

# Press Releases

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## Monolithic Power Systems Announces Results for the Fourth Quarter and Year Ended December 31, 2018, and an Increase in Quarterly Cash Dividend

Feb 12, 2019 at

**KIRKLAND, WASHINGTON, February 12, 2019**--Monolithic Power Systems, Inc. (MPS) (Nasdaq: MPWR), a leading company in high performance analog solutions, today announced financial results for the quarter and year ended December 31, 2018. The Company also announced that its Board of Directors has approved an increase in the quarterly cash dividend from \$0.30 per share to \$0.40 per share. The first quarter dividend of \$0.40 per share will be paid on April 15, 2019 to all stockholders of record as of the close of business on March 29, 2019.

The results for the quarter ended December 31, 2018 are as follows:

- Revenue was \$153.5 million for the quarter ended December 31, 2018, a 4.0% decrease from \$160.0 million for the quarter ended September 30, 2018 and an 18.6% increase from \$129.4 million for the quarter ended December 31, 2017.
- GAAP gross margin was 55.1% for the quarter ended December 31, 2018, compared with 55.0% for the quarter ended December 31, 2017.
- Non-GAAP (1) gross margin was 55.6% for the quarter ended December 31, 2018, excluding the impact of \$0.5 million for stock-based compensation expense and \$0.2 million for the amortization of acquisition-related intangible assets, compared with 55.7% for the quarter ended December 31, 2017, excluding the impact of \$0.4 million for stock-based compensation expense and \$0.5 million for the amortization of acquisition-related intangible assets.
- GAAP operating expenses were \$51.5 million for the quarter ended December 31, 2018, compared with \$46.1 million for the quarter ended December 31, 2017.
- Non-GAAP (1) operating expenses were \$38.7 million for the quarter ended December 31, 2018, excluding \$14.3 million for stock-based compensation expense and \$1.5 million for deferred compensation plan income, compared with \$33.9 million for the quarter ended December 31, 2017, excluding \$11.5 million for stock-based compensation expense and \$0.8 million for deferred compensation plan expense.
- GAAP operating income was \$33.1 million for the quarter ended December 31, 2018, compared with \$25.1 million for the quarter ended December 31, 2017.
- Non-GAAP (1) operating income was \$46.6 million for the quarter ended December 31, 2018, excluding \$14.8 million for stock-based compensation expense, \$0.2 million for the amortization of acquisition-related intangible assets and \$1.5 million for deferred compensation plan income, compared with \$38.2 million for the quarter ended December 31, 2017, excluding \$11.9 million for stock-based compensation expense, \$0.5 million for the amortization of acquisition-related intangible assets and \$0.8 million for deferred compensation plan expense.

- GAAP interest and other expense, net was \$0.4 million for the quarter ended December 31, 2018, compared with interest and other income, net of \$1.6 million for the quarter ended December 31, 2017.
- Non-GAAP (1) interest and other income, net was \$1.6 million for the quarter ended December 31, 2018, excluding \$2.0 million for deferred compensation plan expense, compared with \$1.0 million for the quarter ended December 31, 2017, excluding \$0.6 million for deferred compensation plan income.
- GAAP income before income taxes was \$32.7 million for the quarter ended December 31, 2018, compared with \$26.7 million for the quarter ended December 31, 2017.
- Non-GAAP (1) income before income taxes was \$48.2 million for the quarter ended December 31, 2018, excluding \$14.8 million for stock-based compensation expense, \$0.2 million for the amortization of acquisition-related intangible assets and \$0.5 million for deferred compensation plan expense, compared with \$39.2 million for the quarter ended December 31, 2017, excluding \$11.9 million for stock-based compensation expense, \$0.5 million for the amortization of acquisition-related intangible assets, and \$0.1 million for deferred compensation plan expense.
- GAAP net income was \$27.6 million and GAAP earnings per share were \$0.61 per diluted share for the quarter ended December 31, 2018. Comparatively, GAAP net income was \$12.1 million and GAAP earnings per share were \$0.27 per diluted share for the quarter ended December 31, 2017.
- Non-GAAP (1) net income was \$44.6 million and non-GAAP earnings per share were \$0.99 per diluted share for the quarter ended December 31, 2018, excluding stock-based compensation expense, amortization of acquisition-related intangible assets, net deferred compensation plan expense and related tax effects, compared with non-GAAP net income of \$36.3 million and non-GAAP earnings per share of \$0.82 per diluted share for the quarter ended December 31, 2017, excluding stock-based compensation income, amortization of acquisition-related intangible assets, net deferred compensation plan expense and related tax effects.

The results for the year ended December 31, 2018 are as follows:

- Revenue was \$582.4 million for the year ended December 31, 2018, a 23.7% increase from \$470.9 million for the year ended December 31, 2017.
- GAAP gross margin was 55.4% for the year ended December 31, 2018, compared with 54.8% for the year ended December 31, 2017.
- Non-GAAP (1) gross margin was 55.9% for the year ended December 31, 2018, excluding the impact of \$1.9 million for stock-based compensation expense and \$0.8 million for the amortization of acquisition-related intangible assets, compared with 55.6% for the year ended December 31, 2017, excluding the impact of \$1.7 million for stock-based compensation expense and \$2.1 million for the amortization of acquisition-related intangible assets.
- GAAP operating expenses were \$209.2 million for the year ended December 31, 2018, compared with \$180.9 million for the year ended December 31, 2017.
- Non-GAAP (1) operating expenses were \$151.1 million for the year ended December 31, 2018, excluding \$58.7 million for stock-based compensation expense and \$0.6 million for deferred compensation plan income, compared with \$127.1 million for the year ended December 31, 2017, excluding \$51.0 million for stock-based compensation expense and \$2.8 million for deferred compensation plan expense.
- GAAP operating income was \$113.5 million for the year ended December 31, 2018, compared with \$77.4 million for the year ended December 31, 2017.
- Non-GAAP (1) operating income was \$174.3 million for the year ended December 31, 2018, excluding \$60.6 million for stock-based compensation expense, \$0.8 million for the amortization of acquisition-related intangible assets and \$0.6 million for deferred compensation plan income, compared with \$134.9 million for the year ended December 31, 2017, excluding \$52.6 million for stock-based compensation expense, \$2.1 million for the amortization of acquisition-related intangible assets and \$2.8 million for deferred compensation plan expense.
- GAAP interest and other income, net was \$5.0 million for the year ended December 31, 2018, compared with \$5.5 million for the year ended December 31, 2017.

- Non-GAAP (1) interest and other income, net was \$6.0 million for the year ended December 31, 2018, excluding \$1.0 million for deferred compensation plan expense, compared with \$3.0 million for the year ended December 31, 2017, excluding \$2.5 million for deferred compensation plan income.
- GAAP income before income taxes was \$118.5 million for the year ended December 31, 2018, compared with \$82.9 million for the year ended December 31, 2017.
- Non-GAAP (1) income before income taxes was \$180.4 million for the year ended December 31, 2018, excluding \$60.6 million for stock-based compensation expense, \$0.8 million for the amortization of acquisition-related intangible assets and \$0.4 million for deferred compensation plan expense, compared with \$137.9 million for the year ended December 31, 2017, excluding \$52.6 million for stock-based compensation expense, \$2.1 million for the amortization of acquisition-related intangible assets, and \$0.2 million for deferred compensation plan expense.
- GAAP net income was \$105.3 million and GAAP earnings per share were \$2.36 per diluted share for the year ended December 31, 2018. Comparatively, GAAP net income was \$65.2 million and GAAP earnings per share were \$1.50 per diluted share for the year ended December 31, 2017.
- Non-GAAP (1) net income was \$166.8 million and non-GAAP earnings per share were \$3.74 per diluted share for the year ended December 31, 2018, excluding stock-based compensation expense, amortization of acquisition-related intangible assets, net deferred compensation plan expense and related tax effects, compared with non-GAAP net income of \$127.5 million and non-GAAP earnings per share of \$2.93 per diluted share for the year ended December 31, 2017, excluding stock-based compensation income, amortization of acquisition-related intangible assets, net deferred compensation plan expense and related tax effects.

The following is a summary of revenue by end market for the periods indicated (in thousands):

| End Market            | Three Months Ended December 31, |            | Year Ended December 31, |            |
|-----------------------|---------------------------------|------------|-------------------------|------------|
|                       | 2018                            | 2017       | 2018                    | 2017       |
| Computing and storage | \$ 43,537                       | \$ 26,679  | \$ 159,121              | \$ 100,782 |
| Automotive            | 22,221                          | 15,846     | 80,078                  | 53,888     |
| Industrial            | 26,928                          | 16,160     | 88,472                  | 62,896     |
| Communications        | 20,147                          | 15,857     | 70,589                  | 63,606     |
| Consumer              | 40,664                          | 54,888     | 184,122                 | 189,757    |
| Total                 | \$ 153,497                      | \$ 129,430 | \$ 582,382              | \$ 470,929 |

The following is a summary of revenue by product family for the periods indicated (in thousands):

| Product Family   | Three Months Ended December 31, |            | Year Ended December 31, |            |
|------------------|---------------------------------|------------|-------------------------|------------|
|                  | 2018                            | 2017       | 2018                    | 2017       |
| DC to DC         | \$ 143,021                      | \$ 119,161 | \$ 537,512              | \$ 431,861 |
| Lighting Control | 10,476                          | 10,269     | 44,870                  | 39,068     |
| Total            | \$ 153,497                      | \$ 129,430 | \$ 582,382              | \$ 470,929 |

"Despite uncertainty in the macro economy, we expect to continue winning market share in cloud computing, automotive and telecommunication markets. We believe our future is bright," said Michael Hsing, CEO and founder of MPS.

## Business Outlook

The following are MPS' financial targets for the first quarter ending March 31, 2019:

- Revenue in the range of \$138 million to \$144 million.

- GAAP gross margin between 54.8% and 55.4%. Non-GAAP (1) gross margin between 55.3% and 55.9%, which excludes an estimated impact of stock-based compensation expenses of 0.5%.
- GAAP research and development (“R&D”) and selling, general and administrative (“SG&A”) expenses between \$55 million and \$59 million. Non-GAAP (1) R&D and SG&A expenses between \$38 million and \$40 million, which excludes an estimate of stock-based compensation expenses in the range of \$17.0 million to \$19.0 million.
- Total stock-based compensation expense of \$17.6 million to \$19.6 million.
- Interest and other income, net, of \$1.4 million to \$1.6 million before foreign exchange gains or losses.
- Fully diluted shares outstanding between 44.7 million and 45.7 million.

(1) Non-GAAP net income, non-GAAP earnings per share, non-GAAP gross margin, non-GAAP R&D and SG&A expenses, non-GAAP operating expenses, non-GAAP interest and other income, net, non-GAAP operating income and non-GAAP income before taxes differ from net income, earnings per share, gross margin, R&D and SG&A expenses, operating expenses, interest and other income, net, operating income and income before taxes determined in accordance with Generally Accepted Accounting Principles in the United States (GAAP). Non-GAAP net income and non-GAAP earnings per share exclude the effect of stock-based compensation expense, amortization of acquisition-related intangible assets, deferred compensation plan income/expense and related tax effects. Non-GAAP gross margin excludes the effect of stock-based compensation expense and amortization of acquisition-related intangible assets. Non-GAAP operating expenses exclude the effect of stock-based compensation expense and deferred compensation plan income/expense. Non-GAAP interest and other income, net excludes the effect of deferred compensation plan income/expense. Non-GAAP operating income excludes the effect of stock-based compensation expense, amortization of acquisition-related intangible assets and deferred compensation plan income/expense. Non-GAAP income before taxes excludes the effect of stock-based compensation expense, amortization of acquisition-related intangible assets and deferred compensation plan income/expense. Projected non-GAAP gross margin excludes the effect of stock-based compensation expense. Projected non-GAAP R&D and SG&A expenses exclude the effect of stock-based compensation expense. These non-GAAP financial measures are not prepared in accordance with GAAP and should not be considered as a substitute for, or superior to, measures of financial performance prepared in accordance with GAAP. A schedule reconciling non-GAAP financial measures is included at the end of this press release. MPS utilizes both GAAP and non-GAAP financial measures to assess what it believes to be its core operating performance and to evaluate and manage its internal business and assist in making financial operating decisions. MPS believes that the inclusion of non-GAAP financial measures, together with GAAP measures, provides investors with an alternative presentation useful to investors' understanding of MPS' core operating results and trends. Additionally, MPS believes that the inclusion of non-GAAP measures, together with GAAP measures, provides investors with an additional dimension of comparability to similar companies. However, investors should be aware that non-GAAP financial measures utilized by other companies are not likely to be comparable in most cases to the non-GAAP financial measures used by MPS.

## Conference Call

MPS plans to conduct an investor teleconference covering its financial results at 2:00 p.m. PT / 5:00 p.m. ET, February 12, 2019. To access the conference call and the following replay of the conference call, go to <http://ir.monolithicpower.com> and click on the webcast link. From this site, you can listen to the teleconference, assuming that your computer system is configured properly. In addition to the webcast replay, which will be archived for all investors for one year on the MPS website, a phone replay will be available for seven days after the live call at (404) 537-3406, code number 8037138. This press release and any other information related to the call will also be posted on the website.

## Safe Harbor Statement

This press release contains, and statements that will be made during the accompanying teleconference will contain, forward-looking statements, as that term is defined in the Private Securities Litigation Reform Act of 1995, including, among other things, (i) projected revenues, GAAP and non-GAAP gross margin, GAAP and non-GAAP R&D and SG&A expenses, stock-based compensation expenses, interest and other income, and diluted shares outstanding, (ii) our outlook for the long-term prospects of the company, including our performance against our business plan, revenue growth in certain of our market segments, our continued investment into R&D, expected revenue growth, customers' acceptance of our new product offerings, the prospects of our new product development, and our expectations regarding market and industry segment trends and prospects, (iii) our ability to penetrate new markets and expand our market share, (iv) the seasonality of our business, (v) our ability to reduce our expenses, and (vi) statements of the assumptions underlying or relating to any statement described in (i), (ii), (iii), (iv), or (v). These forward-looking statements are not historical facts or guarantees of future performance or events, are based on current expectations, estimates, beliefs, assumptions, goals, and objectives, and involve significant known and unknown risks, uncertainties and other factors that may cause actual results to be materially different from the results expressed by these statements. Readers of this press release and listeners to the accompanying conference call are cautioned not to place undue reliance on any forward-looking statements, which speak only as of the date hereof. Factors that could cause actual results to differ include, but are not limited to, our ability to attract new customers and retain existing customers; acceptance of, or demand for, MPS' products, in particular the new products launched recently, being different than expected; our ability to efficiently and effectively develop new products and receive a return on our R&D expense investment; our ability to increase market share in our targeted markets; competition generally and the increasingly competitive nature of our industry; any market disruptions or interruptions in MPS' schedule of new product development releases; adverse changes in production and testing efficiency of our products; our ability to realize the anticipated benefits of companies and products that we acquire, and our ability to effectively and efficiently integrate these acquired companies and products into our operations; our ability to manage our inventory levels; adverse changes in laws and government regulations such as tariffs on imports of foreign goods, including in foreign countries where MPS has offices or operations; adverse events arising from orders of governmental entities, including such orders that impact our customers, and adopting of new or amended accounting standards; the effect of catastrophic events; adequate supply of our products from our third-party manufacturing partners; the risks, uncertainties and costs of litigation in which we are involved; the outcome of any upcoming trials, hearings, motions and appeals; the adverse impact on MPS' financial performance if its tax and litigation provisions are inadequate; adverse changes or developments in the semiconductor industry generally, which is cyclical in nature; difficulty in predicting or budgeting for future customer demand and channel inventories, expenses and financial contingencies; the ongoing consolidation of companies in the semiconductor industry; and other important risk factors identified in MPS' Securities and Exchange Commission (SEC) filings, including,

but not limited to, our annual report on Form 10-K filed with the SEC on March 1, 2018 and our quarterly report on Form 10-Q filed with the SEC on November 2, 2018. The forward-looking statements in this press release and statements made during the accompanying teleconference represent MPS' projections and current expectations, as of the date hereof, not predictions of actual performance. MPS assumes no obligation to update the information in this press release or in the accompanying conference call.

## About Monolithic Power Systems

Monolithic Power Systems, Inc. (MPS) provides small, highly energy efficient, easy-to-use power solutions for systems found in industrial applications, telecom infrastructures, cloud computing, automotive, and consumer applications. MPS' mission is to reduce total energy consumption in its customers' systems with green, practical, compact solutions. The company was founded by Michael Hsing in 1997 and is based in the United States. MPS can be contacted through its website at [www.monolithicpower.com](http://www.monolithicpower.com) or its support offices around the world.

Monolithic Power Systems, MPS, and the MPS logo are registered trademarks of Monolithic Power Systems, Inc. in the U.S. and trademarked in certain other countries.

## Contact:

Bernie Blegen

Chief Financial Officer

Monolithic Power Systems, Inc.

408-826-0777

[investors@monolithicpower.com](mailto:investors@monolithicpower.com)

## Monolithic Power Systems, Inc.

### Condensed Consolidated Balance Sheets

(Unaudited, in thousands, except par value)

|  | December 31, |            |
|--|--------------|------------|
|  | 2018         | 2017       |
| <b>ASSETS</b>                              |              |            |
| Current assets:                            |              |            |
| Cash and cash equivalents                  | \$ 172,704   | \$ 82,759  |
| Short-term investments                     | 204,577      | 216,331    |
| Accounts receivable, net                   | 55,214       | 38,037     |
| Inventories                                | 136,384      | 99,281     |
| Other current assets                       | 11,931       | 12,762     |
| Total current assets                       | 580,810      | 449,170    |
| Property and equipment, net                | 150,001      | 144,636    |
| Long-term investments                      | 3,241        | 5,256      |
| Goodwill                                   | 6,571        | 6,571      |
| Acquisition-related intangible assets, net | 111          | 951        |
| Deferred tax assets, net                   | 16,830       | 15,917     |
| Other long-term assets                     | 35,868       | 30,068     |
| Total assets                               | \$ 793,432   | \$ 652,569 |

## LIABILITIES AND STOCKHOLDERS' EQUITY

### Current liabilities:

|   |    |         |    |         |
|---|----|---------|----|---------|
| Accounts payable                          | \$ | 22,678  | \$ | 22,813  |
| Accrued compensation and related benefits |    | 18,799  |    | 15,597  |
| Accrued liabilities                       |    | 38,962  |    | 27,507  |
| Total current liabilities                 |    | 80,439  |    | 65,917  |
| Income tax liabilities                    |    | 34,375  |    | 31,621  |
| Other long-term liabilities               |    | 38,525  |    | 33,024  |
| Total liabilities                         |    | 153,339 |    | 130,562 |

### Stockholders' equity:

|  |    |          |    |         |
|--|----|----------|----|---------|
| Common stock and additional paid-in capital, \$0.001 par value; shares authorized: 150,000; shares issued and outstanding: 42,505 and 41,614, respectively |    | 450,908  |    | 376,586 |
| Retained earnings  |    | 194,728  |    | 143,608 |
| Accumulated other comprehensive income (loss)  |    | (5,543 ) |    | 1,813   |
| Total stockholders' equity   |    | 640,093  |    | 522,007 |
| Total liabilities and stockholders' equity   | \$ | 793,432  | \$ | 652,569 |

## Monolithic Power Systems, Inc.

### Condensed Consolidated Statements of Operations

(Unaudited, in thousands, except per share amounts)

|                                     | Three Months Ended December 31, |            | Year Ended December 31, |            |
|-------------------------------------|---------------------------------|------------|-------------------------|------------|
|                                     | 2018                            | 2017       | 2018                    | 2017       |
| Revenue                             | \$ 153,497                      | \$ 129,430 | \$ 582,382              | \$ 470,929 |
| Cost of revenue                     | 68,904                          | 58,269     | 259,714                 | 212,646    |
| Gross profit                        | 84,593                          | 71,161     | 322,668                 | 258,283    |
| Operating expenses:                 |                                 |            |                         |            |
| Research and development            | 22,735                          | 21,730     | 93,455                  | 82,359     |
| Selling, general and administrative | 28,372                          | 24,038     | 113,803                 | 97,257     |
| Litigation expense, net             | 409                             | 340        | 1,922                   | 1,243      |
| Total operating expenses            | 51,516                          | 46,108     | 209,180                 | 180,859    |

|  |           |           |            |           |
|--|-----------|-----------|------------|-----------|
| Income from operations                   | 33,077    | 25,053    | 113,488    | 77,424    |
| Interest and other income (expense), net | (393 )    | 1,647     | 4,994      | 5,520     |
| Income before income taxes               | 32,684    | 26,700    | 118,482    | 82,944    |
| Income tax provision                     | 5,046     | 14,629    | 13,214     | 17,741    |
| Net income                               | \$ 27,638 | \$ 12,071 | \$ 105,268 | \$ 65,203 |

Net income per share:

|         |         |         |         |         |
|---------|---------|---------|---------|---------|
| Basic   | \$ 0.65 | \$ 0.29 | \$ 2.49 | \$ 1.58 |
| Diluted | \$ 0.61 | \$ 0.27 | \$ 2.36 | \$ 1.50 |

Weighted-average shares outstanding:

|         |        |        |        |        |
|---------|--------|--------|--------|--------|
| Basic   | 42,467 | 41,574 | 42,247 | 41,350 |
| Diluted | 45,058 | 44,160 | 44,602 | 43,578 |

**SUPPLEMENTAL FINANCIAL INFORMATION**

**STOCK-BASED COMPENSATION EXPENSE**

(Unaudited, in thousands)

|  | Three Months Ended December 31, |           | Year Ended December 31, |           |
|--|---------------------------------|-----------|-------------------------|-----------|
|  | 2018                            | 2017      | 2018                    | 2017      |
| Cost of revenue                        | \$ 504                          | \$ 391    | \$ 1,888                | \$ 1,654  |
| Research and development               | 3,822                           | 3,519     | 15,990                  | 14,816    |
| Selling, general and administrative    | 10,516                          | 7,948     | 42,729                  | 36,147    |
| Total stock-based compensation expense | \$ 14,842                       | \$ 11,858 | \$ 60,607               | \$ 52,617 |

**RECONCILIATION OF NET INCOME TO NON-GAAP NET INCOME**

(Unaudited, in thousands, except per share amounts)

| Three Months Ended December 31, |      | Year Ended December 31, |      |
|---------------------------------|------|-------------------------|------|
| 2018                            | 2017 | 2018                    | 2017 |

|  |    |        |    |        |    |         |    |         |
|--|----|--------|----|--------|----|---------|----|---------|
| Net income   | \$ | 27,638 | \$ | 12,071 | \$ | 105,268 | \$ | 65,203  |
| Net income as a percentage of revenue                            |    | 18.0 % |    | 9.3 %  |    | 18.1 %  |    | 13.8 %  |
| Adjustments to reconcile net income to non-GAAP net income:      |    |        |    |        |    |         |    |         |
| Stock-based compensation expense                                 |    | 14,842 |    | 11,858 |    | 60,607  |    | 52,617  |
| Amortization of acquisition-related intangible assets            |    | 197    |    | 513    |    | 841     |    | 2,051   |
| Deferred compensation plan expense                               |    | 458    |    | 148    |    | 431     |    | 238     |
| Tax effect   |    | 1,432  |    | 11,688 |    | (313 )  |    | 7,402   |
| Non-GAAP net income  | \$ | 44,567 | \$ | 36,278 | \$ | 166,834 | \$ | 127,511 |
| Non-GAAP net income as a percentage of revenue                   |    | 29.0 % |    | 28.0 % |    | 28.6 %  |    | 27.1 %  |
| Non-GAAP net income per share:                                   |    |        |    |        |    |         |    |         |
| Basic  | \$ | 1.05   | \$ | 0.87   | \$ | 3.95    | \$ | 3.08    |
| Diluted  | \$ | 0.99   | \$ | 0.82   | \$ | 3.74    | \$ | 2.93    |
| Shares used in the calculation of non-GAAP net income per share: |    |        |    |        |    |         |    |         |
| Basic  |    | 42,467 |    | 41,574 |    | 42,247  |    | 41,350  |
| Diluted  |    | 45,058 |    | 44,160 |    | 44,602  |    | 43,578  |

#### RECONCILIATION OF GROSS MARGIN TO NON-GAAP GROSS MARGIN

(Unaudited, in thousands)

|   | Three Months Ended December 31, |        |      |        | Year Ended December 31, |         |      |         |
|---|---------------------------------|--------|------|--------|-------------------------|---------|------|---------|
|   | 2018                            |        | 2017 |        | 2018                    |         | 2017 |         |
| Gross profit  | \$                              | 84,593 | \$   | 71,161 | \$                      | 322,668 | \$   | 258,283 |
| Gross margin  |                                 | 55.1 % |      | 55.0 % |                         | 55.4 %  |      | 54.8 %  |
| Adjustments to reconcile gross profit to non-GAAP gross profit: |                                 |        |      |        |                         |         |      |         |
| Stock-based compensation expense                                |                                 | 504    |      | 391    |                         | 1,888   |      | 1,654   |
| Amortization of acquisition-related intangible assets           |                                 | 197    |      | 513    |                         | 841     |      | 2,051   |

|                       |    |        |    |        |    |         |    |         |
|-----------------------|----|--------|----|--------|----|---------|----|---------|
| Non-GAAP gross profit | \$ | 85,294 | \$ | 72,065 | \$ | 325,397 | \$ | 261,988 |
| Non-GAAP gross margin |    | 55.6 % |    | 55.7 % |    | 55.9 %  |    | 55.6 %  |

#### RECONCILIATION OF OPERATING EXPENSES TO NON-GAAP OPERATING EXPENSES

(Unaudited, in thousands)

|   | Three Months Ended December 31, |           | Year Ended December 31, |            |
|---|---------------------------------|-----------|-------------------------|------------|
|   | 2018                            | 2017      | 2018                    | 2017       |
| Total operating expenses  | \$ 51,516                       | \$ 46,108 | \$ 209,180              | \$ 180,859 |
| Adjustments to reconcile total operating expenses to non-GAAP total operating expenses: |                                 |           |                         |            |
| Stock-based compensation expense  | (14,338 )                       | (11,467 ) | (58,719 )               | (50,963 )  |
| Deferred compensation plan income (expense)   | 1,513                           | (776 )    | 591                     | (2,769 )   |
| Non-GAAP operating expenses   | \$ 38,691                       | \$ 33,865 | \$ 151,052              | \$ 127,127 |

#### RECONCILIATION OF OPERATING INCOME TO NON-GAAP OPERATING INCOME

(Unaudited, in thousands)

|   | Three Months Ended December 31, |           | Year Ended December 31, |            |
|---|---------------------------------|-----------|-------------------------|------------|
|   | 2018                            | 2017      | 2018                    | 2017       |
| Total operating income  | \$ 33,077                       | \$ 25,053 | \$ 113,488              | \$ 77,424  |
| Adjustments to reconcile total operating income to non-GAAP total operating income: |                                 |           |                         |            |
| Stock-based compensation expense  | 14,842                          | 11,858    | 60,607                  | 52,617     |
| Amortization of acquisition-related intangible assets                               | 197                             | 513       | 841                     | 2,051      |
| Deferred compensation plan (income) expense   | (1,513 )                        | 776       | (591 )                  | 2,769      |
| Non-GAAP operating income   | \$ 46,603                       | \$ 38,200 | \$ 174,345              | \$ 134,861 |

# **RECONCILIATION OF INTEREST AND OTHER INCOME (EXPENSE), NET, TO NON-GAAP INTEREST AND OTHER INCOME, NET**

(Unaudited, in thousands)

|  | Three Months Ended December 31, |          | Year Ended December 31, |          |
|--|---------------------------------|----------|-------------------------|----------|
|  | 2018                            | 2017     | 2018                    | 2017     |
| Total interest and other income (expense), net   | \$ (393 )                       | \$ 1,647 | \$ 4,994                | \$ 5,520 |
| Adjustments to reconcile interest and other income (expense), net, to non-GAAP interest and other income, net: |                                 |          |                         |          |
| Deferred compensation plan (income) expense  | 1,971                           | (628 )   | 1,022                   | (2,531 ) |
| Non-GAAP interest and other income, net  | \$ 1,578                        | \$ 1,019 | \$ 6,016                | \$ 2,989 |

# **RECONCILIATION OF INCOME BEFORE INCOME TAXES TO NON-GAAP INCOME BEFORE INCOME TAXES**

(Unaudited, in thousands)

|   | Three Months Ended December 31, |           | Year Ended December 31, |            |
|---|---------------------------------|-----------|-------------------------|------------|
|   | 2018                            | 2017      | 2018                    | 2017       |
| Total income before income taxes  | \$ 32,684                       | \$ 26,700 | \$ 118,482              | \$ 82,944  |
| Adjustments to reconcile income before income taxes to non-GAAP income before income taxes: |                                 |           |                         |            |
| Stock-based compensation expense  | 14,842                          | 11,858    | 60,607                  | 52,617     |
| Amortization of acquisition-related intangible assets                                       | 197                             | 513       | 841                     | 2,051      |
| Deferred compensation plan expense  | 458                             | 148       | 431                     | 238        |
| Non-GAAP income before income taxes   | \$ 48,181                       | \$ 39,219 | \$ 180,361              | \$ 137,850 |

Feedback

## **2019 FIRST QUARTER OUTLOOK**

# **RECONCILIATION OF GROSS MARGIN TO NON-GAAP GROSS MARGIN**

(Unaudited)

**Three Months Ending**

**March 31, 2019**

|   | <b>Low</b> |   | <b>High</b> |   |
|---|------------|---|-------------|---|
| Gross margin  | 54.8       | % | 55.4        | % |
| Adjustments to reconcile gross margin to non-GAAP gross margin: |            |   |             |   |
| Stock-based compensation expense                                | 0.5        | % | 0.5         | % |
| Non-GAAP gross margin   | 55.3       | % | 55.9        | % |

**RECONCILIATION OF R&D AND SG&A EXPENSES TO NON-GAAP R&D AND SG&A EXPENSES**

(Unaudited, in thousands)

**Three Months Ending**

**March 31, 2019**

|   | <b>Low</b> |           | <b>High</b> |           |
|---|------------|-----------|-------------|-----------|
| R&D and SG&A expense  | \$         | 55,000    | \$          | 59,000    |
| Adjustments to reconcile R&D and SG&A expense to non-GAAP R&D and SG&A expense: |            |           |             |           |
| Stock-based compensation expense  |            | (17,000 ) |             | (19,000 ) |
| Non-GAAP R&D and SG&A expense   | \$         | 38,000    | \$          | 40,000    |