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Q2 Investor Presentation

B. Riley Securities 25th Annual Investor Conference

May 21, 2025

Craig-Hallum 22nd Annual Institutional Investor Conference

May 28, 2025

TD Cowen 53rd Annual Technology, Media & Telecom Conference

May 29, 2025

SkyWater Technology Forward-Looking Statements

This presentation and the accompanying oral presentation, including answers to questions, contains “forward-looking” statements within the meaning of the Private Securities Litigation Reform Act of 1995, including statements that are based on SkyWater Technology, Inc.'s ("SkyWater", the "Company", "we", "us", or "our") current expectations or forecasts of future events, rather than past, events and outcomes, and such statements are not guarantees of future performance. Forward-looking statements include all statements other than statements of historical fact contained in this presentation, including information or predictions concerning the Company's future business, results of operations, financial performance, plans and objectives, competitive position, market trends, and potential growth and market opportunities. In some cases, forward-looking statements can be identified by words such as “intends,” “estimates,” “predicts,” “potential,” “continues,” “anticipates,” “plans,” “expects,” “believes,” “should,” “could,” “may,” “will,” “targets,” “projects,” “seeks” or the negative of these terms or other comparable terminology.

Forward-looking statements are subject to risks, uncertainties and assumptions, which may cause the Company's actual results, performance or achievements to be materially different from those expressed or implied by such forward-looking statements. Key factors that could cause the Company's actual results to be different than expected or anticipated include, but are not limited to: our goals and strategies; our future business development, financial condition and results of operations; our ability to continue operating our fabrication facilities at full capacity; our ability to appropriately respond to changing technologies on a timely and cost-effective basis; our customer relationships and our ability to retain and expand our customer relationships; our ability to accurately predict our future revenues for the purpose of appropriately budgeting and adjusting our expenses; our expectations regarding dependence on our largest customers; our ability to diversify our customer base and develop relationships in new markets; the performance and reliability of our third-party suppliers and manufacturers; our ability to procure tools, materials, and chemicals; our ability to control costs, including our operating and capital expenses; the size and growth potential of the markets for our solutions, and our ability to serve and expand our presence in those markets; the level of demand in our customers' end-markets; our ability to attract, train and retain key qualified personnel in a competitive labor market; adverse litigation judgments, settlements or other litigation-related costs; changes in trade policies, including the imposition of tariffs; our ability to raise additional capital or financing; our ability to accurately forecast demand; changes in local, regional, national and international economic or political conditions, including those resulting from rising inflation and interest rates, a recession, or intensified international hostilities; the level and timing of U.S. government program funding; our ability to maintain compliance with certain U.S. government contracting requirements; regulatory developments in the United States and foreign countries; our ability to protect our intellectual property rights; our ability to meet our long-term growth targets; and other factors discussed in Item 1A. “Risk Factors” for our Annual Report on Form 10-K for the fiscal year ended December 29, 2024 filed with the SEC on March 14, 2025 and in other documents that the Company files with the SEC, which are available at <http://www.sec.gov>. The Company assumes no obligation to update any forward-looking statements, which speak only as of the date of this presentation.

Definitions

- "ATS development revenue" represents GAAP revenue primarily derived from process development services, tool installation and qualification services, facility and tool access, and security services.
- "Tools revenue" represents GAAP revenue primarily derived from the procurement and subsequent sale of equipment to our customers. While this equipment is owned by our customers, the equipment is retained in one of our fabs and is used to complete ATS customer programs.



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America's Foundry at a Glance

\$342M

Revenue
(Fiscal 2024)

SKYT

Traded on NASDAQ
since 2021

>\$350M

CapEx Funding
Co-Investment
(expected for 2020-2026)

**Quality
Certified**

- IATF16949
(Auto)
- AS9100
(Aero/Aviation)
- ISO 9001
- ISO 4001
- ISO 13485
(Medical)
- DMEA Cat 1A
Trusted



ATS Business
4-Year Revenue
CAGR

Front-end Wafer
Processing



IFX Fab 25
Acquisition
Announced
Feb 2025

Advanced
Packaging



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SkyWater Opportunity

Domestic semiconductor trends and next-generation technologies fuel growth



PORTFOLIO

“Tech ETF” - unique exposure to diverse emerging technologies



HIGH OPERATING LEVERAGE BUSINESS MODEL

USG and customer investment model enables high capital leverage



MARGIN EXPANSION

Demonstrated financial model with roadmap to significant margin expansion



GROWTH

High-growth end markets amidst historic demand for semiconductors and on-shore supply



UNIQUE TECH FOUNDRY MODEL

In-demand technology services point to continued growth in future revenue profile



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Chip Technologies



Mixed-Signal
CMOS



Rad-Hard



MEMS



Superconducting



Photonics

**CONNECTED DEVICES, SENSORS
& SENSOR INTEGRATION**

Flexible Solutions
for Commercial
& Defense

Leading Strategic
Rad-Hard Solutions

Microfluidics
Microbolometers

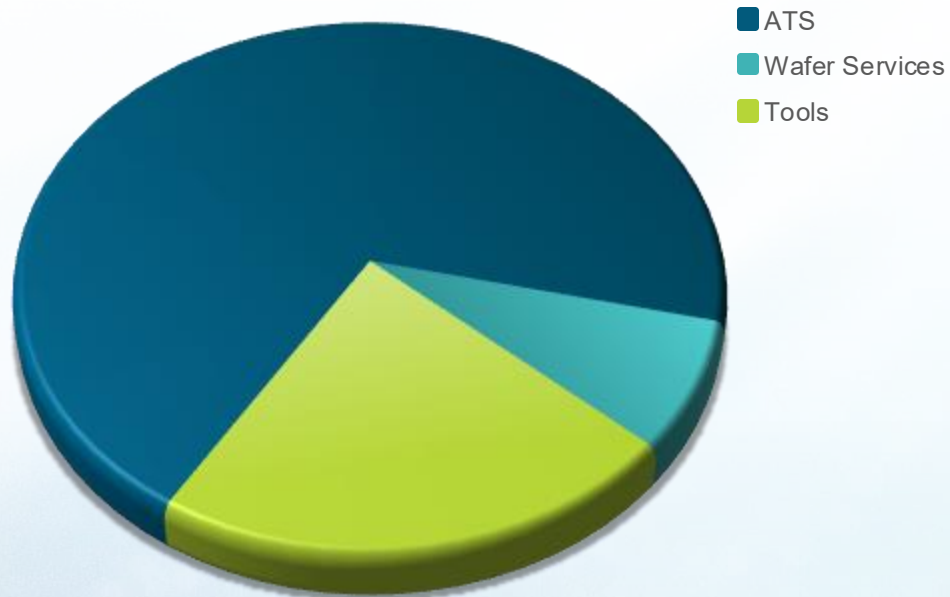
**ADVANCED COMPUTING
& ARTIFICIAL INTELLIGENCE**

Foundry service
provider for quantum
and supercomputing
applications

Capabilities for
passive photonic
device integration

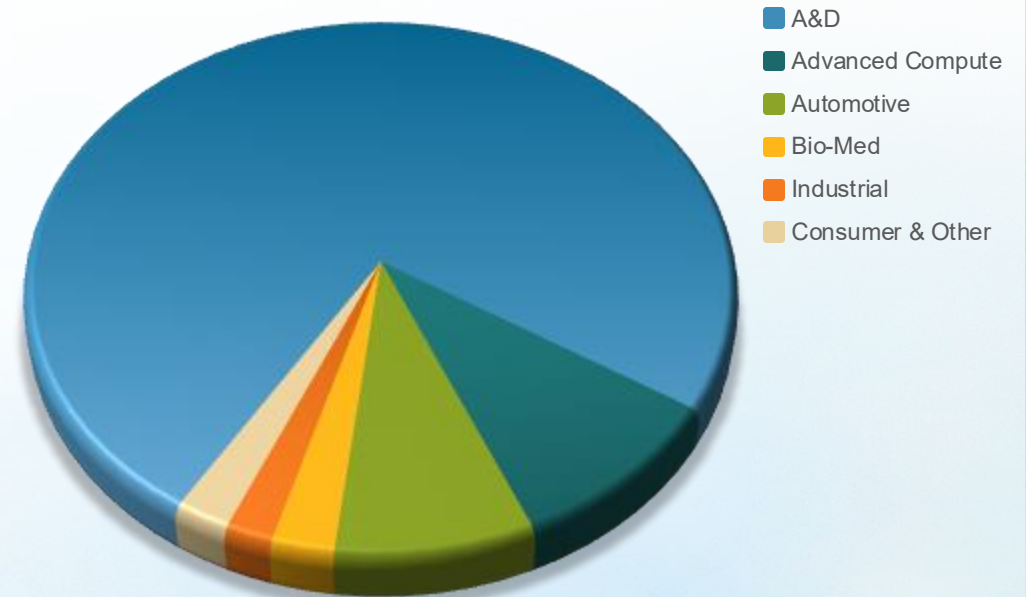
2024 Revenue Drivers

SkyWater Revenue Mix



- Total revenue up 19% YoY
- Strong 13% growth in ATS revenue
- Wafer Services revenue declined YoY
- Record Year for Tools revenue (Customer-Funded CapEx Co-Investment)

SkyWater End Market Mix*



- Revenue strength driven primarily by A&D
- Advanced Compute now #2 end market
 - >90% Driven by Quantum

Q1 Results Demonstrate Strong Demand for ThermaView Platform

Capturing Growth in the \$9B Thermal Imaging Market

- Over half of Q1 Wafer Services revenue from new products, including ThermaView sales to two leading U.S. defense prime customers
- First category-specific brand highlights SkyWater's leadership supplying read-out ICs and microbolometer solutions for thermal imaging
- Addressing a \$9B market opportunity projected by 2027*
- Solutions for defense, industrial, and medical sectors
- Strengthens engagement with top-tier customers and defense primes
- Positioned to drive long-term growth in Wafer Services revenue

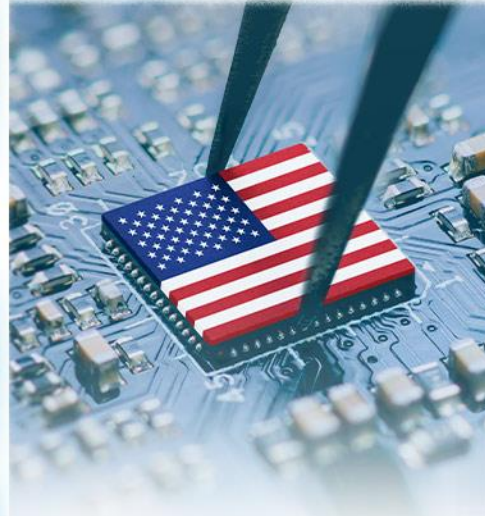


* Yole Intelligence

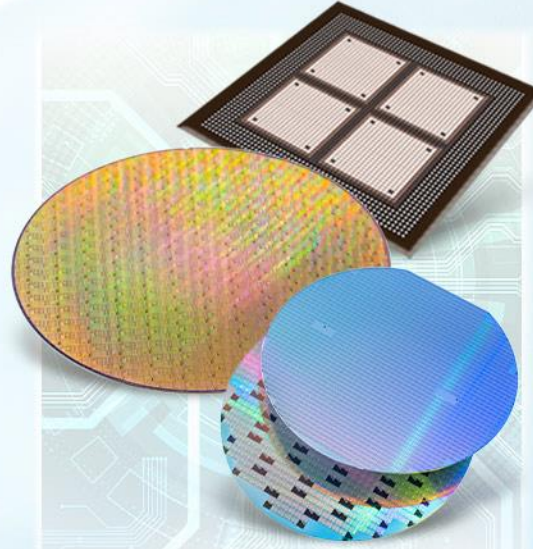
Vision for U.S. Semiconductor Sovereignty



Increase **capacity** at both advanced and foundational nodes



Revive **domestic packaging and test** capabilities for heterogeneous integration



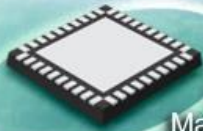
Incorporate **diverse manufacturing formats** (200mm, 300mm, panel-based)



Build resilient and secure **US-based semiconductor supply chains**

Fab 25: Positioned to Address Critical Market Needs

Technology Capabilities



Power Management



Sensors & High-Voltage



Analog & Mixed-Signal ICs



RF & MEMS

FAB 25



Immediate Revenue & Positive Cash Flow (\$1B+ agreement)



US-based Secure Supply Chain



Flexible & scalable manufacturing

Strategic Advantages



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Market Needs



Medical Devices



Defense & Aerospace



Industrial Automation

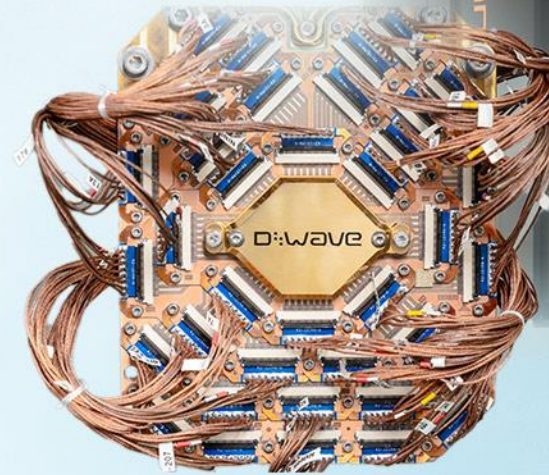


Automotive (Autonomous & EV)

Enabling the Quantum Revolution

SkyWater's Advanced Manufacturing

D-Wave, in partnership with SkyWater, has achieved a historic milestone by demonstrating quantum supremacy in simulation, validating the power of annealing quantum computing for real-world problems.



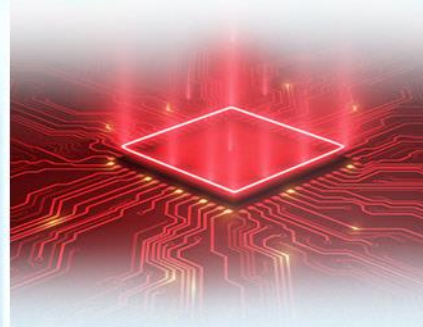
What Sets SkyWater Apart?



Custom
Technology
Development



Niobium-Based
Superconducting
Materials



High-Performance
Waveguide &
Photonics Structures



US-Based
Manufacturing



Collaborative
Approach



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Current Business Outlook

- Our ATS business continues to face challenges from prolonged U.S. federal budget negotiations, delaying the timing of key program funding for our A&D customers into the second half of the year.
- Based on today's visibility, we remain confident that increased program funding will drive solid ATS growth beginning in Q3. We also expect our Advanced Packaging platform development ramp in Florida will further contribute to ATS revenue, adding additional momentum to the second half.
- Given our current visibility and customer commitments to 2H-25 funding, we are maintaining our full-year revenue guidance range of 5% percent revenue growth for our combined ATS and Wafer Services business (+/- 2%) for fiscal 2025, compared to fiscal 2024.
- Due to federal budget funding delays, the year will be more back-half weighted than originally forecast. We believe we will achieve year-over-year growth in both ATS and Wafer Services in 2025.
- For Q2 specifically, we expect total revenues in the range of \$55 to \$60 million. We expect ATS revenues in the \$49 to \$53 million range, Wafer Services revenues between \$5 and \$6 million, and Tools revenue just under \$1 million.
- We expect a stronger second half of 2025, with significant sequential revenue growth expected for both Q3 and Q4. SkyWater continues to aim for profitable results and slightly positive EPS for the year.

* As of May 7, 2025 earnings call



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TaaS Business Model and Market Drivers

We streamline the concept to production journey.

TECHNOLOGY AS A SERVICE (TaaS)

ADVANCED TECHNOLOGY SERVICES



WAFER SERVICES

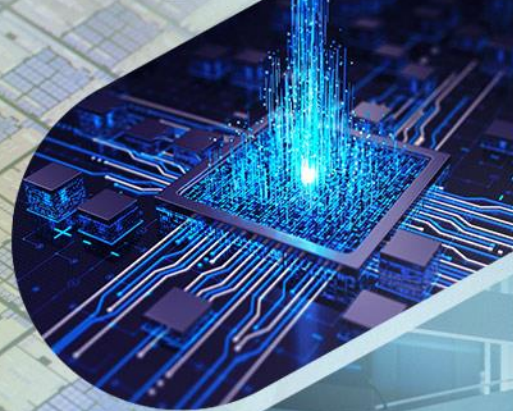
Enable co-creation of differentiated solutions which are the unique expression of the combined customer/SkyWater multi-disciplinary technology teams.

Supply customers with ICs and microdevices for commercial or mission ready products.



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TaaS: Concept to Production Services



CONCEPT &
FEASIBILITY

Advanced Technology
Services (ATS)

TECHNOLOGY
DEMONSTRATION

Wafer
Services

PROCESS
DEVELOPMENT

DEVICE
DESIGN

Technology
as a Service:

- ✓ Efficient R&D
- ✓ Accelerated Time-to-Market
- ✓ Volume Manufacturing

DEVICE
QUALIFICATION

VOLUME
MANUFACTURING



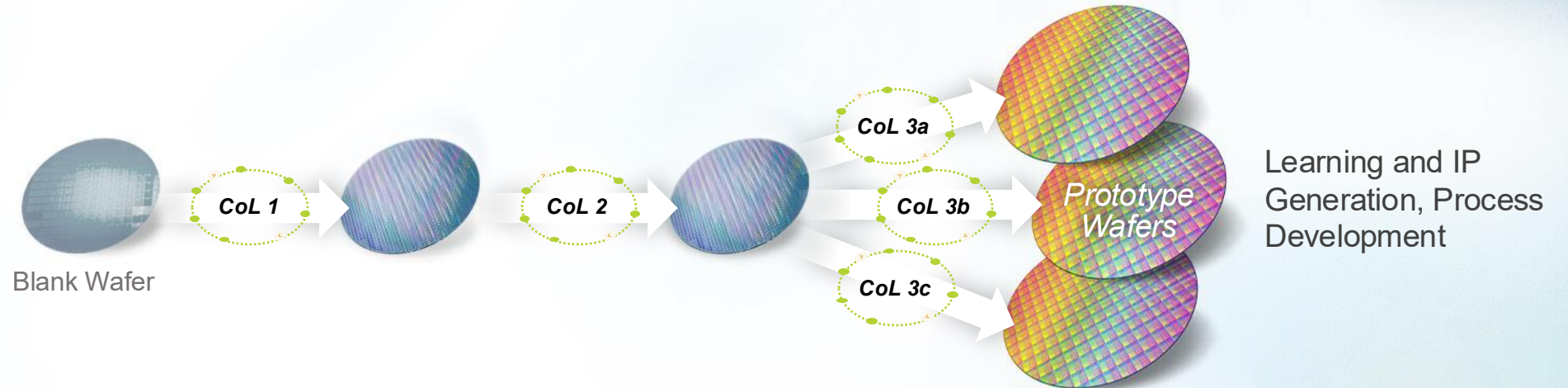
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Life of a SkyWater Wafer

Cycles of learning through Advanced Technology Services (ATS) development enable customers to demonstrate and scale new ideas

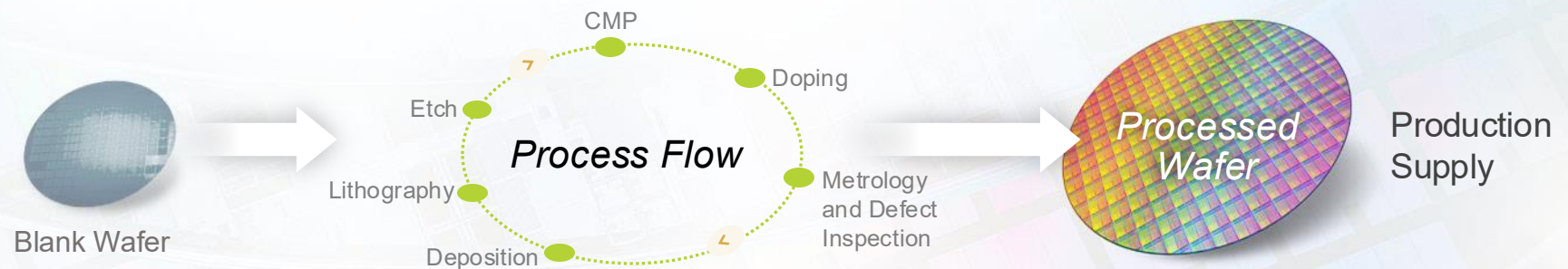
ATS

Value is created through **Cycles of Learning (CoL)**; end state product may emerge midway through process



WAFER SERVICES

Wafers are processed to completion through qualified manufacturing flow



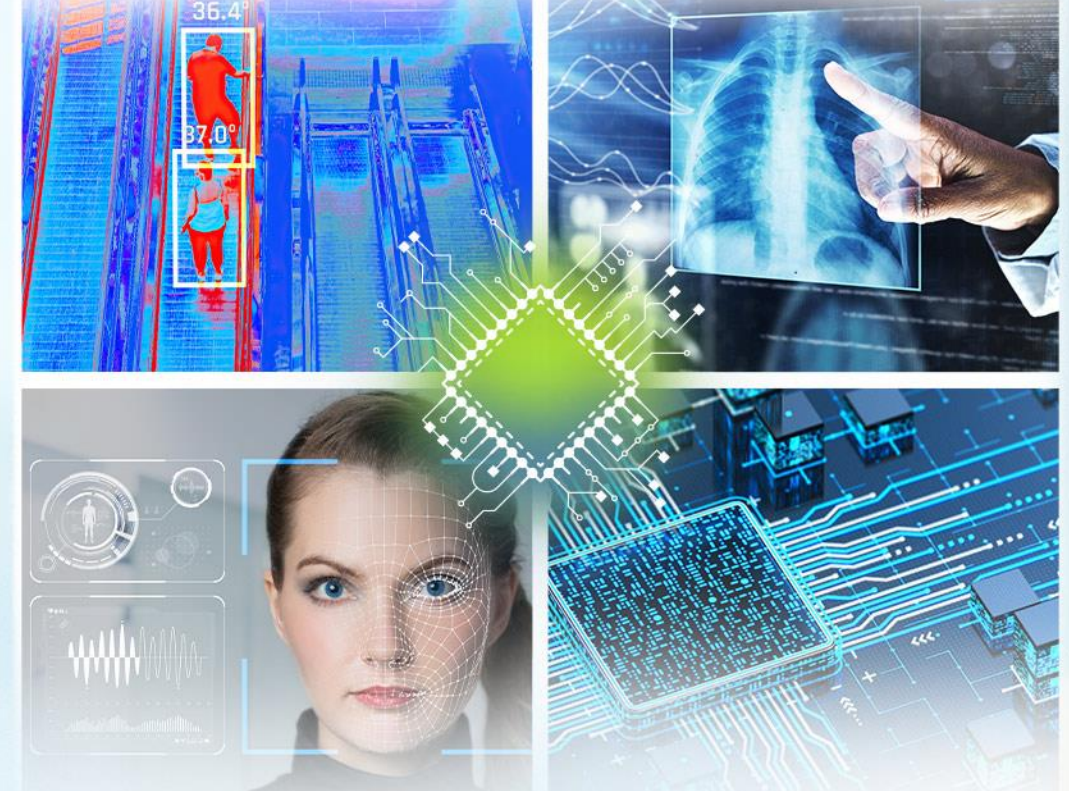
Macro Trends Driving SkyWater's Business

AEROSPACE & DEFENSE MARKET



- Rising semiconductor content
- Onshore supply

COMMERCIAL MARKETS



- More than Moore innovation
- Next-gen Biomed, Advanced Compute, Industrial

A&D Growth Drivers

Thermal Imaging



CATEGORY DRIVERS

- Expanded use cases for infrared cameras
- Transition to higher resolution and dynamic range camera systems

TARGET APPLICATIONS:

Thermal Imaging for

- Guided weapons
- Night vision systems
- Remote sensing
- Early threat detection

High Reliability CMOS



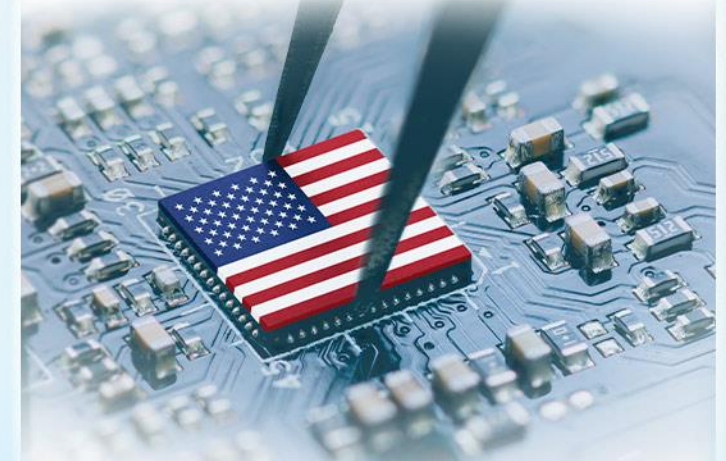
CATEGORY DRIVERS

- Nuclear refresh
- Commercialization of space
- Hardened mission system across categories

TARGET APPLICATIONS:

- FPGAs for avionic systems
- ASICs for hardened embedded electronics

Trusted/Secure Technology



CATEGORY DRIVERS

- Assured domestic supply
- Technology innovation
- Security protocol to meet Trusted and Secure requirements

TARGET APPLICATIONS:

- Various mission systems

Targeting High-Potential Commercial Markets

NEXT-GENERATION MEDICAL



CATEGORY DRIVERS

- Increasing societal healthcare expenditure rates
- Rise of preventive/individualized medicine and early detection

TARGET APPLICATIONS:

BioMEMS for

- Lab-on-Chip for Point of Care
- Genetic/Protein Sequencing
- Assay Development
- Drug Discovery

ADVANCED COMPUTE



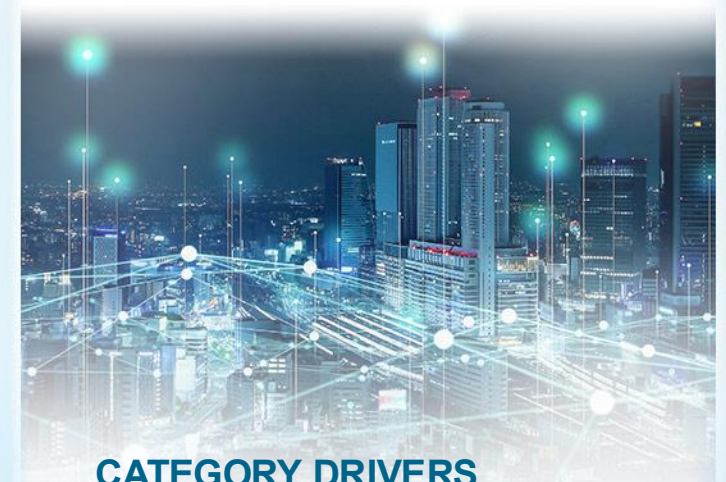
CATEGORY DRIVERS

- Accelerating AI adoption
- Rise of chiplet technology
- Quantum computing architectures enabling new computing applications

TARGET APPLICATIONS:

- 2.5/3D assembly for AI cores
- Photonic quantum computing chips
- Superconducting Qubits

INDUSTRIAL



CATEGORY DRIVERS

- Sensorization of everything
- Edge computing

TARGET APPLICATIONS:

- Thermal imaging systems
- CMOS + X (smart sensors)

Meeting Demand for Innovation and Trusted Supply

CUSTOMIZING EXISTING TECHNOLOGY

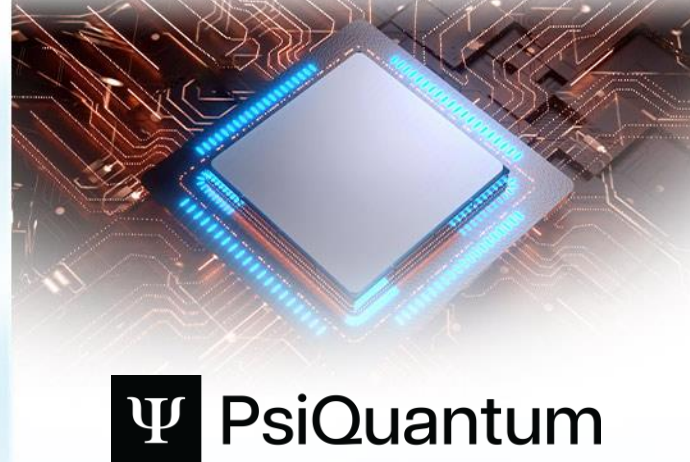


END MARKET:
AI-enabled sensors

WHY SkyWater WINS:

- Advanced process development suite
- S90LN platform success
- Hybrid Technology Solutions

ENABLING DEVELOPMENT OF AN ENTIRELY CUSTOM TECHNOLOGY



END MARKET:
Quantum Computing

WHY SkyWater WINS:

- 200 mm photonics capabilities
- domestic fabs with proven manufacturing capability
- Flexibility and speed to new innovation

PROVIDING TRUSTED SUPPLY

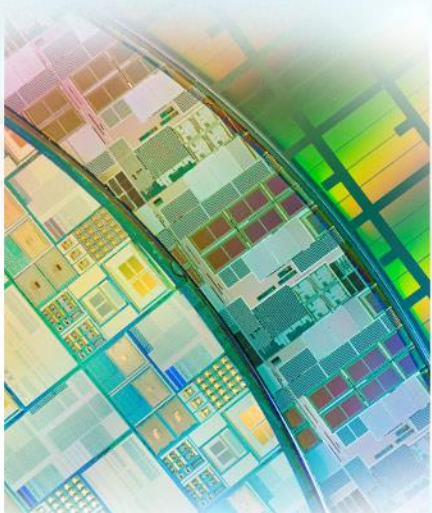


END MARKET:
Secure A&D

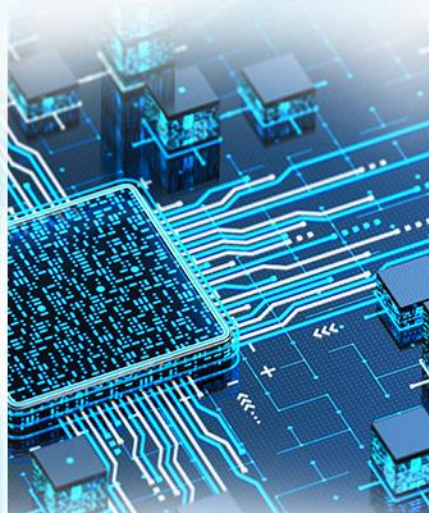
WHY SkyWater WINS:

- US-based fab & technology facilities
- Quality focused production infrastructure
- DMEA Cat 1A Trusted

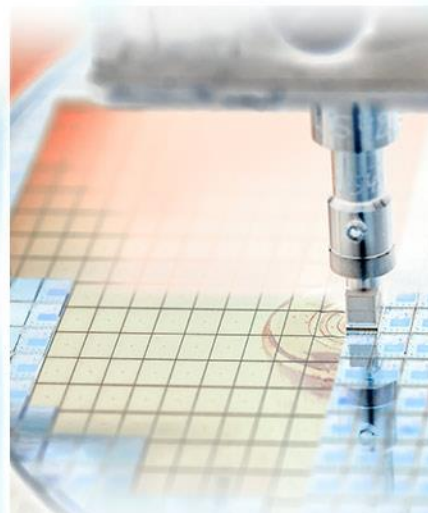
Advanced Packaging Business to Begin Ramp in 2025



Fan-Out Wafer-Level Packaging



Si Interposer



Hybrid Wafer Bonding

AI PROCESSORS, HETEROGENOUS SYSTEMS,
HIGH-DENSITY MODULES

State-of-art density for advanced multi-die 2.5D and 3D packages

Chiplet integration platform for high density and performance of 2.5D and 3D wafer level packages

Wafer-wafer direct Cu interconnect bonding for extremely high density chiplet routing

- \$120M in DOD program funding for 300mm wafer fan-out initiative
 - Funding allocated to tool purchases, process development and integration
 - Expected first ATS revenues in 2H-FY25 as tools are qualified
- Support for development and manufacturing
- Targeting on-shore Advanced Packaging for Defense Industrial Base, High-Performance Compute and AI Processors

Benefits of Customer-Funded CapEx Model

CO-INVESTMENT YIELDS MULTIPLE BENEFITS

- Creates high-value and unique capabilities
 - State-of-the-art 200mm lithography
 - 300mm Fan-Out Wafer Level Packaging
 - Atomic layer deposition (ALD)
 - Cu Interconnect (BEOL)
- Enables facility improvements and capacity expansion with minimal company CapEx
- Fosters deep customer partnerships
- Strengthens flow-through and earnings leverage via reduced ongoing fixed costs

We believe SkyWater is the beneficiary of a greater amount of outside co-investment, relative to our size, than any other participant in the domestic semiconductor ecosystem.

MULTI-YEAR PERIOD OF ELEVATED CO-INVESTMENT

Customer-Funded CapEx

Tool funding incorporated in contract awards through 2024	\$ 76
Tools revenue recognized 2020-2024	121
Tools revenue expectations 2025-2026	~125
Expected total funding from 2020 to 2026 *	~\$322

* Incorporates portion of tools within recently-announced \$120 million award for Florida

Potential Additional Outside Funding Announced December 2024

Up to \$16 million through the
CHIPS for America Program

\$19 million through the
Minnesota Forward Fund

BENEFITS:

30% increase in capacity

70 new jobs

Facility modernization

Total outside CapEx co-Investment of >\$350 million



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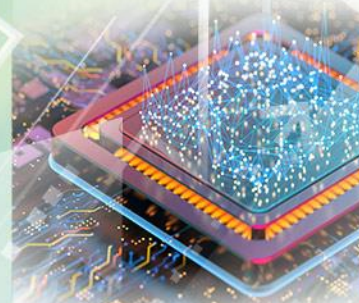
Significant Growth Opportunities



Diversify
Customer Base



Grow Advanced
Technology
Services



Expand Markets:
Advanced
Packaging
& Other High
Growth



Co-Develop
Next-Generation
Technologies



Create
Unique IP



Expand Capacity
and Pursue M&A
Opportunities



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SkyWater Acquisition of Infineon's Austin Fab 25

SkyWater Acquisition of Infineon's Austin Fab 25

Announced February 26, 2025

- SkyWater to acquire fab for \$110M
 - \$80M purchase price + assumption of \$30M in working capital
 - Of the \$80M purchase price, \$55M is paid at closing
 - \$25M deferred to year four
- Strategic partnership with Infineon with multi-year supply agreement
- Expected to add ~\$300M of revenue annually
 - Generating incremental positive Free Cash Flow with strong adjusted EBITDA margin
- Strengthens position in large auto and industrial, PMIC markets
- Adds capacity to address larger programs, onshoring opportunity and enhance ATS

Aerial view of Infineon's Fab 25 facility in Austin, TX



A New Milestone in SkyWater's Leadership for U.S.-Based Semiconductors

2017

SkyWater creates first U.S.-investor owned pure-play foundry

SkyWater secures first DMEA Trusted Accreditation

2019

\$170M award from DOD for creating Trusted rad-hard foundry offering

2021

Expansion with acquisition of FL advanced packaging operation

2021

SKYT begins trading on NASDAQ; \$112M proceeds

2024

\$120M program funded by DOD for 300mm fan out packaging line

Externally-funded CapEx co-investment grows to >\$350M

2025

Acquisition of IFX Fab 25 +\$300M Revenue

Addition of 65nm, Cu interconnect at scale, high-voltage process



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Positions SkyWater to Meet Long-Term Demand for U.S.-Sourced Foundational Semiconductors

TECHNOLOGY ADDITIONS

- High-voltage mixed-signal technology
- At-scale Cu Interconnect (BEOL)
- eNVM
- High volume manufacturing infrastructure for 65nm

APPLICATIONS

- High-voltage and mixed-signal ASICs
- Power Management ICs

MARKETS

- Industrial Controls & Automation
- Automotive
- Aerospace & Defense

New
Capabilities
Expand SkyWater
SAM by > **\$3B***

*Strengthening our financial
foundation by providing meaningful
and stable incremental free cash
flow and Adjusted EBITDA*

Transaction Transforms SkyWater's Profile



\$300M+

Incremental annual revenue for a new expected total of >\$600M



**Expands SAM
by >\$3B***



Balances

Wafer Services
revenue mix



+1000

U.S.-based employees
for a total of ~1750



Positions **SkyWater** as
Leader in
U.S. 200mm
Foundry Services



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Domestic Semiconductor Tailwinds

Industry driven demand for onshoring & supply chain diversity

U.S. Government Support for Onshore Semiconductor Production

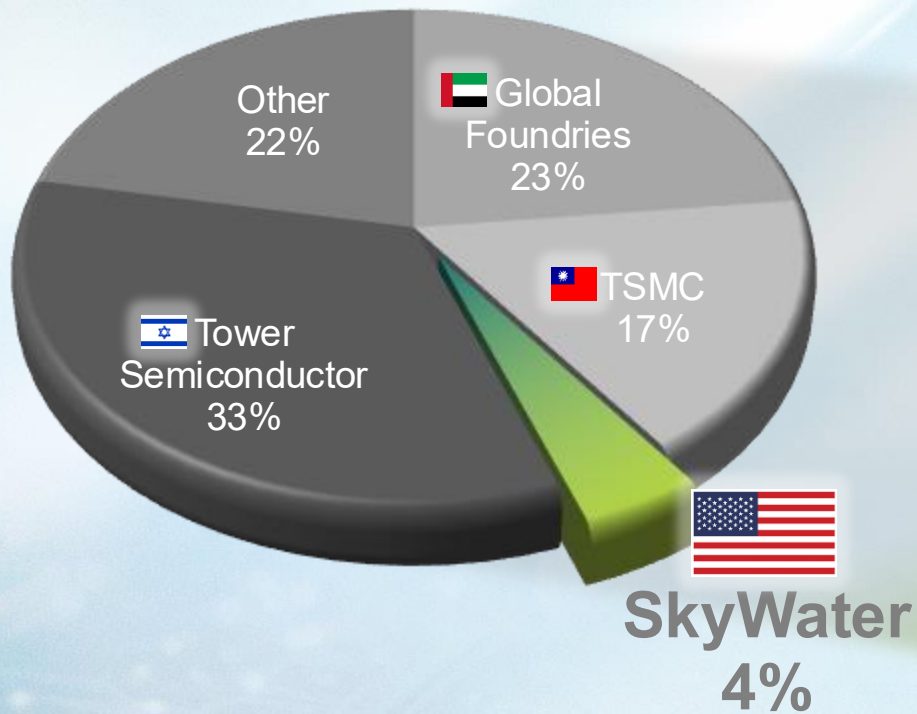
Expanding Foundry Offerings for Aerospace & Defense

Continuing domestic fab-lite IDM trend creating additional foundry opportunity

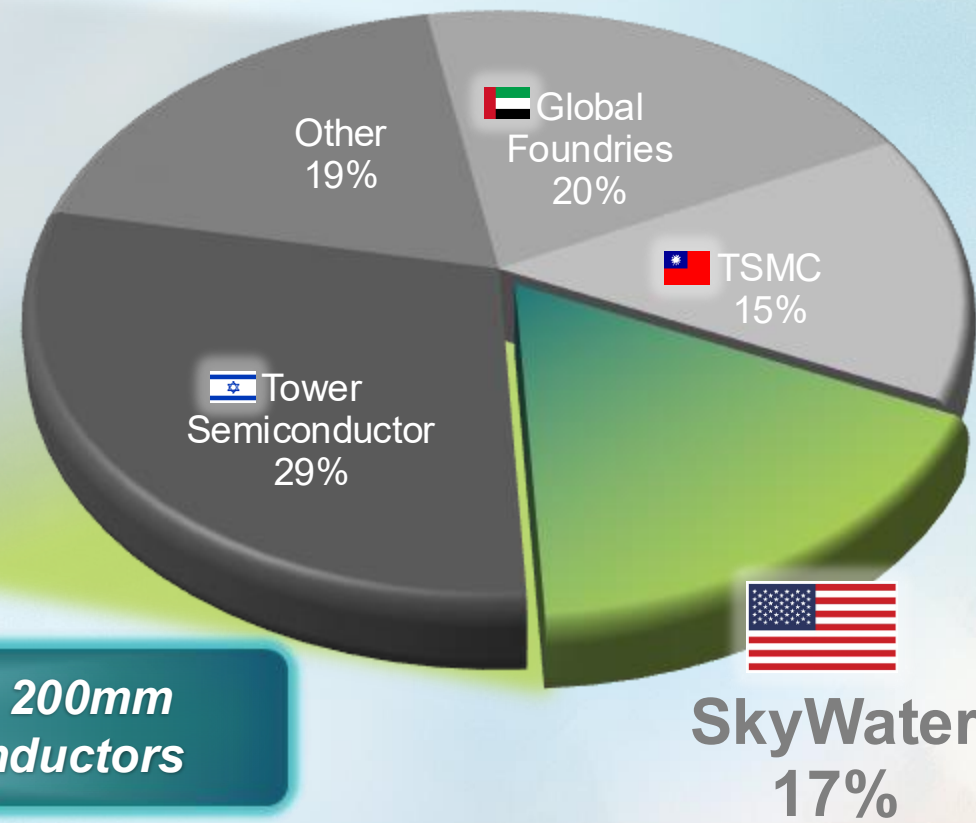
Transaction Expands SkyWater Share of 200mm U.S. Foundry Capacity for Foundational Nodes

Foundational Nodes
 $\geq 65\text{nm}$

Capacity Pre-Transaction



Capacity Post-Transaction



Acquisition adds ~400k wafer/year capacity to the 200mm U.S. foundry supply base for foundational semiconductors

Long View for 200mm Foundry Services in the U.S. is Strong

- **Strong demand** in industrial, automotive, and defense
- **Edge AI & IoT growth** driving analog, power, and RF needs
- **Reshoring & supply** chain security boosting U.S. production
- **200mm remains cost-effective** for specialized, high-mix production
- **Custom technologies** enabling differentiated market solutions
- **Supports long-term Gross Margin** target exceeding 30%

“We believe **F25** in Austin is the most capable 200mm fab in the western hemisphere, perfectly suited to meet long-term foundry demand we see for foundational semiconductors.”

Thomas Sonderman
SkyWater CEO



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Fab 25 Financial Impact

Strong Revenue, Adjusted EBITDA, FCF Contribution

	SkyWater Fiscal 2024 Actual Results	SkyWater Fiscal 2025 Prelim. Outlook (at Midpt)	Fab 25 Expected Annual P&L Contribution	Illustrative Combined P&L Results
Combined ATS development + WS revenue	\$266M	+5% growth	~\$300M	>\$575M
Tools revenue	\$ 77M	~\$30M		
Total revenue	\$342M	~\$310M	~\$300M	>\$600M
Non-GAAP gross profit	\$72M	~\$78M	~\$15M <i>(cash gross profit ~\$40M)</i>	>\$90M
Non-GAAP gross margin (%)	21%	~25%	~5% reported <i>(incl. \$24M purch acctg depr)</i>	Mid-teens %
Tools impact	480bp	~300bp		~100bp
ATS+WS GM% (non-GAAP)	26%	~28%		Mid-teens %
Non-GAAP operating expenses	\$56M	~\$63M	~\$16M	~\$80M
Interest/taxes/income from NCI	\$13M	Similar to 2024	~\$10M <i>(reflects new debt)</i>	~\$23M
Net income	\$ 3M	Slightly Positive	~\$(11)M	Modest reported loss
Adjusted EBITDA	\$ 34M	>10% of Revenue	~10% of Revenue	>10% of Revenue

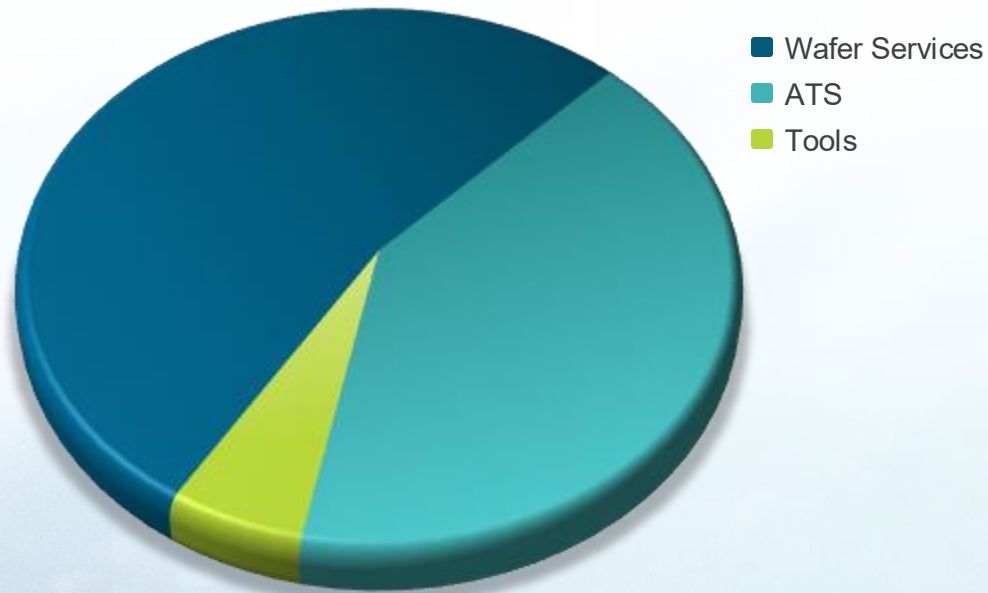
* Amounts calculated based on figures reported in thousands

Fab 25 transaction expected to close mid-2025. Analysis shown for illustrative purposes, combining the midpoints of SkyWater's fiscal year 2025 financial outlook with the expected annual P&L contribution from Fab 25, including estimated annual interest expense related to associated debt financing, assuming Fab 25 was acquired on January 1, 2025.

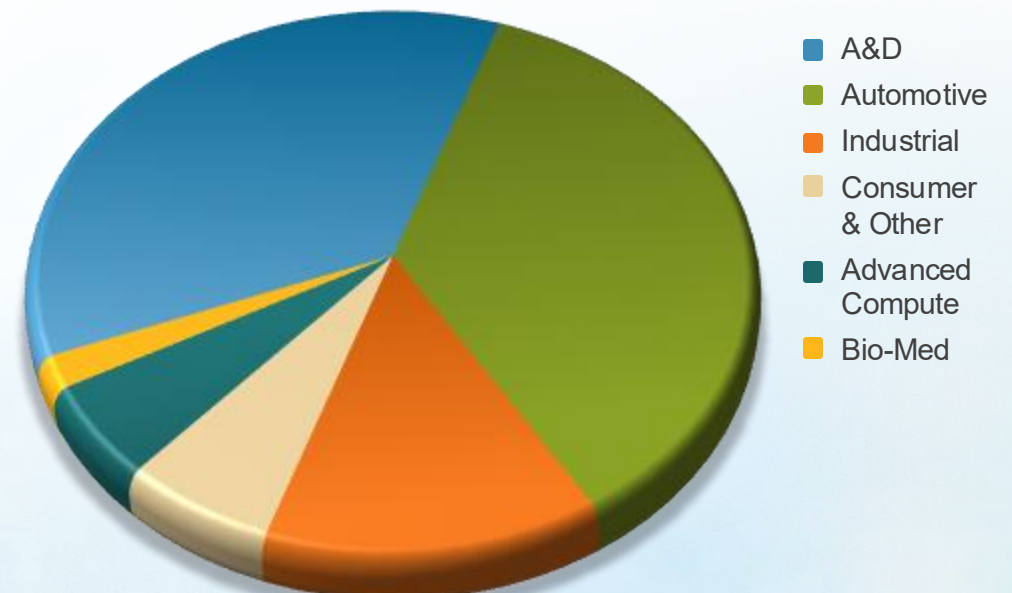


Strategic Diversification of Revenue Mix

Illustrative Combined Revenue Mix 2025E (>\$600M)



Illustrative Combined End Market Mix 2025E



Fab 25 transaction expected to close mid-2025. Analysis shown for illustrative purposes, combining SkyWater's estimated approximate revenue mix for fiscal year 2025 with the expected annual revenue mix of Fab 25, assuming Fab 25 was acquired on January 1, 2025.



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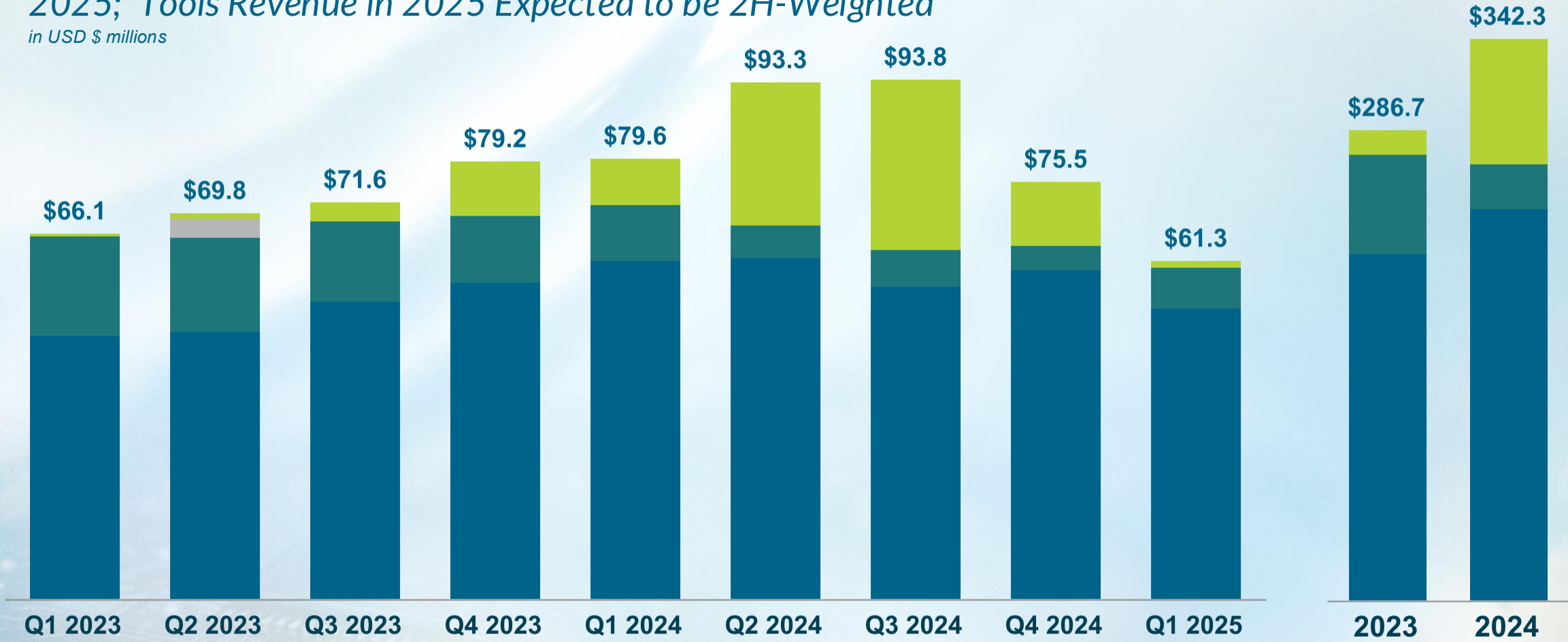
FINANCIALS

MAY 7, 2025 • NASDAQ: SKYT

Revenue Trend

Wafer Services Returned to Growth in Q1 Driven by New Products; ATS Growth to Resume in 2H 2025; Tools Revenue in 2025 Expected to be 2H-Weighted

in USD \$ millions



■ ATS development revenue * ■ Wafer services revenue ■ Revenue impact of modified customer contracts ■ Tools revenue

* Q2 2023 ATS development revenue excludes impact of modified customer contracts



Revenue Summary

<i>\$'s in USD millions</i>	<u>Q1 2025</u>	<u>Q4 2024</u>	<u>Q/Q*</u>	<u>Q1 2024</u>	<u>Y/Y*</u>
ATS development revenue	\$52.5	\$59.4	(12)%	\$61.2	(14)%
Wafer Services revenue	\$7.5	\$4.4	72%	\$10.0	(25)%
Combined ATS development and Wafer Services revenue *	\$60.1	\$63.8	(6)%	\$71.2	(16)%
Tools revenue	\$1.2	\$11.7	(89)%	\$8.5	(85)%
Total revenue *	\$61.3	\$75.5	(19)%	\$79.6	(23)%

* Amounts calculated based on figures reported in thousands

- First quarter revenue of \$61.3 million dollars came in just above the midpoint of our guidance range.
- Combined, ATS and wafer services revenue was \$60.1 million dollars, and Tools revenue was \$1.2 million dollars.
- Upside in Wafer Services more than offset the temporary softening in ATS as a result of government budget delays in Washington, D.C.



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Gross Margin Summary

<i>\$'s in USD millions</i>	<u>Q1 2025</u>	<u>Q4 2024</u>	<u>Q/Q*</u>	<u>Q1 2024</u>	<u>Y/Y*</u>
GAAP gross profit	\$14.3	\$19.3	(26)%	\$13.0	10%
GAAP gross margin *	23.3%	25.6%	(226) bps	16.3%	700 bps
Adjustments:					
Equity-based compensation	\$(0.6)	\$0.6	(196)%	\$0.5	(225)%
Management transition expense	\$—	\$—	—%	\$—	—%
Business transformation costs	\$—	\$—	—%	\$—	—%
Restructuring costs	\$—	\$0.2	(100)%	\$—	—%
Transaction costs	\$—	\$—	—%	\$—	—%
Non-GAAP gross profit *	\$14.8	\$20.1	(26)%	\$13.4	10%
Non-GAAP gross margin *	24.2%	26.6%	(238) bps	16.9%	733 bps

nm - not meaningful

** Amounts calculated based on figures reported in thousands*

- Q1 2025 non-GAAP gross margin exceeded our expectations at 24.2%.
- The impact of Tools in the quarter was less than 20 basis points.
- Q1 2025 gross margin benefited from a roughly \$2 million favorable warranty reversal.



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Adjusted EBITDA Summary

<i>\$'s in USD millions</i>	<u>Q1 2025</u>	<u>Q4 2024</u>	<u>Q/Q *</u>	<u>Q1 2024</u>	<u>Y/Y *</u>
Net Income (Loss)	\$(7.3)	\$(0.7)	(982)%	\$(5.7)	(28)%
<i>Net income (loss) as a percentage of total revenue *</i>	(12.0)%	(0.9)%	(1,110) bps	(7.2)%	(480) bps
Interest expense	\$1.8	\$2.0	(8)%	\$2.4	(24)%
Income tax (benefit) expense	\$0.4	\$0.2	64%	\$—	837%
Depreciation and amortization expense	\$4.4	\$4.9	(12)%	\$5.1	(14)%
EBITDA *	\$(0.8)	\$6.5	(112)%	\$1.8	(145)%
Adjusted EBITDA	\$4.0	\$10.2	(61)%	\$4.9	(18)%
<i>Adjusted EBITDA as a a percentage of total revenue *</i>	6.6%	13.5%	(690) bps	6.2%	40 bps

nm - not meaningful

** Amounts calculated based on figures reported in thousands*

- Adjusted EBITDA of \$4.0 million was stronger than forecast as a result of favorable gross margin performance as well as lower Operating Expenses compared to forecast.
- Q1 non-GAAP Operating Expenses were \$15.2 million, and with continued close management of spending levels we currently expect the increase in non-GAAP Operating Expenses for the full year will be at the lower end of the 10%-15% growth expected for 2025, as communicated previously.



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Adjusted EBITDA and Non-GAAP Net Income (Loss)

Continued Positive Adjusted EBITDA



Financial Details of Current Business Outlook

We continue to expect modest year-over-year growth in both our ATS and Wafer Services businesses for fiscal 2025

- We expect combined ATS and Wafer Services revenue growth of approximately 5% (± 2%)
- We expect tools revenue of ~\$30 million dollars, mostly centered around Florida (2nd half weighted)

We expect the most important aspect of our financial performance for the year will be the anticipated expansion of our Gross Margin profile

- We expect both GAAP and non-GAAP gross margin in the mid-20% range (23% – 27%) for the full year
- We expect non-GAAP Operating Expenses to increase at the lower end of the previous range of 10% to 15% (YoY from 2024 levels)
- Combined interest expense, tax expense, and VIE (combined) are expected to total \$13 — \$14 million for the full year
- We continue to expect non-GAAP profitable results for the second half, and slightly EPS-positive results for the full year 2025

For Q2 specifically, we are also taking a conservative view, given continued U.S. government federal budget delays

- We expect total revenue in the range of \$55 – \$60 million
- Just under ~\$1 million in Tools revenue and Wafer Services revenue between \$5 million and \$6 million
- Expected range of \$49 – \$53 million in ATS development revenue in advance of an expected rebound in Q3
- We expect GAAP loss per share of \$(0.26) to \$(0.20) and non-GAAP loss per share of \$(0.22) to \$(0.16)

* As of May 7, 2025 earnings call

We expect GAAP results for Q2 to include \$2M of stock-based compensation, split between gross margin and operating expenses, which combined are equivalent to \$0.04 per share. No financials related to Feb 25 are included above.



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Appendix

SkyWater's Role in the Quantum Computing Ecosystem

Creating a U.S. foundry model foundation for quantum innovation


- **Trusted Foundry for Quantum:** DMEA-accredited, ensuring secure, domestic quantum chip production.
- **Broad Architecture Support:** Technology capabilities and support for a wide range of material and architectures.
- **Scalable Development & Production:** Quantum chip development via TaaS model with quality oriented production infrastructure.



Quantum Computing Architectures & SkyWater's Role

Quantum Architecture	SkyWater's Role
Superconducting Qubits	Actively Supporting (D-Wave)
Photonic Qubits	Actively Supporting (PsiQuantum)
Trapped Ions	Capability match
Silicon Spin Qubits	Capability match
Topological Qubits	Capability match

“
We are the only quantum computing company with a 5,000+ qubit system **solving customer problems now.**
— Dr. Alan Baratz, President and CEO, D-Wave

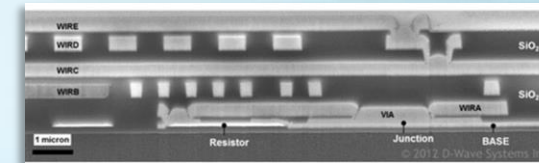
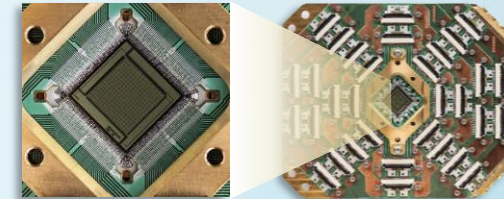


Technical Capabilities for Quantum Applications

SkyWater Capabilities

Superconducting Qubits

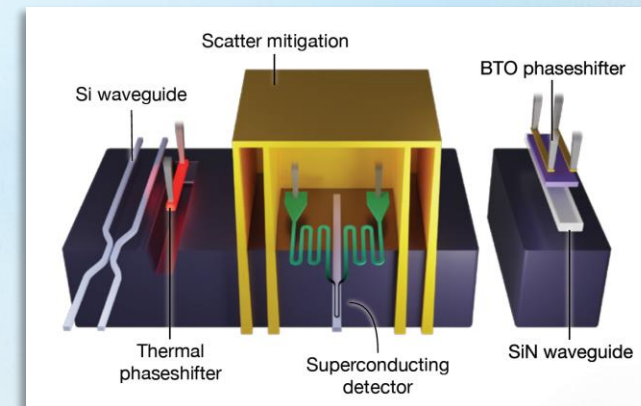
- Proprietary Nb film processing
- Josephson-Junction fabrication
- Multi-layer Nb wiring
- Ultra low-loss dielectrics



Images Courtesy of D-Wave

Photonics Qubits

- Low-loss SiN waveguide fabrication
- Optical coupler fabrication
- Photon detection, superconducting wiring



PsiQuantum Team. A manufacturable platform for photonic quantum computing. Nature (2025).

GAAP to Non-GAAP Reconciliation

We provide supplemental, non-GAAP financial information that our management regularly evaluates to provide additional insight to investors as supplemental information to our results reported using U.S. generally accepted accounting principles (GAAP). We provide non-GAAP cost of revenue, non-GAAP gross profit, non-GAAP gross margin, non-GAAP research and development expense, non-GAAP selling, general and administrative expense, non-GAAP net income (loss) to shareholders, non-GAAP net income (loss) to shareholders per basic share and non-GAAP net income (loss) per diluted share. Our management uses these non-GAAP financial measures to make informed operating decisions, complete strategic planning, prepare annual budgets, and evaluate Company and management performance. We believe these non-GAAP financial measures are useful performance measures to our investors because they provide a baseline for analyzing trends in our business and exclude certain items that may not be indicative of our core operating results. The non-GAAP financial measures disclosed in this earnings release should not be viewed as an alternative to, or more meaningful than, the reported results prepared in accordance with GAAP. In addition, because these non-GAAP financial measures are not determined in accordance with GAAP, other companies, including our peers, may calculate their non-GAAP financial measures differently than we do. As a result, the non-GAAP financial measures presented in this earnings release may not be directly comparable to similarly titled measures presented by other companies.

We also provide earnings before interest, income taxes, depreciation and amortization (EBITDA), adjusted EBITDA and adjusted EBITDA margin as supplemental non-GAAP measures. We define adjusted EBITDA as net income (loss) before interest expense, income tax (benefit) expense, depreciation and amortization, equity-based compensation and certain other items that we do not view as indicative of our ongoing performance, including net income attributable to noncontrolling interests; business transformation costs; management transition expense; the cost of severance, separation and other termination benefits; and the cost of CHIPS Act specialist fees. Our management uses EBITDA, adjusted EBITDA and adjusted EBITDA margin to make informed operating decisions, complete strategic planning, prepare annual budgets, and evaluate Company and management performance. We believe these non-GAAP financial measures are useful performance measures to our investors because they allow for an effective evaluation of our operating performance when compared to other companies, including our peers, without regard to financing methods or capital structures. We exclude the items listed above from net income (loss) in arriving at adjusted EBITDA and adjusted EBITDA margin because the amounts of these items can vary substantially within our industry depending on the accounting methods and policies used, book values of assets, capital structures, and the methods by which assets were acquired. These non-GAAP financial measures should not be considered as an alternative to, or more meaningful than, the reported results prepared in accordance with GAAP. Certain items excluded from these non-GAAP financial measures are significant components in understanding and assessing a company's financial performance, such as a company's cost of capital and tax structure, as well as the historic cost bases of depreciable assets, none of which are reflected in these non-GAAP financial measures. Our presentation of these non-GAAP financial measures should not be construed as an indication that our results will be unaffected by the items excluded from adjusted EBITDA and adjusted EBITDA margin. In future fiscal periods, we may exclude such items and may incur income and expenses similar to these excluded items. Accordingly, the exclusion of these items and other similar items in these non-GAAP financial measures should not be interpreted as implying that these items are non-recurring, infrequent or unusual, unless otherwise expressly indicated.

The following tables present a reconciliation of the most directly comparable financial measures, calculated and presented in accordance with GAAP, to our non-GAAP financial measures.



GAAP to Non-GAAP Reconciliation

	Q1	Q2	Q3	Q4	2023	Q1	Q2	Q3	Q4	2024	Q1
GAAP revenue	\$ 66,094	\$ 69,811	\$ 71,624	\$ 79,154	\$286,682	\$ 79,636	\$ 93,329	\$ 93,817	\$ 75,487	\$342,269	\$ 61,296
GAAP cost of revenue	\$ 49,626	\$ 53,144	\$ 57,477	\$ 67,143	\$227,390	\$ 66,656	\$ 76,215	\$ 73,582	\$ 56,190	\$272,643	\$ 47,039
Equity-based compensation expense	\$ (513)	\$ (291)	\$ (438)	\$ (313)	\$ (1,555)	\$ (455)	\$ (504)	\$ (565)	\$ (589)	\$ (2,113)	\$ (567)
Management transition expense	—	(705)	—	—	(705)	—	—	(97)	—	(97)	—
Business transformation costs	—	—	—	(806)	(806)	—	—	—	—	—	—
Restructuring costs	—	—	—	(679)	(679)	—	—	—	(179)	(179)	—
Non-GAAP cost of revenue	\$ 49,113	\$ 52,148	\$ 57,039	\$ 65,345	\$223,645	\$ 66,201	\$ 75,711	\$ 72,920	\$ 55,422	\$270,254	\$ 46,472
GAAP gross profit (loss)	\$ 16,468	\$ 16,667	\$ 14,147	\$ 12,011	\$ 59,292	\$ 12,980	\$ 17,114	\$ 20,235	\$ 19,297	\$ 69,626	\$ 14,257
<i>GAAP gross margin</i>	<i>24.9%</i>	<i>23.9%</i>	<i>19.8%</i>	<i>15.2%</i>	<i>20.7%</i>	<i>16.3%</i>	<i>18.3%</i>	<i>21.6%</i>	<i>25.6%</i>	<i>20.3%</i>	<i>23.3%</i>
Equity-based compensation expense	\$ 513	\$ 291	\$ 438	\$ 313	\$ 1,555	\$ 455	\$ 504	\$ 565	\$ 589	\$ 2,113	\$ 567
Management transition expense	—	705	—	—	705	—	—	97	—	97	—
Business transformation costs	—	—	—	806	806	—	—	—	—	—	—
Restructuring costs	—	—	—	679	679	—	—	—	179	179	—
Non-GAAP gross profit	\$ 16,981	\$ 17,663	\$ 14,585	\$ 13,809	\$ 63,037	\$ 13,435	\$ 17,618	\$ 20,897	\$ 20,065	\$ 72,015	\$ 14,824
<i>Non-GAAP gross margin</i>	<i>25.7%</i>	<i>25.3%</i>	<i>20.4%</i>	<i>17.4%</i>	<i>22.0%</i>	<i>16.9%</i>	<i>18.9%</i>	<i>22.3%</i>	<i>26.6%</i>	<i>21.0%</i>	<i>24.2%</i>
GAAP research and development expense	\$ 2,668	\$ 2,396	\$ 2,233	\$ 2,872	\$ 10,169	\$ 4,012	\$ 3,382	\$ 3,431	\$ 4,214	\$ 15,040	\$ 3,249
Equity-based compensation expense	(162)	(217)	(218)	134	(464)	(107)	(90)	(69)	(76)	(342)	(83)
Restructuring costs	—	—	—	(655)	(655)	—	—	—	—	—	—
Non-GAAP research and development expense	\$ 2,506	\$ 2,179	\$ 2,015	\$ 2,351	\$ 9,050	\$ 3,905	\$ 3,292	\$ 3,362	\$ 4,138	\$ 14,698	\$ 3,166

GAAP to Non-GAAP Reconciliation

	Q1	Q2	Q3	Q4	2023	Q1	Q2	Q3	Q4	2024	Q1
GAAP selling, general, and administrative expense	\$ 14,895	\$ 17,820	\$ 16,105	\$ 15,092	\$ 63,911	\$ 11,169	\$ 12,332	\$ 12,095	\$ 12,430	\$ 48,026	\$ 15,030
Equity-based compensation expense	(1,178)	(1,459)	(1,197)	(1,008)	(4,841)	(1,510)	(1,422)	(1,384)	(1,397)	(5,713)	(1,229)
Management transition expense	—	(130)	—	—	(130)	—	(664)	—	(141)	(806)	—
Business transformation costs	—	(2,500)	(3,522)	(5,341)	(11,363)	—	—	—	—	—	—
Restructuring costs	—	—	—	(587)	(587)	—	—	—	(9)	(9)	—
CHIPS Act specialist fees	—	(1,320)	—	—	(1,320)	—	—	—	—	—	—
Transaction costs	—	—	—	—	—	—	—	—	(220)	(220)	(1,810)
Non-GAAP selling, general, and administrative expense	\$ 13,717	\$ 12,411	\$ 11,386	\$ 8,156	\$ 45,670	\$ 9,659	\$ 10,246	\$ 10,711	\$ 10,663	\$ 41,278	\$ 11,991
GAAP net income (loss) to shareholders	\$ (4,273)	\$ (8,590)	\$ (7,568)	\$ (10,325)	\$ (30,756)	\$ (5,729)	\$ (1,897)	\$ 1,512	\$ (679)	\$ (6,793)	\$ (7,345)
Equity-based compensation expense	1,853	1,967	1,853	1,187	6,860	2,072	2,016	2,018	2,062	8,168	1,879
Management transition expense	—	835	—	—	835	—	664	97	141	903	—
Business transformation costs	—	2,500	3,522	6,147	12,169	—	—	—	—	—	—
Restructuring costs	—	—	—	1,921	1,921	—	—	—	188	188	—
CHIPS Act specialist fees	—	1,320	—	—	1,320	—	—	—	—	—	—
Transaction costs	—	—	—	—	—	—	—	—	220	220	1,810
Non-GAAP net income (loss) to shareholders	\$ (2,420)	\$ (1,968)	\$ (2,193)	\$ (1,070)	\$ (7,651)	\$ (3,657)	\$ 783	\$ 3,627	\$ 1,932	\$ 2,686	\$ (3,656)

GAAP to Non-GAAP Reconciliation

	Q1	Q2	Q3	Q4	2023	Q1	Q2	Q3	Q4	2024	Q1
Equity-based compensation expense allocation in the consolidated statements of operations:											
Cost of revenue	\$ 513	\$ 291	\$ 438	\$ 313	\$ 1,555	\$ 455	\$ 504	\$ 565	\$ 589	\$ 2,113	\$ 567
Research and development expense	162	217	218	(134)	464	107	90	69	76	342	83
Selling, general and administrative expense	1,178	1,459	1,197	1,008	4,841	1,510	1,422	1,384	1,397	5,713	1,229
	\$ 1,853	\$ 1,967	\$ 1,853	\$ 1,187	\$ 6,860	\$ 2,072	\$ 2,016	\$ 2,018	\$ 2,062	\$ 8,168	\$ 1,879
Management transition expense allocation in the consolidated statements of operations:											
Cost of revenue	\$ —	\$ 705	\$ —	\$ —	\$ 705	\$ —	\$ —	\$ 97	\$ —	\$ 97	\$ —
Selling, general and administrative expense	—	130	—	—	130	—	664	—	141	806	—
	\$ —	\$ 835	\$ —	\$ —	\$ 835	\$ —	\$ 664	\$ 97	\$ 141	\$ 903	\$ —
Business transformation costs allocation in the consolidated statements of operations:											
Cost of revenue	\$ —	\$ —	\$ —	\$ 806	\$ 806	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —
Selling, general and administrative expense	—	2,500	3,522	5,341	11,363	—	—	—	—	—	—
	\$ —	\$ 2,500	\$ 3,522	\$ 6,147	\$ 12,169	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —
Restructuring costs allocation in the consolidated statements of operations:											
Cost of revenue	\$ —	\$ —	\$ —	\$ 679	\$ 679	\$ —	\$ —	\$ —	\$ 179	\$ 179	\$ —
Research and development expense	—	—	—	655	655	—	—	—	—	—	—
Selling, general and administrative expense	—	—	—	587	587	—	—	—	9	9	—
	\$ —	\$ —	\$ —	\$ 1,921	\$ 1,921	\$ —	\$ —	\$ —	\$ 188	\$ 188	\$ —
Transaction costs allocation in the consolidated statement of operations:											
Cost of revenue	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —
Research and development	—	—	—	—	—	—	—	—	—	—	—
Selling, general and administrative expenses	—	—	—	—	—	—	—	—	220	220	1,810
	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ 220	\$ 220	\$ 1,810

GAAP to Non-GAAP Reconciliation

	Q1	Q2	Q3	Q4	2023	Q1	Q2	Q3	Q4	2024	Q1
Net income (loss) to shareholders	\$ (4,273)	\$ (8,590)	\$ (7,568)	\$ (10,325)	\$ (30,756)	\$ (5,729)	\$ (1,897)	\$ 1,512	\$ (679)	\$ (6,793)	\$ (7,345)
Interest expense	2,471	2,950	2,507	2,898	10,826	2,390	2,482	1,988	1,977	8,837	1,812
Income tax (benefit) expense	—	25	(96)	(450)	(521)	41	(127)	93	233	240	384
Depreciation and amortization	7,352	7,207	7,092	7,279	28,930	5,065	4,064	4,166	4,947	18,242	4,358
EBITDA	5,550	1,592	1,935	(598)	8,479	1,767	4,522	7,759	6,478	20,526	(791)
Equity-based compensation expense	1,853	1,967	1,853	1,187	6,860	2,072	2,016	2,018	2,062	8,168	1,879
Management transition expense	—	835	—	—	835	—	664	97	141	903	—
Business transformation costs	—	2,500	3,522	6,147	12,169	—	—	—	—	—	—
Restructuring costs	—	—	—	1,921	1,921	—	—	—	188	188	—
CHIPS Act specialist fees	—	1,320	—	—	1,320	—	—	—	—	—	—
Transaction costs	—	—	—	—	—	—	—	—	220	220	1,810
Net income attributable to non-controlling interests	707	2,066	966	1,924	5,663	1,097	942	1,116	1,121	4,276	1,127
Adjusted EBITDA	\$ 8,110	\$ 10,280	\$ 8,276	\$ 10,581	\$ 37,247	\$ 4,936	\$ 8,144	\$ 10,990	\$ 10,210	\$ 34,281	\$ 4,025

GAAP to Non-GAAP Reconciliation

	Q1	Q2	Q3	Q4	2023	Q1	Q2	Q3	Q4	2024	Q1
GAAP EPS											
<u>Numerator:</u>											
Net income (loss) attributable to SkyWater Technology, Inc.	\$ (4,273)	\$ (8,590)	\$ (7,568)	\$ (10,325)	\$ (30,756)	\$ (5,729)	\$ (1,897)	\$ 1,512	\$ (679)	\$ (6,793)	\$ (7,345)
<u>Denominator:</u>											
Weighted-average common shares outstanding, basic and diluted	43,817	44,743	46,445	47,020	45,507	47,099	47,395	47,523	47,659	47,396	47,791
Net income (loss) per common share, basic	\$ (0.10)	\$ (0.19)	\$ (0.16)	\$ (0.22)	\$ (0.68)	\$ (0.12)	\$ (0.04)	\$ 0.03	\$ (0.01)	\$ (0.14)	\$ (0.15)
Weighted-average common shares outstanding, diluted	43,817	44,743	46,445	47,020	45,507	47,099	47,395	47,640	47,659	47,396	47,791
Net income (loss) per common share, diluted	\$ (0.10)	\$ (0.19)	\$ (0.16)	\$ (0.22)	\$ (0.68)	\$ (0.12)	\$ (0.04)	\$ 0.03	\$ (0.01)	\$ (0.14)	\$ (0.15)
Non-GAAP EPS											
<u>Numerator:</u>											
Net income (loss) attributable to SkyWater Technology, Inc.	\$ (2,420)	\$ (1,968)	\$ (2,193)	\$ (1,070)	\$ (7,651)	\$ (3,657)	\$ 783	\$ 3,627	\$ 1,932	\$ 2,686	\$ (3,656)
<u>Denominator:</u>											
Weighted-average common shares outstanding, basic	43,817	44,743	46,445	47,020	45,507	47,099	47,395	47,523	47,659	47,396	47,791
Net income (loss) per common share, basic	\$ (0.06)	\$ (0.04)	\$ (0.05)	\$ (0.02)	\$ (0.17)	\$ (0.08)	\$ 0.02	\$ 0.08	\$ 0.04	\$ 0.06	\$ (0.08)
Weighted-average common shares outstanding, diluted	43,817	44,743	46,445	47,020	45,507	47,099	47,521	47,640	47,939	47,560	47,791
Net income (loss) per common share, diluted	\$ (0.06)	\$ (0.04)	\$ (0.05)	\$ (0.02)	\$ (0.17)	\$ (0.08)	\$ 0.02	\$ 0.08	\$ 0.04	\$ 0.06	\$ (0.08)



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