

## Analog Devices, Inc. Revenue from Continuing Operations by End Market

<i>(millions)</i>	Q112	Q212	Q312	Q412	Q113	Q213	Q313	Q413	Q114	FY 2012	FY 2013
<b>Industrial</b>	\$ 291.0	\$ 324.9	\$ 323.5	\$ 305.9	\$ 281.2	\$ 311.1	\$ 313.5	\$ 312.5	\$ 290.4	\$ 1,246.4	\$ 1,219.8
Q-Q Growth	-8%	12%	0%	-5%	-8%	11%	1%	0%	-7%		
Y-Y Growth	-15%	-16%	-12%	-3%	-3%	-4%	-3%	2%	3%	-12%	-2%
% Total Product Revenue	45%	48%	47%	44%	45%	47%	46%	46%	46%	46%	46%
<b>Automotive</b>	\$ 120.6	\$ 118.3	\$ 114.9	\$ 110.5	\$ 107.8	\$ 122.7	\$ 120.6	\$ 131.1	\$ 124.2	\$ 463.9	\$ 481.8
Q-Q Growth	6%	-2%	-3%	-4%	-2%	14%	-2%	9%	-5%		
Y-Y Growth	26%	10%	12%	-3%	-11%	4%	5%	19%	15%	11%	4%
% Total Product Revenue	19%	18%	17%	16%	17%	19%	18%	19%	20%	17%	18%
<b>Consumer</b>	\$ 114.2	\$ 106.2	\$ 107.2	\$ 136.5	\$ 107.4	\$ 101.3	\$ 100.2	\$ 94.5	\$ 74.1	\$ 464.1	\$ 403.6
Q-Q Growth	-21%	-7%	1%	27%	-21%	-6%	-1%	-6%	-22%		
Y-Y Growth	-21%	-21%	-19%	-6%	-6%	-5%	-7%	-31%	-31%	-17%	-13%
% Total Product Revenue	18%	16%	16%	20%	17%	15%	15%	14%	12%	17%	15%
<b>Communications</b>	\$ 122.3	\$ 125.7	\$ 137.4	\$ 142.1	\$ 125.8	\$ 124.2	\$ 139.9	\$ 140.0	\$ 139.6	\$ 526.7	\$ 528.4
Q-Q Growth	-13%	3%	9%	3%	-11%	-1%	13%	0%	0%		
Y-Y Growth	-17%	-22%	-11%	1%	3%	-1%	2%	-1%	11%	-13%	0%
% Total Product Revenue	19%	19%	20%	20%	20%	19%	21%	21%	22%	20%	20%
<b>Total Product Revenue (1)</b>	\$ 648.1	\$ 675.1	\$ 683.0	\$ 695.0	\$ 622.1	\$ 659.3	\$ 674.2	\$ 678.1	\$ 628.2	\$ 2,701.1	\$ 2,633.7
Q-Q Growth	-9%	4%	1%	2%	-10%	6%	2%	1%	-7%		
Y-Y Growth	-11%	-15%	-10%	-3%	-4%	-2%	-1%	-2%	1%	-10%	-2%

(1) The sum of the individual amounts may not equal the total due to rounding.

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.

**Analog Devices, Inc.**  
**Revenue from Continuing Operations by Product Type**

<i>(millions)</i>	Q112	Q212	Q312	Q412	Q113	Q213	Q313	Q413	Q114	FY 2012	FY 2013
<b>Converters</b>	\$ 285.1	\$ 300.1	\$ 299.7	\$ 307.3	\$ 277.9	\$ 295.5	\$ 300.5	\$ 306.2	\$ 290.6	\$ 1,192.1	\$ 1,180.1
Q-Q Growth	-12%	5%	0%	3%	-10%	6%	2%	2%	-5%		
Y-Y Growth	-14%	-14%	-11%	-5%	-3%	-2%	0%	0%	5%	-11%	-1%
% Total Product Revenue	44%	44%	44%	44%	45%	45%	45%	45%	46%	44%	45%
<b>Amplifiers / RF</b>	\$ 164.5	\$ 177.8	\$ 181.0	\$ 174.5	\$ 158.0	\$ 170.8	\$ 177.5	\$ 176.5	\$ 164.7	\$ 697.7	\$ 682.8
Q-Q Growth	-10%	8%	2%	-4%	-9%	8%	4%	-1%	-7%		
Y-Y Growth	-16%	-17%	-8%	-4%	-4%	-4%	-2%	1%	4%	-11%	-2%
% Total Product Revenue	25%	26%	26%	25%	25%	26%	26%	26%	26%	26%	26%
<b>Other Analog</b>	\$ 96.2	\$ 90.8	\$ 98.1	\$ 112.1	\$ 95.2	\$ 92.4	\$ 92.3	\$ 92.4	\$ 79.4	\$ 397.4	\$ 372.3
Q-Q Growth	-5%	-6%	8%	14%	-15%	-3%	0%	0%	-14%		
Y-Y Growth	5%	-18%	-8%	11%	-1%	2%	-6%	-18%	-17%	-3%	-6%
% Total Product Revenue	15%	13%	14%	16%	15%	14%	14%	14%	13%	15%	14%
<b>Subtotal Analog Signal Processing (1)</b>	\$ 545.8	\$ 568.7	\$ 578.8	\$ 593.9	\$ 531.1	\$ 558.7	\$ 570.2	\$ 575.1	\$ 534.7	\$ 2,287.1	\$ 2,235.1
Q-Q Growth	-10%	4%	2%	3%	-11%	5%	2%	1%	-7%		
Y-Y Growth	-12%	-16%	-10%	-2%	-3%	-2%	-1%	-3%	1%	-10%	-2%
% Total Product Revenue	84%	84%	85%	85%	85%	85%	85%	85%	85%	85%	85%
<b>Power management &amp; reference</b>	\$ 44.9	\$ 46.0	\$ 45.4	\$ 45.8	\$ 39.4	\$ 43.7	\$ 45.6	\$ 44.2	\$ 38.7	\$ 182.1	\$ 172.9
Q-Q Growth	-15%	2%	-1%	1%	-14%	11%	4%	-3%	-12%		
Y-Y Growth	-16%	-18%	-17%	-14%	-12%	-5%	0%	-3%	-2%	-16%	-5%
% Total Product Revenue	7%	7%	7%	7%	6%	7%	7%	7%	6%	7%	7%
<b>Total Analog Products (1)</b>	\$ 590.7	\$ 614.7	\$ 624.2	\$ 639.7	\$ 570.5	\$ 602.4	\$ 615.8	\$ 619.4	\$ 573.4	\$ 2,469.3	\$ 2,408.0
Q-Q Growth	-11%	4%	2%	2%	-11%	6%	2%	1%	-7%		
Y-Y Growth	-12%	-16%	-10%	-3%	-3%	-2%	-1%	-3%	1%	-11%	-2%
% Total Product Revenue	91%	91%	91%	92%	92%	91%	91%	91%	91%	91%	91%
<b>Digital Signal Processing</b>	\$ 57.4	\$ 60.4	\$ 58.8	\$ 55.3	\$ 51.7	\$ 56.9	\$ 58.3	\$ 58.8	\$ 54.8	\$ 231.9	\$ 225.7
Q-Q Growth	3%	5%	-3%	-6%	-7%	10%	2%	1%	-7%		
Y-Y Growth	3%	0%	-5%	-1%	-10%	-6%	-1%	6%	6%	-1%	-3%
% Total Product Revenue	9%	9%	9%	8%	8%	9%	9%	9%	9%	9%	9%
<b>Total Product Revenue (1)</b>	\$ 648.1	\$ 675.1	\$ 683.0	\$ 695.0	\$ 622.1	\$ 659.3	\$ 674.2	\$ 678.1	\$ 628.2	\$ 2,701.1	\$ 2,633.7
Q-Q Growth	-9%	4%	1%	2%	-10%	6%	2%	1%	-7%		
Y-Y Growth	-11%	-15%	-10%	-3%	-4%	-2%	-1%	-2%	1%	-10%	-2%

(1) The sum of the individual amounts may not equal the total due to rounding.

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.

**Analog Devices, Inc.**  
**Summary P&L from Continuing Operations**

<i>(millions, except per share amounts)</i>	Q112	Q212	Q312	Q412	Q113	Q213	Q313	Q413	Q114	FY 2012	FY 2013
<b>Total Revenue</b>	\$ 648.1	\$ 675.1	\$ 683.0	\$ 695.0	\$ 622.1	\$ 659.3	\$ 674.2	\$ 678.1	\$ 628.2	\$ 2,701.1	\$ 2,633.7
Q-Q %	-9%	4%	1%	2%	-10%	6%	2%	1%	-7%		
Y-Y %	-11%	-15%	-10%	-3%	-4%	-2%	-1%	-2%	1%	-10%	-2%
<b>Gross Margin</b>	\$ 409.4	\$ 440.5	\$ 447.9	\$ 443.3	\$ 390.3	\$ 422.2	\$ 435.1	\$ 444.9	\$ 409.1	\$ 1,741.0	\$ 1,692.4
% Revenue	63.2%	65.2%	65.6%	63.8%	62.7%	64.0%	64.5%	65.6%	65.1%	64.5%	64.3%
<b>GAAP Operating Expense</b>	\$ 226.0	\$ 227.5	\$ 235.4	\$ 228.0	\$ 236.8	\$ 230.8	\$ 226.7	\$ 245.0	\$ 229.5	\$ 917.0	\$ 939.3
Less: Restructuring-Related Expense	\$ -	\$ -	\$ (5.8)	\$ -	\$ (14.1)	\$ -	\$ -	\$ (15.8)	\$ (2.7)	\$ (5.8)	\$ (29.8)
Less: Stock Based Compensation Expense	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (6.3)	\$ -	\$ -	\$ -	\$ -	\$ (6.3)
<b>Non-GAAP Operating Expense (1)</b>	\$ 226.0	\$ 227.5	\$ 229.6	\$ 228.0	\$ 222.7	\$ 224.5	\$ 226.7	\$ 229.2	\$ 226.8	\$ 911.1	\$ 903.2
% Revenue	34.9%	33.7%	33.6%	32.8%	35.8%	34.1%	33.6%	33.8%	36.1%	33.7%	34.3%
<b>GAAP Operating Income from Continuing Operations</b>	\$ 183.4	\$ 212.9	\$ 212.5	\$ 215.3	\$ 153.5	\$ 191.4	\$ 208.3	\$ 199.9	\$ 179.6	\$ 824.0	\$ 753.1
Restructuring-Related Expense	\$ -	\$ -	\$ 5.8	\$ -	\$ 14.1	\$ -	\$ -	\$ 15.8	\$ 2.7	\$ 5.8	\$ 29.8
Stock Based Compensation Expense	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 6.3	\$ -	\$ -	\$ -	\$ -	\$ 6.3
<b>Non-GAAP Operating Income from Continuing Operations (1)</b>	\$ 183.4	\$ 212.9	\$ 218.3	\$ 215.3	\$ 167.6	\$ 197.7	\$ 208.3	\$ 215.6	\$ 182.3	\$ 829.9	\$ 789.2
% Revenue	28.3%	31.5%	32.0%	31.0%	26.9%	30.0%	30.9%	31.8%	29.0%	30.7%	30.0%
<b>GAAP Other (Income) Expense</b>	\$ 3.3	\$ 1.5	\$ 3.0	\$ 2.8	\$ 3.4	\$ 3.7	\$ 13.3	\$ (82.7)	\$ 3.7	\$ 10.5	\$ (62.3)
Gain on Sale of Product Line	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 85.4	\$ -	\$ -	\$ 85.4
Loss on Extinguishment of Debt	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (10.2)	\$ -	\$ -	\$ -	\$ (10.2)
<b>Non-GAAP Other (Income) Expense (1)</b>	\$ 3.3	\$ 1.5	\$ 3.0	\$ 2.8	\$ 3.4	\$ 3.7	\$ 3.1	\$ 2.8	\$ 3.7	\$ 10.5	\$ 13.0
% Revenue	0.5%	0.2%	0.4%	0.4%	0.5%	0.6%	0.5%	0.4%	0.6%	0.4%	0.5%
<b>GAAP Diluted EPS from Continuing Operations</b>	\$ 0.46	\$ 0.53	\$ 0.56	\$ 0.58	\$ 0.42	\$ 0.52	\$ 0.56	\$ 0.64	\$ 0.48	\$ 2.13	\$ 2.14
Add: Restructuring-Related Expense	\$ -	\$ -	\$ 0.013	\$ -	\$ 0.038	\$ -	\$ -	\$ 0.046	\$ 0.007	\$ 0.013	\$ 0.083
Add: Stock-Based Compensation Expense	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 0.013	\$ -	\$ -	\$ -	\$ -	\$ 0.013
Add: Impact of Loss on Extinguishment of Debt	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 0.020	\$ -	\$ -	\$ -	\$ 0.021
Add: Impact of Tax Reserve	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 0.129	\$ -	\$ -	\$ 0.131
Less: Impact of Gain on Sale of Product Line	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (0.185)	\$ -	\$ -	\$ (0.187)
Less: Impact of Expired Tax Statute	\$ -	\$ -	\$ (0.010)	\$ -	\$ -	\$ -	\$ (0.005)	\$ -	\$ -	\$ (0.010)	\$ (0.005)
Less: Impact of Reinstatement of R&D Tax Credit	\$ -	\$ -	\$ -	\$ -	\$ (0.020)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (0.020)
Less: Impact of Reversal of Prior Period Tax Liabilities	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (0.021)	\$ -	\$ (0.007)	\$ -	\$ -	\$ (0.028)
<b>Non-GAAP Diluted EPS from Continuing Operations (1)</b>	\$ 0.46	\$ 0.53	\$ 0.56	\$ 0.58	\$ 0.44	\$ 0.52	\$ 0.57	\$ 0.62	\$ 0.49	\$ 2.13	\$ 2.15
<b>Diluted Shares</b>	305.5	305.9	305.4	308.0	310.3	313.4	315.3	317.2	318.0	306.2	314.0

(1) The sum of the individual amounts may not equal the total due to rounding.

## **Analog Devices, Inc.**

### **Non-GAAP Financial Information**

These financial schedules include non-GAAP financial measures for prior periods that are not in accordance with, nor an alternative to, generally accepted accounting principles and may be different from non-GAAP measures used by other companies. In addition, these non-GAAP measures are not based on any comprehensive set of accounting rules or principles.

#### **Manner in Which Management Uses the Non-GAAP Financial Measures**

Management uses non-GAAP operating expenses, non-GAAP operating income, non-GAAP operating margins, non-GAAP other (income) expense, and non-GAAP diluted earnings per share to evaluate the Company's operating performance against past periods and to budget and allocate resources in future periods. These non-GAAP measures also assist management in understanding and evaluating the Company's operating results and trends in the Company's

#### **Economic Substance Behind Management's Decision to Use Non-GAAP Financial Measures**

The items excluded from the non-GAAP measures were excluded because they are of a non-recurring or non-cash nature.

#### **The following items are excluded from our non-GAAP operating expenses, non-GAAP operating income, non-GAAP operating margin, and non-GAAP diluted earnings per share:**

*Restructuring-Related Expenses.* These expenses are incurred in connection with facility closures, consolidation of manufacturing facilities, and other cost reduction efforts. Apart from ongoing expense savings as a result of such items, these expenses and the related tax effects have no direct correlation to the operation of our business in the future.

*Stock-Based Compensation Expenses.* In the second quarter of fiscal 2013, following the death of the Company's CEO, the Company recorded \$6.3 million of stock-based compensation due to the accelerated vesting of restricted stock units in accordance with the terms of his restricted stock unit agreement. This stock-based compensation expense and the related tax effect have no direct correlation to the operation of our business in the future.

#### **The following items are excluded from our non-GAAP other (income) expense and non-GAAP diluted earnings per share:**

*Extinguishment of Debt Costs.* In the third quarter of fiscal 2013, the Company redeemed its outstanding 5.0% senior unsecured notes due July 1, 2014. The Company recognized a net loss on debt extinguishment of approximately \$10.2 million, which was comprised of a make-whole premium, the recognition of unamortized proceeds received on an interest rate swap associated with the debt and the write off of unamortized debt issuance and discount costs. We excluded these costs from our non-GAAP measures because they are one time in nature and have no direct correlation to the operation of our business in the future.

*Gain on Sale of Product Line.* In the fourth quarter of fiscal 2013, the Company completed the sale of its microphone product line and recorded a gain of \$85.4 million in non-operating income. We excluded the gain and related tax effect from our non-GAAP measures as these items have no direct correlation to the operation of our business in the future.

#### **The following items are excluded from our non-GAAP diluted earnings per share:**

*Tax-Related Items.* In the third quarter of fiscal 2012, the Company recorded a \$3.4 million tax benefit related to the release of a tax reserve for an expired tax year. In the first quarter of fiscal year 2013, the Company recorded a tax benefit of \$6.3 million related to the reinstatement of the R&D tax credit in January 2013, retroactive to January 1, 2012. In the second quarter of fiscal 2013, the Company recorded a \$6.6 million tax benefit as a result of the reversal of prior period tax liabilities. In the third quarter of fiscal 2013, the Company recorded a \$1.7 million tax benefit related to the release of a tax reserve for an expired tax year. In the fourth quarter of fiscal 2013, as a result of a ruling by the U.S. Tax Court in a matter not involving the Company, the Company recorded a potential liability for \$36.5 million plus \$4.6 million of interest related to its petition with the U.S. Tax Court regarding the beneficial tax treatment of dividends paid from foreign owned companies under The American Jobs Creation Act. The Company also recorded a \$2.2 million tax benefit as a result of the reversal of prior period tax liabilities. Also in the fourth quarter of fiscal 2013, the Company completed the sale of its microphone product line, resulting in \$26.7 million of income tax expense. We excluded these tax-related items from our non-GAAP measures because they are not associated with the tax expense on our current operating results. We excluded these tax-related items from our non-GAAP measures because they are not associated with the tax expense on our current operating results.

#### **Why Management Believes the Non-GAAP Financial Measures Provide Useful Information to Investors**

Management believes that the presentation of non-GAAP operating expenses, non-GAAP operating income, non-GAAP operating margins, non-GAAP other (income) expense, and non-GAAP diluted EPS is useful to investors because it provides investors with the operating results that management uses to manage the Company.

**Material Limitations Associated with Use of the Non-GAAP Financial Measures**

Analog Devices believes that non-GAAP operating expenses, non-GAAP operating income, non-GAAP operating margins, non-GAAP other (income) expense and non-GAAP diluted EPS have material limitations in that they do not reflect all of the amounts associated with our results of operations as determined in accordance with GAAP and that these measures should only be used to evaluate our results of operations in conjunction with the corresponding GAAP measures. In addition, our non-GAAP measures may not be comparable to the non-GAAP measures reported by other companies. The Company's use of non-GAAP measures, and the underlying methodology when excluding certain items, is not necessarily an indication of the results of operations that may be expected in the future, or that the Company will not, in fact, record such items in future periods.

**Management's Compensation for Limitations of Non-GAAP Financial Measures**

Management compensates for these material limitations in non-GAAP operating expenses, non-GAAP operating income, non-GAAP operating margins, non-GAAP other (income) expense, and non-GAAP diluted EPS by also evaluating our GAAP results and the reconciliations of our non-GAAP measures to the most directly comparable GAAP measure. Investors should consider our non-GAAP financial measures in conjunction with the corresponding GAAP measures.