# Lam Research Corporation Announces Financial Results for the Quarter Ended June 26, 2011 

FREMONT, CA -- (MARKET WIRE) -- 07/27/11 -- Lam Research Corporation's (NASDAQ: LRCX) highlights for the June 2011 quarter were:

Lam Research Corporation
Financial Highlights for the Quarter Ended June 26,
2011
(in thousands, except per share data and percentages)
U.S. GAAP Non-GAAP
-- Revenue: $\quad \$ \quad 752,018$ \$ 752,018
-- Operating Margin: $\quad 18.9 \% \quad 21.1 \%$
-- Net Income: $\quad \$ \quad 125,928 \quad \$ \quad 142,289$
-- Diluted EPS: $\quad \$ \quad 1.01$ \$ 1.14


#### Abstract

Lam Research Corporation today announced financial results for the quarter ended June 26, 2011. Revenue for the period was $\$ 752.0$ million, gross margin was $\$ 338.5$ million ( $45.0 \%$ ), and net income was $\$ 125.9$ million, or $\$ 1.01$ per diluted share, compared to revenue of $\$ 809.1$ million, gross margin of $\$ 374.0$ million ( $46.2 \%$ ), and net income of $\$ 182.2$ million, or $\$ 1.45$ per diluted share, for the March 2011 quarter. Shipments for the June 2011 quarter were $\$ 793$ million compared to $\$ 813$ million during the March 2011 quarter.

In addition to U.S. Generally Accepted Accounting Principles (GAAP) results, this commentary contains nonGAAP financial measures. The Company's non-GAAP results for the June 2011 quarter exclude certain costs for restructuring and impairments, the non-cash portion of convertible debt interest expense, and tax expense associated with legal entity restructuring. There were no adjustments to U.S. GAAP results to determine "nonGAAP" results for the March 2011 quarter. Management uses non-GAAP operating income, operating expenses, operating margin, net income, and net income per diluted share to evaluate the Company's operating and financial results. The Company believes the presentation of non-GAAP results is useful to investors for analyzing business trends and comparing performance to prior periods, along with enhancing the investors' ability to view the Company's results from management's perspective. Tables presenting reconciliations of non-GAAP results to U.S. GAAP results are included at the end of this press release and on the Company's web site at http://investor.lamresearch.com.


Non-GAAP net income was $\$ 142.3$ million, or $\$ 1.14$ per diluted share, in the June 2011 quarter compared to non-GAAP net income of $\$ 182.2$ million, or $\$ 1.45$ per diluted share, for the March 2011 quarter. Gross margin
for the June 2011 quarter was $\$ 338.5$ million or $45.0 \%$, compared to gross margin of $\$ 374.0$ million or $46.2 \%$, for the March 2011 quarter. The sequential decrease in gross margin was primarily due to lower factory and field utilization as a result of the decline in volume from the March to the June quarter. Non-GAAP operating expenses for the June 2011 quarter were $\$ 179.5$ million compared with the March 2011 quarter of $\$ 177.0$ million and reflect our continued investments in strategic development activities.

The geographic distribution of shipments and revenue during the June 2011 quarter is shown in the following table:

Region Shipments Revenue

| --------------------------------------------------- |  |  |
| :--- | :---: | :---: |
| North America | $15 \%$ | $15 \%$ |
| Europe | $12 \%$ | $11 \%$ |
| Japan | $19 \%$ | $15 \%$ |
| Korea | $18 \%$ | $21 \%$ |
| Taiwan | $17 \%$ | $21 \%$ |
| Asia Pacific | $19 \%$ | $17 \%$ |

Cash and cash equivalents, short-term investments and restricted cash and investments balances were $\$ 2.3$ billion at the end of the June 2011 quarter, compared to $\$ 1.4$ billion at the end of the March 2011 quarter. Cash flows from operating activities were approximately $\$ 198.1$ million or $26 \%$ of revenue during the June 2011 quarter. Additionally, during the quarter the Company completed a convertible debt financing and generated $\$ 835.5$ million in net cash, which includes proceeds from warrant sales, offset by issuance fees and purchase of a convertible note hedge. Deferred revenue and deferred profit balances at the end of the June 2011 quarter were $\$ 257.6$ million and $\$ 157.2$ million, respectively. Lam's deferred revenue balance does not include shipments to Japanese customers, to whom title does not transfer until customer acceptance. Shipments to Japanese customers are classified as inventory at cost until the time of acceptance. The anticipated future revenue from shipments to Japanese customers was approximately $\$ 70.4$ million as of June 26, 2011.
"Lam delivered solid operating performance and financial results for the June quarter," said Steve Newberry, Lam's chief executive officer and vice chairman. "We are seeing significant near term declines in wafer fab equipment spending, and as result our September quarter shipments, revenues and earnings per share will be well below our June quarter results. Even in this environment, we continue to execute to our strategic priorities and make key R\&D investments that position the company for future growth opportunities. Longer term, we continue to believe that on a rolling average basis, twelve-month wafer fab equipment spending should be healthy over the next several years and our outstanding product portfolio, supported by our solid balance sheet and strong cash generation capabilities enable the company to deliver increased value to our customers and our shareholders in that environment," Newberry concluded.

Caution Regarding Forward-Looking Statements
Statements made in this press release that are not statements of historical fact are forward-looking statements and are subject to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Such forward-looking statements relate, but are not limited, to the anticipated revenue from shipments to Japanese customers; our future commitment to our current strategic priorities; the return on our R\&D investments, the market success of our product portfolio, our cash generation capability, future spending in the wafer fab equipment sector, and our ability to meet customers' future technology needs and our future market position. Some factors that may affect these forward-looking statements include: business conditions in the consumer electronics industry, the semiconductor industry and the overall economy; the strength of the financial performance of our existing and prospective customers; the introduction of new and innovative technologies; the occurrence and pace of technology transitions and conversions; the actions of our competitors, consumers, semiconductor companies and key suppliers and subcontractors; and the success of research and development and sales and marketing programs. These forward-looking statements are based on current expectations and are subject to uncertainties and changes in condition, significance, value and effect as well as other risks
detailed in documents filed by us with the Securities and Exchange Commission, including specifically our report on Form 10-K for the year ended June 27, 2010 and the reports on Form 10-Q for the three months ended September 26, 2010, December 26, 2010, and March 27, 2011. These uncertainties and changes could cause actual results to vary from expectations. The Company undertakes no obligation to update the information or statements made in this press release.

Lam Research Corporation is a major provider of wafer fabrication equipment and services to the world's semiconductor industry. Lam's common stock trades on The NASDAQ Global Select Market(SM) under the symbol LRCX. Lam is a NASDAQ-100® company. For more information, visit www.lamresearch.com.

Consolidated Financial Tables Follow

## LAM RESEARCH CORPORATION

## CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS

(in thousands, except per share data and percentages)

Three Months Ended Twelve Months Ended

June 26, March 27, June 27, June 26, June 27,
201120112010201120
$\qquad$
(unaudited) (unaudited) (unaudited) (unaudited) (1)
Total revenue $\$ 752,018 \$ 809,087 \$ 695,289 \$ 3,237,693 \$ 2,133,776$


| as a |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| percent of |  |  |  |  |  |
| revenue | 45.0\% | 46.2\% | 46.2\% | 46.2\% | 45.5\% |
| Research and |  |  |  |  |  |
| development | 99,583 | 96,880 | 85,644 | 373,293 | 320,859 |
| Selling, general |  |  |  |  |  |
| and |  |  |  |  |  |
| administrative | 79,938 | 80,143 | 66,779 | 308,075 | 240,942 |
| Restructuring |  |  |  |  |  |
| and impairments | ts 16,742 | 2 | 13,302 | 11,579 | 21,314 |
| 409A expense | - | - | - | $(38,590)$ |  |
| Total |  |  |  |  |  |
| operating |  |  |  |  |  |
| expenses | 196,263 | 177,023 | 165,725 | 692,947 | 544,525 |
| Operating |  |  |  |  |  |
| income 1 | 142,191 | 196,996 | 155,717 | 804,285 | 425,410 |
| Operating |  |  |  |  |  |
| margin as a |  |  |  |  |  |
| percent of |  |  |  |  |  |
| revenue | 18.9\% | 24.3\% | 22.4\% | 24.8\% | 19.9\% |
| Other income |  |  |  |  |  |
| (expense), net | $(5,131)$ | 1,663 | 3,541 | $(3,409)$ | 4,731 |
| Income |  |  |  |  |  |
| before |  |  |  |  |  |
| income |  |  |  |  |  |
| taxes 13 | 137,060 1 | 198,659 | 159,258 | 800,876 | 430,141 |
| Income tax |  |  |  |  |  |
| expense | 11,132 | 16,419 | 19,261 | 77,128 | 83,472 |

Net income \$ 125,928 \$ 182,240 \$ 139,997 \$ 723,748 \$ 346,669

Net income per
share:

Basic net
income per
share $\quad \$ \quad 1.02 \$ \quad 1.47 \$ 1.11 \$ \quad 5.86 \$ \quad 2.73$


Diluted net
income per

```
share $ 1.01 $ 1.45 $ 1.10 $ 5.79 $ 2.71
```

$======================================================1$

Number of shares
used in per
share
calculations:

Basic |  | 123,863 | 123,674 | 126,339 | 123,529 |
| :--- | :--- | :--- | :--- | :--- |
| 126,933 |  |  |  |  |

| Diluted | 125,086 | 125,293 | 127,786 | 125,019 | 128,126 |
| :---: | :---: | :---: | :---: | :---: | :---: |

1 Derived from audited financial statements

## LAM RESEARCH CORPORATION

CONDENSED CONSOLIDATED BALANCE SHEETS
(in thousands)

| June 26, March 27, June 27, |
| :--- |
| $2011 \quad 2011 \quad 2010$ |
| ------------- ------------- ------------- |
| (unaudited) |

ASSETS

| Cash and cash equivalents | $\$ 1,492,132$ | $\$$ | 942,710 | \$ |
| :--- | :---: | :---: | :---: | :---: | 545,767



LIABILITIES AND STOCKHOLDERS'
EQUITY
Current liabilities $\quad \$ \quad 684,286 \$ 667,391 \$ 558,657$


1 Derived from audited financial statements

## LAM RESEARCH CORPORATION

CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS
(in thousands)

Three Months Ended Twelve Months Ended

[^0]20112011201020112

## (unaudited) (unaudited) (unaudited) (unaudited) <br> (1)

## CASH FLOWS FROM

OPERATING
ACTIVITIES
Net income $\$ 125,928 \$ 182,240 \$ 139,997 \$ 723,748 \$ 346,669$
Adjustments to
reconcile net
income to net
cash provided
by (used for)
operating
activities:
Depreciation
and

| amortization | 19,972 | 18,176 | 17,664 | 74,759 | 71,401 |
| :--- | :--- | :--- | :--- | :--- | :--- |

Deferred
income taxes
$(6,166)$
(733)
$(8,633) \quad(10,721) \quad 13,718$
Restructuring
charges, net
16,74
-
$16,740 \quad 11,579$
24,752
Non-cash
interest
expense $3,554 \quad-\quad-\quad 3,554 \quad-$
Equity-based
compensation
expense 14,788

12,456
53,012
50,463
Income tax
benefit on
equity-based
compensation

plans |  | 9,283 | 15,327 | 9,944 | 28,775 | 10,635 |
| :--- | :--- | :--- | :--- | :--- | :--- |

Excess tax
benefit on
equity-based
compensation

| plans | $(8,184)$ | $(11,878)$ | $(9,261)$ | $(23,290)$ | $(10,234)$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Other, net | 477 | 746 | 648 (2 | $(2,341) \quad 3$, | 3,190 |
| Changes in |  |  |  |  |  |
| operating |  |  |  |  |  |
| asset and |  |  |  |  |  |
| liabilities: | 21,714 | 25,259 | $(13,995)$ | 21,953 ( | $(159,881)$ |
| Net cash |  |  |  |  |  |
| provided by |  |  |  |  |  |
| operating |  |  |  |  |  |
| activities | 198,108 | 241,593 | 165,433 | 3 881,028 | 350,713 |

CASH FLOWS FROM
INVESTING
ACTIVITIES:
Capital
expenditures
and intangible
assets $\quad(34,571)(35,769) \quad(12,042) \quad(127,495) \quad(35,590)$
Net
sales/maturities
(purchases)
of available-
for-sale
securities $(316,789)(11,068)(63,958)(353,523)(77,987)$
Purchase of
other
investments - (417) $(1,223) \quad(417) \quad(2,184)$

Proceeds from
sale of assets - - $\quad 1,544$
Transfer of
restricted cash
and investments (8) (4) 50 (22) 13,205

Other - $\quad-\quad$ (800) $\quad$ (800)

Net cash
used for
investing
activities $(351,368)(47,258)(77,973)(479,913)(103,356)$

CASH FLOWS FROM

FINANCING

ACTIVITIES:

Principal
payments on
long-term debt
and capital
lease
obligations (81) (1,038) (616) $(4,530)(21,040)$

Net proceeds
from issuance
of long-term
debt 882,831 - 336

Proceeds from
sale of
warrants 133,830 - $\quad$ 133,830

Purchase of
convertible
note hedge
$(181,125) \quad-\quad-\quad(181,125)$

Excess tax
benefit on
equity-based
compensation

| plans | 8,184 | 11,878 | 9,261 | 23,290 | 10,234 |
| :--- | :--- | :--- | :--- | :--- | :--- |

Treasury stock
purchases $(53,753)(8,617)(17,860)(211,316) \quad(93,032)$

Net cash
received in
settlement of
(paid in

| advance for) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| stock |  |  |  |  |  |
| repurchase |  |  |  |  |  |
| contracts | $(99,589)$ | - | - (149,5 | 589) |  |
| Reissuances of |  |  |  |  |  |
| treasury stock | 7,518 | 6,521 | 6,173 | 21,194 | 17,452 |
| Proceeds from |  |  |  |  |  |
| issuance of |  |  |  |  |  |
| common stock | 2,179 | 5,980 | 5,563 | 12,401 | 13,386 |
| Net cash |  |  |  |  |  |
| provided by |  |  |  |  |  |
| (used for) |  |  |  |  |  |
| financing |  |  |  |  |  |
| activities 6 | 699,994 | 14,724 | 2,521 | 526,986 | $(72,664)$ |
| Effect of |  |  |  |  |  |
| exchange rate |  |  |  |  |  |
| changes on cash | sh 2,688 | 4,591 | $(5,583)$ | 18,264 | $(3,093)$ |
| Net increase in |  |  |  |  |  |
| cash and cash |  |  |  |  |  |
| equivalents | 549,422 | 213,650 | 84,398 | 946,365 | 171,600 |
| Cash and cash |  |  |  |  |  |
| equivalents at |  |  |  |  |  |
| beginning of |  |  |  |  |  |
| period 9 | 942,710 | 729,060 | 461,369 | 545,767 | 374,167 |

Cash and cash
equivalents at
end of period $\$ 1,492,132 \$ 942,710 \$ 545,767 \$ 1,492,132 \$ 545,767$


1 Derived from audited financial statements
(in thousands, except per share data)
(unaudited)

Three Months Ended Three Months Ended
$\qquad$
June 26, March 27,

20112011
$\qquad$
U.S. GAAP net income $\$ 125,928 \$ 182,240$

Pre-tax non-GAAP items:

Restructuring and impairments -
operating expenses 16,742
Non-cash convertible debt
interest expense - other income
(expense), net 3,554
Net tax benefit on non-GAAP items
Tax expense associated with legal

| entity restructuring | 4,289 |  |  |
| :---: | :---: | :---: | :---: |
| Non-GAAP net income | \$ | 142,289 \$ | 182,240 |



Non-GAAP net income per diluted
share

Number of shares used for diluted
per share calculation $\quad 125,086 \quad 125,293$

Reconciliation of U.S. GAAP Operating Expenses and Operating Income to Non-

GAAP Operating Expenses and Operating Income
(in thousands, except percentages)
(unaudited)

Three Months Ended Three Months Ended
$\qquad$

June 26, March 27,

| U.S. GAAP gross margin |  | 338,454 \$ | 374,019 |
| :---: | :---: | :---: | :---: |
| U.S. GAAP operating expenses | \$ | 196,263 \$ | 177,023 |
| Pre-tax non-GAAP items: |  |  |  |
| Restructuring and impairments - |  |  |  |
| operating expenses |  | $(16,742)$ | - |
| Non-GAAP operating expenses |  | 179,521 \$ | 177,023 |

1 Derived from audited financial statements
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Source: Lam Research Corporation

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https://newsroom.lamresearch.com/2011-07-27-Lam-Research-Corporation-Announces-Financial-Results-for-the-Quarter-Ended-June-26,-2011


[^0]:    June 26, March 27, June 27, June 26, June 27,

