

	Fiscal Years				FY 2015				FY 2016				FY 2017				FY 2018			
	2015	2016	2017	2018	Q1'15	Q2'15	Q3'15	Q4'15	Q1'16	Q2'16	Q3'16	Q4'16	Q1'17	Q2'17	Q3'17	Q4'17	Q1'18	Q2'18	Q3'18	Q4'18
Net Revenues																				
Products	\$ 154,817	\$ 185,066	\$ 214,877	\$ 275,286	\$ 42,934	\$ 41,154	\$ 37,182	\$ 33,546	\$ 39,214	\$ 47,445	\$ 49,631	\$ 48,776	\$ 48,175	\$ 53,576	\$ 45,571	\$ 67,555	71,019	\$ 76,704	\$ 63,798	\$ 63,765
Service	32,550	36,063	43,744	49,237	7,442	7,475	8,496	9,137	8,275	8,322	9,083	10,383	11,139	10,851	11,104	10,650	11,294	11,900	12,792	13,251
Total revenues	187,367	221,129	258,621	324,523	50,376	48,629	45,678	42,683	47,489	55,767	58,714	59,159	59,314	64,427	56,675	78,205	82,313	88,604	76,590	77,016
Costs of revenues																				
Cost of products	\$ 79,241	\$ 85,391	\$ 100,683	\$ 112,166	21,779	20,936	19,285	17,241	18,079	21,736	22,810	22,766	25,401	25,337	21,276	28,669	28,593	31,235	25,589	26,749
Cost of service	16,433	20,160	20,627	27,290	4,586	3,972	3,706	4,169	4,484	5,164	5,066	5,446	5,278	5,364	4,549	5,436	6,154	6,422	7,332	7,382
Subtotal cost of revenues	\$ 95,674	\$ 105,551	\$ 121,310	\$ 139,456	26,365	24,908	22,991	21,410	22,563	26,900	27,876	28,212	30,679	30,701	25,825	34,105	34,747	37,657	32,921	34,131
Non-GAAP gross profit	91,693	115,578	137,311	185,067	24,011	23,722	22,687	21,273	24,926	28,867	30,838	30,947	28,635	33,726	30,850	44,100	47,566	50,947	43,669	42,885
Severance included in cost of revenues	-	-	404	21	-	-	-	-	-	-	-	-	136	53	138	77	-	21	-	-
Acquisition-related charges	-	-	-	668	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	668
Amortization of intangible assets included in cost of product revenues	2,026	1,454	206	284	632	457	468	469	435	442	434	143	52	52	52	50	35	35	35	179
Total cost of revenues	97,700	107,005	121,920	140,429	26,997	25,365	23,459	21,879	22,998	27,342	28,310	28,355	30,867	30,806	26,015	34,232	34,782	37,713	32,956	34,978
Gross profit	89,667	114,124	136,701	184,094	23,379	23,265	22,219	20,804	24,491	28,425	30,404	30,804	28,447	33,621	30,660	43,973	47,531	50,891	43,634	42,038
Operating expenses																				
Research and development	32,701	31,443	36,494	48,180	8,159	8,157	8,579	7,806	8,068	7,511	7,868	7,996	8,600	9,089	8,825	9,980	10,202	12,483	12,717	12,778
Selling	28,055	30,181	30,491	37,352	7,116	7,029	6,760	7,150	7,249	7,823	7,495	7,614	7,884	7,169	7,553	7,885	9,024	9,975	8,902	9,451
General and administrative	22,444	23,381	25,710	29,603	5,767	5,544	5,590	5,543	5,420	5,755	5,975	6,231	6,307	6,361	6,605	6,437	7,319	7,074	7,508	7,702
Non-GAAP operating expenses	83,200	85,005	92,695	115,135	21,042	20,730	20,929	20,499	20,737	21,089	21,338	21,841	22,791	22,619	22,983	24,302	26,545	29,532	29,127	29,931
Non-GAAP income (loss) from operations	8,493	30,573	44,616	69,932	2,969	2,992	1,758	774	4,189	7,778	9,500	9,106	5,844	11,107	7,867	19,798	21,021	21,415	14,542	12,954
Amortization of intangible assets included in operating expenses	114	24	-	96	38	25	26	25	24	-	-	-	-	-	-	-	-	-	-	96
Acquisition-related charges	-	-	-	903	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	903
Restructuring	1,380	-	-	-	58	-	-	1,322	-	-	-	-	-	-	-	-	-	-	-	-
Severance Costs	-	-	845	339	-	-	-	-	-	-	-	-	148	120	68	509	-	339	-	-
Executive transition & search costs	-	-	355	1,134	-	-	-	-	-	-	-	-	-	230	125	-	422	236	236	240
Total operating expenses	84,694	85,029	93,895	117,607	21,138	20,755	20,955	21,846	20,761	21,089	21,338	21,841	22,939	22,969	23,176	24,811	26,967	30,107	29,363	31,170
Income (loss) from operations	4,973	29,095	42,806	66,487	2,241	2,510	1,264	(1,042)	3,730	7,336	9,066	8,963	5,508	10,652	7,484	19,162	20,564	20,784	14,271	10,868
Other income (expense)	595	40	492	1,037	632	(348)	267	44	117	(449)	149	223	(42)	258	36	240	259	(214)	218	774
Gain on sale of Property	-	-	-	(874)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	(874)
Other Discrete Items	-	-	-	89	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	89
Non-GAAP income (loss) before income taxes	9,088	30,589	45,108	70,184	3,601	2,644	2,025	818	4,282	7,329	9,649	9,329	5,802	11,365	7,903	20,038	21,280	21,201	14,760	12,943
Income (loss) before income taxes	5,568	29,095	43,298	67,524	2,873	2,162	1,531	(998)	3,847	6,887	9,215	9,186	5,466	10,910	7,520	19,402	20,823	20,570	14,489	11,642
Provision (benefit) for income taxes	2,663	(14,900)	13,096	9,876	317	817	713	816	380	856	1,332	(17,468)	114	2,622	1,756	8,604	4,442	2,895	2,921	(382)
Net income (loss)	\$ 2,905	\$ 43,996	\$ 30,202	\$ 57,648	\$ 2,556	\$ 1,345	\$ 818	\$ (1,814)	\$ 3,467	\$ 6,031	\$ 7,883	\$ 26,654	\$ 5,352	\$ 8,288	\$ 5,764	\$ 10,798	\$ 16,381	\$ 17,675	\$ 11,568	\$ 12,024
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)
Non-GAAP net income (loss)	\$ 6,425	\$ 27,071	\$ 31,809	\$ 58,325	\$ 3,284	\$ 1,827	\$ 1,312	\$ 2	\$ 3,926	\$ 6,473	\$ 8,317	\$ 8,354	\$ 4,787	\$ 7,795	\$ 5,656	\$ 13,571	\$ 16,494	\$ 17,394	\$ 11,391	\$ 13,046
Earnings per share																				
Basic	\$ 0.12	\$ 1.79	\$ 1.19	\$ 2.39	\$ 0.11	\$ 0.06	\$ 0.03	\$ (0.07)	\$ 0.14	\$ 0.25	\$ 0.32	\$ 1.07	\$ 0.21	\$ 0.33	\$ 0.23	\$ 0.43	\$ 0.68	\$ 0.74	\$ 0.48	\$ 0.50
Diluted	\$ 0.12	\$ 1.75	\$ 1.17	\$ 2.34	\$ 0.11	\$ 0.06	\$ 0.03	\$ (0.07)	\$ 0.14	\$ 0.24	\$ 0.31	\$ 1.04	\$ 0.21	\$ 0.32	\$ 0.22	\$ 0.42	\$ 0.67	\$ 0.72	\$ 0.47	\$ 0.49
Non-GAAP EPS	\$ 0.26	\$ 1.08	\$ 1.23	\$ 2.37	\$ 0.14	\$ 0.08	\$ 0.05	\$ 0.00	\$ 0.16	\$ 0.26	\$ 0.33	\$ 0.33	\$ 0.19	\$ 0.30	\$ 0.22	\$ 0.53	\$ 0.67	\$ 0.71	\$ 0.47	\$ 0.53
Shares used in EPS calculation																				
Basic	24,058	24,655	25,334	24,120	23,866	24,020	24,145	24,203	24,308	24,524	24,826	24,949	25,133	25,307	25,494	25,378	24,063	23,953	24,059	24,131
Diluted	24,375	25,153	25,919	24,600	24,257	24,285	24,352	24,446	24,597	24,927	25,282	25,514	25,833	25,906	25,932	25,819	24,483	24,442	24,466	24,481
Income Statement Metrics As a % of Revenue																				
Product revenue	82.6%	83.7%	83.1%	84.8%	85.2%	84.6%	81.4%	78.6%	82.6%	85.1%	84.5%	82.4%	81.2%	83.2%	80.4%	86.4%	86.3%	86.6%	83.3%	82.8%
Service revenue	17.4%	16.3%	16.9%	15.2%	14.8%	15.4%	18.6%	21.4%	17.4%	14.9%	15.5%	17.6%	18.8%	16.8%	19.6%	13.6%	13.7%	13.4%	16.7%	17.2%
Product Gross Margin (non-GAAP)	48.8%	53.9%	53.1%	59.3%	49.3%	49.1%	48.1%	48.6%	53.9%	54.2%	54.0%	53.3%	47.3%	52.7%	53.3%	57.6%	59.7%	59.3%	59.9%	58.1%
Service Gross Margin (non-GAAP)	49.5%	44.1%	52.8%	44.6%	38.4%	46.9%	56.4%	54.4%	45.8%	37.9%	44.2%	47.5%	52.6%	50.6%	59.0%	49.0%	45.5%	46.0%	42.7%	44.3%
Other Costs Included in GAAP Cost of Revenues	1.1%	0.7%	0.2%	0.1%	1.3%	0.9%	1.0%	1.1%	0.9%	0.8%	0.7%	0.2%	0.3%	0.2%	0.3%	0.2%	0.0%	0.1%	0.0%	0.2%
Non-GAAP Gross Margin	48.9%	52.3%	53.1%	57.0%	47.7%	48.8%	49.7%	49.8%	52.5%	51.8%	52.5%	52.3%	48.3%	52.4%	54.4%	56.4%	57.8%	57.5%	57.0%	55.7%
GAAP Gross Margin	47.9%	51.6%	52.9%	56.7%	46.4%	47.8%	48.6%	48.7%	51.6%	51.0%	51.8%	52.1%								

	Fiscal Years				FY 2015				FY 2016				FY 2017				FY 2018			
	2015	2016	2017	2018	Q1'15	Q2'15	Q3'15	Q4'15	Q1'16	Q2'16	Q3'16	Q4'16	Q1'17	Q2'17	Q3'17	Q4'17	Q1'18	Q2'18	Q3'18	Q4'18
Cash Flow Metrics																				
Cash Flow from Operations	\$ 1,571	\$ 45,685	\$ 20,603	\$ 103,336	\$ (5,874)	\$ (1,283)	\$ 9,505	\$ (777)	\$ 499	\$ 12,721	\$ 20,881	\$ 11,584	\$ 3,075	\$ 7,183	\$ 5,126	\$ 5,219	\$ 32,714	\$ 26,257	\$ 24,437	\$ 19,928
Capital Expenditures	\$ (1,846)	\$ (3,999)	\$ (5,204)	\$ (7,486)	\$ (502)	\$ (541)	\$ (322)	\$ (481)	\$ (610)	\$ (1,918)	\$ (821)	\$ (650)	\$ (47)	\$ (1,489)	\$ (806)	\$ (2,862)	\$ (1,319)	\$ (442)	\$ (1,181)	\$ (4,544)
Free Cash Flow	\$ (275)	\$ 41,686	\$ 15,399	\$ 95,850	\$ (6,376)	\$ (1,824)	\$ 9,183	\$ (1,258)	\$ (111)	\$ 10,803	\$ 20,060	\$ 10,934	\$ 3,028	\$ 5,694	\$ 4,320	\$ 2,357	\$ 31,395	\$ 25,815	\$ 23,256	\$ 15,384
Stock-Based Compensation Expense	\$ 6,248	\$ 7,666	\$ 8,819	\$ 11,382	\$ 1,571	\$ 1,411	\$ 1,682	\$ 1,584	\$ 1,689	\$ 1,743	\$ 2,000	\$ 2,234	\$ 2,164	\$ 2,163	\$ 2,447	\$ 2,044	\$ 2,338	\$ 2,679	\$ 3,212	\$ 3,153
Depreciation and Amortization	\$ 9,075	\$ 8,295	\$ 6,920	\$ 6,847	\$ 2,324	\$ 2,231	\$ 2,271	\$ 2,249	\$ 2,176	\$ 2,129	\$ 2,135	\$ 1,855	\$ 1,854	\$ 1,698	\$ 1,667	\$ 1,701	\$ 1,724	\$ 1,603	\$ 1,635	\$ 1,885
Adjusted EBITDA (1) as a % of Revenue	\$ 21,676 12%	\$ 45,057 20%	\$ 60,149 23%	\$ 87,781 27%	\$ 6,193 12%	\$ 6,152 13%	\$ 5,216 11%	\$ 4,113 10%	\$ 7,595 16%	\$ 11,209 20%	\$ 13,201 22%	\$ 13,052 22%	\$ 9,810 17%	\$ 14,916 23%	\$ 11,929 21%	\$ 23,493 30%	\$ 25,048 30%	\$ 25,662 29%	\$ 19,354 25%	\$ 17,717 23%
Balance Sheet Metrics																				
Cash, cash equivalents and marketable securities	\$ 83,085	\$ 129,961	\$ 117,029	\$ 151,791	\$ 77,049	\$ 74,789	\$ 84,626	\$ 83,085	\$ 83,344	\$ 95,984	\$ 118,527	\$ 129,961	\$ 132,096	\$ 135,693	\$ 140,356	\$ 117,029	\$ 123,887	\$ 148,702	\$ 172,938	\$ 151,791
A/R	\$ 37,832	\$ 39,457	\$ 62,458	\$ 50,854	\$ 39,072	\$ 44,441	\$ 37,573	\$ 37,832	\$ 44,482	\$ 54,099	\$ 41,182	\$ 39,457	\$ 48,419	\$ 46,966	\$ 41,261	\$ 62,458	\$ 59,034	\$ 54,623	\$ 50,349	\$ 50,854
Inventories	\$ 50,605	\$ 41,293	\$ 54,394	\$ 62,095	\$ 38,236	\$ 43,113	\$ 49,941	\$ 50,605	\$ 54,031	\$ 50,705	\$ 43,676	\$ 41,293	\$ 44,824	\$ 50,536	\$ 58,341	\$ 54,394	\$ 54,603	\$ 56,093	\$ 60,742	\$ 62,095
A/P	\$ 11,675	\$ 11,342	\$ 13,858	\$ 16,540	\$ 11,913	\$ 13,358	\$ 15,882	\$ 11,675	\$ 13,212	\$ 11,004	\$ 8,562	\$ 11,342	\$ 18,614	\$ 14,926	\$ 17,180	\$ 13,858	\$ 18,492	\$ 18,976	\$ 20,870	\$ 16,540
Working capital	\$ 132,903	\$ 174,353	\$ 196,019	\$ 211,106	\$ 125,497	\$ 127,982	\$ 132,679	\$ 132,903	\$ 140,423	\$ 150,468	\$ 163,316	\$ 174,353	\$ 183,752	\$ 196,871	\$ 205,805	\$ 196,019	\$ 196,554	\$ 216,232	\$ 231,980	\$ 211,106
Tangible book value	\$ 176,046	\$ 234,421	\$ 249,945	\$ 259,153	\$ 169,122	\$ 171,988	\$ 175,718	\$ 176,046	\$ 182,729	\$ 193,331	\$ 206,423	\$ 234,421	\$ 244,325	\$ 255,062	\$ 262,128	\$ 249,945	\$ 246,945	\$ 263,737	\$ 279,361	\$ 259,153
Cash per share	\$ 3.43	\$ 5.18	\$ 4.75	\$ 6.23	\$ 3.21	\$ 3.11	\$ 3.50	\$ 3.43	\$ 3.42	\$ 3.89	\$ 4.76	\$ 5.18	\$ 5.24	\$ 5.33	\$ 5.49	\$ 4.75	\$ 5.19	\$ 6.18	\$ 7.14	\$ 6.23
TBV per share	\$ 7.27	\$ 9.35	\$ 10.15	\$ 10.63	\$ 7.05	\$ 7.15	\$ 7.27	\$ 7.27	\$ 7.50	\$ 7.83	\$ 8.29	\$ 9.35	\$ 9.68	\$ 10.01	\$ 10.25	\$ 10.15	\$ 10.34	\$ 10.96	\$ 11.54	\$ 10.63
Days sales outstanding (DSO)	72	72	67	59	70	82	74	80	84	87	63	60	73	66	66	72	65	55	59	59
Inventory turns	2.2	2.2	2.4	2.2	2.8	2.3	1.8	1.7	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)	24,224	25,070	24,629	24,372	23,974	24,059	24,177	24,224	24,372	24,692	24,898	25,070	25,228	25,474	25,567	24,629	23,891	24,066	24,216	24,372
Headcount (ending)	518	532	592	701	526	530	540	518	519	520	527	532	534	559	570	592	593	629	637	701

Revenue segmentation by product/service	83%	84%	83%	85%	76%	80%	80%	78%	83%	85%	85%	82%	81%	83%	81%	86%	86%	86%	83%	83%
Products	17%	16%	17%	15%	24%	20%	20%	22%	17%	15%	15%	18%	19%	17%	20%	14%	14%	13%	17%	17%
Service	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Revenue segmentation by geography																				
North America	20%	14%	13%	*	18%	31%	17%	11%	15%	16%	14%	*	23%	13%	11%	*	*	*	11%	*
South Korea	16%	20%	36%	34%	29%	15%	15%	*	18%	*	20%	34%	31%	49%	39%	28%	46%	35%	31%	21%
China	*	20%	12%	22%	*	*	15%	12%	14%	23%	27%	14%	11%	11%	*	16%	*	32%	19%	28%
Taiwan	25%	12%	*	*	29%	19%	25%	27%	11%	*	11%	17%	20%	*	*	*	*	*	*	12%
EMEA	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*
Japan	17%	12%	16%	20%	*	*	17%	36%	15%	12%	*	14%	*	14%	*	31%	16%	17%	26%	21%
Singapore	*	*	*	*	*	21%	*	*	21%	30%	13%	*	*	*	17%	12%	15%	*	*	*
Remainder of world	22%	22%	23%	24%	24%	14%	11%	15%	6%	19%	16%	21%	15%	12%	32%	13%	23%	16%	14%	18%
Total Revenues	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Product Revenues by end market																				
DRAM	19%	19%	14%	30%	33%	15%	22%	5%	20%	12%	23%	22%	13%	21%	15%	9%	39%	33%	22%	25%
NAND	31%	51%	51%	52%	13%	40%	33%	43%	52%	67%	42%	43%	40%	52%	36%	67%	50%	57%	58%	44%
Total Memory	51%	70%	65%	82%	46%	55%	55%	47%	72%	79%	65%	65%	53%	73%	50%	76%	89%	90%	80%	69%
Total Foundry/IDM/Other	49%	30%	35%	18%	54%	45%	45%	53%	28%	21%	35%	35%	47%	27%	49%	24%	11%	10%	20%	31%
Total Product Revenues	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
10% Customers																				
Samsung	13%	*	26%	●	30%	*	*	*	*	*	*	15%	22%	30%	32%	22%	●	●	●	*
Intel	*	18%	11%	●	*	*	*	*	16%	24%	19%	14%	16%	*	14%	*	*	●	*	●
SK Hynix	11%	15%	13%	●	13%	10%	15%	*	17%	*	19%	19%	14%	23%	*	*	●	*	●	●
Micron	16%	20%	12%	*	*	32%	14%	10%	26%	36%	15%	*	*	*	19%	15%	●	*	*	*
Toshiba	10%	*	11%	●	*	*	13%	27%	12%	*	*	*	*	10%	*	24%	●	●	●	●
TSMC	19%	10%	*	*	22%	17%	17%	21%	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.