



MACOM Technology Solutions Holdings (MTSI)

August, 2018



Forward-Looking Statement Safe Harbor and Use of Non-GAAP Financial Measures



DISCLOSURE NOTICE: This presentation and any associated commentary each contain forward-looking statements based on MACOM management's beliefs and assumptions and on information currently available to our management. Forward-looking statements include, among others, information concerning our stated business outlook and future results of operations, our expectations for business and market conditions, positioning and growth aspirations in the Industrial & Defense, Datacenter Telecom, Cloud Data Center, 5G Telecom and China markets and elsewhere, our expectations for the launch and success of our Data Center semiconductor components, our belief that the December quarter marked the bottom of the cycle for MACOM in terms of revenue and demand, our anticipated ability to navigate international trade tensions, our commitment to invest in our portfolio of disruptive technologies, our beliefs regarding our ability to capitalize on the next phase of infrastructure spending, our expectations fregarding our ability to capitalize on the next phase of infrastructure spending, our expectation that sales across all our end markets will contribute to top line growth quarter-by-quarter throughout calendar 2018 and that the exact slope will be paced by our ability to scale operationally, both with our strategic suppliers and in our own factories, our belief that the future contribution from these sales can provide significant operating leverage as we monetize what were previously strategic investments for the company, our expectation that our exit of the LR4 subasesembly business will result in better overall cost structures for our TOSA customers, our estructuring plan to exit certain product lines including our production facility located in Ithaca, New York, the timing or nature of future Cloud Data Center and network upgrade cycles, customer order activity and customer adoption of our solutions, our future investment decisions, our GaN strategy and expectations for execution on that strategy, the expected outcome of our ong

These forward-looking statements reflect MACOM's current views about future events and are subject to 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. Although MACOM believes that the expectations reflected in the forward-looking statements are reasonable, it cannot and does not guarantee future events, results, actions, levels of activity, performance or achievements. Readers are cautioned not to place undue reliance on these forward-looking statements. A number of important factors could cause actual results to differ materially from those indicated by the forward-looking statements, including the potential that we are unable to identify and timely enter into new markets for our products, such as our publicly-announced market opportunities in Cloud Data Centers, 100G optical networks, 10G PON, 25G lasers, L-PICs, GaN technology and Active Antennas, the potential that we are unable to timely deliver the quantities of our products targeting these or other applications at the right price point due to design challenges, manufacturing bottlenecks, supply shortages, yield issues or otherwise, the potential that the expected rollout of Cloud Data Center build-outs, 5G network upgrades, fiber-to-the-home network technology or other new optical or other network technology deployments in the U.S., China, Japan and other geographies fails to occur, occurs more slowly than we expect or does not result in the amount or type of new business we anticipate, lower than expected demand in the Cloud Data Center market, the optical network infrastructure market or any or all of our primary end markets or from any or all of our large OEM customers based on seasonal effects, regulatory action (such as the recently resolved ZTE export ban or previously announced Huawei investigation) or inaction, technology shifts, standards changes, macro-economic weakness or otherwise, and other events and trends on a national, regional and global scale, including those of a political, economic, business, competitive and regulatory nature, the potential for greater than expected pricing pressure and average selling price erosion based on attempts to win or maintain market share, competitive factors, technology shifts or otherwise, the impact of international trade agreements, including potential increases in trade tariffs, on our business, our suppliers, or our customers, our potential inability to ramp key new products into volume production with acceptable manufacturing yields to satisfy key customer demand in a timely fashion, the potential for inventory obsolescence and related write-offs, a delay in consummating or failure to consummate the LR4 subassembly divestment based on required regulatory approvals or otherwise, the expense, business disruption or other impact of any current or future investigations, administrative actions, litigation or enforcement proceedings we may be involved in, the potential loss of access to any in-licensed intellectual property or inability to license technology we may require on reasonable terms, the impact of any claims of intellectual property infringement or misappropriation, which could require us to pay substantial damages for infringement, expend significant resources in prosecuting or defending such matters or developing non-infringing technology, incur material liability for royalty or license payments, or prevent us from selling certain of our products, greater than expected dilutive effect on earnings of our equity issuances, outstanding indebtedness and related interest expense and other costs, our failure to realize the expected economies of scale, lowered production cost, increased customer penetration and other anticipated benefits of our previously announced GaN intellectual property licensing program or supply chain build-out initiatives, the potential for defense spending cuts, program delays, cancellations or sequestration, failures or delays by any customer in winning business or to make purchases from us in support of such business, lack of adoption or delayed adoption by customers and industries we serve of Cloud Data Centers, MACsec, single-Lambda PAM4, MMICs, L-PICs, Active Antennas, SPAR tiles, GaN, InP lasers or other solutions offered by us, failures or delays in porting and gualifying GaN or InP process technology to our fabrication facilities or third party facilities and achieving anticipated manufacturing economies of scale, lower than expected utilization and absorption in our manufacturing facilities, lack of success or slower than expected success in our new product development or new product introduction efforts, loss of key personnel to competitors or otherwise, failure of any announced transaction to close in accordance with its terms, failure to successfully integrate acquired companies, technologies or products or realize synergies associated with acquisitions, the potential that we will experience difficulties in managing the personnel and operations associated with our acquisitions, loss of business due to competitive factors, product or technology obsolescence, customer program shifts or otherwise, the potential for a shift in the mix of products sold in any period toward lower-margin products or a shift in the geographical mix of our revenues, the impact of any executed or abandoned acquisition, divestiture, joint venture, financing or restructuring activity, the impact of supply shortages or other disruptions in our internal or outsourced supply chain, the impact of changes in export, environmental or other laws applicable to us, the relative success of our cost-savings initiatives, as well as those factors described in "Risk Factors" in MACOM's filings with the Securities and Exchange Commission ("SEC"), including its Annual Report on Form 10-K for the fiscal year ended September 29, 2017, as filed on November 15, 2017, its Quarterly Report on Form 10-Q for the fiscal guarter ended December 29, 2017, as filed on February 7, 2018, its Quarterly Report on Form 10-Q for the fiscal guarter ended March 30, 2018, as filed on May 3, 2018 and its Quarterly Report on Form 10-Q for the fiscal quarter ended June 29, 2018, as filed on August 1, 2018. 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's filings with the SEC are available at www.sec.gov.

Forward-Looking Statement Safe Harbor and Use of Non-GAAP Financial Measures Continued



We make references in this presentation to certain financial information calculated on a basis other than in accordance with United States Generally Accepted Accounting Principles (GAAP) including non-GAAP revenue, non-GAAP gross profit, non-GAAP gross margin and operating margin, non-GAAP earnings per share, non-GAAP income from operations and operating income, non-GAAP operating expenses, non-GAAP net income, adjusted EBITDA, and Free Cash Flow. We may alternatively refer to such non-GAAP measures as "adjusted" measures. These non-GAAP measures are provided as additional insight into on-going financial performance. These non-GAAP measures are provided in addition to, and not as a substitute for, or superior to, measures of financial performance prepared in accordance with GAAP.

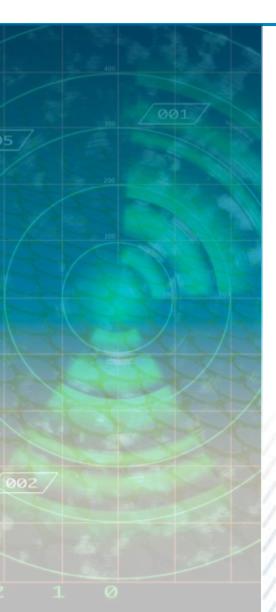
See our reconciliation of MACOM non-GAAP results to the nearest GAAP measure in the appendix provided at the end of this presentation. We have not provided a reconciliation with respect to any forward-looking non-GAAP financial data presented because we do not have and cannot reliably estimate certain key inputs required to calculate the most comparable GAAP financial data, such as the future price per share of our common stock for purposes of calculating the value of our common stock warrant liability and share-based compensation costs, future acquisition costs, the possibility and impact of any litigation costs, changes in our GAAP effective tax rate, impairment charges and acquisition, integration and other costs related to our acquisitions, which are difficult to predict and estimate. Our fiscal year end is the Friday closest to September 30th. Fiscal year 2018 will include 52 weeks.

This presentation also contains market statistics, analyst views and industry data that are subject to uncertainty and are not necessarily reflective of market conditions. Although MACOM believes that these statistics and data are reasonable, they have been derived from third party sources and have not been independently verified by MACOM.

All financial guidance projections referenced and forward-looking statements made by us in this presentation were made as of July 31, 2018 or another historical date noted herein, and any references to such projections or forward-looking statements herein are not intended to reaffirm them as of any later date. MACOM assumes no obligation to update such projections or forward-looking statements contained in this presentation.

Company Highlights





- > Leader in high performance RF, microwave, millimeterwave and lightwave semiconductors
- > Focused R&D investments in high-growth, highmargin applications
- > Disciplined consolidator and proven integrator
- > Track record of increasing profitability supported by strong balance sheet
- > Experienced management team supported by best-in-class operating professionals



	Compounded	FY2013	FY2014	FY2015	FY2016	FY2017
Revenue ⁽¹⁾	31% CAGR	\$238.3 ⁽²⁾	\$338.1 ⁽²⁾	\$420.6	\$544.3	\$698.8
Adjusted Gross Margin ⁽²⁾	970 basis points	48.4%	54.3%	57.5%	58.1%	58.1%
Adjusted EPS ⁽²⁾	40% CAGR	\$0.60	\$0.91	\$1.28	\$1.91	\$2.32

Track Record of Success Based on Organic Growth and M&A

(1) Revenue in millions.

(2) Non-GAAP financial measures adjusted for Nitronex revenue prior to acquisition and other items.

Please see the appendix for a reconciliation of all Non-GAAP measures presented to most comparable GAAP measures.

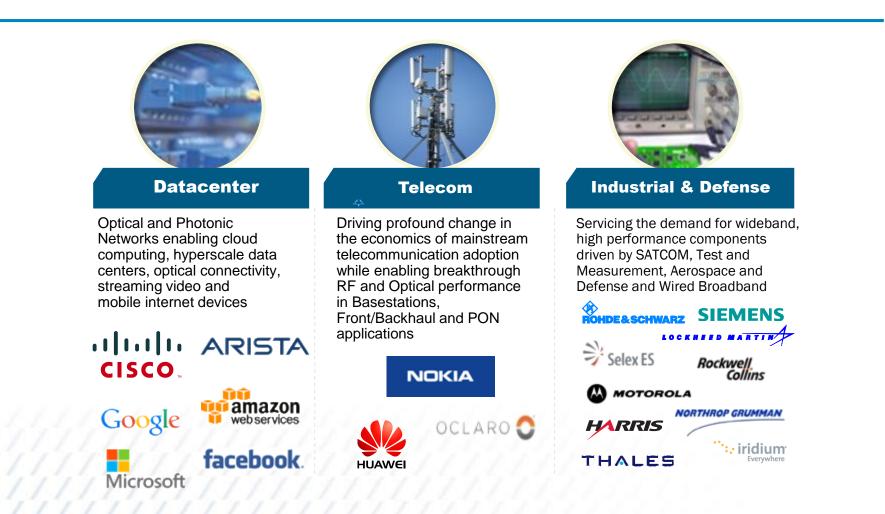
New Breed of Analog Semiconductor Company



High Performance Analog **Pure Play Growth Secular Drivers Diverse End Markets Above Market Growth Broad Customer Base Agile Business Model High Profitability** MACOM **Customer Concentration** Long Life Cycles **Rapid Technology Shifts** Little to No Growth **Volatile Profitability Low Agility**

Large and Diverse End Markets



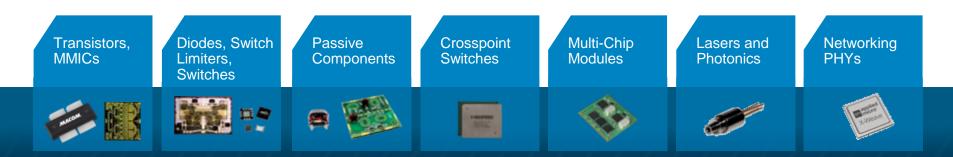




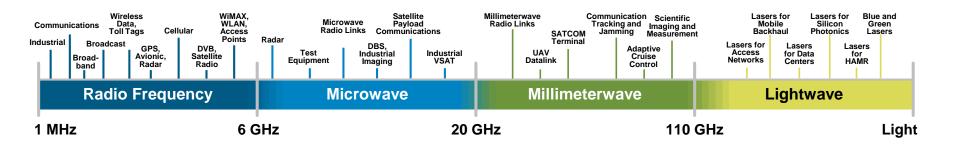
Growth driven by the Cloud Connected Apps Economy and the Modern Networked Battlefield

Broad Portfolio of High-Performance Products

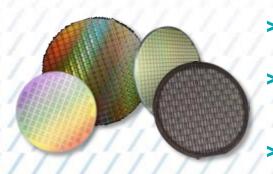




Serving a Broad Frequency Spectrum...From RF to Light



Ann



 Sticky, value-added technologies

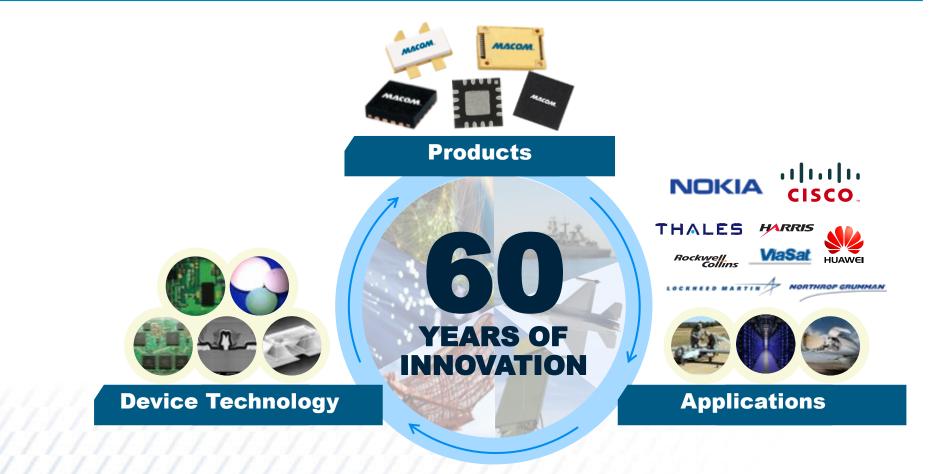
Analog, mixed-signal and photonic semiconductor products

Long product lifecycles

910 U.S and Foreign Patents Issued

Focused R&D Investments





Building on 60 years of engineering expertise, MACOM is a trusted partner to industry leaders worldwide

Disciplined Consolidator and Proven Integrator



Acquisitions Accelerate and Broaden Organic Growth

> Acquire companies that expand MACOM's footprint in adjacent markets and technologies Financial target neutral to accretive in year 1





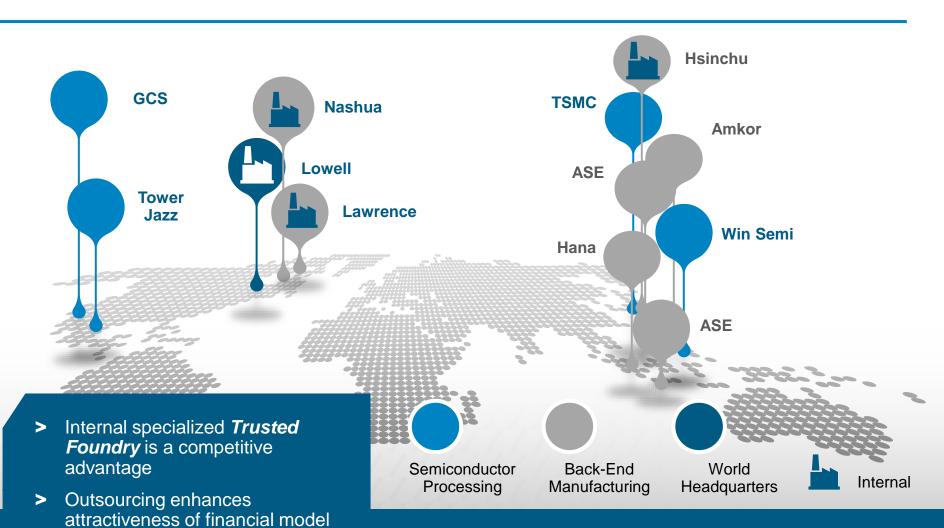






Modern, Fab-rite Manufacturing Strategy





Flexible manufacturing model provides competitive advantage

Experienced and Proven Management Team

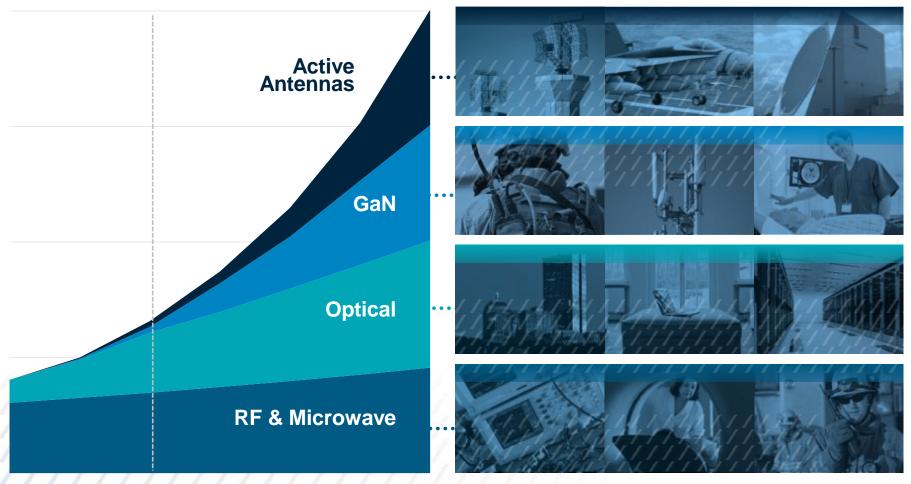






Recipe for Growth & Profitability

Locked onto Multiple Secular Growth Drivers



2016

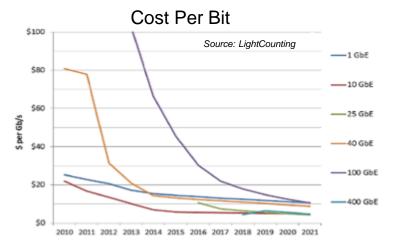
Represents long-term growth targets that assume perfect execution on our current growth strategy, are forward-looking and subject to significant business, economic, regulatory and competitive uncertainties and contingencies, many of which are beyond the control of the Company and its management. Actual 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.

MACOM

Enabling Breakthroughs in Bandwidth Density

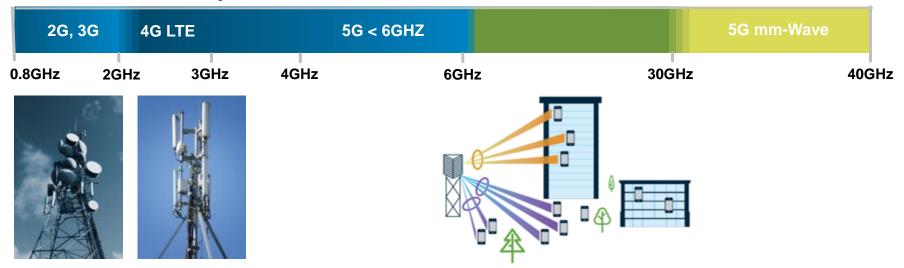


Bandwidth Density in Optical Infrastructure





Bandwidth Density in Wireless Infrastructure

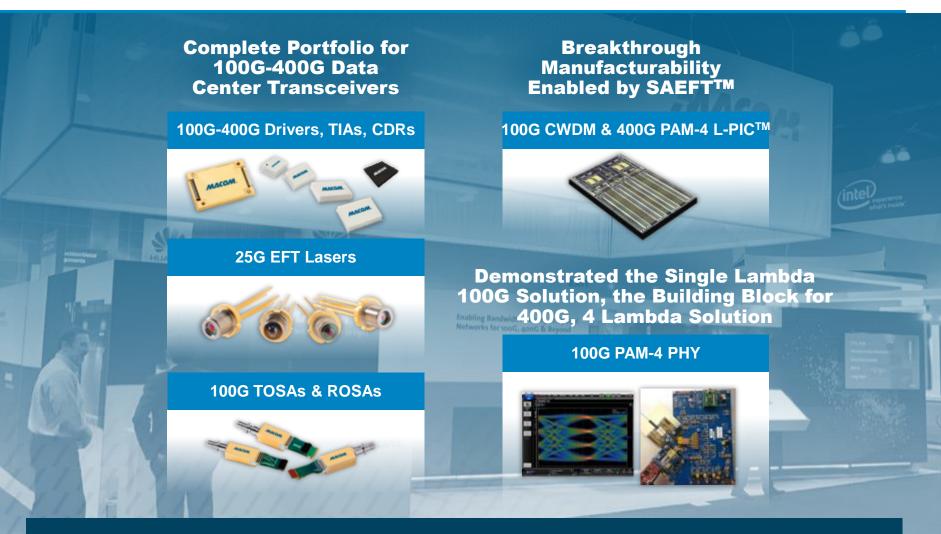




Datacenter

Breakout in the Carrier to Cloud Transition



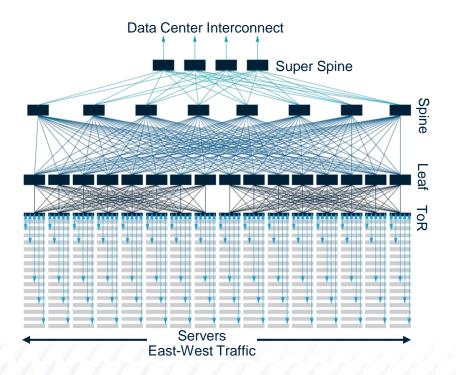


MACOM Enabled 1M Ports in FY 2016 and 4M Ports in FY 2017 With CWDM Port volumes to approach 10M in 2019



	Carrier	Cloud	
Key Players:	Huawei, Nokia/ALU, Ericsson, ZTE	Amazon, Google, Facebook, Apple, Microsoft	
Capital Investment Drivers:	Cost Optimization	Revenue Maximization	
Scope of Opportunity (Ports):	100's of Thousands	10's of Millions	
Supply Chain Management:	Transceivers	Semiconductors	
Upgrade Cycle:	10-20 Years	Every ~3 Years	
Pace of Innovation:	Risk Mitigation	Moore's Law	

Requisite Pace of Innovation Leads to Sustainable Growth and Profitability

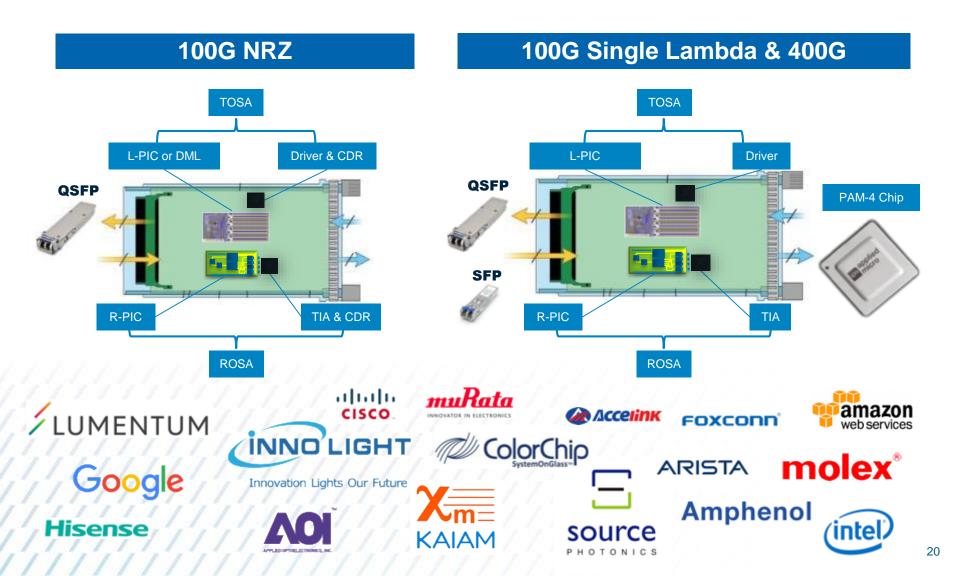


- Core Switch and Network Infrastructure is Progressing at Moore's Law
- Data Center Operators Replace and Upgrade every 2-3 years

- The Next Major Transition is to 400G
- Long-Term Suppliers Need to Prepare for Terabit

Trends Within the Data Center Present a Long-Term Secular Growth Opportunity

Setting the Pace of Industry Innovation MACOM. Across All Networking Standards





Telecom

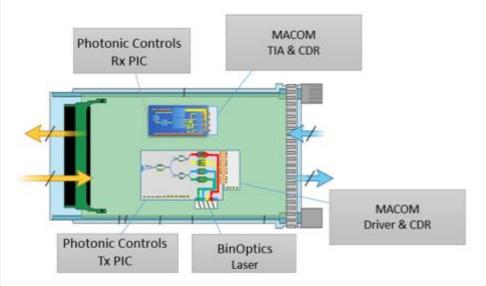
Preeminent Supplier of 100G to 400G Optical Components



- > A Leader in long haul line drivers for 100G
- > Only company providing both laser + PMD ICs
- We deliver high speed photonic and optoelectronic semiconductor content in 100G/400G transceivers
- > We have filled a gap in the merchant supply of photonic chips, especially lasers
- Serves system companies that are integrating optical modules at the component/chip level
- Optimized chips provide highly differentiated performance, power, size and cost solutions for next generation Data Center links
- > Leading supplier for FTTH



100G TRANSCEIVER





Optical Networking Drives MACOM Growth

Metro Long Haul

100G+ Port Market Size and Forecast

100G+MarketSize and Forecast

1,000K 900K 800K

700K

400K 300K 200K 100K 0K

CY15

CY16

Ŧ

500K







HUAWE

111111

CISCO

ARISTA

Well positioned to take advantage of the 100G metro build out

CY17

Long Haul Coherent 100G Long Haul Coherent 200G+

Metro direct detect 100G Metro Coherent

CY19

CY18

Source: MACOM estimates based on internal and external (Infonetics) sources.

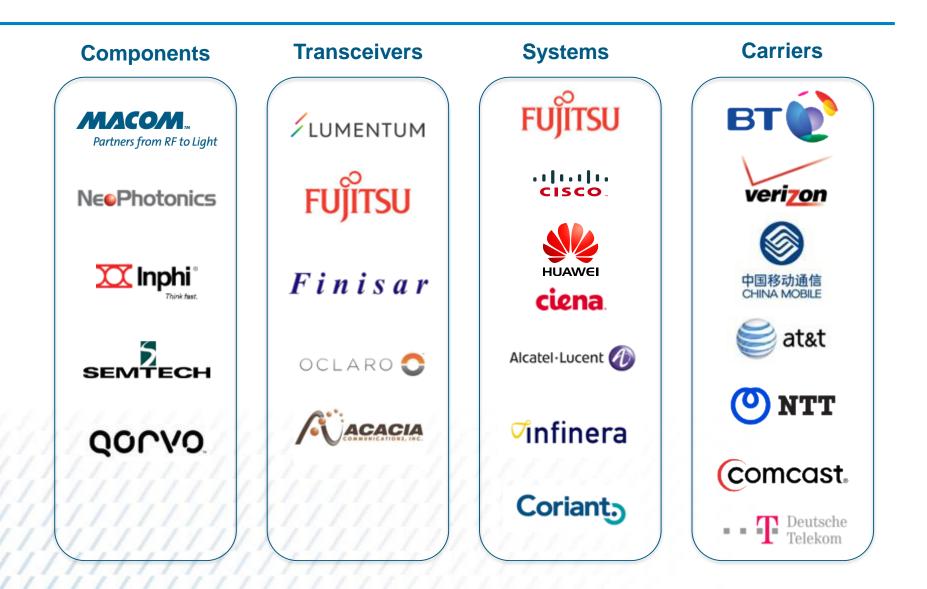
23

NOKIA

OCLARO 🕻

Long-haul and Metro 100G Optical Market





Industry's Broadest Portfolio of 10G-PON Solutions

10G-PON ONU/OLT Chipset

M02180

- > All-in-one 10G/10G low power burst mode laser driver + limiting amplifier with integrated CDR
- Integrated EEPROM, DDMI controller and APD DC-DC controller
- Low power operation <100 mA</p>
- > 10G Dual-Closed-Loop (DCL) laser driver operation
- Integrated laser safety features and laser shutdown switch

MATA-02135

- > 10G Low power and high sensitivity TIA
- Typical 30 mA at +3.3 V
- Typical -33 dBm sensitivity with APD at 1e-3 BER
- Support PINA or PINK based RSSI

MATA-02238

- New gen low power 10.3G dual date burst mode TIA
- Typical -32 dBm sensitivity with APD at 1e-3 BER
- > Selection between fixed rate (10G mode only) or dual rate (1G/10G mode)

M02172

- Low power 11.3G EML driver with single 3.3 V supply
- EML driver with up to 2.2 Vpp single-ended output swing
- > Programmable laser bias current up to 150 mA
- In low cost 5 x 5 mm QFN package
- Can be used to differential drive an L-PIC EOML

M02142

- > 11.3G Low power burst mode limiting Amplifier
- 3 mV input sensitivity at 11.3 Gbps
- Fast data settling and fast LOS output
- In low cost 3 x 3 mm QFN package

MAMF-011095

- > L-PIC controller chip
- > I2C interface
- Array of ADC and DACs

127D-02I-VT5AB

- Directly modulated 2.5 Gbps 1270 nm DFB Narrow Farfield (NFF) laser diode chips
- > Available with aspherical lens cap (FL=7.5 mm) in hermetic TO-56 package, integrated InGaAs monitoring photodiode and Type B pinout (common anode)

МАСОМ

127D-10I-LT5CC

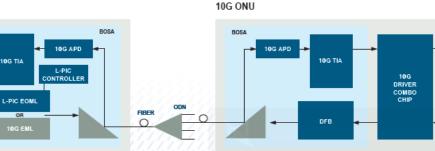
- Directly modulated 10Gbps Distributed Feedback (DFB) laser diode devices at 1270 nm
- > Available in hermetic TO-56 package with aspherical lens (10.1 mm focal length), and co-packaged InGaAs monitoring photodiode

157D-10C-LT6CD

- Electro-Optic Modulated Laser (EOML)
- SiPh-based L-PIC chip integrates 1577 nm CW DFB laser, MZ modulator, monitor photodiode, and temperature sensor
- > Available in a hermetic TO-60 package with thermoelectric cooler (TEC)
- > Auto calibration and programmable performance via controller chip

APD10B and APB10B/ES

- > Avalanche photodiode chip
- > High data rate, up to 11.3 Gbps
- > High sensitivity to -29.5 dBm (-29.5 dBm for enhanced ES version)
- 1250 to 1650 nm wavelength range
- > 10G EPON, XG PON, XGS PON OLT and ONU applications







10G BM LIA

10G DRIVER





GaN-on-Silicon Technology Transition to <u>MACOM</u> be one of MACOM's Growth Drivers

	LDMOS	MACOM GaN	GaN on SiC
Power Amp Efficiency ">2GHz"		>10% Improve ment	>10% Improve ment
Higher Frequency Bands	1.8 GHz	Up to >3.8 GHz	Up to >3.8 GHz
Wider Bandwidths	100 MHz	200 MHz	200 MHz
Power Density	1-1.5 W/mm	4-6 W/mm	4-8 W/mm
Linearity	DPD Friendly	DPD Friendly	Charge Trapping
Supply Chain	8"	Up to 8"	4 "→ 6"
Cost	Silicon	Silicon	SiC



GaN Performance at LDMOS-like Cost Structures

APPLICATIONS Basestations RF Energy PRODUCTS & TECHNOLOGY GaN in Plastic and Ceramic GaN Modules MACOM MACOM **TARGET CUSTOMERS**



NOKIA



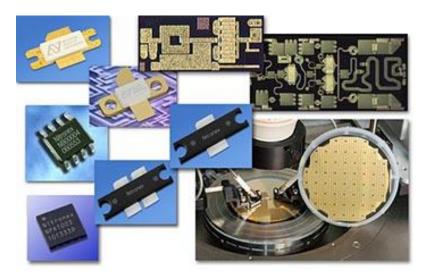
HARRIS

MACOM Innovation is Leading Commercial GaN Adoption



FUNDAMENTAL IP POSITION

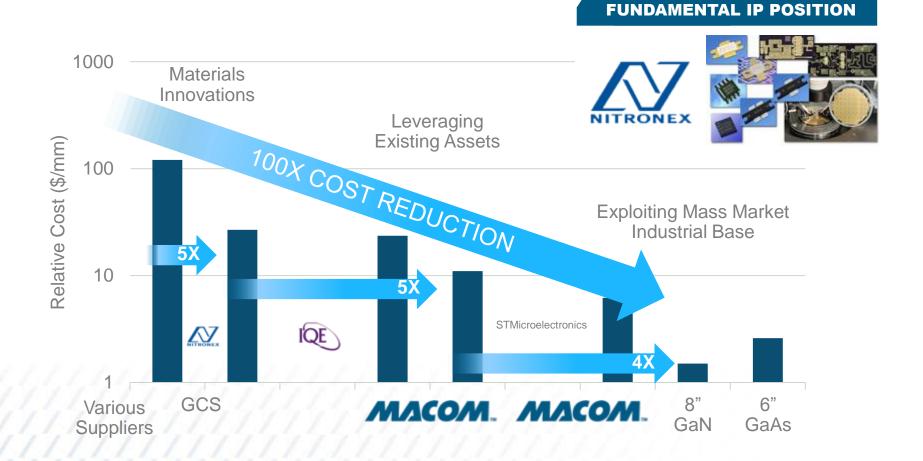




MACOM is poised to enable GaN performance at silicon cost structures

MACOM Innovation is Leading Commercial GaN Adoption





MACOM is poised to enable GaN performance at silicon cost structures

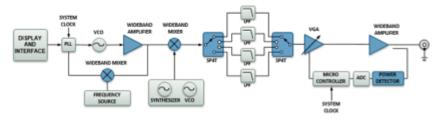


Industrial and Defense

High-Performance Monolithic Microwave MACOM. Integrated Circuits (MMICs)

Industry Leading MMIC Position

- > Leading supplier of wideband MMIC's and Diodes
- > Broad product portfolio



Applications

Products & Technology

HMIC[™] Products



AlGaAs & GaAs Switches

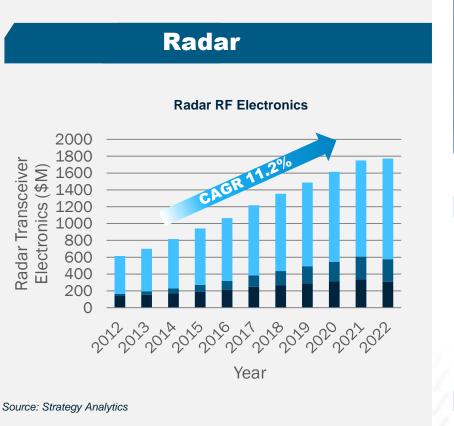








Active Antennas for Radar and Communications to Drive MACOM Growth

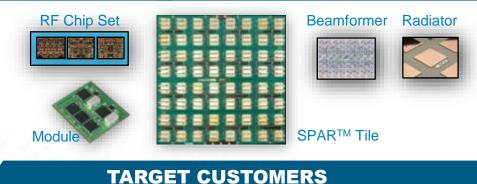




Well positioned to take advantage of the shift from Mechanically Scanned Arrays to Active Antenna Arrays.

APPLICATIONS Modern Networked Battlefield

PRODUCTS & TECHNOLOGY



VANA CONTRA

NORTHROP GRUMMAN

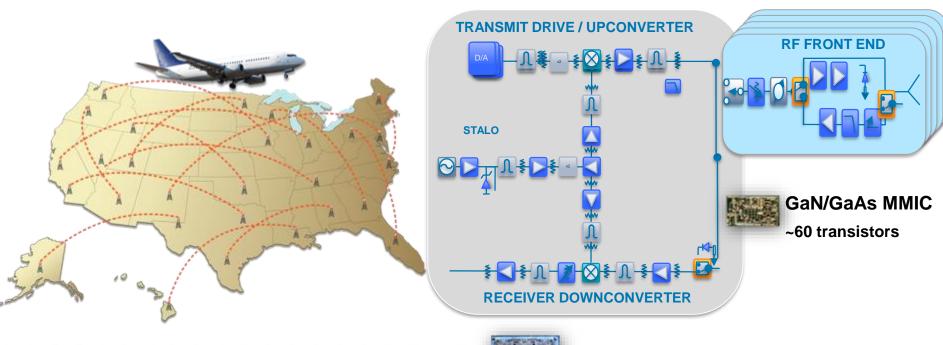


МАСОМ





MACOM Innovation to Drive Active Antennas in Communications Applications



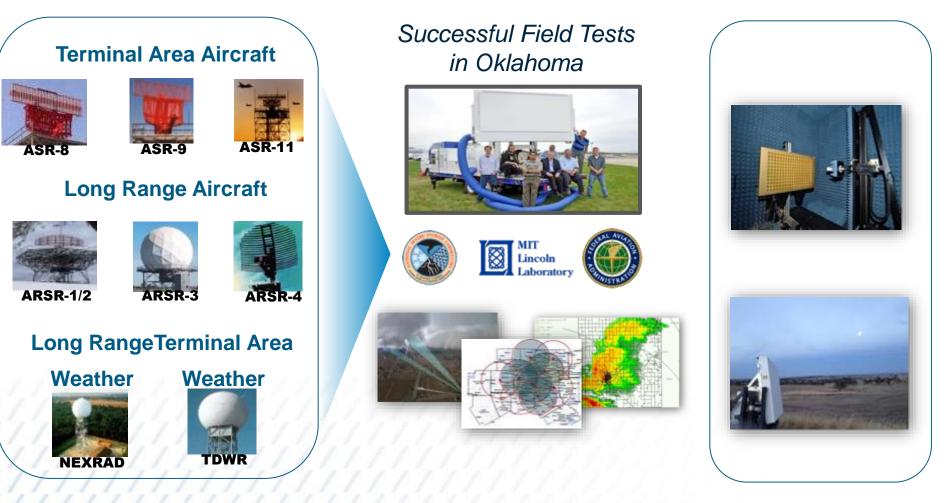




MACOM's broad array of process technologies and proven track record in phased array radar expected to enable next generation microwave and millimeterwave wireless solutions.

МАСОМ

MACOM Innovation to Drive Active Antennas in Civil and Military Radar Applications





MACOM has demonstrated the commercial and functional viability that can support large scale civil and military deployments in the field

MACOM

MACOM Innovation to Drive Active Antennas in Civil and Military Radar Applications



Air Traffic Control



Shipborne

Airborne



1,000 – 10,000X

More RF Content













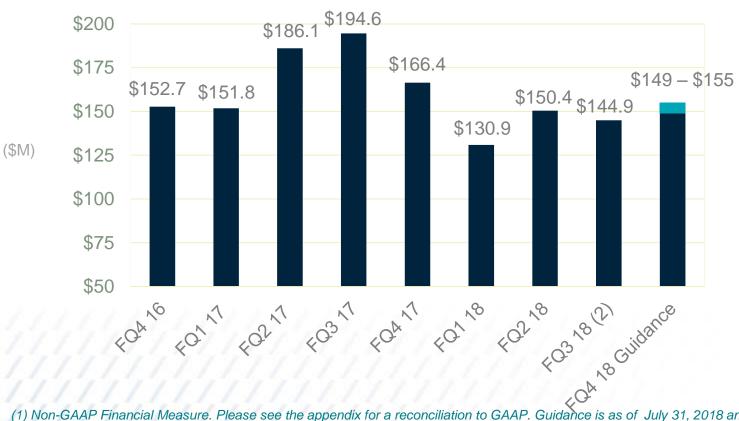


Expected order of magnitude increase in RF content due to the transition from Mechanically Scanned Arrays to Active Electronically Scanned Arrays



Financial Overview

Adjusted Revenue Performance¹

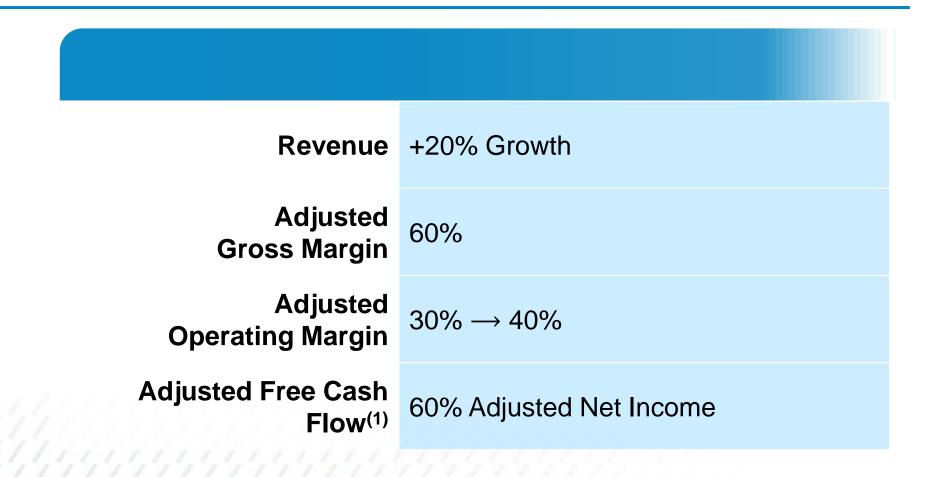


(1) Non-GAAP Financial Measure. Please see the appendix for a reconciliation to GAAP. Guidance is as of July 31, 2018 and is not updated or reaffirmed hereby.

(2) Includes \$7.0 million of deferred revenue

MACOM

Long-Term Target Operating Model



(1) Capital Expenditures - 8% to 10% of Revenue; Adjusted Operating Margins - 30% of Revenue

ΜΑζΟΛΑ

Our Strategy





- > Drive revenue growth through market share gains and leadership in high growth segments of our markets
- > Accelerate growth through targeted acquisitions and investments in high growth, defensible markets
- > Expand margins to drive strong adjusted EPS growth and increase shareholder value

Adjusted Gross Margin Performance ⁽¹⁾



>>>

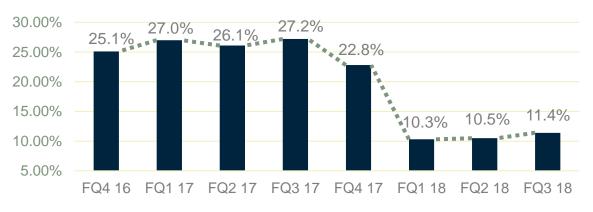
Continued focus manufacturing cost reductions

MACOM

Non-GAAP financial measure. Please see the appendix for reconciliation to GAAP. Guidance is as of July 31, 2018 and is not updated or reaffirmed hereby

Operating Performance

МАСОМ...



Adjusted Operating Income Margin⁽¹⁾

 \rightarrow

Delivering adjusted EPS while continuing to invest



1 Adjusted Operating Income Margin and Adjusted EPS are Non-GAAP financial measures.. Please see the appendix for reconciliation to GAAP. Guidance is as of July 31, 2018 and is not updated or reaffirmed hereby.

Balance Sheet



(\$ in thousands)

(unaudited)

ASSETS			LIABILITIES AND STOCKHOLDERS' EQUITY					
	June 29, 2018	September 29, 2017		June 29, 2018	September 29, 2017			
Current assets:			Current liabilities:					
Cash and cash equivalents	\$ 85,268	\$ 130,104	Current portion of debt obligations	\$ 7,384	\$ 7,700			
Short Term Investments	97,723	84,121	Liabilities held for sale	-	2,144			
Accounts receivable, net	101,285	136,096	Accounts payable, accrued liabiltities and other	84,095	107,275			
Inventories	122,866	136,074	Total current liabilities	91,479	117,119			
Income tax receivable	19,945	18,493	Long-term debt obligations, less current portion	685,804	678,746			
Assets held for sale	4,971	35,571	Common stock warrant liability	15,880	40,775			
Prepaids and other current assets	22,335	22,438	Deferred income taxes	7,791	15,172			
Total current assets	454,393	562,897	Other long-term liabilities	5,724	7,937			
Property and equipment, net	139,415	131,019	Total liabilities	806,678	859,749			
Goodwill & intangible assets	848,277	934,857	Total stockholders' equity	679,037	777,374			
Deferred income taxes	1,662	948	Total liabilities and stockholders' equity	\$1,485,715	\$1,637,123			
Other investments	34,259	-						
Other long term assets	7,709	7,402						
Total assets	\$1,485,715	\$1,637,123						



Appendix

Non-GAAP Financial Measures



We make references in this presentation to certain financial information calculated on a basis other than in accordance with United States Generally Accepted Accounting Principles (GAAP) including non-GAAP revenue, non-GAAP gross profit, non-GAAP gross margin and operating margin, non-GAAP earnings per share, non-GAAP income from operations and operating income, non-GAAP operating expenses, non-GAAP net income, adjusted EBITDA and Free Cash Flow. We may alternatively refer to such non-GAAP measures as "adjusted" measures. These non-GAAP measures are provided as additional insight into on-going financial performance. This non-GAAP information excludes the effect, where applicable, of deferred revenue, discontinued operations, intangible amortization expense, share-based compensation costs, impairment and restructuring charges, changes in common stock warrant liability, financing and litigation costs, acquisition and integration related costs, equity investment gains and losses, other costs and the tax effect of each adjustment. The non-GAAP information includes income associated with a consulting agreement that we entered into in connection with the Automotive divestiture which ended in August 2017.

Management believes that these excluded items are not reflective of our underlying performance. Management uses these non-GAAP financial measures to: evaluate our ongoing operating performance and compare it against prior periods, make operating decisions, forecast future periods, evaluate potential acquisitions, compare our operating performance against peer companies and assess certain compensation programs. The presentation of these and other similar items in our non-GAAP financial results should not be interpreted as implying that these items are non-recurring, infrequent or unusual. We believe this non-GAAP financial information provides additional insight into our ongoing performance and have therefore chosen to provide this information to investors for a more consistent basis of comparison and to help them evaluate the results of our ongoing operations and enable more meaningful period-to-period comparisons. These non-GAAP measures are provided in addition to, and not as a substitute for, or superior to, measures of financial performance prepared in accordance with GAAP.

A reconciliation between GAAP and non-GAAP financial data is attached to this presentation. We have not provided a reconciliation with respect to any forward-looking non-GAAP financial data presented because we do not have and cannot reliably estimate certain key inputs required to calculate the most comparable GAAP financial data, such as the future price per share of our common stock for purposes of calculating the value of our common stock warrant liability and share-based compensation costs, future acquisition costs, the possibility and impact of any litigation costs, changes in our GAAP effective tax rate, impairment charges and acquisition integration and other costs related to our acquisitions, which are difficult to predict and estimate. We believe these unknown inputs are likely to have a significant impact on any estimate of the comparable GAAP financial data.

Investors are cautioned against placing undue reliance on these non-GAAP financial measures and are urged to review and consider carefully the adjustments made by management to the most directly comparable GAAP financial measures to arrive at these non-GAAP financial measures. Non-GAAP financial measures may have limited value as analytical tools because they may exclude certain expenses that some investors consider important in evaluating our operating performance or ongoing business performance. Further, non-GAAP financial measures may have limited value for purposes of drawing comparisons between companies because different companies may calculate similarly titled non-GAAP financial measures in different ways because non-GAAP measures are not based on any comprehensive set of accounting rules or principles.



econciliation of GAAP to Non-GAAP Results								
(\$ in thousands)				Three Mo	nths Ended			
(unaudited)	Q3FY18	Q2FY18	Q1FY18	Q4FY17	Q3FY17	Q2FY17	Q1FY17	Q4FY16
	6/29/18	3/30/18	12/29/17	9/29/17	6/30/17	3/31/17	12/30/16	9/30/16
Revenue - GAAP	\$137,872	\$150,414	\$130,925	\$166,381	\$194,555	\$186,084	\$151,752	\$152,697
Deferred revenue	\$7,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Revenue - non-GAAP	\$ 144,872	\$ 150,414	\$ 130,925	\$ 166,381	\$ 194,555	\$ 186,084	\$ 151,752	\$ 152,697
Gross Profit - GAAP	\$48,169	\$65,601	\$60,954	\$86,896	\$92,629	\$68,864	\$78,495	\$81,804
Amortization expense	8,593	8,173	8,146	8,592	8,416	7,277	6,001	6,366
Share-based and non-cash compensation	1,059	952	927	931	956	966	794	628
Impairment related charges	-	2,568	-	-	-	-	-	-
Acquisition, integration and restructuring related costs	93	358	338	208	11,736	31,793	1,546	542
Production and product line exits	16,165	0	0	0	0	0	0	0
Deferred revenue	7,000	0	0	0	0	0	0	0
Gross Profit - non-GAAP	\$81,079	\$77,652	\$70,365	\$96,627	\$113,737	\$108,900	\$86,836	\$89,340
Gross Margin - non-GAAP	56 .0%	51.6%	53.7%	58. 1%	58.5%	58.5%	57.2%	58.5%
Income (loss) From Operations - GAAP	(\$42,644)	(\$23,396)	(\$22,993)	\$347	\$6,648	(\$33,616)	\$10,538	\$10,065
Amortization expense	21,676	19,926	19,139	19,585	19,248	14,440	12,468	12,864
Share-based and non-cash compensation	9,716	4,635	9,215	8,538	10,789	12,226	10,085	9,727
Impairment and restructuring charges	102	10,681	4,661	4,753	586	469	1,287	1,365
Litigation costs	997	781	746	675	569	780	262	1,037
Acquisition, integration and restructuring related costs	1,856	3,112	2,653	3,843	14,380	54,127	6,314	2,688
Production and product line exits	17,753	1.1.1.1	1010	11.11.14	140404	-	-	-
Deferred revenue	7,000	1.1.1	111	1.1.1	1.1.1.1.1		-	-
Other	1 - 1 - 1	52 (J 1 - J	<u> </u>	218	719	183	2	573
Income From Operations - non-GAAP	\$16,456	\$15,739	\$13,421	\$37,959	\$52,939	\$48,609	\$40,956	\$38,319
Operating Income Margin - non-GAAP	11.4%	10.5%	10.3%	22.8%	27.2%	26.1%	27.0%	25.1%

Reconciliation of GAAP to Non-GAAP Results

Continued >

Earnings per diluted share - non-GAAP



Reconciliation of GAAP to Non-GAAP Results Three Months Ended (\$ in thousands) Q3FY18 **Q2FY18** Q1FY18 Q4FY17 Q3FY17 Q2FY17 Q1FY17 Q4FY16 (unaudited) 12/30/16 6/29/18 3/30/18 12/29/17 9/29/17 6/30/17 9/30/16 3/31/17 Net Income (loss) - GAAP (\$85,430)(\$15,484)(\$22,569)(\$10,720) (\$27,677) (\$130,131) (\$965) \$5.101 Amortization expense 21.676 19.926 19.139 19.585 19.248 14.440 12.468 12.864 Share-based and non-cash compensation 9.716 4.635 9.215 8.538 10.789 12.226 10.085 9.727 Impairment and restructuring charges 102 10.681 4.661 4.753 586 469 1.287 1,365 Warrant liability expense (gain) 6,728 (17,015)(13, 958)9,085 2,573 4,823 12,691 (14,608)Non-cash interest 1,036 1,508 1,028 827 1,122 721 702 503 Litigation costs 997 781 746 675 569 780 261 1,037 Acquisition, integration and restructuring related costs 2,688 1,856 3.112 2,653 3,843 14,380 54,127 6.314 Production and product line exits 17,753 **Discontinued Operations** 220 12.594 647 18 5.599 15,575 (2, 261)669 Equity investment and sale of business losses 37,202 4,085 Deferred revenue 7,000 -Other 218 1,856 1,055 2 573 (3,810) (17,114) Tax effect of non-GAAP adjustments (10, 232)(3,762)775 3,981 (1,653)85,424 Net Income - non-GAAP \$8,624 \$6,639 \$30,336 \$43,880 \$39,423 \$31,836 \$30,082 \$8,485 Net Income Margin - non-GAAP 6.0% 5.6% 5.1% 18.2% 22.6% 21.2% 21.0% 19.7% **Diluted shares - GAAP** 64,920 65,132 65,109 64,243 64,019 60,813 53,737 53,676 Incremental stock options, warrants, 725 478 500 1.687 1.916 2.031 1.875 1.609 restricted stock and units **Diluted shares - non-GAAP** 65,645 65.610 65.609 65,930 65.935 62.844 55.612 55,285 Earnings per diluted share - GAAP (1.32)(0.57)(0.50)(0.38)(0.43)(2.14)(0.02)0.09

0.13

0.10

0.46

0.67

0.63

0.57

0.13

45

0.54



Reconciliation of GAAP to Non-GAAP Results

econciliation of GAAP to Non-GAAP Results (\$ in millions)	Fiscal Year		Fiscal Year	Fiscal Year	Fiscal Year
(unaudited)	2017	2016	2015	2014	2013
Revenue - GAAP	\$698.8	\$544.3	\$420.6	\$339.2	\$242.7
Nitronex prior to acquisition	\$0.0	\$0.0	\$0.0	(\$1.0)	(\$4.4)
Revenue - non-GAAP	\$698.8	\$544.3	\$420.6	\$338.1	\$238.3
Gross Profit - GAAP	\$326.9	\$281.6	\$203.6	\$140.9	\$109.2
Nitronex prior to acquisition	\$0.0	\$0.0	\$0.0	\$1.0	\$3.3
Amortization expense	\$30.3	\$26.6	\$27.3	\$18.3	\$1.9
Share-based and non-cash compensation	\$3.6	\$2.5	\$2.3	\$1.8	\$1.0
Impairment and restructuring charges	\$0.0	\$2.0	\$0.0	\$0.0	\$0.0
Acquisition and integration related costs	\$45.3	\$3.6	\$7.1	\$20.3	\$0.0
Other	\$0.0	\$0.0	\$1.6	\$1.5	\$0.0
Gross Profit - non-GAAP	\$406.1	\$316.4	\$241.8	\$183.7	\$115.4
Gross Margin - non-GAAP	58.1%	58. 1%	57.5%	54.3%	48.4%
Income (loss) From Operations - GAAP	(\$16.1)	\$13.2	\$10.1	(\$27.8)	\$7.7
Nitronex prior to acquisition	\$0.0	\$0.0	\$0.0	\$3.1	\$9.7
Amortization expense	\$65.7	\$50.3	\$39.0	\$20.1	\$3.2
Share-based and non-cash compensation	\$41.6	\$36.5	\$31.3	\$12.0	\$6.1
Impairment and restructuring charges	\$7.1	\$17.2	\$1.3	\$14.8	\$2.2
Litigation costs	\$2.3	\$2.2	\$0.9	\$1.6	\$9.2
Acquisition and integration related costs	\$78.7	\$13.4	\$14.3	\$39.4	(\$0.6
Other	\$1.1	\$0.6	\$0.0	\$0.0	(\$0.6
Income From Operations - non-GAAP	\$180.5	\$133.3	\$96.9	\$63.1	\$36.9
Depreciation expense	\$25.9	\$18.7	\$14.1	\$12.6	\$10.2
Consulting and other income	\$7.5	\$7.6	\$0.0	\$0.1	\$0.4
Adjusted EBITDA - non-GAAP	\$213.9	\$159.6	\$111.0	\$75.8	\$47.5
Operating Income Margin - non-GAAP	25.8%	24.5%	23.0%	18.7%	15.5%



Reconciliation of GAAP to Non-GAAP Results

Reconciliation of GAAP to Non-GAAP Results

(\$ in millions)	Fiscal Year	Fiscal Year	Fiscal Year	Fiscal Year	Fiscal Year	
(unaudited)	2017	2016	2015	2014	2013	
Net Income (loss) - GAAP	(\$169.5)	\$1.4	\$48.6	(\$29.4)	\$18.2	
Nitronex prior to acquisition	\$0.0	\$0.0	\$0.0	\$3.1	\$0.0	
Amortization expense	\$65.7	\$50.3	\$39.0	\$16.4	\$2.0	
Share-based and non-cash compensation	\$41.6	\$36.5	\$31.3	\$9.9	\$3.8	
Impairment and restructuring charges	\$7.1	\$17.2	\$1.3	\$12.2	\$0.3	
Warrant liability expense (gain)	\$2.5	\$16.4	\$6.0	\$3.9	\$4.3	
Non-cash interest	\$3.4	\$1.7	\$1.7	\$2.5	\$0.2	
Litigation costs	\$2.3	\$2.2	\$0.9	\$1.3	\$5.8	
Acquisition and integration related costs	\$78.7	\$13.4	\$12.3	\$25.1	\$0.0	
Discontinued Operations	\$26.6	\$1.8	(\$54.1)	\$4.6	(\$6.7)	
Exited leased facility costs	\$0.0	\$0.0	\$0.0	\$0.0	\$0.8	
Transition services for divested businesses	\$0.0	\$0.0	(\$0.4)	(\$2.4)	\$0.0	
Impairment of minority investment	\$0.0	\$0.0	\$3.5	\$0.0	\$0.0	
Other	\$3.1	\$0.6	\$0.0	\$0.0	\$0.0	
Tax effect of non-GAAP adjustments	\$83.9	(\$35.9)	(\$21.9)	(\$2.9)	\$0.0	
Net Income - non-GAAP	\$145.5	\$105.5	\$68.1	\$44.2	\$28.7	
Net Income Margin - non-GAAP	20.8%	19.4%	16.2%	13. 1%	12.0%	
Diluted shares - GAAP	53.4	53.4	51.1	47.0	47.1	
Incremental stock options, warrants, restricted stock and units	1.9	1.9	2.1	1.4	0.8	
Diluted shares - non-GAAP	54.3	55.2	53.2	48.4	47.9	
Earnings per diluted share - GAAP	(2.79)	0.03	0.95	(0.63)	0.39	
Earnings per diluted share - non-GAAP	2.32	1.91	1.28	0.91	0.60	



THANK YOU