

# **Applied Materials Announces Second Quarter Results**

May 14, 2015

- Q2 net sales of \$2.44 billion up 4% year over year led by growth in Applied Global Services and Display
- Q2 non-GAAP adjusted EPS of \$0.29 up 4% year over year; GAAP EPS of \$0.29 up 38% year over year

SANTA CLARA, Calif., May 14, 2015 - Applied Materials, Inc. (NASDAQ:AMAT), the global leader in precision materials engineering solutions for the semiconductor, display and solar industries, today reported results for its second quarter ended April 26, 2015.

Second quarter orders were \$2.52 billion, up 11 percent sequentially and down 4 percent year over year. Net sales were \$2.44 billion, up 4 percent sequentially and up 4 percent year over year.

On a non-GAAP adjusted basis, the company reported gross margin of 43.2 percent, operating income of \$476 million, and net income of \$362 million or \$0.29 per diluted share. The company recorded GAAP gross margin of 41.6 percent, operating income of \$416 million, and net income of \$364 million or \$0.29 per diluted share.

"Applied posted our highest quarterly revenue in the past three years and earnings near the top of our guidance range," said Gary Dickerson, president and CEO. "These results demonstrate that Applied is delivering the enabling products and services our customers need as they transition complex new devices into volume production."

# **Quarterly Results Summary**

				Cha	nge
				Q2 FY2015	Q2 FY2015
				vs.	vs.
GAAP Results	Q2 FY2015	Q1 FY2015	Q2 FY2014	Q1 FY2015	Q2 FY2014
Net sales	\$2.44 billion	\$2.36 billion	\$2.35 billion	4%	4%
Gross profit	\$1.02 billion	\$959 million	\$1.00 billion	6%	1%
Operating income	\$416 million	\$458 million	\$387 million	(9)%	7%
Net income	\$364 million	\$348 million	\$262 million	5%	39%
Diluted earnings per share (EPS)	\$0.29	\$0.28	\$0.21	4%	38%
Non-GAAP Adjusted Results	_				
Non-GAAP adjusted gross profit	\$1.06 billion	\$1.00 billion	\$1.04 billion	6%	1%
Non-GAAP adjusted operating income	÷\$476 million	\$447 million	\$482 million	6%	(1)%
Non-GAAP adjusted net income	\$362 million	\$338 million	\$348 million	7%	4%
Non-GAAP adjusted diluted EPS	\$0.29	\$0.27	\$0.28	7%	4%

Applied's non-GAAP adjusted results exclude the impact of the following, where applicable: certain items related to mergers and acquisitions; restructuring charges and any associated adjustments; impairments of assets, goodwill, or investments; gain or loss on sale of strategic investments or facilities; and certain tax items. A reconciliation of the GAAP and non-GAAP adjusted results is provided in the financial tables included in this release. See also "Use of Non-GAAP Adjusted Financial Measures" section.

# Second Quarter Reportable Segment Results and Comparisons to the Prior Quarter

Silicon Systems Group (SSG) orders were \$1.70 billion, up 19 percent, with increases in foundry, flash and DRAM more than offsetting a decline in logic/other. Net sales increased by 8 percent to \$1.56 billion. Non-GAAP adjusted operating income increased by 19 percent to \$418 million or 26.8 percent of net sales. GAAP operating income increased by 22 percent to \$374 million or 24.0 percent of net sales.

SSG new order composition was: foundry 36 percent; DRAM 31 percent; flash 21 percent; and logic/other 12 percent.

Applied Global Services orders of \$641 million declined 7 percent primarily due to a seasonal decline in service contract renewals. Net sales of \$646 million increased by 11 percent. Operating income increased to \$170 million or 26.3 percent of net sales on both a GAAP and non-GAAP basis.

Display orders of \$120 million were up 12 percent reflecting an increase in TV equipment orders. Net sales declined 41 percent to \$163 million, which was in line with expectations. Operating income decreased to \$40 million or 24.5 percent of net sales on both a GAAP and non-GAAP basis.

Energy and Environmental Solutions orders remained flat at \$50 million, and net sales increased by 33 percent to \$73 million. EES reported a non-GAAP adjusted operating loss of \$4 million and a GAAP operating loss of \$5 million.

Applied's backlog remained essentially flat at \$2.78 billion and included negative adjustments of \$69 million, primarily consisting of order cancellations and other adjustments. Backlog composition by segment was: SSG 53 percent; AGS 29 percent; Display 13 percent; and EES 5 percent.

## **Business Outlook**

For the third quarter of fiscal 2015, Applied expects net sales to be in the range of up 2 percent to up 6 percent from the previous quarter, the midpoint of which would be up 12 percent year over year. Non-GAAP adjusted diluted EPS is expected to be in the range of \$0.31 to \$0.35, the midpoint of which would be up 18 percent year over year.

This outlook excludes known charges related to completed acquisitions of \$0.03 per share and does not exclude other non-GAAP adjustments that may arise subsequent to this release.

#### Use of Non-GAAP Adjusted Financial Measures

Management uses non-GAAP adjusted results to evaluate the company's operating and financial performance in light of business objectives and for planning purposes. These measures are not in accordance with GAAP and may differ from non-GAAP methods of accounting and reporting used by other companies. Applied believes these measures enhance 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. The presentation of this additional information should not be considered a substitute for results prepared in accordance with GAAP.

#### **Webcast Information**

Applied Materials will discuss these results during an earnings call that begins at 1:30 p.m. Pacific Time today. A live webcast will be available at <a href="https://www.appliedmaterials.com">www.appliedmaterials.com</a>. A replay will be available on the website beginning at 5:00 p.m. Pacific Time today.

## **Forward-Looking Statements**

This press release contains forward-looking statements, including those regarding anticipated growth and trends in our businesses and markets, industry outlooks, technology transitions, our financial performance and market share positions, our business outlook for the third quarter of fiscal 2015, 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; global economic and industry conditions; 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; 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 most 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.

## **About Applied Materials**

Applied Materials, Inc. (Nasdaq:AMAT) is the global leader in precision materials engineering solutions for the semiconductor, flat panel display and solar photovoltaic industries. Our technologies help make innovations like smartphones, flat screen TVs and solar panels more affordable and accessible to consumers and businesses around the world. Learn more at <a href="https://www.appliedmaterials.com">www.appliedmaterials.com</a>.

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# APPLIED MATERIALS, INC. UNAUDITED CONSOLIDATED CONDENSED STATEMENTS OF OPERATIONS

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	Th	ree	Months Er	nded	Six Mont	ided	
	April 26	მ, ა	January 25,	April 27	April 26,	April	27,
(In millions, except per share amounts)	2015		2015	2014	2015	20	14
Net sales	\$ 2,442	2 \$	2,359	\$ 2,353	\$ 4,801	\$ 4,5	543
Cost of products sold	1,426	3	1,400	1,352	2,826	2,6	<u> 551</u>
Gross profit	1,016	3	959	1,001	1,975	1,8	392
Operating expenses:							
Research, development and engineering	365	5	351	355	716		711
Marketing and selling	109	)	111	107	220	2	216
General and administrative	140	)	117	129	257	2	249
Loss (gain) on derivatives associated with announced business combination	(14	1)	(78)	23	(92)		(1)
Total operating expenses	600	)	501	614	1,101	1,1	175
Income from operations	416	3	458	387	874	7	717
Interest expense	24	1	23	23	47		48
Interest income and other income (loss), net	(3	3)	2	1	(1)		11
Income before income taxes	389	9	437	365	826	6	880
Provision for income taxes	25	5	89	103	114		165
Net income	\$ 364	1 \$	348	\$ 262	\$ 712	\$ 5	515
Earnings per share:							
Basic	\$ 0.30	) \$	0.28	\$ 0.22	\$ 0.58	\$ 0	.43
Diluted	\$ 0.29	9 \$	0.28	\$ 0.21	\$ 0.57	\$ 0	.42
Weighted average number of shares:							
Basic	1,230	)	1,224	1,216	1,227	1,2	211

# APPLIED MATERIALS, INC. UNAUDITED CONSOLIDATED CONDENSED BALANCE SHEETS

	April 26,	January 25,	October 26,
(In millions)	2015	2015	2014
ASSETS			
Current assets:			
Cash and cash equivalents	\$ 3,067	\$ 2,929	\$ 3,002
Short-term investments	163	158	160
Accounts receivable, net	1,798	1,580	1,670
Inventories	1,713	1,641	1,567
Other current assets	706	625	568
Total current assets	7,447	6,933	6,967
Long-term investments	936	930	935
Property, plant and equipment, net	887	864	861
Goodwill	3,304	3,304	3,304
Purchased technology and other intangible assets, net	860	905	951
Deferred income taxes and other assets	153	137	156
Total assets	\$13,587	\$ 13,073	\$ 13,174
LIABILITIES AND STOCKHOLDERS' EQUITY		-	
Current liabilities:			
Accounts payable and accrued expenses	\$ 1,822	\$ 1,737	\$ 1,883
Customer deposits and deferred revenue	874	784	940
Total current liabilities	2,696	2,521	2,823
Long-term debt	1,947	1,947	1,947
Other liabilities	593	533	536
Total liabilities	5,236	5,001	5,306
Total stockholders' equity	8,351	8,072	7,868
Total liabilities and stockholders' equity	\$13,587	\$ 13,073	\$ 13,174

# APPLIED MATERIALS, INC. UNAUDITED CONSOLIDATED CONDENSED STATEMENTS OF CASH FLOWS

	Three Months Ended							Six Months End				
	Αp	ril 26	, Ja	nuary 25,	, Ap	ril 27,	Αį	oril 26,	Ар	ril 27,		
(In millions)		2015		2015		2014		2015	2	014		
Cash flows from operating activities:												
Net income	\$	364	\$	348	\$	262	\$	712	\$	515		
Adjustments required to reconcile net income to cash provided by operating activities	<b>:</b> :											
Depreciation and amortization		90		92		94		182		188		
Share-based compensation		47		48		42		95		88		
Excess tax benefits from share-based compensation		(12)		(39)		(7)		(51)		(25)		
Other		(8)		36		12		28		21		
Net change in operating assets and liabilities		(183)	<u> </u>	(425)		34	_	(608)		22		
Cash provided by operating activities	_	298		60		437	_	358		809		
Cash flows from investing activities:												
Capital expenditures		(64)	)	(49)		(65)		(113)		(113)		
Proceeds from sales and maturities of investments		177		140		157		317		521		
Purchases of investments		(203)		(141)		(161)	_	(344)		(324)		
Cash provided by (used in) investing activities		(90)	<u> </u>	(50)		(69)	_	(140)		84		
Cash flows from financing activities:												
Proceeds from common stock issuances and others, net		42		-		56		42		66		
Excess tax benefits from share-based compensation		12		39		7		51		25		
Payments of dividends to stockholders		(123)	<u> </u>	(122)		(122)	_	(245)		(242)		
Cash used in financing activities		(69)	<u> </u>	(83)		(59)	_	(152)		(151)		
Effect of exchange rate changes on cash and cash equivalents		(1)	<u> </u>	-				(1)				
Increase (decrease) in cash and cash equivalents		138		(73)		309		65		742		
Cash and cash equivalents - beginning of period		2,929		3,002	2	2,144		3,002	1	,711		
Cash and cash equivalents - end of period	\$ 3	3,067	\$	2,929	\$ 2	2,453	\$	3,067	\$ 2	,453		
Supplemental cash flow information:										,		
Cash payments for income taxes	\$	118	\$	89	\$	33	\$	207	\$	59		
Cash refunds from income taxes	\$	2	\$	3	\$	3	\$	5	\$	12		
Cash payments for interest	\$	7	\$	39	\$	7	\$	46	\$	46		

APPLIED MATERIALS, INC. UNAUDITED SUPPLEMENTAL INFORMATION

		Q2 FY20	015		Q1 FY20	015		014			
			Operating			Operating			Ope	rating	
	New	Net	Income	New	Net	Income	New	Net	Inc	ome	
(In millions	<u>Orders</u>	Sales	(Loss)	Orders	Sales	(Loss)	Orders	Sales	(Lo	oss)	
SSG	\$1,704	\$1,560	\$ 374	\$1,426	\$1,446	\$ 307	\$1,664	\$1,584	\$	391	
AGS	641	646	170	690	583	153	537	534		148	
Display	120	163	40	107	275	72	340	147		26	
EES	50	73	(5)	50	55	(4)	88	88		5	
Corporate			(163)			(70)				(183)	
Con-											
solidated	\$2,515	\$2,442	\$ 416	\$2,273	\$2,359	\$ 458	\$2,629	\$2,353	\$	387	

# **Corporate Unallocated Expenses**

(In millions)	Q2	FY2015	Q1	FY2015	Q2 I	FY2014
Share-based compensation		47		48		42
Certain items associated with announced business combination		29		20		16
Loss (gain) on derivative associated with announced business combination, net		(14)		(78)		23
Other unallocated expenses		101		80		102
Total corporate	\$	163	\$	70	\$	183

# APPLIED MATERIALS, INC. UNAUDITED SUPPLEMENTAL INFORMATION

# **Additional Information**

Now Orders and Not Color by Consumbly	Q2 FY20	15 Q1 FY2015	Q2 FY2014
New Orders and Net Sales by Geography		et New Net	New Net
(In \$ millions)	Orders Sa	les Orders Sales	Orders Sales
United States	368 632	2 411 529	521 370
% of Total	15% 20	6% 18% 22%	20 % 16%
Europe	131 150	0 148 143	199 156
% of Total	5%	6% 6% 6%	7% 7%
Japan	365 25	7 242 231	203 215
% of Total	15% 10	0% 11% 10%	8% 9%
Korea	607 449	9 546 464	378 351
% of Total	24 % 18	8% 24% 20%	14 % 15%
Taiwan	589 45	5 545 519	660 781
% of Total	23 % 19	9% 24% 22%	25 % 33%
Southeast Asia	103 87	7 85 85	72 52
% of Total	4%	4% 4% 4%	3% 2%
China	352 412	2 296 388	596 428
% of Total	14% 1	7% 13% 16%	23 % 18%

Employees (In thousands) Regular Full Time 14.3 14.1 13.7

# APPLIED MATERIALS, INC. UNAUDITED RECONCILIATION OF GAAP TO NON-GAAP ADJUSTED RESULTS

	Three	nded	Six Months Ended			
		January				
	April 26,	25,	April 27,	April 26,	April 27,	
(In millions, except percentages)	2015	2015	2014	2015	2014	
Non-GAAP Adjusted Gross Profit						
Reported gross profit - GAAP basis	\$1,016 \$	959	\$1,001	\$1,975	\$1,892	
Certain items associated with acquisitions <sup>1</sup>	39	40	39	79	78	
Acquisition integration costs		-	1		1	
Non-GAAP adjusted gross profit	\$1,055 \$	999	\$1,041	\$2,054	\$1,971	
Non-GAAP adjusted gross margin	43.2%	42.3 %	44.2%	42.8%	43.4%	
Non-GAAP Adjusted Operating Income						
Reported operating income - GAAP basis	\$ 416 \$	458	\$ 387	\$ 874	\$ 717	
Certain items associated with acquisitions <sup>1</sup>	45	46	46	91	91	
Acquisition integration costs	-	1	10	1	21	
Loss (gain) on derivatives associated with announced business combination, net	(14)	(78)	23	(92)	(1)	
Certain items associated with announced business combination <sup>2</sup>	29	20	16	49	27	
Restructuring charges and asset impairments <sup>3</sup>		-	-		7	
Non-GAAP adjusted operating income	\$ 476 \$	447	\$ 482	\$ 923	\$ 862	
Non-GAAP adjusted operating margin	19.5%	18.9 %	6 20.5%	19.2%	19.0%	
Non-GAAP Adjusted Net Income						
Reported net income - GAAP basis <sup>4</sup>	\$ 364 \$	348	\$ 262	\$ 712	\$ 515	

Certain items associated with acquisitions <sup>1</sup>	45	46	46	91	91
Acquisition integration costs	-	1	10	1	21
Loss (gain) on derivatives associated with announced business combination, net	(14)	(78)	23	(92)	(1)
Certain items associated with announced business combination <sup>2</sup>	29	20	16	49	27
Restructuring charges and asset impairments <sup>3</sup>	-	-	-	-	7
Impairment (gain on sale) of strategic investments, net	6	1	2	7	(3)
Reinstatement of federal R&D tax credit, resolution of prior years' income tax filings and other tax					
items <sup>4</sup>	(54)	(17)	12	(71)	(3)
Income tax effect of non-GAAP adjustments	(14)	17	(23)	3	(27)
Non-GAAP adjusted net income	\$ 362	\$ 338	\$ 348	\$ 700	\$ 627

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

2These items are incremental charges related to the announced business combination agreement with Tokyo Electron Limited, consisting of acquisition-related and integration planning costs.

3Results for the six months ended April 27, 2014 included a \$7 million of employee-related costs related to the restructuring program announced on October 3, 2012.

4Amounts for the three and six months ended April 26, 2015 included an adjustment to decrease the provision for income taxes by \$39 million and \$35 million, respectively, with a corresponding increase in net income and diluted earnings per share of \$0.03. The adjustment was excluded in Applied's non-GAAP adjusted results and was made primarily to correct an error in the recognition of cost of sales in the U.S. related to intercompany sales, which resulted in overstating profitability in the U.S. and the provision for income taxes in immaterial amounts in each year since fiscal 2010.

# APPLIED MATERIALS, INC. UNAUDITED RECONCILIATION OF GAAP TO NON-GAAP ADJUSTED RESULTS

Six Months

				SIX IVI	Ulluis
	Thre	e Months E	nded	End	led
	April	January	April		
	26,	25,	27,	April 26,	April 27,
(In millions except per share amounts)	2015	2015	2014	2015	2014
Non-GAAP Adjusted Earnings Per Diluted Share					
Reported earnings per diluted share - GAAP basis1	\$ 0.29	\$ 0.28	\$ 0.21	\$ 0.57	\$ 0.42
Certain items associated with acquisitions	0.03	0.03	0.03	0.07	0.06
Acquisition integration costs	-	-	0.01	-	0.01
Certain items associated with announced business combination	0.02	0.01	0.01	0.03	0.02
Loss (gain) on derivative associated with announced business combination, net	(0.01)	(0.04)	0.01	(0.05)	-
Reinstatement of federal R&D tax credit, resolution of prior years' income tax filings and other tax					
items <sup>1</sup>	(0.04)	(0.01)	0.01	(0.06)	_
Non-GAAP adjusted earnings per diluted share	\$ 0.29	\$ 0.27	\$ 0.28	\$ 0.56	\$ 0.51
Weighted average number of diluted shares	1,241	1,240	1,229	1,241	1,227

1Amounts for the three and six months ended April 26, 2015 included an adjustment to decrease the provision for income taxes by \$39 million and \$35 million, respectively, with a corresponding increase in net income and diluted earnings per share of \$0.03. The adjustment was excluded in Applied's non-GAAP adjusted results and was made primarily to correct an error in the recognition of cost of sales in the U.S. related to intercompany sales, which resulted in overstating profitability in the U.S. and the provision for income taxes in immaterial amounts in each year since fiscal 2010.

# APPLIED MATERIALS, INC. UNAUDITED RECONCILIATION OF GAAP TO NON-GAAP ADJUSTED RESULTS

Six Months Ended

Three Months Ended

	April 26	i, Ja	anuary	25, April 27,	April 2	6, April 27,
(In millions, except percentages)	2015		2015	2014	2015	2014
SSG Non-GAAP Adjusted Operating Income						
Reported operating income - GAAP basis	\$374	\$	307	\$ 391	\$ 681	\$ 705
Certain items associated with acquisitions <sup>1</sup>	44		43	42	87	84
Acquisition integration costs			-			11
Non-GAAP adjusted operating income	\$418	\$	350	\$ 433	\$ 768	\$ 790
Non-GAAP adjusted operating margin	26.8 %	6	24.2	% 27.3%	25.5	% 25.7 %
AGS Non-GAAP Adjusted Operating Income						
Reported operating income - GAAP basis	\$170	\$	153	\$ 148	\$ 323	\$ 273
Certain items associated with acquisitions <sup>1</sup>			1	2	1	3
Non-GAAP adjusted operating income	\$170	\$	154	\$ 150	\$ 324	\$ 276
Non-GAAP adjusted operating margin	26.3 %	6	26.4	% 28.1%	26.4	% 26.5 %
Display Non-GAAP Adjusted Operating Income						
Reported operating income - GAAP basis	\$ 40	\$	72	\$ 26	\$ 112	\$ 52
Certain items associated with acquisitions <sup>1</sup>			1		1	11
Non-GAAP adjusted operating income	\$ 40	\$	73	\$ 26	\$ 113	\$ 53

Non-GAAP adjusted operating margin	2	4.5 %	Ď	26.5	%	17.7%	25	5.8 %	1	17.3 %
EES Non-GAAP Adjusted Operating Income (Loss	)									
Reported operating income (loss) - GAAP basis	\$	(5)	\$	(4)	\$	5	\$	(9)	\$	(6)
Certain items associated with acquisitions <sup>1</sup>		1		1		2		2		3
Non-GAAP adjusted operating income (loss)	\$	(4)	\$	(3)	\$	7	\$	(7)	\$	(3)
Non-GAAP adjusted operating margin	(	5.5)%	, D	(5.5	)%	8.0%	(!	5.5)%	, ,	(2.3)%

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

# APPLIED MATERIALS, INC.

# UNAUDITED RECONCILIATION OF GAAP TO NON-GAAP ADJUSTED OPERATING EXPENSES

	Three M			
(In millions)	Apri	26, 2015	<u>Janu</u>	ary 25, 2015
Operating expenses - GAAP basis	\$	600	\$	501
Gain on derivative associated with announced business combination, r	net	14		78
Certain items associated with acquisitions		(6)		(6)
Acquisition integration costs		-		(1)
Certain items associated with announced business combination		(29)		(20)
Non-GAAP adjusted operating expenses	\$	579	\$	552

# UNAUDITED RECONCILIATION OF GAAP TO NON-GAAP ADJUSTED EFFECTIVE INCOME TAX RATE

(In millions, except percentages)		Three Months Ended April 26, 2015	
Provision for income taxes - GAAP basis¹ (a)	\$	25	
Reinstatement of federal R&D tax credit, resolutions of prior years' income tax filings and other tax items		54	
Income tax effect of non-GAAP adjustments <sup>1</sup>		14	
Non-GAAP adjusted provision for income taxes (b)	\$	93	
Income before income taxes - GAAP basis (c)	\$	389	
Certain items associated with acquisitions		45	
Gain on derivative associated with announced business combination		(14)	
Certain items associated with announced business combination		29	
Impairment of strategic investments, net		6	
Non-GAAP adjusted income before income taxes (d)	\$	455	
Effective income tax rate - GAAP basis¹ (a/c)		6.4%	
Non-GAAP adjusted effective income tax rate (b/d)		20.4%	

<sup>1</sup>Amounts for the three months ended April 26, 2015 included an adjustment to decrease the provision for income taxes by \$39 million, with a corresponding increase in net income and diluted earnings per share of \$0.03. The adjustment was excluded in Applied's non-GAAP adjusted results and was made primarily to correct an error in the recognition of cost of sales in the U.S. related to intercompany sales, which resulted in overstating profitability in the U.S. and the provision for income taxes in immaterial amounts in each year since fiscal 2010.

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