



Q3'17

**EARNINGS PRESENTATION**

# DISCLOSURES

This presentation contains non-GAAP financial measures relating to our performance. You can find the reconciliation of these measures to the most directly comparable GAAP financial measure in the Appendix at the end of this presentation. The non-GAAP financial measures disclosed by Intel should not be considered a substitute for, or superior to, the financial measures prepared in accordance with GAAP. Please refer to "Explanation of Non-GAAP Measures" in Intel's quarterly earnings release for a detailed explanation of the adjustments made to the comparable GAAP measures, the ways management uses the non-GAAP measures, and the reasons why management believes the non-GAAP measures provide investors with useful supplemental information.

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# CEO KEY MESSAGES

- **Strong Q3 Revenue & record EPS**, beating outlook with excellent performances across our business units in an increasingly competitive environment.
- Our transformation from PC-Centric to Data-Centric continues, with Data-Centric businesses (excluding McAfee) growing 15% and **now accounting for 45% of revenue, up from approximately 30% in 2012.**
- Closed Mobileye, announced design win with Waymo, reinforcing Intel+Mobileye's leadership in Autonomous Vehicles.
- Recently announced important AI advances... Microsoft Brainwave on 14nm Stratix10 FPGAs, Movidius Myriad X VPU, and collaboration with Facebook on Nervana Neural Processor.
- Accelerated product innovations... Xeon Scalable, 8<sup>th</sup> Generation Core, 64-layer SSD for datacenter.
- Raising full-year revenue and non-GAAP EPS Outlook to \$62.0B and \$3.25, solidly on track to **another record year.**

# CFO SUMMARY... THIRD QUARTER

*Excellent quarter vs. guidance... Revenue stronger... Margins Better... Spending Lower*

- **Revenue of \$16.1B up 6%** (excluding McAfee) with record Data Center, Memory and IOT revenue, and the closure of the Mobileye acquisition, partially offset by lower PC volume.
- **Non-GAAP EPS up 26%** driven by strong data-centric growth, Op Margin expansion and ICAP portfolio gains.
- Redeployed capital from non-core assets into strategic focus areas with better returns... ASML YTD proceeds (~\$3B), McAfee sale/dividend (~\$4B)... partially funded Mobileye acquisition \$14.5B.
- Signed long-term NAND supply agreements providing more than \$2B in prepayments through 2018 (\$1B received in Q3'17).
- Generated \$6.3B in cash flow from operations, returned \$2.4B to shareholders.

# STRONG GROWTH... THE TRANSFORMATION CONTINUES

*From PC-Centric to Data-Centric*

Revenue up 6% excluding McAfee



**... With Data-Centric Businesses Comprising 45% of Total Revenue**

1. Q3'16 revenue includes McAfee.

2. Data-Centric businesses include DCG, IOTG, NSG, PSG and All Other.

# NON-GAAP EPS UP ~26%... OP MARGIN UP ~2PPT<sup>1</sup>

## EPS Drivers Year-Over-Year



### Platform Execution

- 14nm product costs, higher ASPs, offset by 10nm transition costs

### Adjacent Business Growth

- Growth in NSG(+37%), Modem (+37%) plus Mobileye

### Spending

- Significant leverage while investing for growth... Spending down ~2 ppt vs. FY'16

### Intel Capital, McAfee, Interest/Other

- Sold portion of ASML holdings \$926M gain
- McAfee transaction reduced EPS by \$0.03

1. EPS and operating margin are presented on a non-GAAP basis. Refer to the Appendix for a reconciliation of these non-GAAP measures.

2. Platform includes CCG, DCG, and IOTG microprocessors and chipsets.

3. Adjacent Business Growth includes gross margin impact from non-platform products.

# TOTAL SPENDING AS A % OF REVENUE DOWN FROM 32.2% TO 29.6%

*... Committed to 30% by 2020 at the latest*

R&D...~Flat



- Driving Moore's Law forward
- Investments in AI, ADAS and NSG
- Continued progress on R&D efficiencies & roadmap rationalization

SG&A... Down ~3 ppt<sup>1</sup>

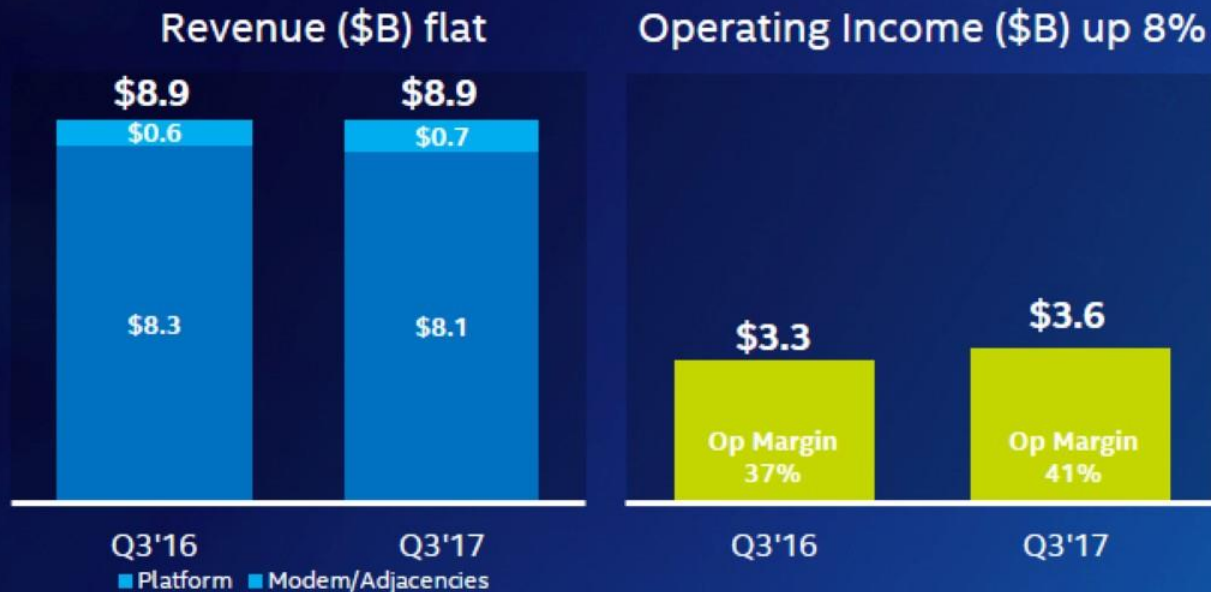


- Further aligned sales force to growth priorities
- Marketing program changes drive efficiencies
- Eliminated redundancies and streamlined management layers

<sup>1</sup>. Includes ~1 ppt driven by McAfee divestiture.

All numbers presented on a non-GAAP basis. Refer to the Appendix for a reconciliation of these non-GAAP measures.

# CLIENT COMPUTING GROUP... STRONG EXECUTION



| Q3'16 to Q3'17    | YoY Revenue (\$) |
|-------------------|------------------|
| Platform          | (2%)             |
| Modem/Adjacencies | 15%              |

| Market Segments | YoY Revenue (\$) |
|-----------------|------------------|
| Notebook        | 2%               |
| Desktop         | (6%)             |

| CCG Platform           | YoY Growth |
|------------------------|------------|
| Unit Volumes           | (7%)       |
| Average Selling Prices | 7%         |

**Effects of declining PC TAM partially offset by growing adjacent TAM opportunity**

**Excellent Op Margin execution (+3 ppt) from lower unit cost**

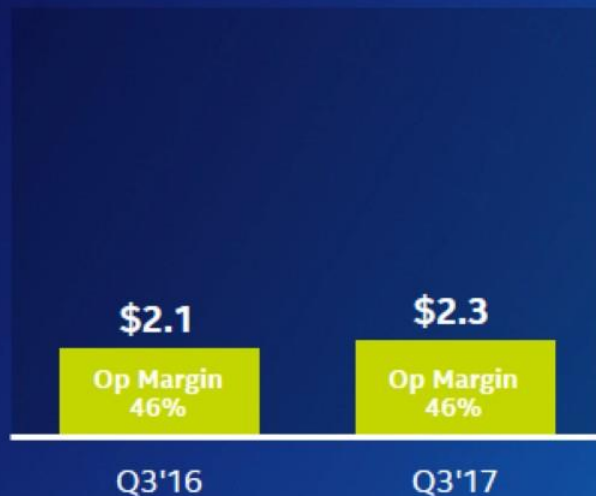
**Launched latest 8th Generation Core products**

# DATA CENTER GROUP... GROWTH FUELED BY THE CLOUD

Revenue (\$B) up 7%



Operating Income (\$B) up 7%



| Q3'16 to Q3'17 | YoY Revenue (\$) |
|----------------|------------------|
| Platform       | 7%               |
| Adjacencies    | 16%              |

| Market Segments   | YoY Revenue (\$) |
|-------------------|------------------|
| Cloud SP          | 24%              |
| Enterprise & Gov. | (6%)             |
| Comms SP          | 9%               |

| DCG Platform           | YoY Growth |
|------------------------|------------|
| Unit Volumes           | 4%         |
| Average Selling Prices | 2%         |

**Cloud/Comms Service Providers now ~60% of revenue... up from ~35% in 2013**

**Operating Income growth driven by revenue scale from leadership products and spending leverage/efficiency**

**Launched Skylake... shipping >200 OEM systems**

**On track to full-year guide of high single digit revenue growth and >40% operating margin**

# IOTG, NSG & PSG BUSINESS SEGMENTS... REVENUE UP 25%

*Expanded TAM... BUs increasingly relevant in size*

## IOTG + Mobileye (\$M)



- IOTG record revenue up 23% on strength in Retail, Industrial and Video
- Op Margin down 24% from higher investments...
- Mobileye closed 4 months earlier than expected... Q3 closed ahead of expectations
- Key autonomous design wins... Waymo, BMW, Fiat-Chrysler

## NSG (\$M)



- Record revenue up 37%; 61% Op Margin improvement; Core NAND business remains profitable
- Signed LT supply agreements
- Shipped industry's first 64-Layer datacenter SSD

## PSG (\$M)



- PSG revenue up 10% driven by Datacenter, Industrial and Military, partially offset by Wireless and Wireline; Op Margin up 45%
- Largest design win quarter in over 3 years

# SOURCES & USES OF CASH

Q3'2017 YTD (\$B)



|        |                                     |        |
|--------|-------------------------------------|--------|
| \$5.6  | GAAP Cash and Cash Equivalents      | \$9.1  |
| \$17.1 | Total Cash Investments <sup>2</sup> | \$17.5 |
| \$25.3 | Total Debt <sup>3</sup>             | \$31.6 |

1. Strong free cash flows... fund shareholder returns
2. Redeployed proceeds from non-core asset dispositions into strategic investments (Mobileye)
3. Expect '17 free cash flows to be \$1.5-\$2.0B above Jan estimates

1. Cash from operations includes LT supply agreements.  
 2. Total cash investments include cash and cash equivalents, short-term investments, and trading assets.  
 3. Total debt includes short-term and longer-term debt.

# OUTLOOK

# FULL YEAR 2017 OUTLOOK... RAISE EPS OUTLOOK... ANOTHER RECORD YEAR

## REVENUE

**\$62.0B**

(UP \$0.7B VS. PRIOR)

Improved PC results

## OPERATING INCOME\*

**\$18.8B**

(UP \$0.9B VS. PRIOR)

Higher revenue and  
lower spending

## EPS\*

**\$3.25**

(UP \$0.25 VS. PRIOR)

Improved PC results, lower  
spending and ICAP gains of  
\$0.06

PRIOR EPS  
GUIDANCE **\$3.00**

INCREASED  
OPERATING INCOME **+\$0.14**

ALL OTHER **+\$0.11**

2017 EPS  
GUIDANCE **\$3.25**

# Q4' 2017 OUTLOOK\*

## REVENUE

**\$16.3B**

**FLAT**

(up 3% excl. McAfee)  
FROM Q4'16

## OPERATING INCOME

**\$5.2B**

**UP 6%**

FROM Q4'16

## EPS

**\$0.86**

**UP 9%**

FROM Q4'16



# Q&A

# RECONCILIATION OF NON-GAAP ACTUALS

(In Millions, Except Per Share Amounts)

|                                                    | Three Months Ended |              |             |
|----------------------------------------------------|--------------------|--------------|-------------|
|                                                    | Sep 30, 2017       | Dec 31, 2016 | Oct 1, 2016 |
| GAAP NET REVENUE                                   | \$16,149           | \$16,374     | \$15,778    |
| Deferred revenue write-down                        | —                  | —            | —           |
| NON-GAAP NET REVENUE                               | 16,149             | \$16,374     | \$15,778    |
| ISecG (McAfee) net revenue                         | —                  | 550          | 537         |
| NON-GAAP NET REVENUE EXCLUDING ISecG (McAfee)      | \$16,149           | \$15,824     | \$15,241    |
| GAAP R&D plus MG&A SPENDING                        | \$4,889            | \$5,438      | \$5,075     |
| Other acquisition-related charges                  | (113)              | —            | —           |
| NON-GAAP R&D plus MG&A SPENDING                    | \$4,776            | \$5,438      | \$5,075     |
| GAAP OPERATING INCOME                              | \$5,115            | \$4,526      | \$4,462     |
| Inventory valuation                                | 27                 | —            | —           |
| Amortization of acquisition-related Intangibles    | 292                | 273          | 309         |
| Restructuring and other charges                    | 4                  | 100          | 372         |
| Other acquisition-related charges                  | 113                | —            | —           |
| NON-GAAP OPERATING INCOME                          | \$5,551            | \$4,899      | \$5,143     |
| ISecG (McAfee) operating income                    | —                  | 103          | 115         |
| NON-GAAP OPERATING INCOME EXCLUDING ISecG (McAfee) | \$5,551            | \$4,796      | \$5,028     |
| GAAP DILUTED EARNINGS PER COMMON SHARE             | \$0.94             | \$0.73       | \$0.69      |
| Inventory valuation                                | 0.01               | —            | —           |
| Amortization of acquisition-related Intangibles    | 0.06               | 0.06         | 0.06        |
| Restructuring and other charges                    | —                  | 0.02         | 0.08        |
| Other acquisition-related charges                  | 0.02               | —            | —           |
| Income tax effect                                  | (0.02)             | (0.02)       | (0.03)      |
| NON-GAAP DILUTED EARNINGS PER COMMON SHARE         | \$1.01             | \$0.79       | \$0.80      |

# RECONCILIATION OF NON-GAAP CASH

(In Millions)

|                                                                                                | Sep 30, 2017 | Dec 31, 2016 |
|------------------------------------------------------------------------------------------------|--------------|--------------|
| GAAP CASH AND CASH EQUIVALENTS                                                                 | \$9,075      | \$5,560      |
| Short-term investments                                                                         | 1,446        | 3,225        |
| Trading assets                                                                                 | 6,983        | 8,314        |
| Total cash investments                                                                         | 17,504       | 17,099       |
| GAAP OTHER LONG-TERM INVESTMENTS                                                               | 3,844        | 4,716        |
| Loans receivable and other                                                                     | 894          | 996          |
| Reverse repurchase agreements with original maturities greater than approximately three months | 250          | 250          |
| NON-GAAP OTHER LONGER TERM INVESTMENTS                                                         | \$4,988      | \$5,962      |
| NON-GAAP GROSS CASH                                                                            | \$22,492     | \$23,061     |

FREE CASH FLOW

(In Millions)

|                                            | Nine Months Ended |
|--------------------------------------------|-------------------|
|                                            | Sep 30, 2017      |
| GAAP CASH FROM OPERATIONS                  | \$14,869          |
| Additions to property, plant and equipment | (7,709)           |
| FREE CASH FLOW                             | \$7,160           |

# RECONCILIATION OF NON-GAAP OUTLOOK

(In Billions, Except Per Share Amounts)

|                                                 | Q4 2017 Outlook     | Full-year 2017 Outlook |
|-------------------------------------------------|---------------------|------------------------|
| GAAP OPERATING INCOME                           | \$4.8 approximately | \$17.3 approximately   |
| Inventory valuation                             | --                  | 0.1                    |
| Amortization of acquisition-related intangibles | 0.3                 | 1.1                    |
| Restructuring and other charges                 | --                  | 0.2                    |
| Other acquisition-related charges               | --                  | 0.1                    |
| NON-GAAP OPERATING INCOME                       | \$5.2 approximately | \$18.8 approximately   |
| GAAP EARNINGS PER SHARE                         | \$0.80 +/- 5 cents  | \$2.93 +/- 5 cents     |
| Inventory valuation                             | 0.01                | 0.01                   |
| Amortization of acquisition-related intangibles | 0.07                | 0.23                   |
| Restructuring and other charges                 | --                  | 0.04                   |
| Other acquisition-related charges               | --                  | 0.02                   |
| (Gains) Losses from divestiture                 | --                  | (0.08)                 |
| Income tax effect                               | (0.02)              | 0.10                   |
| NON-GAAP EARNINGS PER SHARE                     | \$0.86 +/- 5 cents  | \$3.25 +/- 5 cents     |