## TERADYNE

Financial Results for Q2 2018

July 25, 2018


## SAFE HARBOR

This presentation contains forward-looking statements regarding Teradyne's future business prospects, results of operations, market conditions, earnings per share, the payment of a quarterly dividend, the repurchase of Teradyne common stock pursuant to a share repurchase program, use of proceeds and potential dilution from the senior convertible notes offering, potential borrowings under a senior secured credit facility, and the impact of the U.S. tax reform, export and tariff laws. Such statements are based on the current assumptions and expectations of Teradyne's management and are neither promises nor guarantees of future performance, events, earnings per share, use of cash, payment of dividends, repurchases of common stock, payment of the senior convertible notes, availability of, or borrowing under, the credit facility, or the impact of the U.S. tax reform, export and tariff laws. There can be no assurance that management's estimates of Teradyne's future results or other forward looking statements will be achieved. Additionally, the current dividend and share repurchase programs may be modified, suspended or discontinued at any time. Important factors that could cause actual results, earnings per share, use of cash, dividend payments, repurchases of common stock, payment of the senior convertible notes, or borrowings under the credit facility to differ materially from those presently expected include: conditions affecting the markets in which Teradyne operates; decreased or delayed product demand from one of more significant customers; development, delivery and acceptance of new products; the ability to grow the Industrial Automation business; increased research and development spending; deterioration of Teradyne's financial condition; the consummation and success of any mergers or acquisitions; unexpected cash needs; insufficient cash flow to make required payments and pay the principal amount on the senior convertible notes; the business judgment of the board of directors that a declaration of a dividend, the repurchase of common stock or borrowing under the credit facility is not in the Company's best interest; additional U.S. tax regulations or IRS guidance; the impact of any tariffs or export controls imposed in the U.S. or China; and other events, factors and risks disclosed in filings with the SEC, including, but not limited to, the "Risk Factors" section of Teradyne's Annual Report on Form 10-K for the fiscal year ended December 31, 2017 and the Quarterly Report on Form 10-Q for the period ended April 1, 2018. The forwardlooking statements provided by Teradyne in this presentation represent management's views as of the date of this presentation. Teradyne anticipates that subsequent events and developments may cause management's views to change. However, while Teradyne may elect to update these forward-looking statements at some point in the future, Teradyne specifically disclaims any obligation to do so. These forward-looking statements should not be relied upon as representing Teradyne's views as of any date subsequent to the date of this presentation.

## Business Update and Outlook

Mark Jagiela, Teradyne President and CEO


## Q2'18 Summary

1H'18 Sales of $\$ 1,014 \mathrm{M}$, Non-GAAP EPS of $\$ 1.04$


- Strength in Memory, Analog and Wireless Test
- Universal Robots Q2'18 sales up $45 \%$ from Q2'17
- 58\% non-GAAP gross margin in Q2'18
- 25\% non-GAAP operating margin in Q2'18
- Expect 2018 SOC Test market to be at high end of \$2.2B-\$2.4B range
- Expect 2018 Memory Test market in the \$0.9B-\$1B range
(1) See appendix for GAAP to Non-GAAP reconciliation
(2) 2018E ATE market size range of $\$ 3.1 \mathrm{~B}-\$ 3.4 \mathrm{~B}$ with a mid-point of $\$ 3.25 \mathrm{~B}$;


## New Products to Drive Future Growth



LitePoint IQgig5G
5G mmWave Development Test


MiR500
Autonomous Mobile Robot (500 kg payload)


Magnum XV
Memory Wafer Test
e-Series
New standard for Collaborative Robots

## Second Quarter 2018 Financial Results and Third

 Quarter GuidanceGreg Beecher, Teradyne Vice President and Chief Financial Officer


## Segment Summary



## Wireless Test

## \$35M

1H'18 sales up 9\% from $1 \mathrm{H}^{\prime} 17$ on strong Connectivity demand
802.11ax rollout

Defense and Aerospace demand outlook improving
expected in 2019
5G cellular volume expected in 2020

| SemiTest Sales |  |
| :---: | :---: |
| SOC <br> Product | $\$ 226 \mathrm{M}$ |
| Memory <br> Product | $\$ 62 \mathrm{M}$ |
| Service | $\$ 72 \mathrm{M}$ |

UR Sales - \$57M MiR Sales - \$4.5M ${ }^{(1)}$


Energid Sales - \$0.5M
(1) Sales within Teradyne from the date of acquisition

## Balance Sheet \& Capital Return

|  | Q2'17 <br> Actual | Q1'18 <br> Actual | Q2'18 <br> Actual |
| :---: | :---: | :---: | :---: |
| Cash and Marketable Securities | \$1,620M | \$1,588M | \$1,304M |
| Inventory | \$154M | \$132M | \$136M |
| DSO | 53 Days | 77 Days | 78 Days |
| Capital Additions | \$24M | \$35M | \$28M |
| Depreciation and Amortization ${ }^{(1)}$ | \$36M | \$35M | \$36M |
| Free Cash Flow ${ }^{(2)}$ | \$206M | (\$117M) | \$102M |
| - Buybacks | \$57M | \$134M | \$227M |
| Capital Return Dividends | \$14M | \$18M | \$17M |

[^0]
## Q2'18 Non-GAAP Results

| \$s in millions, except EPS | Q2'17 Actual ${ }^{(1)}$ |  | Q1'18 Actual ${ }^{(1)}$ |  | Q2'18 Actual ${ }^{(1)}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales |  | \$697M |  | \$487M |  | \$527M |
| Gross Margin | 56.0\% | \$391M | 55.3\% | \$270M | 58.4\% | \$308M |
| R\&D | 11.8\% | \$82M | 15.3\% | \$74M | 14.3\% | \$75M |
| SG\&A | 12.9\% | \$90M | 18.5\% | \$91M | 18.9\% | \$99M |
| OPEX | 24.8\% | \$172M | 33.8\% | \$165M | 33.2\% | \$175M |
| Operating Profit | 31.3\% | \$218M | 21.5\% | \$105M | 25.2\% | \$133M |
| Income Taxes (\& effective tax rate) | 17\% | \$36M | 16\% | \$17M | 17\% | \$23M |
| EPS |  | \$0.90 |  | \$0.45 |  | \$0.59 |
| Diluted Shares |  | 201M |  | 197M |  | 192M |

[^1]
## Q3'18 Non-GAAP Guidance

| \$s in millions, except EPS | Q2'18 <br> Actua(1) | Q3'18 Guidance ${ }^{(1)}$ |
| :--- | ---: | ---: |
| Sales | \$527M | \$540M - \$570M |
| Gross Margin | $58 \%$ | $57 \%$ |
| OPEX | $33 \%$ | $\mathbf{3 1 \% - 3 3 \%}$ |
| Operating Profit | $25 \%$ | $\mathbf{2 4 \% - \mathbf { 2 6 \% }}$ |
| Net Interest \& Other Income | $\$ 3 \mathrm{M}$ | $\mathbf{\$ 3 M}$ |
| Effective Tax Rate | $17 \%$ | $\mathbf{1 6 . 5 \%}$ |
| EPS | $\$ 0.59$ | $\mathbf{\$ 0 . 5 9 - \mathbf { \$ 0 . 6 6 }}$ |
| Diluted Shares | 192 M | $\mathbf{1 8 8 M}$ |

## July 2018 Update

- SOC Test market improved in Q2'18 on growing Analog Test demand.
- Memory Test sales up 34\% from Q2'17, 1H'18 sales up 90\% from 1H'17 on strength in Flash Final Test and growing Wafer Test business.
- Universal Robots sales up 45\%, MiR pro forma sales up >85\% compared with Q2'17 on a standalone basis.
- LitePoint Q2'18 sales up 27\% from Q2'17. 1H'18 sales up 9\% from 1H'17 on smartphone Wireless Test demand.
- Pipeline of new products in place to power future growth.
- Repurchased \$227M/5.9M shares in Q2'18 and paid \$17M in dividends. In 1H'18, repurchased $\$ 361 \mathrm{M} / 8.8 \mathrm{M}$ shares and paid $\$ 35 \mathrm{M}$ in dividends.


## Supplemental Information



## Teradyne OPEX History and Outlook

Annual Non-GAAP OPEX ${ }^{(1)}$

|  | 2015 | 2016 | 2017 | 2018LE |
| :---: | :---: | :---: | :---: | :---: |
| Industrial Automation ${ }^{(2)}$ | \$14M | \$43M | \$62M | ~\$120M |
| Test | \$514M | \$513M | \$510M | c) ~Flat |
| Variable Comp | \$61M | \$53M | \$86M | $\Rightarrow$ |
| Total OPEX | \$589M | \$609M | \$658M | - |

Test OPEX ~flat excluding changes in variable compensation tied to profitability levels

[^2]
## Appendix | GAAP to Non-GAAP Reconciliation

In addition to disclosing results that are determined in accordance with GAAP, Teradyne also discloses in this presentation and on the earnings call non-GAAP results of operations that exclude certain income items and charges. These results are provided as a complement to results provided in accordance with GAAP. These non-GAAP performance measures are used to make operational decisions, to determine employee compensation, to forecast future operational results, and for comparison with the Company's business plan, historical operating results and the operating results of the Company's competitors. Management believes each of these non-GAAP performance measures provides useful supplemental information for investors, allowing greater transparency to the information used by management in its operational decision making and in the review of the Company's financial and operational performance, as well as facilitating meaningful comparisons of the Company's results in the current period compared with those in prior and future periods. A reconciliation of each available GAAP to non-GAAP financial measure discussed in this presentation is contained in the following slides and on the Teradyne website at www.teradyne.com by clicking on "Investors" and then selecting the "GAAP to Non-GAAP Reconciliation" link. The nonGAAP performance measures discussed in this presentation may not be comparable to similarly titled measures used by other companies. The presentation of non-GAAP measures is not meant to be considered in isolation, as a substitute for, or superior to, financial measures or information provided in accordance with GAAP.

## Appendix | GAAP to Non-GAAP Reconciliation

## GAAP to Non-GAAP Earnings Reconciliation

(In millions, except per share amounts)

## Net revenues

## Gross profit GAAP <br> Inventory step-up

Gross profit non-GAAP
Income from operations - GAAP
Acquired intangible assets amortization
Restructuring and other (2)
Inventory step-up
Income from operations - non-GAAP

Net income - GAAP
Acquired intangible assets amortization
Interest and other (3)
Restructuring and other (2)
Inventory step-up
Pension mark-to-market adjustment (3)
Pension mark-to-market adjustment (3)
Exclude discrete tax adjustments (4)
Exclude discrete tax adjusts
Non-GAAP tax adjustments
Non-GAAP tax adjustmunts
Convertible share adjustment
Net income - non-GAAP
GAAP and non-GAAP weighted average common shares - basic GAAP weighted average common shares - diluted

Exclude dilutive shares related to convertible note transaction Non-GAAP weighted average common shares - diluted

| Quarter Ended |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| July 1, 2018 |  | \% of Net Revenues |  |  |  |  | $\begin{gathered} \text { April 1, } \\ 2018 \\ \hline \end{gathered}$ |  | \% of Net Revenues |  |  |  |  | $\begin{gathered} \text { July 2, } \\ 2017 \text { (1) } \end{gathered}$ |  | \% of Net Revenues |  |  |  |  |
| \$ | 526.9 |  |  |  |  |  | \$ | 487.5 |  |  |  |  |  | \$ | 696.9 |  |  |  |  |  |
| \$ | 307.3 | 58.3\% |  |  |  |  | \$ | 269.8 | 55.3\% |  |  |  |  | \$ | 390.6 | 56.0\% |  |  |  |  |
|  | 0.4 | 0.1\% |  |  |  |  |  | - | - |  |  |  |  |  | - | - |  |  |  |  |
| \$ | 307.7 | 58.4\% |  |  |  |  | \$ | 269.8 | 55.3\% |  |  |  |  | \$ | 390.6 | 56.0\% |  |  |  |  |
| \$ | 120.4 | 22.9\% |  |  |  |  | \$ | 97.5 | 20.0\% |  |  |  |  | \$ | 207.8 | 29.8\% |  |  |  |  |
|  | 9.8 | 1.9\% |  |  |  |  |  | 7.7 | 1.6\% |  |  |  |  |  | 8.2 | 1.2\% |  |  |  |  |
|  | 2.4 | 0.5\% |  |  |  |  |  | (0.3) | -0.1\% |  |  |  |  |  | 2.3 | 0.3\% |  |  |  |  |
|  | 0.4 | 0.1\% |  |  |  |  |  | - | - |  |  |  |  |  | - | - |  |  |  |  |
| \$ | 133.0 | 25.2\% |  |  |  |  | \$ | 104.9 | 21.5\% |  |  |  |  | \$ | 218.3 | 31.3\% |  |  |  |  |
| July 1, 2018 |  | \% of Net <br> Revenues | Net Income per Common Share |  |  |  | April 1, <br> 2018 |  | Net Income per Common Share |  |  |  |  | July 2,$2017$ |  | Net Income per Common Share |  |  |  |  |
|  |  | Basic | Diluted |  | $\%$ of Net Revenues | Basic |  | Diluted |  | $\%$ of Net Revenues | Basic |  | Diluted |  |
| \$ | 101.0 |  | 19.2\% | \$ | 0.53 | \$ |  |  | 0.52 | \$ | 87.0 | 17.8\% | \$ |  |  | 0.45 | \$ | 0.43 | \$ | 175.0 | 25.1\% | \$ | 0.88 | \$ | 0.87 |
|  | 9.8 | 1.9\% |  | 0.05 |  | 0.05 |  | 7.7 | 1.6\% |  | 0.04 |  | 0.04 |  | 8.2 | 1.2\% |  | 0.04 |  | 0.04 |
|  | 3.2 | 0.6\% |  | 0.02 |  | 0.02 |  | 3.2 | 0.7\% |  | 0.02 |  | 0.02 |  | 3.1 | 0.4\% |  | 0.02 |  | 0.02 |
|  | 2.4 | 0.5\% |  | 0.01 |  | 0.01 |  | (0.3) | -0.1\% |  | (0.00) |  | (0.00) |  | 2.3 | 0.3\% |  | 0.01 |  | 0.01 |
|  | 0.4 | 0.1\% |  | 0.00 |  | 0.00 |  | - | - |  | - |  | - |  | - | - |  | - |  | - |
|  | (0.1) | 0.0\% |  | (0.00) |  | (0.00) |  | - | - |  | - |  | - |  | (2.5) | -0.4\% |  | (0.01) |  | (0.01) |
|  | (0.5) | -0.1\% |  | (0.00) |  | (0.00) |  | (6.3) | -1.3\% |  | (0.03) |  | (0.03) |  | 0.5 | 0.1\% |  | 0.00 |  | 0.00 |
|  | (3.4) | -0.6\% |  | (0.02) |  | (0.02) |  | (1.9) | -0.4\% |  | (0.01) |  | (0.01) |  | (5.1) | -0.7\% |  | (0.03) |  | (0.03) |
|  | - | - |  | - |  | 0.01 |  | - | - |  | - |  | 0.01 |  | - | - |  | - |  | - |
|  | 112.8 | 21.4\% | \$ | 0.59 | \$ | 0.59 | \$ | 89.4 | 18.3\% | \$ | 0.46 | \$ | 0.45 | \$ | 181.5 | 26.0\% | \$ | 0.91 | \$ | 0.90 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | 190.7 |  |  |  |  |  |  | 195.3 |  |  |  |  |  |  | 198.8 |  |  |  |  |  |
|  | 194.9 |  |  |  |  |  |  | 203.5 |  |  |  |  |  |  | 201.5 |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | (0.7) |  |  |  |  |  |
|  | 192.3 |  |  |  |  |  |  | 197.3 |  |  |  |  |  |  | 200.8 |  |  |  |  |  |

## Appendix | GAAP to Non-GAAP Reconciliation

(1) Certain prior period amounts were reclassified to conform with the first quarter 2018 adoption of new accounting guidance for the presentation of pension and post retirement costs.
(2) Restructuring and other consists of:

|  | Quarter Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | July 1, <br> 2018 |  | April 1 , 2018 |  | July 2, <br> 2017 |  |
| Employee severance | \$ | 2.4 | \$ | 3.9 | \$ | 0.8 |
| Acquisition related expenses |  | 2.5 |  | 0.8 |  | . |
| Other |  | 0.9 |  | - |  | - |
| Contingent consideration fair value adjustment |  | (3.5) |  | (5.0) |  | 1.5 |
|  | \$ | 2.4 | \$ | (0.3) | \$ | 2.3 |

 GAAP in accordance with Teradyne's mark-to-market pension accounting.
(4) For the quarters ended July 1, 2018, April 1, 2018 and July 2, 2017, adjustment to exclude discrete income tax items.

## Appendix | GAAP to Non-GAAP Reconciliation

Net Revenues

Gross profit GAAP
Inventory step-up
Gross profit non-GAAP
Income from operations - GAAP
Acquired intangible assets amortization
Restructuring and other (2)
Inventory step-up
Income from operations - non-GAAP

Net income - GAAP
Acquired intangible assets amortization
Interest and other (3)
Restructuring and other (2)
Inventory step-up
Pension mark-to-market adjustment (3)
Exclude discrete tax adjustments (4)
Non-GAAP tax adjustments
Convertible share adjustment
Net income - non-GAAP
GAAP and non-GAAP weighted average common shares - basic
GAAP weighted average common shares - diluted
Exclude dilutive shares from convertible note
Non-GAAP weighted average common shares - diluted

| July 1, 2018 |  | \% of Net Revenues |  |  |  |  | $\begin{gathered} \text { July 2, } \\ 2017 \text { (1) } \\ \hline \end{gathered}$ |  | \% of Net Revenues |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 1,014.4 |  |  |  |  |  | \$ | 1,153.8 |  |  |  |  |  |
| \$ | 577.2 | 56.9\% |  |  |  |  | \$ | 655.7 | 56.8\% |  |  |  |  |
|  | 0.4 | 0.0\% |  |  |  |  |  | - | - |  |  |  |  |
| \$ | 577.6 | 56.9\% |  |  |  |  | \$ | 655.7 | 56.8\% |  |  |  |  |
| \$ | 217.9 | 21.5\% |  |  |  |  | \$ | 301.6 | 26.1\% |  |  |  |  |
|  | 17.5 | 1.7\% |  |  |  |  |  | 16.1 | 1.4\% |  |  |  |  |
|  | 2.1 | 0.2\% |  |  |  |  |  | 4.8 | 0.4\% |  |  |  |  |
|  | 0.4 | 0.0\% |  |  |  |  |  | - | - |  |  |  |  |
| \$ | 237.9 | 23.5\% |  |  |  |  | \$ | 322.5 | 28.0\% |  |  |  |  |
| July 1, <br> 2018 |  |  | Net Income per Common Share |  |  |  | July 2,$2017$ |  | \% of Net <br> Revenues | Net Income per Common Share |  |  |  |
|  |  | \% of Net <br> Revenues | Basic |  | Diluted |  |  |  |  | sic |  | uted |
| \$ | 188.0 | 18.5\% | \$ | 0.97 | \$ | 0.94 | \$ | 260.2 |  | 22.6\% | \$ | 1.30 | \$ | 1.29 |
|  | 17.5 | 1.7\% |  | 0.09 |  | 0.09 |  | 16.1 | 1.4\% |  | 0.08 |  | 0.08 |
|  | 6.5 | 0.6\% |  | 0.03 |  | 0.03 |  | 6.1 | 0.5\% |  | 0.03 |  | 0.03 |
|  | 2.1 | 0.2\% |  | 0.01 |  | 0.01 |  | 4.8 | 0.4\% |  | 0.02 |  | 0.02 |
|  | 0.4 | 0.0\% |  | 0.00 |  | 0.00 |  | - | - |  | - |  | - |
|  | (0.1) | 0.0\% |  | (0.00) |  | (0.00) |  | (2.5) | -0.2\% |  | (0.01) |  | (0.01) |
|  | (6.8) | -0.7\% |  | (0.04) |  | (0.03) |  | (6.5) | -0.6\% |  | (0.03) |  | (0.03) |
|  | (5.3) | -0.5\% |  | (0.03) |  | (0.03) |  | (8.2) | -0.7\% |  | (0.04) |  | (0.04) |
|  | - | - |  | - |  | 0.02 |  | - | - |  | - |  | - |
| \$ | 202.3 | 19.9\% | \$ | 1.05 | \$ | 1.04 | \$ | 270.0 | 23.4\% | \$ | 1.35 | \$ | 1.34 |
|  | 193.0 |  |  |  |  |  |  | 199.4 |  |  |  |  |  |
|  | $199.2$ |  |  |  |  |  |  | 201.7 |  |  |  |  |  |
|  | (4.4) |  |  |  |  |  |  | (0.3) |  |  |  |  |  |
|  | 194.8 |  |  |  |  |  |  | 201.4 |  |  |  |  |  |

## Appendix | GAAP to Non-GAAP Reconciliation

(1) Certain prior period amounts were reclassified to conform with the first quarter 2018 adoption of new accounting guidance for the presentation of pension and post retirement costs.
(2) Restructuring and other consists of:

## Employee severance

Acquisition related expenses
Other
Contingent consideration fair value adjustment

Six Months Ended

| $\begin{gathered} \text { July } 1, \\ 2018 \end{gathered}$ |  | $\begin{gathered} \hline \text { July 2, } \\ 2017 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: |
| \$ | 6.3 | \$ | 1.4 |
|  | 3.3 |  | - |
|  | 0.9 |  | 1.3 |
|  | (8.5) |  | 2.1 |
| \$ | 2.1 | \$ | 4.8 |

(3) For the six months ended July 1, 2018 and July 2, 2017, Interest and other included non-cash convertible debt interest expense. For the six months ended July 1, 2018 and July 2, 2017 , adjustments to exclude actuarial gains recognized under GAAP in accordance with Teradyne's mark-to-market pension accounting.
(4) For the six months ended July 1, 2018 and July 2, 2017, adjustment to exclude discrete income tax items.

## Appendix | GAAP to Non-GAAP Reconciliation

GAAP to Non-GAAP Reconciliation of Third Quarter 2018 guidance:

GAAP and non-GAAP third quarter revenue guidance:
GAAP net income per diluted share
Exclude acquired intangible assets amortization
Exclude non-cash convertible debt interest
Exclude restructuring and other
Tax effect of non-GAAP adjustments
Convertible share adjustment
Non-GAAP net income per diluted share

| \$540 million |  | \$570 million |  |
| :---: | :---: | :---: | :---: |
| \$ | 0.51 | \$ | 0.59 |
|  | 0.06 |  | 0.06 |
|  | 0.02 |  | 0.02 |
|  | 0.01 |  | 0.01 |
|  | (0.02) |  | (0.02) |
|  | 0.01 |  | 0.01 |
| \$ | 0.59 | \$ | 0.66 |

## Appendix | GAAP to Non-GAAP Reconciliation

|  | Q2'17 |  | Q1'18 |  | Q2'18 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | \$'s | \% | \$'s | \% | \$'s | \% |  |
| GAAP Income Tax | \$32 | 15\% | \$9 | 9\% | \$19 | 16\% |  |
| Exclude discrete tax adjustments | -\$1 | 0\% | \$6 | 7\% | \$1 | 0\% |  |
| Tax effect of non-GAAP adjustments | \$5 | 2\% | \$2 | 2\% | \$3 | 3\% |  |
| Effect of Higher Non-GAAP PBT |  | -1\% |  | -2\% |  | -2\% |  |
| Non GAAP Income Tax | \$36 | 17\% | \$17 | 16\% | \$23 | 17\% |  |
|  |  |  | Third Quarter | ance: |  | Low End | High End |
| Q2'18: |  |  | GAAP Operatin | fit as \% |  | 22\% | 23\% |
| GAAP net interest and other income | -\$0.4 |  | Acquired in | e asset |  | 2\% | 2\% |
| Exclude non cash convertible debt interest | \$3.2 |  | Restructurin | Other |  | 0\% | 0\% |
| Non-GAAP net interest and other income | \$2.8 |  | Non-GAAP Op | Profit |  | 24\% | 26\% |
|  |  |  |  |  |  |  | in M's |
| Q3'18 Guidance |  |  | Q3'18 GAAP Gu | Shares |  |  | 191 |
| GAAP net interest and other income | -\$0.7 |  | Exclude dilutive shares related to convertible note transaction |  |  |  | $\underline{-3}$ |
| Exclude non cash convertible debt interest | \$3.2 |  | Q3'18 Non-GAAP Guidance Shares |  |  |  | 188 |
| Non-GAAP net interest and other income | \$2.5 |  |  |  |  |  |  |

GAAP Operating Expenses
Intangible Asset Amortization
Restructuring and Other Non GAAP Operating Expenses

| Q2'17 |  | Q1'18 |  |
| :---: | :---: | :---: | :---: |
| \$'s | \% of sales | \$'s | \% of sales |
| \$183 | 26\% | \$172 | 35\% |
| -\$8 | -1\% | -\$8 | -2\% |
| -\$2 | 0\% | \$0 | 0\% |
| \$172 | 25\% | \$165 | 34\% |


| Q2'18 |  |
| :---: | :---: |
| \$'s | \% of sales |
| $\$ 187$ | $35 \%$ |
| $-\$ 10$ | $-2 \%$ |
| $-\$ 2$ | $0 \%$ |
| $\$ 175$ | $33 \%$ |


| Q3'18 Low Guidance |  | Q3'18 High Guidance |
| :---: | :---: | :---: |
| $\%$ of sales |  | $\%$ of sales |
| $36 \%$ |  |  |
| $-2 \%$ | $34 \%$ |  |
| $0 \%$ | $-2 \%$ |  |
| $33 \%$ | $0 \%$ |  |

## Appendix | GAAP to Non-GAAP Reconciliation

- Teradyne determines non-GAAP operating cash flow ("Free Cash Flow") by adjusting GAAP cash flow from operations excluding discontinued operations, less property, plant and equipment additions. Free cash flow is considered a non-GAAP financial measure. Teradyne believes that free cash flow, which measures our ability to generate cash from our business operations, is an important financial measure for use in evaluating Teradyne's financial performance. Free cash flow should be considered in addition to, rather than as a substitute for, income (loss) from continuing operations or net income (loss) as a measure of our performance and net cash provided by operating activities as a measure of our liquidity.
- Teradyne believes it is important to view free cash flow as a measure that provides supplemental information to Teradyne's entire statement of cash flows.
- Although other companies report their free cash flow, numerous methods may exist for calculating a company's free cash flow. As a result, the method used by Teradyne to calculate free cash flow may differ from the methods other companies use to calculate their free cash flow.
- The following table sets forth a reconciliation of free cash flow, a non-GAAP financial measure, to net cash provided by operating activities, a GAAP measure, which we believe to be the GAAP financial measure most directly comparable to free cash flow.

|  | $\underline{\text { Q2'17 }}$ | $\underline{\text { Q1'18 }}$ | $\underline{\text { Q2'18 }}$ |
| :--- | :---: | :---: | :---: |
| GAAP Cash Flow From Operations, Excl Disc Ops | $\$ 230$ | $-\$ 82$ | $\$ 130$ |
| Less Property, Plant and Equipment Additions | $-\$ 24$ | $-\$ 35$ | $-\$ 28$ |
| Non-GAAP Operating Cash Flow ("Free Cash Flow") | $\$ 206$ | $-\$ 117$ | $\$ 102$ |

## Appendix | GAAP to Non-GAAP Reconciliation

|  | 2017 | $\underline{2016}$ | $\underline{2015}$ |
| :---: | :---: | :---: | :---: |
| GAAP Operating Expenses | 694 | 1,020 | 673 |
| Less Goodwill Impairment Charge | - | (255) | - |
| Less Intangible Asset Impairment | - | (83) | - |
| Less Intangible Asset Amortization | (31) | (53) | (69) |
| Less Restructuring and Other | (9) | (22) | (5) |
| Pension Mark to Market Adjustment | 4 | 2 | (10) |
| Less Equity Modification Charge | - | - | - |
| Non GAAP Operating Expenses | 658 | 609 | 589 |
|  | $\underline{2017}$ | $\underline{2016}$ | $\underline{2015}$ |
| IA GAAP Operating Expenses | 93 | 84 | 28 |
| Less Intangible Asset Amortization | (24) | (25) | (14) |
| Less Restructuring and Other | (7) | (16) | - |
| IA non GAAP Operating Expenses | 62 | 43 | 14 |
|  | 2017 | $\underline{2016}$ | $\underline{2015}$ |
| Test GAAP Operating Expenses (1) | 601 | 936 | 645 |
| Less Goodwill Impairment Charge | - | (255) | - |
| Less Intangible Asset Impairment | - | (83) | - |
| Less Intangible Asset Amortization | (7) | (28) | (55) |
| Less Restructuring and Other | (2) | (6) | (5) |
| Pension Mark to Market Adjustment | 4 | 2 | (10) |
| Less Equity Modification Charge | - | - | - |
| Test Non GAAP Operating Expenses (1) | 596 | 566 | 575 |

## 2018E

IA GAAP Operating Expense $\quad \underline{148}$
Less Intangible Asset Amortization Less Restructuring and Other
IA non GAAP Operating Expenses
(1) = Includes Variable Compensation of $\$ 86 \mathrm{M}, \$ 53 \mathrm{M}$ and $\$ 61 \mathrm{M}$ for 2017, 2016 and 2015 respectively.


[^0]:    (1) Includes depreciation, stock based compensation, amortization of acquired intangible assets and amortization of the non-cash convertible debt discount
    (2) Teradyne calculates free cash flow as: GAAP Cash flow from operations, excluding discontinued operations, less property, plant and equipment additions; see GAAP to non-GAAP reconcilations.

[^1]:    (1) See attached appendix for GAAP to non-GAAP reconciliations

[^2]:    (1) See attached appendix for GAAP to non-GAAP reconciliations.
    (2) Commencing from date of acquisitions. UR June 12th, 2015 onwards, Energid February $26^{\text {th }}, 2018$ onwards,

    MiR April $25^{\text {th }}, 2018$ onwards

