Teradyne Reports 50% Sequential Growth in Second Quarter 2015 Sales

Jul 29, 2015 5:01 PM

- Q2'15 Revenue of \$513 million, up 50% from Q1'15
- Orders up 8% from Q1'15
- · Highest Wireless Test orders in eight quarters

NORTH READING, Mass.--(BUSINESS WIRE)-- Teradyne, Inc. (NYSE: TER):

	Q2'15	Q2'14	Q1'15
Orders (mil)	\$529	\$627	\$490
Revenue (mil)	\$513	\$526	\$342
Non-GAAP EPS	\$0.53	\$0.54	\$0.17
GAAP EPS	\$0.48	\$0.47	\$0.15

Teradyne, Inc. (NYSE: TER) reported revenue of \$513 million for the second quarter of 2015 of which \$400 million was in Semiconductor Test, \$63 million in Wireless Test, \$46 million in System Test and \$4 million in Industrial Automation. Industrial Automation consists of Universal Robots' results from June 12 through July 5, 2015. On a non-GAAP basis, Teradyne's net income in the second quarter was \$114.6 million, or \$0.53 per diluted share, which excluded acquired intangible asset amortization and included the related tax impact on non-GAAP adjustments. GAAP net income for the second quarter was \$102.9 million or \$0.48 per share.

Orders in the second quarter of 2015 were \$529 million of which \$395 million were in Semiconductor Test, \$84 million in Wireless Test, \$45 million in System Test, and \$5 million in Industrial Automation.

"We delivered strong sales and earnings growth in the second quarter driven by across the board strength in all business segments," said CEO and President Mark Jagiela. "Our alignment to the strongest segments of the semiconductor test market, improving storage test shipments and seasonally strong wireless test demand combined to deliver a 29% operating margin in the second quarter, the highest in three years. In addition to the strength of our core test businesses, we are especially excited to welcome Universal Robots (UR) to Teradyne. UR enables us to quickly bring the power of advanced automation to our system and wireless test customers while providing Teradyne a powerful, long term growth driver serving the emerging collaborative robot market."

"In line with our strategy to balance strong additions to Teradyne with direct capital returns, we paid \$13 million in dividends and returned \$82 million with the repurchase of 4.1 million shares in the second quarter," said Jagiela.

Guidance for the third quarter of 2015 is revenue of \$450 million to \$480 million, with non-GAAP net income of \$0.35 to \$0.41 per diluted share and GAAP net income of \$0.27 to \$0.33 per diluted share. Non-GAAP guidance excludes acquired intangible asset amortization and includes the related tax impact on non-GAAP adjustments.

Webcast

A conference call to discuss the second quarter results, along with management's business outlook, will follow at 10 a.m. ET, Thursday, July 30. Interested investors should access the webcast at www.teradyne.com and click on "Investors" at least five minutes before the call begins. Presentation materials will be available starting at 10 a.m. ET. A replay will be available on the Teradyne website at www.teradyne.com/investors.

Non-GAAP Results

In addition to disclosing results that are determined in accordance with GAAP, Teradyne also discloses 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. Non-GAAP income from operations and non-GAAP net income exclude acquired intangible asset amortization, fair value inventory step-up related to Universal Robots, retired CEO equity charge, non-cash convertible debt interest, discrete income tax adjustments, restructuring and other, and a gain from the sale of an equity investment. GAAP requires that these items be included in determining income from operations and net income. Non-GAAP income from operations, non-GAAP net income, non-GAAP income from operations and non-GAAP net income as a percentage of revenue, and non-GAAP net income per share are non-GAAP measures presented to provide meaningful supplemental information regarding Teradyne's baseline performance before gains, losses or other charges that may not be indicative of Teradyne's current core business or future outlook. These non-GAAP measures are used to make operational decisions, to determine employee compensation, to forecast future operational results, and for comparison with Teradyne's business plan, historical operating results and the operating results of Teradyne's competitors. Non-GAAP gross margin excludes fair value inventory step-up related to Universal Robots. GAAP requires that this item be included in determining gross margin. Non-GAAP gross margin dollar amount and percentage are non-GAAP measures that management believes provide useful supplemental information for management and the investor. Management uses non-GAAP gross margin as a performance measure for Teradyne's current core business and future outlook and for comparison with Teradyne's business plan, historical gross margin results and the gross margin results of Teradyne's competitors. Prior to September 29, 2014, non-GAAP diluted shares included the impact of Teradyne's call option and warrant on its shares. Management believes each of these non-GAAP 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 Teradyne's financial and operational performance, as well as facilitating meaningful comparisons of Teradyne'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 press release is contained in the attached exhibits and on the Teradyne website at www.teradyne.com by clicking on "Investors" and then selecting the "GAAP to Non-GAAP Reconciliation" link. The non-GAAP financial measures discussed in this press release 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.

About Teradyne

Teradyne (NYSE:TER) is a leading supplier of automation solutions for test and industrial applications. Teradyne Automatic Test Equipment (ATE) is used to test semiconductors, wireless products, data storage and complex electronic systems, which serve consumer, communications, industrial and government customers. Our Industrial Automation solutions include Collaborative Robots used by global manufacturing and light industrial customers to improve quality and increase manufacturing efficiency. In 2014, Teradyne had revenue of \$1.65 billion and currently employs

approximately 4,000 people worldwide. For more information, visit www.teradyne.com. Teradyne (R) is a registered trademark of Teradyne, Inc. in the U.S. and other countries.

Safe Harbor Statement

This release contains forward-looking statements regarding future business prospects, Teradyne's results of operations, market conditions, the payment of a quarterly dividend, the repurchase of Teradyne common stock pursuant to a share repurchase program and a senior secured credit facility. Such statements are based on the current assumptions and expectations of Teradyne's management and are neither promises nor guarantees of future performance, future events, future payment of dividends, future repurchases of common stock or future availability of, or borrowing under, a credit facility. 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, dividend payments, repurchases of common stock 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; market acceptance of new products; the ability to grow Universal Robots' business; increased research and development spending; deterioration of Teradyne's financial condition; the business judgment of the board of directors that a declaration of a dividend, the repurchase of common stock or debt under the credit facility is not in the company's best interests; 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, 2014 and the Quarterly Report on Form 10-Q for the period ended April 5, 2015. The forward-looking statements provided by Teradyne in this press release represent management's views as of the date of this release. 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 release.

TERADYNE, INC. REPORT FOR SECOND FISCAL QUARTER OF 2015

CONDENSED
CONSOLIDATED
OPERATING STATEMENTS
(In thousands, except per share amounts)

	Quarter Ende July 5, 2015		June 29, 2014	Six Months I July 5, 2015	Ended June 29, 2014
Net revenues	\$512,739	\$342,401	\$525,567	\$855,140	\$846,577
Cost of revenues (exclusive of acquired intangible assets amortization shown separately below) (1)	214,171	149,978	235,154	364,149	389,117

Gross profit	298,568	192,423	290,413	490,991	457,460
Operating expenses: Engineering and	75,832	71,450	73,414	147,282	140,499
development Selling and administrative (2)	ŕ	72,041	77,489	149,114	155,492
Acquired intangible asset amortization	15,258	13,808	18,271	29,066	36,542
Restructuring and other (3)	(385)		572	(385)	
Operating expenses	167,778	157,299	169,746	325,077	333,105
Income from operations	130,790	35,124	120,667	165,914	124,355
Interest and other (4)	1,346	7,314	725	8,660	(4,836)
Income before income taxes Income tax provision Net income	132,136 29,257 \$102,879	42,438 9,651 \$32,787	121,392 20,187 \$101,205	174,574 38,908 \$135,666	119,519 17,385 \$102,134
Net income per common share:					
Basic	\$0.48	\$0.15	\$0.52	\$0.63	\$ 0.53
Diluted	\$0.48	\$0.15	\$0.47	\$0.62	\$ 0.45
Weighted average common shares - basic	213,845	217,187	194,408	215,516	193,860
Weighted average common shares - diluted (5)	215,496	218,812	216,568	217,154	226,526
Cash dividend declared per common share	\$0.06	\$0.06	\$ -	\$0.12	\$0.06
Net orders	\$528,693	\$490,357	\$627,088	\$1,019,050	\$1,076,914
(1) Cost of revenues includes	: Ouarter Endo	ed		Six Months 1	Ended
() 2221 32 12 Condes merades	July 5, 2015	Λ:1 Γ	June 29, 2014	July 5, 2015	June 29, 2014
Provision for excess and obsolete inventory	\$14,441	\$1,440	\$5,032	\$15,881	\$ 15,071

Sale of previously						
written down	(2,745) (1,931) (2,014) (4,676) (3,394)
inventory						
Inventory step-up	595	-	-	595	-	
	\$12,291	\$(491) \$3,018	\$11,800	\$11,677	

For the six months ended June 29, 2014, selling and administrative expenses include an equity charge of \$6,598 for the modification of Teradyne's retired CEO's outstanding equity awards to allow continued vesting and maintain the original term in connection with his January 31, 2014 retirement.

(3)	Restructuring and other consists of:	Quarter Ende	ed		Six Months E	Ended
		July 5, 2015	April 5, 2015	June 29, 2014	July 5, 2015	June 29, 2014
	Acquisition costs (a)	\$960	\$-	\$ -	\$960	\$ -
	Employee severance	255	-	572	255	572
	Contingent consideration fair value adjustment	(1,600)	-	-	(1,600)	-
		\$(385)	\$-	\$572	(385)	\$572

(a) Costs related to Universal Robots acquisition. The results of Universal Robots are included in Teradyne's results starting June 12, 2015.

(4) Interest and other includes:	Quarter Ende	ed	Six Months Ended		
	July 5, 2015	April 5, 2015	June 29, 2014	July 5, 2015	June 29, 2014
Gain from the sale of an equity investment	\$(624)	\$(4,782) \$-	\$(5,406)	\$ -
Non-cash convertible debt interest expense	-	-	-	-	4,290
1	\$(624)	\$(4,782) \$-	\$(5,406)	\$4,290

Under GAAP, when calculating diluted earnings per share, convertible debt must be assumed to have converted if the effect on EPS would be dilutive. Diluted shares assume the conversion of the convertible debt as the effect would be dilutive. Accordingly, for the six months ended June 29, 2014, 20.1 million shares have been included in diluted shares.

Il. F 201F	December				
July 5, 2015	31, 2014				

Δ	cc	ρſ	tc
\neg	22		LO

Assets		
Cash and cash equivalents	\$300,685	\$294,256
Marketable securities	452,040	533,787
Accounts receivable	296,654	151,034
Inventories, net	121,817	105,129
Deferred tax assets	58,345	57,239
Prepayments	80,249	95,819
Other current assets	6,596	6,582
Total current assets	1,316,386	1,243,846
Net property, plant and	291,929	220 020
equipment	291,929	329,038
Marketable securities	275,882	470,789
Deferred tax assets	6,836	7,494
Other assets	13,364	10,419
Retirement plans assets	13,850	12,896
Intangible assets, net	279,126	190,600
Goodwill	495,434	273,438
Total assets	\$2,692,807	\$2,538,520
Liabilities		
Accounts payable	\$86,463	\$47,763
Accrued employees'	0.5	
compensation and	94,544	100,994
withholdings Deferred revenue and		
customer advances	77,347	71,603
Other accrued liabilities	85,470	48,647
Contingent consideration	15,947	3,350
Accrued income taxes	43,163	20,049
Total current	ŕ	
liabilities	402,934	292,406
Long-term deferred		
revenue and customer	25,354	19,929
advances		
Retirement plans liabilities	107,557	108,460
Deferred tax liabilities	38,624	23,315
Long-term other accrued		
liabilities	24,468	15,430
Long-term contingent	19,648	_
consideration		.=0 =
Total liabilities	618,585	459,540

Total liabilities and shareholders' equity \$2,692,807 \$2,538,520

CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (In thousands)

	Quarter End	deo	d		Six Months I		Ended	
	July 5, 2015	5	June 29, 2014		July 5, 2015		June 29, 2014	
Cash flows from operating activities:								
Net income Adjustments to reconcile net income to net cash provided by operating activities:	\$102,879		\$101,205		\$135,666		\$102,134	
Depreciation	16,885		18,526		36,230		33,785	
Amortization Stock-based compensation	16,256 7,442		19,065 8,297		31,395 15,405		42,990 23,530	
Provision for excess and obsolete inventory	14,441		5,032		15,881		15,071	
Gain from the sale of an equity investment	(624)	-		(5,406)	-	
Deferred taxes	(8,540)	(8,753)	(10,371)	(5,697)
Non cash charge for the sale of inventories revalued at the date of acquisition	595		-		595		-	
Contingent consideration adjustment Tax benefit related to	(1,600)	-		(1,600)	-	
stock options and restricted stock units	(892)	(1,671)	(892)	(1,671)
Other Changes in operating assets and liabilities, net of business acquired:	2,571		1,306		1,154		1,165	
Accounts receivable Inventories	(117,744 17,540)	(84,243 15,834)	(142,493 23,500	3)	(143,125 18,469)

Prepayments and other assets	10,908		27,874		14,054	27,000	
Accounts payable and accrued expenses	73,542		88,394		53,392	52,796	
Deferred revenue and customer advances	4,647		4,168		5,685	13,800	
Retirement plans contributions	(980)	(963)	(1,999)	(2,388)
Accrued income taxes	18,599		15,104		23,261	5,495	
Net cash provided by operating activities	155,925		209,175		193,457	183,354	
Cash flows from investing activities:							
Purchases of property, plant and equipment	(24,961)	(60,192)	(46,110)	(91,389)
Purchases of available- for-sale marketable securities	(254,615)	(266,046)	(590,250)	(523,306)
Proceeds from maturities of available-for-sale marketable securities	91,194		97,114		231,416	377,436	
Proceeds from sales of available-for-sale marketable securities	482,761		51,455		631,400	152,818	
Acquisition of business, net of cash acquired	(282,332)	-		(282,332)	-	
Proceeds from the sale of an equity investment	624		-		5,406	-	
Proceeds from life insurance	-		-		1,098	4,391	
Net cash provided by (used for) investing activities	12,671		(177,669)	(49,372)	(80,050)
Cash flows from financing activities:							
Issuance of common stock under stock option and	8,979		478		17,878	10,643	
stock purchase plans Repurchase of common stock	(81,666)	_		(128,316)	_	
Tax benefit related to							
stock options and restricted stock units	892		1,671		892	1,671	
Dividend payments	(12,808)	(11,656)	(25,857)	(11,656)
Payment of debt issue costs	(2,253)	-		(2,253)	-	
Payment of long-term debt	-		-		-	(190,975)

Net cash used for financing activities	(86,856)	(9,507)	(137,656)	(190,317)
Increase (decrease) in cash and cash equivalents	81,740		21,999		6,429	(87,013)
Cash and cash equivalents at beginning of period	218,945		232,626		294,256	341,638	
Cash and cash equivalents at end of period	\$300,685	\$	5254,625		\$300,685	\$254,625	

GAAP to Non-GAAP Earnings Reconciliation

(In millions, except per share amounts)

Quarter Ended

	July 5, 2015	% of Net Revenues	April 5, 2015	% of Net Revenues	June 29, F 2014
Net revenues	\$512.7		\$342.4		\$525.6
Gross profit - GAAP	\$298.6	58.2 %	\$192.4	56.2 %	\$290.4 5
Inventory Step-Up	0.6	0.1 %	-	-	
Gross profit - non-GAAP	\$299.2	58.4 %	\$192.4	56.2 %	\$290.4 5
Income from operations - GAAP	\$130.8	25.5 %	\$35.1	10.3 %	\$120.7 2
Acquired intangible asset amortization	15.3	3.0 %	13.8	4.0 %	18.3 3
Restructuring and other ⁽¹⁾	(0.4)	-0.1 %	-	-	0.6
Inventory step-up	0.6	0.1 %	-	-	
Income from operations - non-GAAP	\$146.3	28.5 %	\$48.9	14.3 %	\$139.6 2

Net Income per Common Share Net Income per Common Share

	July 5, 2015	% of N Reven		Basic	Diluted	April 5, 2015		Net nues	Basic	Diluted	June 29, 2014	I
Net income - GAAP	\$102.9	20.1	%	\$0.48	\$0.48	\$32.8	9.6	%	\$0.15	\$0.15	\$101.2	1
Acquired intangible asset amortization	15.3	3.0	%	0.07	0.07	13.8	4.0	%	0.06	0.06	18.3	3
Interest and other ⁽²⁾	(0.6)	-0.1	%	(0.00)	(0.00)	(4.8	-1.4	%	(0.02)	(0.02)	-	-
Restructuring and other ⁽¹⁾	(0.4)	-0.1	%	(0.00)	(0.00)	-	-		-	-	0.6	C
Inventory step-up	0.6	0.1	%	0.00	0.00	-	-		-	-	-	-
Exclude discrete tax adjustments (3)	0.2	0.0	%	0.00	0.00	(1.8	-0.5	%	(0.01)	(0.01)	(0.5)	ı –
Tax effect of non-GAAP adjustments	(3.4)	-0.7	%	(0.02)	(0.02)	(2.4	-0.7	%	(0.01)	(0.01)	(3.2)	۱ -
Net income - non- GAAP	\$114.6	22.4	%	\$0.54	\$0.53	\$37.6	11.0	%	\$0.17	\$0.17	\$116.4	2
GAAP and non- GAAP weighted average common shares - basic	213.8					217.2					194.4	
GAAP and non- GAAP weighted average common shares - diluted	215.5					218.8					216.6	

Restructuring
(1) and other consists of:

Quarter Ended

	July 5 2015		April 5, 2015	June 29, 2014
Acquisition costs	\$1.0		\$-	\$-
Employee severance	0.2		-	0.6
Contingent consideration fair value adjustment	(1.6)	-	-
J	\$(0.4)	\$ -	\$0.6

- (2) For the quarters ended July 5, 2015 and April 5, 2015, Interest and other included a gain from the sale of an
- (3) For the quarters ended July 5, 2015, April 5, 2015 and June 29, 2014, adjustment to exclude discrete income

Six Months Ended

	July 5, 2015	% of N Reven		June 29, 2014	% of Reve	
Net Revenues	\$855.1			\$846.6		
Gross profit - GAAP	\$491.0	<i>57.4</i>	%	\$457.5	54.0	%
Inventory step-up	0.6	0.1	%	-	-	
Gross profit - non-GAAP	\$491.6	57.5	%	\$457.5	54.0	%
Income from operations - GAAP	\$165.9	19.4	%	\$124.4	14.7	%
Acquired intangible asset amortization	29.1	3.4	%	36.5	4.3	%
Restructuring and other ⁽¹⁾	(0.4)	0.0	%	0.6	0.1	%
Inventory step-up	0.6	0.1	%	-	-	

Equity modification	-	-	6.6	0.8	%	
charge ⁽²⁾						
Income from						
operations - non-	\$195.2	22.8 %	\$168.1	19.9	%	
GAAP						

			per Con Share	nmon				per Con Share	nmon
	July 5, 2015	% of Net Revenues	Basic	Diluted	June 29, 2014	% of Reve		Basic	Diluted
Net income - GAAP	\$135.7	15.9 %	\$0.63	\$0.62	\$102.1	12.1	%	\$0.53	\$0.45
Acquired intangible asset amortization	29.1	3.4 %	0.14	0.13	36.5	4.3	%	0.19	0.16
Interest and other ⁽³⁾	(5.4)	-0.6 %	(0.03)	(0.02)	4.3	0.5	%	0.02	0.02
Restructuring and other ⁽¹⁾	(0.4)	0.0 %	(0.00)	(0.00)	0.6	0.1	%	0.00	0.00
Inventory step-up	0.6	0.1 %	0.00	0.00	-	-		-	-
Equity modification charge ⁽²⁾	-	-	-	-	6.6	0.8	%	0.03	0.03
Exclude discrete tax adjustments (4)	(1.6)	-0.2 %	(0.01)	(0.01)	(2.9)	-0.3	%	(0.01)	(0.01)
Tax effect of non-GAAP adjustments	(5.8)	-0.7 %	(0.03)	(0.03)	(8.5)	-1.0	%	(0.04)	(0.04)
Convertible share adjustment ⁽⁵⁾	-	-	-	-	-	-		-	0.04
Net income - non-GAAP	\$152.2	17.8 %	\$0.71	\$0.70	\$138.7	16.4	%	\$0.72	\$0.65
GAAP and non- GAAP weighted	215.5				193.9				

Net Income

Net Income

average common shares - basic GAAP weighted average common shares - diluted	217.2	226.5
Exclude dilutive shares from convertible note	-	(10.0)
Non-GAAP weighted average common shares - diluted ⁽⁵⁾	217.2	216.5

Restructuring

(1) and other consists of:

Six Months Ended

July 5, 2015	•	June 29, 2014
\$1.0		\$-
0.2		0.6
(1.6)	-
\$(0.4)	\$0.6
	\$1.0 0.2 (1.6	\$1.0 0.2 (1.6)

- For the six months ended June 29, 2014, selling and administrative expenses include an equity charge for th (2) Teradyne's retired CEO's outstanding equity awards to allow continued vesting and maintain the original ter January 31, 2014 retirement.
- (3) For the six months ended July 5, 2015, Interest and other included a gain from the sale of an equity investment ended June 29, 2014, Interest and other included non-cash convertible debt interest expense.
- (4) For the six months ended July 5, 2015 and June 29, 2014, adjustment to exclude discrete income tax items.
- For the six months ended June 29, 2014, the calculation of non-GAAP diluted earnings per share gives bene option on its stock for 34.7 million shares at \$5.48. As a result, 10.0 million shares have been included in no and net interest expense of \$2.0 million has been added back to non-GAAP net income for the non-GAAP disciplination.

GAAP to Non-GAAP Reconciliation of Third Quarter 2015 guidance:

GAAP and non- GAAP third quarter revenue guidance:	\$450 million	to \$480 million
GAAP net income per diluted share	\$ 0.27	\$0.33
Exclude acquired intangible asset amortization	0.09	0.09
Exclude inventory step-up amortization	0.00	0.00
Tax effect of non-GAAP adjustment	(0.02)	(0.02)
Non-GAAP net income per diluted share	\$ 0.35	\$0.41

For press releases and other information of interest to investors, please visit Teradyne's homepage at http://www.teradyne.com.

View source version on businesswire.com: http://www.businesswire.com/news/home/20150729006753/en/

Teradyne, Inc. Andy Blanchard, 978-370-2425 Vice President of Corporate Relations

Source: Teradyne, Inc.