

ASML

Price EUR92.82

Revenue and margins remain rugged due to EUV. Strong Q4 guidance makes up for low Q3.

Fair Value EUR81 (-13%)

SELL

Bloomberg	ASML.NA
Reuters	ASML.AS
12-month High / Low (EUR)	99.4 / 71.8
Market Cap (EUR)	40,222
Ev (BG Estimates) (EUR)	38,269
Avg. 6m daily volume (000)	1,100
3y EPS CAGR	21.7%

	1 M	3 M	6 M	31/12/15
Absolute perf.	2.0%	-0.2%	5.9%	12.4%
Semiconductors	5.0%	6.1%	27.2%	22.2%
DJ Stoxx 600	1.4%	1.1%	-0.5%	-6.4%

YEnd Dec. (EURm)	2015	2016e	2017e	2018e
Sales	6,287	6,487	7,415	8,742
% change		3.2%	14.3%	17.9%
EBITDA	1,864	1,774	2,337	3,031
EBIT	1,565	1,469	2,017	2,666
% change		-6.1%	37.3%	32.2%
Net income	1,387	1,266	1,758	2,353
% change		-8.7%	38.8%	33.8%

	2015	2016e	2017e	2018e
Operating margin	24.9	22.7	27.2	30.5
Net margin	22.1	19.5	23.7	26.9
ROE	16.5	15.5	20.0	23.8
ROCE	22.9	20.7	27.7	35.4
Gearing	-27.2	-24.0	-27.3	-32.3

(EUR)	2015	2016e	2017e	2018e
EPS	3.21	3.01	4.24	5.79
% change	-	-6.2%	41.0%	36.4%
P/E	28.9x	30.8x	21.9x	16.0x
FCF yield (%)	3.7%	3.0%	4.0%	5.5%
Dividends (EUR)	0.70	1.05	1.21	1.39
Div yield (%)	0.8%	1.1%	1.3%	1.5%
EV/Sales	6.0x	5.9x	5.1x	4.2x
EV/EBITDA	20.4x	21.6x	16.2x	12.2x
EV/EBIT	24.2x	26.0x	18.8x	13.9x

ASML has announced a surprising Q3 revenue level but results 4% below expectations due to the unexpected partial recognition of revenue from an EUV system (sold at a low margin) and the negative impact on financial results of the HMI acquisition. Indeed, sales came out at EUR1.815bn, up 4.3% on a sequential basis and up 17.2% year on year. This was above the company's guidance for Q3 sales of about EUR1.7bn and consensus forecasts of EUR1.732bn. However, Q3 EPS stood at EUR0.93, or EUR0.04 below consensus expectations of EUR0.97. For Q4 2016, the forecast is for sales of between EUR1.7bn and EUR1.8bn, slightly below estimates for EUR1.778bn at mid-point but with higher margin, as such EPS should come out about 9% above expectations.

ANALYSIS

- ASML has reported Q3 results 4% below consensus expectations.** The company reported surprising Q3 sales of EUR1.815bn, up 17.2% yoy (up 4.3% seq.), above the group's guidance for sales of EUR1.7bn and consensus expectations at EUR1.732bn (BG ests. EUR1.683bn). This stemmed from the partial recognition of revenue from one EUV system at shipment which was not expected nor included in the group's guidance. As such, the gross margin widened to 46.0% (vs. 42.6% in Q2 2016), although it was lower than group's forecast and the consensus estimate at 47% (the EUV system is said to cost about 1.4ppt at gross margin level). Operating result came in at EUR496m or a 27.3% margin compared with 23.2% achieved in Q2 2016 thanks to higher volume. However, and as we already warned, we understand that the HMI acquisition negatively impact the financial result (of EUR34m vs. usual level around EUR4m). Hence, EPS came out at EUR0.93 which is EUR0.04 (or 4%) below consensus expectations at EUR0.97 and closer to our own estimates at EUR0.91. Once again, **today's results highlight the bumpy nature of ASML's results due to high uncertainty regarding the recognition of revenue of EUV systems, which also significantly impacted margins.**
- This time again and as expected, the group benefited from the 10nm ramp at logic customers – bookings slightly decreased to EUR1.415bn** (up from the low level of EUR835m in Q1 but down EUR1.57bn in Q2). Indeed, logic customers are said to represent more than 80% of net system sales in Q3. During Q3, net bookings decreased from EUR1.566bn in Q2 to 1.415. However, the systems backlog increased to EUR3.462bn from EUR3.371m in Q2 2016.
- The group has changed its target for EUV system shipments for 2016.** The group expects the shipment of one additional NXE:3350B during Q4 2016. However, two additional systems will be delayed into early 2017. Again, note that due to a delay in revenue recognition caused by the performance benchmark to be achieved before triggering full tools' payment, we believe revenue from these tools was not included in the street's expectations and a delay in the shipment of these tools should not impact 2016 expectations.
- ASML should continue to benefit from the 10nm ramp-up but sales and margin remains rugged due to EUV. Q4 guidance is for sales in the range of EUR1.7bn to EUR1.8bn which, at mid-point, is below consensus expectations of EUR1.78bn. However, the group also foresees a gross margin between 47% and 48% compared to the street's 44%. At this level, we understand ASML does not include any EUV revenue in its guidance. The group also says it expects R&D expense at about EUR275m, SG&A at about EUR100m, while the co-investment programme should help by EUR23m, such that at mid-point of the guidance EBIT is expected to stand at around EUR480m, i.e. above consensus expectations at EUR433m. Including 13% corporate tax, EPS would be around EUR0.98, i.e. about 9% above the street's expectations of EUR0.90 however this does not include any new negative impact from the HMI acquisition at the financial results level. The acquisition however impacts the share buyback program (EUR400m purchased YTD) which is said to be paused while ASML is in the midst of the HMI acquisition process (acquisition expected to be closed during Q4).

VALUATION

- We are making no change to our estimates at this point. Based on our estimates, ASML's shares trade at a 2016e P/E ratio of 30.8x and a 2016e PEG ratio of 1.4x.

NEXT CATALYSTS

- Today: Q3 results conference call (3:00pm CET, Personal ID required: [registration here](#)).



- 17th January 2016: FY16 and Q4 2016 results.

Q3-16 Actual vs. estimates

[EURm]	BG ests. 3Q16e	Consensus 3Q16e	3Q16 Actual	Actual vs. Cons.
Net revenue	1,683	1,732	1,815	4.8%
% change (seq)	-3.3%	-0.5%	4.3%	479bp
% change (yoy)	8.6%	11.8%	17.2%	538bp
Gross Margin	47.1%	46.9%	46.0%	-90bp
Adj. EBIT	446	464	496	6.8%
% of revenue	26.5%	26.8%	27.3%	51bp
Adj. EPS (in EUR)	0.91	0.97	0.93	-4.1%

Sources: Thomson Reuters I.B.E.S; Bryan, Garnier & Co ests.

Q4-16 Guidance vs. estimates

[EURm]	BG ests. 4Q16e	Consensus 4Q16e	4Q16e Guidance	Guid. vs. Cons.
Net revenue	1,731	1,778	1,750	-1.6%
% change (seq)	2.9%	2.7%	-3.6%	-627bp
% change (yoy)	20.7%	24.0%	22.0%	-197bp
Gross Margin	42%	44%	48%	340bp
Adj. EPS (in EUR)	0.80	0.90	-	-

Sources: Thomson Reuters I.B.E.S; Bryan, Garnier & Co ests.

[Click here to download](#)



Analyst :
Dorian Terral
33(0) 1.56.68.75.92
dterral@bryangarnier.com

Sector Team :
Richard-Maxime Beaudoux
Thomas Coudry
Gregory Ramirez

Bryan Garnier stock rating system

For the purposes of this Report, the Bryan Garnier stock rating system is defined as follows:

Stock rating

BUY	Positive opinion for a stock where we expect a favourable performance in absolute terms over a period of 6 months from the publication of a recommendation. This opinion is based not only on the FV (the potential upside based on valuation), but also takes into account a number of elements that could include a SWOT analysis, momentum, technical aspects or the sector backdrop. Every subsequent published update on the stock will feature an introduction outlining the key reasons behind the opinion.
NEUTRAL	Opinion recommending not to trade in a stock short-term, neither as a BUYER or a SELLER, due to a specific set of factors. This view is intended to be temporary. It may reflect different situations, but in particular those where a fair value shows no significant potential or where an upcoming binary event constitutes a high-risk that is difficult to quantify. Every subsequent published update on the stock will feature an introduction outlining the key reasons behind the opinion.
SELL	Negative opinion for a stock where we expect an unfavourable performance in absolute terms over a period of 6 months from the publication of a recommendation. This opinion is based not only on the FV (the potential downside based on valuation), but also takes into account a number of elements that could include a SWOT analysis, momentum, technical aspects or the sector backdrop. Every subsequent published update on the stock will feature an introduction outlining the key reasons behind the opinion.

Distribution of stock ratings

BUY ratings 56.7%

NEUTRAL ratings 31.2%

SELL ratings 12.1%

Research Disclosure Legend

1	Bryan Garnier shareholding in Issuer	Bryan Garnier & Co Limited or another company in its group (together, the "Bryan Garnier Group") has a shareholding that, individually or combined, exceeds 5% of the paid up and issued share capital of a company that is the subject of this Report (the "Issuer").	No
2	Issuer shareholding in Bryan Garnier	The Issuer has a shareholding that exceeds 5% of the paid up and issued share capital of one or more members of the Bryan Garnier Group.	No
3	Financial interest	A member of the Bryan Garnier Group holds one or more financial interests in relation to the Issuer which are significant in relation to this report	No
4	Market maker or liquidity provider	A member of the Bryan Garnier Group is a market maker or liquidity provider in the securities of the Issuer or in any related derivatives.	No
5	Lead/co-lead manager	In the past twelve months, a member of the Bryan Garnier Group has been lead manager or co-lead manager of one or more publicly disclosed offers of securities of the Issuer or in any related derivatives.	No
6	Investment banking agreement	A member of the Bryan Garnier Group is or has in the past twelve months been party to an agreement with the Issuer relating to the provision of investment banking services, or has in that period received payment or been promised payment in respect of such services.	No
7	Research agreement	A member of the Bryan Garnier Group is party to an agreement with the Issuer relating to the production of this Report.	No
8	Analyst receipt or purchase of shares in Issuer	The investment analyst or another person involved in the preparation of this Report has received or purchased shares of the Issuer prior to a public offering of those shares.	No
9	Remuneration of analyst	The remuneration of the investment analyst or other persons involved in the preparation of this Report is tied to investment banking transactions performed by the Bryan Garnier Group.	No
10	Corporate finance client	In the past twelve months a member of the Bryan Garnier Group has been remunerated for providing corporate finance services to the issuer or may expect to receive or intend to seek remuneration for corporate finance services from the Issuer in the next six months.	No
11	Analyst has short position	The investment analyst or another person involved in the preparation of this Report has a short position in the securities or derivatives of the Issuer.	No
12	Analyst has long position	The investment analyst or another person involved in the preparation of this Report has a long position in the securities or derivatives of the Issuer.	No
13	Bryan Garnier executive is an officer	A partner, director, officer, employee or agent of the Bryan Garnier Group, or a member of such person's household, is a partner, director, officer or an employee of, or adviser to, the Issuer or one of its parents or subsidiaries. The name of such person or persons is disclosed above.	No
14	Analyst disclosure	The analyst hereby certifies that neither the views expressed in the research, nor the timing of the publication of the research has been influenced by any knowledge of clients positions and that the views expressed in the report accurately reflect his/her personal views about the investment and issuer to which the report relates and that no part of his/her remuneration was, is or will be, directly or indirectly, related to the specific recommendations or views expressed in the report.	Yes
15	Other disclosures	Other specific disclosures: Report sent to Issuer to verify factual accuracy (with the recommendation/rating, price target/spread and summary of conclusions removed).	No

A copy of the Bryan Garnier & Co Limited conflicts policy in relation to the production of research is available at www.bryangarnier.com

London	Paris	New York	Munich	New Delhi
Beaufort House	26 Avenue des Champs Elysées	750 Lexington Avenue	Widenmayerstrasse 29	The Imperial Hotel Janpath
15 St. Botolph Street	75008 Paris	New York, NY 10022	80538 Munich	New Delhi 110 001
London EC3A 7BB	Tel: +33 (0) 1 56 68 75 00	Tel: +1 (0) 212 337 7000	Germany	Tel +91 11 4132 6062
Tel: +44 (0) 207 332 2500	Fax: +33 (0) 1 56 68 75 01	Fax: +1 (0) 212 337 7002	+49 89 2422 62 11	+91 98 1111 5119
Fax: +44 (0) 207 332 2559	Regulated by the	FINRA and SIPC member		Fax +91 11 2621 9062
Authorised and regulated by the	Financial Conduct Authority (FCA) and the			Geneva
Financial Conduct Authority (FCA)	Autorité de Contrôle prudentiel et de			rue de Grenus 7
	resolution (ACPR)			CP 2113
				Genève 1, CH 1211
				Tel +4122 731 3263
				Fax+4122731 3243
				Regulated by the FINMA

Important information

This document is classified under the FCA Handbook as being investment research (independent research). Bryan Garnier & Co Limited has in place the measures and arrangements required for investment research as set out in the FCA's Conduct of Business Sourcebook.

This report is prepared by Bryan Garnier & Co Limited, registered in England Number 03034095 and its MIFID branch registered in France Number 452 605 512. Bryan Garnier & Co Limited is authorised and regulated by the Financial Conduct Authority (Firm Reference Number 178733) and is a member of the London Stock Exchange. Registered address: Beaufort House 15 St. Botolph Street, London EC3A 7BB, United Kingdom

This Report is provided for information purposes only and does not constitute an offer, or a solicitation of an offer, to buy or sell relevant securities, including securities mentioned in this Report and options, warrants or rights to or interests in any such securities. This Report is for general circulation to clients of the Firm and as such is not, and should not be construed as, investment advice or a personal recommendation. No account is taken of the investment objectives, financial situation or particular needs of any person.

The information and opinions contained in this Report have been compiled from and are based upon generally available information which the Firm believes to be reliable but the accuracy of which cannot be guaranteed. All components and estimates given are statements of the Firm, or an associated company's, opinion only and no express representation or warranty is given or should be implied from such statements. All opinions expressed in this Report are subject to change without notice. To the fullest extent permitted by law neither the Firm nor any associated company accept any liability whatsoever for any direct or consequential loss arising from the use of this Report. Information may be available to the Firm and/or associated companies which are not reflected in this Report. The Firm or an associated company may have a consulting relationship with a company which is the subject of this Report.

This Report may not be reproduced, distributed or published by you for any purpose except with the Firm's prior written permission. The Firm reserves all rights in relation to this Report.

Past performance information contained in this Report is not an indication of future performance. The information in this report has not been audited or verified by an independent party and should not be seen as an indication of returns which might be received by investors. Similarly, where projections, forecasts, targeted or illustrative returns or related statements or expressions of opinion are given ("Forward Looking Information") they should not be regarded as a guarantee, prediction or definitive statement of fact or probability. Actual events and circumstances are difficult or impossible to predict and will differ from assumptions. A number of factors, in addition to the risk factors stated in this Report, could cause actual results to differ materially from those in any Forward Looking Information.

Disclosures specific to clients in the United Kingdom

This Report has not been approved by Bryan Garnier & Co Limited for the purposes of section 21 of the Financial Services and Markets Act 2000 because it is being distributed in the United Kingdom only to persons who have been classified by Bryan Garnier & Co Limited as professional clients or eligible counterparties. Any recipient who is not such a person should return the Report to Bryan Garnier & Co Limited immediately and should not rely on it for any purposes whatsoever.

Notice to US investors

This research report (the "Report") was prepared by Bryan Garnier & Co Limited for information purposes only. The Report is intended for distribution in the United States to "Major US Institutional Investors" as defined in SEC Rule 15a-6 and may not be furnished to any other person in the United States. Each Major US Institutional Investor which receives a copy of this Report by its acceptance hereof represents and agrees that it shall not distribute or provide this Report to any other person. Any US person that desires to effect transactions in any security discussed in this Report should call or write to our US affiliated broker, Bryan Garnier Securities, LLC, 750 Lexington Avenue, New York NY 10022. Telephone: 1-212-337-7000.

This Report is based on information obtained from sources that Bryan Garnier & Co Limited believes to be reliable and, to the best of its knowledge, contains no misleading, untrue or false statements but which it has not independently verified. Neither Bryan Garnier & Co Limited and/or Bryan Garnier Securities LLC make no guarantee, representation or warranty as to its accuracy or completeness. Expressions of opinion herein are subject to change without notice. This Report is not an offer to buy or sell any security.

Bryan Garnier Securities, LLC and/or its affiliate, Bryan Garnier & Co Limited may own more than 1% of the securities of the company(ies) which is (are) the subject matter of this Report, may act as a market maker in the securities of the company(ies) discussed herein, may manage or co-manage a public offering of securities for the subject company(ies), may sell such securities to or buy them from customers on a principal basis and may also perform or seek to perform investment banking services for the company(ies).

Bryan Garnier Securities, LLC and/or Bryan Garnier & Co Limited are unaware of any actual, material conflict of interest of the research analyst who prepared this Report and are also not aware that the research analyst knew or had reason to know of any actual, material conflict of interest at the time this Report is distributed or made available.