Kulicke \& Soffa Industries, Inc

## Kulicke \& Soffa Reports Results for its Third Fiscal Quarter 2009

FORT WASHINGTON, Pa., Jul 29, 2009 (BUSINESS WIRE) -- Kulicke \& Soffa Industries, Inc. (NASDAQ:KLIC) ("K\&S") today announced results for the quarter ended June 27, 2009. The Company reported net revenue from continuing operations of $\$ 52.1$ million and a loss from continuing operations of $\$ 13.9$ million, or $\$ 0.23$ per share. This press release contains both GAAP and non-GAAP information.

On a non-GAAP* basis, the Company reported third quarter net revenue from continuing operations of $\$ 52.1$ million and a loss from continuing operations of $\$ 12.2$ million, or $\$ 0.20$ per share.

GAAP Results:

| (Dollar amounts in thousands except EPS) | Q3 2009 | Change vs. Q2 <br> 2009 | Change vs. Q3 <br> Net Revenue |
| :--- | :--- | :--- | :--- |
| Gross Profit | $\$ 52,076$ | $106 \%$ | $-28 \%$ |
| Gross Margin | $\$ 19,669$ | $144 \%$ | $-34 \%$ |
| Net Income (Loss) from continuing operations | $37.8 \%$ | 589 bps | $(13,858)$ |
| Net Margin | $-26.6 \%$ | $10,474 \mathrm{bps}$ | $(2,007) \mathrm{bps}$ |
| EPS - Basic and Diluted from Continuing | $\$(0.23)$ | $57 \%$ | $-156 \%$ |
| Operations |  |  |  |
|  |  |  |  |
| Non-GAAP Measures: |  |  |  |
| (Dollar amounts in thousands except EPS) | Q3 2009 | Change vs. Q2 | Change vs. Q3 |
| Net Revenue | $\$ 52,076$ | $106 \%$ | 2008 |
| Gross Profit | $\$ 19,709$ | $144 \%$ | $-28 \%$ |
| Gross Margin | $37.8 \%$ | 585 bps | $-34 \%$ |
| Net Income (Loss) from continuing operations | $\$(12,244)$ | $53 \%$ | $(320) \mathrm{bps}$ |
| Net Margin | $-23.5 \%$ | $7,905 \mathrm{bps}$ | $-209 \%$ |
| EPS - Basic and Diluted from Continuing | $\$(0.20)$ | $53 \%$ | $(1,805) \mathrm{bps}$ |
| Operations |  |  |  |

*Non-GAAP measures exclude equity-based compensation, amortization of intangibles, cost of severance, goodwill impairment, Swiss pension curtailment, valuation allowance adjustments and related tax effects from expenses, and debt extinguishment (see reconciliations of GAAP results to Non-GAAP measures in the following financial schedules).

Commenting on the results, Scott Kulicke, Chairman and Chief Executive Officer said "The industry is experiencing a faster and more broad-based recovery than any of us would have predicted even a few months ago. Increases in IC unit output have driven improvements in our customers' capacity utilization and in increased demand across nearly all our business units. This momentum has carried into our September quarter, resulting in our revenue forecast of $\$ 85$ to $\$ 90$ million."

Other Financial Details

- On a non-GAAP basis, operating expenses were $\$ 31.5$ million, down $\$ 2.2$ million from the March quarter.
- The Company ended the quarter with total cash, cash equivalents and short term investments of $\$ 117.3$ million.


## Highlights

- Ball bonder revenue increased 332\% over March quarter levels. Approximately $20 \%$ of ball bonder units shipped in the June quarter were to the LED market. We continue to optimize our product portfolio for this important and growing segment.
- Expendable tools sales increased $76 \%$ over the March quarter, consistent with the recovery in customer factory utilization.
- Our wedge bonder business saw an increase in customer activity during the June quarter, with sales of wedge bonding tools up significantly and customer interest in wedge bonder equipment increasing.
- Transition of final finishing for our capillaries production to our plant in China is proceeding, and we expect will be complete by the end of our September quarter.


## Outlook for Fourth Fiscal Quarter 2009

Net revenue is expected to be in the range of $\$ 85$ to $\$ 90$ million.

## Earnings Conference Call Details

A conference call and simultaneous audio webcast will be held today, July 29, 2009 beginning at 9:00 am (ET). Interested parties may call (877) 407-8037 or (201) 689-8037, log on to http://www.kns.com/investors/events for listen-only mode. A replay will be available approximately one hour after the completion of the call by calling toll-free (877) 660-6853 or internationally (201) 612-7415 and using the following replay access codes: 5521 (account number) and 327979 (replay ID number). A replay will also be available on the K\&S website at http://www.kns.com/investors/events. The replay will be available via phone and website for a limited time.

## Discussion of Non-GAAP Measures

This press release contains non-GAAP financial measures as a supplement to the consolidated financial results presented in accordance with GAAP. The Company believes certain non-GAAP measures provide investors with an additional, useful perspective on the Company's performance as seen through the eyes of management. Management uses non-GAAP financial measures along with GAAP financial results for: analyzing the performance of the Company's businesses; strategic and tactical decision making; and determining compensation. The Company does not consider non-GAAP financial measures to be a substitute for, or superior to, financial results presented in accordance with GAAP. All of the non-GAAP financial
measures included herein are reconciled to the most directly comparable GAAP results in the following financial statements. These non-GAAP measures may be calculated differently from non-GAAP measures used by other companies. In addition, these non-GAAP financial measures are not based on a comprehensive set of accounting rules or principles and some of the adjustments reflect the exclusion of items that are recurring and will be reflected in the Company's GAAP financial results for the foreseeable future.

## Exclusions from GAAP Results

The Company excludes the following from its GAAP results in presenting non-GAAP financial measures:

- Equity-based compensation expenses. In accordance with Statement of Financial Accounting Standards ("SFAS") No. 123R, Share Based Payments, the Company recognizes the fair value of its equity-based compensation in expenses. Equity-based compensation consists of common stock, stock options and restricted stock granted under the Company's equity compensation plans. Equity-based compensation is a non-cash expense that can vary significantly in amount from period to period.
- Other. The exclusion of certain other non-GAAP amounts allows for improved comparisons of the Company's results to both prior periods and other companies. The Company excludes the following other items from non-GAAP measures as these items are not reflective of the performance of the Company's ongoing businesses:
- Settlement of Israel tax assessment
- Contractual commitments for former Test facilities
- Cost of severance
- Goodwill impairment
- Swiss pension curtailment and U.S. pension plan termination
- Valuation allowance adjustments
- Debt extinguishment
- Amortization of intangibles
- Tax Adjustment. Non-GAAP measures are tax adjusted using the GAAP tax rate associated with each quarterly period. The tax rate is calculated by dividing each quarter's GAAP tax expense by the GAAP net income for that quarter. Non-GAAP year-to-date measures are calculated by summing the associated quarterly non-GAAP measures, without further tax adjustments.


## Non-GAAP Measures

The specific non-GAAP measures included herein are gross profit, gross margin, net income (loss), net margin, and EPS. The Company calculates these measures as follows:

- Gross Profit. K\&S non-GAAP gross profit excludes the effects of equity-based compensation expense recorded within cost of sales.
- Gross Margin. K\&S non-GAAP gross margin excludes the impact of equity-based compensation expense recorded within cost of sales.
- Net Income (Loss) and Earnings per Share. K\&S non-GAAP net income (loss) and EPS exclude equity-based compensation, contractual commitments for former Test facilities, amortization of intangibles, cost of severance, goodwill impairment, Swiss pension curtailment and U.S. pension plan termination and related tax effects from expenses, debt extinguishment, and settlement of Israel tax assessment from income tax expense.
- Net Margin. K\&S Non-GAAP net margin excludes equity-based compensation, contractual commitments for former Test facilities, amortization of intangibles, cost of severance, goodwill impairment, Swiss pension plan curtailment and U.S. pension plan termination, and related tax effects from expenses, debt extinguishment, and settlement of Israel tax assessment from income tax expense.


## About Kulicke \& Soffa

Kulicke \& Soffa (NASDAQ: KLIC) is a global leader in the design and manufacture of semiconductor assembly equipment. As one of the pioneers of the industry, K\&S has provided customers with market leading packaging solutions for decades. In recent years K\&S has expanded its product offerings through strategic acquisitions, adding die bonding, wedge bonding and a broader range of expendable tools to its core ball bonding products. Combined with its extensive expertise in process technology, K\&S is well positioned to help customers meet the challenges of assembling the next-generation semiconductor devices. (www.kns.com)

## Caution Concerning Forward Looking Statements

In addition to historical statements, this press release contains statements relating to future events and our future results. These statements are "forward-looking" statements within the meaning of the Private Securities Litigation Reform Act of 1995, and include, but are not limited to, statements that relate to continuing recovery in the semiconductor equipment industry, increased customer activity, capacity utilization in customer factories, growth of the LED ball bonder market and future revenue, demand for our products and product development. While these forward-looking statements represent our judgments and future expectations concerning our business, a number of risks, uncertainties and other important factors could cause actual developments and results to differ materially from our expectations. These factors include, but are not limited to: difficult global economic conditions, which could result in, among other things, sharply lower demand for products containing semiconductors and for the Company's products, and disruption of capital and credit markets; the risk of failure to successfully manage our operations; the risk of failure to successfully integrate Orthodyne; the risk that anticipated customer orders may not materialize or that orders received may be postponed or canceled, generally without charges; the volatility in the demand for semiconductors and our products and services; the risk that we may not be able to develop and manufacture new products and product enhancements on a timely and cost effective basis; acts of terrorism and violence; risks, such as changes in trade regulations, currency fluctuations, political instability and war, associated with a substantial foreign customer and supplier base and substantial foreign manufacturing operations; and the factors listed or discussed in Kulicke and Soffa Industries, Inc. 2008 Annual Report on Form 10-K and our other filings with the Securities and Exchange Commission. Kulicke \& Soffa Industries is under no obligation to (and expressly disclaims any obligation to) update or alter its forward-looking statements whether as a result of new information, future events or otherwise.

KULICKE \& SOFFA INDUSTRIES, INC. CONSOLIDATED STATEMENTS OF OPERATIONS
(In thousands, except per share and employee data)
(Unaudited)

|  | H200828, | Leroeg 27, | H200828, | Herog 27, |
| :---: | :---: | :---: | :---: | :---: |
| Net revenue | \$72,507 | \$52,076 | \$ 266,820 | \$ 114,724 |
| Cost of sales | 42,805 | 32,407 | 157,893 | 73,082 |
| Gross profit | 29,702 | 19,669 | 108,927 | 41,642 |
| Selling, general and administrative | 22,180 | 21,887 | 67,052 | 79,575 |
| Research and development | 15,012 | 12,264 | 45,234 | 40,922 |
| Impairment of goodwill | - | - | - | 2,709 |
| U.S. pension plan termination | - | - | 9,152 | - |
| Total operating expenses | 37,192 | 34,151 | 121,438 | 123,206 |
| Loss from operations | $(7,490)$ | $(14,482)$ | $(12,511)$ | (81,564) |
| Interest income | 968 | 75 | 3,728 | 1,022 |
| Interest expense | (850 ) | (607 ) | (2,607 ) | (1,981 ) |
| Gain on extinguishment of debt | - | - | 170 | 3,965 |
| Loss from continuing operations before income taxes | (7,372) | $(15,014)$ | (11,220) | (78,558) |
| Benefit for income taxes | $(2,629)$ | (1,156 ) | $(2,618)$ | $(13,314)$ |
| Loss from continuing operations | $(4,743)$ | $(13,858)$ | (8,602 ) | $(65,244)$ |
| Income from discontinued operations, net of tax | 2,946 | - | 17,033 | 22,727 |
| Net income (loss) | \$(1,797 ) | \$ $(13,858)$ | \$8,431 | \$ (42,517) |
| Loss per share from continuing operations: |  |  |  |  |
| Basic | \$(0.09 ) | \$(0.23 ) | \$(0.16 ) | \$(1.07 ) |
| Diluted | \$(0.09 ) | \$(0.23 ) | \$(0.16 ) | \$(1.07 ) |
| Income from share of discontinued operations: |  |  |  |  |
| Basic | \$ 0.06 | \$- | \$0.32 | \$ 0.37 |
| Diluted | \$ 0.06 | \$- | \$0.32 | \$0.37 |
| Net income (loss) per share: |  |  |  |  |
| Basic | \$(0.03 ) | \$(0.23 ) | \$ 0.16 | \$(0.70 ) |
| Diluted | \$(0.03 ) | \$(0.23 ) | \$0.16 | \$(0.70 ) |
| Weighted average shares outstanding: |  |  |  |  |
| Basic | 53,528 | 61,220 | 53,392 | 60,908 |
| Diluted | 53,528 | 61,220 | 53,392 | 60,908 |
| Equity-based compensation expense included in continuing operations: |  |  |  |  |
| Cost of sales | \$ 58 | \$40 | \$187 | \$39 |
| Selling, general and administrative | 884 | 499 | 3,198 | 248 |
| Research and development | 234 | 237 | 1,250 | 475 |
| Total | \$ 1,176 | \$776 | \$4,635 | \$762 |
| Additional financial data: | Three mon June 28, 2008 | ths ended June 27, 2009 | Nine month June 28, 2008 | $\begin{aligned} & \text { ns ended } \\ & \text { June } 27 \text {, } \\ & 2009 \end{aligned}$ |
| Depreciation and amortization |  |  |  |  |
| Continuing operations | \$2,155 | \$5,137 | \$6,744 | \$ 16,372 |
| Discontinued operations | \$255 | \$- | \$727 | \$- |
| Capital expenditures |  |  |  |  |
| Continuing operations | \$ 1,620 | \$ 1,053 | \$6,306 | \$4,399 |
| Discontinued operations | \$- | \$- | \$119 | \$- |
|  |  |  | $\begin{aligned} & \text { June 28, } \\ & 2008 \end{aligned}$ | $\begin{aligned} & \text { June 27, } \\ & 2009 \end{aligned}$ |
| Backlog of orders |  |  |  |  |
| Continuing operations |  |  | \$62,000 | \$38,000 |
| Discontinued operations |  |  | \$22,000 |  |

Number of employees

Note - Statements of operations and additional financial data reflect accounting for the sale of the company's Wire business as a discontinued operation in accordance with the requirements of FAS 144.

KULICKE \& SOFFA INDUSTRIES, INC.
CONSOLIDATED BALANCE SHEETS
(In thousands)
(Unaudited)

| September | June 27, |
| :--- | :--- |
| 27, | 2009 |

ASSETS

CURRENT ASSETS

| Cash and cash equivalents | $\$ 144,932$ | $\$ 114,687$ |
| :--- | :--- | :--- |
| Restricted cash | 35,000 | 281 |
| Short-term investments | 6,149 | 2,317 |
| Accounts and notes receivable, net of allowance for doubtful | 56,643 | 50,542 |
| accounts of \$1,376 and \$1,784 respectively | 27,236 | 42,103 |
| Inventories, net | 18,729 | 10,508 |
| Prepaid expenses and other current assets | 2,118 | 1,162 |
| Deferred income taxes | 127,958 | - |
| Current assets of discontinued operations | 418,765 | 221,600 |
| TOTAL CURRENT ASSETS |  |  |
|  | 36,900 | 38,250 |
| Property, plant and equipment, net | 386 | 51,647 |
| Intangible assets | 2,709 | 26,698 |
| Goodwill | 5,468 | 5,767 |
| Other assets | 32,909 | - |
| Non-current assets of discontinued operations | $\$ 497,137$ | $\$ 343,962$ |

LIABILITIES AND SHAREHOLDERS' EQUITY
CURRENT LIABILITIES

| Current portion of long term debt | $\$ 72,412$ | $\$-$ |
| :--- | :--- | :--- |
| Accounts payable | 25,028 | 20,682 |
| Accrued expenses and other current liabilities | 27,255 | 30,689 |
| Income taxes payable | 569 | 586 |
| Current liabilities of discontinued operations | 34,411 | - |
| TOTAL CURRENT LIABILITIES | 159,675 | 51,957 |
| Long term debt | 175,000 | 158,964 |
| Other liabilities | 37,780 | 10,666 |
| Deferred income taxes | 21,591 | 15,319 |
| Other liabilities of discontinued operations | 624 | - |
| TOTAL LIABILITIES | 394,670 | 236,906 |

SHAREHOLDERS' EQUITY
$\begin{array}{lll}\text { Common stock, no par value } & \text { 295,841 } & \text { 343,534 }\end{array}$
Treasury stock, at cost
$(46,118)(46,118)$
Accumulated deficit
$(149,465) \quad(191,982)$
Accumulated other comprehensive income

TOTAL SHAREHOLDERS' EQUITY

TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY

2,209 1,622

102,467 107,056
\$497,137 \$343,962

KULICKE \& SOFFA INDUSTRIES, INC.
CONSOLIDATED STATEMENTS OF CASH FLOWS
(In thousands)
(Unaudited)

| Three months ended | Nine months ended |  |  |
| :--- | :--- | :--- | :--- |
| June 28, | June 27, | June 28, | June 27, |
| 2008 | 2009 | 2008 | 2009 |


| Net cash provided by (used in) continuing operations | \$6,961 | \$(11,412) | \$24,936 | \$(41,245) |
| :---: | :---: | :---: | :---: | :---: |
| Net cash provided by (used in) discontinued operations | 5,964 | (481 | (1,893 | (1,699 |
| Net cash provided by (used in) operating activities | \$12,925 | \$(11,893) | \$23,043 | \$(42,944) |
| Net cash used in investing activities | (737 | (1,005 | (5,444 | $(52,894)$ |
| Net cash provided by (used in) investing activities, discontinued operations | (53 | ) - | (156 | 149,857 |
| Net cash provided by (used in) investing activities | \$(790 | \$(1,005 | \$(5,600 | \$96,963 |
| Net cash provided by (used in) financing activities | 225 | 51 | (3,287 | (84,304) |
| Effect of exchange rate changes on cash and cash equivalents | 89 | (73 | (531 | 40 |
| Changes in cash and cash equivalents | \$12,449 | \$(12,920) | \$13,625 | \$ $(30,245)$ |
| Cash and cash equivalents, beginning of period | 151,747 | 127,607 | 150,571 | 144,932 |
| Cash and cash equivalents, end of period | \$164,196 | \$114,687 | \$ 164,196 | \$114,687 |
| Short-term investments | 8,560 | 2,317 | 8,560 | 2,317 |
| Restricted cash | 10,000 | 281 | 10,000 | 281 |
| Total Cash, cash equivalents, restricted cash and short-term investments | \$182,756 | \$117,285 | \$182,756 | \$117,285 |

KULICKE \& SOFFA INDUSTRIES, INC.
OPERATING RESULTS BY BUSINESS SEGMENT
(In thousands)
(Unaudited)
Fiscal 2009:

| Three months ended June 27, 2009 | Expendable |  |  |
| :---: | :---: | :---: | :---: |
|  | Equipment | Tools |  |
|  | Segment | Segment | Consolidated |
| Net revenue | \$ 37,544 | \$ 14,532 | \$ 52,076 |
| Cost of sales | 25,612 | 6,795 | 32,407 |
| Gross profit | 11,932 | 7,737 | 19,669 |
| Operating expenses | 28,793 | 5,358 | 34,151 |
| Income (loss) from continuing operations | \$ (16,861 | \$ 2,379 | \$ (14,482 |
| Nine months ended June 27, 2009 |  |  |  |
| Net revenue | \$ 78,180 | \$ 36,544 | \$ 114,724 |
| Cost of sales | 54,833 | 18,249 | 73,082 |
| Gross profit | 23,347 | 18,295 | 41,642 |
| Operating expenses | 102,507 | 17,990 | 120,497 |
| Impairment of goodwill | 2,709 | - | 2,709 |
| Income (loss) from continuing operations | \$ (81,869 | $)$ \$ 305 | \$ $(81,564$ |

Fiscal 2008:
$\left.\begin{array}{lclr} & & \begin{array}{l}\text { Equipment } \\ \text { Expendable }\end{array} \\ \text { Three months ended June 28, 2008 } & & \begin{array}{l}\text { Tools } \\ \text { Segment }\end{array} & \text { Consolidated } \\ \text { Segment } & & & \\ \text { Net revenue } & \$ 59,043 & \$ 13,464 & \$ 72,507 \\ \text { Cost of sales } & 35,954 & 6,851 & 42,805 \\ \text { Gross profit } & 23,089 & 6,613 & 29,702 \\ \text { Operating expenses } & 30,308 & 6,884 & 37,192 \\ \text { Loss from continuing operations } & \$(7,219 & \$(271 & \$(7,490\end{array}\right)$

KULICKE \& SOFFA INDUSTRIES, INC.
CONSOLIDATED STATEMENTS OF OPERATIONS - SUMMARY
COMPARISON OF GAAP RESULTS TO NON-GAAP MEASURES
(In thousands, except share amounts)
(Unaudited)


KULICKE \& SOFFA INDUSTRIES, INC. OPERATING RESULTS BY BUSINESS SEGMENT - SUMMARY COMPARISON OF GAAP RESULTS TO NON-GAAP MEASURES (In thousands)
(Unaudited)

|  | Expendable |  |
| :--- | :--- | :--- |
| Equipment | Tools |  |
| Segment | Segment $\quad$ Consolidated |  |

Fiscal 2009:
Three months ended June 27, 2009
$\left.\begin{array}{lccc}\text { Net revenue } & \$ 37,544 & \$ 14,532 & \$ 52,076 \\ \text { Gross profit } & 11,932 & 7,737 & 19,669 \\ \text { Income (loss) from operations } & (16,861 & \text { ) } 2,379 & (14,482, \\ & & & \\ & & \\ & \text { (Non-GAAP measures) } & \\ & & & \\ & \$ 37,544 & \$ 14,532 & \$ 52,076 \\ \text { Net revenue } & 11,962 & 7,747 & 19,709 \\ \text { Gross profit } & (15,686 & 3,884 & (11,802,\end{array}\right)$

Nine months ended June 27, 2009
(GAAP results)
Net revenue

| Gross profit | 23,347 |  | 18,295 |
| :--- | :--- | :--- | :--- |
| Income (loss) from operations | $(81,869$ ) | 305 | 41,642 |
| (81,564 |  |  |  |


| Net revenue | $\$ 78,180$ | $\$ 36,544$ | $\$ 114,724$ |
| :--- | :---: | :---: | :---: |
| Gross profit | 23,412 | 18,269 | 41,681 |
| Income (loss) from operations | $(66,378$ | ) | 7,092 |

Fiscal 2008:
Three months ended June 28, 2008
(GAAP results)

| Net revenue | \$ 59,043 | \$ 13,464 |  | \$ 72,507 |
| :---: | :---: | :---: | :---: | :---: |
| Gross profit | 23,089 | 6,613 |  | 29,702 |
| Loss from operations | (7,219 | ) (271 | ) | (7,490 |
|  | (Non-GAAP measures) |  |  |  |
| Net revenue | \$ 59,043 | \$ 13,464 |  | \$ 72,507 |
| Gross profit | 23,121 | 6,639 |  | 29,760 |
| Income (loss) from operations | (6,307 | 32 |  | (6,275 |

Nine months ended June 28, 2008
(GAAP results)

| Net revenue | $\$ 224,061$ | $\$ 42,759$ | $\$ 266,820$ |
| :--- | :---: | :---: | :---: |
| Gross profit | 87,511 | 21,416 | 108,927 |
| Income (loss) from operations | $(12,709$ | 198 | $(12,511$ |
|  | (Non-GAAP measures) |  |  |
|  |  |  |  |
|  | $\$ 224,061$ | $\$ 42,759$ | $\$ 266,820$ |
| Net revenue | 87,614 | 21,500 | 109,114 |
| Gross profit | 157 | 1,264 | 1,421 |

KULICKE \& SOFFA INDUSTRIES, INC. CONSOLIDATED STATEMENTS OF OPERATIONS RECONCILIATION OF GAAP RESULTS TO NON-GAAP MEASURES (In thousands, except share amounts) (Unaudited)


| - Gain on extinguishment of debt <br> - Tax settlement benefit |  | - |  |  |  | - |  |  | $\underline{(170}$ |  |  |  | $\begin{aligned} & (3,965 \\ & (12,154 \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| - Other tax adjustments |  | - |  |  |  | (1,047 | ) |  | - |  |  |  | (1,047 |  |
| - Tax effect of non-GAAP adjustments |  | (433 | ) |  |  | (19 | ) |  | (4,460 | ) |  |  | (155 |  |
| Net income (loss) (Non-GAAP measures) |  | (3,961 | ) | -5.5 | \% | (12,244 | ) | -23.5 \% | 700 |  | 0.3 | \% | (60,287 | -52.5 \% |
| Weighted average shares outstanding, continuing operations (GAAP \& Non-GAAP) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Basic |  | 53,528 |  |  |  | 61,220 |  |  | 53,392 |  |  |  | 60,908 |  |
| Diluted |  | 53,528 |  |  |  | 61,220 |  |  | 62,297 |  |  |  | 60,908 |  |
| Net loss per share from continuing operations (GAAP results) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Basic | \$ | (0.09 | ) |  |  | \$ 0.23 | ) |  | \$ (0.16 | ) |  |  | \$(1.07 | ) |
| Diluted | \$ | (0.09 | ) |  |  | \$ (0.23 | ) |  | \$ (0.16 | ) |  |  | \$(1.07 | ) |
| Adjustments to net income per share |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Basic | \$ | 0.02 |  |  |  | \$ 0.03 |  |  | \$ 0.17 |  |  |  | \$ 0.08 |  |
| Diluted | \$ | 0.02 |  |  |  | \$ 0.03 |  |  | \$ 0.18 |  |  |  | \$ 0.08 |  |
| Net income (loss) per share from continuing operations (Non-GAAP measures) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Basic | \$ | (0.07 | ) |  |  | \$ 0.20 | ) |  | \$ 0.01 |  |  |  | \$(0.99 | ) |
| Diluted |  | (0.07 | ) |  |  | \$ (0.20 | ) |  | \$ 0.02 |  |  |  | \$(0.99 | ) |

KULICKE \& SOFFA INDUSTRIES, INC.
OPERATING RESULTS BY BUSINESS SEGMENT
RECONCILIATION OF GAAP RESULTS TO NON-GAAP MEASURES
(In thousands)
(Unaudited)

|  | Expendable |  |  |
| :--- | :--- | :--- | :---: |
| Equipment $\%$ of $\quad$ Tools | \% of |  |  |
| Segment | Revenue Segment | Revenue Consolidated |  |

Fiscal 2009:
Three months ended June 27, 2009

| Net revenue (GAAP results) | 37,544 |  |  | 14,532 |  |  | 52,076 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net revenue (Non-GAAP measures) | 37,544 |  |  | 14,532 |  |  | 52,076 |  |
| Gross profit (GAAP results) | 11,932 | 31.8 | \% | 7,737 | 53.2 | \% | 19,669 |  |
| - Equity-based compensation expense | 30 |  |  | 10 |  |  | 40 |  |
| Gross profit (Non-GAAP measures) | 11,962 | 31.9 | \% | 7,747 | 53.3 | \% | 19,709 |  |
| Income (loss) from operations (GAAP results) | (16,861 | ) -44.9 | \% | 2,379 | 16.4 | \% | (14,482 | ) |
| - Equity-based compensation expense | 588 |  |  | 188 |  |  | 776 |  |
| - Severance plan | (93 | ) |  | 660 |  |  | 567 |  |
| - Pension plan curtailment | (1,446 | ) |  | - |  |  | (1,446 | ) |
| - Amortization of intangibles | 2,126 |  |  | 657 |  |  | 2,783 |  |
| Income (loss) from operations (Non-GAAP measures) | (15,686 | ) -41.8 | \% | 3,884 | 26.7 | \% | (11,802 | ) |

Nine months ended June 27, 2009

| Net revenue (GAAP results) | 78,180 |  | 36,544 |  |  | 114,724 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net revenue (Non-GAAP measures) | 78,180 |  | 36,544 |  |  | 114,724 |
| Gross profit (GAAP results) | 23,347 | 29.9 \% | 18,295 | 50.1 | \% | 41,642 |
| - Equity-based compensation expense | 65 |  | (26 | ) |  | 39 |
| Gross profit (Non-GAAP measures) | 23,412 | 29.9 \% | 18,269 | 50.0 | \% | 41,681 |
| Income (loss) from operations (GAAP results) | (81,869 | ) -104.7\% | 305 | 0.8 | \% | (81,564 |
| - Equity-based compensation expense | 682 |  | 80 |  |  | 762 |
| - Severance plan | 5,041 |  | 2,081 |  |  | 7,122 |
| - Impairment of goodwill | 2,709 |  | - |  |  | 2,709 |
| - Facilities contractual commitments | 2,165 |  | 443 |  |  | 2,608 |
| - Pension plan curtailment | (1,446 | ) | - |  |  | (1,446 |


| - Tax settlement expense | - |  |  | 2,212 |  |  | 2,212 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| - Amortization of intangibles | 6,340 |  |  | 1,971 |  |  | 8,311 |
| Income (loss) from operations (Non-GAAP measures) | (66,378 | ) -84.9 | \% | 7,092 | 19.4 | \% | (59,286 |

Fiscal 2008:
Three months ended June 28, 2008

| Net revenue (GAAP results) | 59,043 |  |  | 13,464 |  |  | 72,507 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net revenue (Non-GAAP measures) | 59,043 |  |  | 13,464 |  |  |  |  |
| Gross profit (GAAP results) | 23,089 | 39.1 | \% | 6,613 | 49.1 | \% | 29,702 |  |
| - Equity-based compensation expense | 32 |  |  | 26 |  |  | 58 |  |
| Gross profit (Non-GAAP measures) | 23,121 | 39.2 | \% | 6,639 | 49.3 | \% | 29,760 |  |
| Loss from operations (GAAP results) | (7,219 | ) -12.2 | \% | (271 | ) -2.0 | \% | (7,490 | ) |
| - Equity-based compensation expense | 873 |  |  | 303 |  |  | 1,176 |  |
| - Amortization of intangibles | 39 |  |  | - |  |  | 39 |  |
| Income (loss) from operations (Non-GAAP measures) | (6,307 | ) -10.7 | \% | 32 | 0.2 | \% | (6,275 | ) |

Nine months ended June 28, 2008

| Net revenue (GAAP results) | 224,061 |  | 42,759 |  |  | 266,820 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Net revenue (Non-GAAP measures) | 224,061 |  | 42,759 |  |  |  |
| 266,820 |  |  |  |  |  |  |

SOURCE: Kulicke \& Soffa Industries, Inc.
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