# MAXLINEAR TO ACQUIRE EXAR

March 29, 2017

#### DISCLAIMER

#### **Forward-Looking Statements**

This presentation contains forward-looking statements within the meaning of the "safe harbor" provisions of the Private Securities Litigation Reform Act of 1995, including statements with respect to the anticipated timing of the proposed tender offer and merger; anticipated effects of the proposed tender offer and merger; prospects for the combined company, including (without limitation) expectations with respect to its addressable markets, opportunities within those markets, and the ability of the combined company to serve those markets; the growth strategies of MaxLinear generally and expectations with respect to the impact of the acquisition on MaxLinear's growth strategies; expectations with respect to the products and customers of the combined company after the proposed tender offer and merger; strategic and financial synergies anticipated to be realized from the proposed tender offer and merger; and expectations for operating results of MaxLinear and Exar for their quarters ending March 31, 2017 and April 2, 2017, respectively. These statements are based on management's current expectations and beliefs and are subject to a number of factors and uncertainties that could cause actual results to differ materially from those described in the forward-looking statements. Forward-looking statements may contain words such as "will be," "will," "expected," "anticipate," "continue," or similar expressions and include the assumptions that underlie such statements. The following factors, among others, could cause actual results to differ materially from those described in the forward-looking statements: failure of the Exar stockholders to tender their shares in connection with the tender offer; failure to receive regulatory approvals; the challenges and costs of closing, integrating, restructuring, and achieving anticipated synergies, particularly in light of differences in the businesses and operations of the two companies; the ability to retain key employees, customers and suppliers; and other factors affecting the business, operating results, and financial condition of either MaxLinear or Exar, including those set forth in the most recent Annual Reports on Form 10-K. Quarterly Reports on Form 10-Q, and Current Reports on Form 8-K reports filed by MaxLinear and Exar, as applicable, with the Securities and Exchange Commission (the "SEC"). All forward-looking statements are based on the estimates, projections, and assumptions of MaxLinear or Exar management, as applicable, as of the date hereof, and MaxLinear and Exar are under no obligation (and expressly disclaim any such obligation) to update or revise any forward-looking statements whether as a result of new information, future events, or otherwise.

#### Additional Information and Where to Find It

In connection with the proposed merger, MaxLinear and its subsidiary will commence a tender offer (the "Offer") and file a Tender Offer Statement on Schedule TO with the SEC, and Exar will file a Solicitation/Recommendation Statement on Schedule 14D-9 with the SEC. EXAR STOCKHOLDERS AND OTHER INVESTORS ARE URGED TO READ THE OFFER MATERIALS (INCLUDING THE OFFER TO PURCHASE, RELATED LETTER OF TRANSMITTAL, AND CERTAIN OTHER OFFER DOCUMENTS) AND THE SOLICITATION/RECOMMENDATION STATEMENT, INCLUDING ALL AMENDMENTS TO THOSE MATERIALS. SUCH DOCUMENTS WILL CONTAIN IMPORTANT INFORMATION, WHICH SHOULD BE READ CAREFULLY BEFORE ANY DECISION IS MADE WITH RESPECT TO THE TENDER OFFER. The Tender Offer Statement and the Solicitation/Recommendation Statement will be available without charge at the SEC's website at www.sec.gov. Free copies of these materials and certain other offering documents will be sent to Exar's stockholders by the information agent for the Offer. These documents may also be obtained for free by contacting MaxLinear Investor Relations at http://investors.maxlinear.com/, at IR@MaxLinear.com or by telephone at (760) 517-1112 or by contacting Exar Investor Relations at www.investorrelations@exar.com or by telephone at (510) 668-7201. The contents of the websites referenced above are not deemed to be incorporated by reference into the Offer documents.

#### **Non-GAAP Financial Measures**

This communication may contain certain non-GAAP financial measures, which MaxLinear management believes are useful to investors and others in evaluating business combinations. Further detail and reconciliations between the non-GAAP financial measures and the GAAP financial measures are available in the Appendix to this presentation.

## CREATING ANALOG, MIXED-SIGNAL AND RF PLATFORM LEADERSHIP

(\$ in millions) (Non-GAAP) MAXLINEAR





CY16 Pro Forma (\$15M of Synergies)

Revenue

\$388M

\$107M

\$495

Gross Margin

63%

52%

61%

**Operating Margin** 

32%

12%

30%

Adj. EBITDA Margin

34%

16%

33%

Adds attractive analog product portfolio

Numerous cross-selling opportunities into Exar's distribution channel

Significantly expands addressable market (doubles MXL SAM)

Increases revenue scale & accretive to non-GAAP EPS and free cash flow

## HIGHLY COMPLEMENTARY BUSINESSES – TECHNOLOGY, MARKETS AND SALES CHANNELS







Enhanced Tech Capabilities

- CMOS and mixed-signal integration and high-performance RF and DSP
- Comprehensive interface and power management solutions

Diversified End Markets & Platforms

- Broadband operators (cable/satellite)
- Wireless, optical, telecom and Datacom infrastructure

- Datacom
- Switches / Routers
- Industrial & Automotive

Expanded IP & Team

- ~1,400 issued and pending patents
- Diversified global R&D centers

- ~190 issued and pending patents
- Established Silicon Valley R&D presence

Strengthened Sales Channel

- 81% direct sales
- 19% sales through distributors

- 13% direct sales
- 87% sales through distributors

#### TRANSACTION OVERVIEW

**Approvals** 

#### Purchase \$13.00 per share all-cash to acquire 100% of Exar Price Equity value: ~\$700M Value Enterprise value: ~\$472M, net of Exar cash acquired \$425 million of new committed debt financing **Financing** Projected LTM gross debt / EBITDA of 2.6x at closing, including synergies Immediately accretive to non-GAAP EPS and free cash flow Synergy \$15 million of annualized cost synergies within 12 months of closing Expected to close by the end of the second calendar quarter of 2017 Closing and Subject to customary regulatory approvals and closing conditions

Certain stockholders, directors & officers signed support agreements (~20% of shares)

### HIGHLY PROFITABLE FINANCIAL MODEL WITH \$15M IN PROJECTED SYNERGIES WITHIN TWELVE MONTHS OF CLOSING

 Proven track record of revenue growth

 \$15M of projected annualized cost synergies

 \$165M in EBITDA for CY2016 with synergies

Strong cash flow generation

			(\$ in millions) (Non-GAAP)				
	MAXLINEAR	EXAR	CY16 PF NewCo	CY16 PF NewCo w/ Synergies			
Revenue	\$388	\$107	\$495	\$495			
Gross Margin	63%	52%	61%	61%			
OPEX%	31%	40%	33%	30%			
Operating Income	123	13	135	150			
Op. Income Margin	32%	12%	27%	30%			
EBITDA	134	17	150	165			
EBITDA Margin	34%	16%	30%	33%			

Note: Synergy case assumes \$15M of annual pre-tax synergies.

Note: Exar CY16 based on financial data from continuing operations (excludes iML).

Note: Please see appendix for GAAP to non-GAAP reconciliation.

#### FINANCIAL BENEFITS AND SYNERGIES

#### Organic Exar Revenue Growth

- Exar new product ramps in power, interfaces and force touch interface offer growth potential consistent with MXL's long-term target CAGR of 15% 20%
- Wall Street consensus estimates project ~16% revenue growth in CY2017

### Opex Synergies

- R&D leverage for strategic platforms
- Reduced G&A, sales and marketing and other organizational synergies
- Elimination of Exar's public company costs

#### COGS Synergies

- Reduced wafer cost due to higher volumes
- Reduced assembly and test costs

### Net Operating Losses

- Exar had approximately \$250M of federal net operating losses as of 12/31/16
- Subject to Section 382 limitations, MaxLinear expects to utilize these to offset taxes

#### TRANSACTION DEBT FINANCING

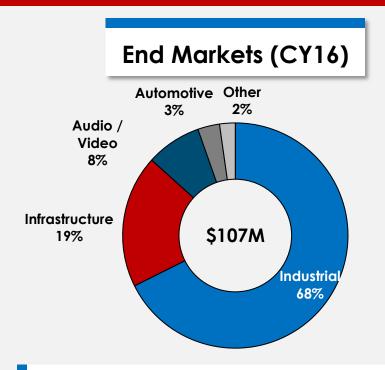
#### **Credit Facility**

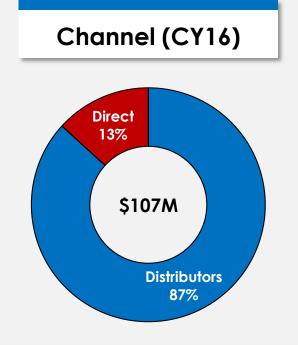
- \$425 million Term Loan B facility
- No maintenance covenants
- Committed to debt paydown through both free cash flow and other significant sources of cash made available through integration activities

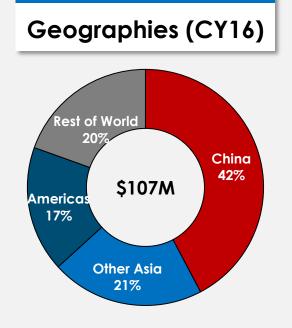
# Pro Forma Capitalization Statistics

	(\$ Millions)	Expected Leverage Multiples at Closing		
	(\$ MINIONS)	With \$15M Synergies	Without Synergies	
Gross Debt	\$425	2.6x	2.8x	
Cash	\$75	0.5x	0.5x	
Net Debt	\$350	2.1x	2.3x	

### EXAR COMPANY PROFILE – HIGH PERFORMANCE ANALOG, DIVERSIFIED CUSTOMER BASE & END MARKETS, GLOBAL REACH







- Diverse analog and mixed-signal solutions
- Product portfolio includes interface, power management, analog & storage compression solutions
- Diversified customer base (>10,000 end-customers); Top 10 customers represent  $\sim 20\%$  of revenue
- Extensive channel relationships and partnered with leading distributors

# INCREASED REVENUE SCALE & DIVERSIFICATION – \*\$500M COMBINED PRO FORMA CY16 REVENUE



CY16 Revenue \$388M

Legacy Video SoC: 9%

Infrastructure & Other: 16%

Broadband Operator: 75%



CY16 Revenue \$107M

> High Performance Analog

#### Combined

CY16 Revenue \$495M

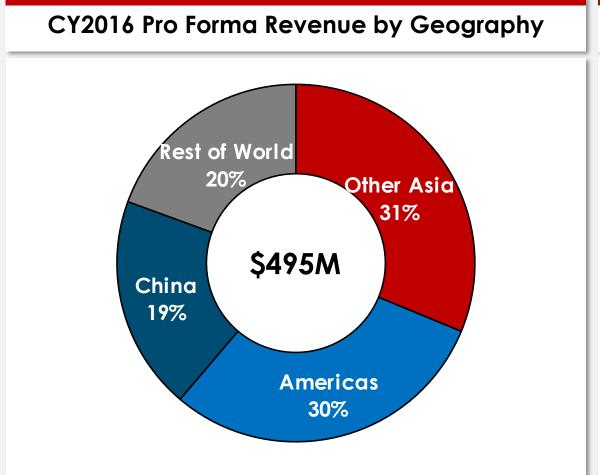
Legacy Video SoC: 7%

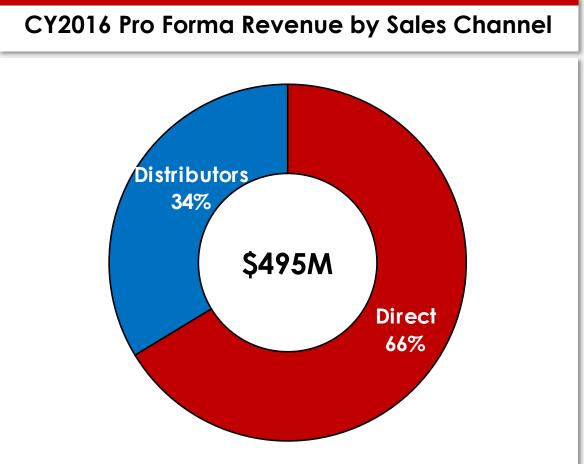
Infrastructure & Other: 12%

High
Performance
Analog (Exar): 22%

Broadband Operator: 59%

## ENHANCED REVENUE DIVERSIFICATION BY GEOGRAPHY & SALES CHANNEL FOR THE COMBINED COMPANY





Note: Based on non-GAAP financial data from continuing operations (excludes iML).

## EXAR'S PRIMARY PRODUCTS – DIVERSE HIGH PERFORMANCE ANALOG INTERFACE & POWER MANAGEMENT SOLUTIONS

#### Interface Products

(59% of CY16 Sales)

### Power Management

(23% of CY16 Sales)

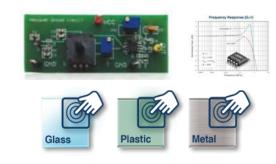
#### Human Interface, Compression, & Video (18% of CY16 Sales)



- USB Ethernet Bridges
- UARTs
- GPIO Expanders
- Serial Transceivers
- USB Hubs



- Power Modules & Universal PMICs
- Power Switches
- Voltage References
- Supervisors
- Regulators
- Controllers
- LDOs



- Sensor Interface AFFs
- Force Touch Sensors
- Amplifiers and Comparators

- Converters
- Video Processor Cards

# EXAR'S CUSTOMERS BY SERVED END MARKETS — TOP TIER INDUSTRIAL, INFRASTRUCTURE & AUTOMOTIVE PLAYERS

**Industrial** 

(\$1.8B SAM)

Infrastructure

(\$1.1B SAM)

Audio / Video

(\$150M SAM)

սիսիւ

CISCO

**exacq**<sup>®</sup>

MOTOROLA

tyco

**Automotive & Other** 

(\$250M SAM)



















































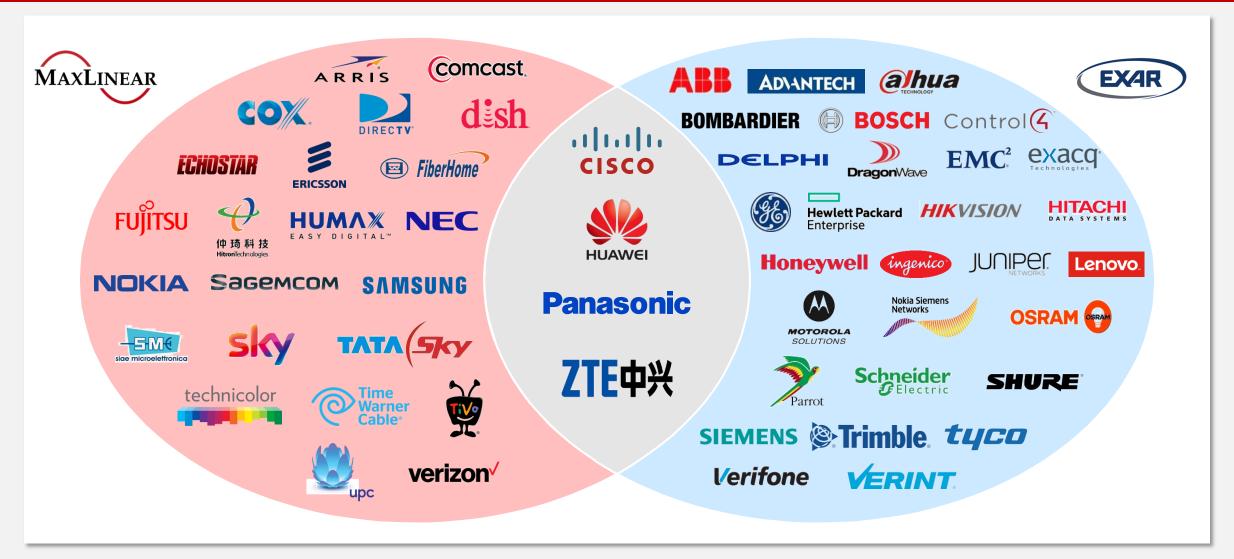








## EXPANDED TIER-I CUSTOMER BASE OF THE COMBINED COMPANY ADDRESSING HIGH VALUE APPLICATIONS & END MARKETS



## EXPANDED CORETECHNOLOGY PLATFORM ADDRESSES LARGE AND GROWING END MARKETS



Mixed Signal

RF

Modem & MAC

Optical High Speed Analog

Analog / PA

DACs / ADCs



Wireless
Communications
Infrastructure

Optical High Speed Datacom & Telecom











**Enterprise Networking** 

Industrial

Automotive ADAS & Infotainment













Power Management

Interfaces

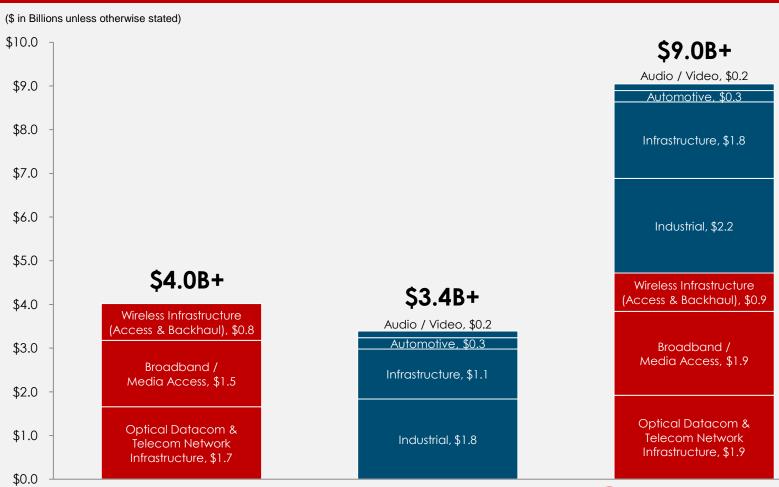
Force Touch Interface

**Encryption & Compression** 

**Timing** 

Video

#### DOUBLES MAXLINEAR'S PRO FORMA SAM IN 2020 – INCLUDES INCREMENTAL CROSS-SELLING SAM OPPORTUNITIES



\$9.0B+	
Audio / Video, \$0.2	
Automotive, \$0.3	
Infrastructure, \$1.8	
Industrial, \$2.2	
Wireless Infrastructure (Access & Backhaul), \$0.9	
Broadband / Media Access, \$1.9	
Optical Datacom & Telecom Network Infrastructure, \$1.9	

Incremental 2020 SAM					
Applications / End Markets	Incremental SAM (\$M)				
Cable & Satellite Gateway	\$400				
RRU / Small Cell / BTS	\$250				
Wireless Backhaul	\$35				
Storage / Enterprise Server	\$40				
Switches / Routers	\$550				
Force Touch	\$300				
Total Incremental SAM	\$1,575				

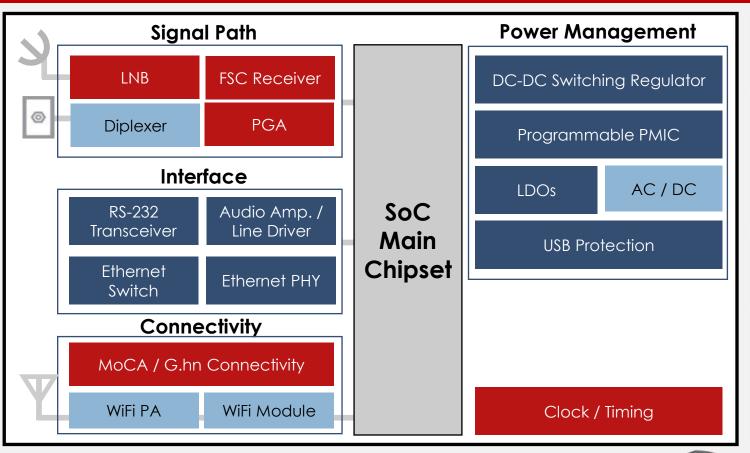








## SAM EXPANSION THROUGH CROSS-SELLING — CABLE & SATELLITE PLATFORMS



### MaxLinear \$1B SAM (Avg. \$5.5/box on 190M Boxes)

- I NB
- Tuner / Demodulator
- RF ICs

- Upstream Amplifier
- MoCA Transceiver
- G.hn Transceiver

### Exar \$400M SAM (Avg. \$2/box on 190M Boxes)

- Programmable PMIC
- Switching Regulators
- Linear Regulators

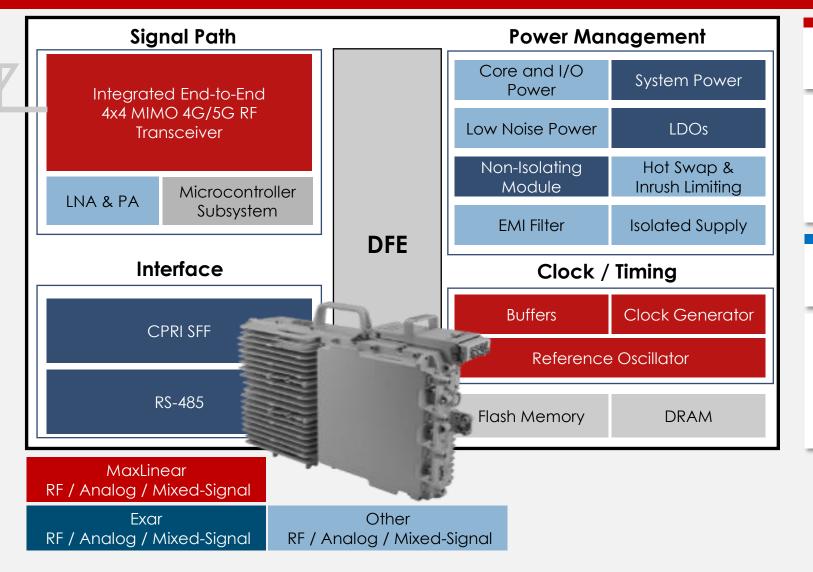
- Serial Transceiver
- USB Protection
- Audio Amplifiers

MaxLinear RF / Analog / Mixed-Signal

Exar RF / Analog / Mixed-Signal Other RF / Analog / Mixed-Signal



# SAM EXPANSION THROUGH CROSS-SELLING — WIRELESS ACCESS INFRASTRUCTURE (RRU / BTS)



### MaxLinear \$500M SAM (Avg. \$25/box on 20M Boxes)

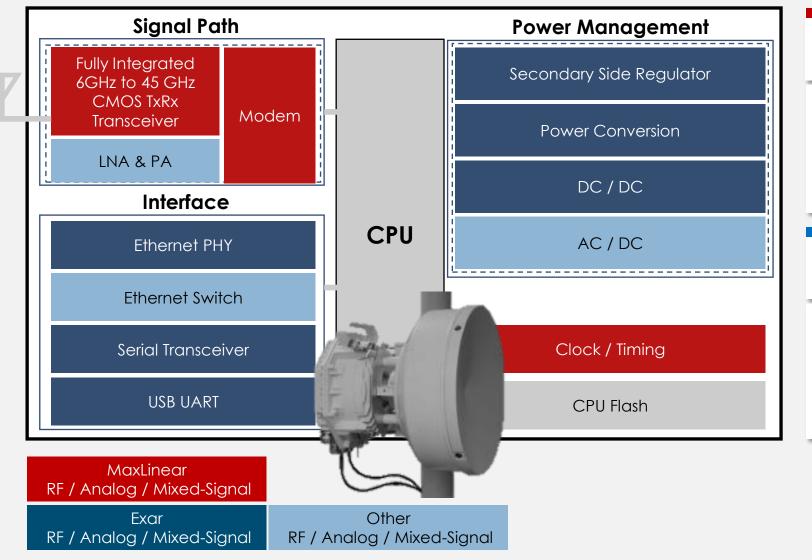
- Radio
   Transceiver
- Clock Generator

- Buffers
- Reference Oscillator

#### Exar \$250M SAM (Avg. \$13/box on 20M Boxes)

- LDOs
- System Power
- Non-Isolated Module

## SAM EXPANSION THROUGH CROSS-SELLING — WIRELESS BACKHAUL MICROWAVE SYSTEMS



### MaxLinear \$325M SAM (Avg. \$130/box on 2.5M Boxes)

- Modem
- Radio
   Transceiver
- Tx/Rx PLL

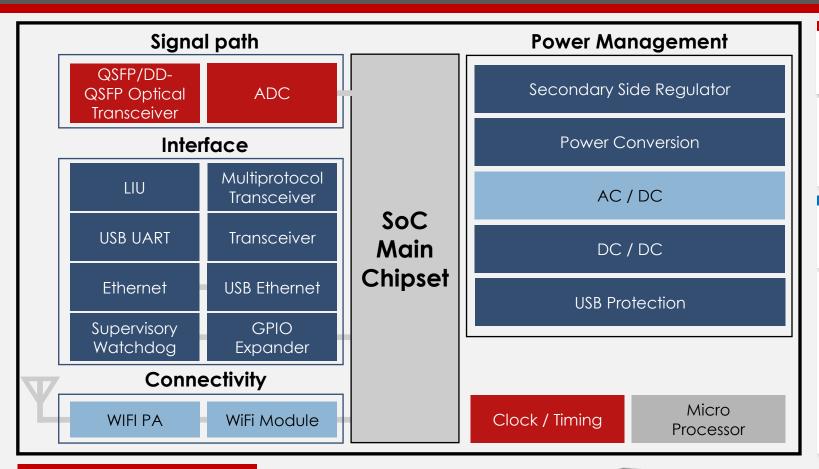
### Exar \$35M SAM (Avg. \$15/box on 2.5M Boxes)

- System Power
- Non-Isolating Supply
- Ethernet PHY

Clock/Timing

- USB UART
- Serial Transceiver

## SAM EXPANSION THROUGH CROSS-SELLING — SWITCHES & ROUTERS



### MaxLinear \$550M SAM (Avg. \$22/box on 25M Boxes)

- Clocking / Timing
- ADCs

LeverageOptical ModuleBusiness

### Exar \$900M SAM (Avg. \$35/box on 25M Boxes)

- Switching Regulators
- Linear Regulators
- Power Modules
- USB UARTs
- LIUs

- DDR Termination
- Serial Transceivers
- CDRs
- Programmable PMICs

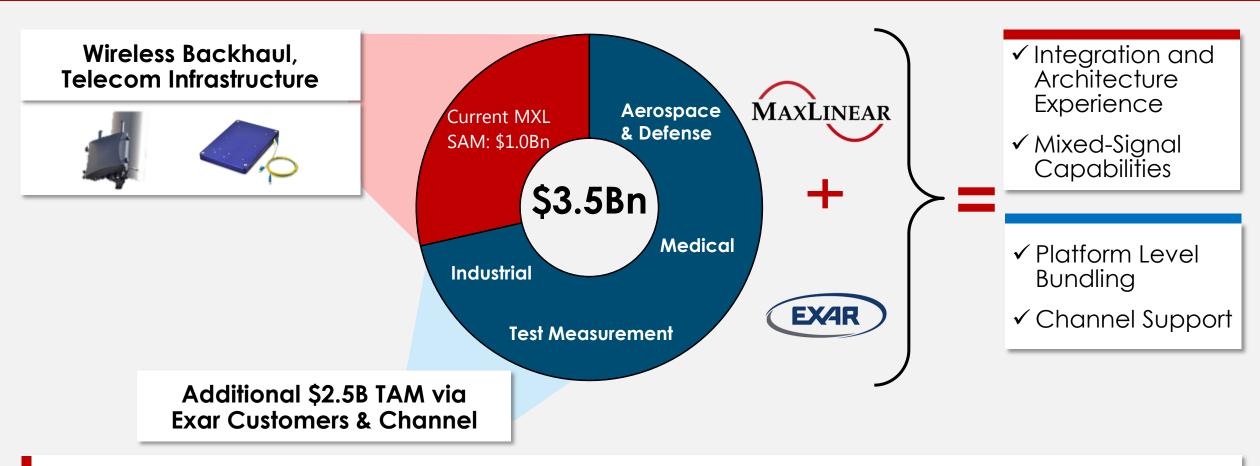
MaxLinear RF / Analog / Mixed-Signal

Exar RF / Analog / Mixed-Signal

Other Analog / Mixed-signal

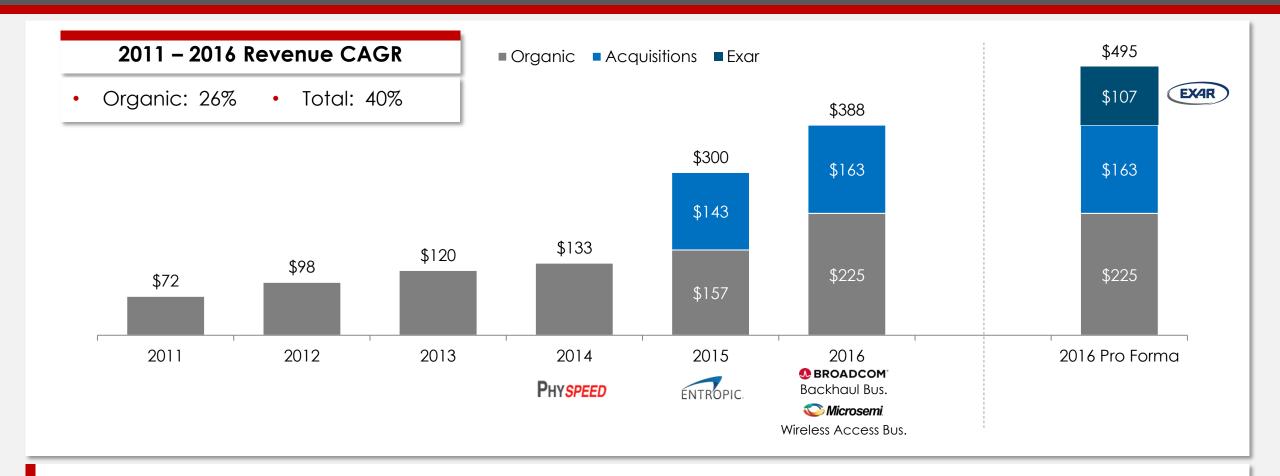


## SAM EXPANSION OPPORTUNITIES EXAMPLE – MXL DATA CONVERTER IP PRODUCTS THROUGH EXAR'S SALES CHANNEL



Combination with Exar creates an analog / mixed-signal / RF leader with broad capabilities and immediate bundling and IP monetization opportunities

## STRONG TRACK RECORD OF ORGANIC AND INORGANIC GROWTH INITIATIVES – 5 YEAR STANDALONE CAGR OF 40% (2011 TO 2016)



MaxLinear has a successful track record of strong revenue growth through organic initiatives and strategic acquisitions

#### SUMMARY OF STRATEGIC AND FINANCIAL BENEFITS

### Strategic Benefits

Comprehensive analog, RF & mixedsignal DSP SoC platform

Significantly expands and diversifies SAM & platform BoM content

Complementary customers, products, end markets and sales channels

### Financial Benefits

Increases revenue scale and diversification

Significantly accretive to non-GAAP EPS and free cash flow

Strong balance sheet with low net leverage

### **APPENDIX**

#### MAXLINEAR NON-GAAP RECONCILIATION

MaxLinear Non-GAAP Gross Profit Reconciliation						
	CQ1 '16	CQ2 '16	CQ3 '16	CQ4 '16	CY2016	
GAAP Gross Profit	\$61.2	\$62.9	\$55.5	\$50.4	\$230.0	
Stock-Based Compensation	0.0	0.1	0.1	0.1	0.2	
Performance Based Equity	0.1	(0.2)	0.0	0.0	(0.0)	
Amortization of Inventory Step-Up	0.0	0.3	2.7	2.7	5.6	
Amortization of Intangibles	1.6	1.8	2.6	2.6	8.5	
Non-GAAP Gross Profit	\$62.9	\$64.9	\$60.8	\$55.7	\$244.3	

MaxLinear Adjusted EBITDA Reconciliation						
	CQ1 '16	CQ2 '16	CQ3 '16	CQ4 '16	CY2016	
GAAP Net Income	\$20.7	\$22.6	\$9.7	\$8.3	\$61.3	
Interest / Other Expense	0.0	(0.3)	(0.1)	(0.3)	(0.6)	
Taxes	1.0	0.1	1.1	0.2	2.4	
Stock-Based Compensation	4.8	4.9	6.1	5.1	20.9	
Performance Based Equity	1.9	2.2	1.8	1.8	7.6	
Incentive Award Compensation	0.3	0.2	0.2	0.2	0.9	
Non-Recurring Items	2.8	2.1	4.9	4.6	14.4	
Depreciation & Amortization	5.8	4.2	8.8	8.0	26.7	
Adjusted EBITDA	\$37.2	\$35.9	\$32.4	\$28.0	\$133.6	

#### EXAR NON-GAAP RECONCILIATION

Exar Non-GAAP Gross Profit Reconciliation						
	CQ1 '16	CQ2 '16	CQ3 '16	CQ4 '16	CY2016	
GAAP Gross Profit	\$12.0	\$13.4	\$13.2	\$13.5	\$52.0	
Amortization of Intangibles	0.6	0.6	0.6	0.6	2.4	
Restructuring Charges and Exit Costs	0.0	0.0	0.2	0.0	0.3	
Stock-Based Compensation	0.1	0.1	0.3	0.5	1.0	
Non-GAAP Gross Profit	\$12.7	\$14.1	\$14.3	\$14.5	\$55.6	

Exar Adjusted EBITDA Reconciliation						
	CQ1 '16	CQ2 '16	CQ3 '16	CQ4 '16	CY2016	
GAAP Net Income	(\$0.3)	\$7.5	\$0.1	(\$0.3)	\$7.1	
Interest / Other Expense	(0.0)	0.0	(0.1)	(0.1)	(0.2)	
Taxes	(0.2)	0.3	0.1	(0.2)	(0.1)	
Non-Recurring Items	0.3	(5.7)	0.5	(0.2)	(5.1)	
Stock-Based Compensation	1.0	1.1	2.4	3.6	8.1	
Depreciation & Amortization	2.0	2.1	1.2	1.5	6.8	
Adjusted EBITDA	\$2.8	\$5.4	\$4.2	\$4.2	\$16.6	