

# FOURTH QUARTER 2016 & FULL YEAR RESULTS

“We are delighted that in 2016 our new products were well received in the marketplace and strongly contributed to our achievement of record high revenues of \$59.3 million, representing an increase of 48% year over year and accounting for 43% of total revenues. Moreover, we are very pleased with our financial performance in which we realized a 270 bps improvement in non-GAAP gross margins and 70 bps improvements in non-GAAP operating margins to 44.4% and 5.9%, respectively, as well as the accomplishment of record cash flow from operations in the amount of \$16.5 million.”

Ofer Elyakim, Chief Executive Officer

## FINANCIAL HIGHLIGHTS

**\$35.3M**  
REVENUES

**\$0.13**  
EPS NON-GAAP

**\$14.1M**  
NEW PRODUCT REVENUES

**45.3%**  
GROSS MARGINS NON-GAAP

## NEW PRODUCT HIGHLIGHTS

### HOME

- IoT revenues of \$2.3M, a year over year increase of 83%
- Home Gateway revenues of \$2.5M, a year over year decrease of 2%
- Ooma launched smart home offering based on our ULE solution
- Signed five new customers and partners for smart home applications



### OFFICE

- Office/VoIP segment revenues of \$6.4M, a year-over-year decrease of 9%
- Unveiled our new SoC, the DVF101, to address the high performance VoIP market

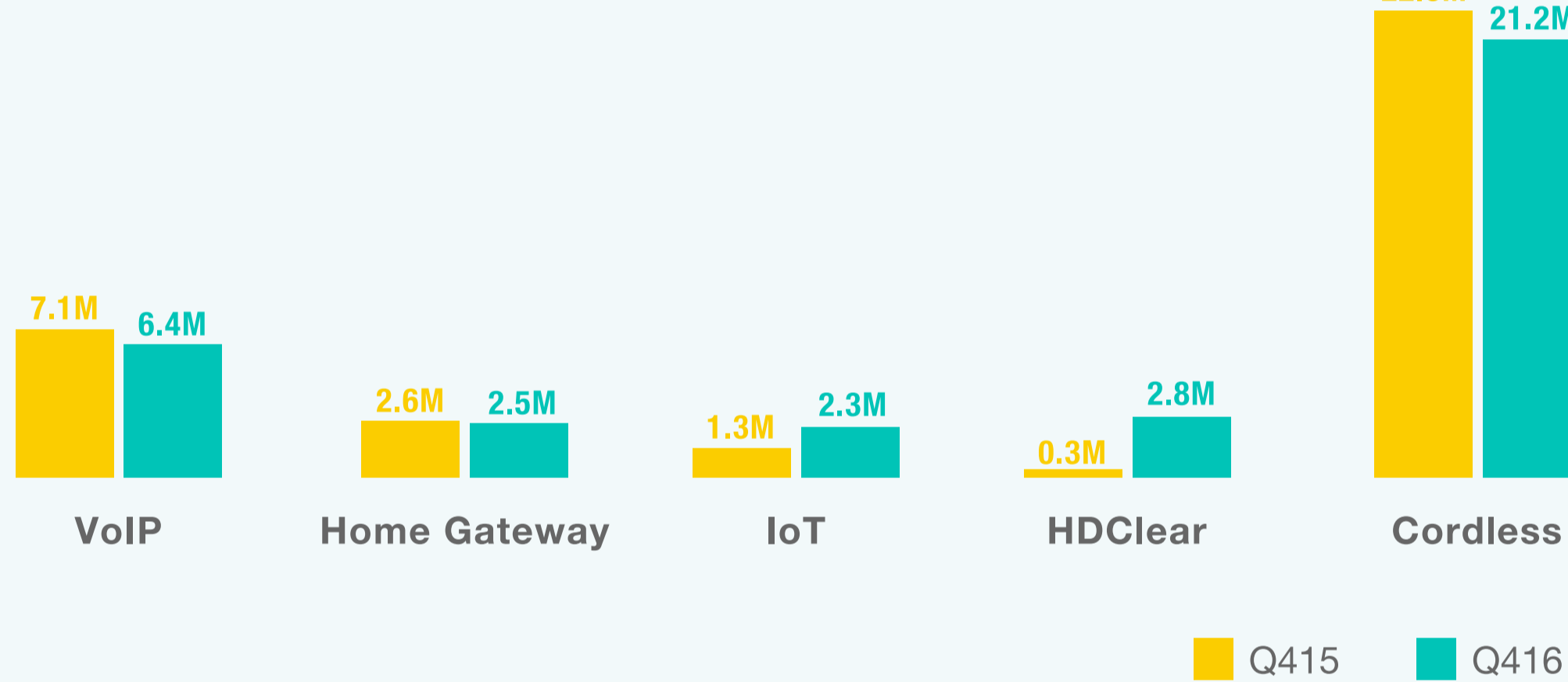


### MOBILE

- Mobile segment revenues of \$2.8M, 8% of total revenues
- Unveiled our new audio SoC, the DMBD5, to drive clearer human-machine voice interactions in microphone-equipped devices for the smart speakers and IoT markets
- Vesper and Sensory launched a development platform for far-field always listening battery powered devices based on our HDClear solution



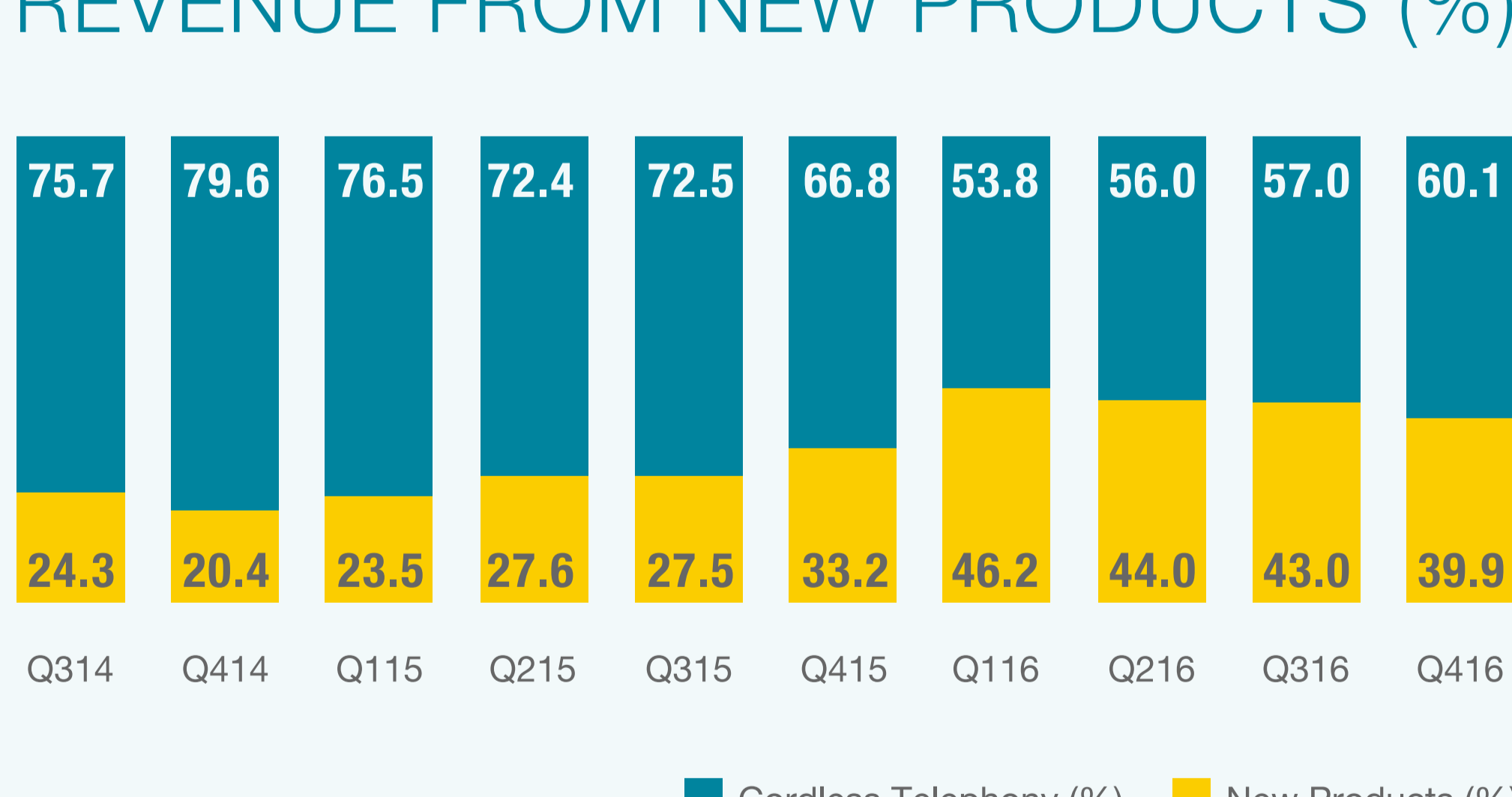
## REVENUES (\$)



## GROSS MARGINS NON-GAAP



## REVENUE FROM NEW PRODUCTS (%)



## FAST FACTS



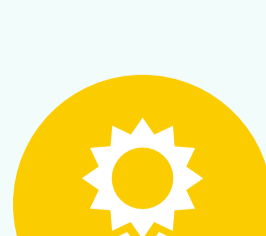
**\$4.8M**  
Q4 SHARE BUYBACK



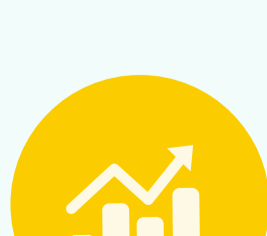
**\$124.9M**  
Q4 CASH



**\$10.6M**  
Q4 OPERATING CASH FLOW



**8.2%**  
OPERATING MARGIN NON-GAAP



**\$5.40**  
Q4 CASH PER SHARE