## **Q3 Fiscal 2023** (Quarter Ended 03/31/2023)

# March Quarter 2023 Financial Highlights

◀ KLA's Consistency Led By Execution and Market Leadership

KLA's market leadership in some of the most critical and fastest growing areas of WFE continues to fuel our growth, and we continue to execute at a high level to meet customer requirements and deliver on our financial targets. In Foundry/Logic, simultaneous investments across multiple nodes and rising capital intensity continues to be a tailwind. In Memory, our focus on technology development serves as a buffer against sharp reductions in overall memory capital investment.

- 2 KLA's Growth and Market Leadership Demonstrate the Power of the Portfolio
  The recently published Gartner market report shows Process Control was the fastest growing major WFE market segment in 2022, increasing 30% in the year to \$13.5 billion. Within Process Control, KLA grew our market leadership in most major markets, resulting in share gain in Process Control of 300 basis points in 2022 to over 57%. KLA's market position has grown to more than 4x the nearest competitor.
- Focus on Automotive Markets Driving Strong Growth in Compound Semiconductor Manufacturing

  KLA is intensifying our efforts in Advanced Packaging and Automotive electronics, leveraging the combined portfolios of both the Semiconductor Process

  Control and Electronics, Packaging, and Components (EPC) groups to develop a comprehensive suite of inspection systems and process tools serving
  these markets. Total systems revenue for KLA in the Silicon Carbide (SiC) power semiconductor market targeting Automotive electronics has grown by 5x
  since 2019, topping \$300 million in annual revenue in calendar 2022.
- Service Demonstrates Resiliency in Contracting WFE Market
  Service revenue was \$529 million, up 8% year-over-year. Services is driven by our growing installed base, increasing customer adoption of long-term service agreements, and expansion of Service opportunities in the legacy nodes. KLA's Services business is unique in our industry for having nearly all our Service revenue generated from "Pure Services," or service contracts and break-fix maintenance, and does not include other revenue sources, such as equipment upgrades or sales of refurbished equipment.
- Company Delivered Strong Free Cash Flow Generation and Capital Returns
  Quarterly free cash flow was \$926 million, which drove LTM free cash flow growth up 20% to \$3.2 billion. We have remained focused on returning capital to shareholders through both our quarterly dividend and stock repurchase program. Total capital returns over the past 12 months was \$5.11 billion, or 160% of free cash flow. Dividends and share repurchases in the March quarter were \$659 million, comprised of \$478 million in share repurchases and \$181 million in dividends.

### **March Quarter 2023**

\$2,433M +6% Y/Y Revenue

Profitability

Gross Margin¹

Gross Margin¹

St.49 Non-GAAP diluted EPS

\$5.03 GAAP diluted EPS

#### Free Cash Flow & Capital Returns

**\$926M**March Qtr FCF<sup>1</sup>

**\$181M**March Qtr
Dividends Paid

**\$478M**March Qtr
Share Buyback

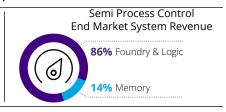


**\$3.2B** LTM FCF **\$711M** LTM Dividends Paid \$4,397M LTM Share Buyback

## **Breakdown of Revenue**

#### Reportable Segment and End Markets (Systems and Services)

	Q3-FY23	Y/Y Growth	Q/Q Growth	Rev. Mix
Semiconductor Process Control	\$2,172M	<b>1</b> 0%	<b>↓</b> -18%	90%
Specialty Semiconductor Process	\$129M	<b>1</b> 0%	<b>↓</b> -18%	5%
PCB, Display & Component Inspection	\$132M	<b>↓</b> -32%	<b>↓</b> -22%	5%



### **Systems Only Revenue**

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Q3-FY23	Y/Y Growth	Q/Q Growth	Rev. Mix	
\$1,027M	<b>1</b> 2%	<b>↓</b> -18%	42%	
\$612M	0%	<b>↓</b> -29%	25%	
\$115M	<b>1</b> 9%	<b>↓</b> -21%	5%	
\$69M	<b>-</b> 44%	<b>↓</b> -36%	3%	
\$529M	<b>1</b> 8%	<b>1</b> 2%	22%	
\$81M	<b>1</b> 93%	<b>↓</b> -12%	3%	
	\$1,027M \$612M \$115M \$69M \$529M	\$1,027M  ↑ 12% \$612M  0% \$115M  ↑ 9% \$69M	\$1,027M ↑ 12%	\$1,027M  ↑ 12%

