

## Forward looking statements

This document includes forward-looking statements which include statements regarding our business strategy, financial condition, results of operations, and market data, as well as any other statements which are not historical facts. By their nature, forward- looking statements are subject to numerous factors, risks and uncertainties that could cause actual outcomes and results to be materially different from those projected. These factors, risks and uncertainties include the following: market demand and semiconductor industry conditions, our ability to successfully introduce new technologies and products, the demand for the goods into which our products are incorporated, our ability to generate sufficient cash, raise sufficient capital or refinance our debt at or before maturity to meet both our debt service and research and development and capital investment requirements, our ability to accurately estimate demand and match our production capacity accordingly or obtain supplies from third-party producers, our access to production from third-party outsourcing partners, and any events that might affect their business or our relationship with them, our ability to secure adequate and timely supply of equipment and materials from suppliers, our ability to avoid operational problems and product defects and, if such issues were to arise, to rectify them quickly, our ability to form strategic partnerships and joint ventures and successfully cooperate with our alliance partners, our ability to win competitive bid selection processes to develop products for use in our customers' equipment and products, our ability to successfully establish a brand identity, our ability to successfully hire and retain key management and senior product architects; and, our ability to maintain good relationships with our suppliers. In addition, this document contains information concerning the semiconductor industry and our business segments generally, which is forward-looking in nature and is based on a variety of assumptions regarding the ways in which the semiconductor industry, our market segments and product areas will develop. We have based these assumptions on information currently available to us, if any one or more of these assumptions turn out to be incorrect, actual market results may differ from those predicted. While we do not know what impact any such differences may have on our business, if there are such differences, our future results of operations and financial condition, and the market price of the notes, could be materially adversely affected. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak to results only as of the date the statements were made; and, except for any ongoing obligation to disclose material information as required by the United States federal securities laws, we do not have any intention or obligation to publicly update or revise any forward-looking statements after we distribute this document, whether to reflect any future events or circumstances or otherwise. For a discussion of potential risks and uncertainties, please refer to the risk factors listed in our SEC filings. Copies of our filings are available from our Investor Relations department or from the SEC website, www.sec.gov.

## Key Objectives, Strategy and Priorities

Serve the highest growth application segments fueled by key mega-trends
2
Invest in unique HPMS capabilities to power new product engine

Multiple growth drivers across a range of target applications

Continued margin expansion to long-term model levels

Focus on capital structure de-leveraging to drive earnings growth

## Above-market sales growth

## Unparalleled earnings leverage

## Q2 2012 Quarterly Revenue and Operating Income

## GAAP Financial Summary

| (\$ in millions) | $\begin{gathered} \text { Q2 } \\ 2011 \end{gathered}$ | $\begin{gathered} \text { Q1 } \\ 2012 \end{gathered}$ | $\begin{gathered} \text { Q2 } \\ 2012 \end{gathered}$ | $\begin{aligned} & \text { Y-Y Variance } \\ & \text { Q2 '11 - Q2'12 } \end{aligned}$ | Q-Q Variance Q1'12- Q2'12 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Product Revenue | 1,025 | 912 | 1,022 | (3) | 110 |
| All Other | $\underline{96}$ | 66 | $\underline{72}$ | (24) | $\underline{6}$ |
| Total Revenue | 1,121 | 978 | 1,094 | (27) | 116 |
| Gross Profit | 523 | 424 | 538 | 15 | 114 |
| Percent of total revenue | 46.7\% | 43.4\% | 49.2\% | 2.5 pts . | 5.8pts. |
| Operating income | 133 | 55 | 156 | 23 | 101 |
| Percent of total revenue | 11.9\% | 5.6\% | 14.3\% | 2.4pts. | 8.7pts. |

## Quarterly Segment Revenue:



- Quarterly Business Revenue:



## Q2 2012 Financial Reconciliation (GAAP to non-GAAP)

| (\$ in millions, unless otherwise stated) | Q2 2011 | Q1 2012 | Q2 2012 |
| :---: | :---: | :---: | :---: |
| Total Revenue | 1,121 | 978 | 1,094 |
| GAAP Gross Profit | 523 | 424 | 538 |
| Gross profit adjustments | (13) | (9) | 33 |
| Non - GAAP Gross Profit | 536 | 433 | 505 |
| GAAP Gross Margin | 46.7\% | 43.4\% | 49.2\% |
| Non-GAAP Gross Margin | 47.8\% | 44.3\% | 46.2\% |
| GAAP Operating income (loss) | 133 | 55 | 156 |
| Operating income adjustments | (96) | (86) | (48) |
| Non - GAAP Operating income (loss) | 229 | 141 | 204 |
| GAAP Operating Margin | 11.9\% | 5.6\% | 14.3\% |
| Non-GAAP Operating Margin | 20.4\% | 14.4\% | 18.6\% |
| GAAP Financial income (expense) | (19) | (73) | (178) |
| Financial income adjustments | 60 | 3 | (108) |
| Non - GAAP Financial income (expense) | (79) | (76) | (70) |
| GAAP Income tax benefit (expense) | - | 5 | (7) |
| Adjustments | 7 | 9 | (2) |
| Non - GAAP Cash tax (expense) ${ }^{(1)}$ | (7) | (4) | (5) |
| GAAP Net income (loss) attributable to shareholders | 84 | (24) | $(90)^{(2)}$ |
| Net income (loss) adjustments | (46) | (72) | (203) ${ }^{(3)}$ |
| Non - GAAP Net income (loss) attributable to shareholders | 130 | 48 | $113{ }^{(4)}$ |
| GAAP Diluted net income (loss) per share attributable to shareholders | 0.33 | (0.10) | (0.36) |
| Non - GAAP Diluted net income (loss) per share attributable to shareholders | 0.51 | 0.19 | 0.45 |

1. Cash income taxes paid during the period
2. Includes:

Stock-based compensation expense: \$15M
3. Includes:

- PPA effects: (\$73M);
- Restructuring: (\$1);
- Other incidentals: (\$20M);
- Other adjustments: \$46M
- Foreign exchange gain (loss) on debt: (\$104M);
- Other financial expense: (\$4M);
- Results relating to equityaccounted investees: (\$45M)
- Difference between book and cash income tax: (\$2M)

4. Includes:

- Stock-based compensation expense: \$11M


## Q2 2012 Business Segment Performance

## GAAP Financial Summary

| HPMS <br> (\$ in millions) | $\begin{gathered} \text { Q2 } \\ 2011 \end{gathered}$ | $\begin{gathered} \text { Q1 } \\ 2012 \end{gathered}$ | $\begin{gathered} \text { Q2 } \\ 2012 \end{gathered}$ | Y-Y | Q-Q | STDP (\$ in millions) | $\begin{gathered} \text { Q2 } \\ 2011 \end{gathered}$ | $\begin{gathered} \text { Q1 } \\ 2012 \end{gathered}$ | $\begin{gathered} \text { Q2 } \\ 2012 \end{gathered}$ | Y-Y | Q-Q |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue | 779 | 710 | 803 | 3.1\% | 13.1\% | Revenue | 246 | 202 | 219 | (11.0\%) | 8.4\% |
| Gross Profit | 433 | 364 | 465 | 7.4\% | 27.7\% | Gross Profit | 92 | 58 | 66 | (28.3\%) | 13.8\% |
| Gross Margin | 55.6\% | 51.3\% | 57.9\% | 2.3pts | 6.6pts | Gross Margin | 37.4\% | 28.7\% | 30.1\% | (7.3pts) | 1.4pts |
| Operating income | 112 | 71 | 159 | 42.0\% | 123.9\% | Operating income | 47 | 9 | 18 | (61.7\%) | 100.0\% |
| Operating Margin | 14.4\% | 10.0\% | 19.8\% | 5.4pts | 9.8pts | Operating Margin | 19.1\% | 4.5\% | 8.2\% | (10.9pts) | 3.7pts |

Non-GAAP Financial Summary

| HPMS <br> (\$ in millions) | $\begin{gathered} \text { Q2 } \\ 2011 \end{gathered}$ | $\begin{gathered} \text { Q1 } \\ 2012 \end{gathered}$ | $\begin{gathered} \text { Q2 } \\ 2012 \end{gathered}$ | Y-Y | Q-Q | STDP <br> (\$ in millions) | $\begin{gathered} \text { Q2 } \\ 2011 \end{gathered}$ | $\begin{gathered} \text { Q1 } \\ 2012 \end{gathered}$ | $\begin{gathered} \text { Q2 } \\ 2012 \end{gathered}$ | Y-Y | Q-Q |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Gross Profit | 433 | 366 | 428 | (1.2\%) | 16.9\% | Gross Profit | 93 | 59 | 67 | (28.0\%) | 13.6\% |
| Gross Margin | 55.6\% | 51.5\% | 53.3\% | (2.3pts) | 1.8pts | Gross Margin | 37.8\% | 29.2\% | 30.6\% | (7.2pts) | 1.4pts |
| Operating income | 166 | 123 | 176 | 6.0\% | 43.1\% | Operating income | 63 | 22 | 32 | (49.2\%) | 45.5\% |
| Operating Margin | 21.3\% | 17.3\% | 21.9\% | 0.6pts | 4.6pts | Operating Margin | 25.6\% | 10.9\% | 14.6\% | (11.0pts) | 3.7pts |

## NXP Business Trends

## Revenue



Non-GAAP Operating Margin


## Non-GAAP Gross Margin



Adj. EBITDA Margin


## Business Segment Revenue and Margin Trends



STD Products


## HPMS Revenue Business Trends ${ }^{n i *}$ (\$M)





## Portable and Computing

 Note:1. 4Q10 numbers based on consistent approach used in prior periods
 periods have been realigned to conform with new end market definitions

## Cash Flow Overview (\$ in millions)

|  | $\begin{gathered} \text { Q2 } \\ 2011 \end{gathered}$ | $\begin{gathered} \text { Q1 } \\ 2012 \end{gathered}$ | $\begin{gathered} \text { Q2 } \\ 2012 \end{gathered}$ |
| :---: | :---: | :---: | :---: |
| Net cash provided by (used for) operating activities | 81 | 97 | 269 |
| Net cash provided by (used for) investing activities | (71) | (45) | (82) |
| Net cash provided by (used for) financing activities | (39) | (28) | (79) |
| Net cash provided by (used for) continuing operations | (29) | 24 | 108 |
| Net cash provided by (used for) discontinued operations | (8) | - | (45) |
| Effects of changes in exchange rates on cash position | 9 | 15 | (8) |
| Increase (decrease) in cash and cash equivalents | (28) | 39 | 55 |
| Cash and cash equivalents at beginning of the period | 895 | 743 | 782 |
| Cash and cash equivalents at end of period | 867 | 782 | 837 |
| Less cash - discontinued operations | (8) | - | - |
| Cash and cash equivalents at end of period - continuing operations | 859 | 782 | 837 |

1. Dividends paid to non-controlling interests have been reclassified from operating activities to financing activities to align with the guidance provided by ASC Topic 810 that classifies non-controlling interests within equity.

## Adjusted EBITDA (\$ in millions)

|  | $\begin{gathered} \text { Q2 } \\ 2011 \end{gathered}$ | $\begin{gathered} \text { Q1 } \\ 2012 \end{gathered}$ | $\begin{gathered} \text { Q2 } \\ 2012 \end{gathered}$ |
| :---: | :---: | :---: | :---: |
| Net income (loss) | 97 | (11) | (74) |
| Income (loss) on discontinued operations | (2) | 1 | - |
| Income (loss) on continuing operations | 99 | (12) | (74) |
| Reconciling items to EBITDA |  |  |  |
| Financial (income) expense | 19 | 73 | 178 |
| (Benefit) provision for income taxes | - | (5) | 7 |
| Depreciation | 72 | 63 | 62 |
| Amortization | 71 | 71 | 77 |
| EBITDA | 261 | 190 | 250 |
| Results of equity-accounted investees | 15 | (1) | 45 |
| Restructuring ${ }^{1}$ | 7 | 7 | 1 |
| Other incidental items ${ }^{1}$ | 16 | 9 | 19 |
| Other adjustments | - | - | (46) |
| Adjusted EBITDA | 299 | 205 | 269 |
| Trailing 12-month Adjusted EBITDA | 1,164 | 1,004 | 974 |
| 1. Excluding depreciation PP\&E related to |  |  |  |
| Restructuring | 1 | 1 | - |
| Other incidental items | - | - | 1 |

## Debt Summary July 24, 2012


_Interest Coverage (Non-GAAP Op Inc/Interest Exp.)

## Working Capital Ratios

## DSO



Q1 10 Q2 10 Q3 10 Q4 10 Q1 11 Q2 11 Q3 $11 \quad$ Q4 $11 \quad$ Q1 12 Q2 12

## DIO



## DPO



Q1 $10 \quad$ Q2 10 Q3 10 Q4 10 Q1 11 Q2 11 Q3 11 Q4 $11 \quad$ Q1 12 Q2 12

## Cash Conversion Cycle



## Automotive (AUTO) - HPMS Leader

## 2011 Revenue = \$930M, 24\% Product Revenue, Flat Y-Y



## Highlights

- Secular market trends and characteristics
- Focus on reduced $\mathrm{CO}_{2}$, mobility and convenience
- High barriers to entry and long product life-cycles
- Auto electronics market to grow above market
- High growth in BRIC countries
- Market leader for > 80\% of automotive revenue
- \#3 in China, \#5 world-wide
- Focus on high margin segments
- Recent innovations to drive growth
- First multi-standard digital software-defined radio
- First single-chip digital radio for terrestrial radio
- First with new "Flexray" in-car networking standard



## Identification (IDEN) - Industry Leader

2011 Revenue = \$698M, 18\% Product Revenue, Up 19\% Y-Y


## Emerging Growth Engines



Aligned with Market Leaders
 NロI<IA SOMTY sake.believe snmsung $\longmapsto$

Giesecke \& Devrient

## Highlights

- Secular market trends and solutions
- Electronic Mobile Payments $\rightarrow$ Smart $\mathbf{M X}^{\text {M }}$
$\square$ Security \& Trusted Access $\rightarrow$ Smart@ID ${ }^{\text {TM }}$
- Secure Connected Mobility $\rightarrow$ MIFARE ${ }^{\text {тм }}$
- Counterfeit prevention
- Market leader and innovator in identification market
- Co-inventor of NFC with broad IP patent portfolio
- Leader in field proven contactless interoperability
- Proven vendor with complete NFC solution
- Strategic collaboration with Google
- Recent innovations to drive growth
- NXP is driving broad-based NFC ecosystem adoption
- Authentication / Product tagging for inventory control
- New opportunities: e-metering, car control, telematics...



## Infrastructure and Industrial (I \& I) - Focused Leader in Multi-market RF

 2011 Revenue = \$617M, 16\% Product Revenue, Down 3\% Y-Y
## Key Positions



High Performance RF - Cellular basestations

Silicon Tuners - DTV, STB, and Cable Modem

Power and Lighting Solutions
Lighting Drivers - LED and CFL
High Voltage Power Supply for Notebook
Low Voltage Power Supply for Consumer devices
Emerging Growth Engines


Aligned with Market Leaders


## Highlights

- Secular market trends
- Mobile data usage driving cellular base-station upgrade
- Increased demand for energy efficient lighting
- Emerging market for centralized smart grid control
- Market leader
- Market leader in RF silicon tuners for DTV/STB/CMTS
- Innovator of GreenChip high voltage power supply
- Innovator in low power networked environmental control
- Lighting control (CFL and LED)
- Low power RF -wireless access (IEEE 802.15)
- Recent innovations to drive growth
- Smart home RF connectivity
- Focus on low voltage power supply
- Personal Health portfolio based on low power RF



## Portable and Computing (P \& C) - Focused on Mobile Communications

## 2011 Revenue = \$661M, 17\% Product Revenue, Down 4\% \%-Y

## Key Positions



## Aligned with Market Leaders



## Highlights

- Secular market trends
- Increased demand for energy efficiency
- Low power mixed-signal integration
- Shift toward embedded ARM-architecture
- Multi- market leader
- High-speed interface product portfolio focused on
- Portable applications
- Enterprise computing applications
- 32-bit ARM MCU
- Focused on ARM M0, M3, M4 cores
- Leverage broad analog interface IP portfolio
- Industrial, white goods and mobile focus
- Broad general purpose logic
- Emerging load-switching opportunities
- Recent innovations to drive growth
- High-speed system management
- Voltage level shifting
- Mobile-LED lighting management
- Semi-custom high-speed interface products
- Leveraging IP and applications knowledge


## Standard Products

- NXP's Standard Products portfolio provides solutions for energy efficiency and system protection leveraging expertise in component integration and packaging

Commitment to quality - product failure rate measured in parts per billion (ppb)
"Approximately 45\% of all Standard Products are "designed-in"
Design-in margin profile better than SP average, with lower annual ASP erosion

- Benefits of Standard Products to HPMS segment
, Strong distribution footprint: \#2 supplier worldwide, providing broad customer reach
- Vast in-house manufacturing output (>70B units/yr) results in packaging innovation and scale
Discretes

[^0]
## Guidance for the Third Quarter of $2012^{(1)}$

|  | Guidance Range |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Low |  | Mid |  | High |  |
| Product Revenue | \$ | 1,083 | \$ | 1,114 | \$ | 1,145 |
| Q-Q |  | 6\% |  | 9\% |  | 12\% |
| Mfg. \& Other Revenue | \$ | 60 | \$ | 60 | \$ | 60 |
| Total Revenue | \$ | 1,143 | \$ | 1,174 | \$ | 1,205 |
| Q-Q |  | 4\% |  | 7\% |  | 10\% |
| Non-GAAP Gross Profit | \$ | 526 | \$ | 546 | \$ | 567 |
| Non-GAAP Gross Margin |  | 46.0\% |  | 46.5\% |  | 47.0\% |
| Non-GAAP Operating Income | \$ | 217 | \$ | 235 | \$ | 253 |
| Non-GAAP Operating Margin |  | 19.0\% |  | 20.0\% |  | 21.0\% |
| Interest Expense | \$ | 68 | \$ | 68 | \$ | 68 |
| Cash Taxes | \$ | 9 | \$ | 11 | \$ | 12 |
| Non-controlling Interest | \$ | 12 | \$ | 14 | \$ | 16 |
| Non-GAAP Net Income | \$ | 128 | \$ | 142 | \$ | 157 |
| Ave. Diluted Shares |  | 254 |  | 254 |  | 254 |
| Non - GAAP EPS | \$ | 0.50 | \$ | 0.56 | \$ | 0.62 |

## Product Revenue trends at the mid-point of 3Q12 guidance:

1. Automotive is expected to be about flat
2. Identification is expected be up approximately $10 \%$
3. Infrastructure and Industrial is expected to be up low teens
4. Portable and Computing are expected to be above 20\%;
5. Standard Products is expected to be about flat
[^1]
## Target Financial Model

|  | HPMS Target | SP Target ${ }^{(1)}$ | NXP Target ${ }^{(2)}$ |
| :---: | :---: | :---: | :---: |
| Revenue | > Market Growth | @ Market Growth | > Market growth |
| Product Revenue Mix | >80\% | <20\% |  |
| Fixed COGS | ~50\% | ~50\% | ~50\% |
| Non-GAAP Gross Margin | 58-63\% | 33-39\% | 52-56\% |
| Operating Expenses | 31-34\% | 14-18\% | 28-31\% |
| Non-GAAP Operating Margin | 24-29\% | 18-23\% | 23-28\% |
| Long-term Tax Rate |  |  | 12\%-14\% ${ }^{(3)}$ |
| Capex |  |  | $\sim 5 \%$ over a cycle |
| NWC |  |  | DSO 40-45 Days DIO 75-85 Days DPO 70-80 Days |
| Depreciation |  |  | 6-7\% of sales, decreasing |
| Net Debt / adj. EBITDA |  |  | Investment grade |

## Notes:

1. Reflects new target operating model for Standard Products after divestment of Sound Solutions business
2. Non-product Manufacturing, Corporate and Other business to be less than $10 \%$ total revenue at target
3. Cash taxes are expected to be $\$ 40-\$ 60$ million per year for next several years as NXP utilizes tax loss carry-forwards

## New End-market Business Partition ${ }^{(12)}(\$ \mathrm{M})$

## NEW Partition

## Infrastructure and Industrial



Portable and Computing

OLD Partition

Wireless Infrastructure, Lighting and Industrial
Mobile, Consumer and Computing


Note:

1. 4Q10 numbers based on consistent approach used in prior periods
 periods have been realigned to conform with new end market definitions

## New End-market Business Partition - Product Level

## NEW Partition

## Infrastructure and Industrial

## Portable and Computing

Products included

- High Performance RF
- Power and Lighting solutions
- Silicon Front-end Tuners

Products included

- High Speed Interface
- 32-bit ARM MCU
- General Purpose Logic
- Emerging RF products

Products included

- High Performance RF
- Lighting solutions
-32-bit ARM MCU

Products included

- High Speed Interface
- Power solutions
- Silicon Front-end Tuners
- General Purpose Logic
- Emerging RF products



[^0]:    Sources:\#2 WW distribution based on Lively Report, \#2 Small Signal from WSTS market size, \#1 in Pure ESD from IMS Research Apr-2011

[^1]:    
    
    
    
    
    
     or taxes in future periods, management believes that GAAP financial measures are not available for NXP on a forward looking basis.

