

	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
Net Revenues																
Products	\$ 185,066	\$ 214,877	\$ 275,286	\$ 39,214	\$ 47,445	\$ 49,631	\$ 48,776	\$ 48,175	\$ 53,576	\$ 45,571	\$ 67,555	71,019	\$ 76,704	\$ 63,798	\$ 63,765	53,855
Service	36,063	43,744	49,237	8,275	11,339	8,083	10,383	11,139	10,851	11,104	10,650	11,294	11,900	12,792	13,251	13,245
Total revenues	221,129	258,621	324,523	47,489	58,784	57,714	59,159	59,314	64,427	56,675	78,205	82,313	88,604	76,590	77,016	67,100
Costs of revenues																
Cost of products	\$ 85,391	\$ 100,683	\$ 112,166	18,079	21,736	22,810	22,766	25,401	25,337	21,276	28,669	28,593	31,235	25,589	26,749	24,941
Cost of service	20,160	20,627	27,290	4,484	5,164	5,066	5,446	5,278	5,364	4,549	5,436	6,154	6,422	7,332	7,382	6,948
Subtotal cost of revenues	\$ 105,551	\$ 121,310	\$ 139,456	22,563	26,900	27,876	28,212	30,679	30,701	25,825	34,105	34,747	37,657	32,921	34,131	31,890
Non-GAAP gross profit	115,578	137,311	185,067	24,926	28,867	30,838	30,947	28,635	33,726	30,850	44,100	47,566	50,947	43,669	42,885	35,211
Severance included in cost of revenues	-	404	21	-	-	-	-	136	53	138	77	-	21	-	-	-
Acquisition-related charges	-	-	668	-	-	-	-	-	-	-	-	-	-	-	668	957
Amortization of intangible assets included in cost of product revenues	1,454	206	284	435	442	434	143	52	52	52	50	35	35	35	179	466
Total cost of revenues	107,005	121,920	140,429	22,998	27,342	28,310	28,355	30,867	30,806	26,015	34,232	34,782	37,713	32,956	34,978	33,312
Gross profit	114,124	136,701	184,094	24,491	28,425	30,404	30,804	28,447	33,621	30,660	43,973	47,531	50,891	43,634	42,038	33,788
Operating expenses																
Research and development	31,443	36,494	48,180	8,068	7,511	7,868	7,996	8,600	9,089	8,825	9,980	10,202	12,483	12,717	12,778	12,987
Selling	30,181	30,491	37,352	7,249	7,823	7,495	7,614	7,884	7,169	7,553	7,885	9,024	9,975	8,902	9,451	9,282
General and administrative	23,381	25,710	29,603	5,420	5,755	5,975	6,231	6,307	6,361	6,605	6,437	7,319	7,074	7,508	7,702	7,292
Non-GAAP operating expenses	85,005	92,695	115,135	20,737	21,089	21,338	21,841	22,791	22,619	22,983	24,302	26,545	29,532	29,127	29,931	29,561
Non-GAAP income (loss) from operations	30,573	44,616	69,932	4,189	7,778	9,500	9,106	5,844	11,107	7,867	19,798	21,021	21,415	14,542	12,954	6,560
Amortization of intangible assets included in operating expenses	24	-	96	24	-	-	-	-	-	-	-	-	-	-	96	289
Acquisition-related charges	-	-	903	-	-	-	-	-	-	-	-	-	-	-	903	164
Restructuring	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Severance Costs	-	845	339	-	-	-	-	148	120	68	509	-	339	-	-	260
Executive transition & search costs	-	355	1,134	-	-	-	-	-	230	125	-	422	236	236	240	190
Total operating expenses	85,029	93,895	117,607	20,761	21,089	21,338	21,841	22,939	22,969	23,176	24,811	26,967	30,107	29,363	31,170	30,463
Income (loss) from operations	29,095	42,806	66,487	3,730	7,336	9,066	8,963	5,508	10,652	7,484	19,162	20,564	20,784	14,271	10,868	3,325
Other Income (expense)	40	492	1,037	117	(449)	149	223	(42)	258	36	240	259	(214)	218	774	179
Gain on sale of Property	-	-	(874)	-	-	-	-	-	-	-	-	-	-	-	(874)	-
Other Discrete Items	-	-	89	-	-	-	-	-	-	-	-	-	-	-	89	-
Non-GAAP income (loss) before income taxes	30,589	45,108	70,184	4,282	7,329	9,649	9,329	5,802	11,365	7,903	20,038	21,280	21,201	14,760	12,943	5,829
Income (loss) before income taxes	29,095	43,298	67,524	3,847	6,887	9,215	9,186	5,466	10,910	7,520	19,402	20,823	20,570	14,489	11,642	3,504
Provision (benefit) for income taxes:	(14,900)	13,096	9,876	380	856	1,332	(17,468)	114	2,622	1,756	8,604	4,442	2,895	2,921	(382)	531
Net income (loss)	\$ 43,996	\$ 30,202	\$ 57,648	\$ 3,467	\$ 6,031	\$ 7,883	\$ 26,654	\$ 5,352	\$ 8,288	\$ 5,764	\$ 10,798	\$ 16,381	\$ 17,675	\$ 11,568	\$ 12,024	\$ 2,973
Valuation allowance on deferred tax assets and other adjustments	(18,443)	-	-	-	-	-	(18,443)	-	-	-	-	-	-	-	-	-
Tax Reform	-	2,569	-	-	-	-	-	-	-	-	2,569	-	-	-	-	-
Adj. to tax provision: discrete tax items and tax effect of non-GAAP adjustments	-	(2,772)	(1,983)	-	-	-	-	(901)	(948)	(491)	(432)	(344)	(912)	(448)	(279)	(612)
Non-GAAP net income (loss)	\$ 27,071	\$ 31,809	\$ 58,325	\$ 3,926	\$ 6,473	\$ 8,317	\$ 8,354	\$ 4,787	\$ 7,795	\$ 5,656	\$ 13,671	\$ 16,494	\$ 17,394	\$ 11,391	\$ 13,046	\$ 4,686
Earnings per share																
Basic	\$ 1.79	\$ 1.19	\$ 2.39	\$ 0.14	\$ 0.25	\$ 0.32	\$ 1.07	\$ 0.21	\$ 0.33	\$ 0.23	\$ 0.43	\$ 0.68	\$ 0.74	\$ 0.48	\$ 0.50	\$ 0.12
Diluted	\$ 1.75	\$ 1.17	\$ 2.34	\$ 0.14	\$ 0.24	\$ 0.31	\$ 1.04	\$ 0.21	\$ 0.32	\$ 0.22	\$ 0.42	\$ 0.67	\$ 0.72	\$ 0.47	\$ 0.49	\$ 0.12
Non-GAAP EPS	\$ 1.08	\$ 1.23	\$ 2.37	\$ 0.16	\$ 0.26	\$ 0.33	\$ 0.33	\$ 0.19	\$ 0.30	\$ 0.22	\$ 0.53	\$ 0.67	\$ 0.71	\$ 0.47	\$ 0.53	\$ 0.19
Shares used in EPS calculation																
Basic	24,655	25,334	24,120	24,308	24,524	24,826	24,949	25,133	25,307	25,494	25,378	24,063	23,953	24,059	24,131	24,474
Diluted	25,153	25,919	24,600	24,597	24,927	25,282	25,514	25,833	25,906	25,932	25,819	24,483	24,442	24,466	24,481	24,783
Income Statement Metrics As a % of Revenue																
Product revenue	83.7%	83.1%	84.8%	82.6%	85.1%	84.5%	82.4%	81.2%	83.2%	80.4%	86.4%	86.3%	86.6%	83.3%	82.8%	80.3%
Service revenue	16.3%	16.9%	15.2%	17.4%	14.9%	15.5%	17.6%	18.8%	16.8%	19.6%	13.6%	13.7%	13.4%	16.7%	17.2%	19.7%
Product Gross Margin (non-GAAP)	53.9%	53.1%	59.3%	53.9%	54.2%	54.0%	53.3%	47.3%	52.7%	53.3%	57.6%	59.7%	59.3%	59.9%	58.1%	51.9%
Service Gross Margin (non-GAAP)	44.1%	52.8%	44.6%	45.8%	37.9%	44.2%	47.5%	52.6%	50.6%	59.0%	49.0%	45.5%	46.0%	42.7%	44.3%	47.5%
Other Costs Included in GAAP Cost of Revenues	0.7%	0.2%	0.1%	0.9%	0.8%	0.7%	0.2%	0.3%	0.2%	0.3%	0.2%	0.0%	0.1%	0.0%	0.2%	0.7%
Non-GAAP Gross Margin	52.3%	53.1%	57.0%	52.5%	51.8%	52.5%	52.3%	48.3%	52.4%	54.4%	56.4%	57.8%	57.5%	57.0%	55.7%	52.5%
GAAP Gross Margin	51.6%	52.9%	56.7%	51.6%	51.0%	51.8%	52.1%	48.0%	52.2%	54.1%	56.2%	57.7%	57.4%	57.0%	54.6%	50.4%
Non-GAAP Operating Expenses	38.4%	35.8%	35.5%	43.7%	37.8%	36.3%	36.9%	38.4%	35.1%	40.6%	31.1%	32.2%	33.3%	38.0%	38.9%	44.1%
GAAP Operating Expenses	38.5%	36.3%	36.2%	43.7%	37.8%	36.3%	36.9%	38.7%	35.7%	40.9%	31.7%	32.8%	34.0%	38.3%	40.5%	45.4%
Non-GAAP Operating Income	13.8%	17.3%	21.5%	8.8%	13.9%	16.2%	15.4%	9.9%	17.2%	13.9%	25.3%	25.6%	24.2%	19.0%	16.8%	8.5%
GAAP Operating Income	13.2%	16.6%	20.5%	7.9%	13.2%	15.4%	15.2%	9.3%	16.5%	13.2%	24.5%	25.0%	23.5%	18.6%	14.1%	5.0%
Non-GAAP income (loss) before income taxes	13.8%	17.4%	21.6%	9.1%	13.1%	16.4%	15.8%	9.8%	17.6%	13.9%	25.6%	25.9%	23.9%	19.3%	16.8%	8.7%
GAAP income (loss) before income taxes	13.2%	16.7%	20.8%	8.1%	12.3%	15.7%	15.5%	9.2%	16.9%	13.3%	24.8%	25.3%	23.2%	18.9%	15.1%	5.2%
Non-GAAP Net Income	12.2%	12.3%	18.0%	8.3%	11.6%	14.2%	14.1%	8.1%	12.1%	10.0%	17.4%	20.0%	19.6%	14.9%	16.9%	7.0%
GAAP Net Income	19.9%	11.7%	17.8%	7.3%	10.8%	13.4%	45.1%	9.0%	12.9%	10.2%	13.8%	19.9%	19.9%	15.1%	15.6%	4.4%

	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
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)
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)
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)
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
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
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
as a % of Revenue	20%	23%	27%	16%	20%	22%	22%	17%	23%	21%	30%	30%	29%	25%	23%	16%
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
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
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
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	\$ 16,901
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
Tangible book value	\$ 234,421	\$ 249,945	\$ 259,153	\$ 182,729	\$ 193,311	\$ 206,423	\$ 234,421	\$ 244,325	\$ 255,062	\$ 262,128	\$ 249,945	\$ 246,945	\$ 263,737	\$ 279,361	\$ 259,153	\$ 267,442
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
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
Days sales outstanding (DSO)	72	67	59	84	87	63	60	73	66	66	72	65	55	59	61	
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	
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
Headcount (ending)	532	592	701	519	520	527	532	534	559	570	592	593	629	637	701	698
Revenue segmentation by product/service																
Products	84%	83%	83%	83%	85%	85%	82%	81%	83%	81%	86%	86%	86%	83%	83%	80%
Service	16%	17%	17%	17%	15%	15%	18%	19%	17%	20%	14%	14%	13%	17%	17%	20%
Total Revenues	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%
South Korea	20%	36%	34%	18%	-	20%	34%	31%	49%	39%	28%	46%	35%	31%	21%	21%
China	20%	12%	22%	14%	23%	27%	14%	11%	11%	-	16%	-	32%	19%	28%	21%
Taiwan	12%	-	-	11%	-	11%	17%	20%	-	-	-	-	-	-	12%	17%
EMEA	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Japan	-	16%	20%	15%	12%	-	14%	-	14%	-	31%	16%	17%	26%	21%	-
Singapore	-	-	-	21%	30%	13%	-	-	-	17%	12%	15%	-	-	-	-
Remainder of world	22%	23%	24%	6%	19%	16%	21%	15%	12%	32%	13%	23%	16%	14%	18%	16%
Total Revenues	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%
NAND	51%	51%	52%	52%	67%	42%	43%	40%	52%	36%	67%	50%	57%	58%	44%	30%
Total Memory	70%	65%	82%	72%	79%	66%	65%	53%	73%	50%	76%	89%	90%	80%	69%	50%
Total Foundry/IDM/Other	30%	35%	18%	28%	21%	35%	35%	47%	27%	49%	24%	11%	10%	20%	31%	50%
Total Product Revenues	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%	-	-	-	-	-	-	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.