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# AMD FINANCIAL RESULTS

# Third Quarter 2023

October 31, 2023

#### **CAUTIONARY STATEMENT**

This presentation contains forward-looking statements concerning Advanced Micro Devices, Inc. (AMD), such as the features, functionality, performance, availability, timing and expected benefits of AMD products; AMD's expected fourth quarter 2023 financial outlook, including revenue, non-GAAP gross margin, non-GAAP operating expenses, non-GAAP tax rate and diluted share count; AMD's large and compelling TAM; AMD's ability to expand Data Center and AI leadership; and AMD's ability to drive long-term shareholder returns, which are made pursuant to the Safe Harbor provisions of the Private Securities Litigation Reform Act of 1995. Forward-looking statements are commonly identified by words such as "would," "may," "expects," "plans," "intends," "projects" and other terms with similar meaning. Investors are cautioned that the forwardlooking statements in this presentation are based on current beliefs, assumptions and expectations, speak only as of the date of this presentation and involve risks and uncertainties that could cause actual results to differ materially from current expectations. Such statements are subject to certain known and unknown risks and uncertainties, many of which are difficult to predict and generally beyond AMD's control, that could cause actual results and other future events to differ materially from those expressed in, or implied or projected by, the forward-looking information and statements. Material factors that could cause actual results to differ materially from current expectations include, without limitation, the following: Intel Corporation's dominance of the microprocessor market and its aggressive business practices; global economic uncertainty; cyclical nature of the semiconductor industry; market conditions of the industries in which AMD products are sold; loss of a significant customer; impact of the COVID-19 pandemic on AMD's business, financial condition and results of operations; competitive markets in which AMD's products are sold; guarterly and seasonal sales patterns; AMD's ability to adequately protect its technology or other intellectual property; unfavorable currency exchange rate fluctuations; ability of third party manufacturers to manufacture AMD's products on a timely basis in sufficient quantities and using competitive technologies; availability of essential equipment, materials, substrates or manufacturing processes; ability to achieve expected manufacturing yields for AMD's products; AMD's ability to introduce products on a timely basis with expected features and performance levels; AMD's ability to generate revenue from its semi-custom SoC products; potential security vulnerabilities; potential security incidents including IT outages, data loss, data breaches and cyber-attacks; potential difficulties in upgrading and operating AMD's new enterprise resource planning system; uncertainties involving the ordering and shipment of AMD's products; AMD's reliance on third-party intellectual property to design and introduce new products in a timely manner; AMD's reliance on third-party companies for design, manufacture and supply of motherboards, software and other computer platform components; AMD's reliance on Microsoft and other software vendors' support to design and develop software to run on AMD's products; AMD's reliance on third-party distributors and add-in-board partners; impact of modification or interruption of AMD's internal business processes and information systems; compatibility of AMD's products with some or all industry-standard software and hardware; costs related to defective products; efficiency of AMD's supply chain; AMD's ability to rely on third party supply-chain logistics functions; AMD's ability to effectively control sales of its products on the gray market; impact of government actions and regulations such as export administration regulations, tariffs and trade protection measures; AMD's ability to realize its deferred tax assets; potential tax liabilities; current and future claims and litigation; impact of environmental laws, conflict minerals-related provisions and other laws or regulations; impact of acquisitions, joint ventures and/or investments on AMD's business and AMD's ability to integrate acquired businesses; impact of any impairment of AMD's tangible, definite-lived or indefinite-lived intangible assets, including goodwill, on AMD's financial position and results of operation; restrictions imposed by agreements governing AMD's notes, the guarantees of Xilinx's notes and the revolving credit facility; AMD's indebtedness; AMD's ability to generate sufficient cash to meet its working capital requirements or generate sufficient revenue and operating cash flow to make all of its planned R&D or strategic investments, as well as the impact of financial institution failure on AMD's cash and cash equivalents; political, legal, economic risks and natural disasters; future impairments of technology license purchases; AMD's ability to attract and retain qualified personnel; AMD's stock price volatility. Investors are urged to review in detail the risks and uncertainties in AMD's Securities and Exchange Commission filings, including but not limited to AMD's most recent reports on Forms 10-K and 10-Q.

#### NON-GAAP FINANCIAL MEASURES

In this presentation, in addition to GAAP financial results, AMD has provided non-GAAP financial measures including non-GAAP gross profit, non-GAAP operating expenses, non-GAAP operating income, non-GAAP net income and non-GAAP diluted earnings per share. AMD uses a normalized tax rate in its computation of the non-GAAP income tax provision to provide better consistency across the reporting periods. For fiscal year 2023, AMD uses a projected non-GAAP tax rate of 13%, which excludes the tax impact of pre-tax non-GAAP adjustments, reflecting currently available information. AMD is providing these financial measures because it believes this non-GAAP presentation makes it easier for investors to compare its operating results for current and historical periods and also because AMD believes it assists investors in comparing AMD's performance across reporting periods on a consistent basis by excluding items that it does not believe are indicative of its core operating performance. The non-GAAP financial measures disclosed in this presentation should be viewed in addition to and not as a substitute for or superior to AMD's reported results prepared in accordance with GAAP and should be read only in conjunction with AMD's Consolidated Financial measures referenced are reconciled to their most directly comparable GAAP financial measures in the Appendices at the end of this presentation. This presentation also contains forward-looking non-GAAP measures concerning AMD's financial outlook such as gross margin and operating expenses. These forward-looking non-GAAP measures are based on current expectations as of October 31, 2023, and assumptions and beliefs that involve numerous risks and uncertainties. AMD undertakes no intent or obligation to publicly update or revise its forward-looking statements made in this presentation except as may be required by law.

# AMD OURJOURNEY

Leadership Product Portfolio Expanding Customer & Partner Ecosystem

Data Center and AI Growth Strong Financial Foundation



# **OUR LEADERSHIP TECHNOLOGY**



#### **Broad IP Portfolio**

Executing leadership CPU, GPU, DPU, FPGA, Adaptive SoC and AI products



#### **Advanced Technology**

Driving leadership process technology and 3D chiplet packaging



#### **Data Center Leadership**

Delivering innovation in cloud, enterprise, AI and accelerated computing



#### **Software Enablement**

Open-source software optimized for performance across heterogenous solutions

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# **OUR LEADERSHIP PRODUCTS**



#### **Data Center**

Leadership data center and Al solutions with server CPUs, GPUs, FPGAs, DPUs and Adaptive SoCs



### Client

Leadership CPUs and APUs for notebook and desktop PCs and commercial workstations



#### Gaming

Top-to-bottom desktop and notebook GPUs, game console and semi-custom SoCs



### Embedded

Leadership FPGAs, Adaptive SoCs and SoMs, and embedded CPUs and GPUs for a broad set of markets



# AMD IS UNIQUELY POSITIONED IN AI



DELIVERING A COMPREHENSIVE AI COMPUTE PORTFOLIO



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## **REVENUE Q3 2023**

 Revenue of \$5.8 billion increased 4% y/y as growth in Client segment revenue was partially offset by lower Gaming and Embedded segment revenue



## **GROSS MARGIN Q3 2023**



 GAAP gross margin increase driven by lower amortization of acquisition-related intangible assets, stronger Client segment revenue and product mix



 Non-GAAP gross margin increase primarily driven by stronger Client segment revenue and product mix

## **OPERATING INCOME (LOSS) Q3 2023**



 GAAP operating income driven by lower amortization of acquisition-related intangible assets, stronger Client segment revenue and product mix, partially offset by increased R&D investments in AI  Non-GAAP operating income flat y/y due to stronger Client segment revenue and product mix, offset by increased R&D investments in AI

1. See Appendices for GAAP to Non-GAAP reconciliation

## EARNINGS PER SHARE<sup>1</sup> Q3 2023





 Non-GAAP EPS of \$0.70, up 4% y/y, primarily driven by stronger Client segment revenue

1. Earnings Per Share (EPS) = Diluted earnings per share; see Appendices for GAAP to Non-GAAP reconciliation

revenue

# Q3 2023 SUMMARY P&L | GAAP

(\$ in millions, except per share data)	Q3'23	Q3'22	Y/Y	Q2'23	Q/Q
Revenue	\$5,800	\$5,565	Up 4%	\$5,359	Up 8%
Gross Profit	\$2,747	\$2,354	Up 17%	\$2,443	Up 12%
Gross Margin	47%	42%	Up 5 ppts	46%	Up 1 ppt
Operating Expenses	\$2,533	\$2,426	Up 4%	\$2,471	Up 3%
Operating Expense/Revenue %	44%	44%	Flat	46%	Down 2 ppts
Operating Income (Loss)	\$224	(\$64)	Up 450%	(\$20)	Up 1,220%
Operating Margin	4%	(1%)	Up 5 ppts	0%	Up 4 ppts
Net Income	\$299	\$66	Up 353%	\$27	Up 1,007%
Earnings Per Share <sup>1</sup>	\$0.18	\$0.04	Up 350%	\$0.02	Up 800%

1. Earnings Per Share (EPS) = Diluted earnings per share

# Q3 2023 SUMMARY P&L | NON-GAAP<sup>1</sup>

(\$ in millions, except per share data)	Q3'23	Q3'22	Y/Y	Q2'23	Q/Q
Revenue	\$5,800	\$5,565	Up 4%	\$5,359	Up 8%
Gross Profit	\$2,963	\$2,776	Up 7%	\$2,665	Up 11%
Gross Margin	51%	50%	Up 1 ppt	50%	Up 1 ppt
Operating Expenses	\$1,697	\$1,520	Up 12%	\$1,605	Up 6%
Operating Expense/Revenue %	29%	27%	Up 2 ppts	30%	Down 1 ppt
Operating Income	\$1,276	\$1,264	Flat	\$1,068	Up 19%
Operating Margin	22%	23%	Down 1 ppt	20%	Up 2 ppt
Net Income	\$1,135	\$1,095	Up 4%	\$948	Up 20%
Earnings Per Share	\$0.70	\$0.67	Up 4%	\$0.58	Up 21%

1. See Appendices for GAAP to Non-GAAP reconciliation; Earnings Per Share (EPS) = Diluted earnings per share







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(Non-GAAP)<sup>1</sup>



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1. See Appendices for GAAP to Non-GAAP reconciliation.



1. Earnings Per Share (EPS) = Diluted earnings per share except for Q1'23 for which basic shares were used



## EARNINGS PER SHARE

(Non-GAAP)<sup>1</sup>



1. See Appendices for GAAP to Non-GAAP reconciliation; Earnings Per Share (EPS) = Diluted earnings per share



## **Q3 2023 SUMMARY BALANCE SHEET ITEMS**

(\$ in millions)	Q3'23	Q2'23	Q/Q
Cash, Cash Equivalents and Short-term Investments	\$5,785	\$6,285	Down 8%
Accounts Receivable, Net	\$5,054	\$4,312	Up 17%
Inventories	\$4,445	\$4,567	Down 3%
Total Debt	\$2,467	\$2,467	Flat

# **Q3 2023 SEGMENT RESULTS**

(\$ in millions)	Q3'23	Q3'22	Y/Y	Q2'23	Q/Q
Data Center					
Net Revenue	\$1,598	\$1,609	Flat	\$1,321	Up 21%
Operating Income	\$306	\$505	Down 39%	\$147	Up 108%
Client					
Net Revenue	\$1,453	\$1,022	Up 42%	\$998	Up 46%
Operating Income (Loss)	\$140	(\$26)	Up 638%	(\$69)	Up 303%
Gaming					
Net Revenue	\$1,506	\$1,631	Down 8%	\$1,581	Down 5%
Operating Income	\$208	\$142	Up 46%	\$225	Down 8%
Embedded					
Net Revenue	\$1,243	\$1,303	Down 5%	\$1,459	Down 15%
Operating Income	\$612	\$635	Down 4%	\$757	Down 19%

## DATA CENTER SEGMENT Q3 2023



Growth in 4<sup>th</sup> Gen EPYC<sup>™</sup> CPU sales offset by decrease in adaptive System-on-Chip (SoC) product sales



**Operating Margin** 

Primarily due to increased R&D investments to support future AI revenue growth and product mix AMDA AMDA AMDA AMDA

#### Strategic Highlights

- Almost 100 new AMD processor-powered cloud instances launched from Amazon, Google, Microsoft, Oracle, Tencent and others
- Enterprise wins in automotive, aerospace, financial services, pharmaceutical and technology
- Launched 4th Gen EPYC "Siena" processors for intelligent edge and telco applications
- Announced acquisitions of Mipsology and Nod.ai to support expanding AI software capabilities
- AMD Instinct<sup>™</sup> MI300A and MI300X GPU production shipments expected during Q4'23

## **CLIENT SEGMENT Q3 2023**





Primarily driven by higher revenue and lower operating expenses

AMDA AMDA RYZEN RYZEN PRN

THREADRIPPER

## Strategic Highlights

- Growth driven by strong demand for Ryzen<sup>™</sup> 7000 series desktop and notebook processors
- More than 50 notebook designs powered by Ryzen AI in market
- Launched first Threadripper<sup>™</sup> PRO workstation CPUs based on "Zen 4" core with Dell, HP and Lenovo announcing workstations powered by new Threadripper **PRO** processors

Ryzen mobile processor sales

## GAMING SEGMENT Q3 2023



Primarily due to decreased semi-custom revenue, partially offset by increased Radeon GPU sales



**Operating Margin** 

Primarily driven by increased Radeon GPU revenue AMDA AMDA RADEON RADEON

### Strategic Highlights

- Launched new Radeon<sup>™</sup> RX 7000 enthusiast desktop GPUs offering leadership price/performance for 1440P gamers
- Launched first AMD RDNA 3 architecturebased mobile GPU enabling desktop-level performance in Alienware's newest m18 gaming laptop

## **EMBEDDED SEGMENT Q3 2023**



49% 49% Q3 2022 Q3 2023 **Operating Income** \$612 Million vs. \$635 Million a year ago

Slight decline in operating income primarily due to higher R&D expenses

AMDA AMDA AMDA AMDA AMDA ALVED VERSAL ZYND RYZEN

### Strategic Highlights

- Launched first AMD adaptive SoCs with onchip HBM memory delivering significant performance and efficiency for data center, network, test and aerospace applications
- Announced next-generation space-grade Versal SoC integrating an enhanced AI Engine
- Launched Alveo accelerator card for fintech market delivering 7x improvement in latency compared to prior generation\*

## FINANCIAL OUTLOOK – NON-GAAP<sup>1</sup>

(\$ in millions)	Q4'23
Revenue	~\$6.1 Billion +/- \$300 Million Increase of ~9% y/y and ~5% q/q
Gross Margin	~51.5%
Operating Expenses	~\$1.74 Billion
Effective Tax Rate	~13% of pre-tax income
Diluted Share Count <sup>2</sup>	~1.63 Billion shares

1. See Cautionary Statement on Slide 2. These forward-looking outlook statements and non-GAAP measures are based on current expectations as of October 31, 2023, and assumptions and beliefs that involve numerous risks and uncertainties. AMD undertakes no intent or obligation to publicly update or revise its outlook statements as a result of new information, future events or otherwise, except as may be required by law. All items, except revenue, are on a non-GAAP basis. Adjustments to arrive at the GAAP financial outlook typically include stock-based compensation, amortization of acquired intangible assets, income tax provision, and other non-recurring items such as impairment charges and acquisition-related costs. The timing and impact of such adjustments are dependent on future events that are typically uncertain or outside of AMD's control, therefore, a reconciliation to equivalent GAAP measures is not practicable at this time.

2. Refer to Diluted Share Count overview in the Appendices

# Q3 2023 SUMMARY<sup>1</sup>

Revenue \$5.8B Up 4% y/y Client Segment Revenue \$1.5B Up 42% y/y Gross Margin 47% Non-GAAP Gross Margin 51% EPS \$0.18 Non-GAAP EPS \$0.70

Y/Y GROWTH IN REVENUE, GROSS MARGIN AND EPS

## STRONG DEMAND FOR 4<sup>TH</sup> GEN EPYC AND RYZEN 7000 PROCESSORS

See Appendices for GAAP to Non-GAAP reconciliation; Earnings Per Share (EPS) = Diluted earnings per share



# AMD COMMITMENT TO ESG



#### Environmental

Advancing environmental solutions in our products, supply chain and operations, while accelerating energy efficiency for IT users

#### Social

Fostering a culture of diversity, belonging and inclusion, partnering with suppliers and positively impacting our communities

#### Governance

Integrating corporate responsibility and governance across product design, supply chain, operations and external engagement

## TOGETHER WE ADVANCE\_CORPORATE RESPONSIBILITY

# **OUR MOMENTUM**

Large and Compelling TAM

Technology Leadership Expanding Data Center and AI Leadership World-Class Execution and Focus

Strong Balance Sheet

## DRIVING LONG-TERM SHAREHOLDER RETURNS

## APPENDICES

#### **RECONCILIATION OF GAAP TO NON-GAAP GROSS PROFIT AND GROSS MARGIN**

(Millions) (Unaudited)	Q3'22	Q4'22	Q1'23	Q2'23	Q3'23
GAAP gross profit	\$ 2,354	\$ 2,403	\$ 2,359	\$ 2,443	\$ 2,747
GAAP gross margin	42%	43%	44%	46%	47%
Stock-based compensation	8	9	8	10	6
Amortization of acquisition-related intangibles	412	443	305	212	210
Acquisition-related and other costs (1)	2	4	3	-	-
Non-GAAP gross profit	\$ 2,776	\$ 2,859	\$ 2,675	\$ 2,665	\$ 2,963
Non-GAAP gross margin	50%	51%	50%	50%	51%

#### **RECONCILIATION OF GAAP TO NON-GAAP OPERATING EXPENSES**

(Millions) (Unaudited)	Q3'23	Q3'22	Q2'23
GAAP operating expenses	\$ 2,533	\$ 2,426	\$ 2,471
GAAP operating expenses/revenue %	44%	44%	46%
Stock-based compensation	347	261	338
Amortization of acquisition-related intangibles	450	590	481
Acquisition-related and other costs <sup>(1)</sup>	39	55	47
Non-GAAP operating expenses	\$ 1,697	\$ 1,520	\$ 1,605
Non-GAAP operating expenses/revenue %	29%	27%	30%

(1) Acquisition-related and other costs primarily comprised of transaction costs, purchase price adjustments for inventory, certain compensation charges, contract termination and workforce rebalancing charges.

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## **APPENDICES**

#### **RECONCILIATION OF GAAP OPERATING INCOME (LOSS) TO NON-GAAP OPERATING INCOME**

(Millions) (Unaudited)		Q3'23	Q3'22	Q2'23
GAAP operating income (loss)	\$	224	\$ (64)	\$ (20)
GAAP operating margin		4%	(1%)	0%
Stock-based compensation		353	269	348
Amortization of acquisition-related intangibles		660	1,002	693
Acquisition-related and other costs (1)		39	57	47
Non-GAAP operating income	\$	1,276	\$ 1,264	\$ 1,068
Non-GAAP operating margin		22%	23%	20%

(1) Acquisition-related and other costs primarily comprised of transaction costs, purchase price adjustments for inventory, certain compensation charges, contract termination and workforce rebalancing charges.

## APPENDICES

#### RECONCILIATION OF GAAP TO NON-GAAP NET INCOME (LOSS) / EARNINGS (LOSS) PER SHARE<sup>(3)</sup>

(Millions, except per share data) (Unaudited)	Q3	'22	Q4	·'22	Q1'23		Q2'23		Q	Q3'23	
GAAP net income (loss) / earnings (loss) per share (3)	\$ 66	\$ 0.04	\$ 21	\$ 0.01	\$ (139)	\$ (0.09)	\$ 27	\$ 0.02	\$ 299	\$ 0.18	
(Gains) losses on equity investments, net	3	_	5	_	(1)	_	3	_	(4)	_	
Stock-based compensation	269	0.16	310	0.19	305	0.19	348	0.21	353	0.22	
Equity income in investee	(4)	_	(3)	_	(1)	_	(6)	_	(3)	_	
Amortization of acquisition-related intangibles	1,002	0.62	1,044	0.65	823	0.51	693	0.42	660	0.41	
Acquisition-related and other costs <sup>(1)</sup>	57	0.04	57	0.04	115	0.07	47	0.03	39	0.02	
Income tax provision	(298)	(0.19)	(321)	(0.20)	(132)	(0.08)	(164)	(0.10)	(209)	(0.13)	
Non-GAAP net income / earnings per share (3)	\$1,095	\$ 0.67	\$1,113	\$ 0.69	\$970	\$ 0.60	\$948	\$ 0.58	\$1,135	\$ 0.70	
Shares used in earnings per share calculation											
Shares used in per share calculation (GAAP) <sup>(2)</sup>		1,625		1,618	518 1,6		1,611 1,6		7 1,629		
Shares used in per share calculation (Non-GAAP) <sup>(2)</sup>		1,625		1,618		1,618		1,627		1,629	

(1) Acquisition-related and other costs primarily comprised of transaction costs, purchase price adjustments for inventory, certain compensation charges, contract termination and workforce rebalancing charges.

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(2) GAAP and non-GAAP diluted EPS include the assumed conversion of the Company's 2026 Convertible Notes under the "if converted" method.

(3) Earnings Per Share (EPS) = Diluted earnings per share except for Q1'23 for which basic shares were used.



#### SHARE COUNT OVERVIEW

Shares (millions) <sup>(1)</sup>		Q4'23
		Estimate
Basic shares	1,616	1,617
Dilutive impact from employee equity grants <sup>(2)</sup>	13	10
Diluted shares	1,629	1,627

The table above provides actual share count for Q3'23 and an estimate of share count to use when calculating GAAP and non-GAAP diluted earnings per share for Q4'23.

(1) Share counts are weighted average shares.

(2) The dilutive impact of employee equity grants is based on the Treasury Stock method and is dependent upon the average stock price during the period. The Q3'23 average stock price was \$108.55. The Q3'23 average stock price of \$108.55 was assumed for Q4'23 average stock price estimates.

## **ENDNOTES**

ALV-10: Testing conducted by AMD Performance Labs as of 8/16/23 on the Alveo UL3524 accelerator card, using Vivado<sup>™</sup> Design Suite 2023.1 and running on Vivado Lab (Hardware Manager) 2023.1. Based on the GTF Latency Benchmark Design configured to enable GTF transceivers in internal near-end loopback mode. GTF TX and RX clocks operate at same frequency of ~644MHz with a 180 degrees phase shift. GTF Latency Benchmark Design measures latency in hardware by latching value of a single free running counter. Latency is measured as the difference between when TX data is latched at the GTF transceiver and when TX data is latched at the GTF receiver prior to routing back into the FPGA fabric. Latency measurement does not include protocol overhead, protocol framing, programmable logic (PL) latency, TX PL interface setup time, RX PL interface clock-to-out, package flight time, and other sources of latency. Benchmark test was run 1,000 times with 250 frames per test. Cited measurement result is based on GTF transceiver "RAW Mode", where PCS (physical medium attachment) of the transceiver passes data 'as-is' to FPGA fabric. Latency measurement is consistent across all test runs for this configuration. System manufacturers may vary configurations, yielding different results. ALV-10

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