



Third Quarter Fiscal 2022 Earnings Presentation

August 18, 2022

Applied Materials External



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 2022 and beyond, 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.

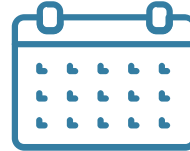
Factors that could cause actual results to differ materially from those expressed or implied by such statements include, without limitation: the level of demand for our products, our ability to meet customer demand, and our suppliers' ability to meet our demand requirements; transportation interruptions and logistics constraints; global economic, political and industry conditions, including rising inflation and interest rates; the effects of regional or global health epidemics, including the severity and duration of the ongoing COVID-19 pandemic and government imposed lockdowns and other measures taken in response; global trade issues and changes in trade and export license policies; 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; our ability to ensure compliance with applicable law, rules and regulations; 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

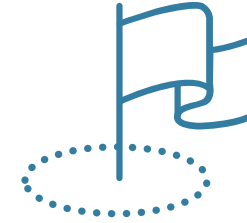


REPORTING SEGMENTS

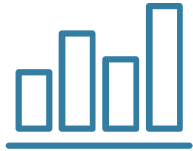
Semiconductor Systems
Applied Global Services
Display and Adjacent Markets



CURRENT FISCAL
YEAR ENDS
30 October 2022



FOUNDED
1967
FIRST PUBLIC
OFFERING
1972



\$25.2 billion
TTM REVENUE



\$2.7 billion
TTM R&D
INVESTMENTS



~31,900*
employees
in **19**** countries



~15,700**
active patents



TTM is trailing twelve months. *As of quarter-ended 07/31/2022. **As of fiscal year-ended 10/31/2021.

Q3F22 Summary

Record revenue in
Semi Systems and AGS

Strong orders and
growing backlog

Top priority is solving
supply chain shortages
and increasing output to
customers

Market Outlook

2022 WFE: Mid-ninety-
billion-dollar range

Leading-edge
foundry/logic strong,
driven by new
technology inflections

Memory customers
deferring capacity
additions

Longer Term

Digital transformation of
the economy built upon
semiconductors

Semi and equipment
markets growing
structurally larger

Semiconductor roadmap
inflections increasingly
enabled by Applied
Materials technology

Incremental Supply Chain Improvements

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

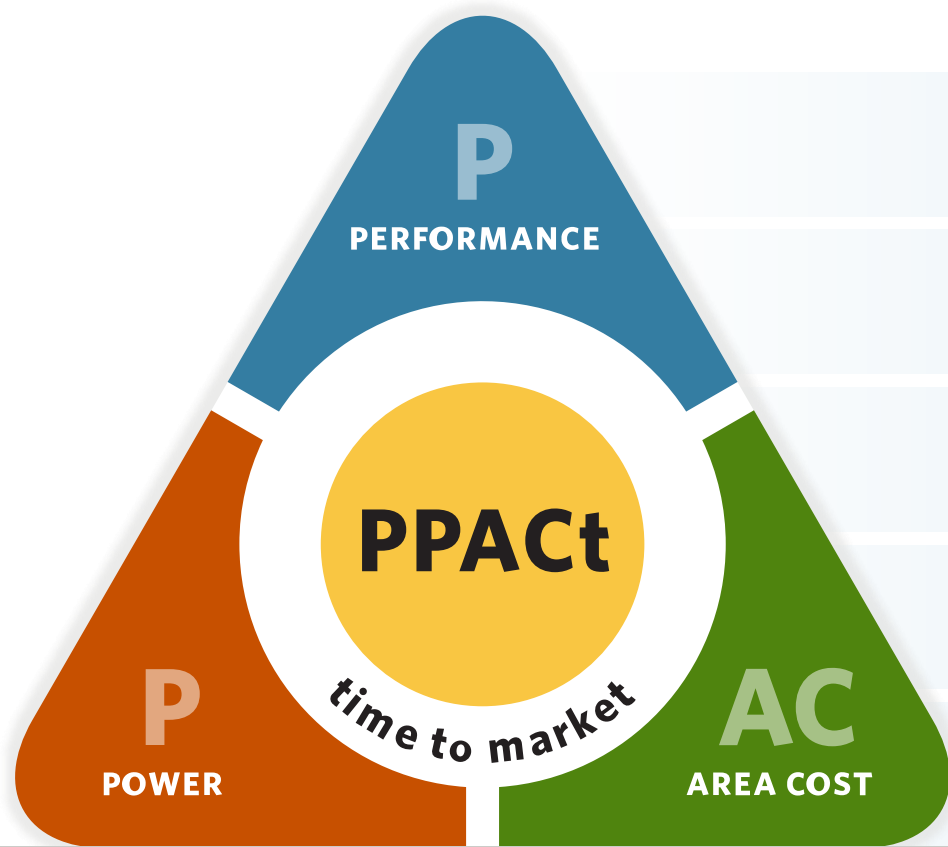
+

Subscription services revenue growth

+

Synergistic materials engineering business with high FCF

High ROI Financial Model + Attractive Shareholder Returns



ENABLED BY

KEY INFLECTIONS

New architectures

- New ASICs and accelerators
- New memory / in-memory compute
- Specialty, CIS, power

New structures / 3D

- GAA transistors
- Backside power distribution
- 3D NAND, 3D DRAM

New materials

- Gate
- Contact
- Interconnect

New ways to shrink

- EUV enablement
- Materials-enabled patterning
- 3D patterning control

Advanced packaging

- High-bandwidth memory
- 2.5D silicon interposer
- 3D TSV, hybrid bonding

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

(PPACt = Power, Performance, Area-Cost and time-to-market)

Q3F22 Non-GAAP Financial Results

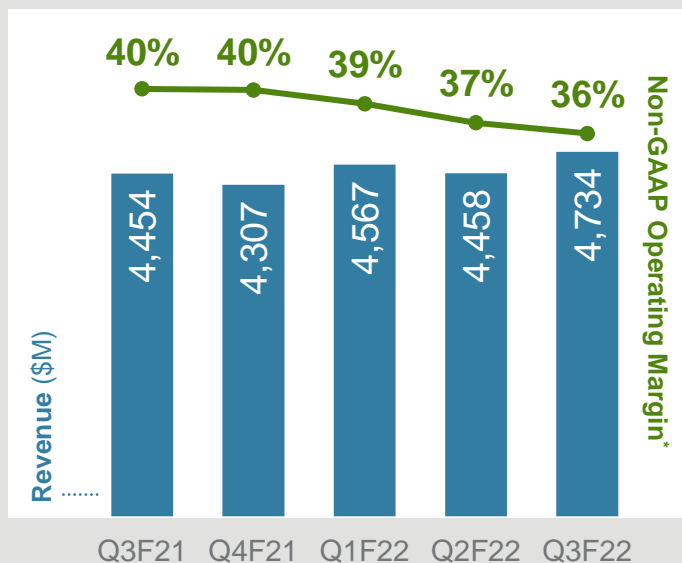
| \$M, except EPS | Q3F21 | Q2F22 | Q3F22 | Y / Y | Q / Q |
|---------------------|--------|--------|--------|----------|---------|
| Revenue | 6,196 | 6,245 | 6,520 | 5% | 4% |
| Gross Margin* | 48.0% | 47.0% | 46.2% | (180bps) | (80bps) |
| Operating Income* | 2,029 | 1,913 | 1,953 | (4%) | 2% |
| EPS* | \$1.90 | \$1.85 | \$1.94 | 2% | 5% |
| Operating Cash Flow | 1,686 | 415 | 1,469 | (13%) | 254% |
| Free Cash Flow** | 1,549 | 205 | 1,259 | (19%) | 514% |

* 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

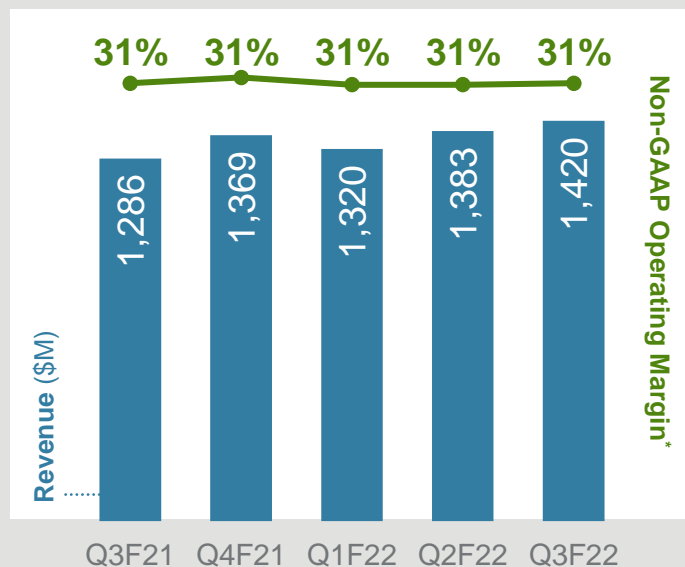
Q3F22 Segment Results

SEMICONDUCTOR SYSTEMS



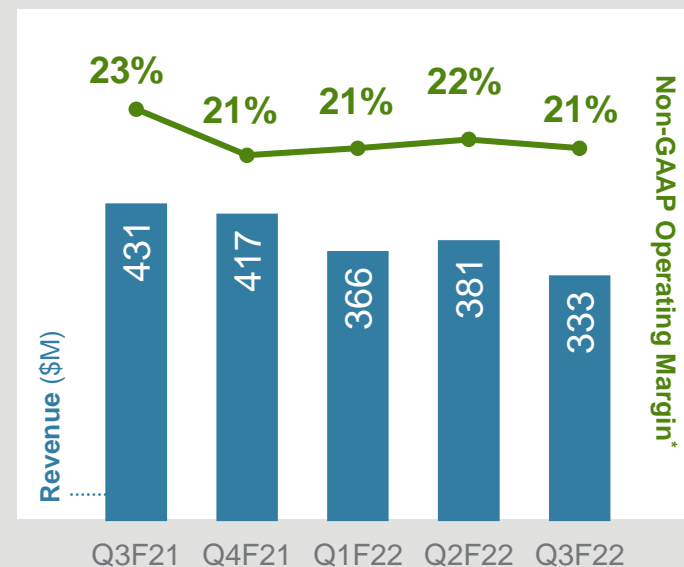
- Record revenue +6% Y/Y
- Strong orders and growing backlog

APPLIED GLOBAL SERVICES



- Record revenue +10% Y/Y
- Systems under subscription agreement grew by 9% Y/Y

DISPLAY & ADJACENT MARKETS



- Revenue -23% Y/Y
- Contributed \$70M in operating profit

* 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

Liquidity and Uses of Capital

| | Q3F21 | Q4F21 | Q1F22 | Q2F22 | Q3F22 |
|---|--------------|--------------|--------------|--------------|--------------|
| CASH AND INVESTMENTS (\$M) | | | | | |
| Cash and cash equivalents | 6,066 | 4,995 | 5,264 | 3,331 | 2,956 |
| Short-term investments | 444 | 464 | 473 | 591 | 592 |
| Long-term investments | 1,658 | 2,055 | 2,026 | 2,102 | 2,047 |
| Total cash and investments | 8,168 | 7,514 | 7,763 | 6,024 | 5,595 |
| Long-term debt | 5,451 | 5,452 | 5,454 | 5,455 | 5,456 |
| Current ratings (Moody's / S&P): A2 / A | | | | | |
| CAPITAL RETURNS (\$M) | | | | | |
| Share repurchases | (1,500) | (1,500) | (1,803) | (1,800) | (1,000) |
| Cash dividends | (219) | (216) | (214) | (211) | (225) |

Business Outlook

FOURTH QUARTER Fiscal 2022

| | | |
|------------------------|------------------------------|-------------------|
| OUTLOOK* | Total Revenue | ~\$6.65B ± \$400M |
| | Non-GAAP EPS | ~\$2.00 ± \$0.18 |
| SEGMENT REVENUE | Semiconductor Systems | ~\$4.93B |
| | Applied Global Services | ~\$1.43B |
| | Display and Adjacent Markets | ~\$250M |
| OTHER | Non-GAAP Gross Margin | ~46.4% |
| | Non-GAAP Operating Expenses | ~\$1.08B |
| | Non-GAAP Tax Rate | ~11.8% |

* Includes expected impact of ongoing supply chain challenges

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 during 2022

Embedding
'Culture of Inclusion'
across the company

Significant momentum
and broad engagement
with **SuCCESS2030**
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 |
| MSCI | AA |
| Sustainalytics Risk Rating | Low |
| ISS (E/S/G) | 2/1/2 |

Make Possible[®] a Better Future

For more details, please refer to our 2021 Sustainability Report [here](#) and data annex [here](#)

Additional Resources

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Blog: Ideas, Actions & Technologies

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2021 Investor Meeting

[LINK](#)

2021 Memory Master Class

[LINK](#)

2021 Logic Master Class

[LINK](#)

2021 ICAPS and Packaging Master Class

[LINK](#)

2021 Process Control and AppliedPRO Master Class

[LINK](#)

2022 New Ways to Shrink Master Class

[LINK](#)

2022 New Ways to Wire and Integrate Chips

[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; 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. 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 QUARTERLY RECONCILIATION OF GAAP TO NON-GAAP ADJUSTED RESULTS

IN MILLIONS, EXCEPT PERCENTAGE

Non-GAAP Adjusted Gross Profit

| | Q3F21 | Q4F21 | Q1F22 | Q2F22 | Q3F22 |
|---|-----------------|-----------------|-----------------|-----------------|-----------------|
| Reported gross profit - GAAP basis | \$ 2,967 | \$ 2,945 | \$ 2,959 | \$ 2,927 | \$ 3,006 |
| Certain items associated with acquisitions ¹ | 6 | 6 | 6 | 7 | 7 |
| Non-GAAP adjusted gross profit | <u>\$ 2,973</u> | <u>\$ 2,951</u> | <u>\$ 2,965</u> | <u>\$ 2,934</u> | <u>\$ 3,013</u> |
| Non-GAAP adjusted gross margin | 48.0% | 48.2% | 47.3% | 47.0% | 46.2% |

Non-GAAP Adjusted Operating Income

| | | | | | |
|---|-----------------|-----------------|-----------------|-----------------|-----------------|
| Reported operating income - GAAP basis | \$ 2,013 | \$ 2,014 | \$ 1,976 | \$ 1,894 | \$ 1,924 |
| Certain items associated with acquisitions ¹ | 11 | 11 | 9 | 10 | 10 |
| Acquisition integration and deal costs | 5 | 5 | 4 | 9 | 9 |
| Severance and related charges ² | - | (1) | (4) | - | - |
| Non-GAAP adjusted operating income | <u>\$ 2,029</u> | <u>\$ 2,029</u> | <u>\$ 1,985</u> | <u>\$ 1,913</u> | <u>\$ 1,953</u> |
| Non-GAAP adjusted operating margin | 32.7% | 33.1% | 31.7% | 30.6% | 30.0% |

Non-GAAP Adjusted Net Income

| | | | | | |
|---|-----------------|-----------------|-----------------|-----------------|-----------------|
| Reported net income - GAAP basis | \$ 1,716 | \$ 1,712 | \$ 1,792 | \$ 1,536 | \$ 1,606 |
| Certain items associated with acquisitions ¹ | 11 | 11 | 9 | 10 | 10 |
| Acquisition integration and deal costs | 5 | 5 | 4 | 12 | 12 |
| Severance and related charges ² | - | (1) | (4) | - | - |
| Realized loss (gain) on strategic investments, net | (6) | (41) | 2 | (2) | (1) |
| Unrealized loss (gain) on strategic investments, net | (13) | (11) | (5) | (28) | 18 |
| Income tax effects related to intra-entity intangible asset transfers | 23 | 4 | 18 | 81 | 21 |
| Resolution of prior years' income tax filings and other tax items | (9) | 55 | (62) | 7 | 1 |
| Income tax effect of share-based compensation ³ | 11 | 12 | (58) | 14 | 22 |
| Income tax effect of non-GAAP adjustments ⁴ | 2 | 10 | - | 6 | (6) |
| Non-GAAP adjusted net income | <u>\$ 1,740</u> | <u>\$ 1,756</u> | <u>\$ 1,696</u> | <u>\$ 1,636</u> | <u>\$ 1,683</u> |

Non-GAAP Adjusted Earnings Per Diluted Share

| | | | | | |
|---|----------------|----------------|----------------|----------------|----------------|
| Reported earnings per diluted share - GAAP basis | \$ 1.87 | \$ 1.89 | \$ 2.00 | \$ 1.74 | \$ 1.85 |
| Certain items associated with acquisitions ¹ | 0.01 | 0.01 | 0.01 | 0.01 | 0.01 |
| Acquisition integration and deal costs | 0.01 | 0.01 | - | 0.01 | 0.01 |
| Realized loss (gain) on strategic investments, net | (0.01) | (0.03) | - | - | - |
| Unrealized loss (gain) on strategic investments, net | (0.01) | (0.01) | (0.01) | (0.03) | 0.02 |
| Income tax effects related to intra-entity intangible asset transfers | 0.03 | - | 0.02 | 0.09 | 0.02 |
| Income tax effect of share-based compensation ³ | 0.01 | 0.01 | (0.06) | 0.02 | 0.03 |
| Resolution of prior years' income tax filings and other tax items | (0.01) | 0.06 | (0.07) | 0.01 | - |
| Non-GAAP adjusted earnings per diluted share | <u>\$ 1.90</u> | <u>\$ 1.94</u> | <u>\$ 1.89</u> | <u>\$ 1.85</u> | <u>\$ 1.94</u> |
| Weighted average number of diluted shares | 918 | 907 | 897 | 883 | 869 |

FOOTNOTES:

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

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

IN MILLIONS, EXCEPT PERCENTAGE

| | Q3F21 | Q4F21 | Q1F22 | Q2F22 | Q3F22 |
|--|-----------------|-----------------|-----------------|-----------------|-----------------|
| Semiconductor Systems Non-GAAP Adjusted Operating Income | | | | | |
| Reported operating income - GAAP basis | \$ 1,785 | \$ 1,723 | \$ 1,771 | \$ 1,648 | \$ 1,701 |
| Certain items associated with acquisitions ¹ | 9 | 9 | 7 | 8 | 7 |
| Non-GAAP adjusted operating income | <u>\$ 1,794</u> | <u>\$ 1,732</u> | <u>\$ 1,778</u> | <u>\$ 1,656</u> | <u>\$ 1,708</u> |
| Non-GAAP adjusted operating margin | 40.3% | 40.2% | 38.9% | 37.1% | 36.1% |
| AGS Non-GAAP Adjusted Operating Income | | | | | |
| Reported operating income - GAAP basis | \$ 393 | \$ 425 | \$ 403 | \$ 422 | \$ 434 |
| Other charges | - | - | - | - | - |
| Non-GAAP adjusted operating income | <u>\$ 393</u> | <u>\$ 425</u> | <u>\$ 403</u> | <u>\$ 422</u> | <u>\$ 434</u> |
| Non-GAAP adjusted operating margin | 30.6% | 31.0% | 30.5% | 30.5% | 30.6% |
| Display and Adjacent Markets Non-GAAP Adjusted Operating Income | | | | | |
| Reported operating income - GAAP basis | \$ 99 | \$ 85 | \$ 76 | \$ 81 | \$ 69 |
| Certain items associated with acquisitions ¹ | 1 | 1 | 1 | 1 | 1 |
| Non-GAAP adjusted operating income | <u>\$ 100</u> | <u>\$ 86</u> | <u>\$ 77</u> | <u>\$ 82</u> | <u>\$ 70</u> |
| Non-GAAP adjusted operating margin | 23.2% | 20.6% | 21.0% | 21.5% | 21.0% |

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

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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