



#### **Investor Presentation**

As of November 1, 2018

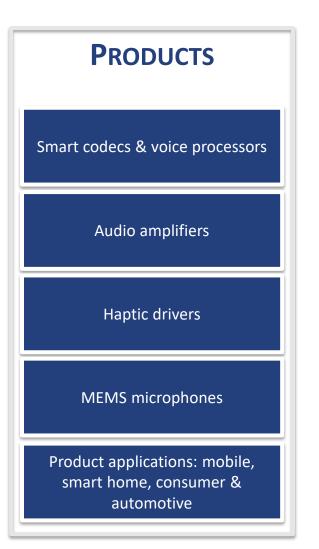


#### Safe Harbor Statement

Except for historical information contained herein, the matters set forth in this presentation contain forward-looking statements, including industry market projections; our revenue growth opportunities; our ability to grow revenue by expanding content and share in smartphones and expanding our SAM with new applications and technologies; our expectations with respect to expanding shipments with both new and existing customers and extending our market leadership in audio, voice, and beyond; our forecasted revenue, gross margin and R&D and SG&A expenses; and our estimate for our FY19 and future years' effective tax rate. These forward-looking statements are based on our current expectations, estimates and assumptions and are subject to certain risks and uncertainties that could cause actual results to differ materially from our current expectations, estimates and assumptions and the forward-looking statements made in this presentation. These risks and uncertainties include, but are not limited to, the risk factors listed in our Form 10-K for the year ended March 31, 2018 and in other filings with the Securities and Exchange Commission. The foregoing information concerning our business outlook represents our outlook as of the date of this presentation, and we undertake no obligation to update or revise any forward-looking statements, whether as a result of new developments or otherwise.

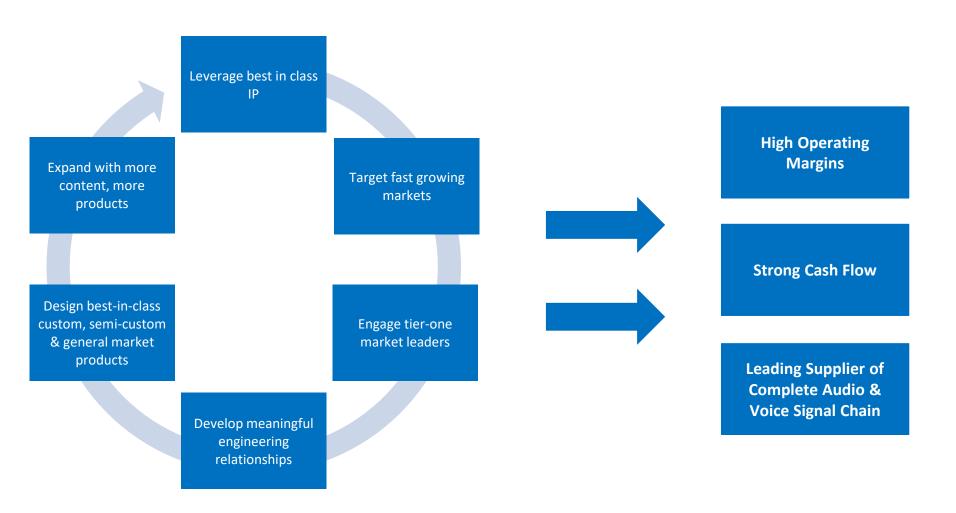
### **Cirrus Logic at a Glance**

# **PROFILE** Founded in 1984 Listed on NASDAQ: CRUS FY18 revenue: \$1.5B Headquarters in Austin, Texas ~1,600 employees worldwide





# **Compelling Business Strategy**



# **Focus on Market Leading Customers**

**MOBILE** 

**SMART ACCESSORIES** 

SMART HOME & CONSUMER

Supplier to 6 of the top 10 smartphone OEMs, including top 3

Supplier to 6 of the top 10 headset OEMs

Supplier to top 2 smart home OFMs

Company Continues to Expect Expanding Shipments With Both New & Existing Customer Base in FY19

## **Unique Corporate Culture**



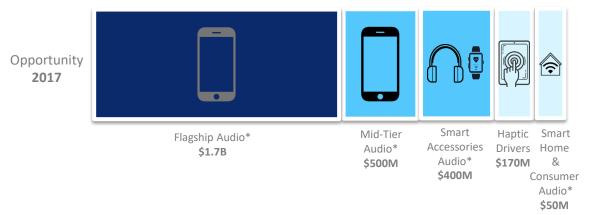
# "Best Places to Work" 2011-2017



# Technology & Warket Overview

#### **Expanding SAM ~ \$5B Opportunity in 2021**





<sup>\*</sup>Includes smart codecs, audio amplifiers, DACs and MEMS microphones Source: GFK, Futuresource and company estimates

### **Cirrus Logic Growth Vectors**

#### **Expanding content and share in smartphones**

- Increased adoption of digital headsets and adapters
- Boosted amplifiers penetrating mid-tier smartphones
- Increased concentration of stereo smartphones with dual loudspeakers
- Increased adoption of seamless, always-on voice activation

#### **Expansion of SAM with new applications and technologies**

- Haptic drivers for button replacement and advanced user experience features
- Secure user authentication with voice biometrics
- Sensing applications and incremental non-audio low power signal processing

# **Intelligent Edge Signal Processing**

MEMS Mics

AUDIO CODECS VOICE BIOMETRICS

Audio DSP

AUDIO AMPLIFIERS

HAPTIC DRIVERS

*Intelligent Edge*Voice Processing

**Voice Activation** 

**Voice Capture** 

Secure User Authentication

Intelligent Edge
User Experience
Processing

Adaptive Noise Canceling



High Quality Audio Playback



**Haptic Feedback** 



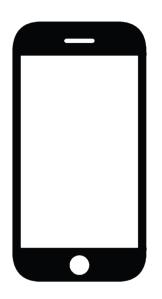
# **Expanding Product Portfolio**

**Haptic Drivers Haptic Drivers** ASP ~\$0.50 - \$0.75 ASP ~\$0.50 - \$0.75 **Boosted Amplifiers Audio Amplifiers** ASP ~\$0.40 - \$0.80 ASP ~\$0.45 - \$0.75 Mid-Tier Hi-Fi Digital Headset **MEMS Microphones Smart Codecs** Codecs ASP ~\$0.25 - \$0.45 ASP ~\$1.00 - \$1.50 ASP ~\$0.75 - \$1.50 Flagship Flagship Digital **Smart Home Smart Codecs Smart Codecs Headset Codecs** ASP ~\$1.50 - \$2.50 ASP ~\$1.50 - \$2.50 ASP ~\$1.50- \$2.50 **SMART HOME SMART MOBILE** & **Accessories CONSUMER** 

# Product Overview

# **Audio Amplifiers**





Delivering a louder and higher quality audio experience

Smartphones transitioning from mono to stereo speakers

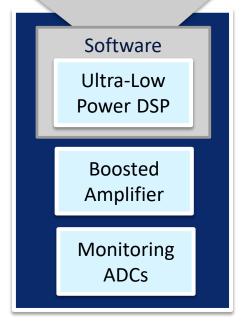
Ultra-low power required for extended playback

Advanced power management applied to protect speakers and manage battery performance

Speaker Protection

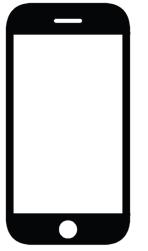
High Quality Audio

Battery
Management



### **Haptic Drivers**



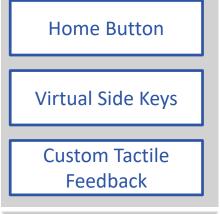


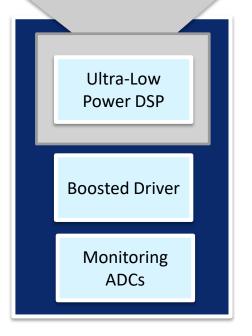


Mechanical buttons being replaced by sensor based solutions

Ultra-low latency boosted driver required to deliver sharp and consistent haptic feedback to user

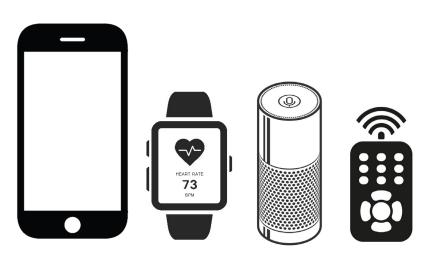
Enabling new user experiences with custom tactile feedback



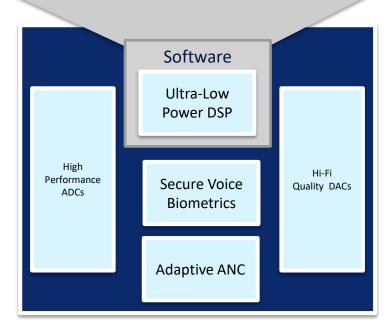


#### **Smart Codecs & Voice Processors**

Cirrus Logic's extensive portfolio of audio and voice technology delivers complete product solutions for a variety of applications



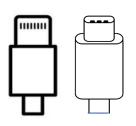




#### **Headset Codecs**



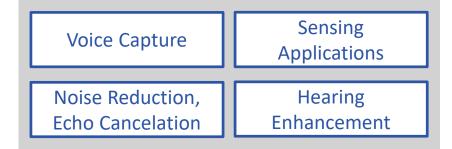
Demand for digital headsets and adapters fueled by transition from analog to USB-C digital connectivity

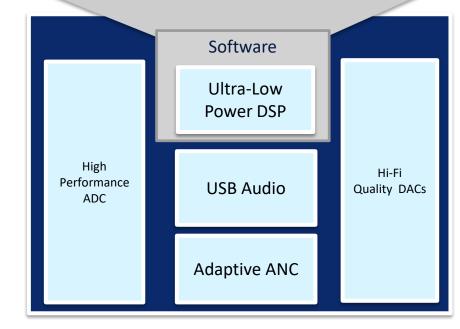


Digital connectivity enables new and enhanced user experiences in audio, voice and sensing applications, including continuously adaptive ANC



Technology compatible with wired and wireless products





#### **Voice Biometrics**

#### When you don't know it's the user...



**Limited functionality** 

#### When you do know it's the user....



The user can do everything

#### **Security is Key**

#### Always-on voice activation with robust user authentication

Enables execution of any virtual assistant command without requiring fingerprint/PIN



User passphrase for authenticating FIDO transactions

Allows financial transactions, login to web pages, etc.

#### **Detects mobile device replay attacks**

Algorithm examines audio each time the user speaks

Detects micro speaker playback and thus defends against recording and using someone's voice







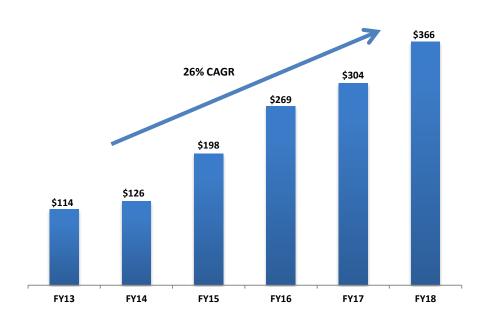
# Positioned for Long-Term Growth

- Multiple vectors for content and application expansion driving significant growth in SAM
- Leveraging mixed-signal expertise to penetrate adjacent technology opportunities
- Continuing investment in innovative R&D projects expected to extend market leadership in audio, voice and beyond

# **Financials**

# **R&D Investment Driving Innovation**

#### R&D Spend FY13-FY18 (M)



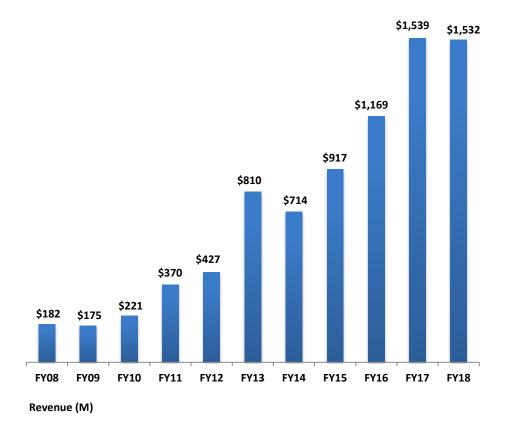
Significant increase in product development capacity over the past 5 years - more than 1,100 engineers focused on:

- Executing product roadmap
- Identifying and targeting new market opportunities
- Broadening IP portfolio
- Delivering best-in-class quality control and supply chain management

# **Long-Term Track Record of Growth**

#### 10-year CAGR of 24%

Growth fueled by strong demand for audio and voice products primarily addressing mobile applications



### **Financial Highlights**

#### **BALANCE SHEET**

- \$396M total cash, up from \$386M in the June quarter
- Q2 ending inventory \$142M, down from the prior quarter

#### **BUYBACK**

- In Q2, we utilized \$55M to repurchase ~1.3M shares at an average price of \$43.19
- In FY18, we used \$175.8M to repurchase ~3.4M shares at an average price of \$51.86
- As of September 29, 2018, we have \$105M remaining in the January 2018 share repurchase program

#### **TAXES**

 FY19 worldwide non-GAAP effective tax rates expected to range from ~ 17% to 19%

## **Strong Cash Generation**

#### **Cash generation**

Generated \$1.2B of operating cash flow over last 5 full fiscal years Ended Q2 FY19 with \$396M cash and investments globally

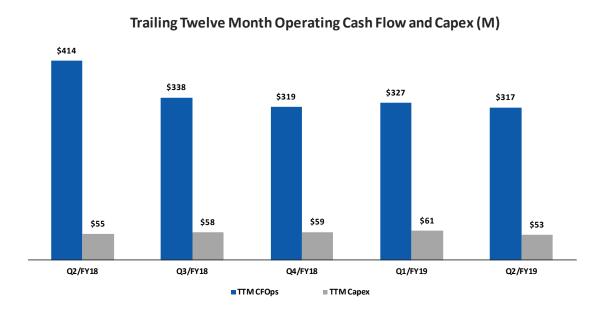
#### Use of cash

Increased investment in R&D

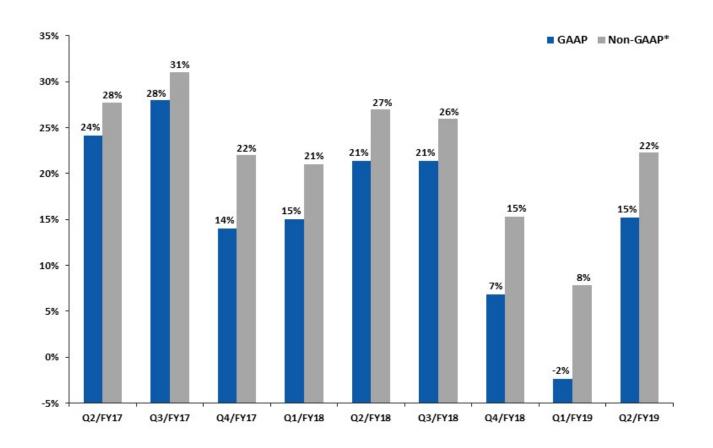
M&A and share repurchases over the last 5 full fiscal years:

- Acquisitions \$501M
- Share Repurchases \$314M

Infrastructure improvements and capital expenditures



# **Operating Profit Profile**



<sup>\*</sup>GAAP to non-GAAP reconciliations available on slide 28 and at www.cirrus.com

#### **Financial Results and Outlook**

RESULTS Q2 FY19 REVENUE

\$366.3M

GROSS MARGIN

50.5%

OPERATING EXPENSE

\$129.5M

(includes \$13M in stock comp, \$12.9M in amortization)

GUIDANCE Q3 FY19\* REVENUE

\$360M - 400M

GROSS MARGIN

49% - 51%

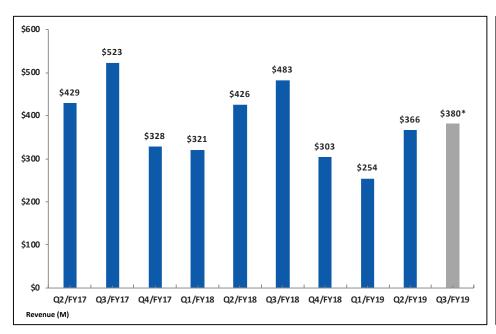
OPERATING EXPENSE

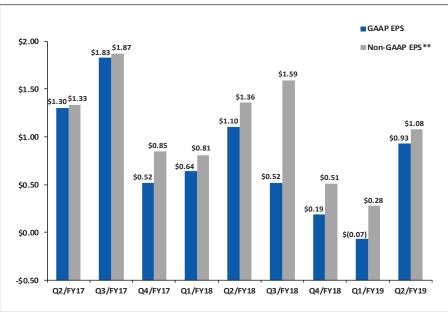
\$122M - 128M

(includes \$12M in stock comp, \$8M in amortization)

<sup>\*</sup>Guidance as of November 1, 2018

## **Quarterly Revenue and EPS**





In Q2 FY19, our largest customer represented 82% of total revenue

<sup>\*</sup>Midpoint of guidance as of November 1, 2018

<sup>\*\*</sup>GAAP to non-GAAP reconciliations available on slide 28 and at www.cirrus.com

#### **GAAP to Non-GAAP Reconciliation**

(unaudited, in thousands, except per share data, not prepared in accordance with GAAP)

We use these Non-GAAP financial numbers to assist us in the management of the Company because we believe that this information provides a more consistent and complete understanding of the underlying results and trends of the ongoing business due to the uniqueness of these charges.

	Sep. 29, 2018	,	Jun. 30, 2018		Mar. 31, 2018		Dec. 30, 2017		Sep. 23, 2017		Jun. 24, 2017		Mar. 25, 2017		Dec. 24, 2016		Sep. 24, 2016	
Net Income Reconciliation	Q2'19		Q1'19		Q4'18		Q3'18		Q2'18		Q1'18		Q4'17		Q3'17		Q2'17	
GAAP Net Income (Loss)	\$ 58,173	\$	(4,272)	\$	12,004	\$	33,779	\$	73,300	\$	42,912	\$	35,058	\$ 1	22,041	\$	86,039	
Amortization & other acquisition related items	12,867		13,266		13,266		11,600		11,600		11,600		8,255		8,308		8,326	
Stock based compensation expense	13,131		12,794		12,533		12,512		12,292		11,403		10,888		9,471		9,925	
Other expenses *	-		-		(279)		-		-		(4,048)		9,842		-		(3,566)	
Adjustment for income taxes	(17,054)		(3,926)		(4,502)		46,273		(7,260)		(7,257)		(7,289)		(15,094)		(12,251)	
Non-GAAP Net Income	\$ 67,117	\$	17,862	\$	33,022	5	104,164	\$	89,932	\$	54,610	\$	56,754	\$ 1	24,726	\$	88,473	
Earnings Per Share reconciliation																		
GAAP Diluted earnings (loss) per share	\$ 0.93	\$	(0.07)	\$	0.19	S	0.52	\$	1.10	\$	0.64	\$	0.52	\$	1.83	\$	1.30	
Effect of Amortization & other acquisition related items	0.21		0.21		0.21		0.18		0.18		0.17		0.13		0.13		0.12	
Effect of Stock based compensation expense	0.21		0.20		0.19		0.19		0.19		0.17		0.16		0.14		0.15	
Effect of Other expenses *	-	•	-		-		-		-		(0.06)		0.15		-		(0.05)	
Effect of Adjustment for income taxes	(0.27)		(0.06)		(0.08)		0.70		(0.11)		(0.11)		(0.11)		(0.23)		(0.19)	
Non-GAAP Diluted earnings per share	\$ 1.08	\$	0.28	\$	0.51	\$	1.59	\$	1.36	\$	0.81	\$	0.85	\$	1.87	\$	1.33	
Operating Income Reconciliation																		
GAAP Operating Income (Loss)	\$ 55,578	\$	(6,157)	\$	20,767	S	103,506	\$	90,888	\$	47,300	\$	44,713	<b>\$</b> 1	46,189	S	103.937	
GAAP Operating Margin (Loss)	15%	-	-2%	-	7%	-	21%	-	21%	•	15%	-	14%		28%	-	24%	
Amortization & other acquisition related items	12,867		13,266		13,266		11,600		11,600		11,600		8,255		8,308		8,326	
Stock compensation expense - COGS	170		199		422		386		328		338		324		282		235	
Stock compensation expense - R&D	6,834		7,250		6,847		6,995		6,034		6,260		5,987		5,078		4,905	
Stock compensation expense - SG&A	6,127		5,345		5,264		5,131		5,930		4,805		4,577		4,111		4,785	
Other expenses *	· <u>-</u>		-		(279)		-		-		(4,048)		9,842		-		(3,566)	
Non-GAAP Operating Income	\$ 81,576	\$	19,903	\$	46,287	\$	127,618	\$	114,780	\$	66,255	\$	73,698	\$ 1	63,968	\$	118,622	
Non-GAAP Operating Margin	22%		8%		15%		26%		27%		21%		22%		31%		28%	
Operating Expense Reconciliation																		
GAAP Operating Expenses	\$ 129,541	•	130,716	·	131,863	•	131,582	•	120,394	•	114,416	•	119,566	<b>S</b> 1	08,963	•	107,762	
Amortization & other acquisition related items	(12,867)	Ψ	(13,266)	Ψ	(13,266)	Ψ	(11,600)	Ψ	(11,600)	Ψ	(11,600)	Ф	(8,255)	Ψ.	(8,308)	Ψ.	(8,326)	
Stock compensation expense - R&D	(6,834)		(7,250)		(6,847)		(6,995)		(6,034)		(6,260)		(5,987)		(5,078)		(4,905)	
Stock compensation expense - SG&A	(6,127)		(5,345)		(5,264)		(5,131)		(5,930)		(4,805)		(4,577)		(4,111)		(4,785)	
Other expenses *	-		-		279		-		-		4.048		(9,842)		-		3,566	
Non-GAAP Operating Expenses	\$ 103,713	\$	104,855	\$	106,765	\$	107,856	\$	96,830	\$	95,799	\$	90,905	\$	91,466	\$	93,312	
Gross Margin/Profit Reconciliation										_								
GAAP Gross Profit	\$ 185,119	e	124,559	e	152,630	•	235,088	ø.	211,282	e	161,716	e	164,279	•	255,152	•	211,699	
GAAP Gross Margin	50.5%		48.9%	Э	50.3%	3	48.7%	Э	49.7%	э	50.4%	3	50.1%	J 2	48.8%	Э.	49.4%	
Stock compensation expense - COGS	170		199		422		386		328		338		324		282		235	
Non-GAAP Gross Profit	\$ 185,290	\$	124,758	S	153,053	S	235,474	\$	211,610	S	162,055	\$	164,604	\$ 2	255,434	\$ :	211,934	
Non-GAAP Gross Margin	50.6%		49.0%		50.5%		48.8%	Ť	49.7%		50.5%	_	50.2%		48.8%		49.4%	
Effective Tax Rate Reconciliation																		
GAAP Tax Expense (Benefit)	\$ (1,448)	\$	(228)	\$	9,983	\$		\$	17,197	\$	4,963	\$	9,855	\$	23,751	\$	16,634	
GAAP Effective Tax Rate	-2.6%		5.1%		45.4%		67.7%		19.0%		10.4%		21.9%		16.3%		16.2%	
Adjustments to income taxes	\$ 15,606	<u>s</u>	3,926 <b>3,698</b>	<u>s</u>	4,502 14,485	-\$	(46,273) 3 <b>24,688</b>	<u>\$</u>	7,260 <b>24,457</b>	-\$	7,257	\$	7,289	<u>s</u>	15,094 38,845	\$	12,251 28,885	
Non-GAAP Tax Expense		3		_		-3		Э		•		3		3		3		
Non-GAAP Effective Tax Rate	18.9%		17.2%		30.5%		19.2%		21.4%		18.3%		23.2%		23.7%		24.6%	
Tax Impact to EPS Reconciliation	6 (0.03)	•		e	0.15		1.00	•	0.26	e	0.05	•	0.15	•	0.26	•	0.25	
GAAP Tax Expense (Benefit)	\$ (0.02)	\$	- 0.06	\$	0.15	S		\$	0.26	\$	0.07	\$	0.15	\$	0.36	\$	0.25	
Adjustments to income taxes	\$ 0.27		0.06	\$	0.08	\$	(0.70) 6 <b>0.38</b>	<u>\$</u>	0.11	-\$	0.11	\$	0.11	\$	0.23	\$	0.19	
Non-GAAP Tax Expense	a 0.25	•	0.00	•	0.23	3	0.38	Э	0.57	Э	0.18	Э	0.20	J	0.59	Э	0.44	

<sup>\*</sup> Other expenses may contain certain items such as acquisition expenses, litigation expenses, proceeds from a patent agreement, restructuring items, sales reorganizations, asset gains and impairments. GAAP to non-GAAP reconciliations also available at www.cirrus.com.

