



Corporate Overview

Corporate Presentation
NASDAQ:SMTX

March 18, 2019

FORWARD-LOOKING STATEMENT

This presentation contains forward-looking statements within the meaning of U.S. federal securities laws. These forward-looking statements include, but are not limited to, statements regarding our expectations, hopes, beliefs, intentions, plans, prospects or strategies regarding the future. Any statements contained herein that are not statements of historical fact may be deemed to be forward-looking statements. In addition, any statements that refer to projections, forecasts or other characterizations of future events or circumstances, including any underlying assumptions, are forward-looking statements. The forward-looking statements contained in this presentation are based on our current expectations and beliefs concerning future developments and their potential effects on us. There can be no assurance that future developments affecting us will be those that we have anticipated. These forward-looking statements involve a number of risks, uncertainties or other assumptions that may cause actual results or performance to be materially different from those expressed or implied by these forward-looking statements. Should one or more of these risks or uncertainties materialize, or should any of our assumptions prove incorrect, actual results may vary in material respects from those projected in these forward-looking statements. We undertake no obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as may be required under applicable securities laws.

OVERVIEW

Global mid-size provider of end-to-end EMS

- ✓ PCBA production
- ✓ Systems integration
- ✓ Comprehensive testing services
- ✓ Product design
- ✓ Vertical integration
- ✓ Enclosure fabrication
- ✓ Sustaining engineering
- ✓ Supply chain management services

Leadership team making an impact

Q4 Revenue up 109% Y/Y
2018 Revenue up 55 % Yr/Yr

Industry quality recognition

Global EMS Award for Product Quality¹

North American EMS Growth Leadership Award²

Customer Value Leadership Award³

Servicing product lifecycle

Support and maintenance from product development to end-of-life transitioning

SMTC ACQUIRES MC ASSEMBLY ON NOV. 9, 2018
IN A TRANSFORMATIVE TRANSACTION

COMPELLING STRATEGIC RATIONALE

Combination of Two Industry Leaders – Scale Matters!

- Combining SMTC and MC Assembly creates a powerful, diversified Low-to-Medium Volume, High Mix EMS provider with enhanced scale and new growth opportunities

Enhanced End Market Diversification

- The combined company will benefit from an expanded presence in the growing and underpenetrated end-markets (including Aerospace & Defense, Industrial, and Medical)
- The acquisition will also strengthen the combined company's presence in the growing Industrial IoT market

Stronger Customer Base with No Significant Customer Overlap or Customer Concentration

- The combined customer list is populated with a diversified breadth of industry-leading, top tier original equipment manufacturers (OEMs) across desirable end-markets

Combination of Relative Strength

- With strong customer relationships and best-in-market supply chain capabilities, the current SMTC management team has demonstrated the ability to expand its customer base and increase revenue with year-over-year revenue up 56% in the most recently completed third quarter and up 34.5% for the first nine-months of 2018

Complementary Manufacturing Footprint

- Macro-economic trends and Trade/Tariff environment are driving meaningful growth to North American-oriented EMS providers
- The combined company provides customers with more than 50 manufacturing and assembly lines at strategically located facilities in the US and Mexico and existing capacity to support higher levels of revenue.

Cost Synergies

- A significant portion of the \$6+ million of synergies from purchasing and operational advantages and corporate and shared services redundancies that were previously identified have been implemented by the end of Q1 2019. The company expects to incur approximately \$3 million during 2019 associated with the implementation of synergies.

SMTc & MC ASSEMBLY ONE PHILOSOPHY

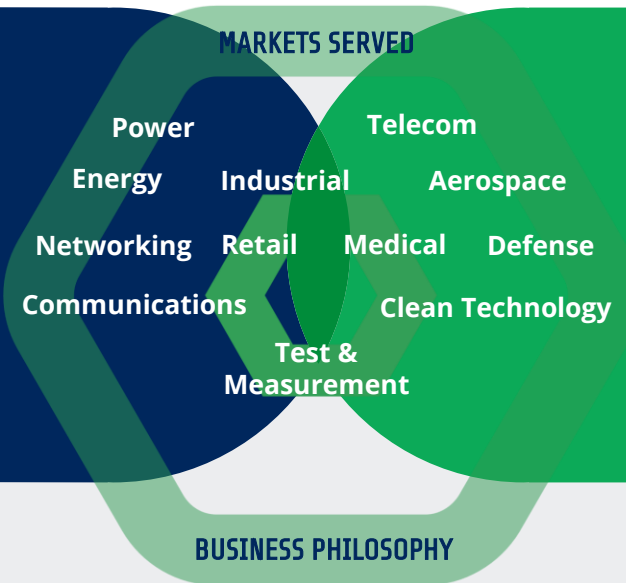
SMTc

Founded in 1985

5 sites approx. 500,000 sq. ft.

1,100+ employees

Global mid-size provider
of end-to-end EMS



MC ASSEMBLY

Founded in 1984

3 sites 277,000 sq. ft.

1,100+ employees

World-class PCBA and box build
manufacturing and test capabilities

1 Focus on strategic customer
fit in our targeted markets
& on customer requirements

2 Focus on quality, superior
customer service, and
customer flexibility

3 Focus on “smart” investments, lean
manufacturing, capital equipment and
systems that lowers our customers “Cost
Of Quality” and provides operational
excellence in manufacturing and supply
chain management

**World-class EMS – Tier 1 supply chain, manufacturing, and test capabilities,
but with Tier 3 level flexibility and customer service / touch**

SMTC PILLARS OF SUCCESS

One Vision, One Mission, One SMTC.



Achieving Top-Quartile Operating Metrics Among Peer EMS Companies
Acquisition of MC Assembly Creates Powerful Low-to-Medium Volume, High Mix EMS Provider

Relentless Pursuit
of Profitable Growth
through **Customer** and
Employee Excellence

Above Market Returns
for our Investors

Achieve Double Digit Growth With Existing Through **New Programs**

Increase Business with Existing Customers Through **World Class Service**

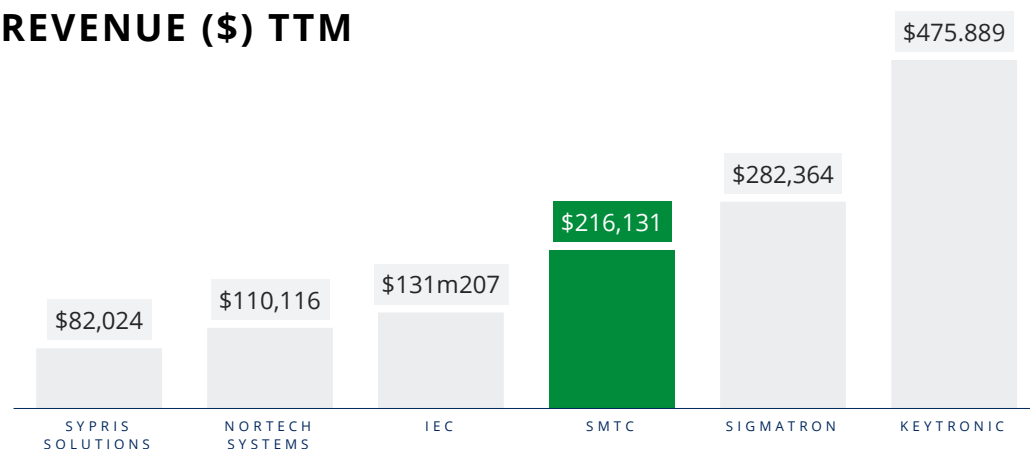
Become Provider of Choice And Win New Customers to **Accelerate Growth**

Drive Value via **M&A, Expand Mix** of Lines of Business and
Increase TAM with Supply Chain Synergies to **Gain Scale**

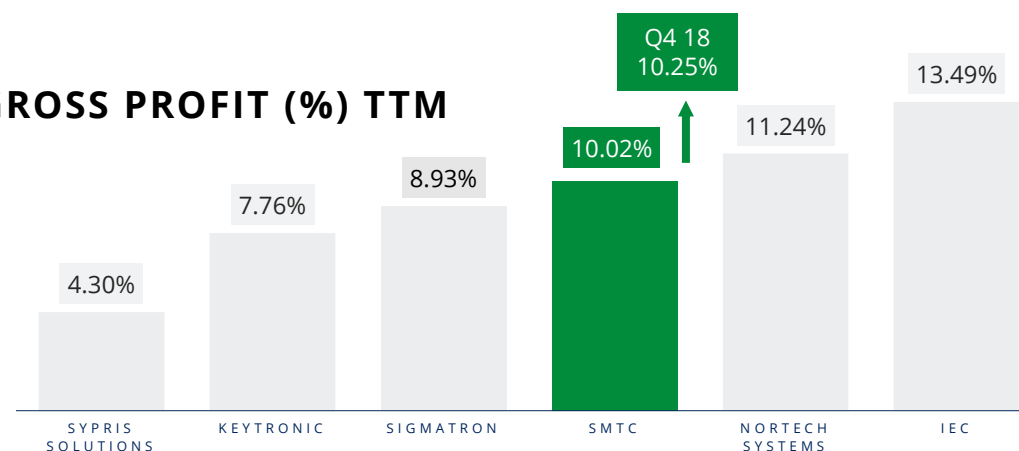
PROGRESSION TO BE BEST-IN-CLASS

PEER METRICS: SMTC TTM includes MC since acquisition on Nov. 9, 2018

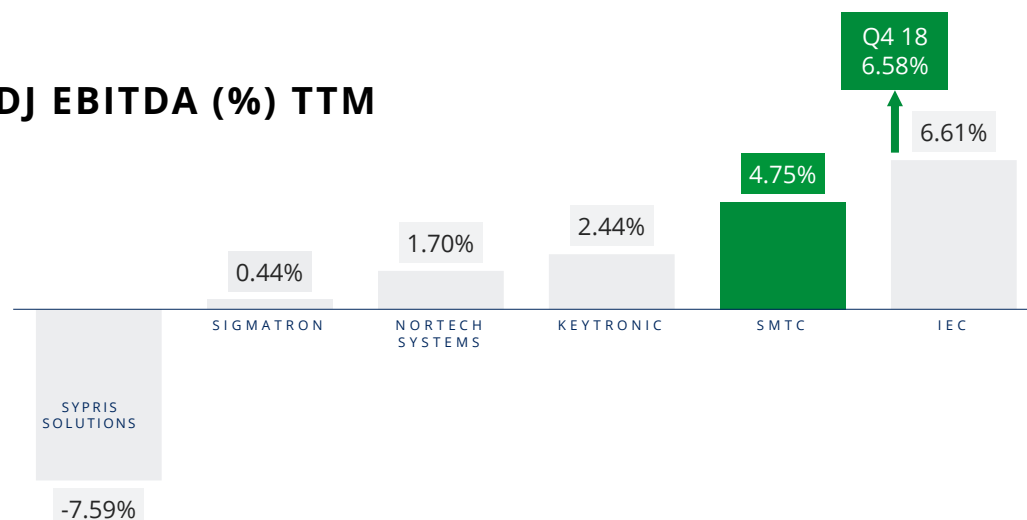
REVENUE (\$) TTM



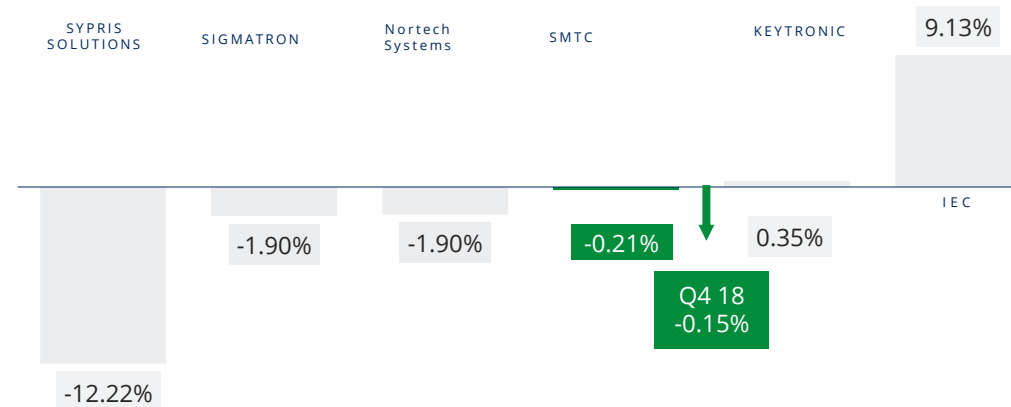
GROSS PROFIT (%) TTM



ADJ EBITDA (%) TTM



NET INCOME (%) TTM



DIFFERENTIATING LEADERSHIP TEAM



Ed Smith
President & CEO

25+ years EMS, electronic components distribution industry experience

SMTEK increased from \$0.35 to \$15.23 at takeout under his stewardship

At AVNET led Americas component operations growing from \$ 1.2 to \$4.0B
Started a global embedded business and grew to \$2.2B in 7 years



Rich Fitzgerald
COO

18+ years: electronics industry experience



Steve Waszak
CFO & SVP M&A

20+ years finance, strategic M&A development experience



Terry Wegman
SVP Sales & Marketing

30+ years sales and marketing experience



Phil Wehrli
SVP Global Planning & Supply Chain

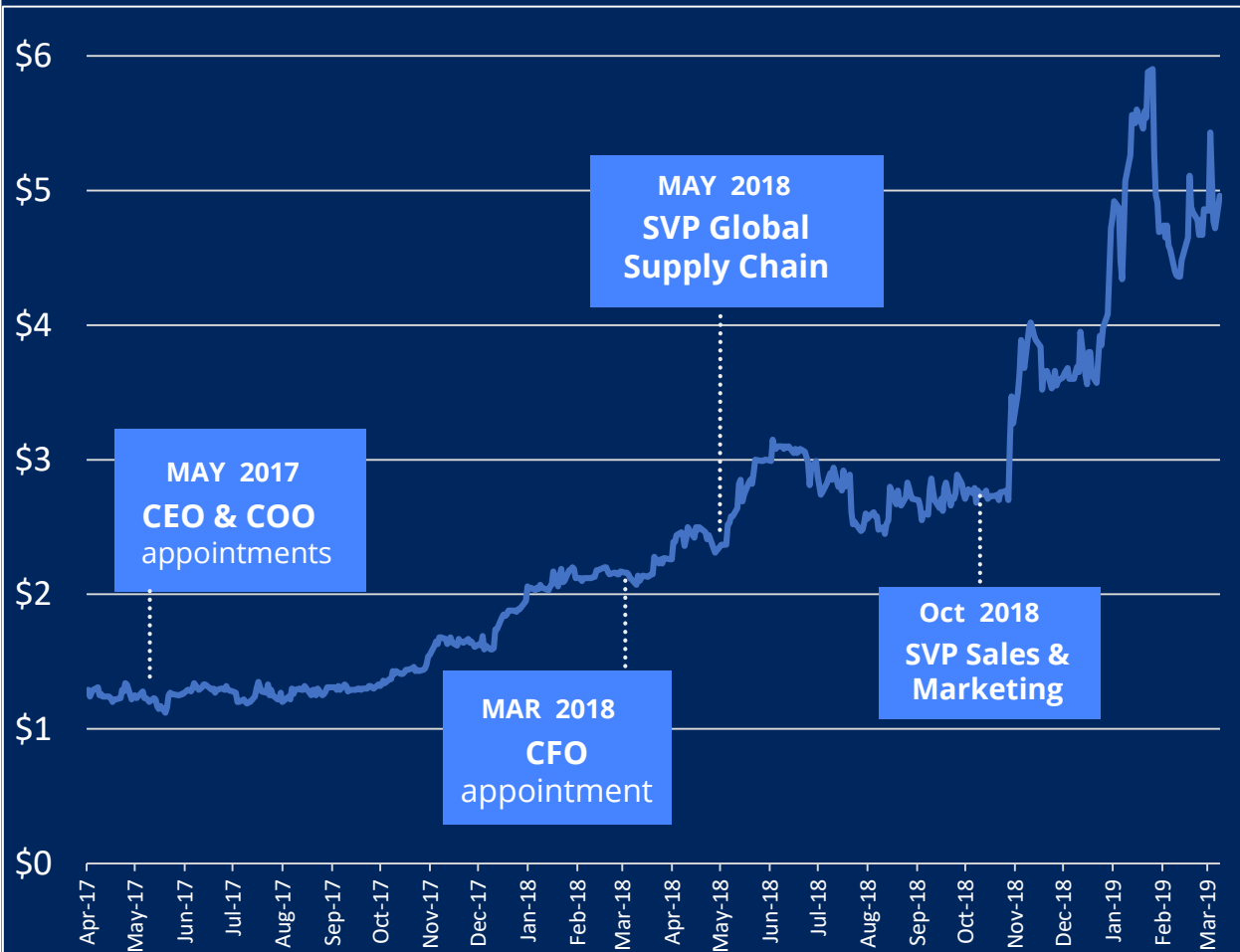
35+ supply chain management experience



MOTOROLA



STRENGTHENED LEADERSHIP TEAM MAKING AN IMPACT



Q2 2017 – Initiated a restructuring plan to address customer needs, financial sustainability and operational excellence



Stabilized long-term customer-base



Expanded addressable market



Strengthened organization with key executives to focus on customer-focus, supply-chain and growth



**Increasing revenue:
Q4 Revenue up 109% Yr/Yr
2018 Revenue up 55% Yr/Yr**



Accretive acquisition of MC Assembly accelerates growth trajectory

GLOBAL FOOTPRINT

Common Copy, Exact Solutions



More than 50 manufacturing and assembly lines at strategically located facilities providing local support and expanded manufacturing capabilities globally for best-in-class cost opportunities

MARKETS WE SERVE

SMTC



MEDICAL
& SAFETY

SEMICONDUCTOR
EQUIPMENT

RETAIL &
PAYMENT SYSTEMS

TEST &
MEASUREMENT

INDUSTRIAL, POWER &
CLEAN TECHNOLOGY

TELECOM, NETWORK
& COMMUNICATION

DEFENSE &
AEROSPACE

MC ASSEMBLY



MARKETS WE SERVE

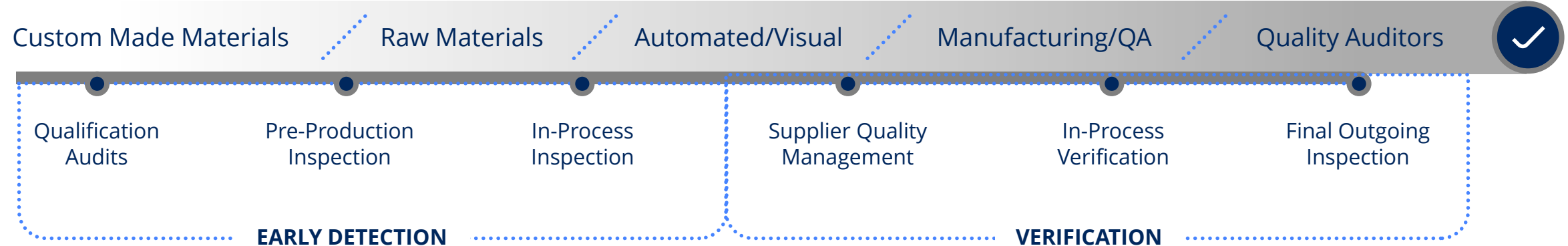
<i>Industry Sectors</i>	<i>2018</i>		<i>2017</i>		<i>Year-over-Year Change</i>	
\$ in millions	Dollars	Percent	Dollars	Percent	Dollars	Percent
Medical & Safety	\$31.4	14.5%	\$18.8	13.5%	\$12.6	67.0%
Semiconductor Equipment	\$26.5	12.3%	\$21.5	15.4%	\$5.0	23.3%
Retail & Payment Systems	\$41.6	19.3%	\$33.7	24.2%	\$7.9	23.8%
Test & Measurement	\$45.8	21.2%	\$26.3	18.9%	\$19.5	74.1%
Industrial, Power & Clean Technology	\$28.3	13.1%	\$13.7	9.9%	\$14.6	106.6%
Telecom, Network & Communications	\$37.4	17.3%	\$25.2	18.1%	\$12.2	48.4%
Aerospace & Defense	\$5.1	2.3%	NM	NM	\$5.1	NM
Total	\$216.1	100.0%	\$139.2	100.0%	\$76.9	55.2%

SHARED MANUFACTURING DISCIPLINE

Both Companies Committed to Operational Excellence



STANDARD APPROACH TO ZERO DEFECTS



Frost & Sullivan Awards Winners Product Quality, Growth Leadership & Customer Value Leadership Awards

GENERAL CERTIFICATIONS / STANDARDS

All sites:		Fremont:
ISO 9001:2015	ISO 14001	AS9100
ISO 134885	FDA Registration	ITAR Registration

ISO 9001
ISO 13485
AS9100

IATF 16949 (MX Facility Q1 2018)
FAA: PMA Certified
cGMP Compliant
IPC 610 Class 2 & 3 soldering
ITAR Registration

FDA Registration
TRAC: 4144-7785-7736
Cage Code: 4X3Y1
Apple® Authorized
Mfi Manufacturing License 6.0

FINANCIAL SUMMARY

SMTC KEY STATISTICS

Stock Price as of 3/13/19	\$5.02
Market Cap as of 3/13/19	\$117.5 M
Ticker / Exchange	SMTX / Nasdaq

SMTC CAPITALIZATION

Basic Shares as of 3/13/19	23.4 M
Diluted Shares as of 3/13/19	25.3 M
Net Debt (post acquisition as of 12/30/18)	
Term Loans A/B and ABL Revolver	\$80.8 M
Capital leases	\$11.5 M

In \$1,000s except EPS	Long Term Target Model	Q4 2018 ¹	Q4 2017	FY 2018	FY 2017	FY 2016
Revenues	20% growth ²	80.9	38.6	216.1	139.2	167.9
Gross Margin	12%-14%	10.3%	7.5%	10.0%	7.8%	9.0%
Adj EBITDA		5.4	2.1	10.3	(1.5)	4.7
Adj EBITDA Margin	6%-10%	6.6%	3.2%	4.7%	NM	2.8%
EPS		(0.05)	(0.05)	(0.02)	(0.47)	(0.01)

¹Adopted Revenue Standard ASC 606 beginning in January 1, 2018

²Target 50%+ of incremental Manufacturing Value Add dollars contributes to Gross Profit

INCOME STATEMENT

(Unaudited)

THREE MONTHS ENDED

Expressed in thousands of USD, except number of shares and per share (amounts)

	Dec. 30, 2018	Dec. 31, 2017
Revenue	\$ 80,855	\$ 38,641
Cost of Sales	72,564	35,741
Gross Profit	8,291	2,900
Selling, general and administrative expenses	7,335 ¹	3,136
(Gain) loss on sale of property, plant and equipment	(33)	-
Restructuring charges	18	55
Operating earnings (loss)	971	(291)
Interest expense	1,922	278
Earnings (loss) before income taxes	(951)	(569)
Income tax expense (recovery)		
Current	156	171
Deferred	116	164
	272	335
Net income (loss) and comprehensive income (loss)	\$ (1,223)	\$ (904)
Basic earnings (loss) per share	(0.05)	(0.05)
Diluted earnings (loss) per share	(0.05)	(0.05)
Weighted average number of shares outstanding		
Basic	23,105,597	16, 860,155
Diluted	23,105,597	16,860,155

¹\$7,335 includes \$1,676 of Merger & Acquisition costs.

CONSOLIDATED INCOME STATEMENT

PROFORMA - 2018 / TWELVE MONTHS FOR SMTC AND MC ASSEMBLY

Unaudited historical financial information

(\$s in thousands)

	Twelve months ended December 30, 2018		Adj	Twelve months ended December 30, 2018
	MC Assembly	SMTC		December 30, 2018
Revenue	150,227	192,601	2,366	345,194
Net income (loss)	\$ (2,856)	\$ (2,115)	\$ (6,073)	\$ (11,045)
Add (deduct):				
Depreciation of property, plant and equipment	3,879	3,305		7,184
Amortization of Intangible assets	-	1,065	6,310	7,375
Interest	7,164	2,994		10,158
Income tax expense	312	619		931
EBITDA	8,499	5,868		\$ 14,603
Add (deduct):				
Stock compensation expense	-	407		407
Stock compensation expense - warrant revaluation	-	111		111
Restructuring charges	253	172		425
Impairment charges	-	-		0
Management fees other professional services	1,258	-		1,258
Merger and acquisitions related expenses	-	1,676		1,676
Unrealized foreign exchange loss (gain) on unsettled forward exchange contracts	- 38	(353)		(391)
Adjusted EBITDA	9,972	7,881		18,089

NOTE: Information to the left relating to SMTC and MC Assembly Holdings, Inc. has been extracted without material adjustment from the underlying schedules used in preparing SMTC's and MC Assembly Holdings, Inc.'s financial statements, excluding the impact, if any, of any purchase price accounting adjustments, for the twelve months ended December 30, 2018.

EBITDA is not an earnings measure recognized by GAAP and does not have a standardized meaning prescribed by GAAP; accordingly, EBITDA may not be comparable to similar measures presented by other companies. EBITDA should be considered in addition to, and not as a substitute for, or superior to, operating income, cash flows, revenue, or other measures of financial performance prepared in accordance with GAAP. EBITDA is not a completely representative measure of either the historical performance or, necessarily, the future potential of the combined entities. These non-GAAP financial measures should not be considered in isolation and should be viewed in addition to, and not as an alternative for, the company's reported results prepared in accordance with GAAP. Additionally, the company's non-GAAP financial information may not be comparable to similarly titled measures reported by other companies.

BALANCE SHEET HIGHLIGHTS

(in thousands)	Dec. 30, 2018	Dec. 31, 2017
Current Assets	\$153,918	\$59,188
Property Plant & Equipment	28,160	10,269
Other Long Term	39,148	399
Total Assets	\$221,226	\$69,856
Current Liabilities	\$122,939	\$44,693
Long term Debt	56,039	6,000
Other Long term liabilities	42,248	89
Stockholders' equity	32,301	19,074
Liabilities and stockholders' equity	\$221,226	\$69,856

KEY STATISTICS:	Dec. 30, 2018	Dec. 31, 2017
Cash-to-Cash Cycle	67 days	64 days
DSO	65 days	64 days
DPO	79 days	65 days
Inv Turns	4.4x	5.6x
Net Debt	\$92.3M ¹	\$14.9M

¹The increase in Net Debt is primarily due to \$68.0 million of term debt and assumed capital leases incurred related to the acquisition of MC Assembly.

CREATING A STRONGER COMPANY

SMTC x MC Assembly® – World Class – Flexible – Customer Focused



Two customer-driven, full-service, leading turnkey EMS companies

Together MC Assembly and SMTC can provide greater scales, flexibility, and additional cost-effective capacity for customers in an industry where that matters



Both firms dedicated to operational and supply chain excellence

Multiple complementary facilities and a global reach that will stay in operation with existing capacity to support higher levels of customer demand



Shared vision forms one strong customer-driven management team

Two experienced electronics leadership teams leading an innovative and lean manufacturing culture that is dedicated to operational excellence

INVESTMENT HIGHLIGHTS

What is Changing?

New Leadership Team with Demonstrated Track Record

Pursuing operational excellence and focused at SMTC on achieving top-quartile operating metrics among peer EMS companies

Expanding Customer Base and Top-Line Growth

Working Together as a Team to **Deliver Premium Shareholder Value**



Diversified Customer Base with No Significant Concentration



Focusing on the Most Attractive End Markets



Strategically Placed Global Footprint Offers Best-of-Class Options to Customers



Favorable Industry Trends Provide Backdrop for Strong Performance



Free Cash Flow Generation with Attractive Deleveraging Profile



Accelerating Year-over-Year Revenue Growth

MC ASSMBLY IS ACCRETIVE & TRANSFORMATIONAL
Creates Powerful Low-to-Medium Volume, High Mix EMS Provider



Thank you

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