

## **Investor Presentation**

**Paramesh Gopi** 

President and CEO

**Bob Gargus** 

Senior Vice President and CFO

## **Safe Harbor**

#### **Forward Looking Statements**

During the course of this presentation, we will discuss our anticipated future financial performance or make other forward-looking statements, including "street estimates" that are comprised of reported analyst estimates that have been compiled by the Company. Actual results may differ materially from these statements due to a number of risks and uncertainties, including, but not limited to customer demand for our products, the successful and timely development of new products, internal and external manufacturing execution, the business of the Company's major customers and macro economic conditions. For a more detailed discussion of these and other factors, we refer you to our SEC filings.

#### **Regulation G Reconciliation**

During the course of this presentation, we may refer to historical and forward-looking non-GAAP financial measures. A reconciliation of historical non-GAAP financial measures with the most directly comparable GAAP financial measures can be found on our web site at http://www.amcc.com in the "Investor Relations" section. We have not provided a reconciliation of forward-looking non-GAAP financial measures due to the difficulty in forecasting and quantifying the amounts that would be required to be included in the comparable GAAP measure that are dependent upon future market conditions and valuations.



# Much Has Changed at AppliedMicro

#### **CEO transition complete**

Also added seasoned talent from Marvell, Qualcomm & Broadcom

#### New product introductions leading to meaningful design wins

- Seeing traction in current strongholds <u>and</u> new markets
- Wins tend to be in higher volume applications than in past

#### Operating Expense Reduced by 11% over last 12 months

 Positioned for increased operating leverage as revenues rebound from depressed levels – R&D maintained, SG&A cut >25%

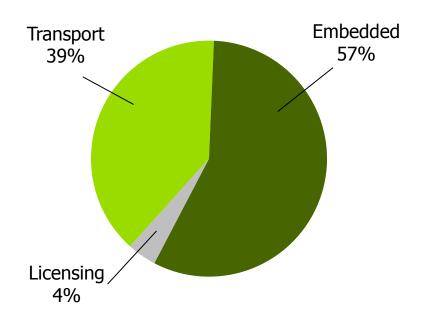
#### \$100M stock buyback program authorized

Can do this due to our strong balance sheet

**Foundation set for future outperformance** 



# **AppliedMicro Business Snapshot**



**FY 2009 (March) Revenue = \$214M**<sup>(1)</sup>

#### **Embedded Products** (45-65% Gross Margin)

- PowerPC Processors
- Network Processors

#### **<u>Licensing</u>** (100% Gross Margin)

- Qualcomm License
- Additional Patent Licensing Opportunities

#### **Transport Products** (60-80% Gross Margin)

- Forward Error Correction (FEC)
  - Rubicon
  - Pemaquid
  - Yahara
- 10 Gigabit Ethernet Phys

(1) Excludes \$40M of discontinued operations (Storage)



# AppliedMicro Poised for Significant Revenue (and EPS) Growth

#### **Revenue:**

 Foresee CAGR of >20% from 2009 to 2013 driven by transport, connectivity & embedded processing product cycles — assuming normal macro-economic climate

### **Gross Margins:**

Anticipate gross margins tracking in 56%-58% range given expected product mix

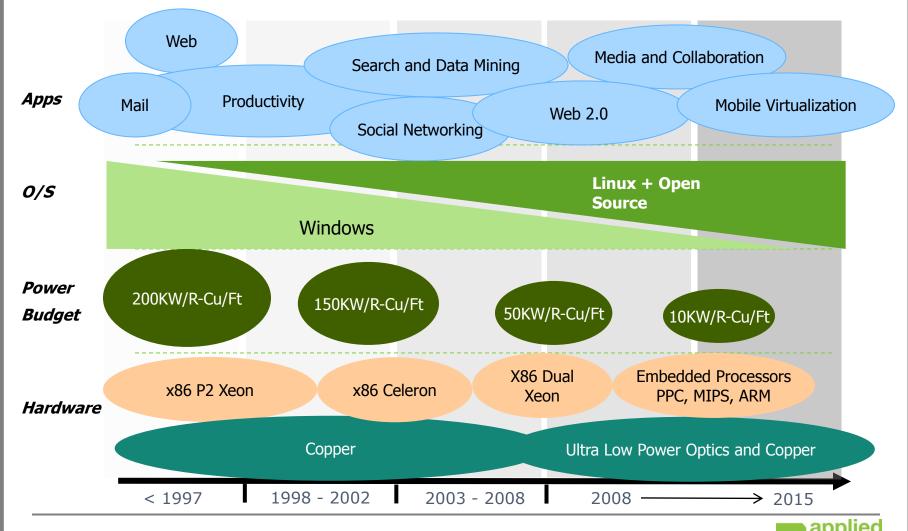
### **Operating Margins:**

Expect to reach 20% by 2012 based on re-set OpEx

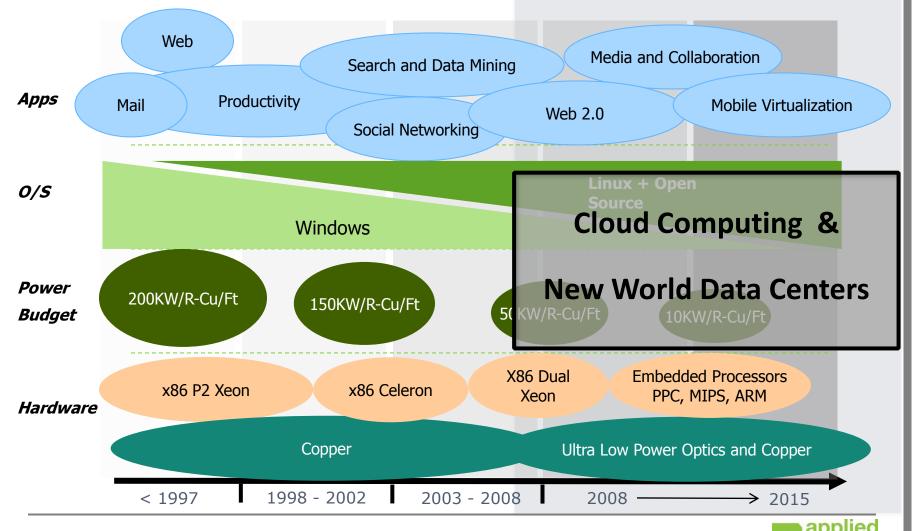
How will we achieve our revenue growth objectives?



# Data Service Model Evolution Creates Opportunity for AppliedMicro Innovation



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## New World Applications Drive Increased Demand for Bandwidth

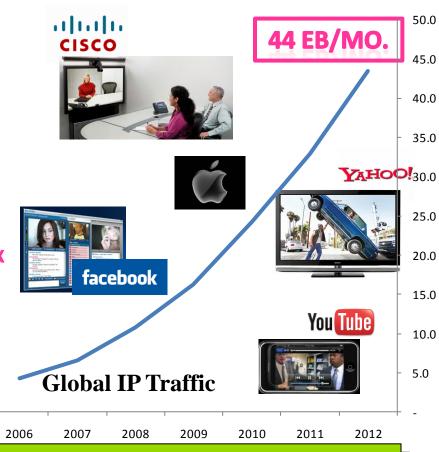
**Collaboration** 

**Visual Networking** 

**Mobile Virtualization and Widgets** 

#### **Traffic Consequences**

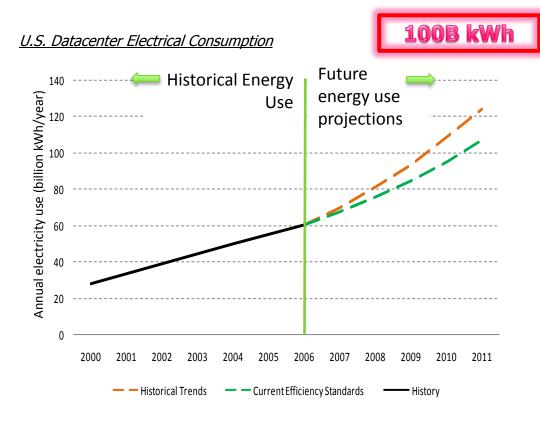
- 2007-2012 : IP Traffic to grow 6x
- Video will account for 90% of Consumer IP Traffic by 2012



More Traffic → More Datacenters → More Energy Required



# AppliedMicro Will Attack Customer Need For High Performance and Energy Efficiency



#### Problem:

Power consumption is now a problem in the "wired" world (i.e., data centers, enterprise, SMB, etc.)

#### Solution:

Applied Micro has the energy efficient, high performance connectivity and processing products that customers want

**AppliedMicro: Low-Power + High Performance** 



# High Performance at Low Power Will Lead to Share Gains in in Four Key Market Segments

### **Optical Transport**

 Leverage disruptive IP in low-power silicon to gain significant share as Telco transitions from SONET to OTN

### **Datacenter Connectivity**

 Ride share gains in emerging 10 Gigabit Ethernet cycle for servers and switches

## **Enterprise/Datacenter Processing**

 Exploit weakened packet processing competition with low power, multi-core PowerPC processors

### **SMB/Consumer Processing**

Leverage pricing flexibility from transition to TSMC



# Many New Products Launched and Many More to Come

		TELCO		ENTERPRISE & DATACENTER		CONSUMER & SMB		Design Win Value*	
Product Family		361AG Wireless	Wireline Optical	Wifi Access	Switching & Routing	Document	NAS	Residential Residential	TOTAL
PPC405EX	Shipping now			$\checkmark$	$\checkmark$				>\$70M
PPC460EX/GT	Shipping now	$\checkmark$	✓	✓	✓	✓	✓		>\$60M
10GE Optical	Shipping now	✓	✓		✓				>\$40M
OC-192 PHY	Shipping now	✓	✓						>\$35M
Pemaquid FEC	Shipping now		✓						>\$50M
Yahara FEC	Sampling Q3		✓						na
PPC460SX	Sampling Q3					✓	✓		>\$20M
TITAN [TSMC]	Avail 1Q 2010	$\checkmark$				✓			na
PPC-A [TSMC]	Avail 1H 2010						$\checkmark$		na
New FEC	Avail 1H 2010		✓		$\checkmark$				na
10GE Copper	Avail 1H 2010				✓				na
PPC-B [TSMC]	Avail 2H 2010			$\checkmark$	$\checkmark$		$\checkmark$	✓	na
PPC-C [TSMC]	Avail 1H 2012	$\checkmark$	✓	✓	$\checkmark$	$\checkmark$			na

<sup>\*</sup> Design Wins to Date: Estimated 4-5 year revenue total

# New Design Wins Will Drive Future Revenue

FEC at every major OTN Supplier

PowerPC in #1 Top of the Rack Ethernet Switch

PowerPC in Top Rated Multi-Function Printer

PowerPC in #1 Enterprise WiFi Access Point

PowerPC in new Residential NAS / Media Server











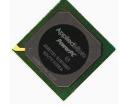
## **PowerArchitecture 460EX**

1.2 GHz processor with High Performance FPU and Turbo Security

Ideally suited to wide range of high-performance applications including printing & imaging, storage (NAS), and networking

PCI 2.2 **AppliedMicro** 10/100/1G MACs (2) PCI Express CPU I-Cache with parity 460EX **FPU** SATA MMU PowerPC 32/64bit JTAG DDR1/2 **USB 2.0** Trace Controller 400Mbps Device / OTG ligh Speed

Selected by leading residential NAS OEM for next generation product



**AVAILABLE NOW** 

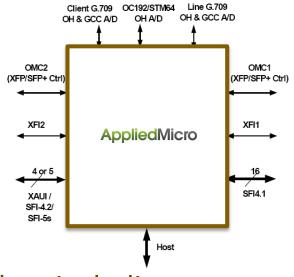


## Yahara – 10G OTN Framer / FEC

Highly integrated Framer/Mapper/PHY with market-leading AppliedMicro FEC (Forward Error Correction)

Compared to traditional FEC solution

- Save 42% on Power
- Save 50% on Silicon board space
- Save 50% on Silicon cost



Optimized for Long Haul and Metro Networks – including Metro Ethernet

Together with already released Rubicon and Pemaquid products, AppliedMicro is #1 in this market

**ANNOUNCED 3/4/09 – AVAILABLE Q3** 



## **Customer Success: Blade Server System**





# AppliedMicro Content in a Major Tier-1 OEM Blade Server System

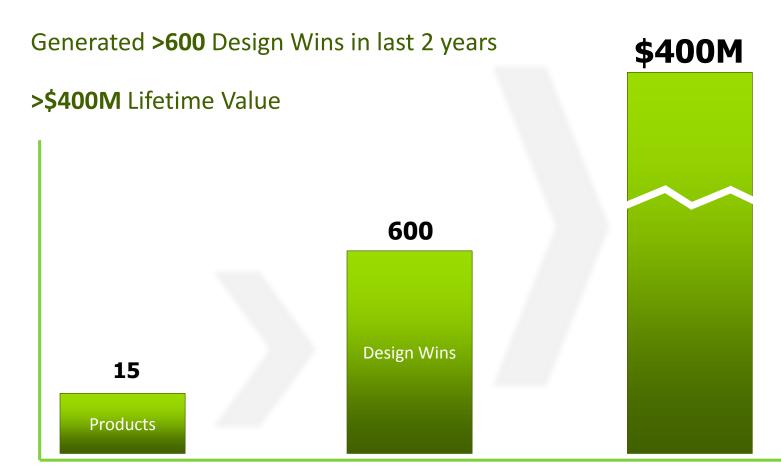
- PPC440epx: Onboard Administrator
- PPC440spe: Storage Blade Data Security and Storage Management
- PPC405ex: I/O Control
- QT2225: LAN on Mother Board for 10GbE Connectivity
- QT2025: Mezzanine Card for 10GbE Connectivity

**Over 50 AppliedMicro Parts per System** 



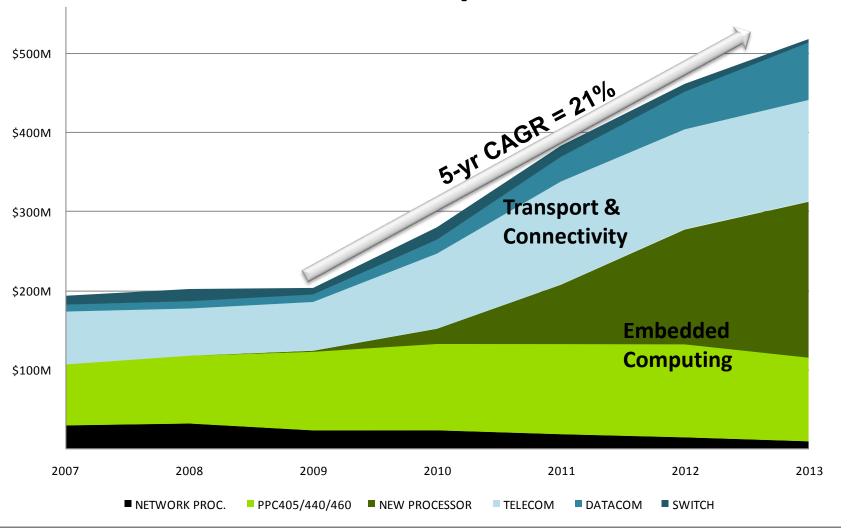
## **Primed for Growth**

>15 New Products introduced in last 3 years





# New Products And Resulting Design Wins Will Generate 20%+ Topline Growth





# Financial Highlights



## **Non-GAAP Income Statement – Trailing 4 Quarters**

	FY09 Q2 Actual	FY09 Q3 Actual	FY09 Q4 Actual	FY10 Q1 Actual	FY10 Q2 Street Est.
Revenue	64.3	47.7	41.0	45.1	48.8
Sequential Revenue Growth	5.1%	(25.8%)	(14.1%)	9.9%	8.3%
Gross Margin	61.8%	61.2%	55.6%	59.0%	59.0%
Operating Expenses	32.6	28.5	33.4	27.4	29.5
<b>Operating Income</b>	7.1	0.7	(10.5)	(0.9)	(0.7)
% of Revenue	11.0%	1.4%	(25.7%)	(1.9%)	(1.4%)
<b>Pretax Income</b>	10.0	3.4	(8.6)	0.9	1.0
% of Revenue	15.5%	7.1%	(21.1%)	1.9%	2.1%
EPS	0.15	0.05	(0.13)	0.01	0.02
Shares Outstanding	65	66	66	67	67

<sup>\*</sup> Both history and Fiscal 2010 Q2 street estimate are net of Storage divestiture in April 2009



<sup>\*</sup> Includes Licensing revenue beginning Fiscal 2009 Q2

### Non-GAAP Income Statement – Fiscal Year

	FY06 Actual	FY07 Actual	FY08 Actual	FY09 Actual	FY10 Street Est.
Revenue	214.6	242.5	194.1	214.2	199.3
Sequential Revenue Growth	(2.5%)	13.0%	(19.9%)	10.4%	(7.0%)
Gross Margin	62.8%	59.4%	57.4%	60.0%	59.1%
Operating Expenses	125.5	131.6	129.3	126.1	116.1
<b>Operating Income</b>	9.2	12.4	(17.9)	2.4	1.7
% of Revenue	4.3%	5.1%	(9.2%)	1.1%	(0.9%)
<b>Pretax Income</b>	24.4	25.8	(7.3)	12.0	8.5
% of Revenue	11.4%	10.6%	(3.8%)	5.6%	4.3%
EPS	0.25	0.35	(0.11)	0.18	0.12
Shares Outstanding	76	71	68	65	67

<sup>\*</sup> Both history and Fiscal 2010 street estimate are net of Storage divestiture in April 2009



<sup>\*</sup> Includes Licensing revenue beginning Fiscal 2009 Q2

## **Balance Sheet**

\$ 000s	FY07 3/31/07	FY08 3/31/08	FY09 3/31/09	FY10 6/30/09
Assets				
Current Assets				
Cash, Cash Equivalents and Investments	284.5	142.9	184.0	200.4
Accounts Receivable	32.5	28.8	17.5	15.2
Inventory	25.8	30.3	26.6	22.2
Other Current Assets	20.6	19.8	17.5	7.6
<b>Total Current Assets</b>	363.4	221.8	245.6	245.4
Long-term Marketable Securities	-	51.9	-	-
Long-term Assets and Goodwill	453.1	359.1	79.0	76.0
Total Assets	816.5	632.8	324.6	321.4
Liabilities and Stockholders' Equity				
Total Liabilities	55.7	52.1	40.6	33.5
Total Stockholders' Equity	760.8	580.7	284.0	287.9
Total Liabilities and Stockholders' Equity	816.5	632.8	324.6	321.4

<sup>\*</sup> Historical balance sheet is net of Storage divestiture in April 2009
\* All liabilities are 'current' liabilities