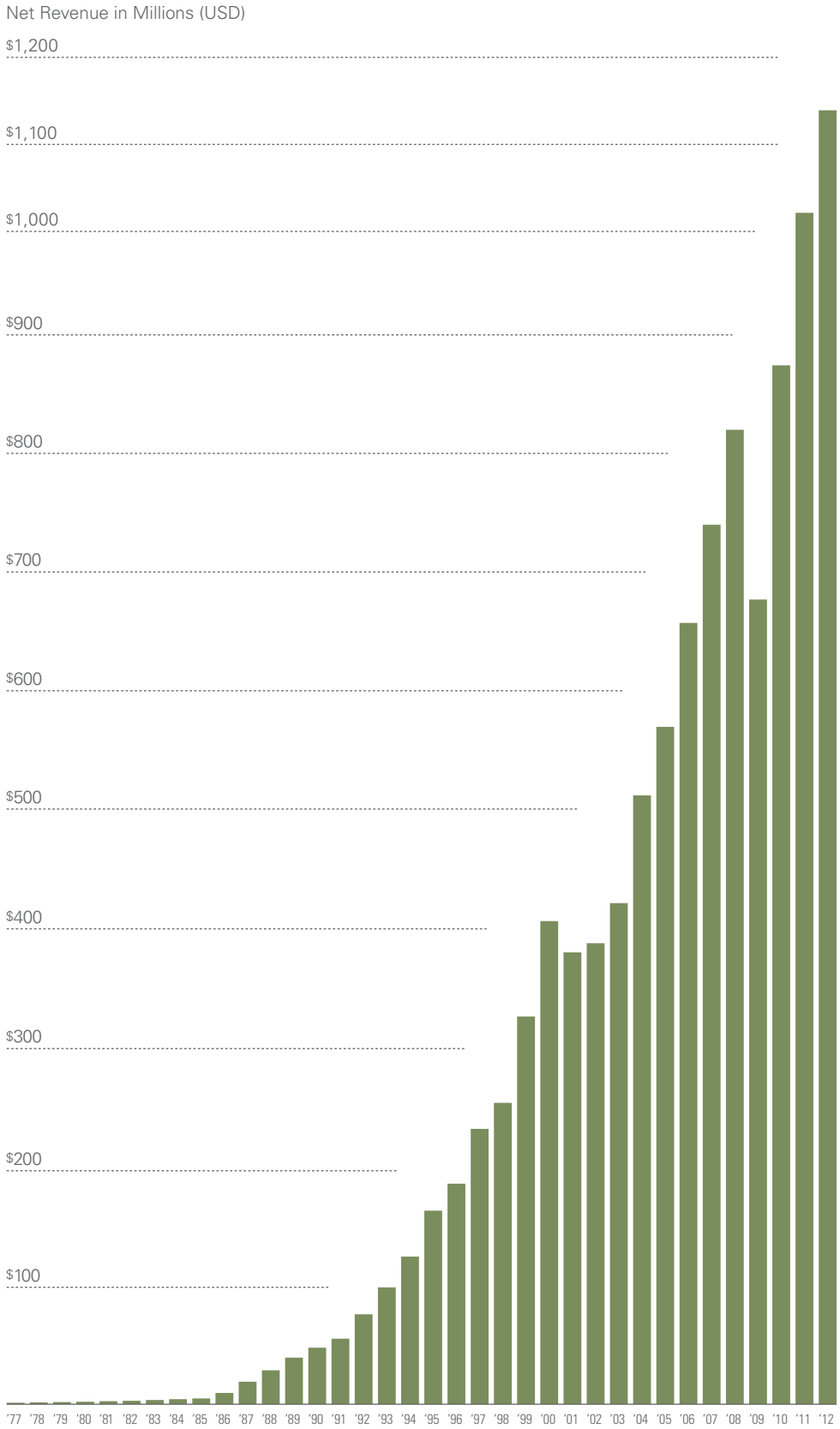
Q1 2013 Fact Sheet



Nasdaq: NATI

2012 Net Revenue $1.14 Billion

CORPORATE HIGHLIGHTS[1]

Founded	1976
Fiscal Year End	December 31
Employees	7,135
Shares Closely Held	22%
Institutional Holders	69%
Stock Price	$32.75
52 Week Range	$23.37 – $32.75
Average Daily Volume	338,000
Total Shares Outstanding	123.5 MM
Market Capitalization	$4.0 Billion
Market Makers	35
Market Float (Diluted Shares)	96.5 MM

[1]*As of March 31, 2013*

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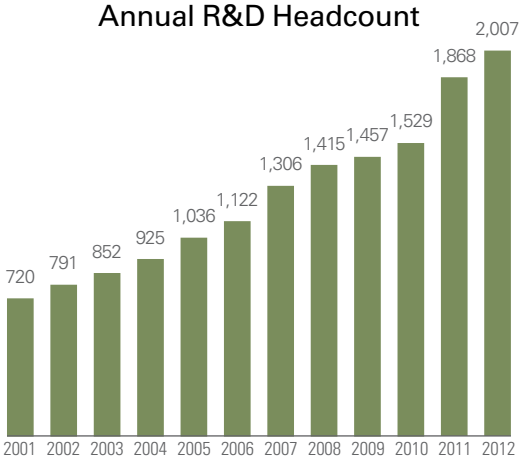
Quarterly Non-GAAP Net Revenue

In Millions (USD)

Quarterly Non-GAAP Operating Income[2]

In Millions (USD)

Annual R&D Headcount



Summary Financial Reports

	3 Months Ended March 31		12 Months Ended December 31	
	2013	2012	2012	2011
GAAP Net Revenue[2]	$286.5	$261.1	$1,143.7	$1,024.2
Non-GAAP Net Revenue[2]	$286.5	$262.4	$1,144.5	$1,042.0
Non-GAAP Operating Income[2]	$29.5	$35.2	$164.6	$164.0
Non-GAAP Operating Margin[2]	10.3%	13.4%	14.4%	15.7%
Non-GAAP Net Income[2]	$25.7	$26.6	$126.7	$130.2
Non-GAAP Diluted EPS[2]	$0.21	$0.22	$1.03	$1.07
Weighted Shs OS – Diluted	124,365	121,972	122,977	121,220

(Figures in millions, except per share amounts)

Key Financial Data

	March 31, 2013	March 31, 2012
Cash/Invst	$327.3 Million	$377.4 Million
DSO	56	54
Inv Turns	1.6	1.8
Debt	–	–
Net Equity	$957.8 Million	$875.3 Million

Analyst Coverage

Firm	Analyst	Telephone
JP Morgan	Mark A Moskowitz	415 315 6704
Longbow Research	Mark Douglass	216 525 8406
Robert W. Baird & Co.	Richard Eastman	414 765 3647
Sidoti & Company	Stephen Stone	212 453 7037
Stephens Inc.	Chris Godby	501 377 8276
Stifel Nicolaus	Patrick Newton	303 291 5345

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[2]Reconciliations of the company's GAAP and non-GAAP results can be found at investor.ni.com

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