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Subject Company: Applied Micro Circuits Corporation Commission File No. 000-23193





# Accelerating and Broadening Breakout Growth in Cloud Data Centers

John Croteau, President, CEO MACOM November 30, 2016



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

DISCLOSURE NOTICE: This presentation contains forward-looking information related to MACOM, AppliedMicro and the proposed acquisition of AppliedMicro by MACOM that involves substantial risks and uncertainties that could cause actual results to differ materially from those expressed or implied by such statements. Forward-looking statements in this presentation include, among other things, statements about the potential benefits and synergies, strategic plans, divestitures, cost savings, accretion, revenue, margins, market share capture, competitive position, integration and financial and business expectations associated with the acquisition, the price of the transaction, the consideration used in the transaction and the anticipated timing of closing of the acquisition. Risks and uncertainties include, among other things, risks related to the satisfaction of the conditions to closing the acquisition (including the failure to obtain necessary regulatory approvals) in the anticipated timeframe or at all, including uncertainties as to how many of AppliedMicro's stockholders will tender their shares in the tender offer and the possibility that the acquisition does not close; risks related to the ability to realize the anticipated benefits of the acquisition, including the possibility that the expected benefits from the proposed acquisition will not be realized or will not be realized within the expected time period; the risk that the businesses will not be integrated successfully; disruption from the transaction making it more difficult to maintain business, contractual and operational relationships; negative effects of this presentation or the consummation of the proposed acquisition on the market price of MACOM's common stock and on MACOM's operating results; significant transaction costs; unknown liabilities; the risk of litigation and/or regulatory actions related to the proposed acquisition; other business effects, including the effects of industry, market, economic, political or regulatory conditions; future ex

A further description of risks and uncertainties relating to MACOM and AppliedMicro can be found in their respective Annual Reports on Form 10-K for the fiscal years ended September 30, 2016 and March 31, 2016, respectively, and in their subsequent Quarterly Reports on Form 10-Q and Current Reports on Form 8-K, all of which are filed with the U.S. Securities and Exchange Commission (the "SEC") and available at www.sec.gov.

We make references in this presentation to certain financial information calculated on a basis other than in accordance with accounting principles generally accepted in the United States (GAAP) including non-GAAP gross margin and operating margin, non-GAAP earnings per share, non-GAAP revenue and non-GAAP free cash flow. These non-GAAP measures are provided to enhance the user's overall understanding of the potential impact of the AppliedMicro transaction. We are unable to provide a quantitative reconciliation of these non-GAAP measures to the most directly comparable GAAP measures because we cannot reliably forecast transaction, integration and other costs related to the AppliedMicro transaction, which are difficult to predict and estimate.

The information contained in this presentation is as of November 30, 2016. Neither MACOM nor AppliedMicro assumes any obligation to update forward-looking statements contained in this presentation as the result of new information or future events or developments.

# Additional Information and Where to Find it



The exchange offer for the outstanding shares of AppliedMicro stock described in this communication has not yet commenced. This presentation is for informational purposes only and is neither an offer to purchase nor a solicitation of an offer to sell shares, nor is it a substitute for any materials that MACOM and its offering subsidiary, Montana Merger Sub I, Inc. ("Purchaser"), will file with the SEC.

Purchaser plans to file a Tender Offer Statement on Schedule TO, together with other related exchange offer documents, including a letter of transmittal, in connection with the offer; AppliedMicro plans to file a Recommendation Statement on Schedule 14D-9 in connection with the offer; and MACOM plans to file a Registration Statement on Form S-4 that will serve as a prospectus for MACOM stock to be issued as consideration in the offer and the acquisition. These documents will contain important information about MACOM, AppliedMicro and the acquisition. AppliedMicro stockholders are urged to read these documents carefully and in their entirety when they become available before making any decision regarding exchanging their shares. These documents will be made available to AppliedMicro stockholders at no expense to them and will also be available for free at the SEC's website at www.sec.gov. Additional copies may be obtained for free by contacting MACOM's investor relations department at 949-224-3874 or AppliedMicro's investor relations department at (415) 217-4962.

In addition to the SEC filings made in connection with the transaction, each of MACOM and AppliedMicro files annual, quarterly and current reports and other information with the SEC. You may read and copy any reports or other such filed information at the SEC public reference room at 100 F Street, N.E., Washington, D.C. 20549. Please call the SEC at 1-800-SEC-0330 for further information on the public reference room. MACOM's and AppliedMicro's filings with the SEC are also available to the public from commercial document-retrieval services and at the website maintained by the SEC at http://www.sec.gov.

### **MACOM's Optical Businesses**



#### **PON Access**

14% of Q4 FY16 total sales

2.5G lasers

Drivers, TIAs

10G transition

Cash cow



#### **TOTAL OPTICAL**

53% of Q4 FY16 sales 96% Y:Y growth

#### Metro/Long-haul

13% of Q4 FY16 total sales in drivers & TIAs

#### **Data Centers**

8% of Q4 FY16 total sales in

100G drivers, CDR, TIAs

New:

25G lasers

L-PICs

PAM4 PHY

PAM4 PHY

Router

All sales figures presented are for MACOM's Q4 Fiscal Year 2016, all sequential comparisons are comparing

MACOM's Q4 FY 16 to its Q3 FY16, and all year over year comparisons are comparing MACOM's Q4 FY 16 to its Q4

WAN/Core

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6% of Q4 FY16 total sales in Spine switches TOSA/ROSA

49% sequential (81% Y:Y) growth

Leaf switches

Servers

Other Optical

12% of Q4 FY16 total sales

Fiber backhaul/fronthaul, etc.

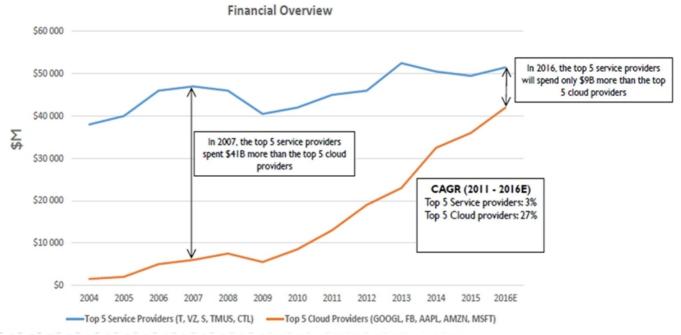
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# **Datacenter Investments by Cloud Service Providers**



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By 2018-19, investments from the top 5 Cloud Providers expected to match the investments from the top 5 Telecom Service Providers



Source: Yole Development

# **Today's Presenters**





John Croteau President, CEO MACOM



Preet Virk SVP & GM, Networks MACOM



Paramesh Gopi President, CEO AppliedMicro



Vivek Rajgarhia VP & GM, Lightwave MACOM



Bob McMullan SVP & CFO MACOM

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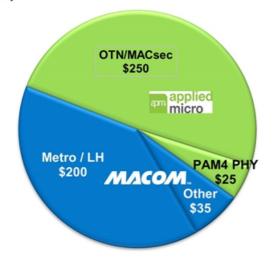
# Preet Virk SVP & GM, Networks MACOM

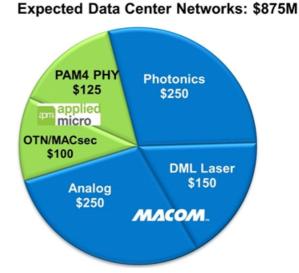


### **Leadership Position Addressing** Large Optical Networks TAM of \$1.4B\*



#### **Expected Service Provider Networks: \$510M**



























### 50% MACOM Optical Connectivity TAM Expansion

<sup>2019</sup> TAM based on IHS/Infonetics, Yole and internal estimates

# **Service Provider Market Leadership**



	MACOM. Product Leade	ership applied micro
	Industry Fir	rsts
2014	Quad channel limiting driver for CFP2 ACO	Lowest power, highest performance coherent multiplexer in CMOS
2015	Quad channel linear driver for CFP DCO, CFP2 ACO Quad 46Gbaud SMD driver	Highest density OTN/Ethernet SmartPHY
2016	Quad 64Gbaud driver for next generation 600G systems	World's first dual 100GE MACSec PHY

Ports Shipped to date: > 1M
 YoY Revenue Growth¹: 81%

Ports Shipped to date: > 6MSingle source at multiple OEMs

### **Application Types**









## **Data Center Market Leadership**



# MACOM<sub>...</sub> Product Leadership



	Indust	ry Firsts
2014	First Lowest Power TIA for 100G QSFP First 100Gbps CDR&EML Driver	First 100G/10G MLG Gearbox
2015	First 100Gbps Short Reach CDR+TIA First 100Gbps CDR+VCSEL Driver	First 40Gbps Serial Over Twinax Copper
2016	First Merchant Silicon Photonics L-PIC First 53Gbaud TIA and 26GBaud CDR	First 100G Single Lambda PAM4 PHY enabled by highest speed A/D & D/A in PAM4 PHY

100G XCVRs enabled: > 1M YoY Revenue Growth1: 250%

- First and only supplier to demonstrate 100G single lambda PAM4 in Silicon
- Single-source at #1 transceiver customer

### **Application Types**

### Winning With Winners!



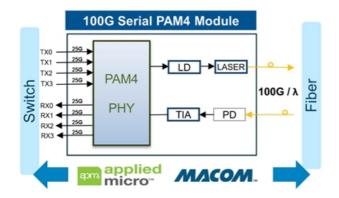
<sup>1</sup>FY2015-FY2016 Company Confidential

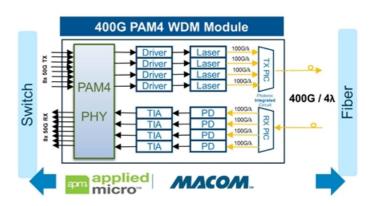


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### "Switch to Fiber" Data Center Portfolio







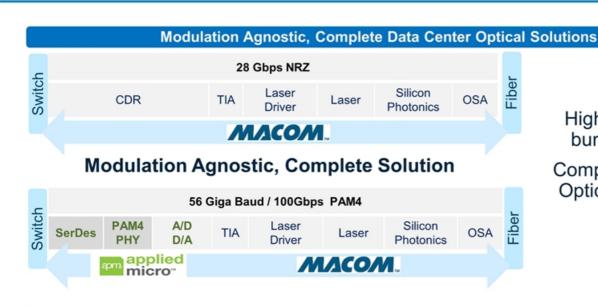
- > 4x Bit Rate Improvement per Lambda
- Manufacturing Cost Reduction by 40%
- Enhanced Field Reliability

Expected to Accelerate 100G and 400G Optical Transceiver Penetration into Data Center Applications

IEEE standards body recommended the adoption of single lambda PAM4 to be an industry standard for 400G and 100G transceivers

### **Complete Portfolio**





High margin, sticky bundled solutions Complete Portfolio for Optical Transceivers

#### **Broad Range of Solutions for Service Provider OEMs**

MACSec and / or OTN Framer, Mapper

applied micro

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Customer's Coherent DSP

Coherent Drivers & TIA

MACOM.

Expands portfolio for Service Provider coherent line cards (MACSec & OTN)

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# Paramesh Gopi President, CEO AppliedMicro



## **Powering Industry Leading Platforms**





































Multiple Tier 1 100/400G CSSP for PAM4 Modules

**Industry Leading DWDM Platforms** 













Tier 1 Industry Leading Switch Routers and Packet Optical Equipment













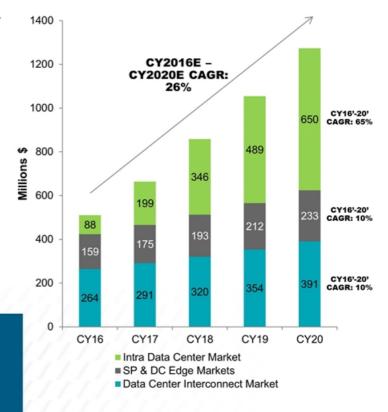


# Two Generation Technology Lead: Driving Next Gen Optical Connectivity



- Pioneered 16nm Ultra Low power 100G PAM 4 Single Lambda
- Ultra Low Power 16nm Analog / Mixed Signal Technologies
  - 56 GSps Data Converters (ADC/DAC)
  - 100 Gbps SerDES
  - Cutting Edge Low Power DSP
- Deep Customer Engagements with leading NEMs and MDC's

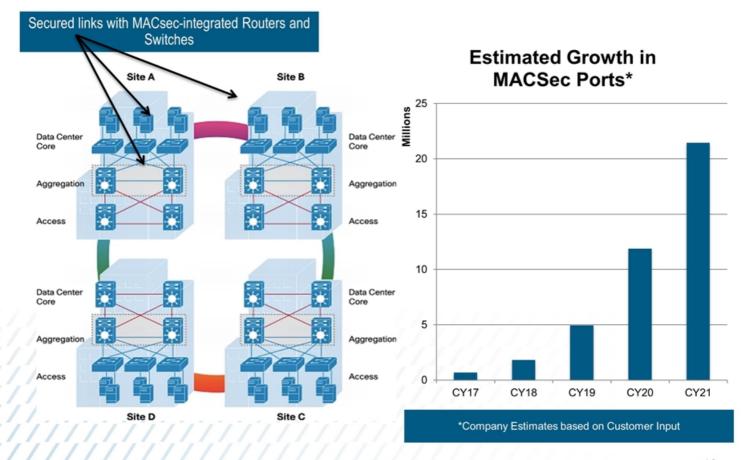
Industry Leading
CMOS Analog / Mixed Signal
Technology



Company Confidential Source: Ovum Research; APM Estimates 15

# **MACSec: Pervasive Secure Ethernet** for Data Centers





### **APM Compute Business**



- APM to continue execution of Compute business plan through completion of MACOM transaction
  - · Continued supply chain activities for PPC, X-Gene 1, 2 and HeliX product lines
- APM will fully support MACOM's post-closing divestiture plan for the Compute business
  - · MACOM will continue to support customers post-closing during transition process
- > APM X-Gene leads industry for ARM based Server Processors
  - Key Customers include HPE and select Mega Data Center Operators
    - Three Generations of Proven Solutions
  - X-Gene 3 offers compelling per socket memory and Compute performance for key scale out applications with significant TCO benefits
  - Customer delivery of X-Gene 3 evaluation platforms expected Q'1 2017





# Vivek Rajgarhia VP & GM, Lightwave MACOM



# The Addition of AppliedMicro Provides Potential Large Upside Revenue Synergies

MACOM

AppliedMicro



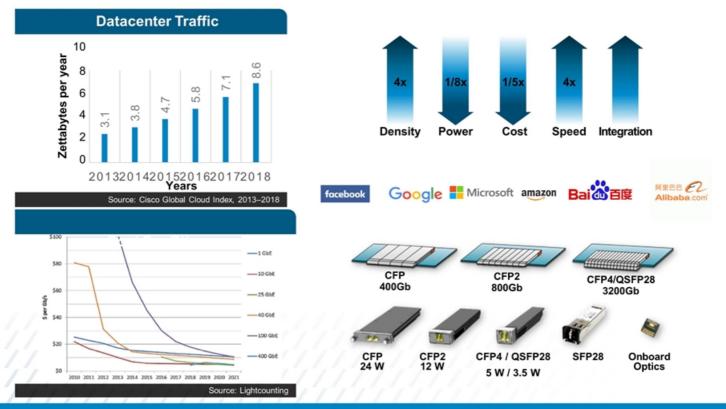




# Accelerates and Broadens Breakout Growth in Cloud Data Centers

# **Trends in Data Centers for Cloud Service Providers**

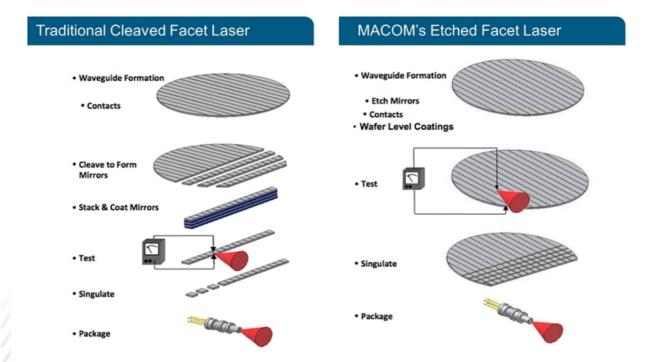




Cloud Service Providers are Driving to 100G, 400G at 1/5 the Cost Per Bit

## **Etched Facet Technology**

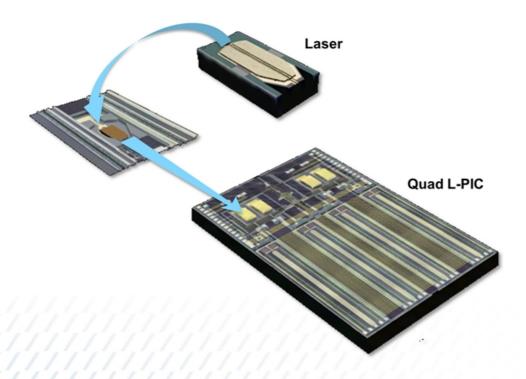




Patented EFT Technology Enables the Required Cost and Scale for the Explosive Cloud Data Center Market

# L-PIC<sup>™</sup> Enabled By MACOM's EFT and Silicon Photonics Design

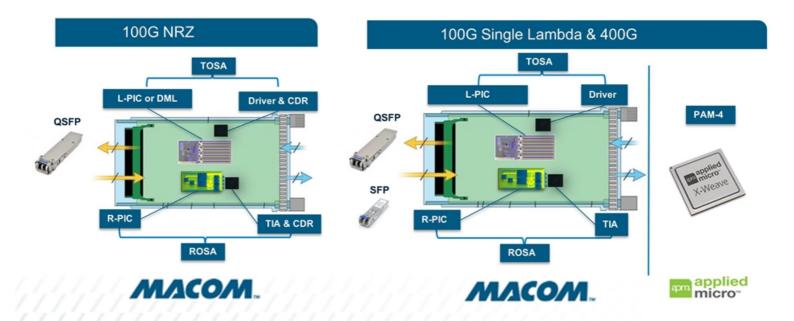




MACOM's L-PIC™ Enables an Inflection in Demand for 100G and 400G in the Data Center

### MACOM Provides all the Critical Components MACOM... from Switch to Fiber in Data Centers

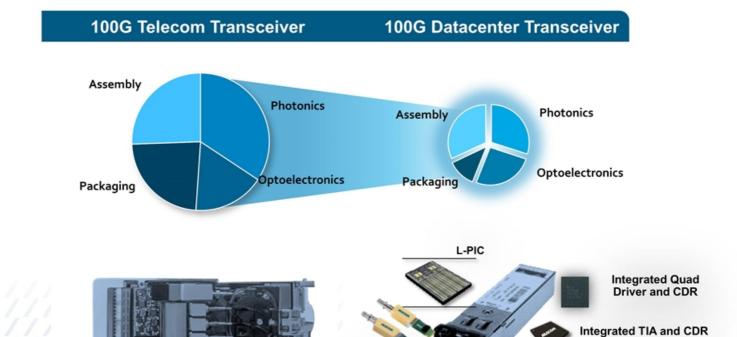




#### L-PIC and PAM-4 PHY Critical for 100G Single Lambda and 400G

# Accelerating the Adoption of 100G Interconnects in Data Centers









# Bob McMullan SVP & CFO MACOM



### **Transaction Summary**



#### **Transaction**

- MACOM to acquire AppliedMicro (NASDAQ: AMCC)
  - Highly complementary Connectivity business servicing high growth Data Center market
  - Plan to divest non-strategic Compute business (known interested buyers)

#### Price / Consideration

- Cash/stock offer of \$8.36 per share of AppliedMicro common stock, a 15.4% premium to November 18<sup>th</sup>, 2016 closing AppliedMicro share price\*
- \$3.25 in cash and 0.1089 MACOM shares per share of AppliedMicro
- ~\$770mm total consideration, or ~\$688mm net of AppliedMicro's \$82mm of cash as of September 30, 2016

#### **Financing**

- Combination of ~\$290mm of cash and ~10mm new shares
- AMCC shareholders will own ~15% of MACOM pro forma for the transaction

#### **Timing**

Targeted close in first calendar quarter of 2017

#### Financial Impact(1)

- Expected to enhance MACOM's revenue growth as well as non-GAAP gross margin and operating margin
- Expected to be accretive to non-GAAP EPS (fully diluted) in FY2017
- AppliedMicro NOLs can be utilized subject to Section 382 limitations

Assumes transaction closes in first calendar quarter of 2017. Financials exclude Compute business and assumes targeted synergies achieved.

\* As of announcement, November 21, 2016 Company Confidential

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# **100 Day Integration**























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# **Unprecedented Non-GAAP Fiscal Year Results**



# Validation of our Strategic Growth Model<sup>1</sup>

	Со	mpounded	FY2013	FY2014	FY2015	FY2016
Revenue <sup>2</sup>	•	32% CAGR	\$238.3	\$338.1	\$420.7	\$544.3
Gross Margin	•	970 basis points	48.4%	54.3%	57.5%	58.1%
EPS	•	47% CAGR	\$0.60	\$0.91	\$1.28	\$1.91

<sup>&</sup>lt;sup>1</sup>All figures on this slide 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 this slide deck. Dollar figures in millions except per share date.

<sup>&</sup>lt;sup>2</sup>Revenue in \$ millions

# **Balance Sheet**



ASSET	rs			
	Sept	September 30, 2016		ober 2, 2015
Current assets:				
Cash and cash equivalents	s	333.0	S	122.3
Short Term Investments	1	23.8		39.6
Accounts receivable, net		108.3		84.0
Inventories		114.9		79.9
Deferred income taxes		-		31.4
Income tax receivable		21.6		15.9
Prepaids and other current assets		11.3		11.2
Total current assets		612.9		384.2
Property and equipment, net		99.2		83.8
Goodwill & intangible assets		379.6		337.0
Deferred income taxes		89.6		48.2
Other long term assets		7.2		7.6
Total assets		1,188.6	s	860.8

	September 30, 2016		October 2, 2015	
Current liabilities:				
Current portion of debt obligations	S	7.2	S	4.1
Accounts payable, accrued liabilitities and other		84.9		67.4
Total current liabilities		92.2		71.5
Long-term debt obligations, less current portion		576.3		335.1
Common stock warrant liability		38.3		21.8
Deferred income taxes		11.8		
Other long-term liabilities		7.3		7.9
Total liabilities		725.8		436.3
Total stockholders' equity	1	462.8		424.5
Total liabilities and stockholders' equity	s	1,188.6	s	860.8

# **Target Financial Operating Model**



Non-GAAP Revenue +20% Growth

Non-GAAP Gross Margin 60%

Non-GAAP Operating Margin  $30\% \rightarrow 40\%$ 

Free Cash Flow<sup>2</sup> 60% Pro Forma Net Income

# **Non-GAAP Reconciliation**



(\$ In millions)	Fiscal Year	Fiscal Year	Fiscal Year	Fiscal Year
	2016	2015	2014	2013
Revenue - GAAP	\$544.3	\$420.6	\$339.2	\$323.1
Nitronex prior to acquisition	\$0.0	50.0	(\$1.0)	(\$4.4)
Revenue - non-GAAP	\$544.3	\$420.6	\$338.1	\$318.7
D 0.440	*****	****	****	*****
Gross Profit - GAAP	\$281.6	\$203.6	\$140.9	\$136.4
Nitronex prior to acquisition	50.0	\$0.0	\$1.0	\$3.3
Amortization expense	\$26.6	\$27.3	\$18.3	51.9
Share-based and non-cash compensation	\$2.5	\$2.3	\$1.8	51.0
Impairment and restructuring charges	\$2.0	\$0.0	\$0.0	50.0
Acquisition and integration related costs	\$3.6	\$7.1	\$20.3	\$0.0
Other	\$0.0	\$1.6	\$1.5	\$0.0
Gross Profit - non-GAAP	\$316.4	\$241.8	\$183.7	\$142.6
Gross Margin - non-GAAP	58.1%	57.5%	54.3%	44.8%
income (loss) From Operations - GAAP	\$13.2	\$10.1	(\$27.8)	\$32.1
Nitronex prior to acquisition	50.0	\$0.0	\$3.1	59.1
Amortization expense	\$50.3	539.0	520.1	53.2
Share-based and non-cash compensation	\$36.5	\$31.3	512.0	36.1
Impairment and restructuring charges	\$17.2	\$1.3	514.8	\$1.0
Litigation costs	\$2.2	50.9	\$1.6	59.8
Acquisition and integration related costs	\$13.4	514.3	539.4	50.7
Other	\$0.6	\$0.0	50.0	50.0
income From Operations - non-GAAP	\$133.3	\$96.9	\$63.1	\$61.9
Operating Income Margin - non-GAAP	24.5%	23.0%	18.7%	19.4%
and the contribution of th				90.40
Net Income (Ioss) - GAAP	\$1.4	\$48.6	(\$29.4)	
Nitronex prior to acquisition	30.0	50.0	53.1	59.1
Amortization expense	\$50.3	\$39.0	\$16.4	52.0
Share-based and non-cash compensation	\$36.5	\$31.3	59.9	\$3.8
Impairment and restructuring charges	\$17.2	\$1.3	512.2	50.7
Warrant liability expense (gain)	\$16.4	\$6.0	\$3.9	\$4.3
Non-cash Interest	\$1.7	\$1.7	\$2.5	50.2
Litigation costs	\$2.2	50.9	\$1.3	\$6.2
Acquisition and integration related costs	\$13.4	\$12.3	\$25.1	(\$0.4)
Discontinued Operations	51.8	(354.1)	\$4.6	30.0
Transition services for divested businesses	\$0.0	(30.4)	(32.4)	50.0
Impairment of minority investment	50.0	\$3.5	50.0	50.0
Other	50.6	\$0.0	\$0.0	\$0.0
Tax effect of non-GAAP adjustments	(\$35.9)	(\$21.9)	(\$2.9)	\$0.0
Net Income - non-GAAP	\$105.5	\$68.1	\$44.2	\$44.9
Net Income Margin - non-GAAP	19.4%	18.2%	13.1%	14.1%
Diluted shares - GAAP	53.4	51.1	47.0	47.1
Incremental stock options, warrants, restricted stock and units	1.9	2.1	1.4	1.0
Diluted shares - non-GAAP	55.2	53.2	48.4	48.1
Earnings per diluted share - GAAP	0.03	0.95	(0.63)	0.39
Earnings per diluted share - non-GAAP	1.91	1.28	0.91	0.93





# Accelerating and Broadening Breakout Growth in Cloud Data Centers

Thank You.

