# **ASML**

**Annual General Meeting of Shareholders 2021** 

April 29, 2021 14:00 hrs. CET

# Forward Looking Statements

**ASML** 

Slide 2 April 29, 2021

This presentation and other information relating to ASML presented in connection with our Annual General Meeting to be held in April 2021 (the "AGM") and the discussion at the AGM include statements that are forward-looking. You can generally identify these statements by the use of words like "may", "will", "could", "should", "project", "believe", "anticipate", "expect", "plan", "estimate", "forecast", "potential", "intend", "continue", "target", and variations of these words or comparable words. Such forward-looking statements include statements with respect to, strategies, corporate priorities, expected semiconductor industry trends, market opportunities and roadmap, expected market growth and drivers of such trends and growth, expected trends, financial results and outlook, including expected trends in end markets and technology industry and business environment trends, outlook and expected financial results which may include expected results, outlook and trends for Q1 and full year 2021, expected trends in our end markets, including Memory, Logic and Foundry, expected trends in EUV, DUV and the other types of tools we sell and IBM sales, long term growth opportunity, expected margins, expected shipments or tools and timing thereof including revenue recognition, revenue opportunity through 2025. expected benefits and performance of new systems and applications, statements with respect to Moore's law, statements with respect to our reserves and dividend policy, plans regarding dividends, including the intention to continue to return significant amounts of cash to shareholders through a combination of share buybacks and growing dividends, the amount of the final dividend for 2020 and statements with respect to the 2020-2022 share buyback program including the amount of shares intended to be repurchased under the program and timing of repurchases under the program, sustainability targets, goals and strategies, statements relating to our remuneration policy, principles and plans and other non-historical statements. These statements are not historical facts, but rather are based on current expectations, estimates, assumptions and projections about our business and our future financial results and readers should not place undue reliance on them. Forward-looking statements do not guarantee future performance and involve risks and uncertainties. These risks and uncertainties include, without limitation, economic conditions; product demand and semiconductor equipment industry capacity; worldwide demand and manufacturing capacity utilization for semiconductors; the impact of general economic conditions on consumer confidence and demand for our customers' products; performance of our systems, the duration and continued or increased severity of the COVID-19 outbreak and measures taken to contain it and other risks related to the impact of COVID-19 on the global economy and financial markets, as well as on ASML and its customers and suppliers, including their operations, and other risks relating to COVID-19 and other factors that may impact ASML's sales and gross margin, including customer demand and ASML's ability to obtain supplies for its products, the success of technology advances and the pace of new product development and customer acceptance of and demand for new products; the number and timing of systems ordered, shipped and recognized in revenue, and the risk of order cancellation or push out, production capacity for our systems including delays in system production; our ability to enforce patents and protect intellectual property rights and the outcome of intellectual property disputes and litigation; availability of raw materials, critical manufacturing equipment and qualified employees; trade environment; import/export and national security regulations and orders and their impact on us, changes in exchange and tax rates; available liquidity and liquidity requirements, our ability to refinance our indebtedness, available cash and distributable reserves for, and other factors impacting, dividend payments and share repurchases, results of the share repurchase programs and other risks indicated in the risk factors included in ASML's Annual Report on Form 20-F for the year ended December 31, 2020 and other filings with and submissions to the US Securities and Exchange Commission. These forward-looking statements are made only as of the date of this document. We do not undertake to update or revise the forward-looking statements, whether as a result of new information, future events or otherwise.



Slide 3 April 29, 2021

van de virtuele Jaarlijkse Algemene Vergadering van Aandeelhouders van ASML Holding N.V. (de "Vennootschap"), te houden op woensdag 29 april 2021, om 14.00 uur

Of the virtual Annual General Meeting of Shareholders of ASML Holding N.V. (the "Company"), held on Wednesday 29 April 2021 at 14.00

- 1. Opening
- Overzicht van de activiteiten, de financiële situatie en de activiteiten op het gebied van maatschappelijk verantwoord ondernemen van de Vennootschap (**Discussiepunt**)

Overview of the Company's business, financial situation and sustainability (**Discussion item**)



Slide 4 April 29, 2021

# **Financials**

Roger Dassen, CFO

# 2020 Highlights



April 29, 2021

Full Year 2020	
Net sales	€14
Net systems sales	€10.3
Installed Base Management	€3.7
Gross margin	48.6%
Net income	€3.6
Net bookings	€11.3

 ASML delivered a sales growth of 18%, reflecting the strong global demand for a digital infrastructure

#### EUV lithography:

- EUV system sales grew ~60% to €4.5 billion
- High-NA program progressing well; HVM use in 2025/2026

#### **DUV** lithography:

- Shipped NXT:2050i and NXT:1470.
- Record value of DUV bookings during 2020 (€7.3 billion)

#### Applications:

- Shipped a total of three eScan1000 Multibeam systems (3x3 beams)
- First shipment of YS:385; a record year of YieldStar shipments

# Total net sales € million by end use



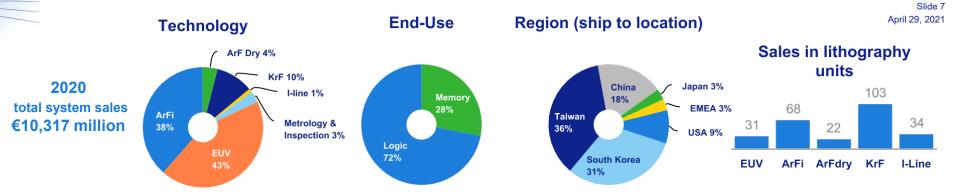


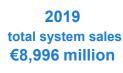


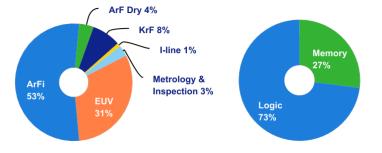
As of January 1, 2018, ASML has adopted the new Revenue Recognition Standard (ASC 606) and Lease Standard (ASC 842). The comparative numbers 2016 - 2017 presented above have not been adjusted to reflect these changes in accounting policy.

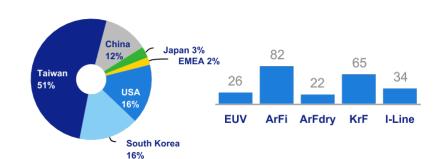
# Net system sales breakdown (yearly)











## Consolidated statements of cash flows € million

**ASML** 

Year on Year

April 29, 2021

Cash and cash equivalents, beginning of period	<b>2016</b> 2,459	<b>2017</b> 2,907	<b>2018</b> 2,259	<b>2019</b> 3,121	<b>2020</b> 3,532
Net cash provided by (used in) operating activities	1,666	1,818	3,073	3,276	4,628
Net cash provided by (used in) investing activities	(3,188)	(1,229)	(492)	(1,158)	(1,352)
Net cash provided by (used in) financing activities	1,964	(1,209)	(1,724)	(1,712)	(753)
Effect of changes in exchange rates on cash	7	(28)	5	5	(5)
Net increase (decrease) in cash and cash equivalents	448	(648)	862	411	2,517
Cash and cash equivalents, end of period	2,907	2,259	3,121	3,532	6,049
Short-term investments	1,150	1,029	913	1,186	1,302
Cash and cash equivalents and short-term investments	4,057	3,288	4,034	4,718	7,351
Purchases of property, plant and equipment and intangible assets	(325)	(358)	(610)	(885)	(1,001)
Free cash flow <sup>1</sup>	1,341	1,460	2,463	2,391	3,627

<sup>1</sup> Free cash flow, which is a non-GAAP measure, is defined as net cash provided by (used in) operating activities minus purchases of Property, plant and equipment and intangible assets), see US GAAP Consolidated Financial Statements.

# Consolidated balance sheets € million

Year on Year

**ASML** 

Slide 9 April 29, 2021

Assets	2016	2017	2018	2019	2020
Cash & cash equivalents and short-term investments	4,057	3,288	4,034	4,718	7,352
Net accounts receivable and finance receivables	1,145	1,958	2,384	2,773	3,421
Contract assets	149	270	96	231	119
Inventories, net	2,732	2,956	3,440	3,809	4,569
Other assets	1,141	1,219	1,579	1,673	1,753
Tax assets	47	94	316	624	739
Equity method investments		982	916	833	821
Goodwill	4,874	4,541	4,541	4,541	4,629
Other intangible assets	1,323	1,166	1,104	1,105	1,049
Property, plant and equipment	1,687	1,601	1,589	1,999	2,470
Right-of-use assets	_	114	138	324	345
Total assets	17,155	18,189	20,137	22,630	27,267
Liabilities and shareholders' equity					
Current liabilities	3,076	3,170	3,792	4,694	6,604
Non-current liabilities	4,107	4,243	4,704	5,344	6,798
Shareholders' equity	9,972	10,776	11,641	12,592	13,865
Total liabilities and shareholders' equity	17,155	18,189	20,137	22,630	27,267

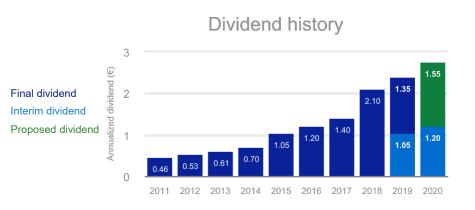
# Capital return to shareholders

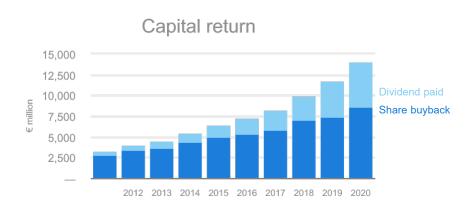
**ASML** 

Slide 10

April 29, 2021

- Paid total dividends of €1.1 billion, consisting of FY2019 final dividend and FY2020 interim dividend, and purchased €1.2 billion of shares in 2020
- ASML intends to declare a total dividend in respect of 2020 of €2.75 per ordinary share. Recognizing the interim dividend of €1.20 per ordinary share paid in November 2020, this leads to a final dividend proposal to the General Meeting of €1.55 per ordinary share. This is a 15% increase compared to the 2019 dividend





The dividend for a year is paid in the subsequent year, except interim

Capital return is cumulative dividend + share buyback

#### Q1 results and business view



Slide 11 April 29, 2021

Q1 2021	
Net sales	€4.4
Net systems sales	€3.1
Installed Base Management	€1.2
Gross margin	53.9%
Net income	€1.3
Net bookings	€4.7

- Due to the current high-demand environment, customers are utilizing software upgrades to increase capacity as quickly as possible, leading to increased Installed Business
- Expanding end market applications, fueled by innovation from a highly profitable ecosystem, drive semiconductor demand across all markets

#### 2021 outlook

- Strong demand across markets drives expected sales growth towards 30%
- Gross margin: between 51% and 52%
- Estimated annualized effective tax rate: between 14% and 15%



Slide 12 April 29, 2021

# Our industry, our people, our communities

Peter Wennink, President & CEO

The COVID-19 crisis has accelerated digitalization...



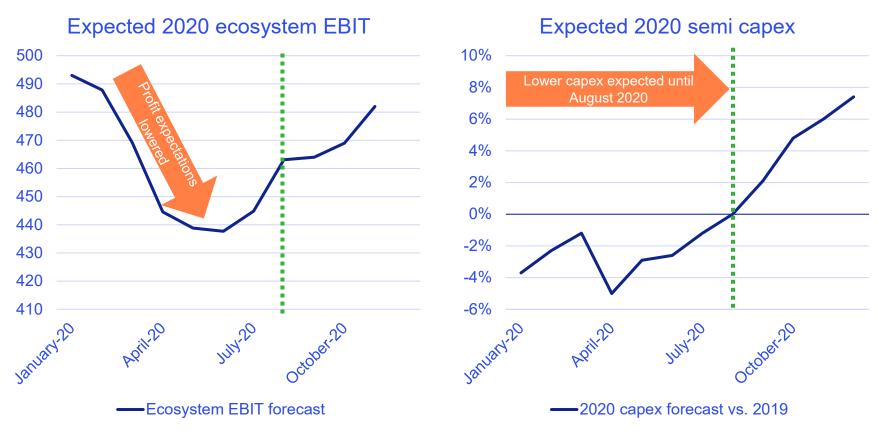
Slide 13 April 29, 2021



# ... while economic uncertainty delayed investment



Slide 14 April 29, 2021



# In addition: 5G accelerates more distributed computing



Slide 15 April 29, 2021







Connectivity



Artificial intelligence

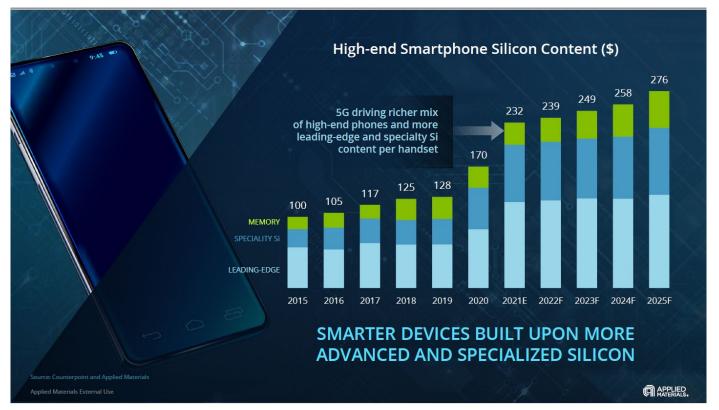


Intelligent edge

# 5G drives mature semiconductors in smartphones



Slide 16 April 29, 2021



Source: Applied Materials Investor Day April 6 2021

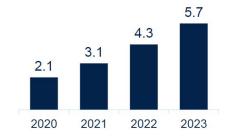
### Silicon value in the car is on the rise



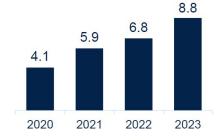
Slide 17 April 29, 2021













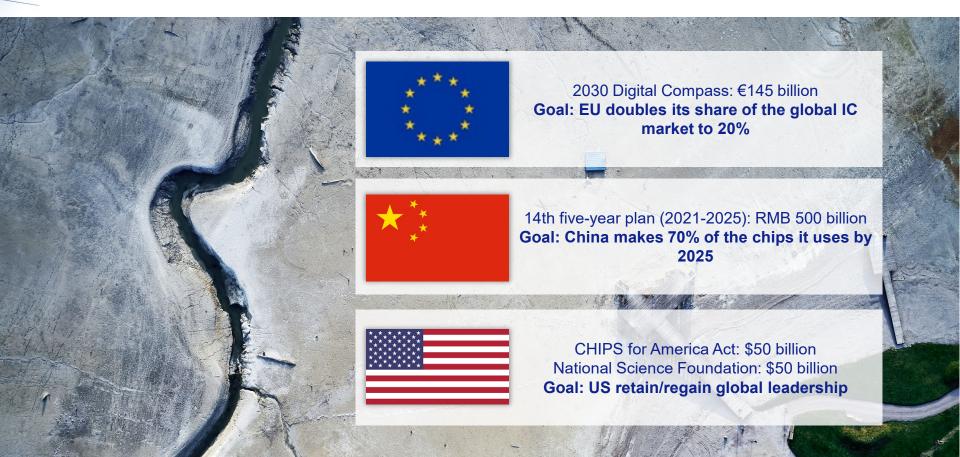
Source: IHS, ST internal 23

# Countries push for 'technological sovereignty'

Increased capital intensity will be the result

**ASML** 

Slide 18 April 29, 2021

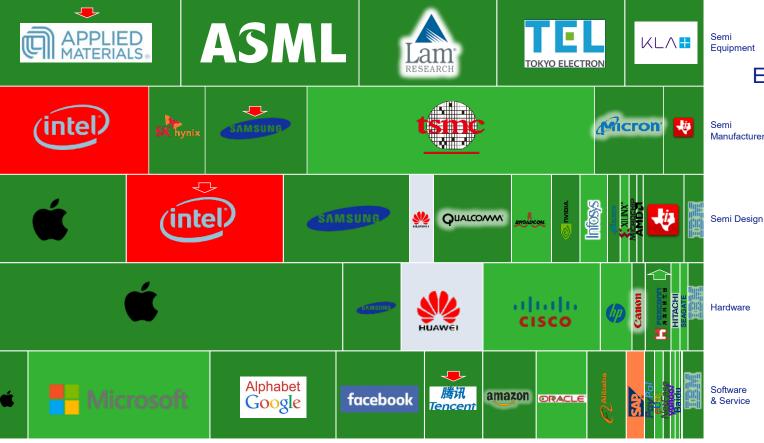


# Analysts expect strong growth for 2021

Street consensus on 2021 Earnings compared to 2020 Earnings



Slide 19 April 29, 2021



Earnings [EBIT] +22.4% YoY

Legend Manufacturers Street consensus

> Earnings [\*EBIT] High Growth >20%

FY2021 vs FY2020

Growth 0% - 20%

Negative -5% - 0%

Negative < -5%

Unknown



Software & Service

# Growth in numbers of employees worldwide



Slide 20 April 29, 2021

#### US

2019: 5,436 2020: 5,710

#### Europe

2019: 13,732 2020: 14,714 (NL: 14,364)

Berliner Glas (Dec): 1,592

#### Asia

2019: 5,731 2020: 6,058

#### **Total worldwide**

2019: 24,900

2020: 28,073 FTE

120 nationalities

17% female



# We secured our product roadmap

and successfully introduced new products and supported install base

**ASML** 

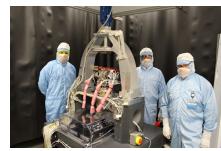
Slide 21 April 29, 2021

We had some delays, however we still successfully shipped products such as:

- YieldStar 385
- NXT:1470
- NXT:1460 TFH
- NXT:2050i
- Multibeam eScan 1000
- First modular vessel for the NXE:3400C
- Virtual Computing Platform
- Overlay optimizer 3

Install secured for EUV with cycle time reduction realized despite COVID-19 restrictions.

Local Customer Support teams stepping in and many Install Engineers quarantined in hotel room









## Dimensions of the new normal

### Find new ways and adjust our routines



Slide 22 April 29, 2021



 Safety remains our number one priority

 we extend the scope to mental health



2. New working models



3. Site self-sufficiency in the field



4. Supply chain robustness

# Supporting communities and talent



Slide 23 April 29, 2021

#### **COVID-19 support**



€1.3 million medical support



€170,000 engineering support



€ 1.3 million community and educational support

#### **Community engagement**

The launch of Brainport Partnerfonds will help improve the lives of underprivileged residents in the Brainport area

With our tutoring project, ASML supports secondary school pupils who need extra attention

With the 'Welkom Online' teaching program, ASML, together with VodafoneZiggo, Samsung and the National Elderly Fund, helps elderly people become digitally self-reliant

# We participated in several programs worldwide, focusing on young people who need support

**ASML Foundation** 

- Illiteracy programs
- · Highly gifted youth
- Young people with a disorder in the autistic spectrum
- Retraining program to support tech careers
- After-school programs
- Tech programs for girls

These programs mostly focus on 'STEM' (or 'STEAM)': Science, Technology, Engineering, (Arts) and Math

# ASML



Slide 25 April 29, 2021

3a. Adviserende stem met betrekking tot het Remuneratierapport voor de Directie en de Raad van Commissarissen over het boekjaar 2020 (Stempunt)

Advisory vote on the remuneration report for the Board of Management and the Supervisory Board for the financial year 2020 (Voting Item)

# Remuneration Report 2020 (1/3)

Slide 26 April 29, 2021

The Remuneration Report 2019 for the BoM and SB is in accordance with the revised EU Shareholder Rights Directive (as implemented into Dutch law per December 1, 2019)

Pursuant to this new legislation, the General Meeting has an advisory vote on the remuneration report

Changes to the Remuneration Policy for the BoM and SB were adopted by the Annual General Meeting of Shareholders of April 22, 2020 and became effective per January 1, 2020. These changes concerned mainly textual changes to ensure compliance with the revised EU Shareholders Rights Directive – they did not contain changes of the remuneration structure or elements

Main elements of the execution of the Remuneration Policy in 2020 are:

1. Base salaries of the BoM have been increased with 2% for all BoM members

# Remuneration Report 2020 (2/3)



2. Short-Term Incentive (STI) payout over 2020 has been 139.2% of target (80%), hence 111.3% of base salary

Slide 27 April 29, 2021

- Non-financial performance criteria (Technology Leadership Index and Market Position): both achieved between target and maximum performance level
- Financial performance criteria:
  - EBIT margin: 149.5% payout of target
  - EUV gross margin: 150% payout of target (max)
  - Free Cash Flow: 150% payout of target (max)

# Remuneration Report 2020 (3/3)



April 29, 2021

- 3. Long-Term Incentive (LTI) payout over performance period 2018-2019-2020 has been 146.5% of target (73.3% of max)
  - ASML TSR outperformed PHLX Semiconductor Sector Index with 32.3 points, leading to a payout of 200% of target (max)
  - ROAIC payout was 88.4% of target\*
  - Qualitative targets (Technology Leadership Index and Sustainability): between target and max

<sup>\*</sup> This includes an upward adjustment to correct for the effects of higher than anticipated investments in R&D and CAPEX after target setting. These additional investments, mainly concerning High-NA, were made because ASML's customers were accelerating their roadmaps and requested ASML to support this, which the BoM decided to do. In this regard, reference is made to the Long-Term Plan for 2020, as presented at the Capital Markets Day of Nov 2018. These higher investments will generate a return only after the performance period. Based on the this, the SB considered it reasonable to normalize the ROAIC result for these incremental investments.



Slide 29 April 29, 2021

3b. Voorstel tot vaststelling van de overeenkomstig de Nederlandse wet opgestelde jaarrekening van de Vennootschap over het boekjaar 2020 (Stempunt)

Proposal to adopt the financial statements of the Company for the financial year 2020, as prepared in accordance with Dutch law (Voting item)



Slide 30 April 29, 2021

3c. Toelichting op het reserverings- en dividendbeleid van de Vennootschap (**Discussiepunt**)

Clarification of the Company's reserves and dividend policy (Discussion item)



Slide 31 April 29, 2021

3d. Voorstel tot vaststelling van een dividend over het boekjaar 2020 (Stempunt)

Proposal to adopt a dividend in respect of the financial year 2020 (Voting item)

**ASML** 

Slide 32 April 29, 2021

Voorstel tot verlening van decharge aan de leden van de Directie voor de uitoefening van hun functie in het boekjaar 2020 (Stempunt)

Proposal to discharge the members of the Board of Management from liability for their responsibilities in the financial year 2020 (Voting item)

**ASML** 

Slide 33 April 29, 2021

4b. Voorstel tot verlening van decharge aan de leden van de Raad van Commissarissen voor de uitoefening van hun functie in het boekjaar 2020 (Stempunt)

Proposal to discharge the members of the Supervisory Board from liability for their responsibilities in the financial year 2020 (Voting item)



Slide 34 April 29, 2021

5. Voorstel tot goedkeuring van het aantal aandelen toe te kennen aan de Directie (**Stempunt**)

Proposal to approve the number of shares for the Board of Management (Voting item)



Slide 35 April 29, 2021

6. Voorstel tot vaststelling van een aantal wijzigingen in het Beloningsbeleid van de Directie (**Stempunt**)

Proposal to adopt certain adjustments to the Remuneration Policy for the Board of Management (Voting item)

# Adjustments Remuneration Policy BoM (1/2)

**ASML** 

Slide 36 April 29, 2021

Current Remuneration Policy for the Board of Management was adopted by the Annual General Meeting of Shareholders of April 22, 2020 and became effective per January 1, 2020

#### Changes effective Jan 1, 2021:

• Reference Group: removed two companies (Shire and Linde) because of M&A, removed one company (Smith & Nephew) because it became too small, and added two companies (NXP and Ericsson), to ensure ASML continues to position around the middle in terms of size (enterprise value, revenue and number of employees). The adjustment was necessary after the growth of the company since the last review of 2019, following the bi-annual review and benchmark cycle. With the change, ASML positions at the 55th percentile in terms of size. Review was done in 2020 based on 2019 data

## Adjustments Remuneration Policy BoM (2/2)

**ASML** 

• LTI: proposal to increase long-term incentive (LTI) target percentages to 120% of base salary for all members of the BoM (was 110% for the Presidents and 100% for other BoM members). The current LTI target levels and total compensation are below market. The increase in LTI target percentage will bring the pay mix and the total compensation (at target) closer to the median market levels of the reference group (benchmark of 2020, based on 2019 market data).

The Works Council has been timely provided with the opportunity to determine its position and to provide advice on these adjustments of the Remuneration Policy, and is in favor

Slide 37 April 29, 2021



Slide 38 April 29, 2021

Voorstel tot vaststelling van een aantal wijzigingen in het Beloningsbeleid van de Raad van Commissarissen (Stempunt)

Proposal to adopt certain adjustments to the Remuneration Policy for the Supervisory Board (Voting item)

# Adjustments Remuneration Policy SB (1/2)

**ASML** 

Slide 39 April 29, 2021

Current SB remuneration levels were determined at 2019 AGM; in 2020, the Remuneration Policy for the SB was adopted, to be compliant with SRD and Dutch law, and did not contain changes in structure or amounts

#### Proposed remuneration effective April 1, 2021:

Position	Current amount	Proposed amount
Chair Supervisory Board	EUR 110,000	EUR 130,000
Vice-Chair Supervisory Board	EUR 80,000	EUR 94,000
Member Supervisory Board	EUR 70,000	EUR 75,000
Chair Audit Committee	EUR 23,000	EUR 25,500
Member Audit Committee	EUR 15,000	EUR 18,000
Chair other committees	EUR 18,000	EUR 20,000
Member other committees	EUR 12,000	EUR 14,500

# Adjustments Remuneration Policy SB (2/2)



Slide 40 April 29, 2021

Increase is to reflect market developments and growth of the Company since 2019, following the bi-annual review and benchmark cycle

Advised by independent external expert and based on compensation benchmark of AEX companies (two-tier board), following 75<sup>th</sup> percentile pay position (ASML positions above 75<sup>th</sup> percentile in terms of size, based on 2019 company data)

The Works Council has been timely provided with the opportunity to determine its position and to provide advice on these adjustments of the Remuneration Policy, and is in favor

#### **ASML**

Slide 41 April 29, 2021

8. Samenstelling van de Directie (Discussiepunt)

Composition of the Board of Management (Discussion item)

**ASML** 

Slide 42 April 29, 2021

9. Samenstelling van de Raad van Commissarissen(1 stempunt; 1 discussiepunt)

Composition of the Supervisory Board (1 voting item; 1 discussion item)



Slide 43 April 29, 2021

9a. Voorstel tot benoeming van mevrouw B. Conix als lid van de Raad van Commissarissen (**Stempunt**)

Proposal to appoint Ms. B. Conix as member of the Supervisory Board (Voting Item)



Slide 44 April 29, 2021

9b. Samenstelling van de Raad van Commissarissen in 2022 (Discussiepunt)

Composition of the Supervisory Board in 2022 (Discussion item)

**ASML** 

Slide 45 April 29, 2021

10. Voorstel tot benoeming van KPMG Accountants N.V. als externe accountant voor het rapportagejaar 2022 (Stempunt)

Proposal to appoint KPMG Accountants N.V. as external auditor for the reporting year 2022 (Voting item)

#### **ASML**

Slide 46 April 29, 2021

11. Voorstellen om de Directie aan te wijzen als het orgaan dat bevoegd is tot uitgifte van gewone aandelen of tot toekenning van rechten tot het verwerven van gewone aandelen, alsmede tot het beperken of uitsluiten van het aan de aandeelhouders toekomende voorkeursrecht (4 Stempunten)

Proposals to authorize the Board of Management to issue ordinary shares or grant rights to subscribe for ordinary shares, as well as to restrict or exclude the pre-emption rights accruing to shareholders (4 voting items)



Slide 47 April 29, 2021

11a. Aanwijzing tot uitgifte van gewone aandelen of tot toekenning van rechten tot het verwerven van gewone aandelen tot 5% voor algemene doeleinden (**Stempunt**)

Authorization to issue ordinary shares or grant rights to subscribe for ordinary shares up to 5% for general purposes (Voting item)

**ASML** 

Slide 48 April 29, 2021

11b. Aanwijzing tot het beperken of uitsluiten van voorkeursrechten met betrekking tot agendapunt 11a) (Stempunt)

Authorization of the Board of Management to restrict or exclude pre-emption rights in connection with agenda item 11a) (Voting item)



Slide 49 April 29, 2021

11c. Aanwijzing tot uitgifte van aandelen of tot toekenning van rechten tot het verwerven van gewone aandelen tot 5% in verband met of ter gelegenheid van fusies, acquisities en/of (strategische) allianties (Stempunt)

Authorization to issue ordinary shares or grant rights to subscribe for ordinary shares up to 5% in connection with or on the occasion of mergers, acquisitions and/or (strategic) alliances (Voting item)

**ASML** 

Slide 50 April 29, 2021

11d. Aanwijzing tot het beperken of uitsluiten van voorkeursrechten met betrekking tot agendapunt 11c) (Stempunt)

Authorization of the Board of Management to restrict or exclude pre-emption rights in connection with agenda item 11c) (Voting item)

#### **ASML**

Slide 51 April 29, 2021

12. Voorstellen om de Directie te machtigen om gewone aandelen te verwerven tot 20% van het geplaatst aandelenkapitaal (2 Stempunten)

Proposals to authorize the Board of Management to repurchase ordinary shares up to 20% of the issued share capital (2 voting items)



Slide 52 April 29, 2021

12a. Machtiging om gewone aandelen in te kopen tot een maximum van 10% van het geplaatste kapitaal **(Stempunt)** 

Authorization to repurchase ordinary shares up to 10% of the issued share capital (Voting item)



Slide 53 April 29, 2021

- 12b. Machtiging om additioneel gewone aandelen in te kopen tot een maximum van 10% van het geplaatste kapitaal **(Stempunt)** 
  - Authorization to repurchase additional ordinary shares up to 10% of the issued share capital (**Voting item**)

**ASML** 

Slide 54 April 29, 2021

13. Voorstel tot intrekking van gewone aandelen (Stempunt)

Proposal to cancel ordinary shares (Voting item)

**ASML** 

Slide 55 April 29, 2021

14. Rondvraag

Any other business

**ASML** 

Slide 56 April 29, 2021

15. Sluiting

Closing

# ASML