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# STMicroelectronics

## Q4 & FY 2020 Financial Results

January 28, 2021

# 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;*
- legal, political and economic uncertainty surrounding Brexit may be a continued source of instability in international markets and currency exchange rate volatility and may adversely affect business activity, political stability and economic conditions 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;*
- the duration and the severity of the global outbreak of COVID-19 may continue to negatively impact the global economy in a significant manner for an extended period of time, and also could materially adversely affect our business and operating results;*
- 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

**Q4  
2020**

- Net revenues were \$3.24B, up 21.3% on a sequential basis, 580 bps above the high end of our outlook range. Our engaged customer programs in Personal Electronics, as well as continuous acceleration in demand especially of Automotive products and Microcontrollers, were the main factors that contributed to this result.
- Gross margin, at 38.8%, 30 bps above the mid-point of our range.
- Operating margin was 20.3% and net income was \$582M.
- Free cash flow was \$512M.

**FY  
2020**

- Net revenues increased 6.9% to \$10.22B for 2020, progressively strengthening versus the expectations we provided during the year. This was due to the stronger, and faster than expected, restart of demand during the second half.
- Gross margin was 37.1%, operating margin of 12.9%, net income of \$1.1B.
- Free cash flow was \$627M, including CAPEX of \$1.28B. Net financial position was \$1.1B.

**Q1  
2021**

- Outlook at mid-point is for net revenues of \$2.93B, increasing year-over-year by 31.2%.
- Gross margin expected to be about 38.5% at the midpoint.

**FY  
2021**

- We plan for solid revenue growth, outperforming the markets we serve.
- We plan to invest about \$1.8 to \$2B in CAPEX to support the strong market demand and our strategic initiatives.

# Our strategy stems from key long-term enablers

## Smart Mobility



**ST** provides innovative solutions to help our customers make driving **safer, greener and more connected** for everyone

## Power & Energy



**ST** technology and solutions enable customers to increase **energy efficiency** everywhere and support the use of renewable energy sources

## Internet of Things & 5G



**ST** provides **sensors, embedded processing solutions, connectivity, security and power management**, as well as **tools and ecosystems** to make development fast and easy for our customers



# FY 2020 Market dynamics

## Automotive



## Industrial



## Personal electronics



## Communications equipment, computers & peripherals

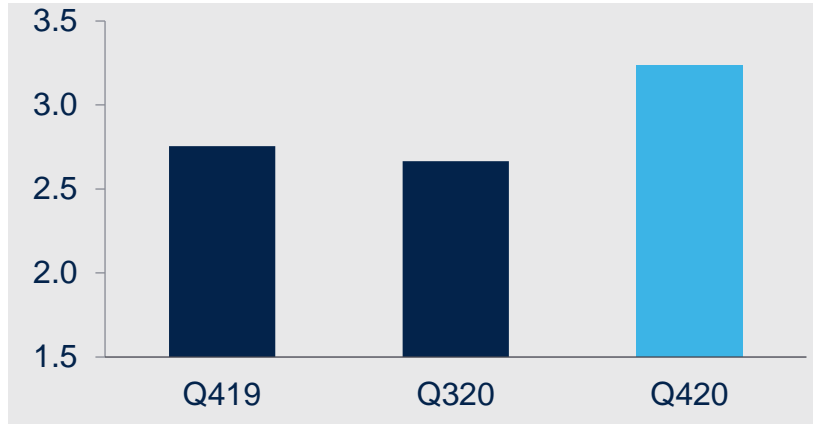


# ST transformation: growth and resilience

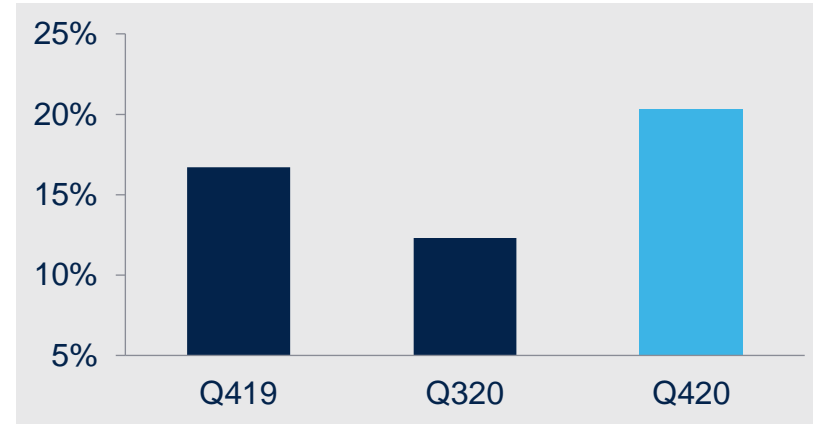
US\$M	FY15	Growth			Resilience	
		FY16	FY17	FY18	FY19	FY20
ST Revenues	6,897	6,973	8,347	9,664	9,556	<b>10,219</b>
Served Market (SAM) Y/Y	-1%	4%	13%	10%	Flat	<b>+2.4%*</b>
ST Revenues Y/Y	-6.8%	1.1%	19.7%	15.8%	-1.1%	<b>+6.9%</b>
Gross Margin	33.8%	35.3%	39.2%	40.0%	38.7%	<b>37.1%</b>
Operating Margin	1.6%	3.3%	12.0%	14.5%	12.6%	<b>12.9%</b>
EBITDA Margin	12.3%	13.1%	19.7%	22.7%	21.5%	<b>22%</b>
Net Income	104	165	802	1,287	1,032	<b>1,106</b>
Free Cash Flow**	327	316	308	533	497	<b>627</b>
Net Financial Position**	494	513	489	686	672	<b>1,099</b>

# Q4 2020 Financial highlights

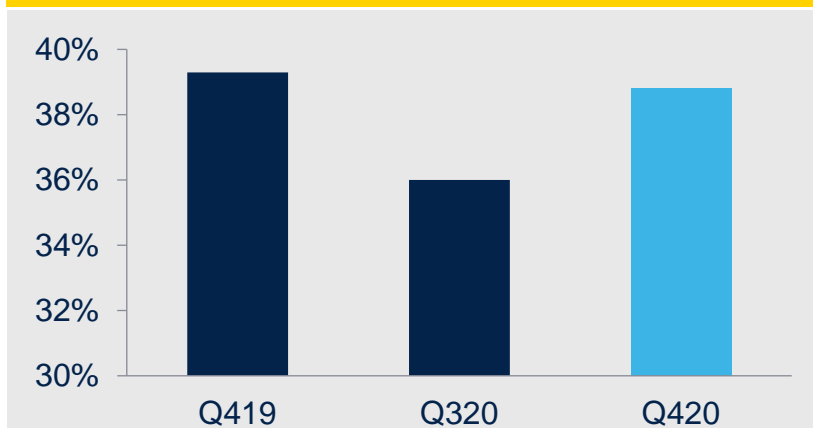
## Revenues = \$3.24B



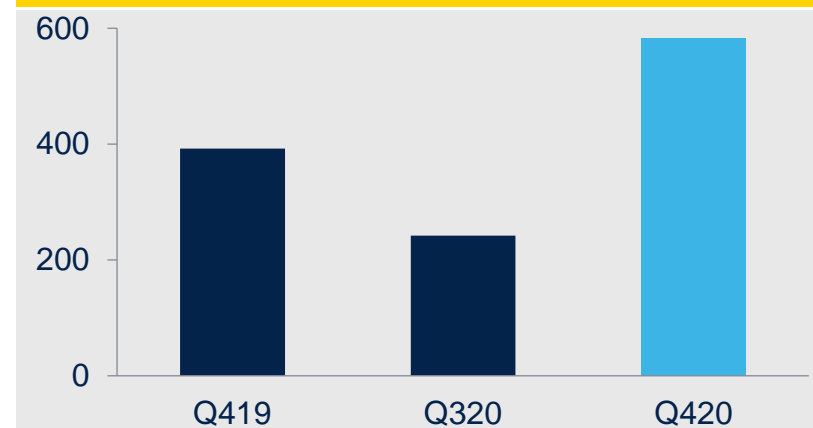
## Operating Margin = 20.3%



## Gross Margin = 38.8%

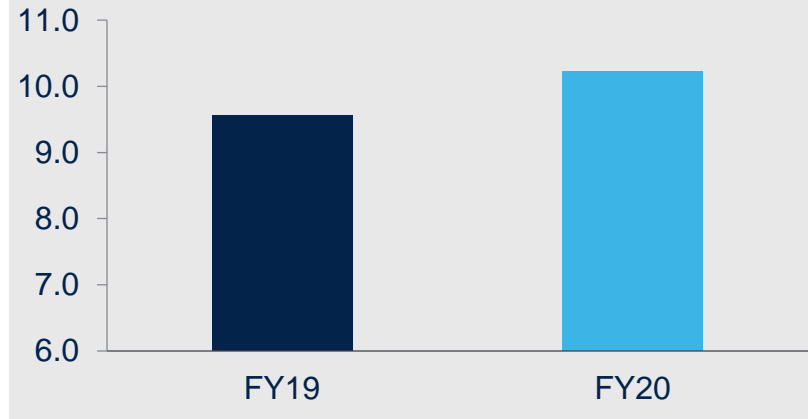


## Net Income = \$582M

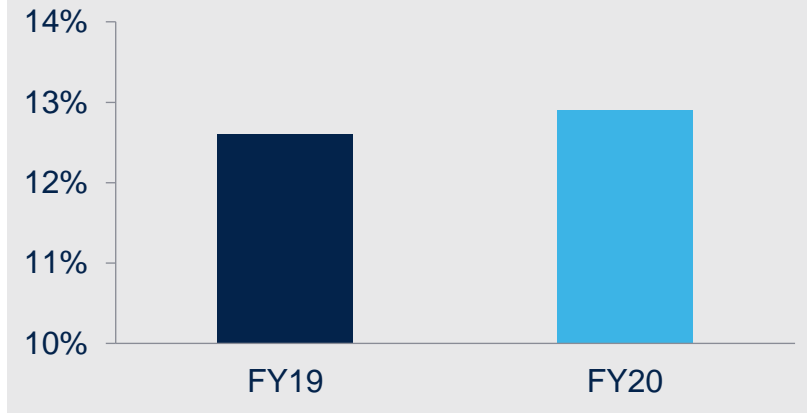


# FY 2020 Financial highlights

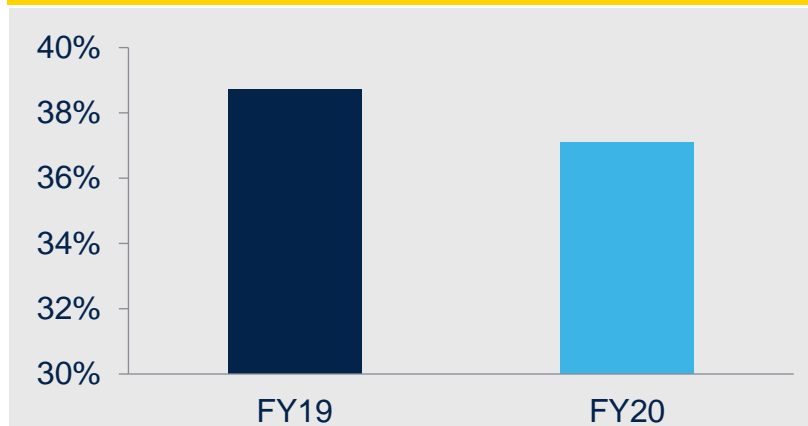
## Revenues = \$10.22B



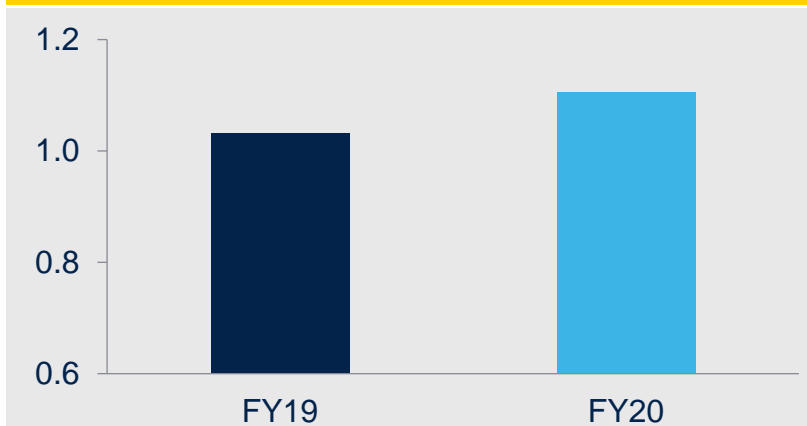
## Operating Margin = 12.9%



## Gross Margin = 37.1%



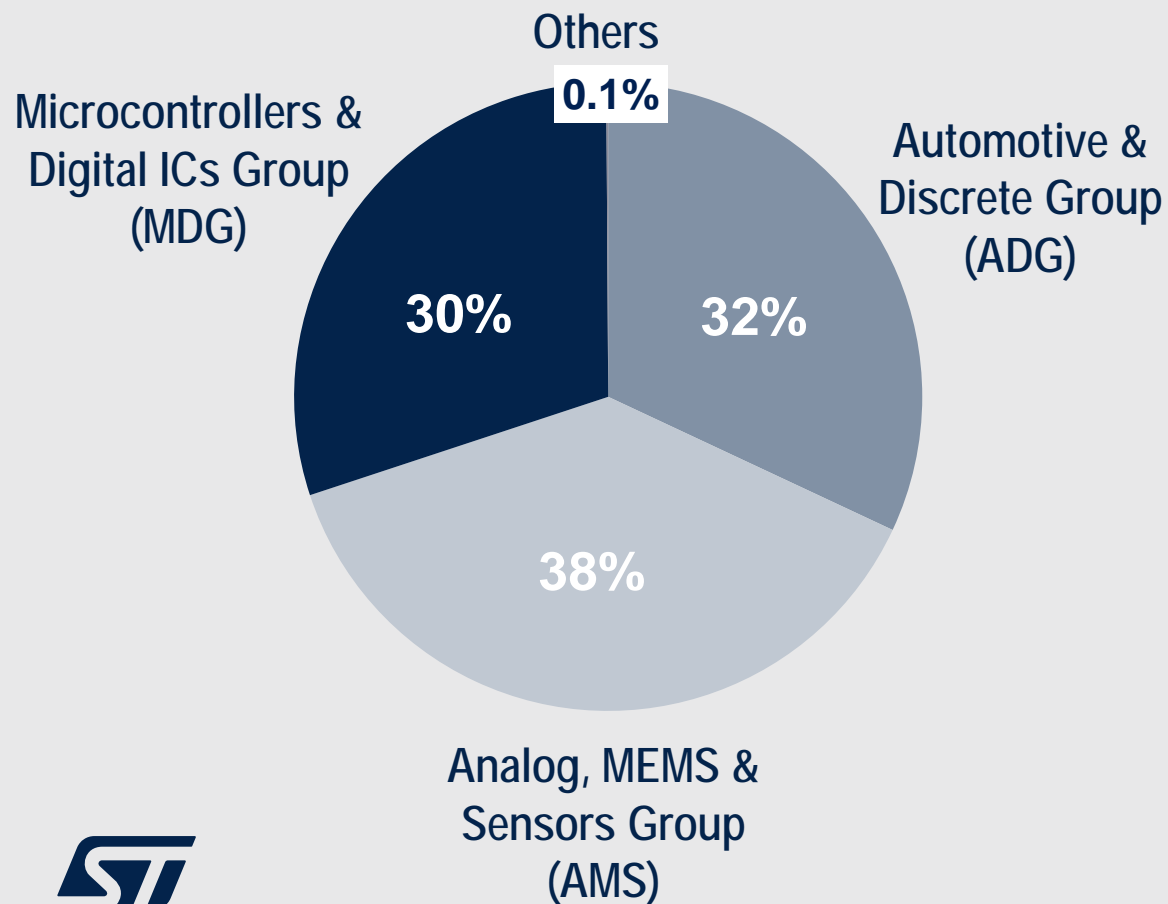
## Net Income = \$1.1B



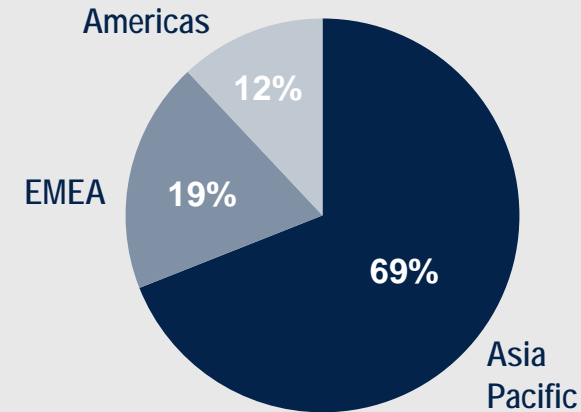


# FY 2020 Revenues

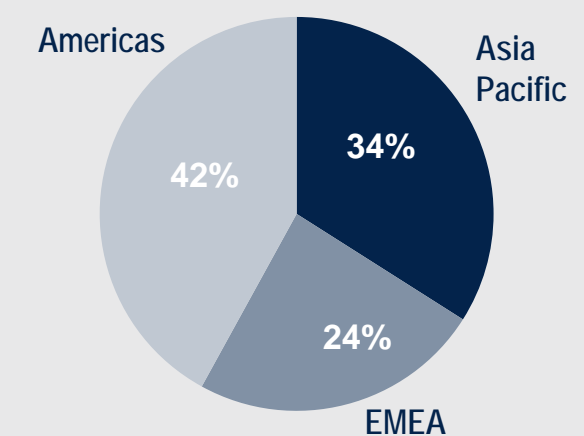
## % by product group



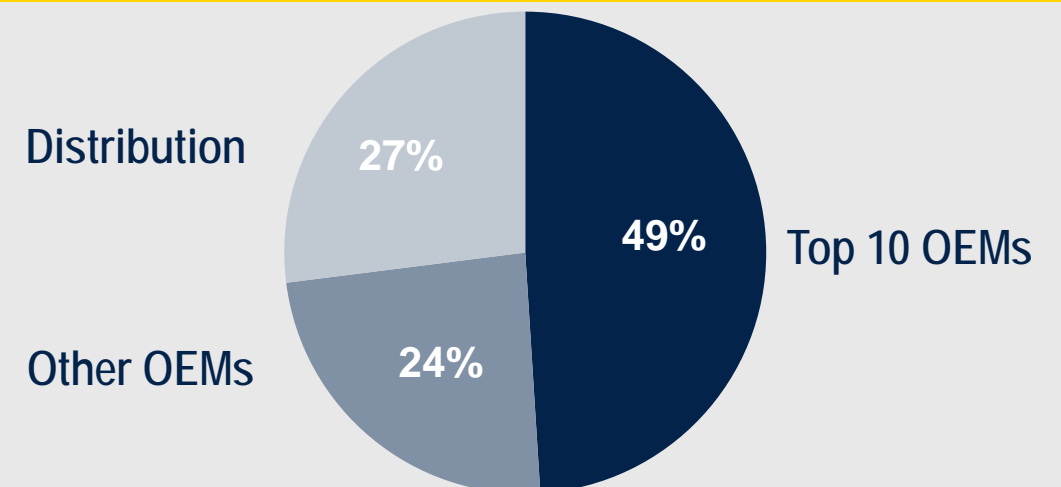
## % by shipment location



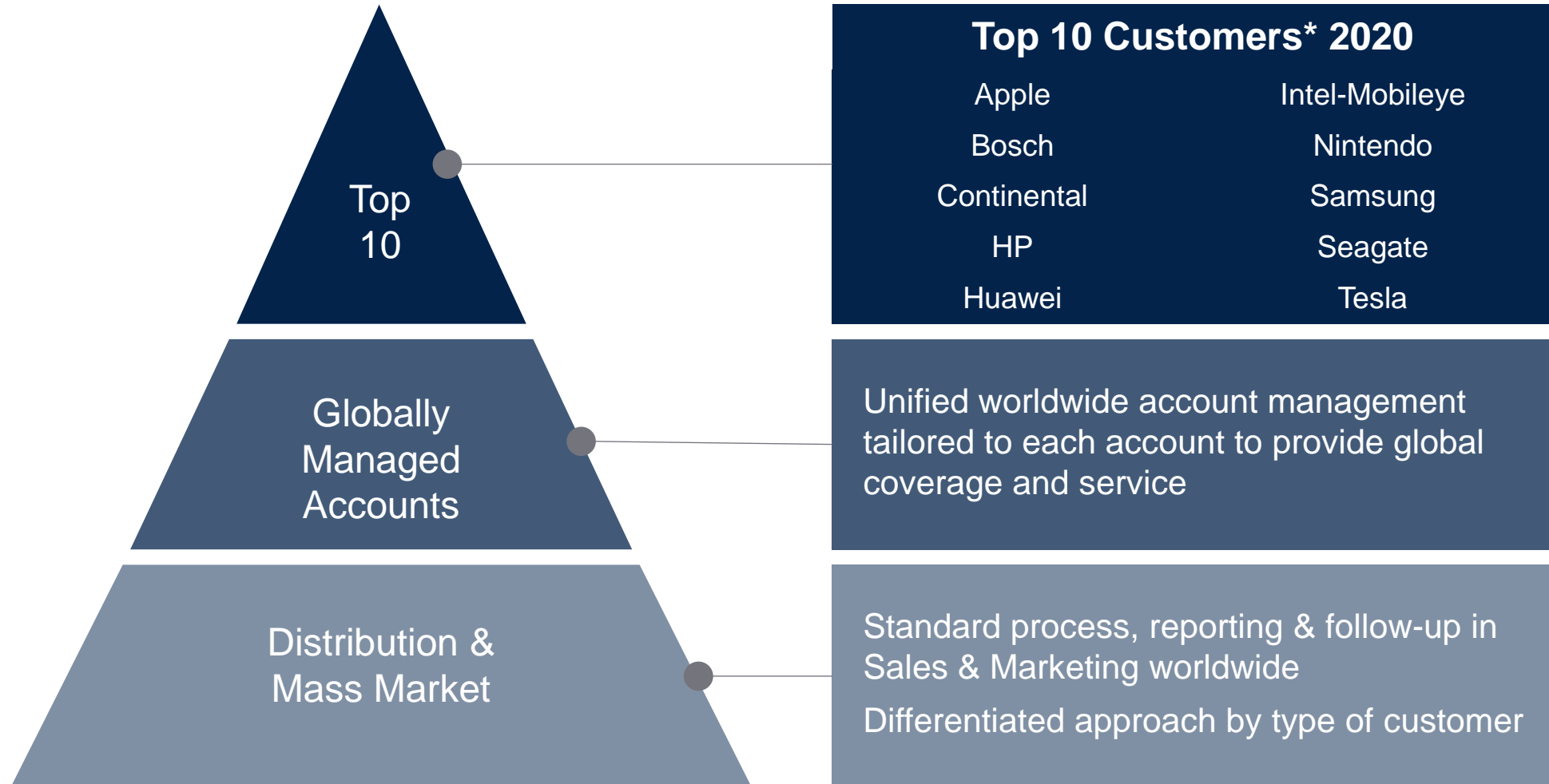
## % by region of origin



## % by customer type

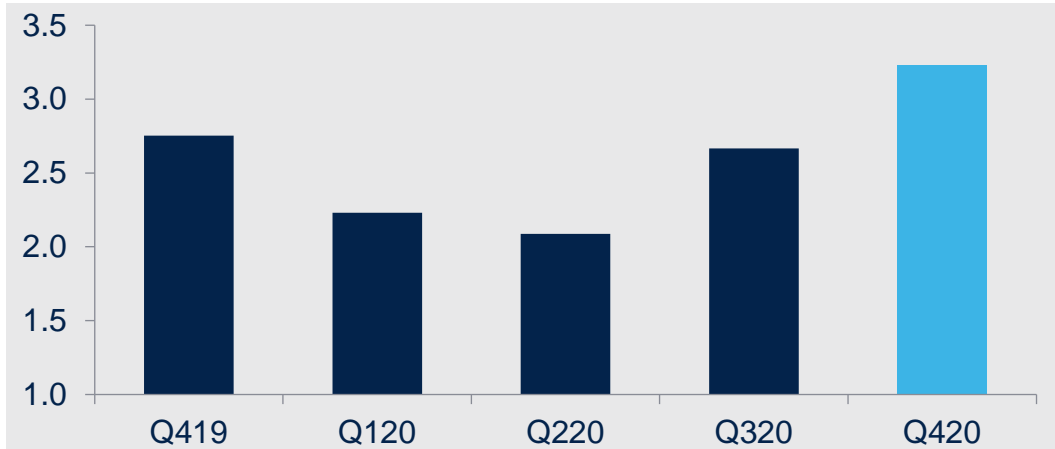


# We serve more than 100,000 customers



# Revenues

## Q420 Revenues = \$3.24B



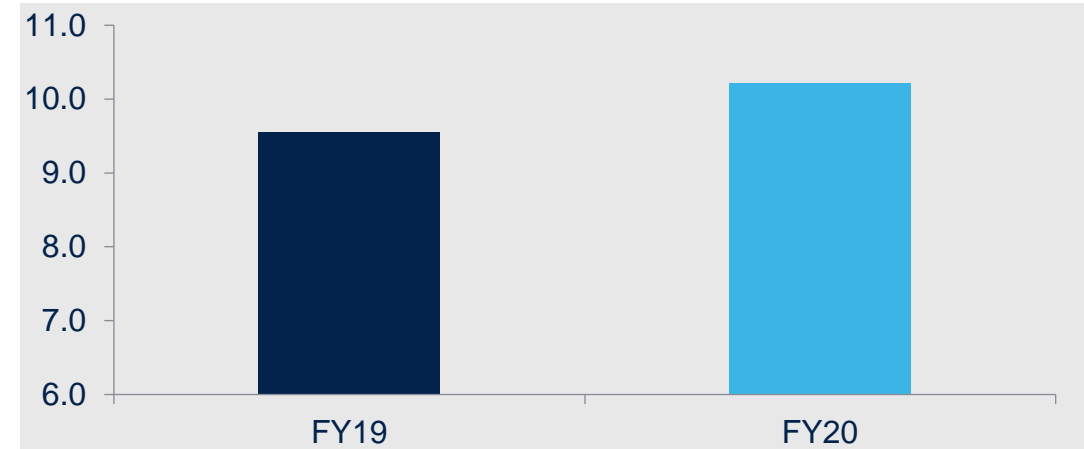
### Q420 revenues up 17.5% Y/Y

- The Company recorded higher sales in all product groups except the RF Communications (former “Digital”) sub-group;
- Revenues to OEMs and Distribution increased 19.8% and 11.4%, respectively.

### Q420 revenues up 21.3% Q/Q

- 580 bps above the high end of the Company’s guidance;
- All product groups except the RF Communications sub-group reported increases in revenues.

## FY20 Revenues = \$10.22B

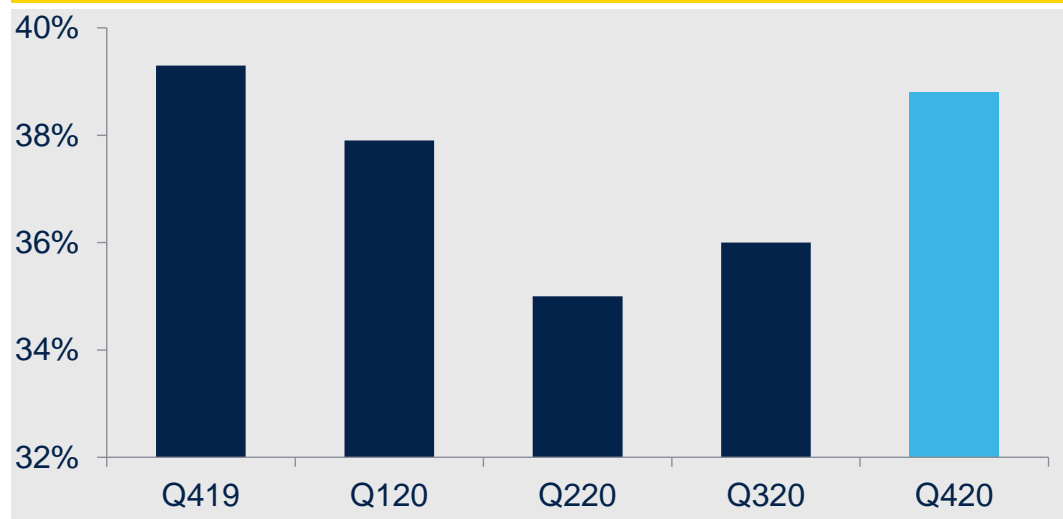


### FY20 revenues up 6.9% Y/Y

- Net revenues progressively strengthened compared to the full year expectations shared in April and the regular updates we gave during the year;
- OEMs: 73% of total revenues;
- Distribution: 27% of total revenues.

# Gross margin

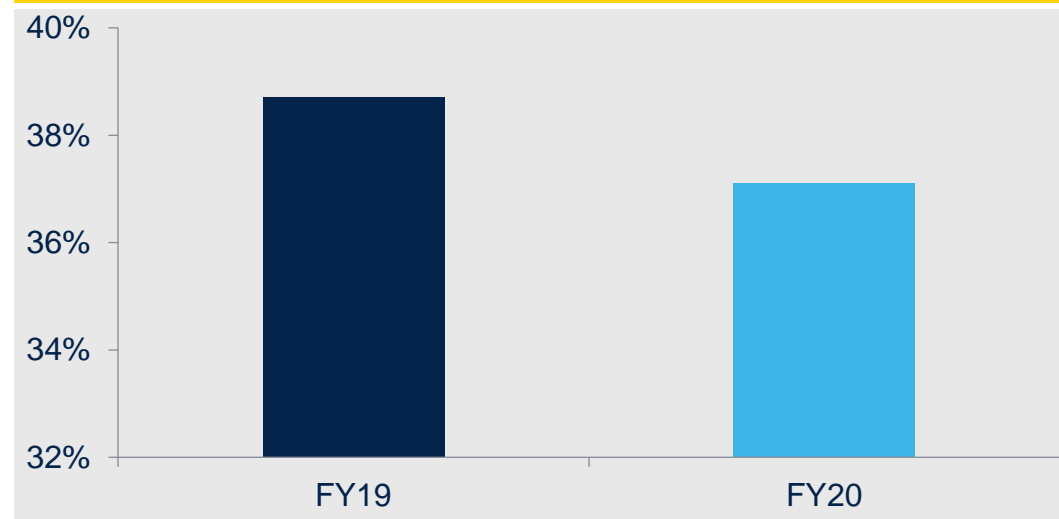
## Q420 Gross Margin = 38.8%



### Q420 Gross Margin

- Down 50 bps Y/Y mainly due to usual price pressure and negative currency effects, net of hedging, partially offset by improved mix and lower unsaturation charges;
- Up 280 bps Q/Q mainly due to better product mix, lower unsaturation charges and improved manufacturing efficiency;
- 30 bps above the mid-point of the Company's guidance;
- Includes about 50 bps of unsaturation charges.

## FY20 Gross Margin = 37.1%

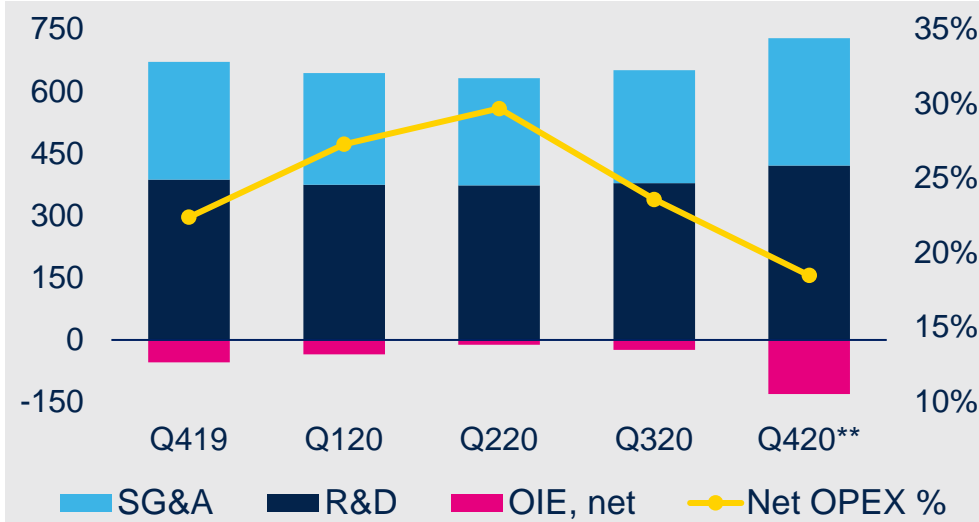


### FY20 Gross Margin

- Down 160 bps Y/Y principally reflecting higher unsaturation charges of about 150 bps compared to about 70 bps in FY19.

# Net operating expenses\*

## FY20 Quarterly Net Operating Expenses Average= \$614M\*\*

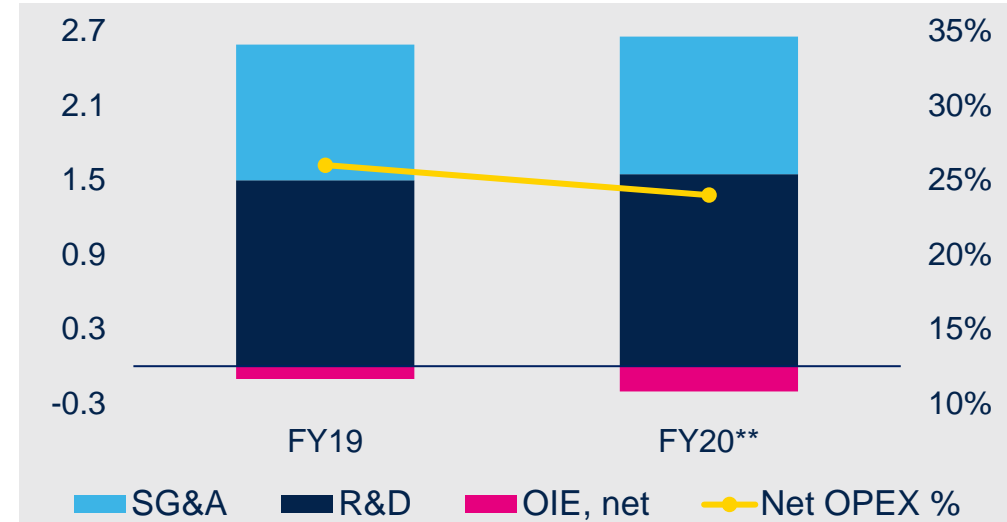


### Q420 Net Operating Expenses at \$598M\*\*

- Included in this amount, Other Income and Expense, net, improved to a net income of \$131M, compared to a net income of \$54M in Q419, mainly due to a non-recurrent favorable impact of IPCEI grants catch-up;
- 18.5% of revenues.

### Combined SG&A and R&D at \$729M

- 22.5% of revenues.



### FY20 Net Operating Expenses at \$2.46B\*\*

- Other Income and Expense, net, include a non-recurrent favorable impact of IPCEI grants catch-up;
- 24% of revenues.

\* Net Operating Expenses: R&D + SG&A + Other Expenses (- Other Income)

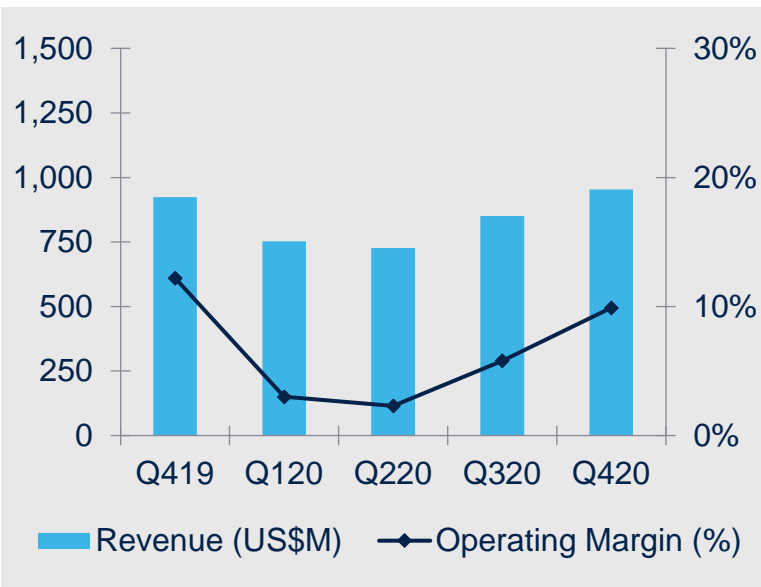
\*\* Includes non-recurrent favorable impact mainly associated with the Important Projects of Common European Interest (IPCEI) R&D grants catch-up



# Q4 2020 Product group results

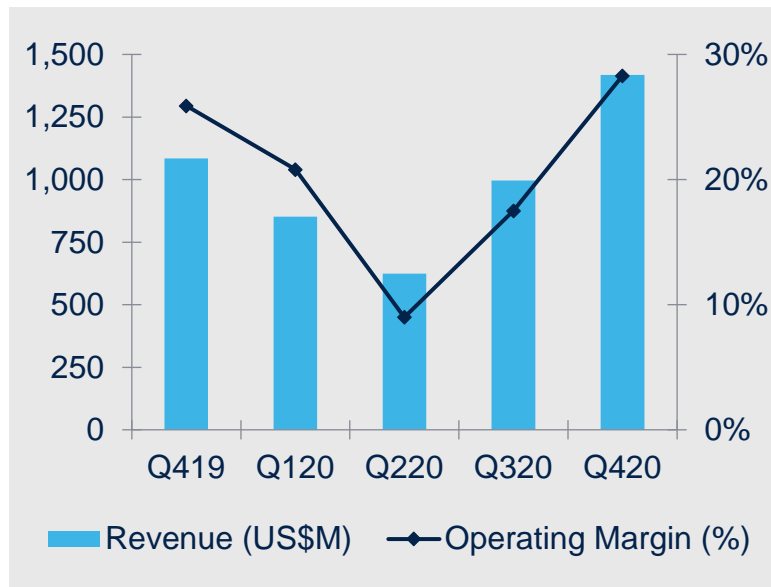
## Automotive & Discrete (ADG)

Revenues = \$953M  
Operating Margin = 9.9%



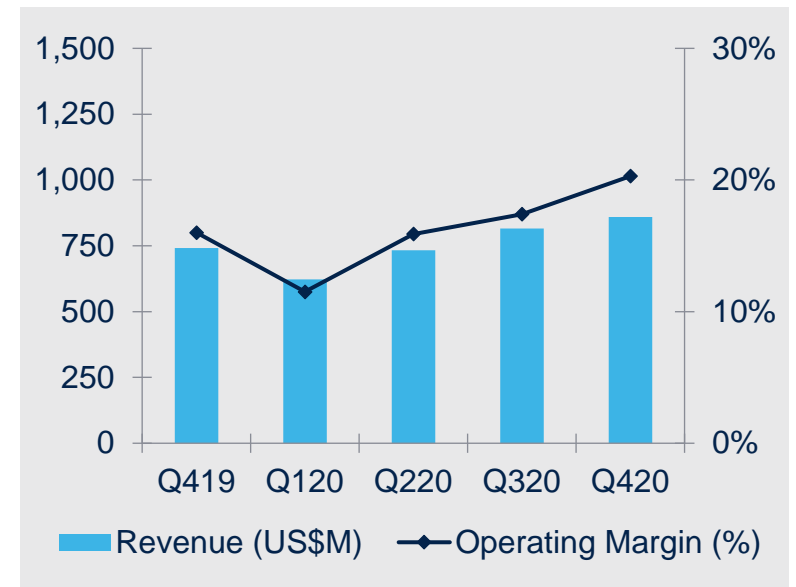
## Analog, MEMS & Sensors (AMS)

Revenues = \$1,419M  
Operating Margin = 28.3%



## Microcontrollers & Digital ICs (MDG)

Revenues = \$859M  
Operating Margin = 20.3%



# FY 2020 Product group results

## Automotive & Discrete (ADG)

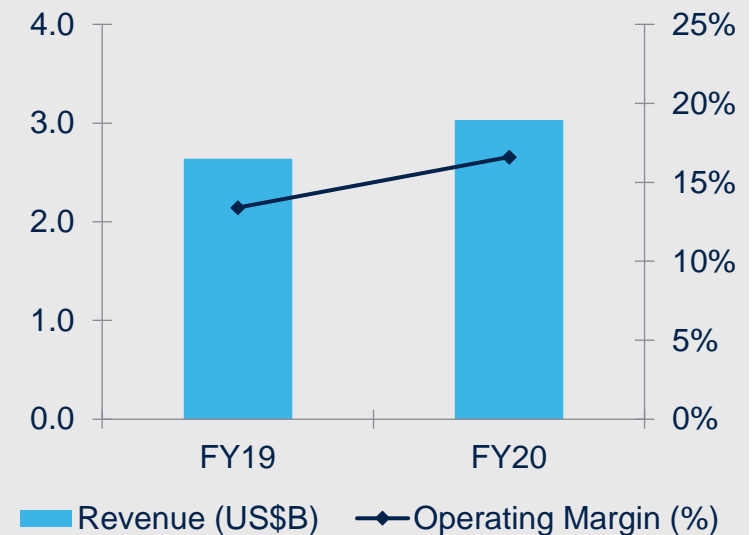
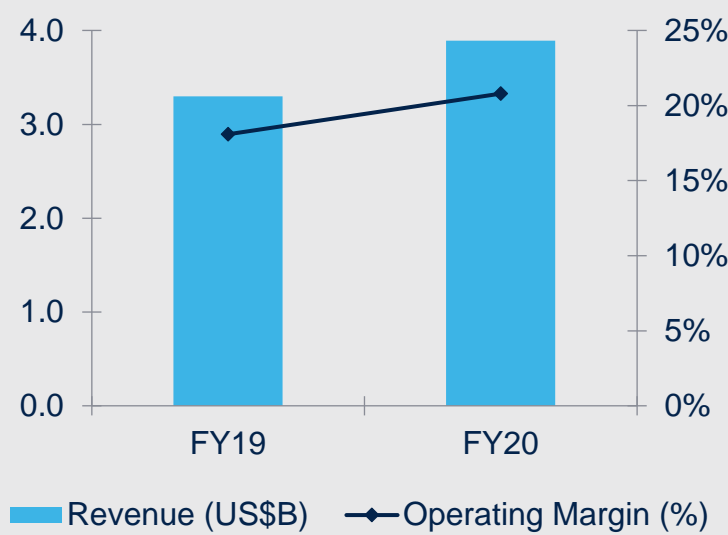
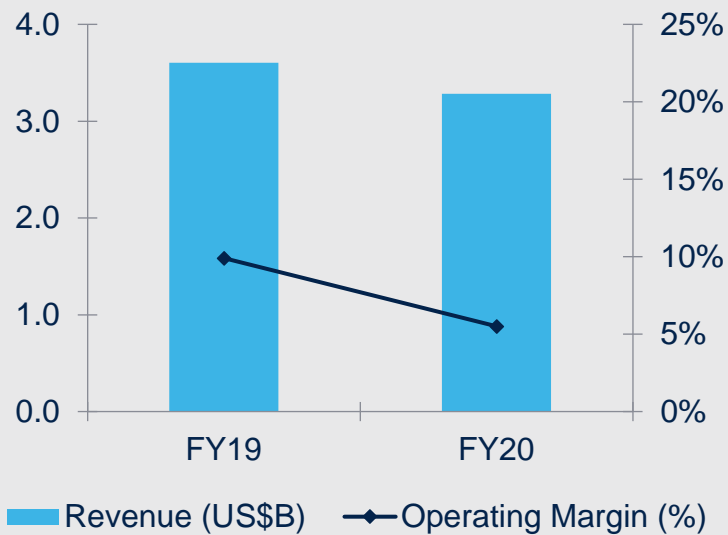
Revenues = \$3.28B  
Operating Margin = 5.5%

## Analog, MEMS & Sensors (AMS)

Revenues = \$3.89B  
Operating Margin = 20.8%

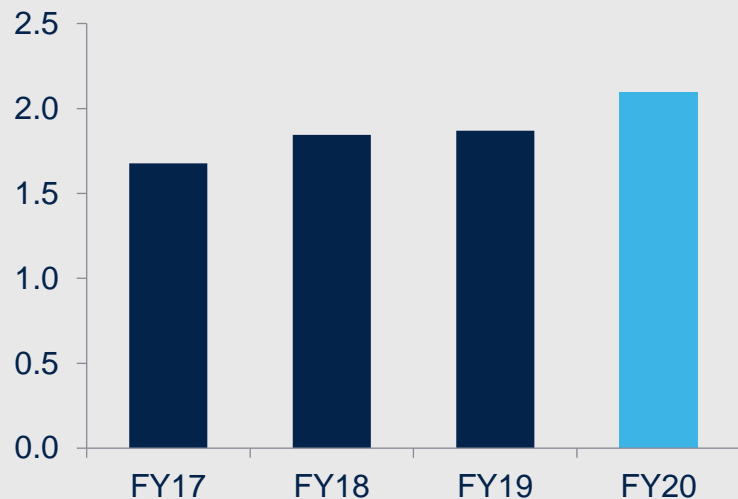
## Microcontrollers & Digital ICs (MDG)

Revenues = \$3.03B  
Operating Margin = 16.6%

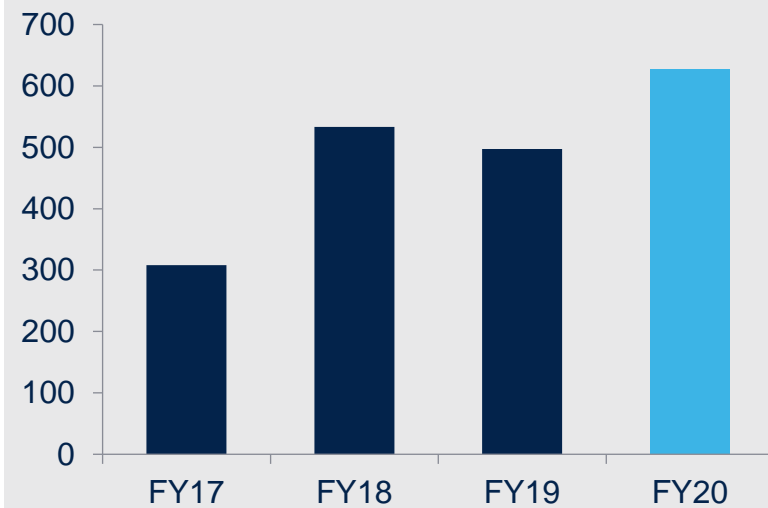


# FY 2020 Financial flexibility

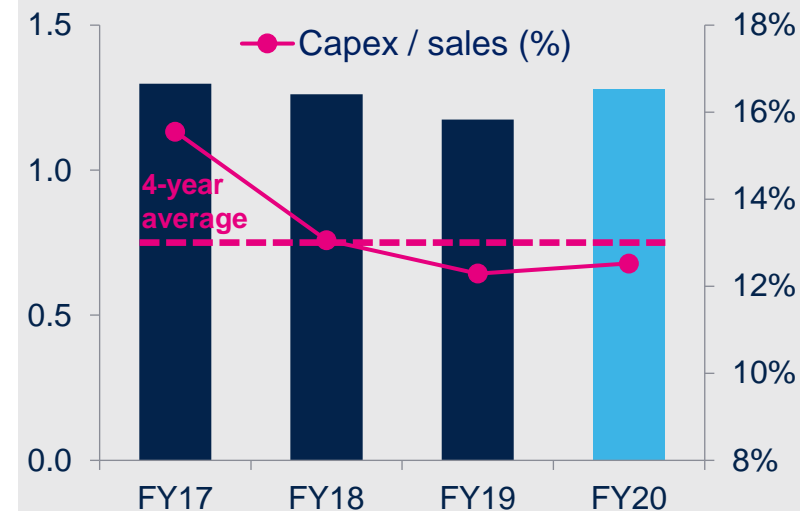
## Net Cash From Operating Activities = \$2.09B



## Free Cash Flow\* = \$627M



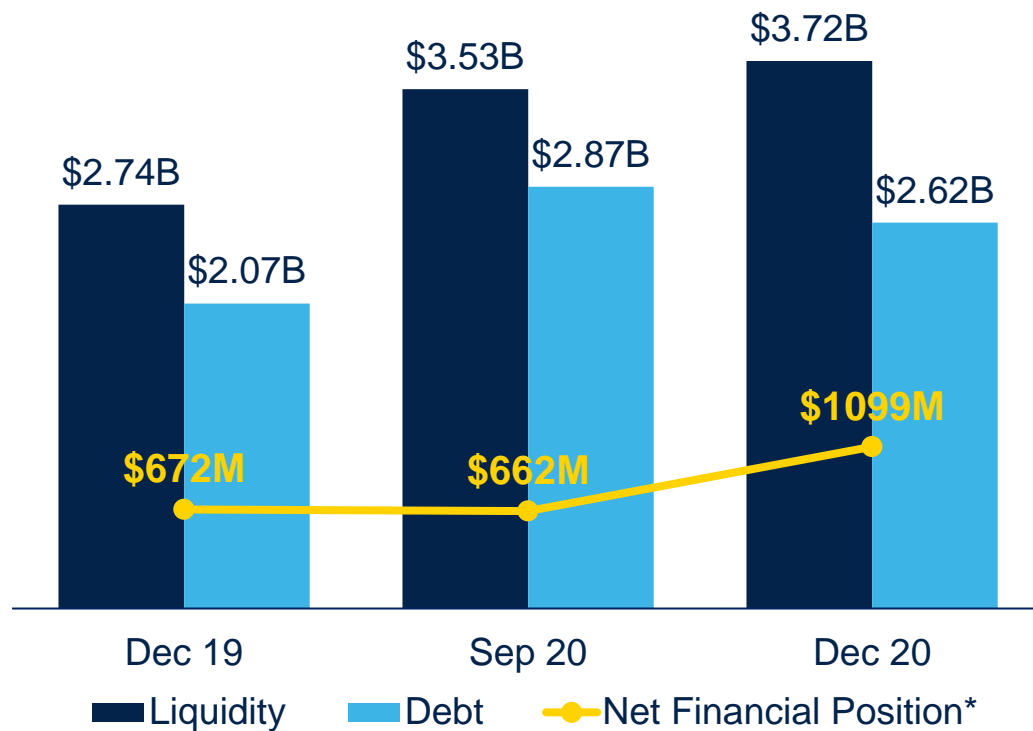
## Capex = \$1.28B



- Cash dividends paid to stockholders totaled \$168M in FY20
- Repurchase of common stock of \$125M in FY20 as part of ST's ongoing program

# Solid capital structure

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



In Q320 ST announced:

- The early redemption of the outstanding \$750M Convertible Bond due 2022.
- \$1.5B dual-tranche offering of senior unsecured convertible bond due 2025 and 2027.

ST's credit rating: investment grade with a Positive or Stable Outlook from Moody's, S&P and Fitch

# Q1 2021 Outlook

**Net revenues** are expected to be **\$2.93B**, decreasing 9.5% sequentially, plus or minus 350 basis points.

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

*This outlook is based on an assumed effective currency exchange rate of approximately \$1.20 = €1.00 for the 2021 first quarter and includes the impact of existing hedging contracts.*

*The first quarter will close on April 3, 2021.*



# FY 2021 Plan

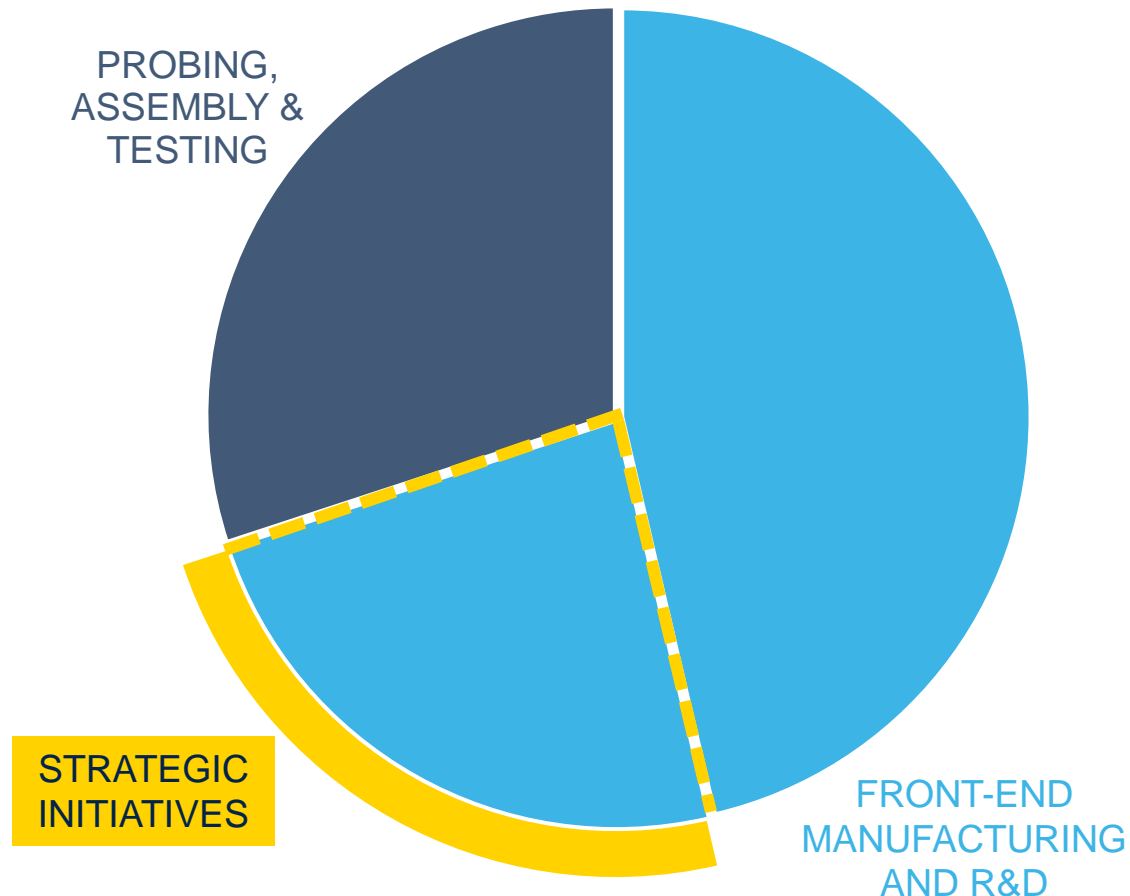
We plan for solid revenue growth, outperforming the markets we serve.

The broad, long-term trends in electronic systems that we are focused on, have accelerated during 2020 and are driving demand for our products. These trends are Smart Mobility, Power & Energy applications, and IoT & 5G.

We are facing an unprecedented market situation. Semiconductor demand is increasing across the entire industry, driven by car production volumes and replenishment of inventories across the Automotive supply chain, very lean inventory levels at distributors, and Stay-at-Home effects boosting demand of Personal Electronics and Communications products.

# FY 2021 Capital Investment

\$1.8 - \$2B CAPEX to meet the strong market demand and to advance our strategic initiatives



Investment includes the addition of capacity for our existing Crolles 300mm fab, mix evolution for our most advanced 200mm fabs, Silicon Carbide capacity expansion, support for R&D activities and maintenance of manufacturing operations.

It includes about \$400M spending for strategic initiatives:

- Continued investment in our new Agrate 300mm fab
- R&D for Gallium Nitride power technologies
- Silicon Carbide substrates

# Takeaways

## FY 2020

We returned to solid revenue growth, outperforming the markets we serve.

We maintained our profitability with an operating margin at 12.9% and net income at \$1.1B.

We strengthened our net financial position, with strong growth in operating and free cash flow.

ST demonstrated resilience during H120, and the ability to support the strong and sudden upswing in demand during H220: working alongside our customers and partners during all the different phases we had to go through, together, in 2020.

## FY 2021

We are determined to continue to make ST stronger. We are convinced that we have the right strategy and resources to do this - our balanced markets position, our focus on high growth applications, and our solid product / IP Technology portfolio. These are supported by our operating discipline and agility, now more important than ever in such a dynamic market, and by the improvement programs and transformation programs we are engaged in.

This will translate into solid revenue growth and improved financial performance.

# Appendix

# Historical financial performance

<i>In US\$M, except EPS</i>	Q119	Q219	Q319	Q419	FY19	Q120	Q220	Q320	Q420	FY20
<b>Net Revenues</b>	2,076	2,173	2,553	2,754	9,556	2,231	2,087	2,666	3,235	10,219
<b>Gross Margin</b>	39.4%	38.2%	37.9%	39.3%	38.7%	37.9%	35.0%	36.0%	38.8%	37.1%
<b>Operating Income</b>	211	196	336	460	1,203	231	106	329	657	1,323
<b>Operating Margin</b>	10.2%	9.0%	13.1%	16.7%	12.6%	10.4%	5.1%	12.3%	20.3%	12.9%
<b>Net Income – Reported</b>	178	160	302	392	1,032	192	90	242	582	1,106
<b>EPS Diluted (\$/share)</b>	0.20	0.18	0.34	0.43	1.14	0.21	0.10	0.26	0.63	1.20
<b>Free Cash Flow*</b>	(67)	(67)	170	461	497	113	28	(25)	512	627
<b>Net Financial Position*</b>	510	308	348	672	672	668	570	662	1,099	1,099
<b>Effective Exchange Rate €/\$</b>	1.16	1.14	1.14	1.12	1.14	1.11	1.10	1.13	1.16	1.13



# Appendix

- **Net financial position (non-U.S. GAAP measure)**: represents the difference between our total liquidity and our total financial debt. Our total liquidity includes cash and cash equivalents, marketable securities, restricted cash and short-term deposits, and our total financial debt includes short-term debt 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. 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 of (and proceeds from matured) 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 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 of (and proceeds from matured) 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. 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	Q419	FY19	Q120	Q220	Q320	Q420	FY20
Unused Capacity Charges	1	7	28	29	65	34	64	38	17	153
Impairment & Restructuring Charges	-	2	-	3	5	5	4	2	(1)	11

# Thank you

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