

Power Integrations Reports Record Revenues

8/2/2011

Quarterly sales topped \$80 million for the first time

Company generated \$35 million of cash flow from operations

SAN JOSE, Calif.--(BUSINESS WIRE)-- Power Integrations (Nasdaq:**POWI**), the leader in high-voltage integrated circuits for energy-efficient power conversion, today announced financial results for the quarter ended June 30, 2011. Net revenues for the second quarter were \$80.2 million, up four percent from the prior quarter and up slightly compared with the second quarter of 2010. Net income was \$10.6 million or \$0.35 per diluted share, compared with \$0.33 per diluted share in the prior quarter and \$0.53 per diluted share in the second quarter of 2010. Gross margin for the second quarter was 46.9 percent; operating margin was 16.4 percent.

In addition to its GAAP results, the company provided certain non-GAAP financial measures that exclude stock-based compensation expenses, amortization of the fair-value write-up of acquired inventory and acquisition-related intangible assets, and the tax effects of these items. Non-GAAP net income for the quarter was \$13.1 million or \$0.43 per diluted share, compared with \$0.40 per diluted share in the prior quarter and \$0.60 per diluted share in the second quarter of 2010. Non-GAAP gross margin for the second quarter was 47.5 percent; non-GAAP operating margin was 19.8 percent.

Commented Balu Balakrishnan, president and CEO of Power Integrations: "We surpassed \$80 million in quarterly sales for the first time in our history, thanks in part to strong growth in LED lighting applications and the continued ramp of our new high-power products. We reduced inventories by nearly 15 percent during the quarter and generated \$35 million of cash flow from operations."

Balakrishnan continued: "We have also achieved significant cost reductions to help offset rising input costs — particularly higher wafer costs due to the decline of the dollar versus the Japanese yen, as well as higher commodity

prices — which have impacted our profitability in recent quarters. We expect our gross margin to increase meaningfully in the fourth quarter as lower-cost inventory begins to flow through our results."

Balakrishnan concluded: "While design activity remains healthy and our growth initiatives are on track, we have not yet seen evidence of a typical seasonal upturn in demand. Meanwhile, several of our largest end customers in the mobile-phone market have recently announced lower-than-expected sales. Based on these factors, we expect our third-quarter revenues to be between \$74 million and \$80 million. However, we are well positioned to respond to increased demand should it materialize."

Additional Highlights

- Inventories at quarter-end were \$54.1 million, a decrease of \$8.9 million during the quarter.
- Power Integrations repurchased approximately 120,000 shares of its common stock during the second quarter for a total of \$4.4 million. The company had \$45.6 million remaining on its current repurchase authorization at quarter-end.
- The company paid a quarterly dividend of \$0.05 per share on June 30, 2011. The next dividend of \$0.05 per share will be paid on September 30, 2011 to stockholders of record as of August 31.
- Power Integrations received 14 U.S. patents and 42 foreign patents during the quarter, and had a total of 424 U.S. patents and 267 foreign patents as of June 30, 2011.

Financial Outlook for Third Quarter of 2011

The company issued the following forecast for the third quarter of 2011:

- Revenues are expected to be between \$74 million and \$80 million;
- Gross margins are expected to be flat to slightly lower compared with the second quarter;
- Operating expenses:
 - GAAP: \$25.2 million, plus or minus \$0.5 million;
 - Non-GAAP: \$22.5 million, plus or minus \$0.5 million (excluding approximately \$2.6 million of stock-based compensation expenses and less than \$0.1 million of amortization expense related to acquisition-related intangible assets).

Conference Call Today at 1:30 p.m. Pacific Time

Power Integrations management will hold a conference call today at 1:30 p.m. Pacific time. Members of the

investment community can join the call by dialing 1-877-303-9795 from within the United States or 1-631-291-4581 from outside the U.S. The call will be available via a live and archived webcast on the investor section of the company's website, <http://powerintegrations2014.q4web.com>.

About Power Integrations

Power Integrations is the leading supplier of high-voltage integrated circuits used in energy-efficient power conversion. The company's innovative technology enables compact, energy-efficient power supplies in a wide range of electronic products, in AC-DC, DC-DC and LED lighting applications. Since its introduction in 1998, Power Integrations' EcoSmart™ energy-efficiency technology has saved an estimated \$4.9 billion of standby energy waste and prevented millions of tons of CO2 emissions. The company's **Green Room** web site provides a wealth of information about "energy vampires" and the issue of standby energy waste, along with a comprehensive guide to energy-efficiency standards around the world. Reflecting the environmental benefits of EcoSmart technology, Power Integrations' stock is included in The Cleantech Index® and the NASDAQ® **Clean Edge**® Green Energy Index. For more information, please visit www.powerint.com.

Note Regarding Use of Non-GAAP Financial Measures

In addition to the company's consolidated financial statements, which are presented according to GAAP, the company provides certain non-GAAP financial information that excludes stock-based compensation expenses recorded under Accounting Standard Codification 718-10, certain acquisition-related expenses such as the amortization of acquisition-related intangible assets and the fair-value write-up of acquired inventory, and the tax effects of these items. The company uses these non-GAAP measures in its own financial and operational decision-making processes and, with respect to one measure, in setting performance targets for employee-compensation purposes. Further, the company believes that these non-GAAP measures offer an important analytical tool to help investors understand the company's core operating results and trends, and to facilitate comparability with the operating results of other companies that provide similar non-GAAP measures. These non-GAAP measures have certain limitations as analytical tools and are not meant to be considered in isolation or as a substitute for GAAP financial information. For example, stock-based compensation is an important component of the company's compensation mix, and will continue to result in significant expenses in the company's GAAP results for the foreseeable future, but is not reflected in the non-GAAP measures. Also, other companies, including companies in Power Integrations' industry, may calculate non-GAAP financial measures differently, limiting their usefulness as comparative measures.

Note Regarding Forward-Looking Statements

The statements in this press release relating to the company's projected third-quarter 2011 financial performance

and its expectation that its gross margin will improve substantially in the fourth quarter are forward-looking statements reflecting management's current forecast. These forward-looking statements are based on current information that is, by its nature, subject to rapid and even abrupt changes. Due to risks and uncertainties associated with the company's business, actual results could differ materially from those projected or implied by these forward-looking statements. These risks and uncertainties include, but are not limited to: changes in global macroeconomic conditions that may impact the level of demand for the company's products; potential changes and shifts in customer demand away from end products that utilize the company's integrated circuits to end products that do not incorporate the company's products; the company's ability to maintain and establish strategic relationships; the effects of competition; the risks inherent in the development and delivery of complex technologies; the outcome and cost of patent litigation; the company's ability to attract, retain and motivate qualified personnel; the emergence of new markets for the company's products and services; the company's ability to compete in those markets based on timeliness, cost and market demand; unforeseen costs and expenses; unfavorable fluctuations in component costs resulting from changes in commodity prices and/or the exchange rate between the U.S. dollar and the Japanese yen; and the challenges inherent in integrating acquired businesses. In addition, new product introductions and design wins are subject to the risks and uncertainties that typically accompany development and delivery of complex technologies to the marketplace, including product development delays and defects and market acceptance of the new products. These and other risk factors are more fully explained under the caption "Risk Factors" in the company's most recent Quarterly Report on Form 10-Q, filed with the Securities and Exchange Commission (SEC) on May 5, 2011. The company is under no obligation (and expressly disclaims any obligation) to update or alter its forward-looking statements, whether as a result of new information, future events or otherwise, except as otherwise required by the rules and regulations of the SEC.

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POWER INTEGRATIONS, INC.
CONSOLIDATED STATEMENTS OF OPERATIONS
(in thousands, except per-share amounts)

| Three Months Ended | | | Six Months Ended | |
|--------------------|----------------|---------------|------------------|---------------|
| June 30, 2011 | March 31, 2011 | June 30, 2010 | June 30, 2011 | June 30, 2010 |

| | | | | | |
|--|-----------|-----------|-----------|------------|------------|
| NET REVENUES | \$ 80,184 | \$ 76,762 | \$ 79,858 | \$ 156,946 | \$ 151,365 |
| COST OF REVENUES | 42,558 | 40,339 | 38,369 | 82,897 | 73,954 |
| GROSS PROFIT | 37,626 | 36,423 | 41,489 | 74,049 | 77,411 |
| OPERATING EXPENSES: | | | | | |
| Research and development | 10,195 | 10,023 | 8,674 | 20,218 | 16,785 |
| Sales and marketing | 8,104 | 8,248 | 7,527 | 16,352 | 14,447 |
| General and administrative | 6,141 | 6,475 | 6,465 | 12,616 | 12,478 |
| Total operating expenses | 24,440 | 24,746 | 22,666 | 49,186 | 43,710 |
| INCOME FROM OPERATIONS | 13,186 | 11,677 | 18,823 | 24,863 | 33,701 |
| OTHER INCOME, net | 461 | 442 | 471 | 903 | 965 |
| INCOME BEFORE PROVISION FOR INCOME TAXES | 13,647 | 12,119 | 19,294 | 25,766 | 34,666 |
| PROVISION FOR INCOME TAXES | 3,048 | 2,265 | 3,707 | 5,313 | 6,765 |
| NET INCOME | \$ 10,599 | \$ 9,854 | \$ 15,587 | \$ 20,453 | \$ 27,901 |
| EARNINGS PER SHARE: | | | | | |
| Basic | \$ 0.37 | \$ 0.34 | \$ 0.56 | \$ 0.71 | \$ 1.01 |
| Diluted | \$ 0.35 | \$ 0.33 | \$ 0.53 | \$ 0.68 | \$ 0.95 |
| SHARES USED IN PER-SHARE CALCULATION: | | | | | |
| Basic | 28,938 | 28,628 | 27,844 | 28,784 | 27,658 |
| Diluted | 30,346 | 30,187 | 29,535 | 30,271 | 29,460 |

SUPPLEMENTAL INFORMATION:

Stock-based compensation expenses included in:

| | | | | | |
|--|----------|----------|----------|----------|----------|
| Cost of revenues | \$ 216 | \$ 239 | \$ 173 | \$ 455 | \$ 330 |
| Research and development | 980 | 811 | 929 | 1,791 | 1,656 |
| Sales and marketing | 543 | 667 | 639 | 1,210 | 1,049 |
| General and administrative | 705 | 787 | 775 | 1,492 | 1,508 |
| Total stock-based compensation expense | \$ 2,444 | \$ 2,504 | \$ 2,516 | \$ 4,948 | \$ 4,543 |

Cost of revenues includes:

| | | | | | |
|---|--------|-------|-------|--------|-------|
| Amortization of write-up of acquired inventory | \$ 148 | \$ 62 | \$ - | \$ 210 | \$ - |
| Amortization of acquisition-related intangible assets | \$ 85 | \$ 85 | \$ 41 | \$ 170 | \$ 82 |

Operating expenses include:

| | | | | | |
|---|----------|----------|----------|----------|----------|
| Amortization of acquisition-related intangible assets | \$ 28 | \$ 28 | \$ - | \$ 56 | \$ - |
| Patent-litigation expenses | \$ 1,210 | \$ 1,257 | \$ 1,516 | \$ 2,467 | \$ 2,603 |

REVENUE MIX BY PRODUCT FAMILY

| | | | | | | | | | | |
|------------|----|---|----|---|----|---|----|---|----|---|
| TOPSwitch | 24 | % | 23 | % | 25 | % | 24 | % | 25 | % |
| TinySwitch | 31 | % | 35 | % | 39 | % | 33 | % | 39 | % |
| LinkSwitch | 43 | % | 40 | % | 35 | % | 41 | % | 35 | % |
| Other | 2 | % | 2 | % | 1 | % | 2 | % | 1 | % |

REVENUE MIX BY END MARKET

| | | | | | | | | | | |
|----------------|----|---|----|---|----|---|----|---|----|---|
| Communications | 28 | % | 32 | % | 28 | % | 30 | % | 30 | % |
| Computer | 13 | % | 11 | % | 12 | % | 12 | % | 12 | % |
| Consumer | 36 | % | 37 | % | 40 | % | 36 | % | 38 | % |
| Industrial | 23 | % | 20 | % | 20 | % | 22 | % | 20 | % |

POWER INTEGRATIONS, INC.
RECONCILIATION OF NON-GAAP FINANCIAL MEASURES TO GAAP RESULTS
(in thousands, except per-share amounts)

| | | | | |
|--|--------------------|-----------|----------|------------------|
| | Three Months Ended | | | Six Months Ended |
| | June 30, | March 31, | June 30, | June 30, 2011 |
| | 2011 | 2011 | 2010 | June 30, 2010 |

| | | | | | | |
|---|-----------|-----------|-----------|-----------|-----------|--|
| RECONCILIATION OF GROSS PROFIT | | | | | | |
| GAAP gross profit | \$ 37,626 | \$ 36,423 | \$ 41,489 | \$ 74,049 | \$ 77,411 | |
| GAAP gross profit margin | 46.9 % | 47.4 % | 52.0 % | 47.2 % | 51.1 % | |
| Stock-based compensation included in cost of revenues | 216 | 239 | 173 | 455 | 330 | |
| Amortization of write-up of acquired inventory | 148 | 62 | - | 210 | - | |
| Amortization of acquisition-related intangible assets | 85 | 85 | 41 | 170 | 82 | |
| Non-GAAP gross profit | \$ 38,075 | \$ 36,809 | \$ 41,703 | \$ 74,884 | \$ 77,823 | |
| Non-GAAP gross profit margin | 47.5 % | 48.0 % | 52.2 % | 47.7 % | 51.4 % | |
| RECONCILIATION OF OPERATING EXPENSES | | | | | | |
| GAAP operating expenses | \$ 24,440 | \$ 24,746 | \$ 22,666 | \$ 49,186 | \$ 43,710 | |
| Less: Stock-based compensation expense included in operating expenses | | | | | | |
| Research and development | 980 | 811 | 929 | 1,791 | 1,656 | |
| Sales and marketing | 543 | 667 | 639 | 1,210 | 1,049 | |
| General and administrative | 705 | 787 | 775 | 1,492 | 1,508 | |
| Total | 2,228 | 2,265 | 2,343 | 4,493 | 4,213 | |
| Amortization of acquisition-related intangible assets | 28 | 28 | - | 56 | - | |
| Non-GAAP operating expenses | \$ 22,184 | \$ 22,453 | \$ 20,323 | \$ 44,637 | \$ 39,497 | |
| RECONCILIATION OF INCOME FROM OPERATIONS | | | | | | |
| GAAP income from operations | \$ 13,186 | \$ 11,677 | \$ 18,823 | \$ 24,863 | \$ 33,701 | |
| GAAP operating margin | 16.4 % | 15.2 % | 23.6 % | 15.8 % | 22.3 % | |
| Less: Total stock-based compensation | 2,444 | 2,504 | 2,516 | 4,948 | 4,543 | |
| Amortization of write-up of acquired inventory | 148 | 62 | - | 210 | - | |
| Amortization of acquisition-related intangible assets | 113 | 113 | 41 | 226 | 82 | |
| Non-GAAP income from operations | \$ 15,891 | \$ 14,356 | \$ 21,380 | \$ 30,247 | \$ 38,326 | |
| Non-GAAP operating margin | 19.8 % | 18.7 % | 26.8 % | 19.3 % | 25.3 % | |
| RECONCILIATION OF PROVISION FOR INCOME TAXES | | | | | | |
| GAAP provision for income taxes | \$ 3,048 | \$ 2,265 | \$ 3,707 | \$ 5,313 | \$ 6,765 | |
| GAAP effective tax rate | 22.3 % | 18.7 % | 19.2 % | 20.6 % | 19.5 % | |
| Tax effect of items excluded from non-GAAP results | (225) | (404) | (356) | (629) | (362) | |
| Non-GAAP provision for income taxes | \$ 3,273 | \$ 2,669 | \$ 4,063 | \$ 5,942 | \$ 7,127 | |
| Non-GAAP effective tax rate | 20.0 % | 18.0 % | 18.6 % | 19.1 % | 18.1 % | |
| RECONCILIATION OF NET INCOME PER SHARE (DILUTED) | | | | | | |
| GAAP net income | \$ 10,599 | \$ 9,854 | \$ 15,587 | \$ 20,453 | \$ 27,901 | |
| Adjustments to GAAP net income | | | | | | |
| Stock-based compensation | 2,444 | 2,504 | 2,516 | 4,948 | 4,543 | |
| Amortization of write-up of acquired inventory | 148 | 62 | - | 210 | - | |
| Amortization of acquisition-related intangible assets | 113 | 113 | 41 | 226 | 82 | |
| Tax effect of items excluded from non-GAAP results | (225) | (404) | (356) | (629) | (362) | |
| Non-GAAP net income | \$ 13,079 | \$ 12,129 | \$ 17,788 | \$ 25,208 | \$ 32,164 | |
| Average shares outstanding for calculation of non-GAAP income per share (diluted) | 30,346 | 30,187 | 29,535 | 30,271 | 29,460 | |
| Non-GAAP income per share (diluted) | \$ 0.43 | \$ 0.40 | \$ 0.60 | \$ 0.83 | \$ 1.09 | |
| GAAP income per share (diluted) | \$ 0.35 | \$ 0.33 | \$ 0.53 | \$ 0.68 | \$ 0.95 | |

POWER INTEGRATIONS, INC.
CONSOLIDATED BALANCE SHEETS
(in thousands)

| | June 30, 2011 | March 31, 2011 | December 31, 2010 |
|---|---------------|----------------|-------------------|
| ASSETS | | | |
| CURRENT ASSETS: | | | |
| Cash and cash equivalents | \$ 170,494 | \$ 137,694 | \$ 155,667 |
| Short-term investments | 33,091 | 32,070 | 27,355 |
| Accounts receivable | 8,070 | 13,314 | 5,713 |
| Inventories | 54,069 | 63,004 | 62,077 |
| Deferred tax assets | 1,437 | 1,434 | 1,435 |
| Prepaid expenses and other current assets | 9,572 | 8,217 | 9,263 |
| Total current assets | 276,733 | 255,733 | 261,510 |
| INVESTMENTS | 30,043 | 36,815 | 31,760 |
| PROPERTY AND EQUIPMENT, net | 85,449 | 84,586 | 84,470 |
| INTANGIBLE ASSETS, net | 9,309 | 9,552 | 9,795 |
| GOODWILL | 14,826 | 14,826 | 14,826 |
| DEFERRED TAX ASSETS | 12,593 | 13,022 | 13,421 |
| OTHER ASSETS | 25,355 | 22,439 | 17,288 |
| Total assets | \$ 454,308 | \$ 436,973 | \$ 433,070 |
| LIABILITIES AND STOCKHOLDERS' EQUITY | | | |
| CURRENT LIABILITIES: | | | |
| Accounts payable | \$ 14,173 | \$ 13,932 | \$ 20,291 |
| Accrued payroll and related expenses | 6,246 | 5,455 | 7,395 |
| Income taxes payable | 354 | - | - |
| Deferred income on sales to distributors | 11,199 | 10,951 | 12,221 |
| Other accrued liabilities | 2,367 | 2,918 | 9,548 |
| Total current liabilities | 34,339 | 33,256 | 49,455 |
| LONG-TERM LIABILITIES | | | |
| Income taxes payable | 32,040 | 30,676 | 29,580 |
| Total liabilities | 66,379 | 63,932 | 79,035 |
| STOCKHOLDERS' EQUITY: | | | |
| Common stock | 29 | 29 | 28 |
| Additional paid-in capital | 191,549 | 185,834 | 175,295 |
| Accumulated translation adjustment | 158 | 135 | 85 |
| Retained earnings | 196,193 | 187,043 | 178,627 |
| Total stockholders' equity | 387,929 | 373,041 | 354,035 |
| Total liabilities stockholders' equity | \$ 454,308 | \$ 436,973 | \$ 433,070 |

>Net cash provided by (used in) investing activities

POWER INTEGRATIONS, INC.
CONSOLIDATED STATEMENTS OF CASH FLOWS
(in thousands)

| | Three Months Ended | | | Six Months Ended | |
|---|--------------------|----------------|---------------|------------------|---------------|
| | June 30, 2011 | March 31, 2011 | June 30, 2010 | June 30, 2011 | June 30, 2010 |
| CASH FLOWS FROM OPERATING ACTIVITIES: | | | | | |
| Net income | \$ 10,599 | \$ 9,854 | \$ 15,587 | 20,453 | 27,901 |
| Adjustments to reconcile net income to net cash provided by | | | | | |

| | | | | | |
|---|------------|------------|-------------|------------|------------|
| operating activities | | | | | |
| Depreciation | 3,790 | 3,682 | 3,029 | 7,472 | 5,800 |
| Amortization of intangible assets | 243 | 243 | 172 | 486 | 334 |
| Gain on sale of property and equipment | (41) | - | (362) | (41) | (349) |
| Stock-based compensation expense | 2,444 | 2,504 | 2,516 | 4,948 | 4,543 |
| Amortization of premium on held-to-maturity investments | 420 | 439 | 508 | 859 | 858 |
| Deferred income taxes | 427 | 399 | (788) | 826 | 710 |
| Increase (decrease) in accounts receivable and other allowances | 15 | 22 | (18) | 37 | (18) |
| Excess tax benefit from stock options exercised | (299) | (398) | 285 | (697) | (891) |
| Tax benefit associated with employee stock plans | 755 | 783 | 115 | 1,538 | 2,040 |
| Change in operating assets and liabilities: | | | | | |
| Accounts receivable | 5,230 | (7,622) | 9,322 | (2,392) | 3,492 |
| Inventories | 8,879 | (964) | (4,275) | 7,915 | (9,460) |
| Prepaid expenses and other assets | 1,613 | 1,435 | 4,234 | 3,048 | 3,562 |
| Accounts payable | (1,352) | (2,908) | (1,842) | (4,260) | 4,453 |
| Taxes payable and other accrued liabilities | 1,993 | (525) | 3,596 | 1,468 | 3,006 |
| Deferred income on sales to distributors | 248 | (1,269) | 3,008 | (1,021) | 5,885 |
| Net cash provided by operating activities | 34,964 | 5,675 | 35,087 | 40,639 | 51,866 |
| CASH FLOWS FROM INVESTING ACTIVITIES: | | | | | |
| Purchases of property and equipment | (5,271) | (7,248) | (10,153) | (12,519) | (13,513) |
| Proceeds from sale of property and equipment | 2,249 | - | 1,415 | 2,249 | 1,415 |
| Other assets | (808) | - | - | (808) | - |
| Acquisition | (13) | (6,901) | - | (6,914) | - |
| Increase in financing lease receivables | (2,179) | (5,642) | - | (7,821) | - |
| Collections of financing lease receivables | 103 | 102 | - | 205 | - |
| Notes to third parties | (3,000) | - | (3,000) | (3,000) | (4,750) |
| Purchases of held-to-maturity investments | - | (11,508) | - | (11,508) | (27,224) |
| Proceeds from held-to-maturity investments | 5,330 | 1,300 | 15,300 | 6,630 | 18,150 |
| | (3,589) | (29,897) | 3,562 | (33,486) | (25,922) |
| CASH FLOWS FROM FINANCING ACTIVITIES | | | | | |
| Net proceeds from issuance of common stock | 6,958 | 7,288 | 5,428 | 14,246 | 15,463 |
| Repurchase of common stock | (4,384) | - | (7,922) | (4,384) | (13,960) |
| Retirement of performance shares for income tax withholding | - | - | - | - | (769) |
| Payments of dividends to stockholders | (1,448) | (1,437) | (1,390) | (2,885) | (2,768) |
| Excess tax benefit from stock options exercised | 299 | 398 | (285) | 697 | 891 |
| Net cash provided by (used in) financing activities | 1,425 | 6,249 | (4,169) | 7,674 | (1,143) |
| NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS | 32,800 | (17,973) | 34,480 | 14,827 | 24,801 |
| CASH AND CASH EQUIVALENTS AT BEGINNING OF PERIOD | 137,694 | 155,667 | 125,295 | 155,667 | 134,974 |
| CASH AND CASH EQUIVALENTS AT END OF PERIOD | \$ 170,494 | \$ 137,694 | \$ 159,775 | \$ 170,494 | \$ 159,775 |
| SUPPLEMENTAL DISCLOSURE OF NON-CASH INVESTING AND FINANCING ACTIVITIES: | | | | | |
| Unpaid property and equipment, net | \$ 3,510 | \$ 1,917 | \$ (1,207) | \$ 3,510 | \$ 1,711 |

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Source: Power Integrations, Inc.

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