# **KL**∧ Earnings

# Q1 Fiscal 2021 (Quarter Ended 9/30/20)

#### September Quarter 2020 Business Highlights

- Foundry and Logic Strength Continues, Memory Growth Expected in 2021. Continued strength and breadth in Foundry and Logic in the September quarter, expect this demand to remain healthy in 2021. In Memory, tool utilizations are high, and Memory customers continue to drive down device inventories and plan for higher bit growth in 2021 to meet expected improvement in end demand.
- KLA Continues To Win in the Marketplace. Ended the quarter with strong backlog, demonstrating momentum in the marketplace across multiple product platforms. New applications in our optical inspection portfolio and the success of new e-beam inspection offerings is fueling our market leadership in what is expected to be a year of strong growth for Process Control relative to overall WFE.
- Services Business is on Track for another Year of Strong Growth. Our Service business continues to perform well, and is positioned for double-digit growth in 2020. Several factors drive long term growth in Service, including a growing installed base, increasing complexity of our systems, tighter time to market requirements for our customers, and market expansion at trailing edge nodes.
- EPC Group Benefitting from Secular Growth Factors Associated with 5G and Advanced Semiconductor Packaging, September was another strong quarter for the Electronics, Packaging, and Components (EPC) group, highlighted by record demand in the PCB (Printed Circuit Board) division. The SPTS and ICOS divisions are also benefiting from the 5G transition along with increasingly more complex advanced semiconductor
- Continuing our Commitment to Returning Value to Shareholders. During the September quarter we repurchased \$188 million of our common stock and paid \$141 million in dividends. Over the past 12 months, we have returned \$1.3 billion to shareholders or 82% of Free Cash Flow, including \$542 million in dividends paid, and \$789 million in share repurchases. We believe our track record of delivering strong capital returns is a key component of the KLA Investment Thesis and offers predictable and compelling value creation for our shareholders.

### September Quarter 2020 Financial Highlights<sup>1</sup>

**Profitability** 





Growth:

+9% Y/Y Revenue Growth



62.1% Gross Margin<sup>1</sup>



37.7% Op. Margin



Free Cash Flow\*\* LTM

\$1.62B

\$789M

\$542M

Dividends LTM





\$1.27B Semiconductor Process Control Revenue



+9% Y/Y Semiconductor Process Control Growth



\$3.03 Non-GAAP EPS<sup>1</sup>



\$2.69 GAAP FPS



**Capital Return** 

\$1.33B



\$329M Repurchases Q1'FY21

Free Cash Flow (FCF) = Cash w from Operation pital Expenditures.

#### **Breakdown of Revenue**

## **Reportable Segments and End Markets** Y/Y Growth % Q/Q Growth % Semiconductor Total \$1,539<sup>2</sup> **1**9% <sup>2</sup> Includes Other Revenues of \$0.1M Semi Process Control End Market System Revenue Memory Foundry Logic 10%

Major Products and Region				
	Q1-FY21(\$M)	Y/Y Growth %	Q/Q Growth %	Revenue Mix
Wafer Inspection (Systems Only)				
Patterning (Systems Only)	\$371	<b>4</b> 4%	<b>†</b> 21%	<b>24</b> %
Specialty Semi Process (Systems Only)	\$74	<b>1</b> 30%	<b>↓</b> 11%	<b>5%</b>
PCB, Display and Component Inspection (Systems Only)	\$121	<b>1</b> 0%	<b>↓</b> 16%	<b>***</b> 8%
Services	\$393	<b>11%</b>	<b>1</b> 2%	<b>25%</b>
Other	\$60	<b>1</b> 28%	<b>18%</b>	
Total	\$1,539	<b>1</b> 9%	<b>1</b> 5%	
Revenue by Region				
USA 11%	China 32%	Japan 11%	Korea 12%	Taiwan 24%
Europe 5%	Rest of Asia 5%			