# Analog Devices, First Quarter, Fiscal 2012 

## Schedule A

Revenue and Earnings Summary (GAAP) (In thousands, except per-share amounts)

|  | Three Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1Q 12 Feb. 4, 2012 | 4Q 11 Oct. 29, 2011 |  | 1Q 11 Jan. 29, 2011 |
| Revenue | \$ 648,058 | \$ 716,134 | \$ | 728,504 |
| Year-to-year change | -11\% | -7\% |  | 21\% |
| Quarter-to-quarter change | -10\% | -6\% |  | -5\% |
| Cost of sales (1) | 238,668 | 255,620 |  | 246,331 |
| Gross margin | 409,390 | 460,514 |  | 482,173 |
| Gross margin percentage | 63.2\% | 64.3\% |  | 66.2\% |
| Year-to-year change (basis points) | -300 | -270 |  | 510 |
| Quarter-to-quarter change(basis points) | -110 | -290 |  | -80 |
| Operating expenses: |  |  |  |  |
| R\&D (1) | 124,378 | 123,889 |  | 122,745 |
| Selling, marketing and G\&A (1) | 99,045 | 99,094 |  | 100,022 |
| Special charges | 2,595 | 2,239 |  | - |
| Total operating expenses | 226,018 | 225,222 |  | 222,767 |
| Total operating expenses percentage | 34.9\% | 31.4\% |  | 30.6\% |
| Year-to-year change (basis points) | 430 | 150 |  | -580 |
| Quarter-to-quarter change (basis points) | 350 | 90 |  | 70 |
| Operating income from continuing operations | 183,372 | 235,292 |  | 259,406 |
| Operating income percentage | 28.3\% | 32.9\% |  | 35.6\% |
| Year-to-year change (basis points) | -730 | -420 |  | 1090 |
| Quarter-to-quarter change (basis points) | -460 | -390 |  | -150 |
| Other expense (income) | 3,286 | 4,292 |  | 586 |
| Income from continuing operations before income tax | 180,086 | 231,000 |  | 258,820 |
| Provision for income taxes | 40,704 | 47,473 |  | 43,214 |
| Tax rate percentage | 22.6\% | 20.6\% |  | 16.7\% |
| Income from continuing operations, net of tax | 139,382 | 183,527 |  | 215,606 |
| Gain on sale of discontinued operations, net of tax | - | - |  | 6,500 |
| Net income | \$ 139,382 | \$ 183,527 | \$ | 222,106 |
| Shares used for EPS - basic | 297,788 | 298,910 |  | 299,218 |
| Shares used for EPS - diluted | 305,531 | 305,734 |  | 308,848 |
| Earnings per share from continuing operations - basic | \$ 0.47 | \$ 0.61 | \$ | 0.72 |
| Earnings per share from continuing operations - diluted | \$ 0.46 | \$ 0.60 | \$ | 0.70 |
| Earnings per share - basic | \$ 0.47 | \$ 0.61 | \$ | 0.74 |
| Earnings per share - diluted | \$ 0.46 | \$ 0.60 | \$ | 0.72 |
| Dividends paid per share | \$ 0.25 | \$ 0.25 | \$ | 0.22 |
| (1) Includes stock-based compensation expense as follows: |  |  |  |  |
| Cost of sales | \$ 1,807 | \$ 1,835 | \$ | 1,748 |
| R\&D | \$ 5,885 | \$ 6,033 | \$ | 5,585 |
| Selling, marketing and G\&A | \$ 5,640 | \$ 5,684 | \$ | 5,270 |

# Analog Devices, First Quarter, Fiscal 2012 

## Schedule B

Selected Balance Sheet Information (GAAP) (In thousands)

|  | 1Q 12 Feb. 4, 2012 | 4Q 11 Oct. 29, 2011 | 1Q 11 Jan. 29, 2011 |
| :---: | :---: | :---: | :---: |
| Cash \& short-term investments | \$3,667,398 | \$3,592,462 | \$2,961,116 |
| Accounts receivable, net | 301,999 | 348,416 | 384,276 |
| Inventories (1) | 297,160 | 295,081 | 282,980 |
| Other current assets | 128,611 | 150,389 | 108,657 |
| Total current assets | 4,395,168 | 4,386,348 | 3,737,029 |
| PP\&E, net | 475,689 | 478,839 | 468,541 |
| Investments | 30,954 | 29,361 | 28,119 |
| Goodwill and intangible assets | 286,339 | 287,287 | 257,164 |
| Other | 89,684 | 95,800 | 106,052 |
| Total assets | \$5,277,834 | \$5,277,635 | \$4,596,905 |
| Deferred income on shipments to distributors, net | \$ 227,261 | \$ 233,249 | \$ 253,254 |
| Other current liabilities | 270,794 | 291,756 | 355,237 |
| Long-term debt, non-current | 855,662 | 871,876 | 523,046 |
| Non-current liabilities | 81,682 | 85,341 | 100,941 |
| Shareholders' equity | 3,842,435 | 3,795,413 | 3,364,427 |
| Total liabilities \& equity | \$5,277,834 | \$5,277,635 | \$4,596,905 |

(1) Includes $\$ 2,428, \$ 2,431$ and $\$ 2,447$ related to stock-based compensation in 1Q12, 4Q11 and 1Q11, respectively.

## Analog Devices, First Quarter, Fiscal 2012

Schedule C
Cash Flow Statement (GAAP)
(In thousands)

|  | Three Months Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { 1Q 12 } \\ & \text { Feb. } 4, \\ & 2012 \\ & \hline \end{aligned}$ | $\begin{gathered} \text { 4Q } 11 \\ \text { Oct. 29, } \\ 2011 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { 1Q 11 } \\ \text { Jan. 29, } \\ 2011 \end{gathered}$ |  |
| Cash flows from operating activities: |  |  |  |  |  |
| Net Income | 139,382 | \$ | 183,527 | \$ | 222,106 |
| Adjustments to reconcile net income to net cash provided by operations: |  |  |  |  |  |
| Depreciation | 28,243 |  | 28,781 |  | 29,493 |
| Amortization of intangibles |  |  | 267 |  | 392 |
| Stock-based compensation expense | 13,332 |  | 13,552 |  | 12,603 |
| Gain on sale of business | - |  | - |  | $(6,500)$ |
| Excess tax benefit - stock options | $(1,896)$ |  | $(7,640)$ |  | $(3,607)$ |
| Other non-cash activity | 591 |  | (352) |  | 163 |
| Deferred income taxes | 3,623 |  | 8,693 |  | $(2,305)$ |
| Changes in operating assets and liabilities | 31,545 |  | 3,332 |  | $(35,594)$ |
| Total adjustments | 75,438 |  | 46,633 |  | $(5,355)$ |
| Net cash provided by operating activities | 214,820 |  | 230,160 |  | 216,751 |
| Percent of total revenue | 33.1\% |  | 32.1\% |  | 29.8\% |
| Cash flows from investing activities: |  |  |  |  |  |
| Additions to property, plant and equipment | $(25,289)$ |  | $(26,331)$ |  | $(25,547)$ |
| Purchases of short-term available-for-sale investments | (2,192,874) |  | $(1,156,671)$ |  | $(664,148)$ |
| Maturities of short-term available-for-sale investments | 1,659,792 |  | 1,101,973 |  | 651,887 |
| Sales of short-term available-for-sale investments | 151,841 |  | 23,476 |  | 239,419 |
| Proceeds related to sale of businesses | - |  | - |  | 10,000 |
| Decrease (increase) in other assets | 327 |  | 88 |  | $(3,475)$ |
| Net cash (used for) provided by investing activities | $(406,203)$ |  | $(57,465)$ |  | 208,136 |
| Cash flows from financing activities: |  |  |  |  |  |
| Proceeds from long-term debt | - |  | - |  | 145,000 |
| Term loan repayments | $(15,625)$ |  | $(3,625)$ |  | - |
| Dividend payments to shareholders | $(74,416)$ |  | $(74,824)$ |  | $(65,810)$ |
| Repurchase of common stock | $(78,380)$ |  | $(82,816)$ |  | $(113,605)$ |
| Net proceeds from employee stock plans | 48,647 |  | 27,925 |  | 101,967 |
| Contingent consideration payment | $(1,991)$ |  | - |  | - |
| Increase in other financing activities | 5,166 |  | 914 |  | 4,576 |
| Excess tax benefit - stock options | 1,896 |  | 7,640 |  | 3,607 |
| Net cash (used for) provided by financing activities | $(114,703)$ |  | $(124,786)$ |  | 75,735 |
| Effect of exchange rate changes on cash | $(1,572)$ |  | (630) |  | (301) |
| Net (decrease) increase in cash and cash equivalents | $(307,658)$ |  | 47,279 |  | 500,321 |
| Cash and cash equivalents at beginning of period | 1,405,100 |  | 1,357,821 |  | 1,070,000 |
| Cash and cash equivalents at end of period | \$ 1,097,442 | \$ | 1,405,100 | \$ | 1,570,321 |

## Analog Devices, First Quarter, Fiscal 2012

## Schedule D

## Revenue Trends by End Market

The categorization of revenue by end market is determined using a variety of data points including the technical characteristics of the product, the "sold to" customer information, the "ship to" customer information and the end customer product or application into which our product will be incorporated. As data systems for capturing and tracking this data evolve and improve, the categorization of products by end market can vary over time. When this occurs we reclassify revenue by end market for prior periods. Such reclassifications typically do not materially change the sizing of, or the underlying trends of results within, each end market.

|  | Three Months Ended |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { Feb. 4, } \\ 2012 \\ \hline \end{gathered}$ |  |  |  |  | $\begin{gathered} \hline \text { Oct. 29, } \\ 2011 \\ \hline \text { Revenue } \end{gathered}$ |  | $\begin{gathered} \hline \text { Jan. 29, } \\ 2011 \\ \hline \text { Revenue } \end{gathered}$ |  |
|  | Revenue |  | \% | Q/Q \% | Y/Y \% |  |  |  |  |
| Industrial | \$ | 289,431 | 45\% | -8\% | -15\% | \$ | 314,143 | \$ | 339,028 |
| Automotive |  | 119,123 | 18\% | 6\% | 26\% |  | 112,439 |  | 94,600 |
| Consumer |  | 116,886 | 18\% | -21\% | -20\% |  | 148,627 |  | 145,951 |
| Communications |  | 122,618 | 19\% | -13\% | -18\% |  | 140,925 |  | 148,925 |
| Total Revenue | \$ | 648,058 | 100\% | -10\% | -11\% | \$ | 716,134 | \$ | 728,504 |

## Analog Devices, First Quarter, Fiscal 2012

Schedule E

## Revenue Trends by Product Type

The categorization of our products into broad categories is based on the characteristics of the individual products, the specification of the products and in some cases the specific uses that certain products have within applications. The categorization of products into categories is therefore subject to judgment in some cases and can vary over time. In instances where products move between product categories we reclassify the amounts in the product categories for all prior periods. Such reclassifications typically do not materially change the sizing of, or the underlying trends of results within, each product category.

Converters
Amplifiers / Radio Frequency
Other analog
Subtotal Analog Signal Processing
Power management \& reference
Total Analog Products
Digital Signal Processing
Total Revenue

| Three Months Ended |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Feb. 4,$2012$ |  |  |  |  | Oct. 29, 2011 | Jan. 29, 2011 |  |
| Revenue |  | \% | $\frac{\text { Q/Q \% }}{-12 \%}$ | Y/Y \% | Revenue | Revenue |  |
| \$ | 285,133 | 44\% |  | -14\% | \$ 323,291 | \$ | 332,767 |
|  | 164,458 | 25\% | -10\% | -16\% | 182,713 |  | 195,007 |
|  | 96,238 | 15\% | -5\% | 5\% | 101,176 |  | 91,407 |
|  | 545,829 | 84\% | -10\% | -12\% | 607,180 |  | 619,181 |
|  | 44,863 | 7\% | -16\% | -16\% | 53,168 |  | 53,360 |
| \$ | 590,692 | 91\% | -11\% | -12\% | \$ 660,348 | \$ | 672,541 |
|  | 57,366 | 9\% | 3\% | 3\% | 55,786 |  | 55,963 |
| \$ | 648,058 | 100\% | -10\% | -11\% | \$ 716,134 | \$ | 728,504 |

Analog Devices, First Quarter, Fiscal 2012

## Schedule F

Reconciliation from Non-GAAP to GAAP Data (In thousands, except per-share amounts)
See "Non-GAAP Financial Information" in this press release for a description of the items excluded from our non-GAAP measures.

|  | Three Months Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q 12 Feb. 4, 2012 | 4Q 11 Oct. 29, 2011 |  | $1 Q 11$Jan 29 2011 |  |
| GAAP Diluted EPS Including Discontinued Operations | \$ 0.46 | \$ |  |  | 0.72 |
| Diluted Loss (Earnings) Per Share from Discontinued Operations |  |  |  |  | (0.02) |
| GAAP Diluted EPS From Continuing Operations | \$ 0.46 | \$ |  |  | 0.70 |
| Impact of the Reinstatement of the R\&D Tax Credit |  |  |  |  | (0.02) |
| Impact of State Tax Valuation |  |  |  |  | (0.02) |
| Impact of Increase in Irish Tax Rate | - |  | - |  | (0.00) |
| Non-GAAP Diluted EPS From Continuing Operations | \$ 0.46 | \$ | 0.60 |  | 0.66 |

