## 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

| GAAP Resu | Q2 FY2015 |  |  | Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Q2 FY2015 Q2 FY2015 |  |
|  |  |  |  | vs. | vs. <br> FY2014 |
| Net sales | \$2.44 bill | 36 | 35 billion | 4\% | 4\% |
| Gross profit | \$1.02 billion | 959 mill | . 00 billion | 6\% | 1\% |
| Operating income | \$416 million | 458 mill | 87 million | (9)\% | 7\% |
| Net income | \$364 million | 348 mill | 62 million | 5\% | 39\% |
| Diluted earnings per share (EPS) Non-GAAP Adjusted Results | \$0.29 | \$0.28 | \$0.21 | 4\% | 38\% |
| Non-GAAP adjusted gross profit | \$1.06 billion | 1.00 bill | . 04 billion | 6\% | 1\% |
| Non-GAAP adjusted operating income | \$476 million | 447 mill | 82 million | 6\% | (1)\% |
| Non-GAAP adjusted net income | \$362 million | 338 mill | 48 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.

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 $1: 30 \mathrm{p} . \mathrm{m}$. Pacific Time today. A live webcast will be available at www.appliedmaterials.com. 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 www.appliedmaterials.com.

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APPLIED MATERIALS, INC.
UNAUDITED CONSOLIDATED CONDENSED STATEMENTS OF OPERATIONS
(In millions, except per share amounts)
Net sales
Cost of products sold
Gross profit
Operating expenses:
Research, development and engineering
Marketing and selling
General and administrative
Loss (gain) on derivatives associated with announced business combination
Total operating expenses
Income from operations
Interest expense
Interest income and other income (loss), net
Income before income taxes
Provision for income taxes
Net income
Earnings per share:
Basic
Diluted
Weighted average number of shares:
Basic

| Three Months Ended |  |  |  | Six Months Ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| April 26, January 25, April 27, |  |  |  | April 26, | April 27, |
| 2015 |  | 2015 | 2014 | 2015 | 2014 |
| \$ 2,442 | \$ | 2,359 | \$ 2,353 | \$ 4,801 | \$ 4,543 |
| 1,426 |  | 1,400 | 1,352 | 2,826 | 2,651 |
| 1,016 |  | 959 | 1,001 | 1,975 | 1,892 |
| 365 |  | 351 | 355 | 716 | 711 |
| 109 |  | 111 | 107 | 220 | 216 |
| 140 |  | 117 | 129 | 257 | 249 |
| (14) |  | (78) | 23 | (92) | (1) |
| 600 |  | 501 | 614 | 1,101 | 1,175 |
| 416 |  | 458 | 387 | 874 | 717 |
| 24 |  | 23 | 23 | 47 | 48 |
| (3) |  | 2 | 1 | (1) | 11 |
| 389 |  | 437 | 365 | 826 | 680 |
| 25 |  | 89 | 103 | 114 | 165 |
| \$ 364 | \$ | 348 | \$ 262 | \$ 712 | \$ 515 |

APPLIED MATERIALS, INC.
UNAUDITED CONSOLIDATED CONDENSED BALANCE SHEETS
(ln millions)
April 26, January 25, October 26,
ASSETS
Current assets:
Cash and cash equivalents
Short-term investments
Accounts receivable, net

| \$ 3,067 \$ | \$ | 2,929 | \$ | 3,002 |
| :---: | :---: | :---: | :---: | :---: |
| 163 |  | 158 |  | 160 |
| 1,798 |  | 1,580 |  | 1,670 |
| 1,713 |  | 1,641 |  | 1,567 |
| 706 |  | 625 |  | 568 |
| 7,447 |  | 6,933 |  | 6,967 |
| 936 |  | 930 |  | 935 |
| 887 |  | 864 |  | 861 |
| 3,304 |  | 3,304 |  | 3,304 |
| 860 |  | 905 |  | 951 |
| 153 |  | 137 |  | 156 |
| \$13,587 | \$ | 13,073 | \$ | 13,174 |

## Total assets

$\$ \underline{\underline{\$ 13,587}} \xlongequal{\$ 13,073} \xlongequal{\$ 13,174}$

## LIABILITIES AND STOCKHOLDERS' EQUITY

Current liabilities:
Accounts payable and accrued expenses
Customer deposits and deferred revenue
Total current liabilities
Long-term debt
Other liabilities
Total liabilities
Total stockholders' equity
Total liabilities and stockholders' equity

| \$ 1,822 | \$ | 1,737 | \$ | 1,883 |
| :---: | :---: | :---: | :---: | :---: |
| 874 |  | 784 |  | 940 |
| 2,696 |  | 2,521 |  | 2,823 |
| 1,947 |  | 1,947 |  | 1,947 |
| 593 |  | 533 |  | 536 |
| 5,236 |  | 5,001 |  | 5,306 |
| 8,351 |  | 8,072 |  | 7,868 |
| \$13,587 | \$ | 13,073 | \$ | 13,174 |

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

## (In millions)

Cash flows from operating activities:



Con-
solidated $\begin{aligned} & \$ 2,515 \\ & \underline{\$ 2,442} \\ & \underline{\$ 16} \\ & \underline{\$ 2,273}\end{aligned} \underline{\underline{\$ 2,359}} \underline{\underline{\$ 158}} \underline{\underline{\$ 2,629}} \underline{\underline{\$ 2,353}} \underline{\underline{\$ 1} 387}$

## Corporate Unallocated Expenses

## (ll millions)

Share-based compensation
Certain items associated with announced business combination

|  | 47 |  | 48 |  | 42 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 29 |  | 20 |  | 16 |
|  | (14) |  | (78) |  | 23 |
|  | 101 |  | 80 |  | 102 |
| \$ | 163 | \$ | 70 | \$ | 183 |

APPLIED MATERIALS, INC.
UNAUDITED SUPPLEMENTAL INFORMATION

## Additional Information

|  | Q2 FY2015 | Q1 FY2015 | Q2 FY2014 |
| :---: | :---: | :---: | :---: |
| New Orders and Net Sales by Geography |  |  |  |
|  | New Net | New Net | New Net |
| (ln \$ millions) | Orders Sales | Orders Sales | Orders Sales |
| United States | 368632 | 411529 | 521370 |
| \% of Total | 15\% 26\% | 18\% 22\% | 20\% 16\% |
| Europe | 131150 | 148143 | 199156 |
| \% of Total | 5\% 6\% | 6\% 6\% | 7\% 7\% |
| Japan | 365257 | 242231 | 203215 |
| \% of Total | 15\% 10\% | 11\% 10\% | 8\% 9\% |
| Korea | 607449 | 546464 | 378351 |
| \% of Total | 24\% 18\% | 24\% 20\% | 14\% 15\% |
| Taiwan | 589455 | 545519 | 660781 |
| \% of Total | 23\% 19\% | 24\% 22\% | 25\% 33\% |
| Southeast Asia | 10387 | 8585 | 7252 |
| \% of Total | 4\% 4\% | 4\% 4\% | 3\% 2\% |
| China | 352412 | 296388 | 596428 |
| \% of Total | 14\% 17\% | 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

## (In millions. except percentages)

## Non-GAAP Adjusted Gross Profit

Reported gross profit - GAAP basis
Certain items associated with acquisitions ${ }^{1}$
Acquisition integration costs
Non-GAAP adjusted gross profit
Non-GAAP adjusted gross margin

## Non-GAAP Adjusted Operating Income

Reported operating income - GAAP basis
Certain items associated with acquisitions ${ }^{1}$
Acquisition integration costs
Loss (gain) on derivatives associated with announced business combination, net
Certain items associated with announced business combination ${ }^{2}$
Restructuring charges and asset impairments ${ }^{3}$
Non-GAAP adjusted operating income
Non-GAAP adjusted operating margin
Non-GAAP Adiusted Net Income
Reported net income - GAAP basis ${ }^{4}$


Certain items associated with acquisitions ${ }^{1}$

|  | 45 |  | 46 |  | 46 |  | 91 |  | 91 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1 |  | 10 |  | 1 |  | 21 |
|  | (14) |  | (78) |  | 23 |  | (92) |  | (1) |
|  | 29 |  | 20 |  | 16 |  | 49 |  | 27 |
|  | - |  | - |  |  |  | - |  | 7 |
|  | 6 |  | 1 |  | 2 |  | 7 |  | (3) |
|  | (54) |  | (17) |  | 12 |  | (71) |  | (3) |
|  | (14) |  | 17 |  | (23) |  | 3 |  | (27) |
| \$ | 362 | \$ | 338 | \$ | 348 | \$ | 700 | \$ | 627 |

Acquisition integration costs
Loss (gain) on derivatives associated with announced business combination, net
Certain items associated with announced business combination²
Restructuring charges and asset impairments ${ }^{3}$
Impairment (gain on sale) of strategic investments, net
Reinstatement of federal R\&D tax credit, resolution of prior years' income tax filings and other tax items ${ }^{4}$
Income tax effect of non-GAAP adjustments
Non-GAAP adjusted net income

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. <br> UNAUDITED RECONCILIATION OF GAAP TO NON-GAAP ADJUSTED RESULTS

## (In millions except per share amounts)

Non-GAAP Adiusted Earnings Per Diluted Share
Reported earnings per diluted share - GAAP basis ${ }^{1}$
Certain items associated with acquisitions
Acquisition integration costs
Certain items associated with announced business combination
Loss (gain) on derivative associated with announced business combination, net
Reinstatement of federal R\&D tax credit, resolution of prior years' income tax filings and other tax
items ${ }^{1}$
Non-GAAP adjusted earnings per diluted share
Weighted average number of diluted shares

| Three Months Ended |  |  | $\begin{aligned} & \text { Six Months } \\ & \text { Ended } \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| April | January | April |  |  |
| 26, | 25, | 27, | April 26 | April 27, |
| 2015 | 2015 | 2014 | 2015 | 2014 |

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

## (In millions, except percentages)

SSG Non-GAAP Adjusted Operating Income Reported operating income - GAAP basis Certain items associated with acquisitions ${ }^{1}$ Acquisition integration costs
Non-GAAP adjusted operating income
Non-GAAP adjusted operating margin AGS Non-GAAP Adjusted Operating Income Reported operating income - GAAP basis Certain items associated with acquisitions ${ }^{1}$
Non-GAAP adjusted operating income
Non-GAAP adjusted operating margin Display Non-GAAP Adjusted Operating Income Reported operating income - GAAP basis Certain items associated with acquisitions ${ }^{1}$ Non-GAAP adjusted operating income

| Three Months Ended |  |  |  | Six Months Ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| April 26, January 25, April 27,  <br> $2015 \quad 2015$ 2014 |  |  |  | , April 26, | April 27, |
|  |  |  |  | 2015 | 2014 |
| \$374 | \$ | 307 | \$ 391 | \$ 681 | \$ 705 |
| 44 |  | 43 | 42 | 87 | 84 |
|  |  |  |  |  | 1 |
| \$418 | \$ | 350 | \$ 433 | \$ 768 | \$ 790 |
| 26.8 \% |  | 24.2 | \% 27.3\% | 25.5 | 25.7 \% |
| \$170 | \$ | 153 | \$ 148 | \$ 323 | \$ 273 |
|  |  | 1 | 2 | 1 | 3 |
| \$170 | \$ | 154 | \$ 150 | \$ 324 | \$ 276 |
| . 3 |  | 26.4 | \% 28.1\% | 26.4 | 26.5 |
| \$ 40 | \$ | 72 | \$ 26 | \$ 112 |  |
|  |  | 1 |  | 1 | 1 |
| \$ 40 | \$ | 73 | \$ 26 | \$ 113 | \$ 53 |



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

| (In millions) | Three Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | April 26, 2015 January 25, 2015 |  |  |  |
| Operating expenses - GAAP basis | \$ | 600 | \$ | 501 |
| Gain on derivative associated with announced business combination, 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 basis ${ }^{1}$ (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 ${ }^{1}$ |  | 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 basis ${ }^{1}$ (a/c) |  | 6.4\% |
| Non-GAAP adjusted effective income tax rate (b/d) |  | 20.4\% |

1Amounts 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.

