

Dec. 1, 2021





# TMT Summit 2021

# **KLA Services Update**

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## Forward-Looking Statements

Statements in this presentation other than historical facts, such as statements pertaining to: (i) industry trends; (ii) customer demand and investment strategy; (iii) projected end-demand uses for semiconductors; (iv) Services business growth drivers; (v) sales, revenue growth rate, operating margin, EPS, capital allocation, semiconductor industry CAGR, capital intensity, memory and foundry/logic mix, process control market growth rate and growth in new markets through 2023; are forward-looking statements and subject to the Safe Harbor provisions created by the Private Securities Litigation Reform Act of 1995. These forward-looking statements are based on current information and expectations and involve a number of risks and uncertainties. Actual results may differ materially from those projected in such statements due to various factors, including but not limited to: the future impacts of the COVID-19 pandemic; the demand for semiconductors; the financial condition of the global capital markets and the general macroeconomic environment; new and enhanced product and technology offerings by competitors; push-out of deliveries or cancellation of orders by customers; the ability of KLA's research and development teams to successfully innovate and develop technologies and products that are responsive to customer demands; KLA's ability to successfully manage its costs; market acceptance of KLA's existing and newly issued products; changing customer demands; and industry transitions. For other factors that may cause actual results to differ materially from those projected and anticipated in forward-looking statements in this letter, please refer to KLA Corporation's Annual Report on Form 10-K for the year ended June 30, 2021, and other subsequent filings with the Securities and Exchange Commission (including, but not limited to, the risk factors described therein). KLA Corporation assumes no obligation to, and does not currently intend to, update these forward-looking statements.



# Five Keys to KLA Services Success



# Strong customer value proposition:

we help customers maximize the value of their KLA assets



### **Growing**

faster than the installed base



# **Continuous** investment

in data-driven, differentiated portfolio of professional services offerings



# Industry-leading service model

with >75% of revenue coming from subscription-like service contracts

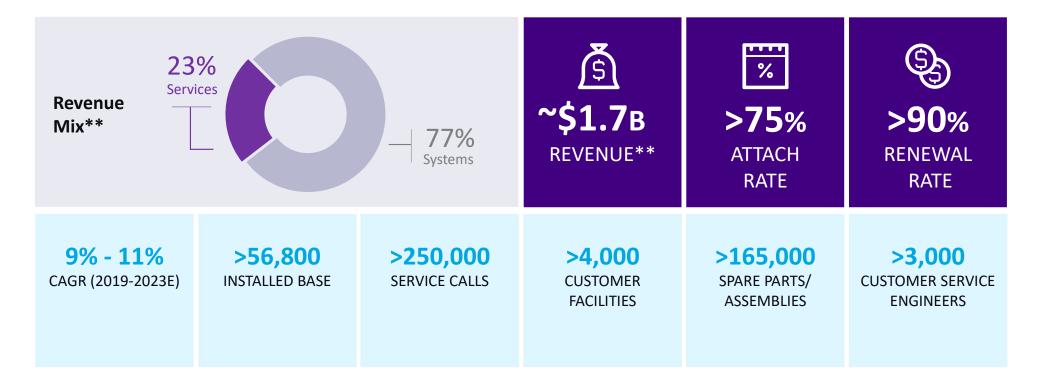


# Leverage KLA Operating Model

to drive operational excellence



## KLA Services At A Glance\*



<sup>\*</sup>KLA Services at a Glance numbers reflect 2021 year to date



<sup>\*\*</sup> LTM as of 9/30/2021

<sup>4</sup> KLA Non-Confidential | Unrestricted

# The Service Team and Offerings Provide Differentiated Value

## Partnering with Customers to Maximize the Value of their KLA Assets



Product Support



Learning & Knowledge Services



**Engineering** 



Marketing and Sales



Parts and Logistics



Customer Support Engineers

### **Comprehensive Offerings**

- Subscription-Based Services
- Training
- Software Applications
- Fleet Optimization
- Predictive Maintenance

- Ramp Management
- Enhancements and Upgrades
- Lifecycle Management
- Certified Refurbished Systems



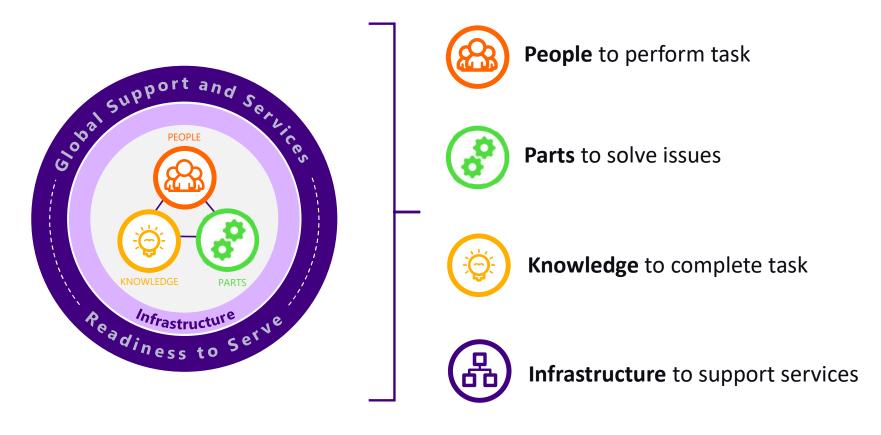
## Strong Customer Focus Defines KLA Services

**CUSTOMER GOAL KLA STRATEGY RESULTS** Develop, ramp and transfer New product introduction and Customers accelerate **Ramp Faster** new technology to high service solutions to maximize Leading-Edge transitions to high volume Development volume manufacturing uptime of KLA tools manufacturing **Higher Yield** Optimized production Customers achieve higher Maximize good wafers out at Leading-edge monitoring while reducing yield, at lower costs, through lowest possible cost Manufacturing customer cost of ownership predictable system availability Lifecycle management through Lifecycle Mgmt. Customers extend the useful Trailing-edge Return on assets fab optimization, life of their KLA assets Manufacturing enhancements and services

## Helping Customers Maximize the Value of Their KLA Assets



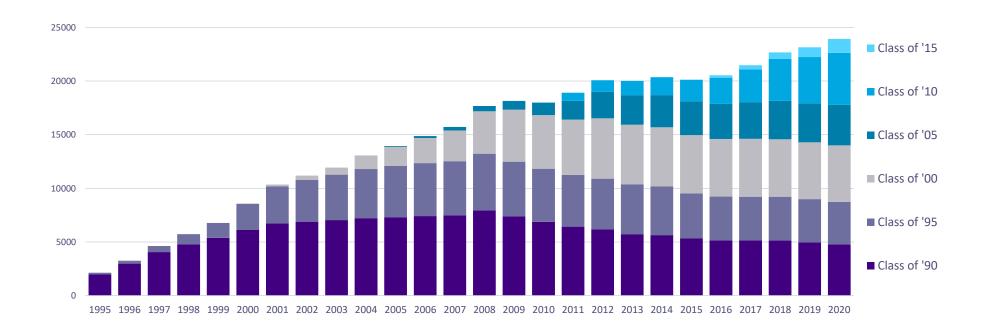
# **KLA Focused On Providing Differentiated Services**



**Strong Foundation to Exceed Customer Needs** 



# Longevity of Semi Process Control Installed Base Enhances Productivity





Average tool age increasing from ~4 years in 2000 to ~14 years in 2019 as our installed base increased by ~2.7x

Over the life of a tool,Services generates revenue> 0.5x sales price



## KLA Operating Model Drives Services Resiliency



### **Consistent strategy and execution**

- Market-leading innovation
- Rigorous new product development process
- Strong focus on talent development

### **Management by metrics**

- Culture of performance and accountability
- Superior margin profile
- Strong recurring revenue and highly cash generative

### Financial discipline and rigor

- ROIC-focused
- Fully allocate all costs into businesses
- Strong track record of high return investments

Enables Innovation and Value Chain Integration Across Service and Support



## KLA Service and Support Innovation Drives Customer Value

#### **Remote Support**

Developing augmented reality-based solutions for remote services that allow for rapid response to customer needs while preserving IP protocols



#### **Expedited Delivery**

Augmented localized teams to allow for more rapid and customized service delivery and installation

### **Training Reinvention**

Curriculum enrichment to deliver web-based, on-demand and mixed-reality (MR) technologies to complement hands-on training

## **Digital Transformation**

- Investment in IOT and data analytics to enable customertailored value
- Operational systems transformation and investment improves response

**Transformation of Internal Operations to Improve Customer Innovation**