluted (\$/share)	0.20	0.18	0.34	0.71	0.43	1.14	0.21	0.10	0.26	0.57
Free Cash Flow* Net Financial Position*	(67) 510	(67) 308	170 348	36 348	461 672	497 672	113 668	28 570	(25) 662	116 662
Effective Exchange Rate €/\$	1.16	1.14	1.14	1.15	1.12	1.14	1.11	1.10	1.13	1.12

*Non-U.S. GAAP measure. See Appendix for additional information explaining why the Company believes these measures are important.

Appendix

- **Net financial position (non-U.S. GAAP measure)**: represents the difference between our total liquidity and our total financial debt. Our total financial resources include cash and cash equivalents, marketable securities, restricted cash and short-term deposits, and our total financial debt includes short-term debt, including bank overdrafts, and long-term debt, as represented in our Consolidated Balance Sheets. We believe our Net Financial Position provides useful information for investors and management because it gives evidence of our global position either in terms of net indebtedness or net cash by measuring our capital resources based on cash and cash equivalents, restricted cash, short-term deposits and marketable securities and the total level of our financial indebtedness. In addition, our definition of Net Financial Position may differ from definitions used by other companies and therefore comparability may be limited.
- **Free cash flow (non-U.S. GAAP measure)**: is defined as (i) net cash from operating activities plus (ii) net cash used in investing activities, excluding payment for purchases (and proceeds from matured) of marketable securities and net investment in short-term deposits, which are considered as temporary financial investments. The result of this definition is ultimately net cash from operating activities plus payment for purchase and proceeds from sale of tangible, intangible and financial assets, proceeds received in the sale of businesses and cash paid for business acquisitions. We believe Free Cash Flow provides useful information for investors and management because it measures our capacity to generate cash from our operating and investing activities to sustain our operations. Free Cash Flow does not represent total cash flow since it does not include the cash flows generated by or used in financing activities. Free Cash Flow reconciles with the total cash flow and the net cash increase (decrease) by including the payment for purchases (and proceeds from the matured) of marketable securities and net investment in short-term deposits, the net cash from (used in) financing activities and the effect of changes in exchange rates. In addition, our definition of Free Cash Flow may differ from definitions used by other companies.
- **Net revenues of Others**: includes revenues from sales assembly services and other revenue. Operating income (loss) of Others includes items such as unused capacity charges, including reduced manufacturing activity due to COVID-19, impairment, restructuring charges and other related closure costs, management reorganization costs, phase out and start-up costs, and other unallocated expenses such as: strategic or special research and development programs, certain corporate-level operating expenses, patent claims and litigations, and other costs that are not allocated to product groups, as well as operating earnings of other products. Others includes:

(US\$M)	Q119	Q219	Q319	9M19	Q419	FY19	Q120	Q220	Q320	9M20
Unused Capacity Charges	1	7	28	36	29	65	34	64	38	136
Impairment & Restructuring Charges	-	2	-	2	3	5	5	4	2	12

Thank you

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