

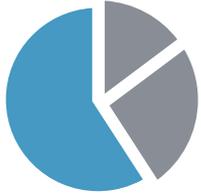
Third Quarter Fiscal 2021 Earnings Presentation

August 19, 2021

Forward-Looking Statements

This presentation contains forward-looking statements, including those regarding anticipated growth and trends in our businesses and markets, industry outlooks and demand drivers, technology transitions, our business and financial performance and market share positions, our capital allocation and cash deployment strategies, our investment and growth strategies, our development of new products and technologies, our business outlook for the fourth quarter of fiscal 2021 and beyond, the impact of the ongoing COVID-19 pandemic and responses thereto on our operations and financial results, and other statements that are not historical facts. These statements and their underlying assumptions are subject to risks and uncertainties and are not guarantees of future performance. Factors that could cause actual results to differ materially from those expressed or implied by such statements include, without limitation: the level of demand for our products, our ability to meet customer demand, and our suppliers' ability to meet our demand requirements; global economic and industry conditions; the effects of regional or global health epidemics, including the severity and duration of the ongoing COVID-19 pandemic; global trade issues and changes in trade and export license policies, including rules and interpretations promulgated by U.S. Department of Commerce expanding export license requirements for certain products sold to certain entities in China; consumer demand for electronic products; the demand for semiconductors; customers' technology and capacity requirements; the introduction of new and innovative technologies, and the timing of technology transitions; our ability to develop, deliver and support new products and technologies; the concentrated nature of our customer base; acquisitions, investments and divestitures; changes in income tax laws; our ability to expand our current markets, increase market share and develop new markets; market acceptance of existing and newly developed products; our ability to obtain and protect intellectual property rights in key technologies; our ability to achieve the objectives of operational and strategic initiatives, align our resources and cost structure with business conditions, and attract, motivate and retain key employees; the variability of operating expenses and results among products and segments, and our ability to accurately forecast future results, market conditions, customer requirements and business needs; and other risks and uncertainties described in our SEC filings, including our recent Forms 10-Q and 8-K. All forward-looking statements are based on management's current estimates, projections and assumptions, and we assume no obligation to update them.

APPLIED MATERIALS AT-A-GLANCE

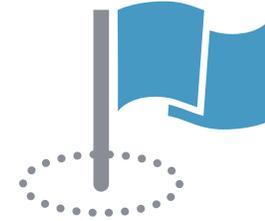


REPORTING SEGMENTS

Semiconductor Systems
Applied Global Services
Display and Adjacent Markets



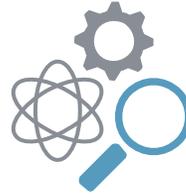
CURRENT FISCAL
YEAR ENDS
31 October 2021



FOUNDED
1967
FIRST PUBLIC
OFFERING
1972



\$21.6 billion
TTM REVENUE



\$2.4 billion
TTM R&D
INVESTMENTS



~24,200
employees
in **19*** countries



~14,300*
active patents



*As of fiscal year ended 10/25/20. TTM is trailing twelve months

Q3 Fiscal 2021

Record quarterly revenue and earnings

Solid execution and margin expansion in challenging supply environment

Record operating and free cash flows

2021 Outlook

Strong, sustainable demand as customers continue making strategic investments to address long-term trends

2021 WFE:

- » Foundry-Logic >55%
- » DRAM: 2nd fastest growing
- » NAND: similar investments to DRAM

Longer Term

Multi-year growth drivers for semi firmly in place

Industry growing structurally larger

Global investments to re-engineer supply chains for resiliency and flexibility

STRONG MARKET AND BUSINESS OUTLOOK

Investment Thesis

Market Outlook = Innovation and Secular Growth

Applied = PPACt Enablement Company

Unit process leadership and broadest portfolio

+

Unique combinations of technologies

+

Actionable insight / time to market acceleration

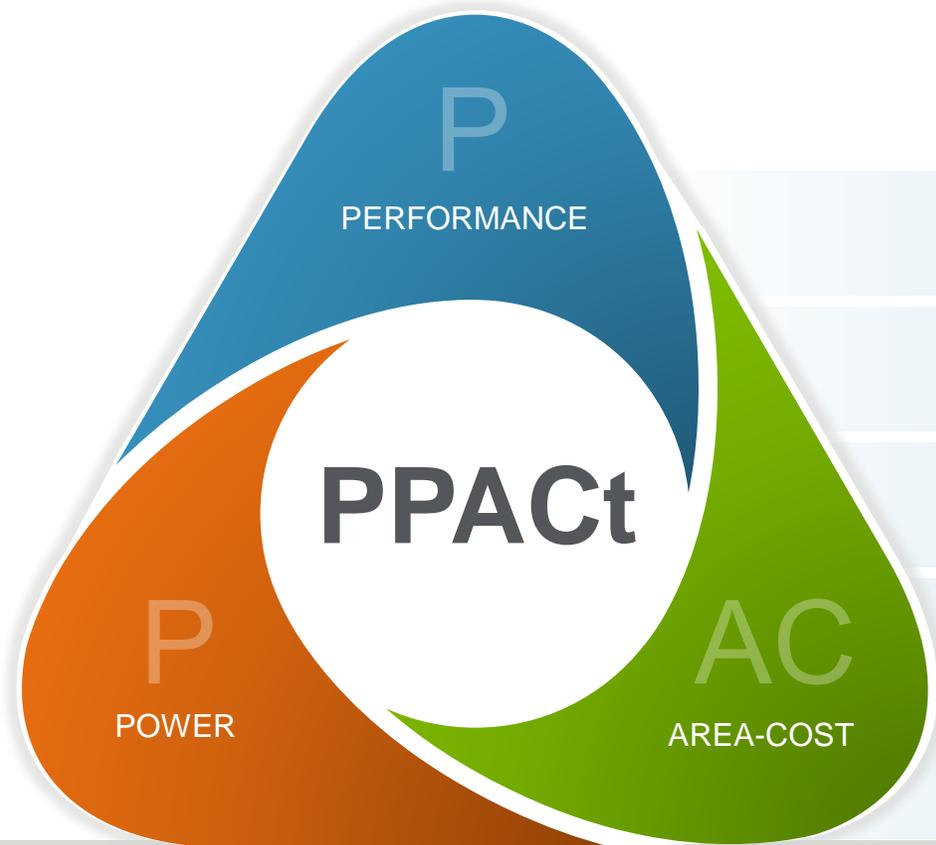
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Subscription style revenue growth

+

Synergistic materials engineering business with high FCF

High ROI Financial Model + Attractive Shareholder Returns



ENABLED BY

New architectures

New structures / 3D

New materials

New ways to shrink

Advanced packaging

Applied has broadest portfolio of products and technologies to accelerate new PPACT playbook

(PPACT = Power, Performance, Area-cost and Time-to-market)

Q3F21 Non-GAAP Financial Results

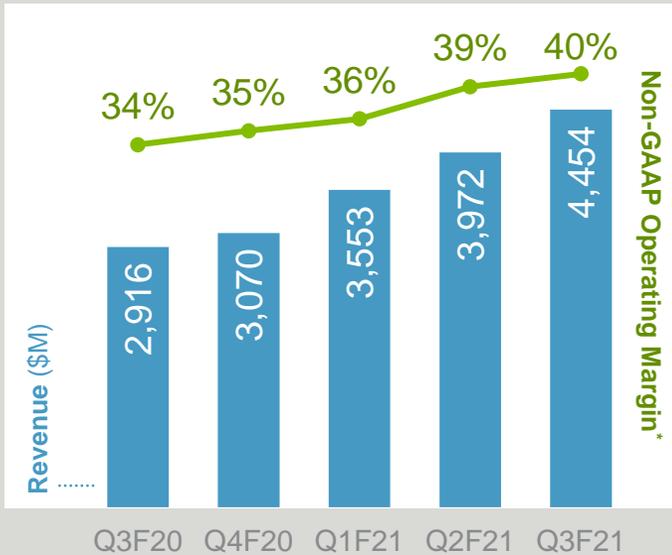
\$M, except EPS	Q3F20	Q2F21	Q3F21	Y / Y	Q / Q
Revenue	4,395	5,582	6,196	41%	11%
Gross Margin*	45.0%	47.7%	48.0%	300bps	30bps
Operating Income*	1,160	1,768	2,029	75%	15%
EPS*	\$1.06	\$1.63	\$1.90	79%	17%
Operating Cash Flow	867	1,187	1,686	94%	42%
Free Cash Flow**	780	983	1,549	99%	58%

* For reconciliation of GAAP to non-GAAP results, see appendix of this presentation and non-GAAP reconciliation on the investor relations page at www.appliedmaterials.com

** Free cash flow = operating cash flow – net capital expenditures

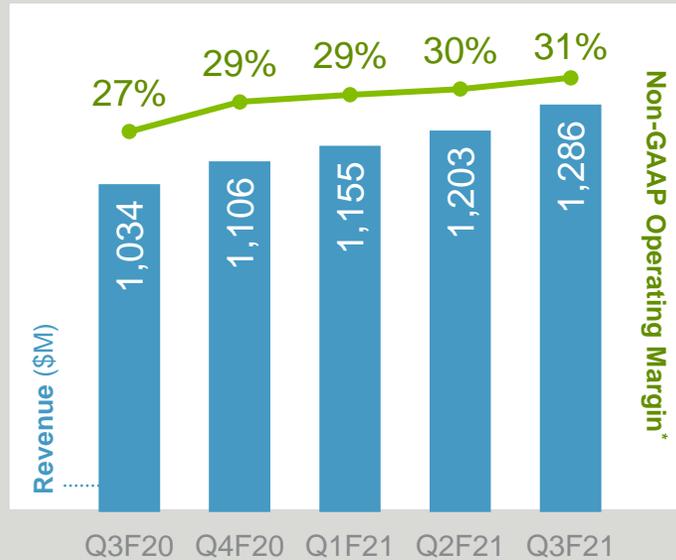
Q3F21 Segment Results

SEMICONDUCTOR SYSTEMS



- Record revenue, +53% Y/Y
- Record non-GAAP OM +660bps Y/Y
- Leadership businesses growing 50%+ in 2021 on Y/Y basis
- Process control business growing 60%+ in CY2021
- ICAPS** 28nm+ revenue expected to double Y/Y in 2021

APPLIED GLOBAL SERVICES



- Record revenue, +24% Y/Y
- Highest non-GAAP OM in 15 years
- Recurring services, parts and software: 87% of AGS revenue
- Subscriptions: 60% of recurring revenue
- Average subscriptions tenure: 2.2 yrs, up from 1.9 yrs in 2020

DISPLAY & ADJACENT MARKETS



- Revenue +1% Y/Y
- Focused on increasing non-GAAP OM towards L/T target range of 25-30%
- Future growth as OLED technology proliferating across smartphones, computers and TVs

* For reconciliation of GAAP to non-GAAP results, see appendix of this presentation and non-GAAP reconciliation on the investor relations page at www.appliedmaterials.com

** ICAPS = IoT, Communications, Automotive, Power and Sensors

Liquidity and Uses of Capital

CASH AND INVESTMENTS (\$M)	Q3F20	Q4F20	Q1F21	Q2F21	Q3F21
Cash and cash equivalents	4,350	5,351	6,213	6,305	6,066
Short-term investments	406	387	410	460	444
Long-term investments	1,538	1,538	1,601	1,569	1,658
Total cash and investments	6,294	7,276	8,224	8,334	8,168
Long-term debt Ratings (Moody's / S&P): A2 / A	5,447	5,448	5,449	5,450	5,451
CAPITAL RETURNS (\$M)					
Share repurchases	(200)	(50)	—	(750)	(1,500)
Cash dividends	(202)	(200)	(201)	(202)	(219)

Business Outlook

FOURTH QUARTER Fiscal 2021

OUTLOOK	Total Revenue	~\$6.325B ± \$250M
	Non-GAAP EPS	~\$1.94 ± \$0.07
SEGMENT REVENUE	Semiconductor Systems	~\$4.60B
	Applied Global Services	~\$1.30B
	Display and Adjacent Markets	~\$400M
OTHER	Non-GAAP Gross Margin	~48%
	Non-GAAP Operating Expenses	~\$960M
	Non-GAAP Tax Rate	~12.5%

10-Yr Roadmap | Environmental and Social Responsibility

APPLIED'S
OPERATIONS

1x

SEMI INDUSTRY'S
OPERATIONS

100x

GLOBAL
ELECTRONICS

10,000x

On-track for
100% renewable energy
in US by 2022 and
globally by 2030

Assessments underway to
support science-based
targets and TCFD by 2022

Embedding
'Culture of Inclusion'
across the company

Significant momentum and
broad engagement with
SuCCCESS2030 supply
chain initiative

Strong collaboration with
leading customers on
3x30 sustainability upgrades
and new product features

PPACt engagements across
ecosystem focus on energy-efficient
devices and computing

LATEST 3rd PARTY RATINGS

CDP Climate	B-
CDP Supplier Engagement	B
ISS (E/S/G)	2/1/1
MSCI	AA
Sustainalytics	TOP RATED

Make Possible[®] a Better Future

For more details, please refer to our 2020 Sustainability Report [here](#) and the data annex [here](#)

Additional Resources



Investor Relations Home Page

[LINK](#)

Latest News

[LINK](#)

Blog: Ideas, Actions & Technologies

[LINK](#)

2021 Investor Meeting

[LINK](#)

2021 Master Class – Memory

[LINK](#)

2021 Master Class – Logic

[LINK](#)

Appendix

GAAP to Non-GAAP Reconciliations

Use of Non-GAAP Adjusted Financial Measures

Applied provides investors with certain non-GAAP adjusted financial measures, which are adjusted for the impact of certain costs, expenses, gains and losses, including certain items related to mergers and acquisitions; restructuring and severance charges and any associated adjustments; certain incremental expenses related to COVID-19; impairments of assets; gain or loss on strategic investments; loss on early extinguishment of debt; certain income tax items and other discrete adjustments. On a non-GAAP basis, the tax effect related to share-based compensation is recognized ratably over the fiscal year. Additionally, non-GAAP results exclude estimated discrete income tax expense items associated with U.S. tax legislation. Reconciliations of these non-GAAP measures to the most directly comparable financial measures calculated and presented in accordance with GAAP are provided in the appendix to this presentation and on Applied's website, <https://ir.appliedmaterials.com/>.

Management uses these non-GAAP adjusted financial measures to evaluate the company's operating and financial performance and for planning purposes, and as performance measures in its executive compensation program. Applied believes these measures enhance an overall understanding of its performance and investors' ability to review the company's business from the same perspective as the company's management and facilitate comparisons of this period's results with prior periods on a consistent basis by excluding items that management does not believe are indicative of Applied's ongoing operating performance. There are limitations in using non-GAAP financial measures because the non-GAAP financial measures are not prepared in accordance with generally accepted accounting principles, may be different from non-GAAP financial measures used by other companies, and may exclude certain items that may have a material impact upon our reported financial results. The presentation of this additional information is not meant to be considered in isolation or as a substitute for the directly comparable financial measures prepared in accordance with GAAP.

UNAUDITED QTD RECONCILIATION OF GAAP TO NON-GAAP ADJUSTED RESULTS

IN MILLIONS, EXCEPT PERCENTAGE

Non-GAAP Adjusted Gross Profit

	Q3F20	Q4F20	Q1F21	Q2F21	Q3F21
Reported gross profit - GAAP basis	\$ 1,955	\$ 2,130	\$ 2,349	\$ 2,653	\$ 2,967
Certain items associated with acquisitions ¹	8	12	8	7	6
Certain incremental expenses related to COVID-19 ²	15	-	12	-	-
Other charges	-	-	-	2	-
Non-GAAP adjusted gross profit	<u>\$ 1,978</u>	<u>\$ 2,142</u>	<u>\$ 2,369</u>	<u>\$ 2,662</u>	<u>\$ 2,973</u>
Non-GAAP adjusted gross margin	45.0%	45.7%	45.9%	47.7%	48.0%

Non-GAAP Adjusted Operating Income

Reported operating income - GAAP basis	\$ 1,108	\$ 1,283	\$ 1,283	\$ 1,579	\$ 2,013
Certain items associated with acquisitions ¹	12	16	13	12	11
Acquisition integration and deal costs	20	26	24	11	5
Certain incremental expenses related to COVID-19 ²	20	-	24	-	-
Severance and related charges ³	-	-	152	6	-
Deal termination fee	-	-	-	154	-
Other charges	-	-	-	6	-
Non-GAAP adjusted operating income	<u>\$ 1,160</u>	<u>\$ 1,325</u>	<u>\$ 1,496</u>	<u>\$ 1,768</u>	<u>\$ 2,029</u>
Non-GAAP adjusted operating margin	26.4%	28.3%	29.0%	31.7%	32.7%

Non-GAAP Adjusted Net Income

Reported net income - GAAP basis	\$ 841	\$ 1,131	\$ 1,130	\$ 1,330	\$ 1,716
Certain items associated with acquisitions ¹	12	16	13	12	11
Acquisition integration and deal costs	20	26	24	12	5
Certain incremental expenses related to COVID-19 ²	20	-	24	-	-
Severance and related charges ³	-	-	152	6	-
Deal termination fee	-	-	-	154	-
Realized loss (gain) on strategic investments, net	(8)	-	(2)	6	(6)
Unrealized loss (gain) on strategic investments, net	(5)	(7)	(6)	(26)	(13)
Loss on early extinguishment of debt	33	-	-	-	-
Other charges	-	-	-	6	-
Income tax effects related to intra-entity intangible asset transfers	67	10	20	17	23
Resolution of prior years' income tax filings and other tax items	(1)	(36)	(3)	(10)	(9)
Income tax effect of share-based compensation ⁴	12	13	(29)	6	11
Income tax effect of non-GAAP adjustments ⁵	(15)	(5)	(41)	(4)	2
Non-GAAP adjusted net income	<u>\$ 976</u>	<u>\$ 1,148</u>	<u>\$ 1,282</u>	<u>\$ 1,509</u>	<u>\$ 1,740</u>

FOOTNOTES:

1. These items are incremental charges attributable to completed acquisitions, consisting of amortization of purchased intangible assets.
2. Temporary incremental employee compensation during the COVID-19 pandemic.
3. The severance and related charges primarily related to a one-time voluntary retirement program offered to certain eligible employees.
4. GAAP basis tax benefit related to share-based compensation is being recognized ratably over the fiscal year on a non-GAAP basis.
5. Adjustment to provision for income taxes related to non-GAAP adjustments reflected in income before income taxes.

UNAUDITED QTD RECONCILIATION OF GAAP TO NON-GAAP ADJUSTED RESULTS

IN MILLIONS, EXCEPT EPS

Non-GAAP Adjusted Earnings Per Diluted Share

	Q3F20	Q4F20	Q1F21	Q2F21	Q3F21
Reported earnings per diluted share - GAAP basis	\$ 0.91	\$ 1.23	\$ 1.22	\$ 1.43	\$ 1.87
Certain items associated with acquisitions	0.01	0.02	0.01	0.01	0.01
Acquisition integration and deal costs	0.02	0.02	0.02	0.01	0.01
Certain incremental expenses related to COVID-19	0.02	-	0.02	-	-
Severance and related charges	-	-	0.13	0.01	-
Deal termination fee	-	-	-	0.17	-
Realized loss (gain) on strategic investments, net	(0.01)	-	-	0.01	(0.01)
Unrealized loss (gain) on strategic investments, net	-	(0.01)	-	(0.03)	(0.01)
Loss on early extinguishment of debt	0.03	-	-	-	-
Income tax effects related to intra-entity intangible asset transfers	0.07	0.01	0.02	0.02	0.03
Income tax effect of share-based compensation	0.01	0.02	(0.03)	0.01	0.01
Resolution of prior years' income tax filings and other tax items	-	(0.04)	-	(0.01)	(0.01)
Non-GAAP adjusted earnings per diluted share	<u>\$ 1.06</u>	<u>\$ 1.25</u>	<u>\$ 1.39</u>	<u>\$ 1.63</u>	<u>\$ 1.90</u>
Weighted average number of diluted shares	922	921	925	927	918

UNAUDITED QTD RECONCILIATION OF GAAP TO NON-GAAP SEGMENT OPERATING RESULTS

IN MILLIONS, EXCEPT PERCENTAGE

Semiconductor Systems Non-GAAP Adjusted Operating Income

	Q3F20	Q4F20	Q1F21	Q2F21	Q3F21
Reported operating income - GAAP basis	\$ 958	\$ 1,059	\$ 1,261	\$ 1,542	\$ 1,785
Certain items associated with acquisitions ¹	9	12	10	10	9
Acquisition integration costs	1	2	(2)	-	-
Certain incremental expenses related to COVID-19 ²	14	-	12	-	-
Other charges	-	-	-	3	-
Non-GAAP adjusted operating income	<u>\$ 982</u>	<u>\$ 1,073</u>	<u>\$ 1,281</u>	<u>\$ 1,555</u>	<u>\$ 1,794</u>
Non-GAAP adjusted operating margin	33.7%	35.0%	36.1%	39.1%	40.3%

AGS Non-GAAP Adjusted Operating Income

Reported operating income - GAAP basis	\$ 273	\$ 320	\$ 332	\$ 358	\$ 393
Certain incremental expenses related to COVID-19 ²	4	-	8	-	-
Other charges	-	-	-	1	-
Non-GAAP adjusted operating income	<u>\$ 277</u>	<u>\$ 320</u>	<u>\$ 340</u>	<u>\$ 359</u>	<u>\$ 393</u>
Non-GAAP adjusted operating margin	26.8%	28.9%	29.4%	29.8%	30.6%

Display and Adjacent Markets Non-GAAP Adjusted Operating Income

Reported operating income - GAAP basis	\$ 83	\$ 95	\$ 65	\$ 65	\$ 99
Certain items associated with acquisitions ¹	3	3	1	1	1
Certain incremental expenses related to COVID-19 ²	1	-	1	-	-
Severance and related charges ³	-	-	8	-	-
Non-GAAP adjusted operating income	<u>\$ 87</u>	<u>\$ 98</u>	<u>\$ 75</u>	<u>\$ 66</u>	<u>\$ 100</u>
Non-GAAP adjusted operating margin	20.5%	20.2%	18.2%	17.6%	23.2%

1. These items are incremental charges attributable to completed acquisitions, consisting of amortization of purchased intangible assets.

2. Temporary incremental employee compensation during the COVID-19 pandemic.

3. The severance and related charges related to workforce reduction actions globally across the Display and Adjacent Markets business.

Note: The reconciliation of GAAP and non-GAAP adjusted segment results above does not include certain revenues, costs of products sold and operating expenses that are reported within corporate and other and included in consolidated operating income.



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