## Lam Research Corporation Reports Financial Results for the Quarter Ended March 31, 2013

 were as follows

- Delivered shipments of $\$ 896$ million during the March 2013 quarter, up $12 \%$ from the prior quarter
- Reported revenue of $\$ 844.9$ million for the March 2013 quarter, down $2 \%$ from the prior quarter
- Reported GAAP gross margin of $40.2 \%$, GAAP operating margin of $1.3 \%$ and GAAP diluted EPS of $\$ 0.11$
- Delivered non-GAAP gross margin of 43.9\%, non-GAAP operating margin of $8.8 \%$, and non-GAAP EPS of $\$ 0.44$
- Completed $\$ 1.6$ billion stock buyback reducing share count by approximately 5 million shares this quarter


## Lam Research Corporation

Financial Highlights for the Quarter Ended March 31, 2013
(in thousands, except per share data and percentages)

|  | U.S. GAAP |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | March 2013 |  |  | December 2012 |  |  | Change Q/Q |  |
| Revenue | \$ | 844,928 |  | \$ | 860,886 |  | -2 | \% |
| Operating Margin |  | 1.3 | \% |  | 0.5 | \% | +80 bps |  |
| Net Income | \$ | 18,996 |  | \$ | 6,408 |  | +196.4 | \% |
| Diluted EPS | \$ | 0.11 |  | \$ | 0.04 |  | +\$0.07 |  |
|  | Non-GAAP |  |  |  |  |  |  |  |
|  | March 2013 |  |  | December 2012 |  |  | Change Q/Q |  |
| Revenue | \$ | 844,928 |  | \$ | 860,886 |  | -2 | \% |
| Operating Margin |  | 8.8 | \% |  | 11.5 | \% | -270 bps |  |
| Net Income | \$ | 74,474 |  | \$ | 77,278 |  | -3.6 | \% |
| Diluted EPS | \$ | 0.44 |  | \$ | 0.45 |  | -\$0.01 |  |

## GAAP Financial Results

Revenue for the period was $\$ 844.9$ million, gross margin was $\$ 339.8$ million, or $40.2 \%$ of revenue, operating expenses were $\$ 329.0$ million, and net income was $\$ 19.0$ million, or $\$ 0.11$ per diluted share on a GAAP basis. This compares to revenue of $\$ 860.9$ million, gross margin of $\$ 315.4$ million, or $36.6 \%$ of revenue, operating expenses of $\$ 311.4$ million, and net income of $\$ 6.4$ million, or $\$ 0.04$ per diluted share, for the December 2012 quarter.

Non-GAAP Financial Results
Non-GAAP gross margin was $\$ 370.7$ million, or $43.9 \%$ of revenue, non-GAAP operating expenses were $\$ 296.0$ million, and non-GAAP net income was $\$ 74.5$ million, or $\$ 0.44$ per diluted share. This compares to non-GAAP gross margin of $\$ 380.5$ million, or $44.2 \%$ of revenue, non-GAAP operating expenses of $\$ 281.5$ million, and non-GAAP net income of $\$ 77.3$ million, or $\$ 0.45$ per diluted share, for the December 2012 quarter.
"Lam delivered solid March quarter results, which underscore our ability to execute well as a newly integrated company," stated Martin Anstice, Lam's president and chief executive officer. "We are off to a great start this year and continue to make progress against our multi-year growth strategic plan by building upon our technology leadership in key product areas and further strengthening our competitive differentiation."

Balance Sheet and Cash Flow Results
Cash and cash equivalents, short-term investments and restricted cash and investment balances decreased to $\$ 2.5$ billion at the end of the March 2013 quarter, as planned, compared to $\$ 2.7$ billion at the end of the December 2012 quarter. This decrease was primarily the result of approximately $\$ 243$ million of stock repurchases, offset by approximately $\$ 102$ million in cash flow from operating activities during the March 2013 quarter.

Deferred revenue and deferred profit balances at the end of the March 2013 quarter increased to $\$ 326.6$ million and $\$ 193.3$ million, respectively, as compared to $\$ 282.0$ million and $\$ 169.0$ million, respectively, at the end of the December 2012 quarter. 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 $\$ 49.9$ million as of March 31, 2013.

Geographic Distribution
The geographic distribution of shipments and revenue during the March 2013 quarter is shown in the following table:


Use of Non-GAAP Financial Results
 exclude costs associated with the fair value impact of acquisition-related inventory, amortization related to intangible assets acquired in the Novellus transaction, certain

 non-GAAP results exclude restructuring charges and tax benefits from the successful resolution of certain tax matters.


 GAAP results are included at the end of this press release and on the Company's web site at http://investor.lamresearch.com.

Caution Regarding Forward-Looking Statements


 competitive differentiation, our ability to make progress against multi-year goals, and our plans pertaining to expense management, funding technology investments and



 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

 information or statements made in this press release.

## About Lam Research






 visit http://www.lamresearch.com.

Consolidated Financial Tables Follow.

## LAM RESEARCH CORPORATION

## CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS

(in thousands, except per share data and percentages)

## (unaudited)




LAM RESEARCH CORPORATION
CONDENSED CONSOLIDATED BALANCE SHEETS
(in thousands)

|  | March 31, |  | December 23, |  | June 24, |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2013 |  | 2012 |  | 2012 |  |
|  | (unaudited) |  | (unaudited) |  | (1) |  |
| ASSETS |  |  |  |  |  |  |
| Cash and cash equivalents | \$ | 1,019,109 | \$ | 1,190,189 | \$ | 1,564,752 |
| Short-term investments | 1,337,819 |  | 1,330,498 |  | 1,297,931 |  |
| Accounts receivable, net |  | 544,070 |  | 590,925 |  | 765,818 |
| Inventories | 545,036 |  | 530,272 |  | 632,853 |  |
| Deferred income taxes |  | 137,729 |  | 139,300 |  | 47,782 |
| Other current assets | 86,156 |  | 65,224 |  | 105,973 |  |


| Total current assets |  | 3,669,919 |  | 3,846,408 |  | 4,415,109 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Property and equipment, net |  | 594,916 |  | 590,547 |  | 584,596 |
| Restricted cash and investments |  | 166,196 |  | 166,166 |  | 166,335 |
| Goodwill and intangible assets |  | 2,562,986 |  | 2,608,221 |  | 2,686,730 |
| Other assets |  | 152,285 |  | 151,822 |  | 151,882 |
| Total assets | \$ | 7,146,302 | \$ | 7,363,164 | \$ | 8,004,652 |
|  |  |  |  |  |  |  |

LIABILITIES AND STOCKHOLDERS' EQUITY

| Current liabilities | \$ | 801,013 | \$ | 825,482 | \$ | 1,426,928 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Long-term debt, convertible notes, and capital leases | \$ | 1,294,599 | \$ | 1,286,729 | \$ | 761,783 |
| Income taxes payable |  | 250,339 |  | 260,063 |  | 274,240 |
| Other long-term liabilities |  | 258,151 |  | 294,300 |  | 219,577 |
| Total liabilities |  | 2,604,102 |  | 2,666,574 |  | 2,682,528 |
| Senior convertible notes |  | - |  | - |  | 190,343 |
| Stockholders' equity (2) |  | 4,542,200 |  | 4,696,590 |  | 5,131,781 |
| Total liabilities and stockholders' equity | \$ | 7,146,302 | \$ | 7,363,164 | \$ | 8,004,652 |

(1) Derived from audited financial statements
(2) Common shares issued and outstanding were 161,802 shares as of March 31, 2013, 165,846 shares as of December 23, 2012, and 186,656 shares as of June 24, 2012.

## LAM RESEARCH CORPORATION

CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS

## (in thousands)

(unaudited)


| Deferred income taxes | (27,934 | ) | (7,320 | ) | 3,723 |  | (47,271 | ) | 3,090 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Restructuring and impairment charges, net | - |  | 1,021 |  | - |  | 1,021 |  | 866 |
| Equity-based compensation expense | 25,648 |  | 24,027 |  | 16,417 |  | 74,089 |  | 52,385 |
| Income tax benefit on equity-based compensation plans | (847 | ) | - |  | (1,048 | ) | (847 | ) | 81 |
| Excess tax benefit on equity-based compensation plans | 903 |  | - |  | (137 | ) | 903 |  | (2,292 |
| Amortization of convertible note discount | 7,935 |  | 7,843 |  | 6,750 |  | 23,530 |  | 20,014 |
| Impairment of investment, net of foreign exchange effect | 3,711 |  | - |  | - |  | 3,711 |  | 1,724 |
| Other, net | 6,115 |  | 13,673 |  | 1,165 |  | 30,838 |  | 3,671 |
| Changes in operating assets and liabilities: | (6,931 | ) | 69,186 |  | 51,406 |  | 202,734 |  | 105,871 |
| Net cash provided by operating activities | 102,457 |  | 193,226 |  | 146,397 |  | 544,945 |  | 402,313 |
| CASH FLOWS FROM INVESTING ACTIVITIES: |  |  |  |  |  |  |  |  |  |
| Capital expenditures and intangible assets | (34,766 | ) | (38,924 | ) | (27,978 | ) | (117,655 | ) | (70,392 |
| Cash paid for business acquisition | (400 | ) | (8,716 | ) | - |  | (9,116 | ) | - |
| Net purchases of available-for-sale securities | (12,075 | ) | (23,250 | ) | (282,225 | ) | (51,963 | ) | (371,678 |
| Purchase of equity method investment | - |  | - |  | - |  | - |  | (10,740 |
| Receipt of loan payment | - |  | - |  | - |  | - |  | 8,375 |
| Proceeds from sale of assets | - |  | 660 |  | - |  | 660 |  | 2,677 |
| Transfer of restricted cash and investments | (32 | ) | 33 |  | 3 |  | 147 |  | 23 |
| Net cash used for investing activities | (47,273 | ) | (70,197 | ) | (310,200 | ) | (177,927 | ) | (441,735 |
| CASH FLOWS FROM FINANCING ACTIVITIES: |  |  |  |  |  |  |  |  |  |
| Principal payments on long-term debt and capital lease obligations | (756 | ) | (115 | ) | (1,024 | ) | (1,536 | ) | (4,164 |
| Excess tax benefit on equity-based compensation plans | (903 | ) | - |  | 137 |  | (903 | ) | 2,292 |
| Net cash received in settlement (paid in advance for) stock | - |  | - |  | 79,189 |  | - |  | 55,194 |


| repurchase contracts |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Treasury stock purchases |  | (243,297 | ) |  | (355,010 | ) |  | (18,909 | ) |  | (953,386 | ) |  | (111,604 |
| Reissuances of treasury stock related to employee stock purchase plan |  | 8,494 |  |  | - |  |  | 7,902 |  |  | 18,419 |  |  | 16,760 |
| Proceeds from issuance of common stock |  | 15,132 |  |  | 6,583 |  |  | 301 |  |  | 22,666 |  |  | 1,776 |
| Net cash provided by (used for) financing activities |  | (221,330 | ) |  | (348,542 | ) |  | 67,596 |  |  | (914,740 | ) |  | (39,746 |
| Effect of exchange rate changes on cash |  | (4,934 | ) |  | 4,236 |  |  | (454 | ) |  | 2,079 |  |  | (2,697 |
| Net decrease in cash and cash equivalents |  | (171,080 | ) |  | (221,277 | ) |  | (96,661 | ) |  | (545,643 | ) |  | (81,865 |
| Cash and cash equivalents at beginning of period |  | 1,190,189 |  |  | 1,411,466 |  |  | 1,506,928 |  |  | 1,564,752 |  |  | 1,492,132 |
| Cash and cash equivalents at end of period | \$ | 1,019,109 |  | \$ | 1,190,189 |  | \$ | 1,410,267 |  | \$ | 1,019,109 |  | \$ | 1,410,267 |

## Non-GAAP Financial Summary

(in thousands, except percentages and per share data)

## (unaudited)

|  | Three Months Ended |  |  | Three Months Ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | March 31, |  |  | December 23, |  |  |
|  | 2013 |  |  | 2012 |  |  |
| Revenue | \$ | 844,928 |  | \$ | 860,886 |  |
| Gross margin | \$ | 370,658 |  | \$ | 380,475 |  |
| Gross margin as percentage of revenue |  | 43.9 | \% |  | 44.2 | \% |
| Operating expenses | \$ | 296,002 |  | \$ | 281,499 |  |
| Operating income | \$ | 74,656 |  | \$ | 98,976 |  |
| Operating margin as a percentage of revenue |  | 8.8 | \% |  | 11.5 | \% |
| Net income | \$ | 74,474 |  | \$ | 77,278 |  |
| Net income per diluted share | \$ | 0.44 |  | \$ | 0.45 |  |
| Shares used in per share calculation - diluted |  | 168,504 |  |  | 173,027 |  |

[^0](in thousands, except per share data)

|  | Three Months Ended |  |  | Three Months Ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | March 31, |  |  | December 23, |  |  |
|  | 2013 |  |  | 2012 |  |  |
| U.S. GAAP net income | \$ | 18,996 |  | \$ | 6,408 |  |
| Pre-tax non-GAAP items: |  |  |  |  |  |  |
| Costs associated with rationalization of certain product configurations - cost of goods sold |  | 207 |  |  | 17,434 |  |
| Amortization related to intangible assets acquired in Novellus transaction cost of goods sold |  | 20,763 |  |  | 20,745 |  |
| Acquisition-related inventory fair value impact - cost of goods sold |  | 7,448 |  |  | 26,882 |  |
| Integration costs - cost of goods sold |  | 2,408 |  |  | - |  |
| Integration costs - operating expenses |  | 13,123 |  |  | 8,971 |  |
| Amortization related to intangible assets acquired in Novellus transaction operating expenses |  | 19,445 |  |  | 19,438 |  |
| Restructuring charges - operating expenses |  | - |  |  | 1,021 |  |
| Costs associated with rationalization of certain product configurations operating expenses |  | 443 |  |  | 443 |  |
| Amortization of convertible note discount, Lam notes - other expense, net |  | 7,075 |  |  | 6,992 |  |
| Amortization of convertible note discount, Novellus assumed notes - other expense, net |  | 893 |  |  | 821 |  |
| Impairment of investment - other expense, net |  | 3,711 |  |  | - |  |
| Net tax benefit on non-GAAP items |  | (11,700 | ) |  | (14,883 | ) |
| Tax benefit on reinstatement of R\&D tax credit |  | (11,493 | ) |  | - |  |
| Tax expense associated with legal entity integration |  | 3,155 |  |  | - |  |
| Net tax benefit on successful resolution of certain tax matters |  | - |  |  | (16,994 | ) |
| Non-GAAP net income | \$ | 74,474 |  | \$ | 77,278 |  |
| Non-GAAP net income per diluted share | \$ | 0.44 |  | \$ | 0.45 |  |
| Number of shares used for diluted per share calculation |  | 168,504 |  |  | 173,027 |  |

Reconciliation of U.S. GAAP Gross Margin, Operating Expenses and Operating Income to Non-GAAP Gross Margin, Operating Expenses and Operating Income
(in thousands, except percentages)

## (unaudited)



| Acquisition-related inventory fair value impact - cost of goods sold |  | 7,448 |  |  | 26,882 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Integration costs - cost of goods sold |  | 2,408 |  |  | - |  |
| Non-GAAP gross margin | \$ | 370,658 |  | \$ | 380,475 |  |
| U.S. GAAP gross margin as a percentage of revenue |  | 40.2 | \% |  | 36.6 | \% |
| Non-GAAP gross margin as a percentage of revenue |  | 43.9 | \% |  | 44.2 | \% |
| U.S. GAAP operating expenses | \$ | 329,013 |  | \$ | 311,372 |  |
| Pre-tax non-GAAP items: |  |  |  |  |  |  |
| Integration costs - operating expenses |  | $(13,123$ | ) |  | (8,971 | ) |
| Amortization related to intangible assets acquired in Novellus transaction - operating expenses |  | $(19,445$ | ) |  | $(19,438$ | ) |
| Restructuring charges - operating expenses |  | - |  |  | (1,021 | ) |
| Costs associated with rationalization of certain product configurations operating expenses |  | (443 | ) |  | (443 | ) |
| Non-GAAP operating expenses | \$ | 296,002 |  | \$ | 281,499 |  |
| Non-GAAP operating income | \$ | 74,656 |  | \$ | 98,976 |  |
| Non-GAAP operating margin as a percent of revenue |  | 8.8 | \% |  | 11.5 | \% |

[^1]News Provided by Acquire Media
https:///newsroom.lamresearch.com/2013-04-24-Lam-Research-Corporation-Reports-Financial-Results-for-the-Quarter-Ended-March-31,-2013


[^0]:    Reconciliation of U.S. GAAP Net Income to Non-GAAP Net Income

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