# MCOM

Partners from RF to Light



#### **Leanne Sievers**

**Investor Relations** 

#### Safe Harbor

The presentations and discussions you will hear today, and the materials that will be presented, will contain forward-looking statements based on MACOM management's beliefs and assumptions and on information currently available to our management, which are subject to a number of important factors, risks, uncertainties, assumptions and changes in circumstances that may cause those events or our actual activities or results to differ materially from those expressed in any forward-looking statement. For a discussion of these risks, you should read our filings with the SEC, including our Quarterly Report on Form 10-Q for the fiscal quarter ended January 1, 2016 and our Annual Report on Form 10-K for the fiscal year ended October 2, 2015. MACOM undertakes no obligation to publicly update or revise any forward-looking statement, whether as a result of new information, future events or otherwise.



# MACOM John Croteau

President and Chief Executive Officer

Fortune Favors the Bold





100G Optical Networks

#### MACOM

GaN RF

Power

QOCVO

Active Antennas ANALOG DEVICES I HITTE







**RF & Microwave Vendors** 

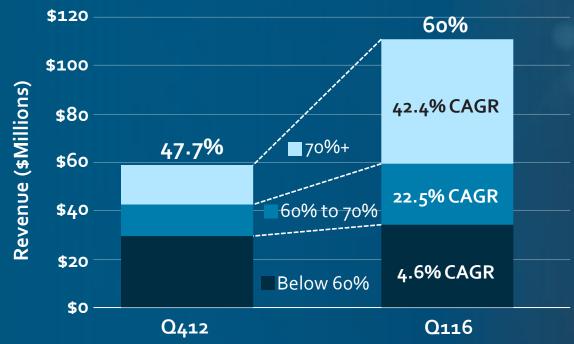






60 Years

#### Quarterly Revenue by Adjusted GM<sup>1</sup>



<sup>1</sup> Adjusted Gross Margin is a Non-GAAP measure and has been adjusted for the automotive business now reflected as discontinued operations and other items. Please see the appendix for reconciliation to GAAP. Q116 excludes FiBest and Metelics/Aeroflex acquisitions.

Breakout Growth in High Margin New Products



100G Optical Networks

#### MACOM

SiGe InP OSA
SiPh GaAs MMICs
GaN EFT Tiles

**GaN RF** 

Power

Active Antennas EROFLEX METELICS

MIMIX BROADBAND

**RF & Microwave Vendors** 





100G Optical Networks

#### MACOM

SiGe InP OSA
SiPh GaAs MMICs
GaN EFT Tiles

GaN EFT Tiles

METELICS

METELICS

BROADBAND

DICOND DI 1 1D III

**RF & Microwave Vendors** 





100G Optical Networks

#### MACOM

SiGeInPOSASiPhGaAsMMICsGaNEFTTiles

GaN RF Power

Antennas

Anten

EROFLEX METELICS

MIMIX BROADBAND...

**RF & Microwave Vendors** 





100G Optical Networks

#### MACOM

SiGe InP OSA
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N RF Activ

EROFLEX METELICS

MIMIX BROADBAND...

**RF & Microwave Vendors** 





100G Optical Networks

#### MACOM

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METELICS METELICS

MIMIX BROADBAND...

**RF & Microwave Vendors** 





100G Optical Networks

#### MACOM

SiGe InP OSA
SiPh GaAs MMICs
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ower Antenna

EROFLEX METELICS

MIMIX BROADBAND...

**RF & Microwave Vendors** 





#### MACOM

SiGe InP OSA SiPh GaAs MMICs GaN EFT Tiles

**GaN RF** Power

NITRONEX

Silicon Vendors

METELICS BROADBAND.



100G Optical Networks

## MACOM

SiGe InP OSA
SiPh GaAs MMICs
GaN EFT Tiles

GaN RF Power

Active Antennas



**RF & Microwave Vendors** 





100G Optical Networks

#### MACOM

SiGe InP OSA
SiPh GaAs MMICs
GaN EFT Tiles

**GaN RF** 

Power

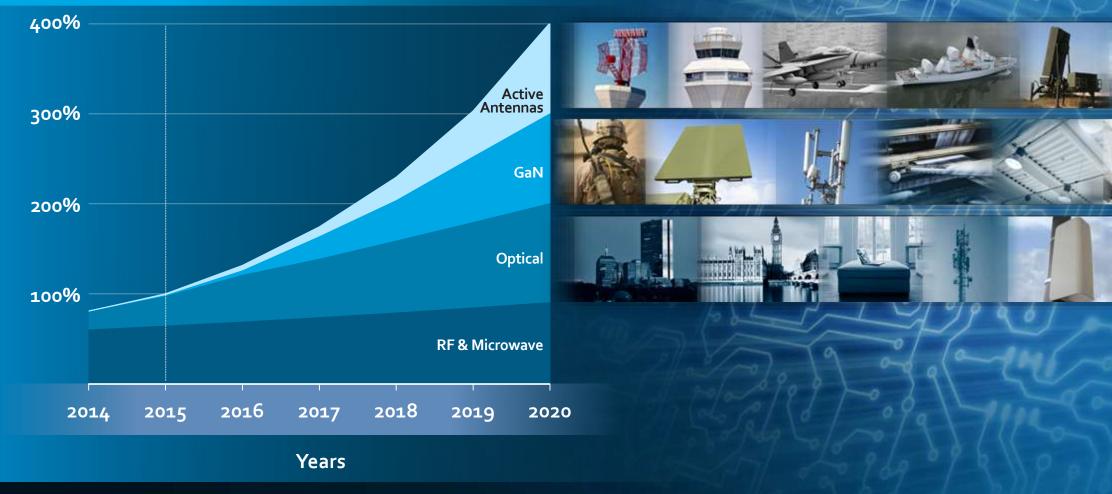
Active Antennas EROFLEX METELICS

MIMIX BROADBAND

**RF & Microwave Vendors** 







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Preet Virk
SVP and General Manager,
Networking







Dr. Alex Behfar
SVP, Chief Scientist and General Manager,
Photonic Solutions







## Vivek Rajgarhia VP of Strategy, High Speed Networking













Robert Dennehy
SVP,
Operations





Preet Virk
SVP and General Manager,
Networking







Greg Baker SVP and General Manager, RF & Microwave





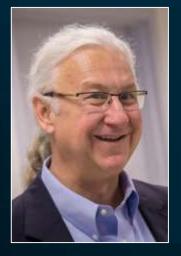






Thomas Hwang
SVP,
Global Sales





Dr. Doug Carlson
VP of Strategy,
RF & Microwave





Jack Kennedy SVP and General Manager, Aerospace & Defense

tyco

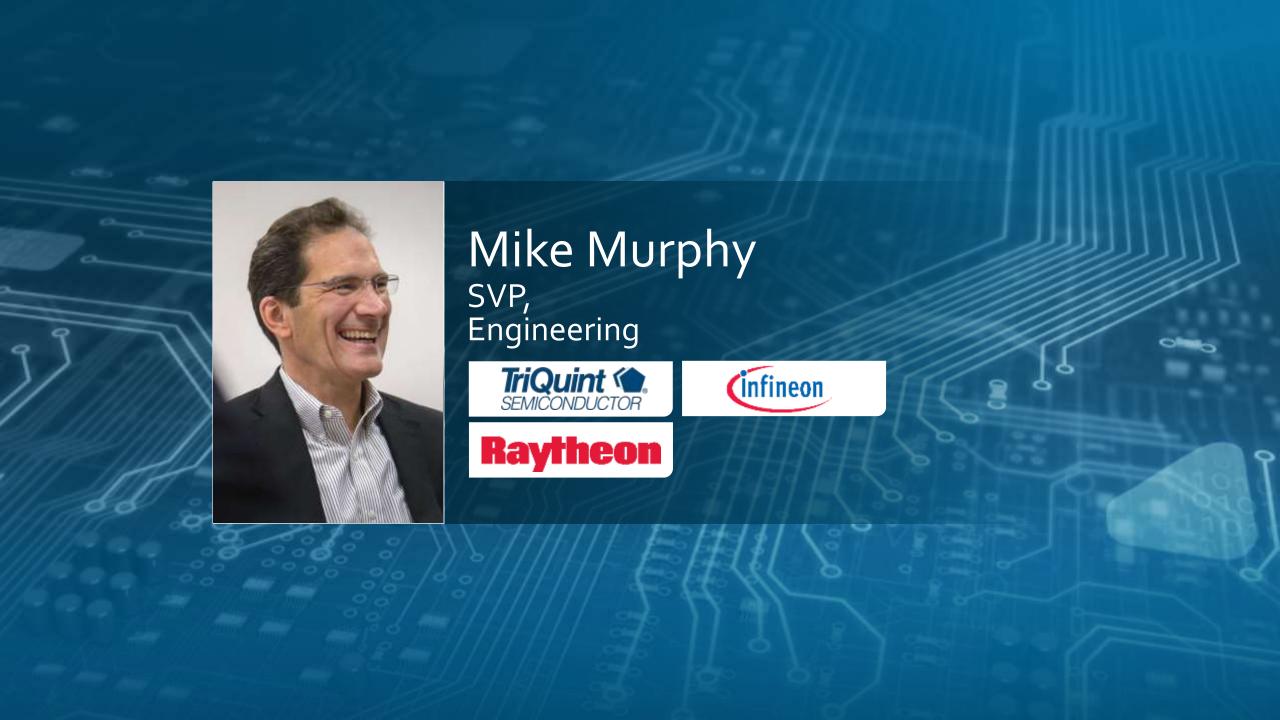




Bob McMullan SVP and Chief Financial Officer





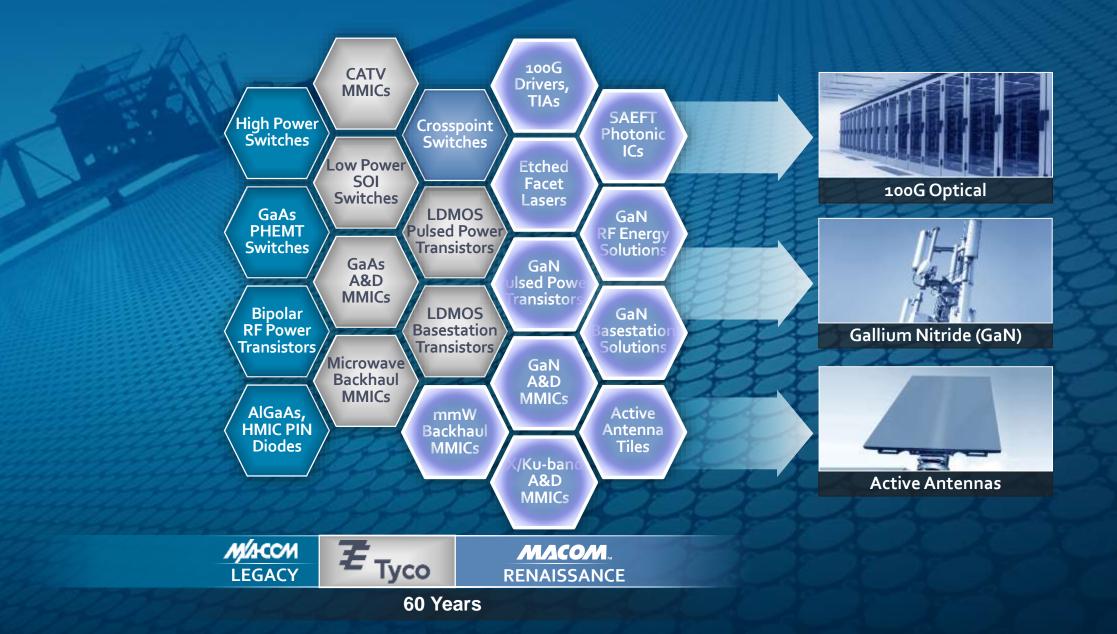


## Mike Murphy

SVP, Engineering

Our Life Blood, Our People











16 Design Centers, One Team























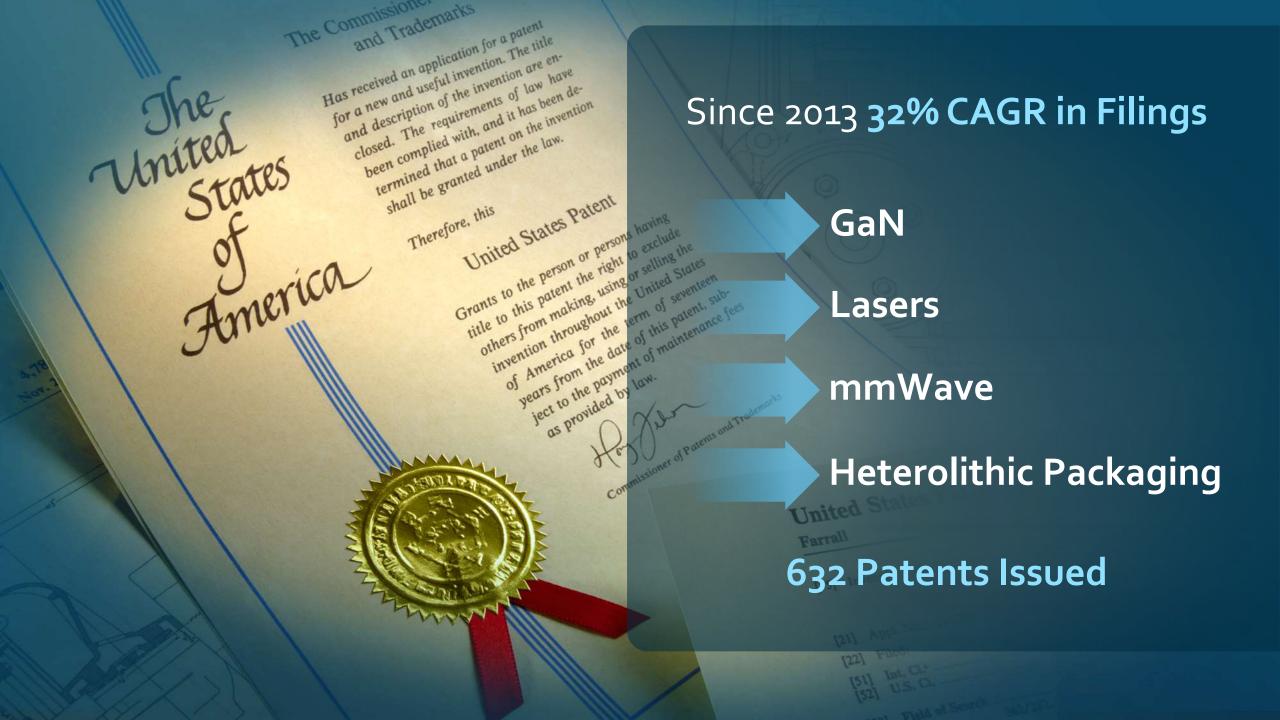


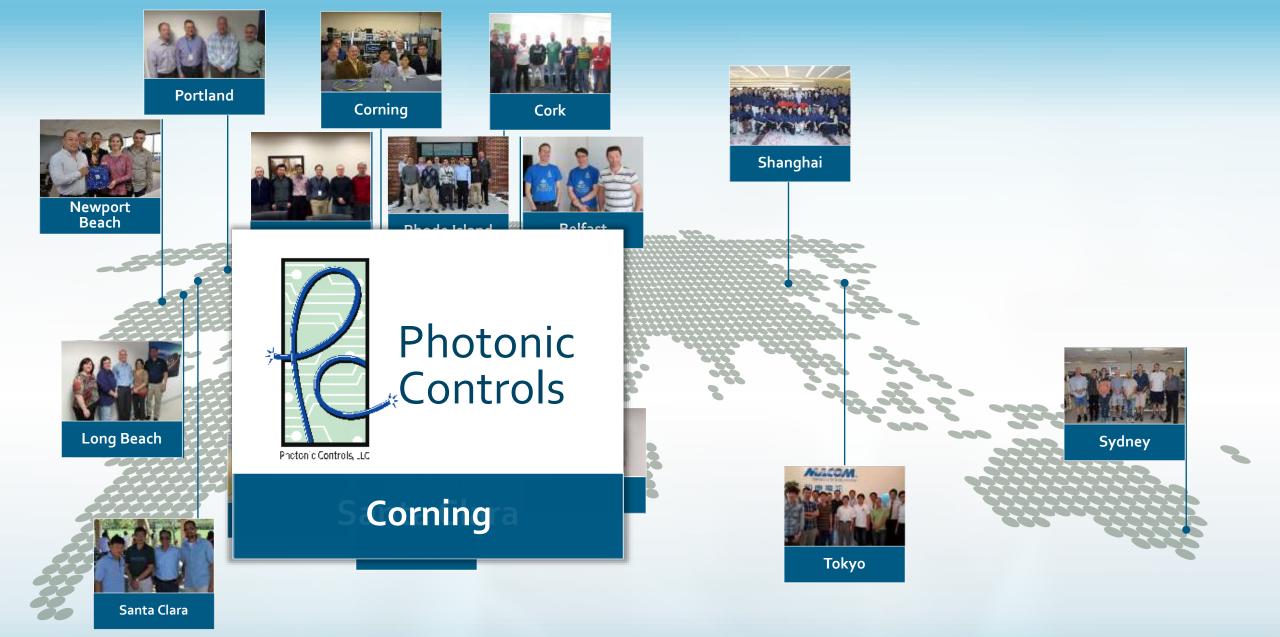












We Retain Nearly 100% of Key Personnel









**Silicon Vendors** 

















**Silicon Vendors** 





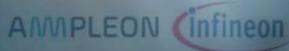






## 





Silicon Vendors

QUEVO







#### **Preet Virk**

SVP and General Manager, Networking

Optical: *Mission Accomplished* 





FTTx/PON Backhaul Metro Long Haul Data Center



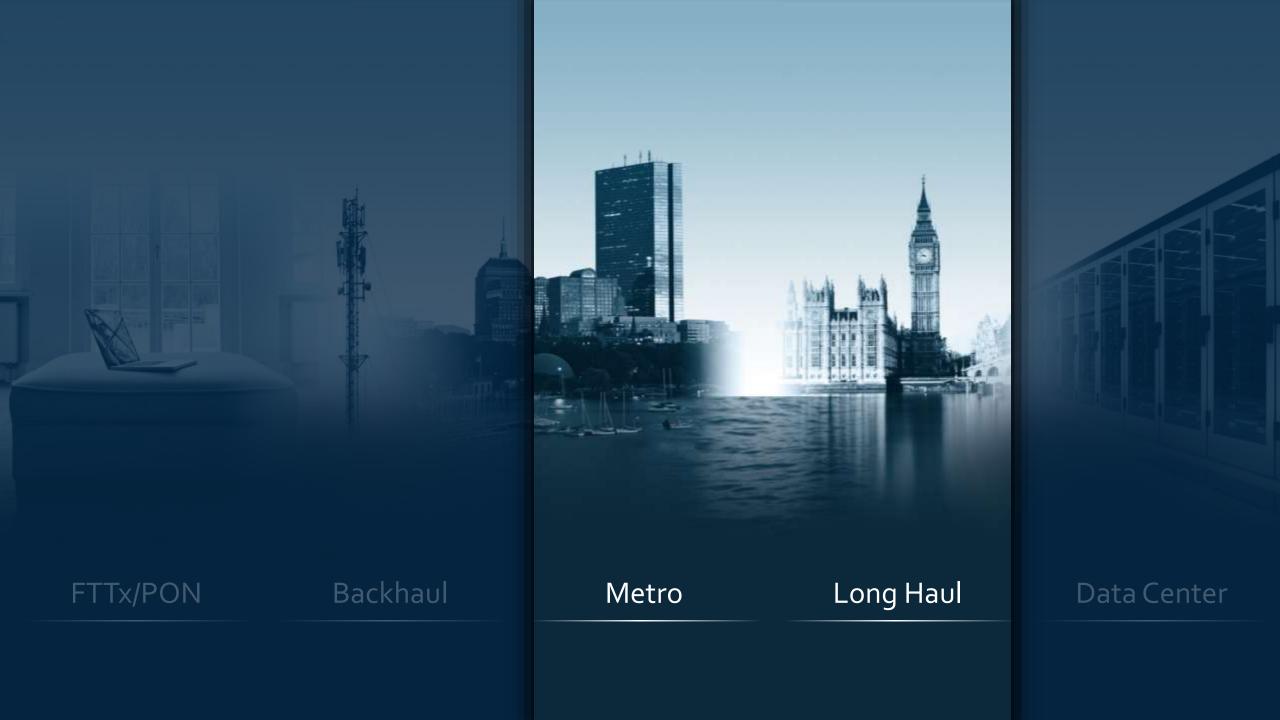


Source: Internal MACOM

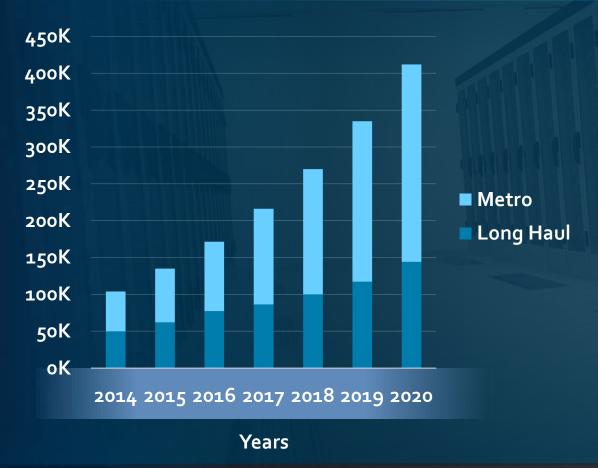
#### Photonic Solutions Revenue



Source: Internal MACOM



#### 100G Coherent Port Count



Source: MACOM Estimates Based on Internal and External (Infonetics)





Quad Modulator Driver for CFP2 ACO

Indium Phosphide

Industry's Lowest Power Dissipation









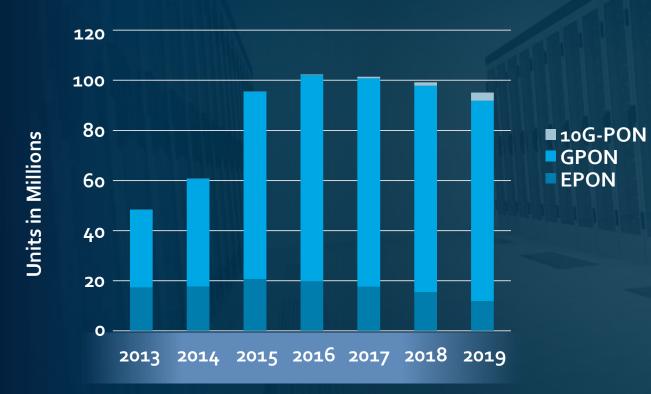








#### Total PON ONTs/ONUs



Years

Source: Infonetics, Ovum and MACOM Internal Estimates

### Flagship Products



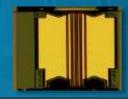
#### M02180

10G SiGe laser driver for PON Integrated CDR, APD DC-DC controller, EEPROM and DDMI Industry's lowest power



#### M02027

2.5G TIA for GPON ONU Best-in-class sensitivity and overload performance Industry's lowest power



#### 131D-02E-VCT11-501

2.5G 1310nm DFB Laser for GPON Indium Phosphide Etch Facet Technology (EFT)



#### 131F-10I-LT5K1C-S

10G 1310nm FP Laser for Mobile 4G-LTE Front/Backhaul Indium Phosphide Etch Facet Technology (EFT)



















PRIME AWARDS 2015

Post-Production Hardware

MACOM 12G-SDI Chipset

Winner













**Optical Component Vendors** 

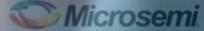
100G Optical Networks

MACOM



Silicon Vendors





**RF & Microwave Vendors** 

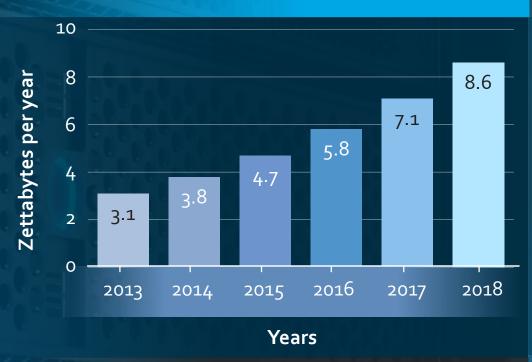
## Vivek Rajgarhia

VP of Strategy, High Speed Networking

Datacenters: Riding the Tsunami

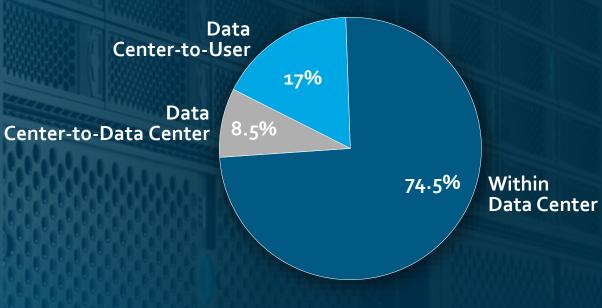


#### Datacenter Traffic

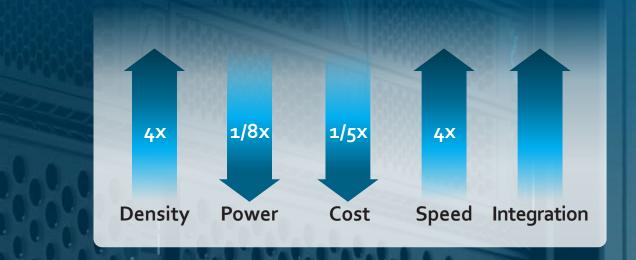


Source: Cisco Global Cloud Index, 2013–2018



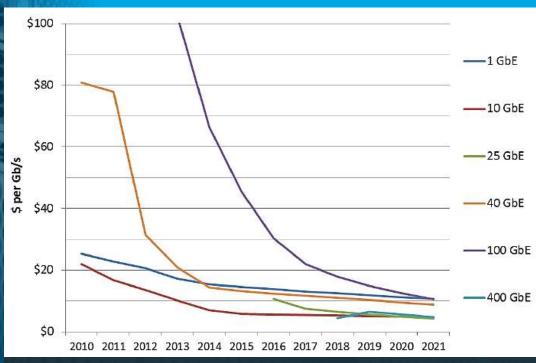


Source: Cisco Global Cloud Index





#### Cost Per Bit



Source: LightCounting



**Optical Component Vendors** 

100G Optical Networks

## MACOM

SiGe InP OSA
SiPh GaAs MMICs
GaN EFT Tiles

GaN RF Power

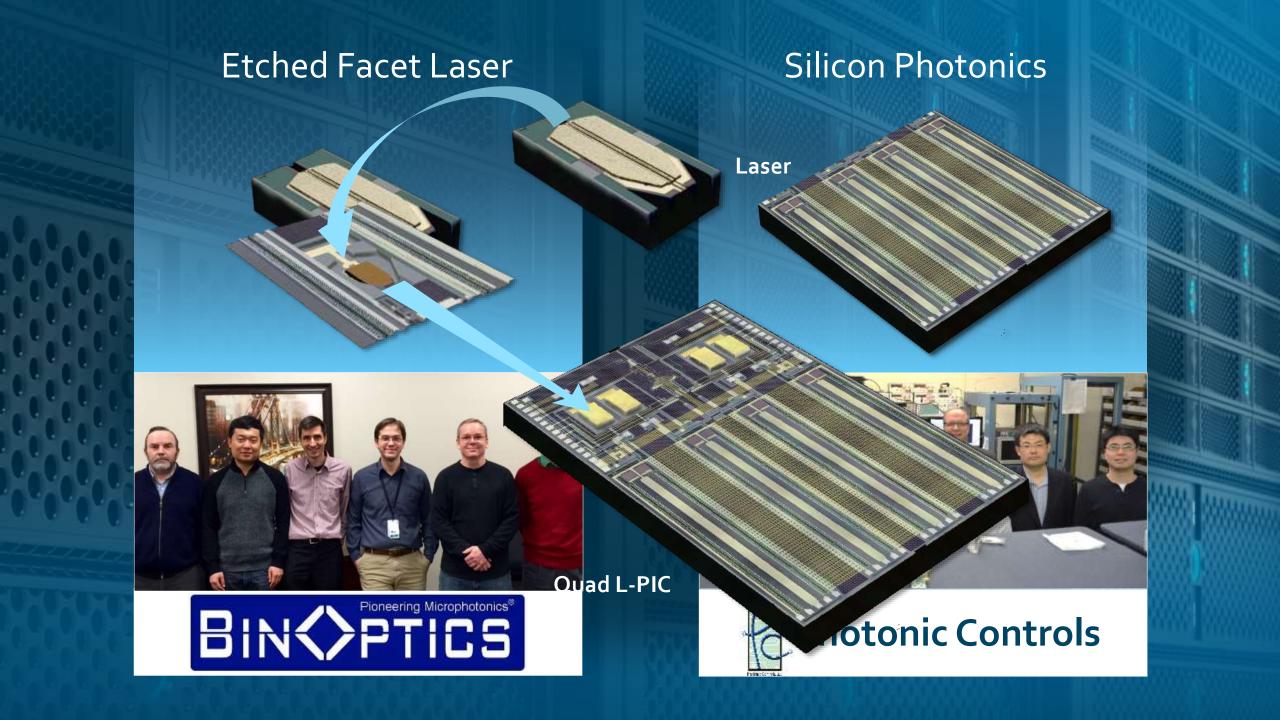
Active Antenna METELICS METELICS

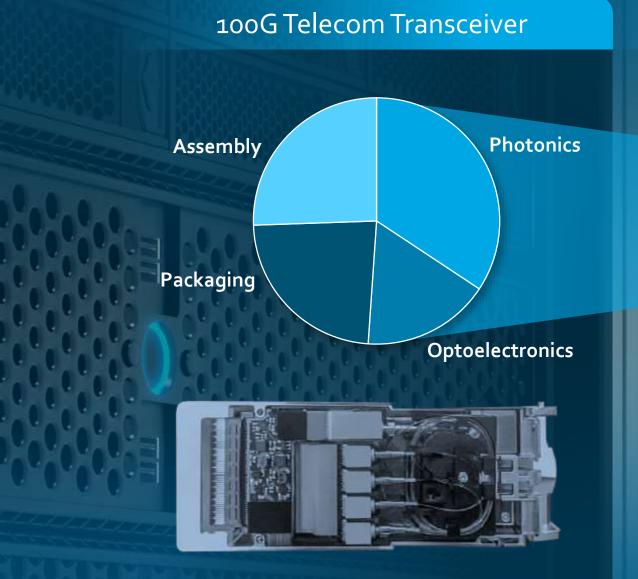
MIMIX BROADBAND...

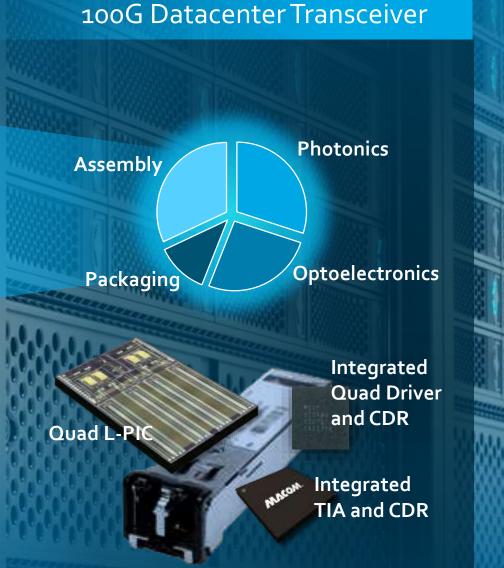
**RF & Microwave Vendors** 



Silicon Vendors







We are Attacking All Aspects of Transceiver Cost Structure



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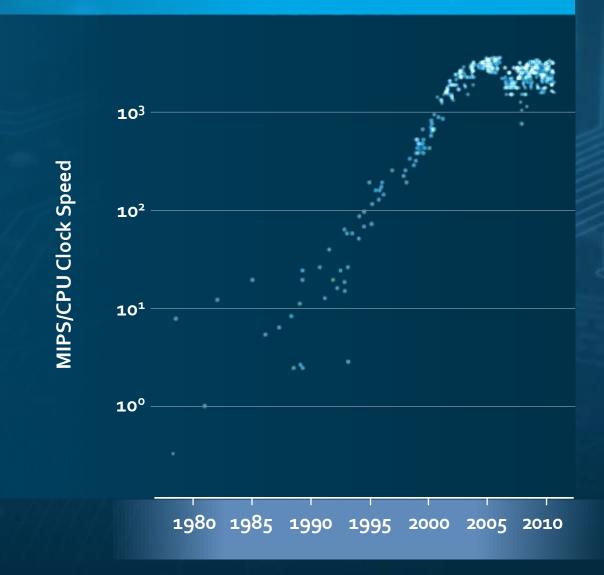
## Dr. Alex Behfar

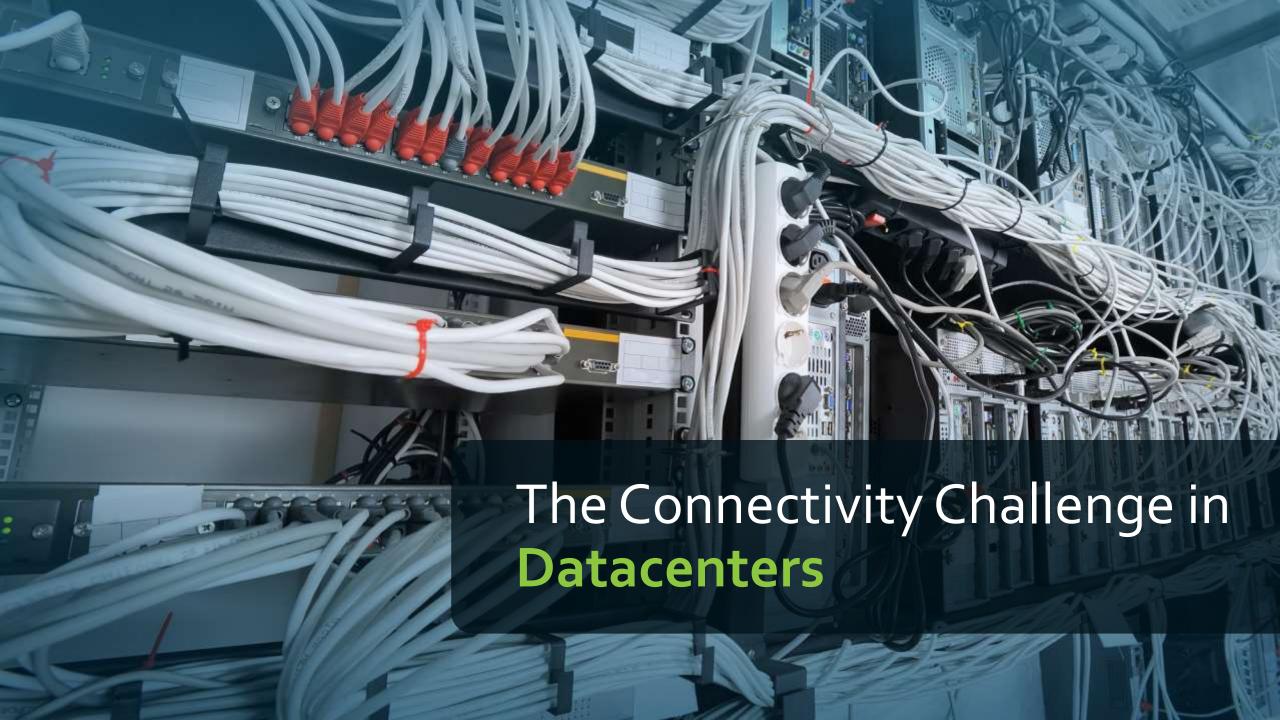
SVP, Chief Scientist and General Manager, Photonic Solutions

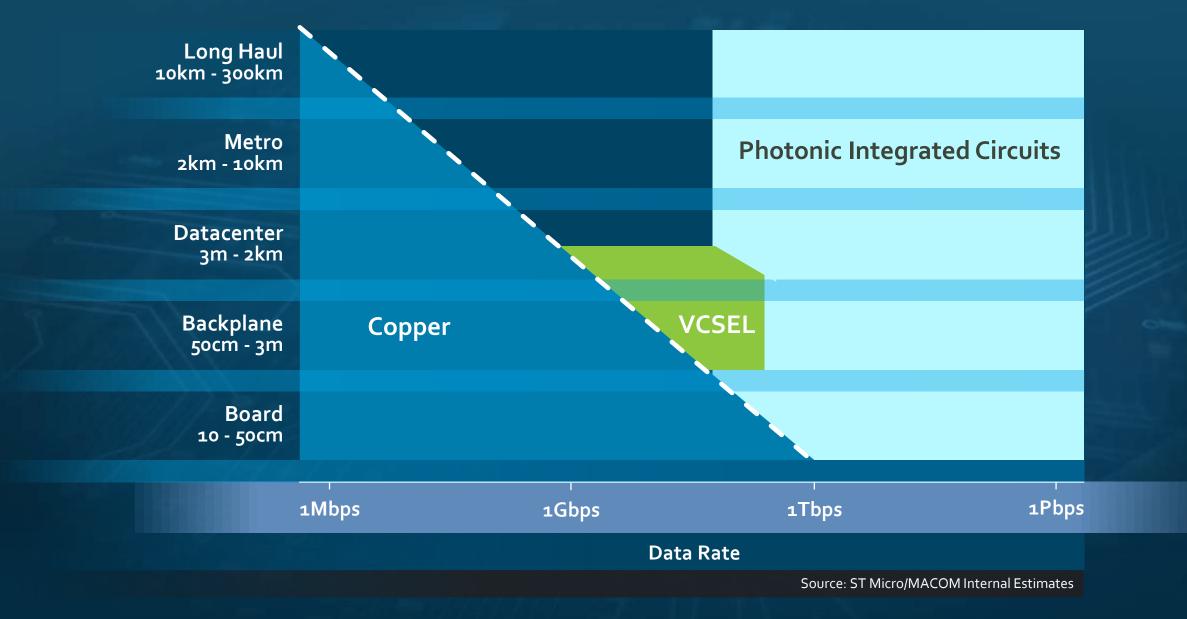
# Photonics: Changing the Economics of 100G in Datacenters



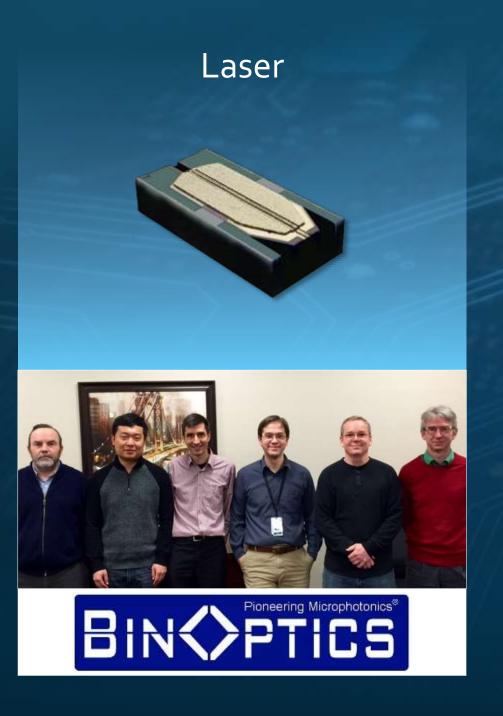
## The Connectivity Challenge



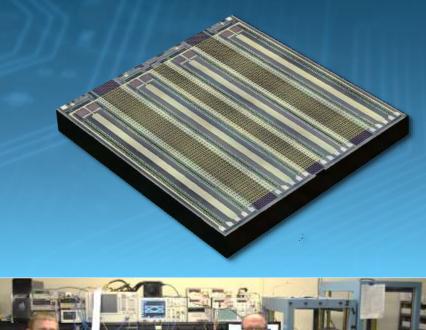


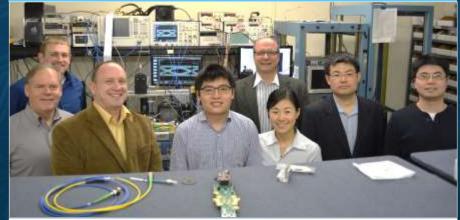


PICs Will Permeate Everything from Backplane to Long Haul

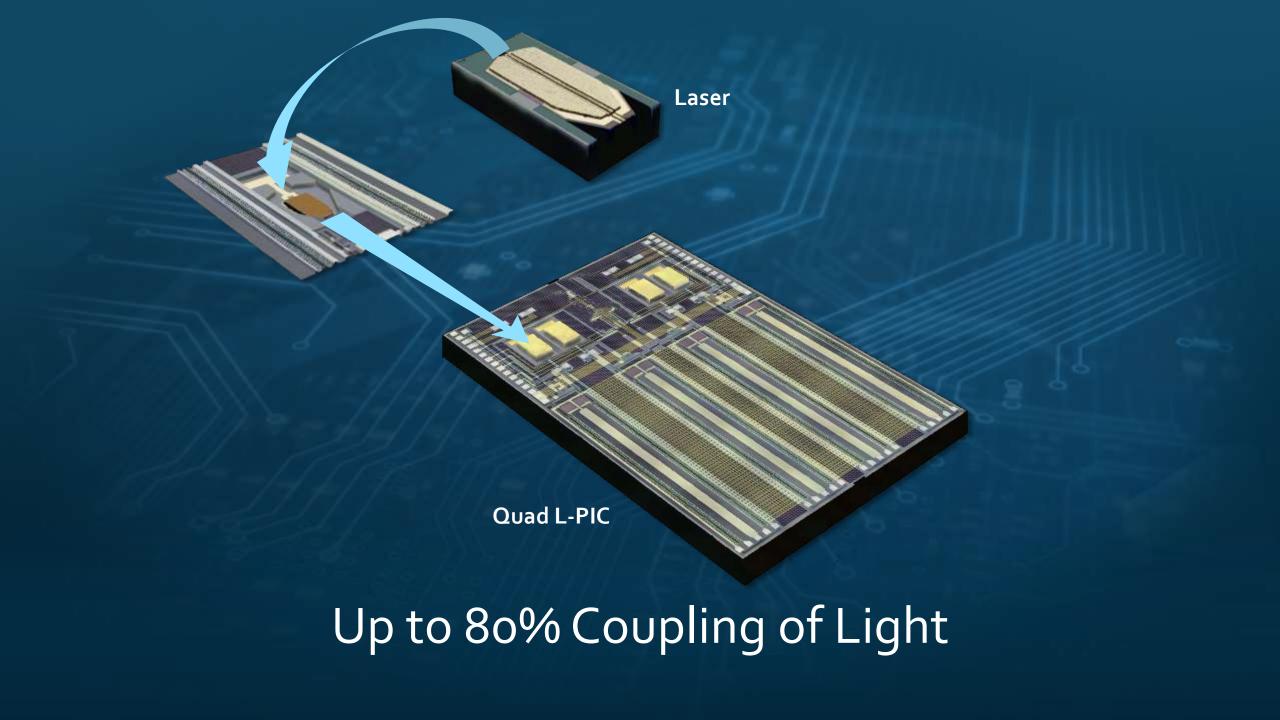


## Quad PIC











Self Aligned Etched Facet Technology (SAEFT)

	Intel	MACOM	Avago/Mitsubishi
	Hybrid Silicon Laser	Etched Facet Laser	Cleaved Facet Laser
Attachment of InP to Silicon	Glass-glue Fuses InP to Silicon	Flip Chip Mounting	Flip Chip Mounting
Maturity	Research	~100M Devices Shipped	100's of Millions of Devices Shipped
Alignment	Alignment Free	Self Aligned	Manual Alignment

## SAEFT Uses Proven Laser and Flip Chip Techniques to Deliver Breakthrough Cost Benefits

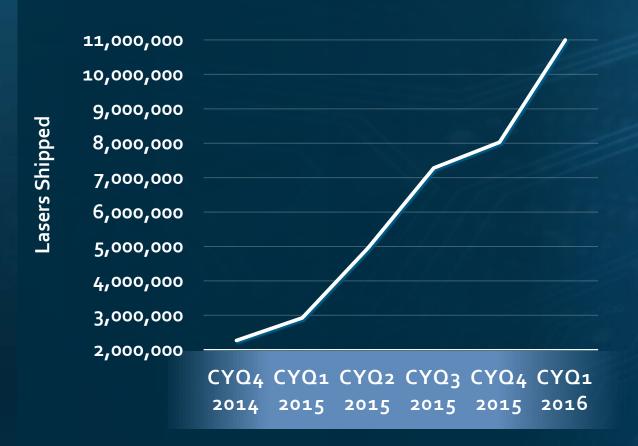


Robert Dennehy SVP, Global Operations

Scaling Capacity: Welcome to the Big Leagues









Laser Capacity Quadrupled in 12 Months



We Are Now a Proven Strategic Vendor

## **Gross Margin Progression**



<sup>&</sup>lt;sup>1</sup> Adjusted Gross Margin is a Non-GAAP measure and has been adjusted for the automotive business now reflected as discontinued operations and other items. Please see the appendix for reconciliation to GAAP. Q116 excludes FiBest and Metelics/Aeroflex acquisitions

#### Materials



**SiC Boules** 

GaN SiC

MACOM GaN

### Wafer Processing



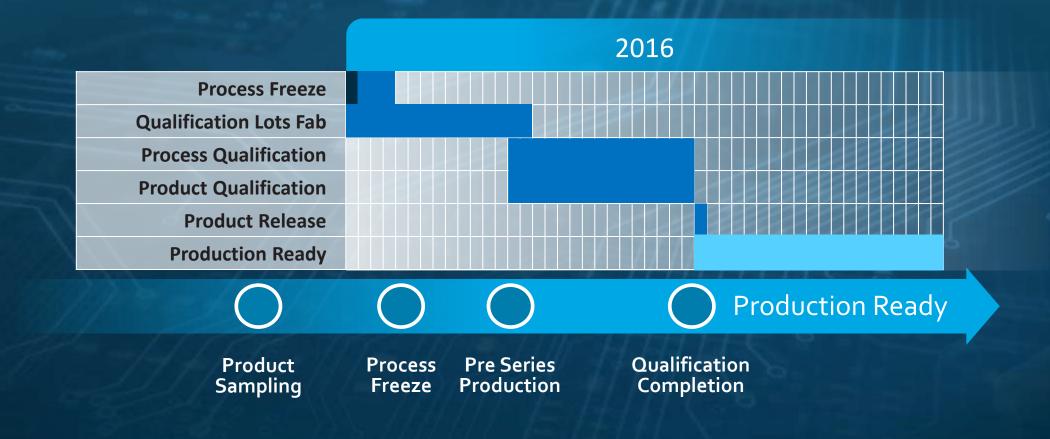


## Assembly/Test





MACOM GaN Enables Requisite Cost and Capacity



We Remain on Track For Summer 2016 Production

## MCOM

Partners from RF to Light



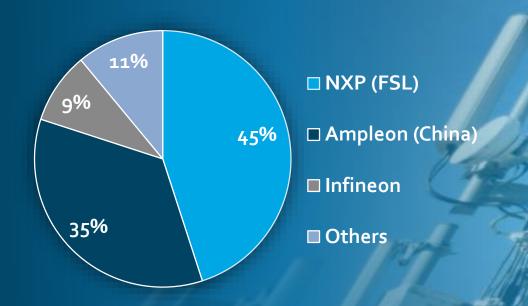
## **Preet Virk**

SVP and General Manager, Networking

Wireless Basestations: The Tipping Point



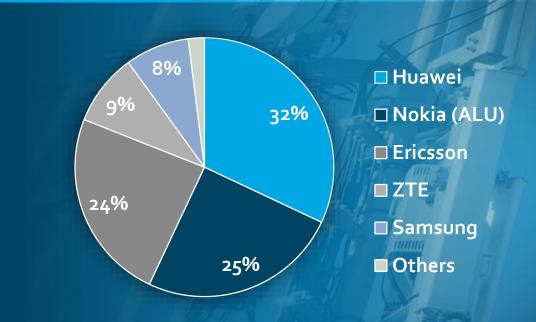
## **Suppliers:**Basestation RF Power Sales



Dominated by **two** LDMOS suppliers

Source: Internal MACOM

## **Buyers:**Basestation RF Power Spend



Dominated by three buyers

Source: Internal MACOM

Pre LTE Bands

4G/LTE Bands

LTE and Future Bands

Up to 1.8GHz

1.8GHz to 2.6GHz

> 2.6GHz

Primarily LDMOS

GaN at 'right' cost

GaN sweet spot

Most new deployments

All GaN

No LDMOS play

MACOM GaN Covers All Frequency Bands







	Requirement	MACOM GaN	
Power Efficiency	70% or greater		
Frequency Range	1.8 – 3.8GHz		
Gain	19dB or greater		
Power Levels	120 — 320W; up to 700W		
Video BW	200MHz		
Linearity	DPD friendly		
Packages	Ceramic + Plastic (Earless)		
Local Support	Basestation Expert		

Customer Validation is Complete

	LDMOS	MACOM GaN	GaN on SiC	Benefits
Power Amp Efficiency ">2GHz"		>10% Improvement	>10% Improvement	Lower Operating Expense
Higher Frequency Bands	1.8 GHz	Up to >3.8 GHz	Up to >3.8 GHz	New Spectrum Deployments
Wider Bandwidths	100 MHz	200 MHz	200 MHz	Higher Capacity per Basestation
Power Density	1-1.5 W/mm	4-6 W/mm	4-8 W/mm	Smaller Antenna, Lower CapEx
Linearity	DPD Friendly	DPD Friendly	Charge Trapping	Higher Order Modulation Schemes
Supply Chain	8"	Up to 8"	4"→ 6"	Capacity and Surge Capability
Cost	Silicon	Silicon	SiC	LDMOS Like Cost Structure

## GaN Performance at LDMOS Cost Structures



"Been There, Done That"



**Optical Component Vendors** 



**GaN RF** 

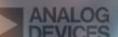
Power



AMPLEON (infineon

**Silicon Vendors** 

QUEVO







RF & Microwave Vendors

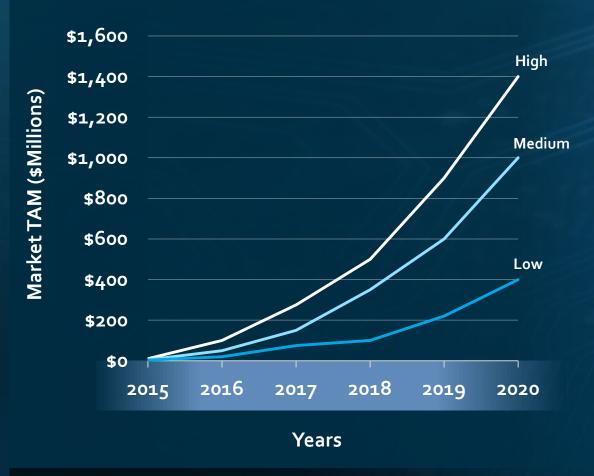
## **Greg Baker**

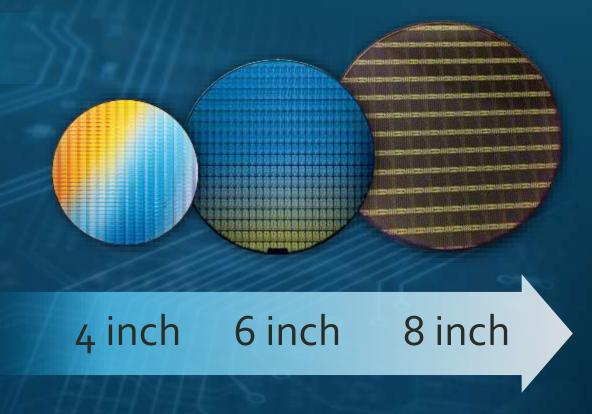
SVP and General Manager, RF & Microwave

RF Energy:
Pouring It On



#### RF Energy TAM Estimates





Less than \$0.05/Watt

Source: Sun Trust

### **Applications**

Heating



Radar



Microwave Oven



Industrial Oven



1910

1940

1970

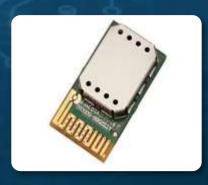
2010



Vacuum Tubes



Magnetron



Solid State

**Technologies** 











#### MACOM RF Energy Portfolio (2.45 GHz)

Type Number	Power	Gain	Efficiency	Package
MAGE-100027-50CoP	50W	17dB	>70%	TO272-2
MAGE-100027-100CoP	100W	17dB	>70%	TO272-2
MAGE-100027-200CoP	200W	17dB	>70%	TO272-4
MAGE-100027-300CoP	300W	17dB	>70%	TO272-4

TO272-2



TO272-4



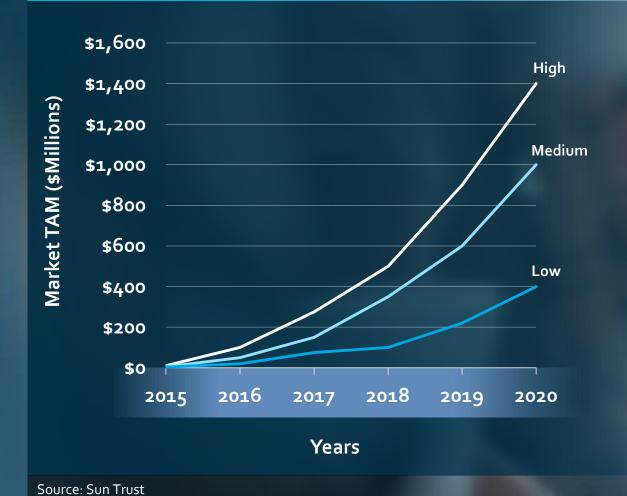


Accelerating Down the Learning Curve

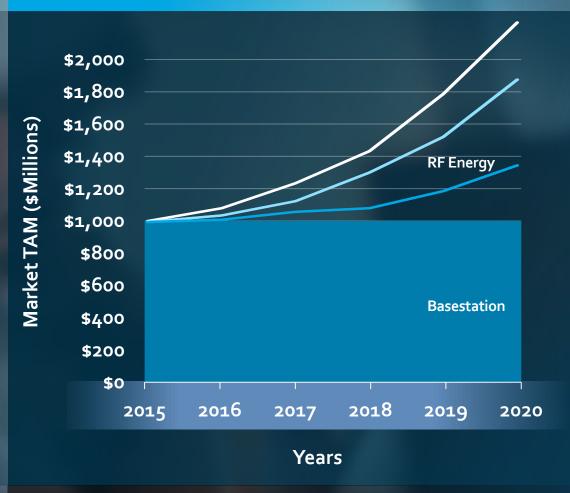
	LDMOS	MACOM GaN	GaN on SiC	Benefits
Power Amp Efficiency	<60%	>70%	>70%	Heat Dissipation and Energy Consumption
Power Density	1-1.5 W/mm	4-6 W/mm	4-8 W/mm	Smaller Size
Ruggedness/Reliability	65-100V BV, <100 Yr. MTTF at 175C Tj	200V BV, 100 yr. MTTF at 200C Tj	200V BV, 100 yr. MTTF at 200C Tj	Longer Operating Life
Supply Chain	8" wafers	Up to 8"	4"→ 6" wafers	Capacity for Mainstream Applications
Cost	Silicon	Silicon	SiC	Hits \$0.05/Watt

Uniquely Positioned to Enable the RF Energy Market

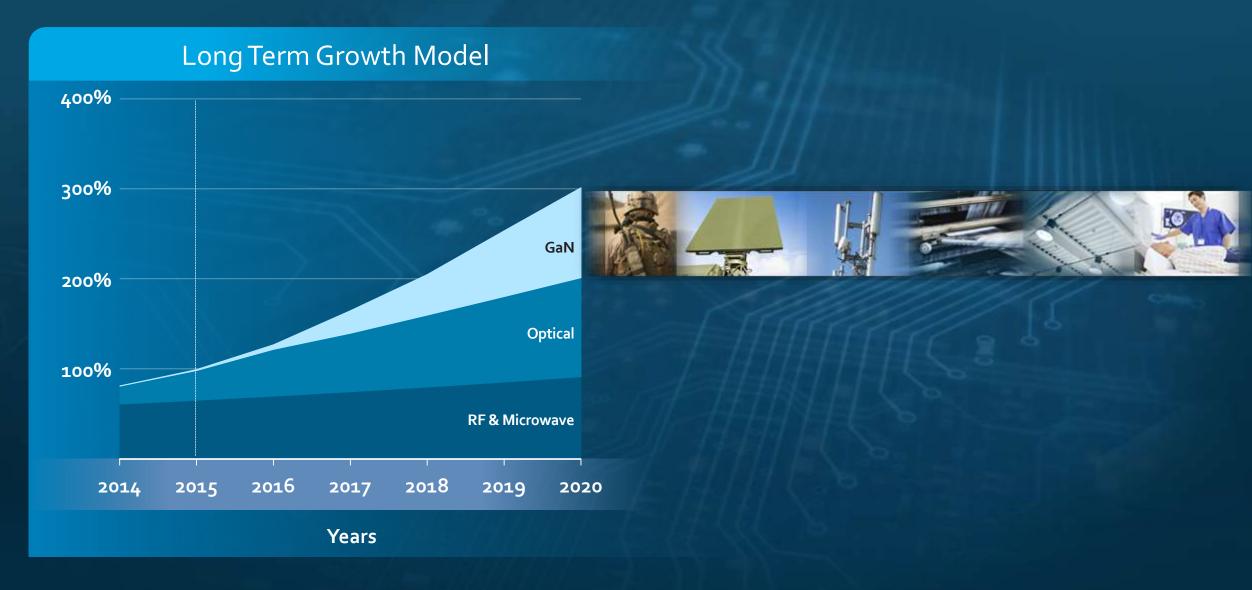
#### RF Energy TAM Estimates



#### Basestation and RF Energy TAM



Source: Sun Trust, EJL Wireless and Internal MACOM Estimates



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## Thomas Hwang SVP, Global Sales

Demand Creation:

Where the Rubber Hits the Road















QOPVO.

















QOPVO.













Paul Wilson

QOCVO

ANALOG IIIIIIE

DEVICES Microsemi





Silicon Vendors



Ali Abouzari

METELICS

METELICS

METELICS

BROADBAND



Long-term Strategic Partnerships



Raising the Stakes in Customer Engagement

# MCOM

Partners from RF to Light

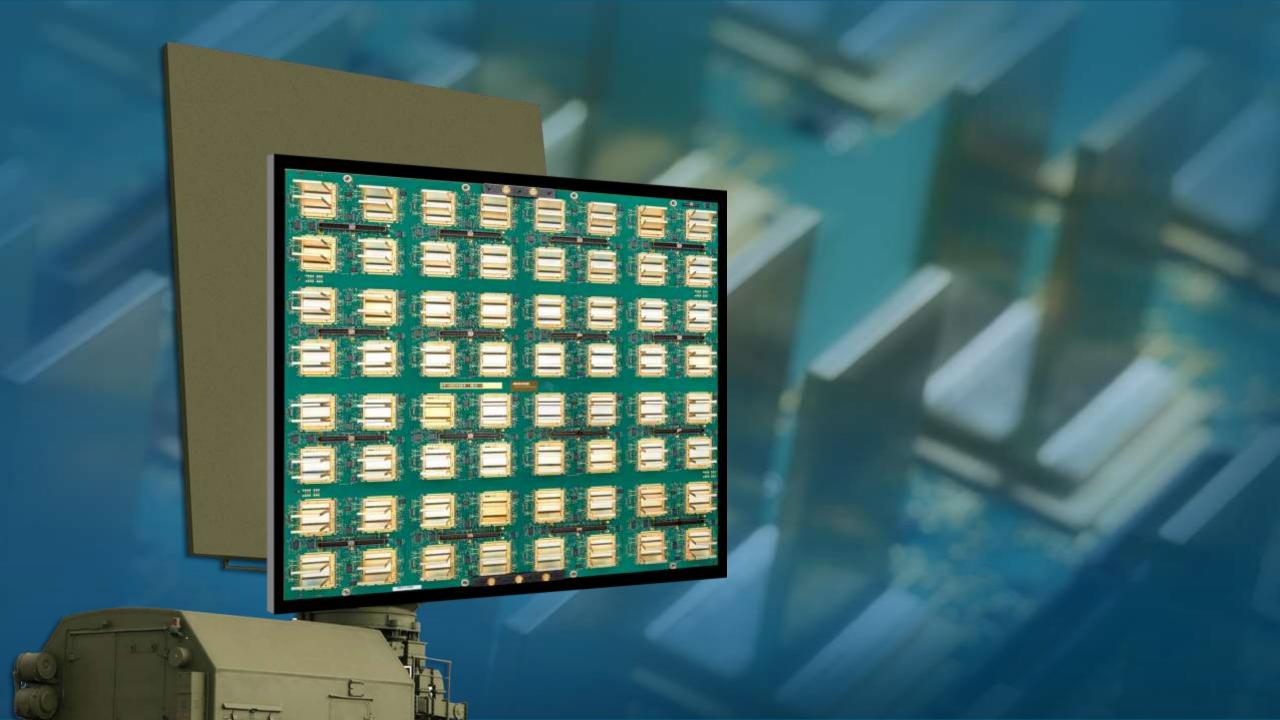


### Dr. Doug Carlson

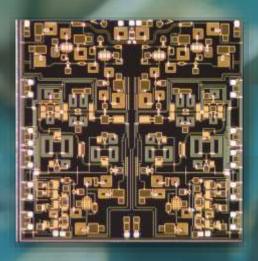
Vice President of Strategy, RF & Microwave

Active Antennas: We Aren't in Kansas Anymore









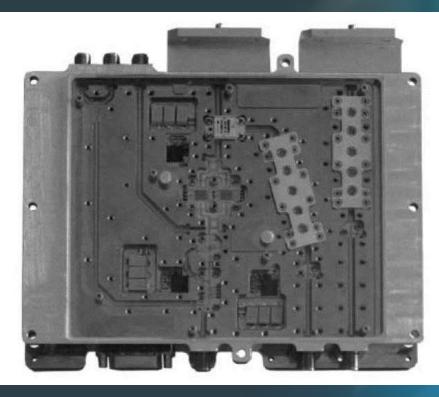
SPAR

OLD





OLD











MACOM GaAs and GaN High Power Amplifiers







MACOM GaAs

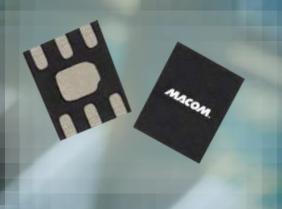




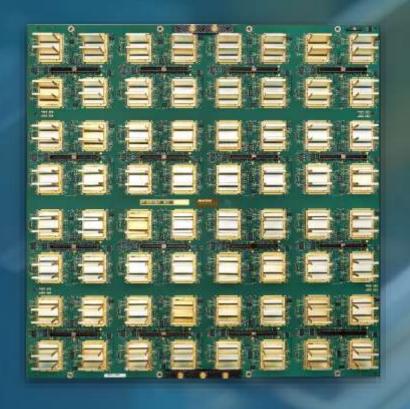
MACOM Silicon CMOS



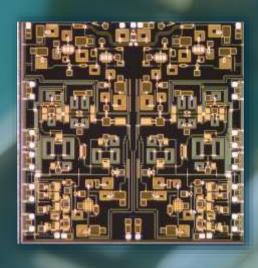




MACOM Proprietary Diode Technology







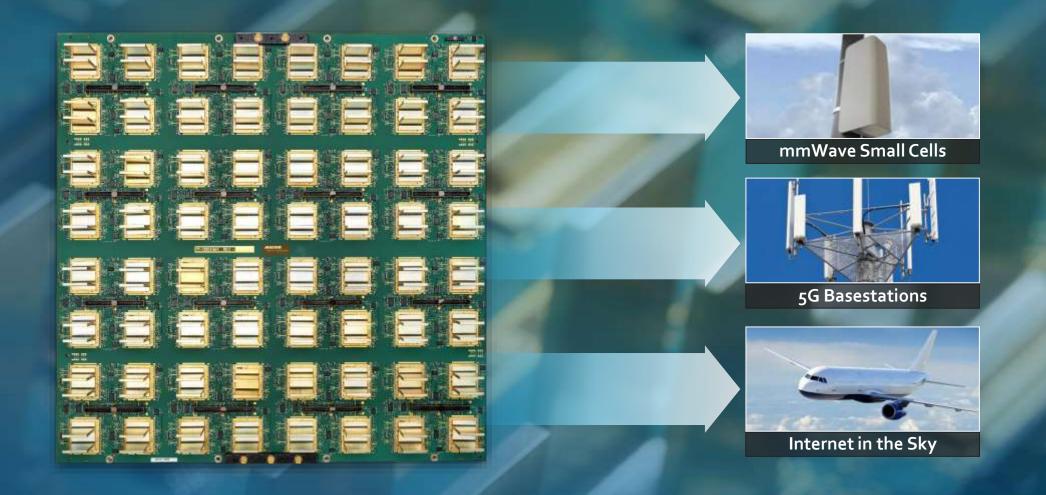
SPAR







Potential Demand in Excess of 275,000 SPAR Tiles



Active Antennas Transcend A&D



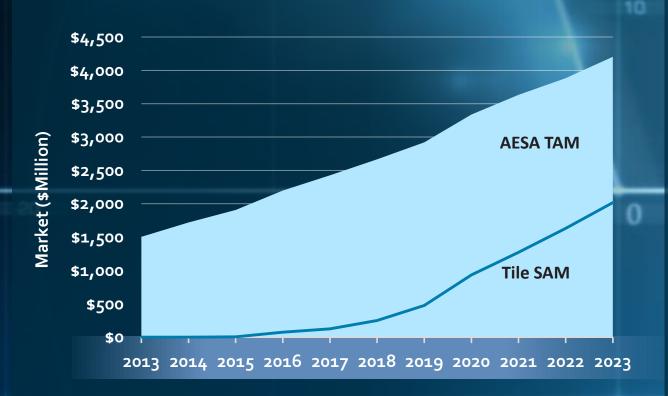
# **Jack Kennedy**

SVP and General Manager, Aerospace & Defense

Defense Programs: Locked on to Airborne, Sea- and Ground-based Targets



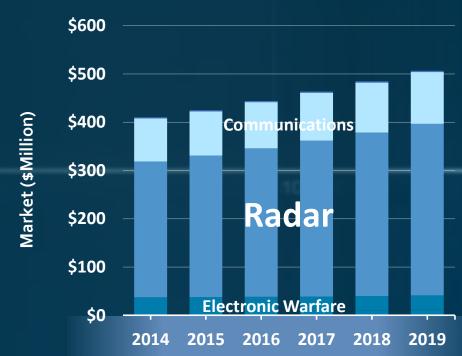
#### **SPAR Tile Market Opportunity**



Years

Source: Strategy Analytics and Internal MACOM Estimates

#### Military MMIC Market



Years

Source: Strategy Analytics



60 Years



DEPARTMENT OF DEFENSE

### Better Buying Power

Acquisition, Technology and Logistics

OLD: Brick/Slat

**NEW: Tile** 



EN SURING AFFORDABILI



Home

#### CAPE'S MISSION

What Is Bet

Provide the Department of Defense with timely, insightful and unbiased analysis on resource allocation and cost estimation problems to deliver the optimum portfolio of military capabilities through efficient and effective use of each taxpayer dollar.

DoD's Mandate CAPE'S GOALS

# SPAR Tiles Spearhead the DoD Better Buying Power Initiative

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Sovernment, and improve tradecraft in the acquisition of services.

Where Costs Exceed Benefits, Washington D



Naval Volume Search Radar









**Optical Component Vendors** 

MACOM



Silicon Vendors

Active Antennas QOPVO.

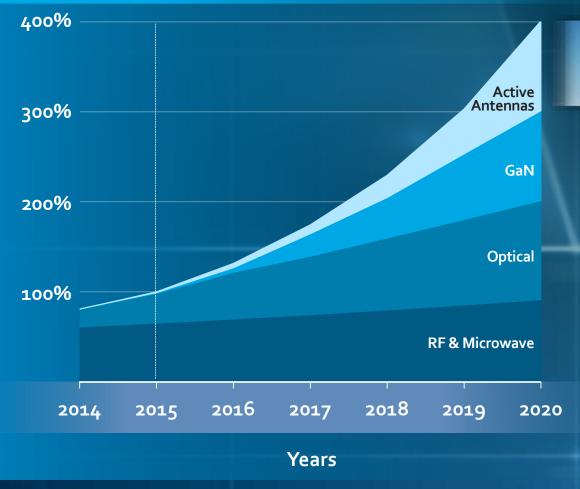






**RF & Microwave Vendors** 

#### Long Term Growth Model





Represents long-term growth targets that assume perfect execution on our current growth strategy, are forward-looking and subject to significant business, economic, regulatory and competitive uncertainties and contingencies, many of which are beyond the control of the Company and its management. Actual results will vary and those variations may be material. Nothing in this presentation should be regarded as a representation by any person that these goals will be achieved and the Company undertakes no duty to update its goals.

# MCOM

Partners from RF to Light



# **Bob McMullan**

SVP and Chief Financial Officer

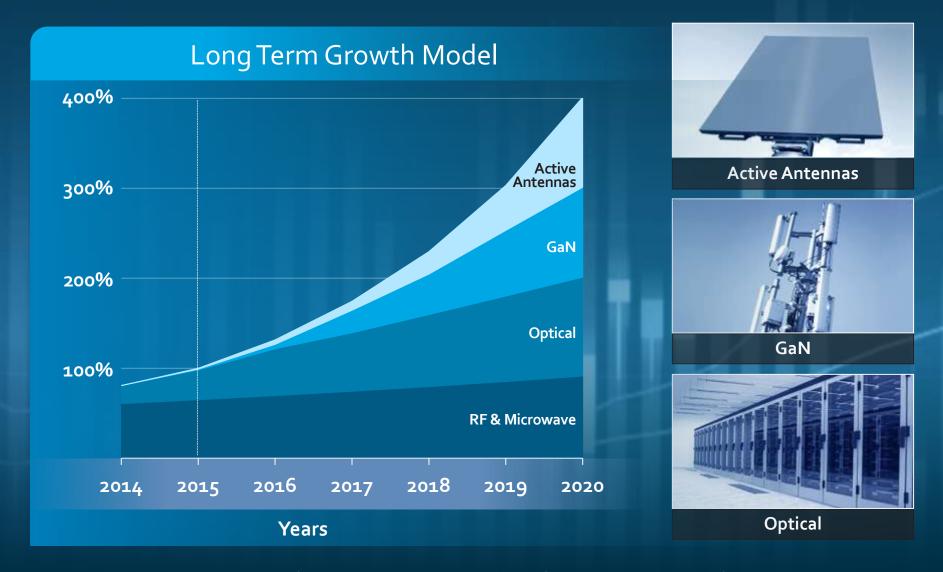
Financial Overview



### Financial Performance (Adjusted)<sup>1</sup>

	FY2015	FY2014	Growth
Revenue	\$420.6	\$338.1	24%
Gross Margin	57.5%	54.3%	<b>320bps</b>
Operating Income	\$96.9	\$63.1	54%
EPS	\$1.28	\$0.91	41%

<sup>&</sup>lt;sup>1</sup>All figures above are Non-GAAP measures adjusted for the automotive business now reflected as discontinued operations and other items. See reconciliation to GAAP on last page of Analyst Day 2016 slide deck. Dollar figures in millions except per share data.



Represents long-term growth targets that assume perfect execution on our current growth strategy, are forward-looking and subject to significant business, economic, regulatory and competitive uncertainties and contingencies, many of which are beyond the control of the Company and its management. Actual results will vary and those variations may be material. Nothing in this presentation should be regarded as a representation by any person that these goals will be achieved and the Company undertakes no duty to update its goals.

### Target Financial Operating Model<sup>1</sup>

Revenue	+20% Growth
Adjusted Gross Margin	60%
Adjusted Operating Margin	30% → 40%
Free Cash Flow <sup>2</sup>	60% Proforma Net Income

<sup>&</sup>lt;sup>1</sup> All figures below are Non-GAAP measures adjusted for the automotive business now reflected as discontinued operations and other items. See reconciliation to GAAP on last page of Analyst Day 2016 slide deck. Dollar figures in millions except per share date.

<sup>2</sup>Capital Expenditures – 5% of Revenue Operating Margins – 30% of Revenue

Non-GAAP to GAAP Net Income (\$Millions	;)
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	FY 2015	FY2014
Non-GAAP Net Income (54% Growth ↑)	\$68.1	\$44.1
GAAP Adjustments:		
Discontinued Operations	\$54.1	\$9.5
Nitronex pooling pre-acquisition date		\$(3.1)
Intangible amortization expense	\$(39.0)	\$(20.1)
Non-cash compensation expense	\$(28.7)	\$(11.0)
Equity-based compensation		\$(1.0)

GAAP Net Income (Loss)		\$48.6	\$(15.4)
Acquisition related non-cash		\$46.1	\$42.7
Acquisition related cash expense	\$(6.o) \$(1.7)	\$(3. \$ 6.0	\$31.5

Acquisition FMV step-up	\$(7.1)	\$(19.7)
Litigation related costs	\$(0.9)	\$(1.6)
Integration costs and synergies savings	\$(2.4)	\$(15.3)
Acquisition transaction expenses	\$(4.4)	\$(4.5)
Tax effect adjustments	\$21.9	\$25.8
Transition services for divested businesses	\$0.4	\$3.1
	\$(19.5)	\$(59.5)
GAAP Net Income (Loss)	\$48.6	\$(15.4)
Acquisition related non-cash	\$46.1	\$42.7
Acquisition related cash expense	\$ 6.0	\$31.5

Source: Earnings Press Release Reconciliation and 10-K GAAP Cash Flow Statement

## Tax Effect (\$Millions)

	FY 2015	FY2014
Actual Cash Taxes Paid	\$22.6 <sup>(1)</sup>	\$4.7
Non-GAAP Tax Expense	\$12.0	\$9.7
Cash (Used) Generated	\$(10.6)	\$5.0

Source: 10-K Financial Notes

<sup>&</sup>lt;sup>1</sup>FY2015 taxes 12% total income including gain of the sale of the auto business

# Cash Flow From Operations (\$Millions) Acquisition Purchase Price Delta

	FY 2015	FY2014
Cash Paid for Acquisitions		
BinOptics	\$230	
Mindspeed		\$272
Nitronex		\$26
Others		\$4
Total Cash Outflow Acquisition	\$230	\$302
Acquisition of Business, net	\$208	\$260
Allocated to net working capital included cash flow from operations	\$22	\$42

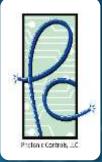
Source: MACOM Earnings Press Releases and 10-K Cash Flow From Operations















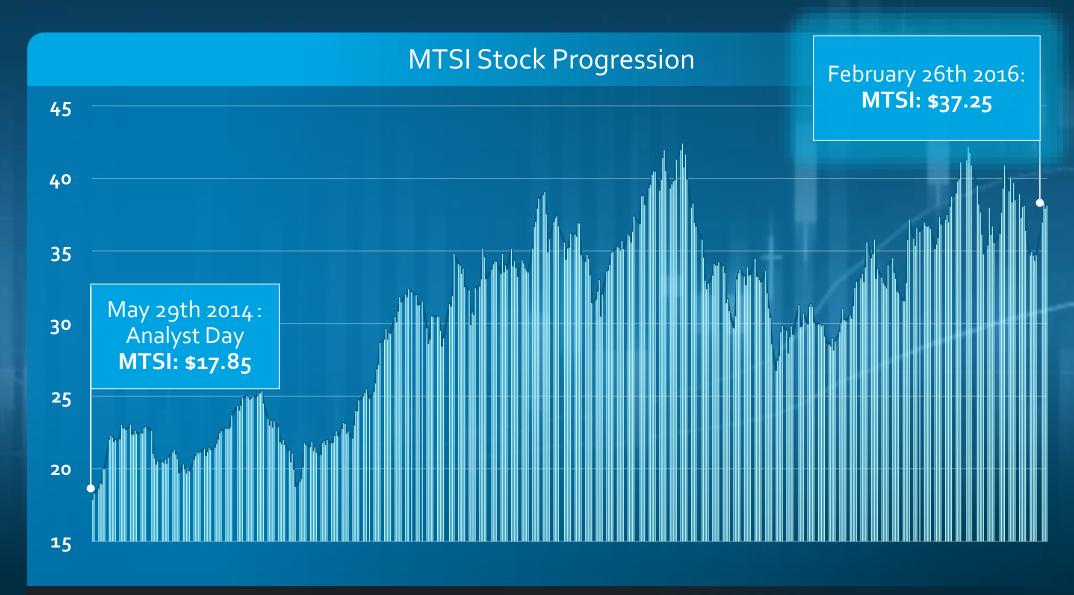




Disciplined Consolidator and Proven Integrator

# Reconciliation of GAAP to Non-GAAP Results (Unaudited and in Thousands, Except per Share Data)

				_					
Period	(	21 2016			FY 2015			FY 2014	
					(1				
Revenue - GAAP	s	115,774		\$	420,609		\$	339,189	_
Nitronex prior to acquisition	4	970.89			55 33	- 2		(1,048)	-
Revenue - Adjusted	S	115,774		\$	420,609		\$	338,141	
Q1 2016 Acquisition revenue	-	(4,577)		\$			\$		
Adjusted Revenue - excluding acquisitions	S	111,197		\$	420,609		\$	338,141	
Gross profit - GAAP	\$	60,318	52.1%	\$	203,590	48.4%	\$	140,940	41.7%
Nitronex prior to acquisition		9.70	53		15			959	
Intangible amortization expense		7,167			27,285	-		18,274	
Non-cash compensation expense		491			2,011			1,721	
Equity-based compensation Acquisition FMV step-up expense (inventory/fixed assets)		51 (226)			243 6,206	-		18,875	
Integration costs and synergy savings		158			880			1,406	
Third-party engineering costs		130			1,625			1,463	- 0
Gross profit - Adjusted	S	67,959	58.7%	\$	241,840	57.5%	\$	183,704	54.3%
Q1 2016 Acquisition gross profit	14.5	(1,234)	33000000	\$		. STERRISE	\$		
Adjusted Gross Profit - excluding acquisitions	\$	66,725	60.0%	\$	241,840	57.5%	\$	183,704	54.3%
Income (loss) from operations - GAAP Nitronex prior to acquisition	s	153	0.1%	\$	10,092	2.4%	\$	(27,827) 3.067	-8.2%
Intangible amortization expense		11,590			38.983			20.053	
Non-cash compensation expense		10,016			28,653			11,031	
Equity-based compensation		1,407			2,600			1,010	
Contingent consideration and earn-out costs		(196)			330				
Restructuring charges		157			1,280			14,823	
Acquisition FMV step-up expense (inventory/fixed assets)		6			7,134			19,626	
Integration costs and synergy savings		1,326			2,439			15,261	
Litigation related costs		108 3,111			933 4,423			1,598 4,472	
Transaction expenses Income from operations - Adjusted	\$	27,678	23.9%	\$	96,867	23.0%	\$	63,114	18.7%
Net income (loss) - GAAP	s	(15,571)		\$	48,589		\$	(15.323)	
Discontinued operations	100			700	(54,131)		(T.S)	(9,491)	
Nitronex prior to acquisition					32033250			3,067	
Amortization expense		11,590			38,980			20,053	
Non-cash compensation expense		10,016			28,654			11,031	
Equity-based compensation		1,407			2,600 3,500			1,010	
Impairment of minority investment Contingent consideration		(196)			(1,670)				
Restructuring charges		157			1,280			14,823	
Warrant liability expense		14,879			6,020			3,928	
Non-cash interest expense		405			1,652			3,021	
Acquisition FMV step-up		6			7,134			19,626	
Integration costs and synergy savings		1,299			2,440			15,261	
Litigation costs		108			933 4,422			1,598 4,472	
Transaction expenses Transition services for divested businesses		3,111			(404)			(3,099)	
Tax effect of non-GAAP adjustments		(5,378)			(21,877)			(25,786)	
Net income - adjusted	\$	21,833	9. (	\$	68,122	- 8	\$	44,191	
		,,5			771.186.	29		7.4.5.1	
Diluted Shares GAAP		53,015			51,146			47,009	
Incremental		1,997	S 1		2,056	18		1,408	
Diluted Shares Adjusted		55,012			53,202	12	5.530	48,417	
Income(loss) per diluted share - GAAP	s	(0.29)		\$	0.95		\$	(0.33)	
Income per diluted share - Adjusted	S	0.40		\$	1.28		\$	0.91	



MTSI (NASDAQ) Stock Price as of February 26, 2016 close of market.



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