## adeia

INVESTOR DAY | SEPTEMBER 20, 2022

## SAFE HARBOR
























 circumstances change, except as otherwise required by securities and other applicable laws.

## AGENDA

## Adeia Overiew

Paul Davis, President and Chief Executive Officer

## Media IP Licensing

Dr. Mark Kokes, Chief Licensing Officer and General Manager, Media
Semiconductor IP Licensing
Dana Escobar, Chief Licensing Officer and General Manager, Semiconductor
Financial Overview \& Capital Allocation
Keith Jones, Chief Financial Officer

## adeia

Better Ideas.
Better Entertainment.

Adeia Overview
Paul Davis, President and Chief Executive Officer

## adeia <br> [Ah - dee - uh]

## Adeia Turns Ideas Into Innovations

Adeia turns ideas into innovations. Our name maybe new, but our roots run deep with decades of continued innovation.

We invent, develop and license innovations that advance how we live, work and play.


## Paul Davis

President and Chief Executive Officer


Dr. Mark Kokes
Chief Licensing Officer and General Manager, Media


Dana Escobar Chief Licensing Officer and General Manager, Semiconductor

## Keith Jones

Chief Financial Officer

## OVERVIEW

Leading IP Licensing business with improved visibility, customer diversification and scale

$9,500+$ patent assets


Media portfolio covering fundamental aspects of the video experience across all platforms


Semiconductor portfolio covering fundamental hybrid bonding, advanced packaging and processing technology

## ADEIA'S WINNING BUSINESS MODEL

## Long Term Customer Relationships

Our licensing professionals have built long term and trusted relationships with our customers

## Renewals

Proven track record of successful renewals with expanded relationships through portfolio growth and applicability

Best In Class Financial Results

Highly profitable financial results and well positioned to make strategic organic and inorganic investments to accelerate growth

## STRATEGY FOR Success

## Extend

Extend the adoption of Adeia's innovations and the licensing of its intellectual property across the broader entertainment and semiconductor industries

## Grow

Grow patent portfolios in size and relevance through ongoing investments that are principally focused on internal innovation, targeted acquisitions, and strategic portfolio management

## Execute

Utilize our diversified IP portfolios to drive new and improved agreements with leading entertainment, consumer electronics, and semiconductor companies

## SUSTAINABLE ADVANTAGE

40+ Years of Pioneering Innovation and Licensing Success


## AVERAGE ANNUAL REVENUE BASELINE STEP UP

Generated \$9B in Total IP
Revenue over last 20+ years


## EXPAND PATENT LICENSING PLATFORM

Adeia is well-positioned to enhance licensing value from a more diverse and broader market

## IP PLATFORM + GROWTH OPPORTUNITIES



## MEASURE OF SUCCESS

## Increase Annual Baseline Revenue <br> Build baseline revenue from $\$ 375 \mathrm{M}$ in 2022 to $\$ 500 \mathrm{M}+$ over the next 5 years

## IP Portfolio Generation

Increase patent portfolio 10+\% year over year with increased internal R\&D and strategic acquisitions

## Grow New Media and Semi Licenses

Expand number and scope of new media and semiconductor license agreements

## Adjacent Markets

Grow portfolio applicability and execute license agreement in adjacent markets

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## Media IP Licensing

Dr. Mark Kokes, Chief Licensing Officer and General Manager, Media

# THE PERVASIVENESS OF VIDEO IN MODERN LIFE 

Adeia's success in the media vertical is a direct consequence of its fundamental IP as it relates to the proliferation of video technology.

## THE METAVERSE \& IMMERSIVE MEDIA EXPERIENCES

Providing consumers the freedom to watch and interact with immersive video at any time, on any device and in any location.

## 30+ YEARS OF CUTTING-EDGE PRODUCTS AND SOLUTIONS



## ENABLING A TRULY PERSONALIZED MEDIA EXPERIENCE

Innovations that Shape How Consumers Explore, Experience, and Enhance Video


## Expand Patent Licensing Platform

Our Media patent portfolios cover many critical digital entertainment technologies...


Programming
Guide (IPG)


Digital Video
Recorder (DVR)


Over-the-Top F (OTT)


Universal
Search


Voice
interactivity


Augmented
Reality

Organic R\&D
Strategic Acquisitions

# Organic R\&D Strategic Acquisitions 



## IP PLATFORM + GROWTH OPPORTUNITIES

Leading IP Business with Customer Diversification and Scale Built for Expansion and Growth

## Growth Opportunities




## GROWING WORLDWIDE MEDIA PORTFOLIO WITH LONG LIFE



## growth

Portfolio is poised to accelerate after our corporate split, both organically and inorganically

Worldwide media \& imaging patents and applications have
6800+ increased in the last several years via both organic and inorganic growth

Jurisdictions worldwide are
50+ represented across the aggregate media \& imaging portfolio

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## Semiconductor IP Licensing

Dana Escobar, Chief Licensing Officer and General Manager

## OUR GOAL IS TO BE AN ESSENTIAL PARTNER IN THE SEMICONDUCTOR INDUSTRY

adeia

## LONG HISTORY OF DEVELOPING RELEVANT IP THROUGH SHIFTING MARKET TRENDS



## FOCUS ON <br> HYBRID <br> BONDING ("DB|") <br> \& ADVANCED PROCESSING NODES

Advanced Processing Node IP


## OUR IP PORTFOLIO IS EVOLVING TO REFLECT OUR FOCUS

All Semi Assets
(Issued and Pending)

- Direct/Hybrid Bonding
- Circuitry \& Processing
- Advanced Packaging
- Advanced Nodes



## HYBRID BONDING

A Technology Incubation Success Story

## Technology Portfolio



ZiBond ${ }^{\text {® }}$
$\rightarrow$
DBI®
블
DBI® Ultra

## Capabilities

3D Design \& Architecture Simulation
Material Characterization
Prototyping
Wafer/Die Bonding \& Processing
Reliability, Failure Analysis
Transfer to Production

## Engineers \& Lab

440 Years of experience in Semi 63\% PHD's
80\% MS+PHD's
Advanced 3D Lab

## WE ARE EXPERIENCING SIGNIFICANT MARKET PULL

Image Sensors*
~\$21B (2020); CAGR +7.2\%

Licensed

- Unlicensed
*Hybrid Bonding

DRAM*
$-\$ 94 \mathrm{~B}$ (2021); $+3.2 \%$ CAGR


NAND*
~\$67B (2021); +5.3\% CAGR


Logic*
~\$150B (2021); CAGR +7\%

Logic (Advanced Nodes)


## REVENUE GENERATION

We Succeed When
Our Partners Succeed

Patent Licensing
~ 2,700 Patent Assets

Technology Transfer
Customized Program Offering

## Hybrid Bonding IP



## Advance Process Node IP



## Advance Packaging


2.5D, 3D, Through semiconductor via (TSV)

## LOOKING FORWARD

Our long-term goal is to create a sustainable annual revenue base in excess of $\$ 100 \mathrm{M}$


Promoting our technology within the industry through continued participation in the semiconductor community


Advancing the adoption of our technology by teaching our trusted partners how to implement our solutions


Expanding our presence in our target markets by increasing our number of partners and offering innovative solutions

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## Financial Overview

Keith Jones, Chief Financial Officer

## VALUE PROPOSITION

## Foundation Driven by Strong Patent Portfolio and Technology Offerings

9,500+ patent assets provide both depth and breadth to our licensing base

Long and impressive history of successfully monetizing our portfolio

Ongoing Innovation and Capitalization of Market Trends Drive Growth

Ongoing innovations drive growth in targeted markets

Proliferation of media is expanding rapidly

Semiconductor industry is challenged to keep up with Moore's law

Focused Capital Allocation Outlook to Maximize Shareholder Value

Best in class operating margins
Capital allocation strategy focused on driving future growth

Expand IP portfolio through strategic opportunities

## IP PLATFORM + GROWTH OPPORTUNITIES

## Growth Opportunities

| Large <br> Growing <br> Addressable <br> Market in New <br> Media | Remaining <br> Unlicensed | Canadian <br> PayTV Operators <br> Industry Trend | Toward Use of Hybrid <br> Bonding for Memory <br> And Logic Chips <br> Video Proliferation |
| :--- | :--- | :--- | :--- |

## SIGNIFICANT OPPORTUNITY IN NEW MEDIA



## REVENUE PERFORMANCE

Our revenue recognition profile is captured in the following categories:

- Fixed-fee Media IP licensing
- Fixed-fee or minimum guarantee Semiconductor IP Licensing
- Per-unit or per-subscriber IP royalty licenses Our licenses are multi-year agreement with an average license term of over 5 years The duration of the license terms provide a solid recurring revenue stream



# PATHWAY TO \$500M BASELINE REVENUE 



## BEST-IN-CLASS OPERATING MARGIN

Adeia vs. Best-In-Class Tech Companies


Source: Capital IQ.
Note: Reflects the latest annual period for the 30 highest operating margin companies in the Information Technology sector. 1) Assuming $\$ 375$ Baseline revenue and run-rate OpEx.


## INVESTMENT PRIORITIES FOCUSED ON TOP-LINE GROWTH

## Long Term Outlook

Overall Non-GAAP Operating Expenses expected to increase ~6-8\% (FY'22-'26 CAGR)

Growth primarily driven by R\&D; planning for $\sim 10 \%+$ annual increase in innovation-focused investment

Modest growth ( $\sim 2-3 \%$ ) anticipated for SG\&A
Litigation remains highly variable, preliminary outlook allows for increases in line to historical norms

## CAPITAL ALLOCATION STRATEGY

Disciplined Capital Allocation Strategy Drives Long Term Revenue Growth and Shareholder Value

## Organic Investment

Expand IP portfolio through continued innovation

## Strengthening Our Balance Sheet

## Proactively paydown term loan to manage leverage ratios

## Return Of Capital To Shareholders

Utilization of dividend payments and share repurchase programs

## Strategic Acquisitions

Pursue opportunities that are complementary to our core strategy

## CAPITAL STRUCTURE

At separation, Adeia will have \$75-\$100M in cash and will assume the term loan balance of $\sim \$ 760 \mathrm{M}$

Actively managing the loan and leverage ratios will continue to be a priority

Significant provisions of the loan:
-Term - 7 years (issued June '21 matures June '28)
-Rating - Ba3 / BB (no changes since issuance)
-Rate - 1-month LIBOR + 350 basis points

- Other mandatory payments and excess cash flow provisions



## FINANCIAL OUTLOOK

## Revenue** <br> \$425-450 M <br> 6\% * CAGR <br> Mid-to-high <br> 60\% <br> Non-GAAP Operating Margin** <br> Mid 60\% <br> E 0 0 0 0 0



* 6\% CAGR calculated from FY2021 Revenue
** Adeia on a standalone basis


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