

	Fiscal Years				FY 2014				FY 2015				FY 2016				FY 2017				FY 2018	
	2014	2015	2016	2017	Q1'14	Q2'14	Q3'14	Q4'14	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
Cash Flow Metrics																						
Cash Flow from Operations	\$ (635)	\$ 1,571	\$ 45,685	\$ 20,603	\$ (4,692)	\$ (2,176)	\$ (2,679)	\$ 8,912	\$ (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
Capital Expenditures	\$ (5,792)	\$ (1,846)	\$ (3,999)	\$ (5,204)	\$ (2,193)	\$ (230)	\$ (377)	\$ (2,992)	\$ (502)	\$ (541)	\$ (322)	\$ (481)	\$ (610)	\$ (1,918)	\$ (821)	\$ (650)	\$ (47)	\$ (1,489)	\$ (806)	\$ (2,862)	\$ (1,319)	\$ (442)
Free Cash Flow	\$ (6,427)	\$ (275)	\$ 41,686	\$ 15,399	\$ (6,885)	\$ (2,406)	\$ (3,056)	\$ 5,920	\$ (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
Stock-Based Compensation Expense	\$ 6,752	\$ 6,248	\$ 7,666	\$ 8,819	\$ 1,634	\$ 1,776	\$ 1,705	\$ 1,637	\$ 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
Depreciation and Amortization	\$ 9,775	\$ 9,075	\$ 8,295	\$ 6,920	\$ 2,429	\$ 2,385	\$ 2,482	\$ 2,475	\$ 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
Depreciation only	\$ 6,631	\$ 6,935	\$ 6,817	\$ 6,714	\$ 1,648	\$ 1,648	\$ 1,601	\$ 1,690	\$ 1,653	\$ 1,749	\$ 1,776	\$ 1,755	\$ 1,717	\$ 1,687	\$ 1,701	\$ 1,712	\$ 1,802	\$ 1,646	\$ 1,615	\$ 1,651	\$ 1,689	\$ 1,568
Adjusted EBITDA (1)	\$ 7,139	\$ 21,676	\$ 45,057	\$ 60,149	\$ 6,080	\$ 4,907	\$ (4,707)	\$ 857	\$ 6,193	\$ 6,152	\$ 5,216	\$ 4,113	\$ 7,595	\$ 11,209	\$ 13,201	\$ 13,052	\$ 9,810	\$ 14,916	\$ 11,929	\$ 23,493	\$ 25,048	\$ 25,662
as a % of Revenue	4%	12%	20%	23%	12%	10%	-17%	2%	12%	13%	11%	10%	16%	20%	22%	22%	17%	23%	21%	30%	30%	29%
Balance Sheet Metrics																						
Cash, cash equivalents and marketable securities	\$ 83,962	\$ 83,085	\$ 129,961	\$ 117,029	\$ 88,037	\$ 87,361	\$ 84,373	\$ 83,962	\$ 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
A/R	\$ 26,121	\$ 37,832	\$ 39,457	\$ 62,458	\$ 32,417	\$ 33,458	\$ 26,061	\$ 26,121	\$ 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
Inventories	\$ 37,017	\$ 50,605	\$ 41,293	\$ 54,394	\$ 40,104	\$ 38,111	\$ 36,263	\$ 37,017	\$ 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
A/P	\$ 10,199	\$ 11,675	\$ 11,342	\$ 13,858	\$ 7,409	\$ 6,982	\$ 5,948	\$ 10,199	\$ 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
Working capital	\$ 119,644	\$ 132,903	\$ 174,353	\$ 196,019	\$ 147,645	\$ 151,515	\$ 130,215	\$ 119,644	\$ 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
Tangible book value	\$ 164,749	\$ 176,046	\$ 234,421	\$ 249,945	\$ 194,266	\$ 198,937	\$ 173,644	\$ 164,749	\$ 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
Cash per share	\$ 3.49	\$ 3.43	\$ 5.18	\$ 4.75	\$ 3.69	\$ 3.64	\$ 3.49	\$ 3.49	\$ 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
TBV per share	\$ 6.85	\$ 7.27	\$ 9.35	\$ 10.15	\$ 8.14	\$ 8.28	\$ 7.19	\$ 6.85	\$ 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
Days sales outstanding (DSO)	56	72	72	67	57	63	86	59	70	82	74	80	84	87	63	60	73	66	66	72	65	55
Inventory turns	2.4	2.2	2.2	2.4	2.7	2.6	1.7	2.3	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
Shares outstanding at end of period (per share calcs)	24,048	24,224	25,070	24,629	23,877	24,029	24,157	24,048	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
Headcount (ending)	525	518	532	592	543	540	528	525	526	530	540	518	519	520	527	532	534	559	570	592	593	629

SUPPLEMENTAL REVENUE INFORMATION

	SUPPLEMENTAL REVENUE INFORMATION																					
	2014	2015	2016	2017	2014	2015	2016	2017	2014	2015	2016	2017	2014	2015	2016	2017	2014	2015	2016	2017	2018	
Revenue segmentation by product/service																						
Products	82%	83%	84%	83%	85%	84%	72%	80%	76%	80%	80%	78%	83%	85%	85%	82%	81%	83%	81%	86%	86%	
Service	18%	17%	16%	17%	14%	16%	28%	20%	24%	20%	20%	22%	17%	15%	15%	18%	19%	17%	20%	14%	13%	
Total Revenues	100%	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	23%	20%	14%	13%	13%	27%	21%	32%	18%	31%	17%	11%	15%	16%	14%	*	23%	13%	11%	*	*	
South Korea	25%	16%	20%	36%	31%	17%	24%	27%	24%	15%	15%	*	18%	*	20%	34%	31%	49%	39%	28%	46%	
China	17%	*	20%	12%	30%	20%	10%	*	*	*	15%	12%	14%	23%	27%	14%	11%	11%	*	16%	32%	
Taiwan	12%	25%	12%	*	*	13%	*	20%	29%	19%	25%	27%	11%	*	11%	17%	20%	*	*	*	*	
EMEA	*	*	*	*	*	16%	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*
Japan	*	17%	12%	16%	*	*	15%	13%	*	*	17%	36%	15%	12%	*	14%	*	14%	*	31%	16%	
Singapore	*	*	*	*	*	*	16%	*	*	*	*	*	21%	30%	13%	*	*	17%	13%	12%	15%	
Remainder of world	23%	22%	22%	23%	26%	7%	2%	8%	24%	14%	11%	14%	6%	19%	16%	21%	15%	12%	32%	13%	23%	
Total Revenues	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	99%	100%	100%	101%	100%	100%	100%	100%	100%	100%	100%
Product Revenues by end market																						
DRAM	25%	19%	19%	14%	23%	16%	34%	34%	33%	15%	22%	5%	20%	12%	23%	22%	13%	21%	15%	9%	39%	
NAND	33%	31%	51%	51%	40%	25%	38%	28%	13%	40%	33%	43%	52%	67%	42%	43%	40%	52%	36%	67%	50%	
Total Memory	58%	51%	70%	65%	63%	41%	72%	62%	46%	55%	55%	47%	72%	79%	65%	65%	53%	73%	50%	76%	89%	
Total Foundry/IDM/Other	42%	49%	30%	35%	37%	59%	28%	38%	54%	45%	45%	53%	28%	21%	35%	35%	47%	27%	49%	24%	11%	
Total Product Revenues	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
10% Customers																						
Samsung	27%	13%	*	26%	52%	16%	*	24%	30%	*	*	*	*	*	15%	22%	30%	32%	22%	●	●	
Intel	13%	*	18%	11%	13%	18%	*	*	*	*	*	*	16%	24%	19%	14%	16%	*	14%	*	●	
SK Hynix	12%	11%	15%	13%	*	*	27%	*	*	10%	15%	*	17%	*	19%	19%	14%	23%	*	●	●	
Micron	10%	16%	20%	12%	*	*	25%	18%	13%	*	14%	10%	26%	36%	15%	*	*	*	19%	15%	●	
Toshiba	*	10%	*	*	*	*	*	10%	*	*	13%	27%	12%	*	*	*	*	*	*	*	●	
TSMC	*	19%	10%	*	*	11%	*	16%	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 are now included 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 has been adjusted to reflect the correct distribution by geography