

	Fiscal Years			FY 2016				FY 2017				FY 2018				FY 2019	
	2016	2017	2018	Q1'16	Q2'16	Q3'16	Q4'16	Q1'17	Q2'17	Q3'17	Q4'17	Q1'18	Q2'18	Q3'18	Q4'18	Q1'19	Q2'19
Cash Flow Metrics																	
Cash Flow from Operations	\$ 45,685	\$ 20,603	\$ 103,336	\$ 499	\$ 12,721	\$ 20,881	\$ 11,584	\$ 3,075	\$ 7,183	\$ 5,126	\$ 5,219	\$ 32,714	\$ 26,257	\$ 24,437	\$ 19,928	\$ (856)	\$ (1,447)
Capital Expenditures	\$ (3,999)	\$ (5,204)	\$ (7,486)	\$ (610)	\$ (1,918)	\$ (821)	\$ (650)	\$ (47)	\$ (1,489)	\$ (806)	\$ (2,862)	\$ (1,319)	\$ (442)	\$ (1,181)	\$ (4,544)	\$ (4,132)	\$ (4,182)
Free Cash Flow	\$ 41,686	\$ 15,399	\$ 95,850	\$ (111)	\$ 10,803	\$ 20,060	\$ 10,934	\$ 3,028	\$ 5,694	\$ 4,320	\$ 2,357	\$ 31,395	\$ 25,815	\$ 23,256	\$ 15,384	\$ (4,988)	\$ (5,629)
Stock-Based Compensation Expense	\$ 7,666	\$ 8,819	\$ 11,382	\$ 1,689	\$ 1,743	\$ 2,000	\$ 2,234	\$ 2,164	\$ 2,163	\$ 2,447	\$ 2,044	\$ 2,338	\$ 2,679	\$ 3,212	\$ 3,153	\$ 3,114	\$ 3,200
Depreciation and Amortization	\$ 8,295	\$ 6,920	\$ 6,847	\$ 2,176	\$ 2,129	\$ 2,135	\$ 1,855	\$ 1,854	\$ 1,698	\$ 1,667	\$ 1,701	\$ 1,724	\$ 1,603	\$ 1,635	\$ 1,885	\$ 2,406	\$ 2,654
Adjusted EBITDA (1)	\$ 45,057	\$ 60,149	\$ 87,781	\$ 7,595	\$ 11,209	\$ 13,201	\$ 13,052	\$ 9,810	\$ 14,916	\$ 11,929	\$ 23,493	\$ 25,048	\$ 25,662	\$ 19,354	\$ 17,717	\$ 10,415	\$ 11,434
as a % of Revenue	20%	23%	27%	16%	20%	22%	22%	17%	23%	21%	30%	30%	29%	25%	23%	16%	17%
Balance Sheet Metrics																	
Cash, cash equivalents and marketable securities	\$ 129,961	\$ 117,029	\$ 151,791	\$ 83,344	\$ 95,984	\$ 118,527	\$ 129,961	\$ 132,096	\$ 135,693	\$ 140,356	\$ 117,029	\$ 123,887	\$ 148,702	\$ 172,938	\$ 151,791	\$ 148,062	\$ 144,982
A/R	\$ 39,457	\$ 62,458	\$ 50,854	\$ 44,482	\$ 54,099	\$ 41,182	\$ 39,457	\$ 48,419	\$ 46,966	\$ 41,261	\$ 62,458	\$ 59,034	\$ 54,623	\$ 50,349	\$ 50,854	\$ 45,252	\$ 51,602
Inventories	\$ 41,293	\$ 54,394	\$ 62,095	\$ 54,031	\$ 50,705	\$ 43,676	\$ 41,293	\$ 44,824	\$ 50,536	\$ 58,341	\$ 54,394	\$ 54,603	\$ 56,093	\$ 60,742	\$ 62,095	\$ 63,820	\$ 67,640
A/P	\$ 11,342	\$ 13,858	\$ 16,540	\$ 13,212	\$ 11,004	\$ 8,562	\$ 11,342	\$ 18,614	\$ 14,926	\$ 17,180	\$ 13,858	\$ 18,492	\$ 18,976	\$ 20,870	\$ 16,540	\$ 18,901	\$ 19,459
Working capital	\$ 174,353	\$ 196,019	\$ 211,106	\$ 140,423	\$ 150,468	\$ 163,316	\$ 174,353	\$ 183,752	\$ 196,871	\$ 205,805	\$ 196,019	\$ 196,554	\$ 216,232	\$ 231,980	\$ 211,106	\$ 213,962	\$ 221,224
Tangible book value	\$ 234,421	\$ 249,945	\$ 259,153	\$ 182,729	\$ 193,331	\$ 206,423	\$ 234,421	\$ 244,325	\$ 255,062	\$ 262,128	\$ 249,945	\$ 246,945	\$ 263,737	\$ 279,361	\$ 259,153	\$ 267,442	\$ 276,859
Cash per share	\$ 5.18	\$ 4.75	\$ 6.23	\$ 3.42	\$ 3.89	\$ 4.76	\$ 5.18	\$ 5.24	\$ 5.33	\$ 5.49	\$ 4.75	\$ 5.19	\$ 6.18	\$ 7.14	\$ 6.23	\$ 6.03	\$ 5.84
TBV per share	\$ 9.35	\$ 10.15	\$ 10.63	\$ 7.50	\$ 7.83	\$ 8.29	\$ 9.35	\$ 9.68	\$ 10.01	\$ 10.25	\$ 10.15	\$ 10.34	\$ 10.96	\$ 11.54	\$ 10.63	\$ 10.90	\$ 11.15
Days sales outstanding (DSO)	72	67	59	84	87	63	60	73	66	66	72	65	55	59	61	69	
Inventory turns	2.2	2.4	2.2	1.7	2.1	2.6	2.7	2.7	2.4	1.8	2.5	2.5	2.7	2.2	2.2	2.0	1.9
Shares outstanding at end of period (per share calcs)	25,070	24,629	24,372	24,372	24,692	24,898	25,070	25,228	25,474	25,567	24,629	23,891	24,066	24,216	24,372	24,535	24,828
Headcount (ending)	532	592	701	519	520	527	532	534	559	570	592	593	629	637	701	698	685

Revenue segmentation by product/service																	
Products	84%	83%	83%	83%	85%	85%	82%	81%	83%	81%	86%	86%	86%	83%	83%	80%	78%
Service	16%	17%	17%	17%	15%	15%	18%	19%	17%	20%	14%	14%	13%	17%	17%	20%	22%
Total Revenues	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Revenue segmentation by geography																	
North America	14%	13%	*	15%	16%	14%	*	23%	13%	11%	*	*	*	11%	*	25%	14%
South Korea	20%	36%	34%	18%	*	20%	34%	31%	49%	39%	28%	46%	35%	31%	21%	21%	19%
China	20%	12%	22%	14%	23%	27%	14%	11%	11%	*	16%	*	32%	19%	28%	21%	38%
Taiwan	12%	*	*	11%	*	11%	17%	20%	*	*	*	*	*	*	12%	17%	*
EMEA	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*
Japan	12%	16%	20%	15%	12%	*	14%	*	14%	*	31%	16%	17%	26%	21%	*	*
Singapore	*	*	*	21%	30%	13%	*	*	*	17%	12%	15%	*	*	*	*	13%
Remainder of world	22%	23%	24%	6%	19%	16%	21%	15%	12%	32%	13%	23%	16%	14%	18%	16%	16%
Total Revenues	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Product Revenues by end market																	
DRAM	19%	14%	30%	20%	12%	23%	22%	13%	21%	15%	9%	39%	33%	22%	25%	20%	32%
NAND	51%	51%	52%	52%	67%	42%	43%	40%	52%	36%	67%	50%	57%	58%	44%	30%	37%
Total Memory	70%	65%	82%	72%	79%	65%	65%	53%	73%	50%	76%	89%	90%	80%	69%	50%	69%
Total Foundry/IDM/Other	30%	35%	18%	28%	21%	35%	35%	47%	27%	49%	24%	11%	10%	20%	31%	50%	31%
Total Product Revenues	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
10% Customers																	
Samsung	*	26%	●	*	*	*	15%	22%	30%	32%	22%	●	●	●	*	*	*
Intel	18%	11%	●	16%	24%	19%	14%	16%	*	14%	*	*	*	*	●	●	●
SK Hynix	15%	13%	●	17%	*	19%	19%	14%	23%	*	*	*	*	*	●	●	●
Micron	20%	12%	*	26%	36%	15%	*	*	*	19%	15%	*	*	*	*	*	*
Toshiba	*	11%	●	12%	*	*	*	*	10%	*	24%	●	●	●	*	*	*
TSMC	10%	*	*	10%	*	10%	16%	17%	*	*	*	*	*	*	●	*	*
YMTC	*	*	*	*	*	*	*	*	*	*	*	*	●	●	*	*	●

* Comprised less than 10% of revenues or otherwise not broken out separately

(1) Adjusted EBITDA is defined as non-GAAP operating income plus depreciation and stock-based compensation expense.

NOTE: Beginning in Q1 2016, sales of upgrades were reported in Product Revenues, instead of Service Revenues. All prior periods presented herein have been revised to include upgrade sales in Product Revenue, and the cost of upgrade sales in Cost of Product Revenue.

Percentages may not add up to 100%, as they are rounded to the nearest percent.

NOTE: Q1 2018 Revenue segmentation by geography was adjusted in July 2018 to reflect the correct distribution by geography.