

# Executing our Strategy for Growth and Profitability

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## Forward-Looking Statements

During the course of this presentation, we may provide projections or other forward-looking statements regarding future events and/or future financial performance. Forward-looking statements and projections can be identified by the use of words such as “expect”, “anticipate”, “believe”, and “estimate” and specifically include, without limitation, information pertaining to Fiscal 2020 performance, longer-term revenue and profitability performance, and future market developments, such as total available or total serviceable markets. Undue reliance should not be placed on such forward-looking statements and projections, which speak only as of the date they are made. We undertake no duty to update such forward-looking statements. Actual events and results may differ materially from those in the forward looking statements and are subject to risks and uncertainties. We refer you to the documents the Company files from time to time with the Securities and Exchange Commission, specifically, the Company’s last filed Form 10-K. These documents identify important risk factors that could cause actual results to differ materially from those contained in our projections and other forward-looking statements.

## Use of Non-GAAP Financial Information

This presentation contains both non-GAAP and GAAP numbers. We provide a reconciliation between non-GAAP and GAAP numbers in the appendix to this presentation, as well as on our website at [investor.xilinx.com](http://investor.xilinx.com).

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# ➤ Excellent Execution = Excellent Financial Results

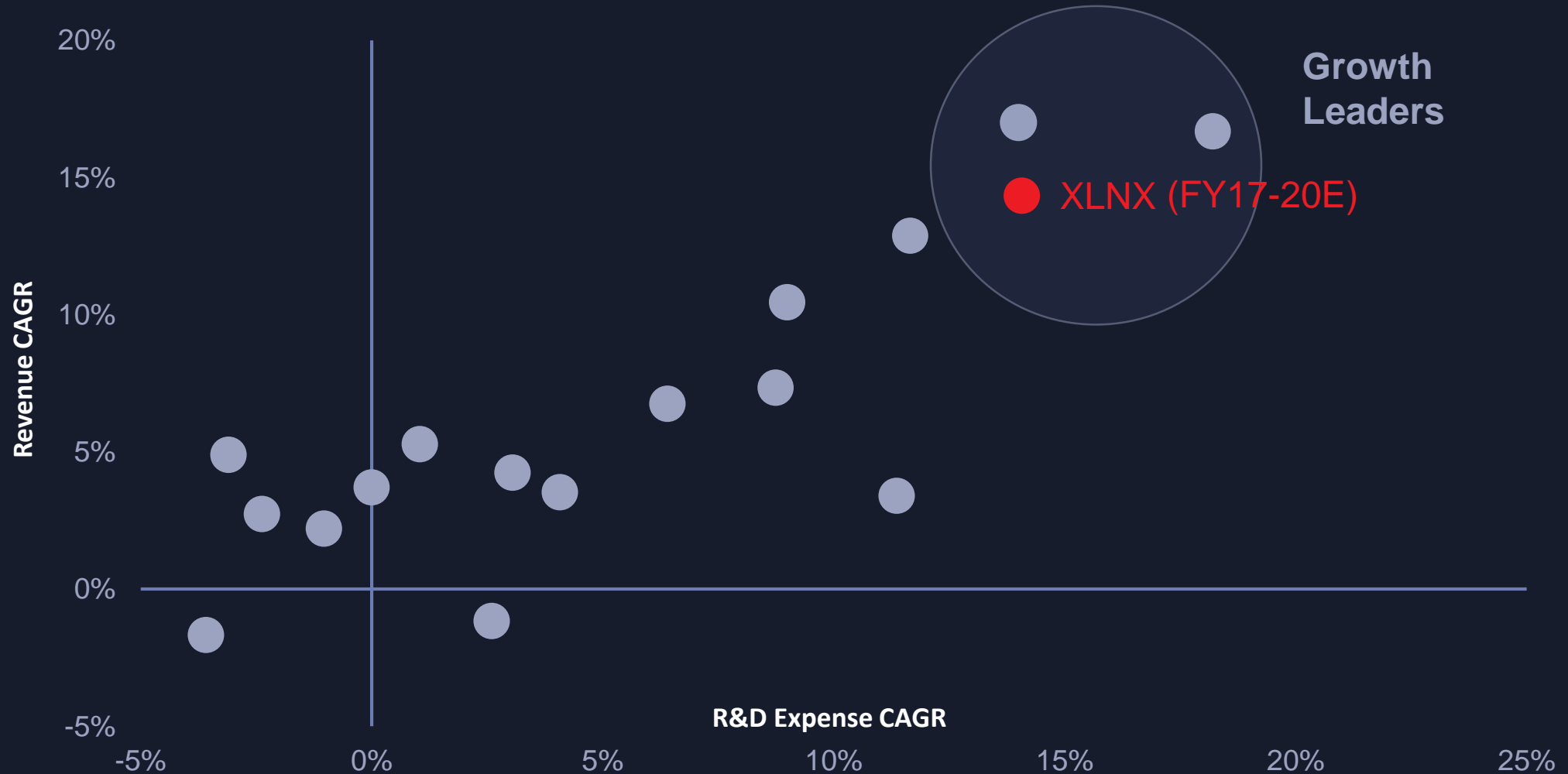
	FY18	FY19	
Revenue	<b>\$2.47B</b>	<b>\$3.06B</b>	24% growth. Double digit growth in all reported end markets
Gross Margin	<b>70%</b>	<b>69%</b>	Strong gross margins impacted by mix
Operating Expenses*	<b>\$1,002M</b>	<b>\$1,127M**</b>	Investments in technology leadership, market expansion, and platform enhancements
Operating Margin*	<b>29%</b>	<b>32%</b>	Exceeded expectations
Operating Cash Flow	<b>\$820M</b>	<b>\$1,091M</b>	Strong profitability and working capital management
EPS*	<b>\$2.64</b>	<b>\$3.48</b>	30% growth

\* Operating Expenses, Operating Margin and EPS are represented on Non-GAAP basis.

\*\* FY19 Operating Expense higher than guidance due to full integration of DeePHI acquisition, and increases in employee compensation, including profit sharing and sales incentives.

# R&D Investment Drives Growth

3 Year (FY17-20E) Revenue vs R&D Expense CAGR



Source: FactSet & Xilinx analysis

Companies included: ADI, AMD, AVGO, CY, INTC, MCHP, MU, MXIM, NVDA, NXPI, ON, QCOM, QRVO, SLAB, SWKS, and TXN

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# ➤ Prudent R&D Investment + Sustained Execution = Compounding Growth

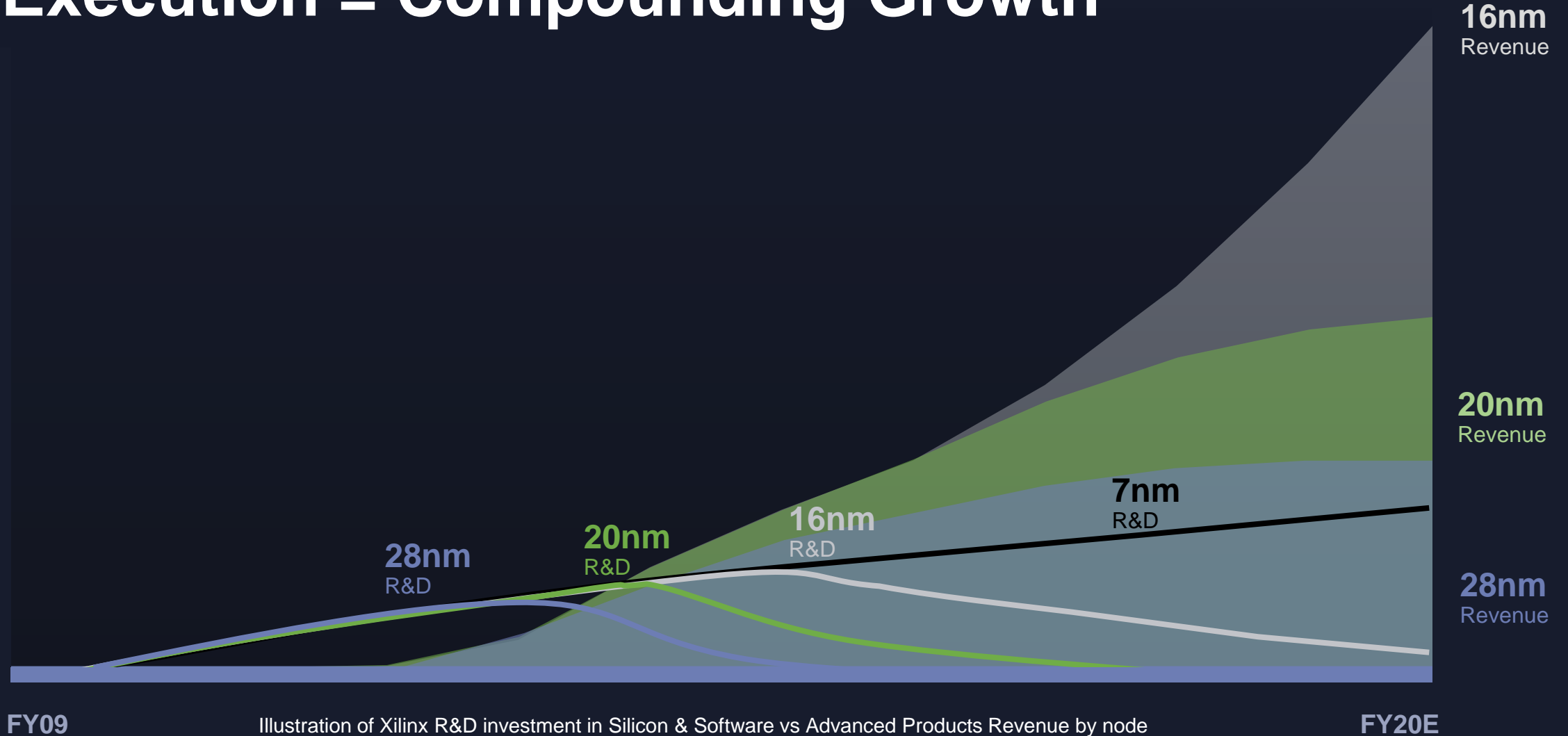
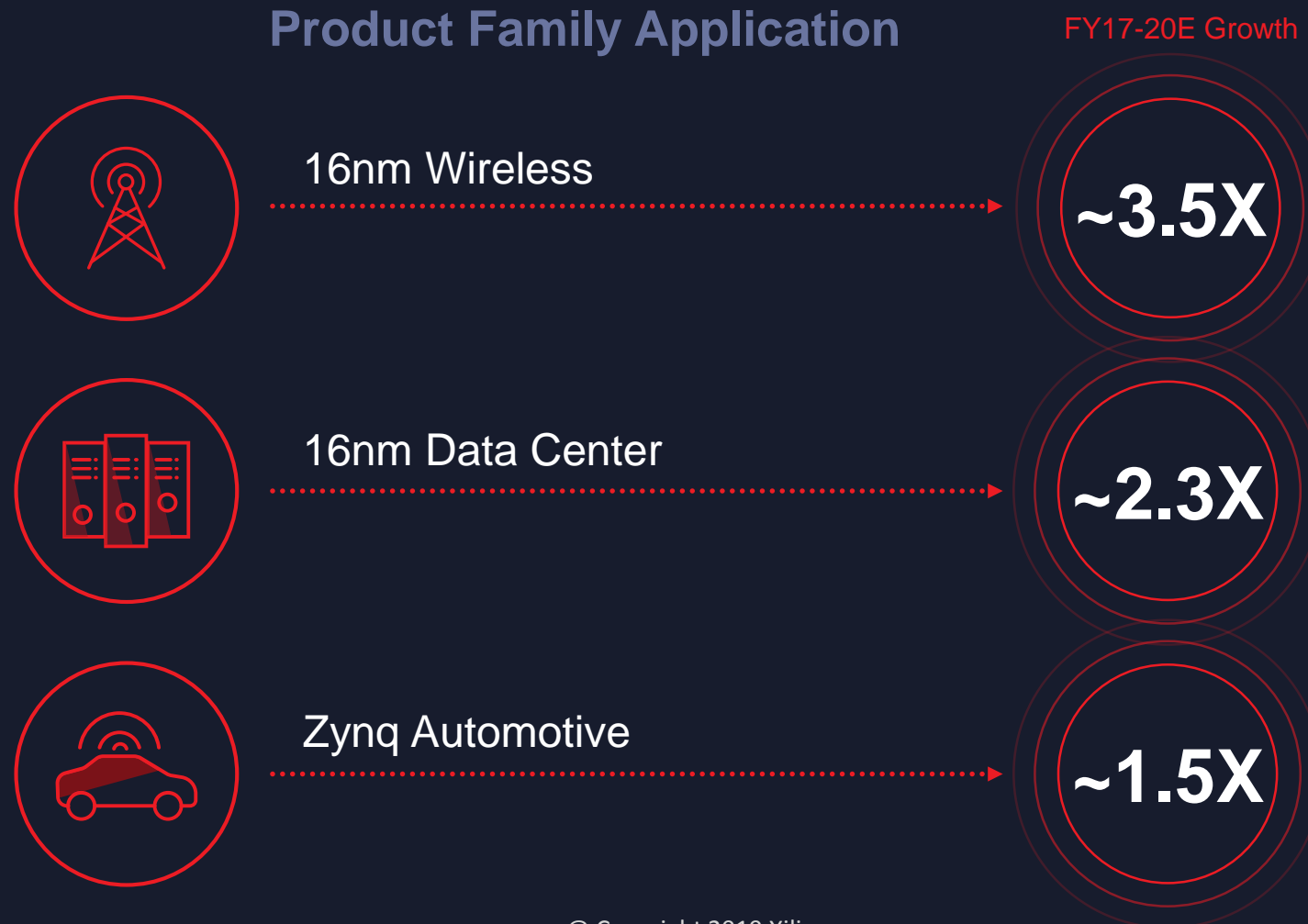
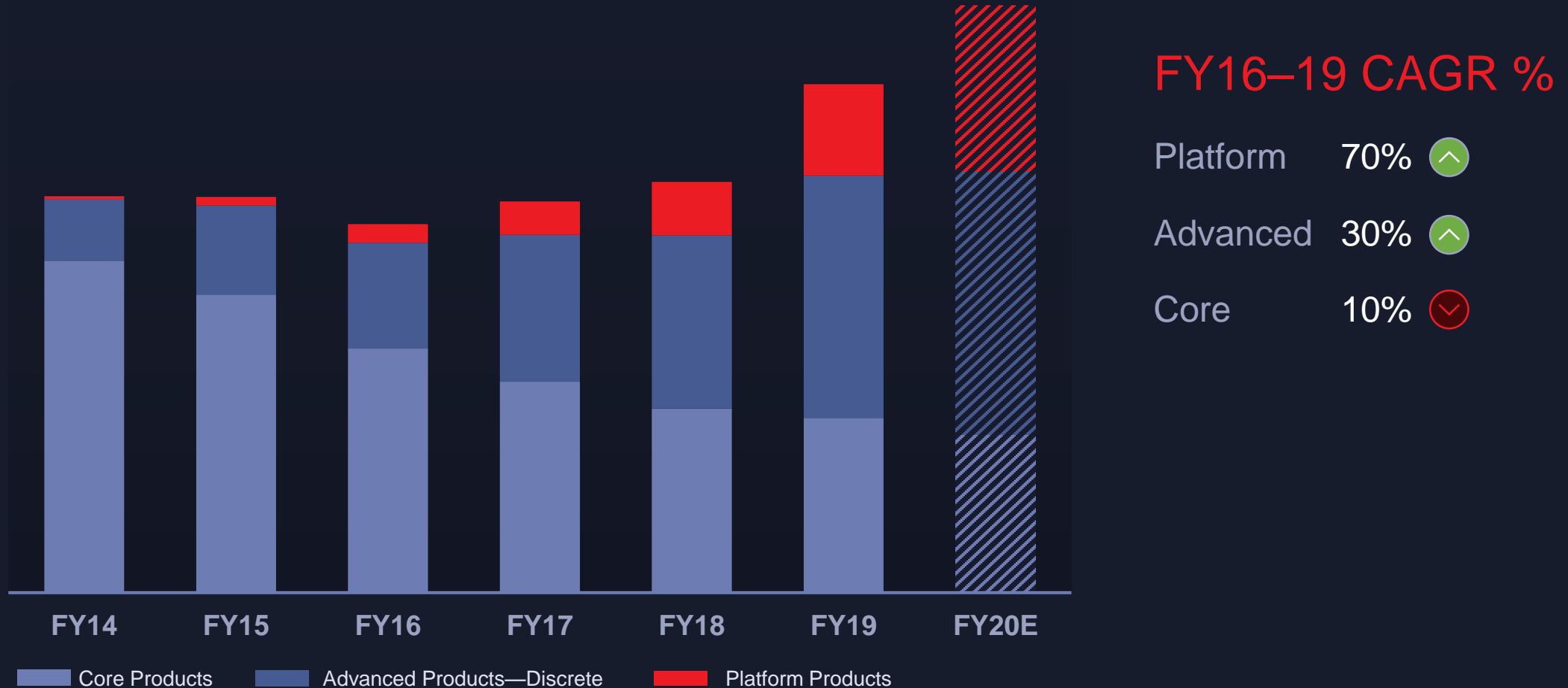


Illustration of Xilinx R&D investment in Silicon & Software vs Advanced Products Revenue by node

# ➤ Innovation & Leadership = Broad Market Growth



# ➤ Platform Transformation = Growth



Note: Platform products include all Zynq based products and Alveo products

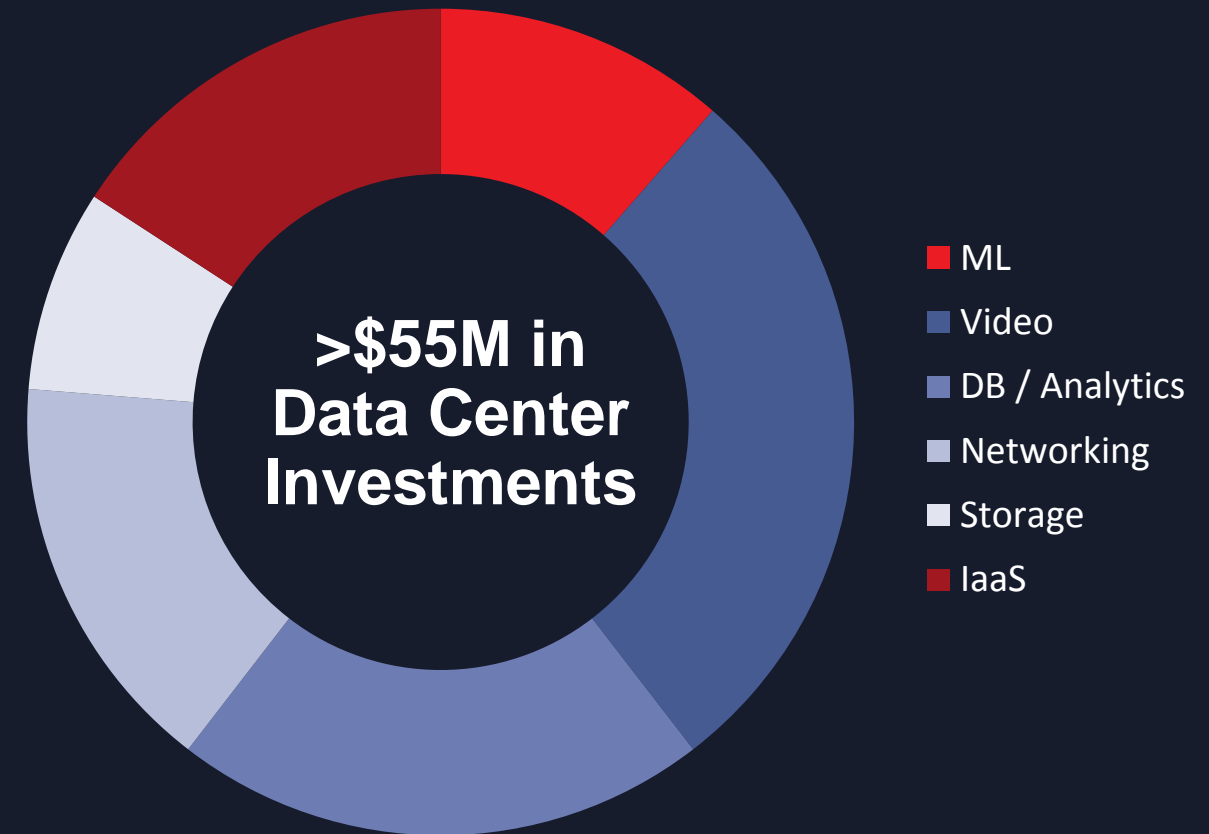
# ➤ Enhancing Our Strategy with Xilinx Ventures

\$100M invested in nearly 30 companies over last 6 years

15 Data Center investments since FY18

Venture investment supports Alveo ecosystem

## Data Center Portfolio





# Strengthening Our Strategy through M&A



## DEEPHi



Significantly strengthens ML inference capabilities across Xilinx platforms, spanning cloud to edge

Brings world-class AI talent and IP

## SOLARFLARE®



Critical NIC IP and software capabilities will enable next generation SmartNIC products

Brings world-class networking talent and IP

# ➤ Capital Allocation to Support Strategy

## Invest in Business

Emphasis on investing in our strategy to drive revenue growth

Organic investment

Inorganic accelerators

Increase Balance Sheet flexibility

## Shareholder Returns

Maintain dividend with modest growth

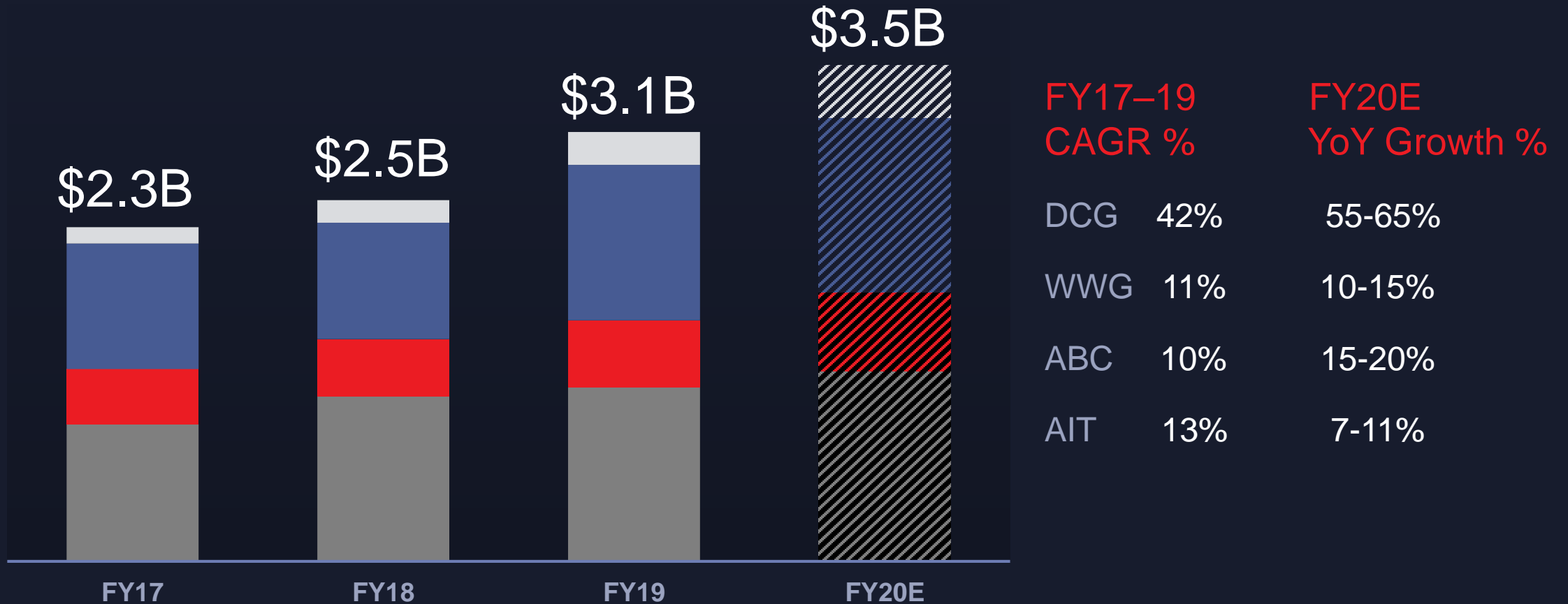
Now at \$1.48 per share

Share repurchases to hold sharecount flat

FY19 repurchased 2.4M shares

# Portfolio Leadership = Multi-Market Strength

Revenue



A&D, Industrial, and TME
  Automotive, Broadcast, and Consumer
  Wired and Wireless Group
  Data Center Group

*Note: FY19 revenue breakdown for DCG, WWG, ABC and AIT does not include channel revenues*

# ➤ FY20 Financial Guidance

Revenue	<b>\$3,450 – 3,600M</b>	<b>WWG</b> + 10 to 15%	<b>DCG</b> +55 to 65%	<b>AIT</b> +7 to 11%	<b>ABC</b> +15 to 20%
Gross Margin (Non-GAAP)	<b>67 – 69%</b>	Continuing focus to strengthen gross margin Heavily influenced by revenue mix			
Operating Expense (Non-GAAP)	<b>\$1,335 – 1,365M</b>	Investment driving growth opportunities			
Other Income	<b>~\$50M</b>	Primarily from expected interest income			
Tax Rate	<b>5 – 7%</b>	Will fluctuate throughout FY20			
Share Count	<b>256 – 258M</b>	Target flat by end of FY20			
Capital Expenditures	<b>\$100 – 120M</b>	Driven by site expansion in low cost geographies			

*Note: Does not include potential impact of Solarflare acquisition.*

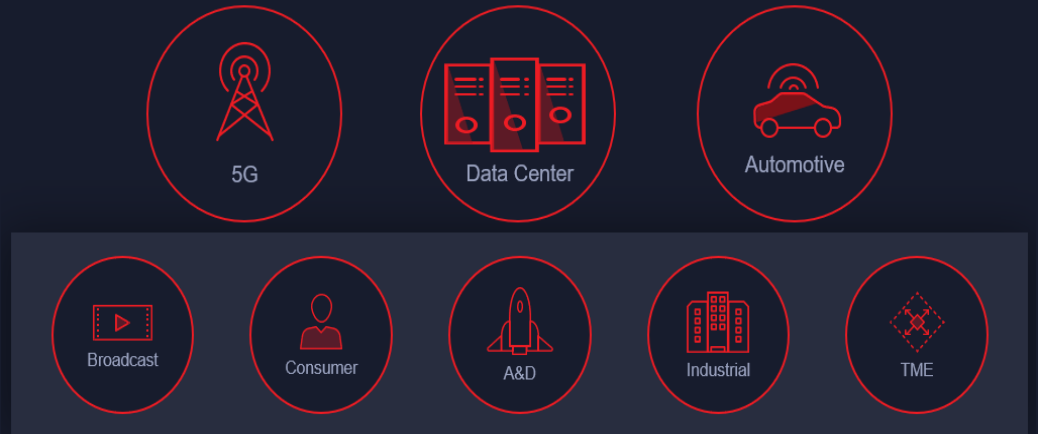
*Non-GAAP Gross Margin and Operating Margin exclude impact of amortization of acquisition intangibles and M&A expenses.*

# ➤ Xilinx: FY20 and Beyond...

Continuing excellent execution

Investing for disruptive 7nm Versal platforms

5 Year Goal: Grow Revenue and EPS at mid-teens CAGR



 **Adaptable.**  
**Intelligent.**



# Q&A

# Appendix



# GAAP to Non-GAAP Reconciliation

## Operating Expenses Reconciliation (in \$ Million)

	Twelve Months Ended March 31, 2018	Twelve Months Ended March 30, 2019
<b>Operating Expenses – GAAP</b>	<b>\$1,038</b>	<b>\$1,146</b>
Acquisition-related Costs		(13)
Amortization of Acquisition-related intangibles	(2)	(5)
Executive Transition Costs	(33)	
<b>Operating Expenses – Non-GAAP</b>	<b>\$1,003</b>	<b>\$1,128</b>

# GAAP to Non-GAAP Reconciliation

## Operating Margin Reconciliation (as % of Revenues)

	Twelve Months Ended March 31, 2018	Twelve Months Ended March 30, 2019
<b>Operating Margin – GAAP</b>	<b>27.8%</b>	<b>31.3%</b>
Acquisition-related Costs		0.4%
Amortization of Acquisition-related intangibles	0.1%	0.2%
Executive Transition Costs	1.3%	
<b>Operating Margin– Non-GAAP</b>	<b>29.2%</b>	<b>31.9%</b>

# GAAP to Non-GAAP Reconciliation

## EPS Reconciliation in \$ per share

	Twelve Months Ended March 31, 2018	Twelve Months Ended March 30, 2019
<b>EPS – GAAP</b>	<b>\$1.80</b>	<b>\$3.47</b>
Acquisition-related Costs	-	0.05
Amortization of Acquisition-related intangibles	0.01	0.02
Executive Transition Costs	0.13	-
Gain From Private Investments	-	(0.03)
Income Tax Effect of Changes in Applicable U.S. Tax Laws	0.74	(0.02)
Income Tax Effect of Non-GAAP Adjustments	(0.04)	(0.01)
<b>EPS – Non-GAAP</b>	<b>\$2.64</b>	<b>\$3.48</b>

# Net Revenue by End Market

Revenue in \$M

	Fiscal 2017 Revenues	Fiscal 2018 Revenues	Fiscal 2019 Revenues
A&D, Industrial, and TME	\$965	\$1,161	\$1,225
Automotive, Broadcast, and Consumer	\$388	\$401	\$470
Wired and Wireless Group	\$882	\$818	\$1,092
Data Center Group	\$115	\$159	\$232
Channel Revenue	\$7	(\$72)	\$40
<b>Total Xilinx Revenue</b>	<b>\$2,357</b>	<b>\$2,467</b>	<b>\$3,059</b>

*Table reflects new end market methodology adopted in Q1 FY20.*