

Advanced Energy - Non-GAAP Financials

Quarterly Trend

(\$000's)

All figures from Continuing Operations

	2016 Q1	2016 Q2	2016 Q3	2016 Q4	2017 Q1	2017 Q2	2017 Q3	2017 Q4	2018 Q1	2018 Q2	2018 Q3	2018 Q4	2019 Q1	2019 Q2
Revenue	103.0	118.8	126.6	135.3	149.4	165.9	176.6	179.2	195.6	196.0	173.1	154.2	140.7	134.8
Backlog	56.5	54.3	56.4	69.2	91.9	106.6	115.7	133.6	145.7	103.9	91.5	74.7	61.7	57.1
Gross Profit	53.5	62.1	66.2	71.6	79.2	87.5	92.6	98.5	104.0	101.6	86.5	76.1	66.1	64.3
Gross Margin	52.0%	52.3%	52.3%	52.9%	53.0%	52.8%	52.4%	55.0%	53.2%	51.8%	50.0%	49.4%	47.0%	47.7%
Research & Development	10.7	11.2	11.2	11.0	12.3	14.3	14.4	16.0	17.1	18.9	18.3	20.5	20.9	21.6
Selling, general and administrative	16.7	18.0	18.3	19.1	19.3	20.4	21.8	21.5	24.2	22.9	23.8	27.0	24.9	25.4
Total OPEX	27.4	29.2	29.5	30.1	31.5	34.8	36.2	37.4	41.3	41.9	42.2	47.5	45.8	47.0
OPEX %	26.6%	24.6%	23.3%	22.2%	21.1%	21.0%	20.5%	20.9%	21.1%	21.4%	24.4%	30.8%	32.5%	34.9%
Operating Income	26.1	33.0	36.7	41.6	47.6	52.7	56.4	61.1	62.7	59.8	44.3	28.6	20.4	17.3
Operating Income %	25.3%	27.8%	29.0%	30.7%	31.9%	31.8%	31.9%	34.1%	32.0%	30.5%	25.6%	18.6%	14.5%	12.8%
EBITDA	28.2	35.0	38.6	43.5	56.6	55.1	59.0	142.9	66.3	64.1	48.3	32.7	22.6	19.6
EBITDA %	27.3%	29.5%	30.5%	32.1%	37.9%	33.2%	33.4%	79.8%	33.9%	32.7%	27.9%	21.2%	16.1%	14.6%
Other (Income)/Expense	(0.4)	(0.8)	0.1	(0.1)	(0.3)	0.1	(0.2)	(0.6)	(0.0)	0.5	(0.4)	(0.9)	(0.7)	(0.7)
Income Before Taxes	26.5	33.8	36.7	41.6	47.9	52.7	56.6	61.6	62.7	59.2	44.7	29.5	21.1	18.0
Tax Provision/(Benefit)	4.4	4.6	5.9	(0.9)	6.0	3.4	8.5	9.2	9.2	9.8	3.6	0.7	(1.3)	0.9
Tax Rate	16.7%	13.7%	16.0%	-2.2%	12.6%	6.5%	15.1%	15.0%	14.7%	16.5%	7.9%	2.4%	-6.0%	4.8%
Non-GAAP Net Income/(Loss)	22.1	29.2	30.8	42.6	41.9	49.2	48.0	52.4	53.5	49.4	41.2	28.0	22.4	17.2
Net Income %	21.4%	24.6%	24.3%	31.5%	28.0%	29.7%	27.2%	29.2%	27.3%	25.2%	23.8%	18.2%	15.9%	12.7%
Non-GAAP EPS	0.55	0.73	0.77	1.06	1.04	1.22	1.20	1.31	1.34	1.25	1.05	0.73	0.58	0.45
Average Shares Outstanding	40.1	40.0	40.0	40.0	40.2	40.3	40.2	40.1	40.0	39.6	39.2	38.6	38.4	38.5
Operating Cash Flow	12.4	35.1	34.5	44.5	42.7	64.0	33.7	49.6	34.9	53.0	30.6	32.9	6.9	11.5
Headcount	1,383	1,427	1,467	1,558	1,638	1,725	1,793	1,876	2,139	2,184	2,111	2,259	2,151	2,072
Reconciliation to GAAP:														
Non-GAAP Net Income/(Loss)	22.1	29.2	30.8	42.6	41.9	49.2	48.0	52.4	53.5	49.4	41.2	28.0	22.4	17.2
Equity Compensation	(1.4)	(1.6)	(1.3)	(2.0)	(3.4)	(3.9)	(3.5)	(1.8)	(4.3)	(1.9)	(1.0)	(2.1)	(3.0)	(0.9)
Amortization of Intangible Assets	(1.1)	(1.1)	(1.0)	(1.0)	(1.0)	(1.0)	(1.2)	(1.2)	(1.3)	(1.3)	(1.4)	(1.8)	(2.0)	(1.9)
Acquisition-Related Costs	-	-	-	-	-	(0.2)	-	-	(0.4)	(0.3)	(0.9)	(0.8)	(1.5)	(1.5)
Other One-Time Charges	-	-	-	-	(3.5)	-	39.1	(79.2)	(2.3)	(0.3)	(3.6)	(5.6)	(1.9)	12.9
Tax Effects	0.7	0.7	0.6	0.9	1.4	1.6	1.4	0.8	1.1	0.7	0.8	1.6	1.4	(2.3)
GAAP Net Income (Loss)	20.2	27.3	29.0	40.4	35.4	45.9	83.8	(29.0)	46.4	46.4	35.2	19.2	15.4	23.4
EPS	0.50	0.68	0.73	1.01	0.88	1.14	2.09	(0.73)	1.16	1.17	0.90	0.50	0.40	0.61

Non - GAAP