

QuickLogic Reports Fiscal 2019 Third Quarter Financial Results

SAN JOSE, Calif., Nov. 6, 2019 /PRNewswire/ -- QuickLogic Corporation (NASDAQ: QUIK) ("QuickLogic" or the "Company"), a developer of ultra-low power multi-core voice-enabled SoCs, embedded FPGA IP, and Endpoint AI solutions, today announced its financial results for the fiscal third quarter of 2019, which ended September 29, 2019.



Recent Highlights

- [Atmosic and QuickLogic Partner](#) to Enable Always-On, Always-Listening Voice Interactivity in Audio and Sensor Processing Platform
- [QuickLogic and Retune DSP](#) Partner to Provide Best-in-Class Low Power Voice Control Solutions
- [Nations Technologies Selects QuickLogic's ArcticPro](#) eFPGA to Power its Next Generation Low Power IoT SoC
- [SensiML Analytics Toolkit](#) Delivers Quick and Easy Anomaly Detection for Industrial Applications
- SensiML Joins the [ST Partner Program](#), Increasing the Number of Supported Low Power MCUs, and Greatly Expanding the Served Available Market for the SaaS-based AI Software
- [QuickLogic Teams with SiFive](#) to Make eFPGA Technology Available via DesignShare Portfolio

Fiscal 2019 Third Quarter Financial Results

Total revenue for the third quarter of fiscal 2019 was \$2.2 million, compared with revenue of \$2.1 million in the second quarter of 2019, and \$3.5 million in the third quarter 2018. The decrease from the third quarter of 2018 was primarily due to lower shipments of mature products and display bridge solutions.

Sales of new products in the third quarter of 2019 were \$1.0 million, compared with \$0.7 million of the second quarter of 2019 and \$1.5 million in the third quarter of 2018. The increase from the second quarter of 2019 was mainly due to an increase of connectivity product revenue. The decline from the same period a year ago was primarily due to a significant decrease in display bridge sales that were not offset by increased revenue from new product sales. Mature product revenue was \$1.1 million in the third quarter of 2019, compared with \$1.4 million in the second quarter of 2019, and \$2.0 million in the third quarter of 2018.

Third quarter 2019 GAAP gross margin was 48.2%, compared with 49.0% in the second quarter of 2019, and 49.7% in the third quarter of 2018.

Third quarter 2019 non-GAAP gross margin was 48.9%, compared with 49.8% in the second quarter of 2019 and 50.5% in the third quarter of 2018.

Third quarter 2019 GAAP operating expenses were \$5.2 million, compared with \$5.6 million in the second quarter of 2019, and \$5.0 million in the third quarter of 2018.

Third quarter 2019 non-GAAP operating expenses were \$4.5 million, compared with \$4.8 million in the second quarter of 2019, and \$4.5 million in the third quarter of 2018.

Third quarter 2019 GAAP net loss was \$4.3 million, or \$0.04 per share, compared with \$4.6 million, or \$0.05 per share, in the second quarter of 2019, and \$3.3 million, or \$0.03 per share, in the third quarter of 2018.

Third quarter 2019 non-GAAP net loss was \$3.5 million, or \$0.03 per share, compared with \$3.8 million, or \$0.04 per share, in the second quarter of 2019, and \$2.7 million, or \$0.03 per share, in the third quarter of 2018.

Please see the language included in the section below titled Non-GAAP Financial Measures for an explanation of the Company's non-GAAP financial measures.

Conference Call

QuickLogic will hold a conference call to discuss its financial results and outlook at 2:30 p.m. Pacific Standard Time / 5:30 p.m. Eastern Standard Time today, November 6, 2019. The conference call will be webcast at QuickLogic's IR Site Events Page. To join the live conference, you may dial 1-888-204-4368 and international participants should dial 1-323-794-2551. A recording of the call will be available starting approximately one hour after completion of the call. To access the recording, please call (412) 317-6671 and reference the passcode 1297797. The call recording will be archived until Wednesday, November 13, 2019, and the webcast will be available for 12 months on the Company's website at <https://ir.quicklogic.com/ir-calendar>.

About QuickLogic

QuickLogic develops low power, multi-core semiconductor platforms and Intellectual Property (IP) for Artificial Intelligence (AI), voice and sensor processing. The solutions include an embedded FPGA IP (eFPGA) for hardware acceleration and pre-processing, and heterogeneous multi-core SoCs that integrate eFPGA with other processors and peripherals. The Analytics Toolkit from the company's wholly-owned subsidiary, SensiML Corporation, completes the end-to-end solution with accurate sensor algorithms using AI technology. The full range of platforms, software tools and eFPGA IP enables the practical and efficient adoption of AI, voice and sensor processing across the multitude of mobile, wearable, hearable, consumer, industrial, edge and endpoint IoT applications. For more information, visit www.quicklogic.com and <https://www.quicklogic.com/blog/>.

QuickLogic uses its website (www.quicklogic.com), the company blog (<https://www.quicklogic.com/blog/>), corporate Twitter account (@QuickLogic_Corp), Facebook page (<https://www.facebook.com/QuickLogic>), and LinkedIn page (<https://www.linkedin.com/company/13512/>) as channels of distribution of information about

its products, its planned financial and other announcements, its attendance at upcoming investor and industry conferences, and other matters. Such information may be deemed material information, and QuickLogic may use these channels to comply with its disclosure obligations under Regulation FD. Therefore, investors should monitor the Company's website and its social media accounts in addition to following the Company's press releases, SEC filings, public conference calls, and webcasts.

Non-GAAP Financial Measures

QuickLogic reports financial information in accordance with United States Generally Accepted Accounting Principles, or U.S. GAAP, but believes that non-GAAP financial measures are helpful in evaluating its operating results and comparing its performance to comparable companies. Accordingly, the Company excludes charges related to stock-based compensation, restructuring, the effect of the write-off of long-lived assets and the tax effect on other comprehensive income in calculating non-GAAP (i) income (loss) from operations, (ii) net income (loss), (iii) net income (loss) per share, and (iv) gross margin percentage. The Company provides this non-GAAP information to enable investors to evaluate its operating results in a manner similar to how the Company analyzes its operating results and to provide consistency and comparability with similar companies in the Company's industry.

Management uses the non-GAAP measures, which exclude gains, losses and other charges that are considered by management to be outside of the Company's core operating results, internally to evaluate its operating performance against results in prior periods and its operating plans and forecasts. In addition, the non-GAAP measures are used to plan for the Company's future periods, and serve as a basis for the allocation of the Company's resources, management of operations and the measurement of profit-dependent cash and equity compensation paid to employees and executive officers.

Investors should note, however, that the non-GAAP financial measures used by QuickLogic may not be the same non-GAAP financial measures, and may not be calculated in the same manner, as that of other companies. QuickLogic does not itself, nor does it suggest that investors should, consider such non-GAAP financial measures alone or as a substitute for financial information prepared in accordance with U.S. GAAP. A reconciliation of U.S. GAAP financial measures to non-GAAP financial measures is included in the financial statements portion of this press release. Investors are encouraged to review the related U.S. GAAP financial measures and the reconciliation of non-GAAP financial measures with their most directly comparable U.S. GAAP financial measures.

Forward Looking Statements

This press release contains forward-looking statements regarding our future business expectations, which are subject to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. These forward-looking statements are only predictions and may differ materially from actual results due to a variety of factors including: delays in the market acceptance of the Company's new products; the ability to convert design opportunities into customer revenue; our ability to replace revenue from end-of-life products; the level and timing of customer design activity; the market acceptance of our customers' products; the risk that new orders may not result in future revenue; our ability to introduce and produce new products based on advanced wafer technology on a timely basis; our ability to adequately market the low power, competitive pricing and short time-to-market of our new products; intense competition, including the introduction of new products by

competitors; our ability to hire and retain qualified personnel; our ability to capitalize on synergies with our newly acquired subsidiary SensiML Corporation; changes in product demand or supply; capacity constraints; general economic conditions; political events, international trade disputes, war, terrorism, natural disasters, public health issues, and other business interruptions that could disrupt supply or delivery of, or demand for, the Company's products; and changes in tax rates and exposure to additional tax liabilities. These and other potential factors and uncertainties that could cause actual results to differ from the results predicted are described in more detail in the Company's public reports filed with the Securities and Exchange Commission (the "SEC"), including the risks discussed in the "Risk Factors" section in the Company's Annual Reports on Form 10-K, Quarterly Reports on Form 10-Q and in the Company's prior press releases, which are available on the Company's Investor Relations website at <http://ir.quicklogic.com/> and on the SEC website at www.sec.gov. In addition, please note that the date of this press release is November 6, 2019, and any forward-looking statements contained herein are based on assumptions that we believe to be reasonable as of this date. We undertake no obligation to update these statements as a result of new information or future events.

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CODE: QUIK-E

- Tables Follow -

QUICKLOGIC CORPORATION
CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS
(in thousands, except per share amounts)
(Unaudited)

	Three Months Ended			Nine Months Ended	
	September 29, 2019	September 30, 2018	June 30, 2019	September 29, 2019	September 30, 2018
Revenue	\$ 2,158	\$ 3,510	\$ 2,087	\$ 7,439	\$ 9,396
Cost of revenue	1,117	1,767	1,065	3,397	4,734
Gross profit	1,041	1,743	1,022	4,042	4,662
Operating expenses:					
Research and development	3,139	2,461	3,215	9,596	7,526
Selling, general and administrative	2,095	2,509	2,340	6,881	7,680
Total operating expense	5,234	4,970	5,555	16,477	15,206
Loss from operations	(4,193)	(3,227)	(4,533)	(12,435)	(10,544)
Interest expense	(63)	(21)	(124)	(270)	(77)
Interest and other income, net	55	17	50	153	26
Loss before income taxes	(4,201)	(3,231)	(4,607)	(12,552)	(10,595)
Provision for (benefit from) income taxes	70	29	27	(171)	119
Net loss	\$ (4,271)	\$ (3,260)	\$ (4,634)	\$ (12,381)	\$ (10,714)
Net loss per share:					
Basic and Diluted	\$ (0.04)	\$ (0.03)	\$ (0.05)	\$ (0.12)	\$ (0.12)
Weighted average shares:					
Basic and Diluted	116,387	94,725	99,226	104,173	87,040

QUICKLOGIC CORPORATION
CONDENSED CONSOLIDATED BALANCE SHEETS
(in thousands)
(Unaudited)

	<u>September 29, 2019</u>	<u>December 30, 2018⁽¹⁾</u>
ASSETS		
Current assets:		
Cash and cash equivalents	\$ 24,722	\$ 26,363
Restricted cash	100	100
Accounts receivable, net	1,259	2,209
Inventories	3,378	3,836
Other current assets	1,506	1,775
Total current assets	<u>30,965</u>	<u>34,283</u>
Property and equipment, net	1,033	1,449
Right of use assets	2,170	-
Intangible assets, net	1,045	-
Goodwill	282	-
Other assets	306	354
TOTAL ASSETS	<u>\$ 35,801</u>	<u>\$ 36,086</u>
LIABILITIES AND STOCKHOLDERS' EQUITY		
Current liabilities:		
Revolving line of credit	\$ 15,000	\$ 15,000
Trade payables	1,004	1,488
Accrued liabilities	1,474	1,903
Current portion of lease obligations	662	316
Total current liabilities	<u>18,140</u>	<u>18,707</u>
Long-term liabilities:		
Lease obligations, less current portion	1,423	108
Other long-term liabilities	-	16
Total liabilities	<u>19,563</u>	<u>18,831</u>
Stockholders' equity:		
Common stock, par value	116	95
Additional paid-in capital	296,317	284,974
Accumulated deficit	(280,195)	(267,814)
Total stockholders' equity	<u>16,238</u>	<u>17,255</u>
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY	<u>\$ 35,801</u>	<u>\$ 36,086</u>

(1) Derived from the December 30, 2018 audited balance sheet included in the 2018 Annual Report on Form 10-K of QuickLogic Corporation.

QUICKLOGIC CORPORATION
SUPPLEMENTAL RECONCILIATIONS OF US GAAP AND NON-GAAP FINANCIAL MEASURES
(in thousands, except per share amounts and percentages)
(Unaudited)

	Three Months Ended			Nine Months Ended	
	September 29, 2019	September 30, 2018	June 30, 2019	September 29, 2019	September 30, 2018
US GAAP loss from operations	\$ (4,193)	\$ (3,227)	\$ (4,533)	\$ (12,435)	\$ (10,544)
Adjustment for stock-based compensation within:					
Cost of revenue	15	30	18	59	99
Research and development	521	220	532	1,708	610
Selling, general and administrative	212	266	241	723	718
Adjustment for the write-off of equipment:					
Selling, general and administrative	—	—	2	2	5
Non-GAAP loss from operations	\$ (3,445)	\$ (2,711)	\$ (3,740)	\$ (9,943)	\$ (9,112)
US GAAP net loss	\$ (4,271)	\$ (3,260)	\$ (4,634)	\$ (12,381)	\$ (10,714)
Adjustment for stock-based compensation within:					
Cost of revenue	15	30	18	59	99
Research and development	521	220	532	1,708	610
Selling, general and administrative	212	266	241	723	718
Adjustment for the write-off of equipment:					
Selling, general and administrative	—	—	2	2	5
Non-GAAP net loss	\$ (3,523)	\$ (2,744)	\$ (3,841)	\$ (9,889)	\$ (9,282)
US GAAP net loss per share	\$ (0.04)	\$ (0.03)	\$ (0.05)	\$ (0.12)	\$ (0.12)
Adjustment for stock-based compensation	0.01	*	0.01	0.02	0.01
Non-GAAP net loss per share	\$ (0.03)	\$ (0.03)	\$ (0.04)	\$ (0.10)	\$ (0.11)
US GAAP gross margin percentage	48.2 %	49.7 %	49.0 %	54.3 %	49.6 %
Adjustment for stock-based compensation	0.7 %	0.8 %	0.8 %	0.8 %	1.1 %
Non-GAAP gross margin percentage	48.9 %	50.5 %	49.8 %	55.1 %	50.7 %

* Figures were not considered for reconciliation due to the insignificant amount.

QUICKLOGIC CORPORATION
SUPPLEMENTAL DATA
(Unaudited)

	Percentage of Revenue			Change in Revenue	
	Q3 2019	Q3 2018	Q2 2019	Q3 2018 to Q3 2019	Q2 2019 to Q3 2019
COMPOSITION OF REVENUE					
Revenue by product: ⁽¹⁾					
New products	47 %	43 %	34 %	(33) %	43 %
Mature products	53 %	57 %	66 %	(42) %	(17) %
Revenue by geography:					
Asia Pacific	25 %	50 %	26 %	(70) %	(2) %
North America	70 %	39 %	51 %	11 %	42 %
Europe	5 %	11 %	23 %	(72) %	(77) %

(1) New products include all products manufactured on 180 nanometer or smaller semiconductor processes, eFPGA IP license, QuickAI and software revenues. Mature products include all products produced on semiconductor processes larger than 180 nanometer.

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