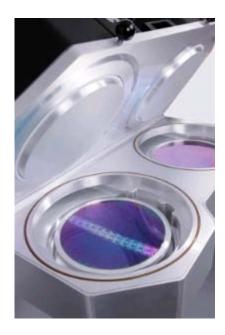
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# Fourth Quarter 2010 Earnings Call Highlights



Applied Producer(R) Eterna(TM) FCVD(TM) (Flowable CVD1) system, the first and only film deposition technology capable of electrically isolating the denselypacked transistors in 20nm-and-below memory and logic chip designs with a high-quality dielectric film.

Date: November 17, 2010

### **Safe Harbor Statement**

This presentation contains forward-looking statements, including those regarding Applied's performance, opportunities, industry outlooks, and financial expectations. These statements are subject to known and unknown risks and uncertainties that could cause actual results to differ materially from those expressed or implied by such statements, including but not limited to: the level of demand for Applied's products, which is subject to many factors, including uncertain global economic and industry conditions, end demand for electronic products and semiconductors, government renewable energy policies and incentives, and customers' new technology and capacity requirements; Applied's ability to (i) develop, deliver and support a broad range of products and expand its markets, (ii) align its cost structure with business conditions, (iii) plan and manage its resources and production capability, (iv) implement initiatives that enhance global operations and efficiencies, and (v) attract, motivate and retain key employees; risks related to legal proceedings and claims; and other risks described in Applied's SEC filings. All forward-looking statements are based on management's estimates, projections and assumptions as of November 17, 2010, and Applied undertakes no obligation to update any forward-looking statements.

This presentation also includes financial measures not in accordance with U.S. GAAP, along with reconciliations of GAAP results to non-GAAP results.

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### Contents

- Q4 FY'10 highlights
- Q4 FY'10 financial summary (consolidated)
- Reporting segments
- Q1 FY'11 expectations
- GAAP to non-GAAP reconciliations and reclassifications



# **Q4'10 Highlights**

- Fourth Quarter results exceed expectations
- Q4 orders up 11 percent over prior quarter led by solar and semiconductor equipment
  - Strongest order quarter in almost 10 years
  - China accounted for 32% of the orders, led by our crystalline silicon customers in that country
- Net sales of \$2.89 billion up 15 percent over prior quarter
  - Well above our target range
  - Stronger than expected results in our solar, display, and semiconductor equipment businesses
- Q4 EPS of \$0.35; non-GAAP EPS of \$0.36 exceeded high end of the company's outlook by \$0.04



#### Q4'10 Financial Summary: Income Statement (consolidated)

- New orders: \$3.03 billion up 11% from Q3'10 led by Silicon and EES
- Backlog: \$3.24 billion up 4% from Q3'10
- Net sales: \$2.89 billion up 15% from Q3'10
- Gross margin: 42.2% up from 34.2% in Q3'10
  - Excluding acquisition costs Q4'10 gross margin would have been 42.5%\*
- Operating expenses: \$518M down 24% from Q3'10
  - Q4'10 non-GAAP = \$516M (excludes \$4M in acquisition costs and a credit of \$2M in restructuring and asset impairment charges)
  - Q3'10 non-GAAP = \$538M (excludes \$4M in acquisition costs and \$135M in restructuring and asset impairment charges)

- Operating income/margin: \$699M or 24% of net sales
  - Up from \$183M or 7% of net sales in Q3'10
- Tax rate: 33.5% up from 30.8% in Q3'10
- GAAP net income of \$468M or \$0.35 per diluted share
- Non-GAAP net income of \$476M or \$0.36 per diluted share\*\*



<sup>\*</sup> See slide 23 for reconciliation of GAAP to non-GAAP measures

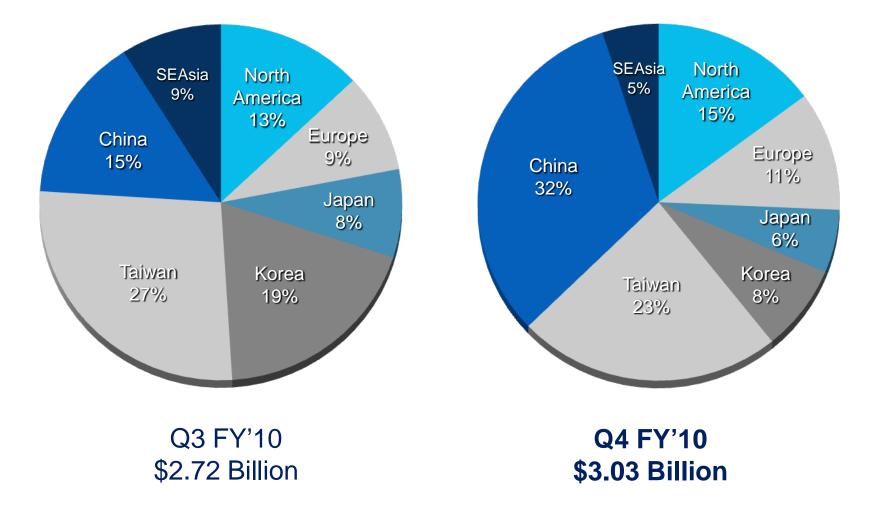
<sup>\*\*</sup> See slide 19 for reconciliation of GAAP to non-GAAP measures

# Summary Income Statement (consolidated)

(Unaudited) (\$ Millions Except EPS)	Q4'10	Q3'10	Q4'09
New Orders	\$3,026.1	\$2,724.7	\$1,472.8
Net Sales	\$2,886.4	\$2,517.8	\$1,526.4
Gross Margin	42.2%	34.2%	36.6%
RD&E	9.6%	11.5%	15.3%
SG&A	8.4%	10.0%	10.2%
Operating Margin	24.2%	7.3%	11.3%
Net Income	\$468.0	\$123.1	\$137.9
Net Income %	16.2%	4.9%	9.0%
EPS	\$0.35	\$0.09	\$0.10



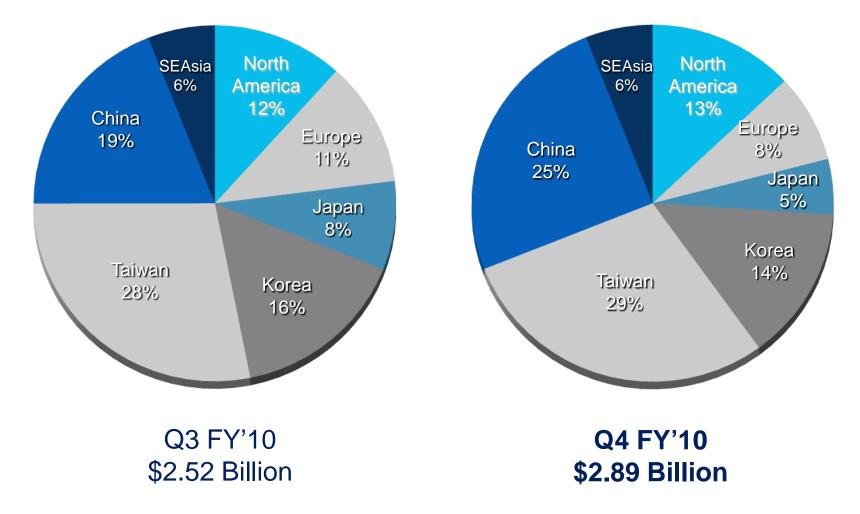
#### New Orders Regional Distribution (consolidated)





# **Net Sales Regional Distribution**

#### (consolidated)





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#### Q4'10 Financial Summary: Balance Sheet (consolidated)

- Cash/cash equivalents and investments increased \$264M to \$3.89B
- Operating cash flow: \$525M or 18% of revenue
- Free cash flow\*: \$490M or 17% of revenue
- Inventory: \$1.55B down \$43 million from Q3'10
- DSO<sup>\*\*</sup>: 58 days, compared to 62 days in Q3'10
- Capital spending: \$35M
- Depreciation and amortization: \$69M
- Cash returned to stockholders
  - \$93M paid in dividends
  - \$150M in stock repurchases
  - Declared quarterly cash dividend of \$0.07 per share, payable on December 15, 2010 to stockholders of record as of November 24, 2010

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Headcount: approximately 13,000 regular employees (excluding temporary and interns)

\* Defined as cash provided by operating activities, less capital expenditures. See slide 20 for reconciliation of GAAP to non-GAAP measures

\*\* Days Sales Outstanding

## Summary Balance Sheet (Consolidated)

(Unaudited) (\$ Millions)	Q4'10	Q3'10	Q4'09
Cash, Cash Equivalents and Investments	\$3,891.9	\$3,627.7	\$3,266.9
Accounts Receivable, Net	\$1,831.0	\$1,721.5	\$1,041.5
Inventories	\$1,547.4	\$1,590.1	\$1,627.5
Property, Plant & Equipment, Net	\$963.0	\$983.8	\$1,090.4
Total Assets	\$10,943.3	\$10,726.1	\$9,574.2
Long-Term Debt	\$204.3	\$204.4	\$200.7
Total Stockholders' Equity	\$7,536.1	\$7,278.1	\$7,094.6
Current Ratio	2.3	2.3	2.9
Total Debt/Capital Ratio	2.7%	2.8%	2.1%



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# **Reporting Segments**



Broad range of products<sup>1</sup> to maintain, service and optimize customers' semiconductor, display and solar fabs



Global

Designs, manufactures and sells equipment used to make flat panel displays

Energy and Environmental Solutions

Designs, manufactures and sells equipment used to fabricate solar cells, modules and flexible electronics

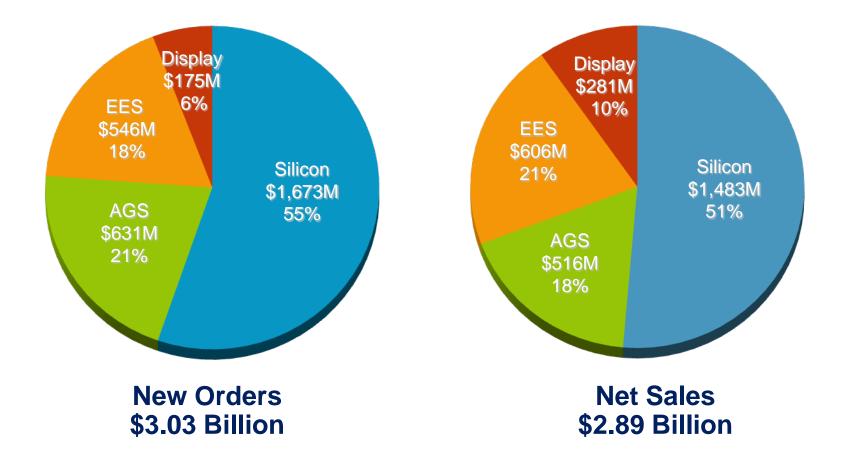
<sup>1</sup> Include total parts management, spare parts, remanufactured equipment, maintenance agreements, total support programs and environmental and software solutions



Q4FY10 Financial Highlights

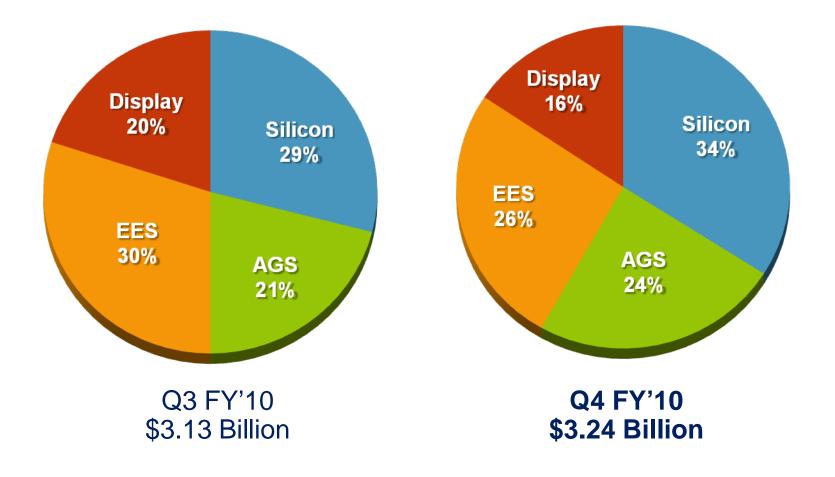
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#### Q4'10 New Orders and Net Sales by Segment





# **Backlog by Segment**





#### Silicon Systems Group Segment Summary

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see slide 21 for adjustment data

Q4FY10 Financial Highlights

Orders up 9% QoQ

- Led by Inspection
- Net sales up 2% QoQ
  - Strength in foundry and logic
  - Record net sales in CMP
- Operating income of \$564M or 38% of net sales
  - Increased R&D to support key technology inflections

#### Q4'10 Orders by Customer Segment

Foundry	DRAM	Flash	Logic & Others	
47%	20%	9%	24%	



#### **Applied Global Services Segment Summary**





- \* Applied has reclassified segment operating results, see slide 21 for adjustment data
- Q4FY10 Financial Highlights

- Orders up 6% QoQ
  - Strong demand for 200mm refurbished equipment
- Net sales up 10% QoQ
- Operating income of \$100M or 19% of net sales
  - Negatively impacted by 200mm supply chain constraints



# **Display Segment Summary**



\* Applied has reclassified segment operating results,

see slide 21 for adjustment data Q4FY10 Financial Highlights

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- Orders down 27% QoQ
- Net sales up 30% QoQ
  - Exceeding our expectations
- Operating income of \$89M or 32% of net sales
  - Reflects benefits of Taiwan manufacturing center



#### **Energy & Environmental Solutions Segment**

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Net Sales & Operating Income (Loss) \$606M \$280M \$387M \$86M 14% (\$28M) (\$28M) (\$371M) Q4'09\* Q3'10 Q4'10 Net Sales Operating Income and Margin

\* Applied has reclassified segment operating results, see slide 21 for adjustment data

Q4FY10 Financial Highlights

Orders up 55% QoQ

 Record orders, strong demand for c-Si solar equipment

Net sales up 57% QoQ

 record net sales of Baccini and PWS systems

- Includes SunFab sign off of \$225M
- Operating profit of \$86M or 14% of net sales

- EES achieved profitability



# **Q1'11 Expectations**

(As of November 17, 2010)

Net Sales	Down 8% to 15% from Q4'10
Non-GAAP	<b>\$0.30 to \$0.34</b>
EPS*	Assumes a tax rate of ~29%

\* Excludes known charges related to completed acquisitions of approximately \$0.01 per share; outlook does not take into account other non-GAAP adjustments that may arise subsequent to Q4'10 earnings release.



Q4FY10 Financial Highlights

#### **Reconciliation of GAAP to Non-GAAP Results**

			Three	Months Ended				Twelve	Moi	nths Ended
(In thousands, except per share amounts)	0	ctober 31, 2010		August 1, 2010	C	October 25, 2009	C	October 31, 2010	C	october 25, 2009
Non-GAAP Net Income (Loss)										
Reported net income (loss) (GAAP basis)	s	468,015	s	123,096	s	137,862	s	937,866	\$	(305,327
Certain items associated with acquisitions <sup>1</sup>		13,765		20,985		22,425		90,954		95,699
Semitool deal cost		-		-		_		9,860		-
Restructuring charges and asset impairments 23,4		(2,218)		135,331		(3,693)		245,925		155,788
Impairments of equity method investment and										
strategic investments		_		7,804		5,058		12,665		84,480
Income tax effect of non-GAAP adjustments										
and resolution of audits of prior years'										
income tax filings		(3,766)		(53,652)		(6,797)		(116,726)		(100,055
Non-GAAP net income (loss)	\$	475,796	\$	233,564	\$	154,855	S	1,180,544	\$	(69,415
Non-GAAP Net Income (Loss) Per Diluted Share	<u>e</u>									
Reported net income (loss) per diluted share										
(GAAP basis)	\$	0.35	s	0.09	S	0.10	s	0.70	\$	(0.23)
Certain items associated with acquisitions		0.01		0.01		0.01		0.05		0.05
Semito ol deal cost		-		-		-		0.01		-
Restructuring charges and as set impairments		-		0.07		-		0.12		0.08
Impairments of equity method investment and										
strategic investments		-		-		-		-		0.05
Resolution of audits of prior years' income tax fil	ings	-		-		-		-		-
Non-GAAP net income (loss) – per diluted share	\$	0.36	s	0.17	s	0.11	\$	0.88	s	(0.05)
Shares used in diluted shares calculation		1,339,881		1,348,808		1,347,691		1,348,804		1,333,091

1 These items are incremental charges attributable to acquisitions consisting of inventory fair value adjustments on products sold and amortization of purchased intangible assets. 2 Results for the three months ended August 1, 2010 included asset impairment charges of \$110 million and restructuring charges of \$45 million associated with the EES restructuring plan announced on July 21, 2010, offset by a \$20 million favorable adjustment to the restructuring plan announced on November 11, 2009.

3 Results for the three months ended October 31, 2010 included a \$2 million reinstatement of certain fixed assets that were previously impaired in the EES restructuring. Results for the twelve months ended October 31, 2010 included asset impairment charges of \$108 million and restructuring charges of \$45 million associated with the EES restructuring plan announced on July 21, 2010, restructuring charges of \$84 million associated with the restructuring plan announced on November 11, 2009, and asset impairment charges of \$9 million related to a facility held for sale.

4 Results for the three months ended October 25, 2009 included adjustment of restructuring reserves of \$4 million. Results for the twelve months ended October 25, 2009 included restructuring charges of \$141 million primarily associated with a restructuring program announced on November 12, 2008 and asset impairment charges of \$15 million related to wafer cleaning equipment.

Effective the first quarter of fiscal 2010, the non-GAAP results no longer exclude the impact of share-based compensation. Previously reported non-GAAP results have been restated to conform to the fiscal 2010 presentation.

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Q4FY10 Financial Highlights

#### Reconciliation of GAAP to Non-GAAP Measures – Free Cash Flow

(Dollars in Thousands) Free Cash Flow	Three months ended October 31, 2010	Three months ended August 01, 2010
Cash from Operations	\$525,119	\$298,901
Capital Expenditures	\$(35,037)	\$(36,170)
Free cash flow	\$490,082	\$262,731
Revenue	\$2,886,435	\$2,517,790
Free cash flow margin	17%	10%



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#### **Operating Margin Reclassification by Segment**

		Resu	lts for Q4 FY'09		Results for Q3 FY'10	"Apples to Apples" Results for Q4 FY'1		
		Q4 FY'09 As Originally Reported	Q4 FY'09 with Reporting Changed	Change	Q3 FY'10 As Reported	Q4 FY'10 As Reported	Difference from Q3 FY'10 As Reported	Difference from Q4 FY'09 with Reporting Changed
	SSG	158	170	12	525	564	39	394
Operating	AGS	64	66	2	84	100	16	34
Margin (\$M)	DISPLAY	43	41	(2)	64	89	25	48
	EES	(30)	(28)	2	(371)	86	458	114
	SSG	24%	26%	2%	36%	38%	2%	12%
Operating	AGS	17%	17%	0%	18%	19%	1%	2%
Margin (%)	DISPLAY	21%	20%	-1%	29%	32%	2%	11%
	EES	-11%	-10%	1%	-96%	14%	110%	24%



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#### **Detail of Certain Items Associated with Acquisitions\***

	Three Months Ended					
	October 31, 2010 August 1, 2010 October 25,				per 25, 2009	
Certain items associated with acquisitions			(in t	housands)		
Cost of products sold	\$	10,143	\$	16,970	\$	18,695
Marketing and selling		3,622		4,015	_	3,730
Total	\$	13,765	\$	20,985	\$	22,425

\* Details to amounts shown on slide 19 for certain items associated with acquisitions

#### **Reconciliation of GAAP to Non-GAAP Gross Margin**

	Octob	Ionths Ended er 31, 2010 millions)
Reported Net Sales	\$	2,886
<b>Reported Gross Profit (GAAP basis)</b> Certain items associated with acquisitions	\$	1,217 10
Non-GAAP Gross Profit	\$	1,227
Gross margin (GAAP basis)		42.2%
Non-GAAP gross margin		42.5%



#### **Reconciliation of GAAP to Non-GAAP Operating Expenses**

	<b>Three Months Ended</b>			
			January 30, 2011 and	
	October 31, 2010		May 1, 2011, respectively	
	Rej	ported	Forecasted	
	(in millions)			
Reported and forecasted operating expenses				
(GAAP basis)	\$	518	\$503 - \$523	
Certain items associated with acquisitions		(4)	(3)	
Restructuring and asset impairment		2		
Non-GAAP operating expenses	\$	516	\$500 - \$520	

The forecast does not take into account other non-GAAP adjustments that may arise subsequent to Q4'10 earnings release



#### **Reconciliation of GAAP to Non-GAAP Forecasted FQ1'11 EPS**

	<b>Three Months Ended</b>
	January 30, 2011
	Forecasted
Forecasted EPS (GAAP basis)	\$0.29 - \$0.33
Known charges related to completed acquisitions	\$0.01
Forecasted non-GAAP EPS three months ended January 30, 2011	\$0.30 - \$0.34

The forecast does not take into account other adjustments that may arise subsequent to Q4'10 earnings release





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