

STATEMENT OF OPERATIONS INFORMATION

	Fiscal Years			FY 2011				FY 2012				FY 2013
	2010	2011	2012	Q1'11	Q2'11	Q3'11	Q4'11	Q1'12	Q2'12	Q3'12	Q4'12	Q1'13
Revenues												
Product sales	\$ 154,548	\$ 194,774	\$ 143,827	\$ 53,983	\$ 54,227	\$ 49,839	\$ 36,725	\$ 47,858	\$ 41,556	\$ 32,314	\$ 22,099	\$ 13,079
Service	33,517	35,287	39,054	8,160	10,145	8,430	8,552	7,634	11,625	11,624	8,171	11,473
Total revenues	188,065	230,061	182,881	62,143	64,372	58,269	45,277	55,492	53,181	43,938	30,270	24,552
Costs of revenues												
Cost of product sales	66,484	88,579	75,878	22,647	23,334	22,881	19,717	24,819	22,627	15,778	12,654	7,960
Cost of service	19,328	18,304	20,526	4,341	4,934	4,589	4,440	4,970	5,158	5,379	5,019	5,448
Subtotal cost of revenues	85,812	106,883	96,404	26,988	28,268	27,470	24,157	29,789	27,785	21,157	17,673	13,408
Non-GAAP gross profit	102,253	123,178	86,477	35,155	36,104	30,799	21,120	25,703	25,396	22,781	12,597	11,144
Amortization of intangible assets included in cost of product revenues	861	1,077	2,549	232	232	203	410	637	637	629	646	658
Gross profit	101,392	122,101	83,928	34,923	35,872	30,596	20,710	25,066	24,759	22,152	11,951	10,486
Operating expenses												
Research and development	18,973	23,172	29,585	5,488	5,779	6,045	5,860	7,476	7,644	7,176	7,289	7,447
Selling	21,320	26,822	26,457	6,699	6,997	6,862	6,264	7,211	7,041	6,308	5,897	6,932
General and administrative	18,617	21,257	21,632	5,499	5,442	5,135	5,181	6,081	5,583	4,861	5,107	5,512
Non-GAAP operating expenses	58,910	71,251	77,674	17,686	18,218	18,042	17,305	20,768	20,268	18,345	18,293	19,891
Non-GAAP income (loss) from operations	43,343	51,927	8,803	17,469	17,886	12,757	3,815	4,935	5,128	4,436	(5,696)	(8,747)
Amortization of intangible assets included in operating expenses	695	625	776	174	169	126	156	192	195	193	196	198
Acquisition-related charges	-	1,959	-	-	-	682	1,277	-	-	-	-	-
Legal settlement	-	2,500	-	-	-	-	2,500	-	-	-	-	-
Asset impairment	463	-	-	-	-	-	-	-	-	-	-	-
Restructuring charge	-	-	-	-	-	-	-	-	-	-	-	-
Total operating expenses	60,068	76,335	78,450	17,860	18,387	18,850	21,238	20,960	20,463	18,538	18,489	20,089
Income (loss) from operations	41,324	45,766	5,478	17,063	17,485	11,746	(528)	4,106	4,296	3,614	(6,538)	(9,603)
Other income (expense)	(635)	(1,182)	(859)	(810)	(746)	567	(194)	(392)	(280)	(355)	168	(161)
Income (loss) before income taxes	40,689	44,584	4,619	16,253	16,739	12,313	(722)	3,714	4,016	3,259	(6,370)	(9,764)
Provision (benefit) for income taxes	(15,259)	15,899	154	5,743	5,652	4,694	(190)	2,011	(490)	1,356	(2,723)	(4,182)
Net income (loss)	\$ 55,948	\$ 28,685	\$ 4,465	\$ 10,510	\$ 11,087	\$ 7,619	\$ (532)	\$ 1,703	\$ 4,506	\$ 1,903	\$ (3,647)	\$ (5,582)
Non-GAAP income (loss) before income taxes	42,708	50,745	7,944	16,659	17,140	13,324	3,621	4,543	4,848	4,081	(5,528)	(8,908)
Adj. to tax provision: discrete tax items and tax effect of non-GAAP adjustments	(18,925)	(2,151)	(2,514)	(146)	(144)	(364)	(1,496)	352	(2,259)	(300)	(307)	(306)
Non-GAAP net income	\$ 39,043	\$ 32,695	\$ 5,276	10,770	\$ 11,344	\$ 8,266	\$ 2,315	2,884	3,079	2,425	\$ (3,112)	\$ (5,032)
Earnings per share												
Basic	\$ 2.56	\$ 1.26	\$ 0.19	\$ 0.47	\$ 0.49	\$ 0.33	\$ (0.02)	\$ 0.07	\$ 0.19	\$ 0.08	\$ (0.16)	\$ (0.24)
Diluted	\$ 2.43	\$ 1.22	\$ 0.19	\$ 0.45	\$ 0.47	\$ 0.32	\$ (0.02)	\$ 0.07	\$ 0.19	\$ 0.08	\$ (0.16)	\$ (0.24)
Non-GAAP EPS	\$ 1.70	\$ 1.39	\$ 0.22	\$ 0.46	\$ 0.48	\$ 0.35	\$ 0.10	\$ 0.12	\$ 0.13	\$ 0.10	\$ (0.13)	\$ (0.22)
Shares used in EPS calculation												
Basic	21,855	22,743	23,358	22,568	22,709	22,875	23,074	23,349	23,395	23,310	23,408	23,341
Diluted	22,998	23,480	23,845	23,397	23,442	23,526	23,074	23,981	23,877	23,760	23,408	23,341
Income Statement Metrics As a % of Revenue												
Product Sales	82.2%	84.7%	78.6%	86.9%	84.2%	85.5%	81.1%	86.2%	78.1%	73.5%	73.0%	53.3%
Service Sales	17.8%	15.3%	21.4%	13.1%	15.8%	14.5%	18.9%	13.8%	21.9%	26.5%	27.0%	46.7%
Product Gross Margin (non-GAAP)	57.0%	54.5%	47.2%	58.0%	57.0%	54.1%	46.3%	48.1%	45.6%	51.2%	42.7%	39.1%
Service Gross Margin	42.3%	48.1%	47.4%	46.8%	51.4%	45.6%	48.1%	34.9%	55.6%	53.7%	38.6%	52.5%
Amortization of intangibles included in cost of revenues	0.5%	0.5%	1.4%	0.4%	0.4%	0.3%	0.9%	1.1%	1.2%	1.4%	2.1%	2.7%
Non-GAAP Gross Margin	54.4%	53.5%	47.3%	56.6%	56.1%	52.9%	46.6%	46.3%	47.8%	51.8%	41.6%	45.4%
GAAP Gross Margin	53.9%	53.1%	45.9%	56.2%	55.7%	52.5%	45.7%	45.2%	46.6%	50.4%	39.5%	42.7%
Non-GAAP Operating Expenses	31.3%	31.0%	42.5%	28.5%	28.3%	31.0%	38.2%	37.4%	38.1%	41.8%	60.4%	81.0%
GAAP Operating Expenses	31.9%	33.2%	42.9%	28.7%	28.6%	32.3%	46.9%	37.8%	38.5%	42.2%	61.1%	81.8%
Non-GAAP Operating Income	23.0%	22.6%	4.8%	28.1%	27.8%	21.9%	8.4%	8.9%	9.6%	10.1%	-18.8%	-35.6%
GAAP Operating Income	22.0%	19.9%	3.0%	27.5%	27.2%	20.2%	-1.2%	7.4%	8.1%	8.2%	-21.6%	-39.1%
Non-GAAP income (loss) before income taxes	22.7%	22.1%	4.3%	26.8%	26.6%	22.9%	8.0%	8.2%	9.1%	9.3%	-18.3%	-36.3%
GAAP income (loss) before income taxes	21.6%	19.4%	2.5%	26.2%	26.0%	21.1%	-1.6%	6.7%	7.6%	7.4%	-21.0%	-39.8%
Non-GAAP Net Income	20.8%	14.2%	2.9%	17.3%	17.6%	14.2%	5.1%	5.2%	5.8%	5.5%	-10.3%	-20.5%
GAAP Net Income	29.7%	12.5%	2.4%	16.9%	17.2%	13.1%	-1.2%	3.1%	8.5%	4.3%	-12.0%	-22.7%

	Fiscal Years			Fiscal Years										
	2010	2011	2012	Q1'11	Q2'11	Q3'11	Q4'11	Q1'12	Q2'12	Q3'12	Q4'12	Q1'13		
Cash Flow Metrics														
Cash flow from Operations	\$ 27,627	\$ 54,028	\$ 24,008	\$ 10,499	\$ 15,166	\$ 9,745	\$ 18,618	\$ (2,936)	\$ 5,105	\$ 10,606	\$ 11,233	\$ (8,521)		
Capital Expenditures	\$ (3,096)	\$ (2,755)	\$ (4,990)	\$ (755)	\$ (991)	\$ (336)	\$ (673)	\$ (867)	\$ (1,768)	\$ (1,070)	\$ (1,285)	\$ (997)		
Free Cash Flow	\$ 24,531	\$ 51,273	\$ 19,018	\$ 9,744	\$ 14,175	\$ 9,409	\$ 17,945	\$ (3,803)	\$ 3,337	\$ 9,536	\$ 9,948	\$ (9,518)		
Stock-Based Compensation Expense	\$ 2,950	\$ 4,473	\$ 5,890	\$ 822	\$ 955	\$ 969	\$ 1,727	\$ 1,461	\$ 1,593	\$ 1,482	\$ 1,355	\$ 1,457		
Depreciation, Amortization	\$ 4,395	\$ 4,983	\$ 8,134	\$ 1,008	\$ 1,082	\$ 1,454	\$ 1,439	\$ 1,790	\$ 2,063	\$ 2,135	\$ 2,146	\$ 2,108		
Balance Sheet Metrics														
Cash, cash equivalents and marketable securities	\$ 66,460	\$ 97,699	\$ 109,908	\$ 80,171	\$ 91,685	\$ 100,149	\$ 97,699	\$ 95,478	\$ 95,747	\$ 104,799	\$ 109,908	\$ 95,284		
A/R	\$ 44,523	\$ 29,289	\$ 21,388	\$ 47,958	\$ 43,546	\$ 45,183	\$ 29,289	\$ 38,783	\$ 40,308	\$ 30,099	\$ 21,388	\$ 19,747		
Inventories	\$ 44,634	\$ 53,897	\$ 41,933	\$ 46,355	\$ 48,143	\$ 53,296	\$ 53,897	\$ 50,862	\$ 47,229	\$ 44,728	\$ 41,933	\$ 45,069		
A/P	\$ 11,486	\$ 7,975	\$ 6,398	\$ 10,534	\$ 14,542	\$ 11,924	\$ 7,975	\$ 10,364	\$ 8,988	\$ 5,329	\$ 6,398	\$ 6,362		
Working capital	\$ 135,770	\$ 160,629	\$ 158,587	\$ 153,841	\$ 164,532	\$ 176,679	\$ 160,629	\$ 163,942	\$ 161,908	\$ 165,122	\$ 158,587	\$ 149,683		
Long-term debt, including current portion	\$ 10,039	\$ 7,452	\$ 5,302	\$ 9,897	\$ 9,754	\$ 7,633	\$ 7,452	\$ 7,326	\$ 7,139	\$ 5,524	\$ 5,302	\$ 5,076		
Tangible book value	\$ 164,877	\$ 183,608	\$ 193,439	\$ 180,771	\$ 191,186	\$ 201,478	\$ 183,608	\$ 189,675	\$ 193,751	\$ 199,558	\$ 193,439	\$ 184,873		
Cash per share	\$ 2.98	\$ 4.21	\$ 4.73	\$ 3.53	\$ 4.04	\$ 4.36	\$ 4.21	\$ 4.07	\$ 4.13	\$ 4.48	\$ 4.73	\$ 4.13		
TBV per share	\$ 7.39	\$ 7.92	\$ 8.32	\$ 7.97	\$ 8.42	\$ 8.78	\$ 7.92	\$ 8.09	\$ 8.36	\$ 8.54	\$ 8.32	\$ 8.00		
Days sales outstanding (DSO)	87	58	64	69	61	70	58	63	68	62	64	72		
Inventory turns	2.0	1.8	1.7	2.3	2.3	2.1	1.8	2.3	2.4	1.9	1.7	1.2		
Shares outstanding at end of period (per share calcs)	22,315	23,183	23,250	22,689	22,701	22,951	23,183	23,437	23,189	23,380	23,250	23,096		
Headcount (ending)	456	552	536	473	484	518	552	565	569	545	536	524		

Supplemental Revenue Information

Revenue segmentation by product/service													
Automated	59%	61%	65%	64%	60%	58%	61%	74%	70%	61%	49%	21%	
Integrated	10%	11%	7%	10%	11%	13%	11%	8%	5%	6%	9%	9%	
Materials Characterization	14%	13%	7%	13%	14%	15%	9%	5%	4%	7%	15%	23%	
Service	18%	15%	21%	13%	16%	14%	19%	14%	22%	26%	27%	47%	
Total revenues	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Revenue segmentation by geography													
North America	35%	22%	25%	23%	13%	23%	31%	21%	26%	16%	41%	38%	
South Korea	29%	38%	44%	40%	35%	39%	37%	50%	56%	42%	13%	14%	
Japan	11%	15%	*	13%	13%	19%	17%	*	*	13%	13%	21%	
Taiwan	*	*	*	*	*	*	*	*	*	14%	15%	11%	
China	*	*	*	*	12%	*	*	*	*	*	*	*	
EMEA	*	*	*	14%	14%	*	*	13%	*	*	*	*	
Singapore	*	*	*	*	*	*	*	*	*	*	*	*	
Remainder of world	26%	25%	32%	9%	13%	19%	15%	17%	18%	14%	17%	15%	
Total revenues	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Product Revenues by end market													
DRAM	27%	18%	10%	30%	14%	12%	14%	3%	20%	14%	3%	9%	
Flash	23%	32%	27%	20%	45%	35%	26%	36%	24%	29%	9%	8%	
Total Memory	50%	50%	37%	50%	59%	47%	39%	39%	44%	44%	12%	17%	
Logic/IDM	*	*	*	*	*	*	*	*	*	*	*	*	
Data Storage	*	*	*	*	*	*	*	*	*	*	*	*	
Total Logic/IDM/HDD	28%	26%	32%	*	*	27%	24%	38%	21%	30%	45%	23%	
Foundry	7%	9%	23%	*	*	10%	25%	18%	30%	18%	26%	17%	
Total Logic/IDM/HDD/Foundry	35%	35%	55%	34%	24%	37%	49%	56%	51%	48%	72%	40%	
LED/Si/Discrete	16%	15%	7%	15%	17%	15%	11%	5%	5%	8%	16%	43%	
Total product revenues	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
10% Customers													
Samsung	23%	30%	28%	28%	26%	32%	37%	41%	34%	17%	*	*	
Intel	16%	17%	22%	29%	13%	14%	10%	30%	14%	15%	33%	29%	
SK Hynix	13%	11%	16%	12%	18%	*	*	*	25%	24%	*	*	
TSMC	*	*	*	*	*	*	*	*	*	13%	11%	*	
IM Flash	*	*	*	*	*	*	*	*	*	*	*	*	

* Comprised less than 10% of revenues or otherwise not broken out separately