# ASML 2012 Second Quarter Results ASML confirms steady sales for the remainder of the year

Veldhoven, the Netherlands July 18, 2012

## Safe Harbor

"Safe Harbor" Statement under the US Private Securities Litigation Reform Act of 1995: the matters discussed in this document may include forward-looking statements, including statements made about our outlook, including expected sales trends, expected shipments of tools, productivity of our tools, purchase commitments, IC unit demand, financial results, expected gross margin and expenses, statements about our co-investment program including potential funding commitments in connection with that program and statements about our buy-back program.

These forward looking statements are subject to risks and uncertainties including, but not limited to: economic conditions, product demand and semiconductor equipment industry capacity, worldwide demand and manufacturing capacity utilization for semiconductors (the principal product of our customer base), including the impact of general economic conditions on consumer confidence and demand for our customers' products, competitive products and pricing, the impact of manufacturing efficiencies and capacity constraints, the continuing success of technology advances and the related pace of new product development and customer acceptance of new products, our ability to enforce patents and protect intellectual property rights, the risk of intellectual property litigation, availability of raw materials and critical manufacturing equipment, trade environment, changes in exchange rates, available cash, distributable reserves for dividend payments and share repurchases, risks associated with our co-investment program, including whether shareholder approval of the Second Issuance and the synthetic buyback at the EGM will be obtained, receipt of regulatory approvals, whether other customers will participate in the program, whether the 450mm and EUV research and development programs will be successful, ASML's ability to hire additional workers as part of the 450mm and EUV programs described in this release and other risks indicated in the risk factors included in ASML's Annual Report on Form 20-F and other filings with the US Securities and Exchange Commission.

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# **Business summary**

# Q2 results - highlights



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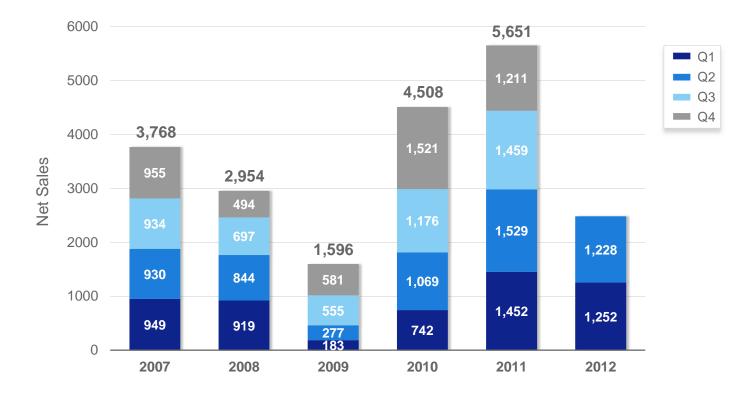
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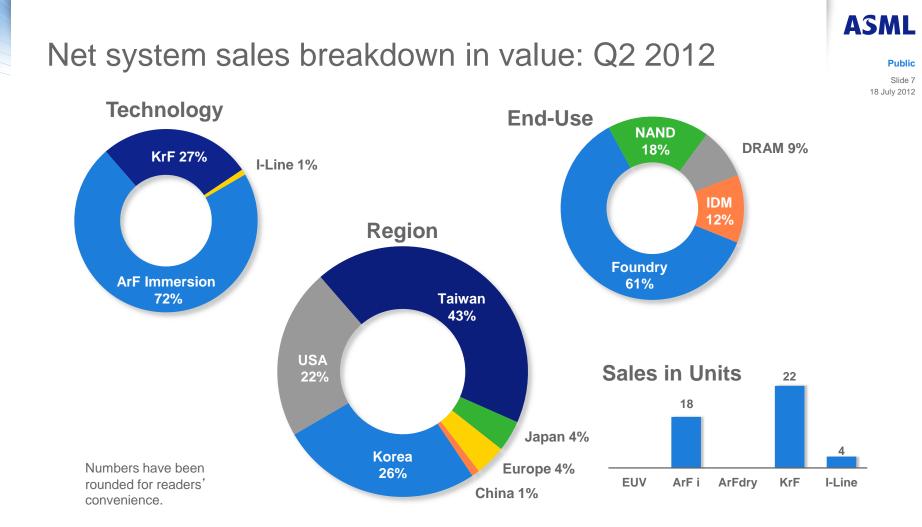
- Net sales of € 1,228 million, 44 systems sold valued at
  € 985 million, net service and field option sales at € 243 million
- Gross margin of 43.2%
- Operating margin of 27.0%
- Net bookings of € 949 million, 43 systems
- Backlog at € 1,503 million, 55 systems
- Generated € 470 million cash from operations in H1 2012 and returned
  € 433 million to shareholders in dividends and share buy backs

## Total net sales M€



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# Consolidated statements of operations M€

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	Q1 12	Q2 12	
Net sales	1,252	1,228	
Gross profit	524	530	
Gross margin %	41.8%	43.2%	
R&D costs	145	145	
SG&A costs	55	55	
Income from operations	324	331	
Operating income %	25.8%	27.0%	
Net income	282	292	
Net income as a % of net sales	22.5%	23.8%	
Earnings per share (basic) €	0.68	0.71	

# Key financial trends 2011 – 2012

Consolidated statements of operations M€

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	Q2 11	Q3 11	Q4 11	Q1 12	Q2 12
Net sales	1,529	1,459	1,211	1,252	1,228
Gross profit	690	613	496	524	530
Gross margin %	<b>45.1%</b>	<b>42.1%</b>	<b>41.0%</b>	41.8%	43.2%
R&D costs	145	150	150	145	145
SG&A costs	51	56	56	55	55
Income from operations	494	407	290	324	331
<b>Operating income %</b>	32.3%	27.9%	<b>23.9%</b>	25.8%	27.0%
Net income	432	355	285	282	292
Net income as a % of net sales	28.3%	24.4%	23.5%	22.5%	23.8%
Units sold	63	55	41	52	44
ASP new systems	22.7	27.1	27.4	22.1	23.3
Net booking value	840	514	710	865	949

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# Cash flows M€

	Q1 12	Q2 12	
Net income	282	292	
Adjustments to reconcile net income to net cash flows from operating activities:			
Impairment and obsolescence	24	55	Includes € 850
Depreciation and amortization	50	57	million short term
Deferred income taxes	22	1	investments in Dutch State
Other non-cash items	4	5	Treasury Deposits
Change in assets and liabilities	14	(336)	and Certificates
Net cash provided by operating activities	396	74	
Net cash used in investing activities	(51)	(889)	
Net cash used in financing activities	(120)	(294)	
Total FX effects	(4)	8	
Net increase (decrease) in cash and cash equivalents	221	(1,101)	

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## Balance sheets M€

Assets	Apr 1 <sup>st</sup> ,	2012	Jul 1 <sup>st</sup> ,	2012	
Cash, cash equivalents and short-term investments	2,953	40%	2,702	38%	
Accounts receivable, net	761	10%	632	9%	
Finance receivables, net	79	1%	122	2%	
Inventories, net	1,608	22%	1,721	24%	
Other assets	551	8%	526	7%	
Tax assets	171	2%	187	2%	
Fixed assets	1,276	17%	1,328	18%	
Total assets	7,399	100%	7,218	100%	
Liabilities and shareholders' equity					
Current liabilities	2,091	28%	2,075	29%	
Non-current liabilities	1,696	23%	1,547	21%	
Shareholders' equity	3,612	49%	3,596	50%	
Total liabilities and shareholders' equity	7,399	100%	7,218	100%	

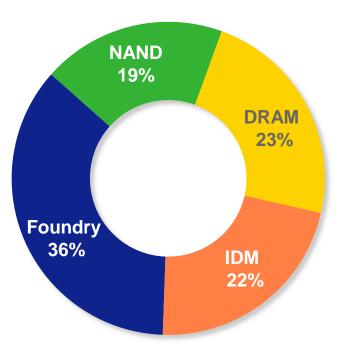


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# Bookings activity by sector, EUV not included

Total value M€ 949



#### Net booked

- 38 new tools at € 896 million
- 5 used tools at € 53 million

Japan 5%

Total

systems

55

1.503

27.3

Singapore 4%

### Backlog in value per July 1<sup>st</sup>, EUV not included Total value M€ 1,503

Region **Technology USA 30%** (ship to location) KrF 22% Taiwan I-Line 3% 20% ArF dry 1% **End-use** Europe 10% **ArF** immersion **Korea 27%** Foundry 74% 33% China 4% **IDM** 31% 85% of backlog New Used systems systems carry shipment NAND DRAM 22% 42 Units 13 dates in the next 14% Value M€ 1.415 6 months 88

ASP M€

33.7

6.8

Numbers have been rounded for readers' convenience.

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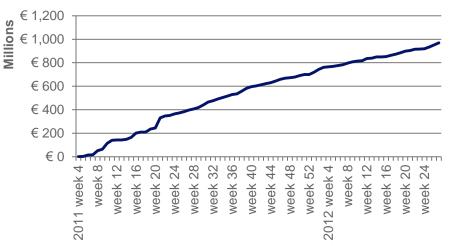
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## Share buy back

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#### Cumulative share buy back 2011 - 2012

- For regulatory reasons, in connection with the Customer co-investment Program, ASML has suspended its share buy-back program from July 10, 2012 until further notice
- ASML intends to resume share buy-backs when permitted under applicable regulations

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# **Co-investment program**

# Customer co-investment program announced July 9th

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- Announced program where customers can contribute up to € 1.38 billion over the next 5 years to accelerate the development of next generation technology
  - EUV technology beyond the current generation
  - Development of 450mm wafer technology
- Customer co-investment strategy includes minority equity investments in ASML
- Issue of up to an aggregate 25% minority equity stake to participating customers
- Return entire cash proceeds from share issuance to shareholders\* through a synthetic share buy-back
- Discussions with other customers on-going

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# Market

## Business environment

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- ASML's H2 2012 revenue level is expected to be between € 2.2 billion and € 2.4 billion sustained by:
  - An increase of NAND memory critical layer systems shipments
  - Stability of DRAM memory systems sales
  - Lower 28/32 nm Logic demand in H2 compared with H1 2012

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# ASML technology strategy

# Immersion – Productivity improvements

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- TWINSCAN NXT:1950 productivity of 230 wafers per hour now the standard
  - Shipped 30 systems to customers to date
  - System upgrades at customer manufacturing sites has begun
- Our best TWINSCAN NXT:1950i
  - Printed more than 5,100 wafers in a single day in production
  - Previous record 4,500 wafers achieved just 3 months ago
  - Highlighting continued productivity improvements of our systems

## EUV status – NXE:3300

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- Exposed first wafers on the NXE:3300 EUV scanners, the volume production successor of the NXE:3100
- First NXE:3300 is expected to ship by end 2012 or early 2013
- Shipment of the remainder of the 11 tools on order is planned in 2013
- Received customer commitment to purchase 4 additional NXE:3300 systems for delivery in 2014
  - Commitment is enabled by data gathered on source power increase and steady performance of the 6 EUV tools in the field
  - Customers are accelerating development and preparing for first semiconductor production on EUV in 2014

## EUV status - source

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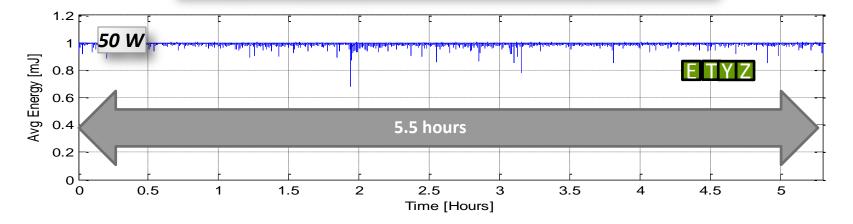
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- EUV source, 50 Watt power capability has been repeatedly demonstrated at a supplier
- 105 Watt concept potential has been confirmed in lab experiments, supporting our roadmap to volume production systems starting at 70 wafers per hour in 2014
- In situ confirmation is still necessary on the NXE:3300



#### Stability of source power improved

50W in-burst dose-controlled power at 40% duty cycle Energy, timing, and position under closed loop control





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## NXE:3300B integration status



Proto 1 First exposure in resist done Coarse lens setup



Pilot 1 reliability testing Cymer install and plasma qualification



Pilot 2 reliability testing Ushio source installation



Pilot 3 Dynamics performance testing



Pilot 4 Reticle handler installation



Pilot 5 Bottom module installation

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# Outlook

Q3 Outlook

- Net sales around € 1.2 billion
- Gross margin about 43%
- R&D costs at € 145 million
- SG&A costs at € 60 million\*

#### ASML on track for H2 2012 sales between $\in$ 2.2 and $\in$ 2.4 billion

\* SG&A costs planned at higher run rate due to extra IT investments

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