

October 26, 2016

MKS Instruments Reports Q3 2016 Financial Results

Vacuum and Analysis Division Achieves New Quarterly Record for Semiconductor Revenue

ANDOVER, Mass., Oct. 26, 2016 (GLOBE NEWSWIRE) -- MKS Instruments, Inc. (NASDAQ:MKSI), a global provider of technologies that enable advanced processes and improve productivity, today reported third quarter 2016 financial results.

Financial Highlights for the Third Quarter of 2016

- Revenue of \$381 million
- GAAP net income of \$32.5 million, or \$0.60 per diluted share
- Non-GAAP net earnings of \$47.9 million, or \$0.88 per diluted share

"We had a very strong third quarter driven by continued growth in our semiconductor business, which rose 15% sequentially on a pro-forma basis," said Gerald Colella, Chief Executive Officer and President. Mr. Colella added, "Our results reflect the depth of our customer relationships and our increasing leverage to key technology inflections driving the semiconductor market, including the transition to smaller node sizes, 3D NAND, multi-patterning, and advanced packaging; moreover, many of these inflections are still in their early stages and provide opportunities for continued growth going forward."

"We continue to execute on our strategy to delever and reduce our interest cost. During the third quarter, we made a \$60 million voluntary pre-payment on our term-loan facility, bringing our total pre-payments to date to \$110 million. These prepayments, combined with our debt repricing on June 9th, have reduced our annual Non-GAAP interest cost by \$9 million or over 20% since we completed the Newport acquisition," said Seth Bagshaw, Vice President and Chief Financial Officer.

Results for the Third Quarter of 2016

Sales of \$381 million increased 6% from pro forma second quarter sales of \$359 million. GAAP net income of \$32.5 million included amortization of intangible assets of \$12.5 million and aggregate acquisition and integration-related costs of \$2.6 million associated with the acquisition of Newport Corporation, which closed on April 29, 2016. Non-GAAP net earnings were \$47.9 million, or \$0.88 per diluted share.

Quarterly Financial Results (in millions, except per share data)

Q3 2016 Q2 2016 **GAAP Results** Net revenues \$ 381 \$ 326 44.2% 41.7% Gross margin 5.9% Operating margin 13.9% Net income \$ 32.5 \$ 9.2 Diluted EPS \$ 0.60 \$ 0.17 Non-GAAP Results Gross margin 45.5% 44.8% Operating margin 19.2% 18.1% Net earnings \$ 47.9 \$ 38.7 Diluted EPS \$ 0.88 \$ 0.72

Additional Financial Information

The Company had \$426 million in cash and short-term investments as of September 30, \$668 million outstanding under its term loan, and during the quarter, paid a dividend of \$9.1 million or \$0.17 per diluted share.

Fourth Quarter Outlook

Based on current business levels, the Company expects that sales in the fourth quarter of 2016 may range from \$370 to \$410 million, and at these volumes, GAAP net income could range from \$0.68 to \$0.92 per diluted share and non-GAAP net earnings could range from \$0.87 to \$1.10 per diluted share.

Conference Call Details

A conference call with management will be held on Thursday, October 27, 2016 at 8:30 a.m. (Eastern Time). To participate in the conference call, please dial (877) 212-6076 for domestic callers and (707) 287-9331 for international callers, and an operator will connect you. Participants will need to provide the operator with the Conference ID of 89631196, which has been reserved for this call. A live and archived webcast of the call will be available on the Company's website at www.mksinst.com.

About MKS Instruments

MKS Instruments, Inc. is a global provider of instruments, subsystems and process control solutions that measure, control, power, monitor, and analyze critical parameters of advanced manufacturing processes to improve process performance and productivity. Our products are derived from our core competencies in pressure measurement and control, flow measurement and control, gas and vapor delivery, gas composition analysis, residual gas analysis, leak detection, control and information technology, ozone generation and delivery, RF & DC power, reactive gas generation, vacuum technology, lasers, photonics, sub-micron positioning, vibration isolation, and optics. Our primary served markets include semiconductor capital equipment, general industrial, life sciences, and research. Additional information can be found at www.mksinst.com.

Use of Non-GAAP Financial Results

Non-GAAP amounts exclude amortization of acquired intangible assets, costs associated with completed and announced acquisitions, acquisition integration costs, sale of previously written down inventory, an inventory step-up adjustment related to an acquisition, restructuring charges, fees and expenses related to repricing of term loan, amortization of debt issuance costs, net proceeds from an insurance policy, the tax effect of a legal entity restructuring, other discrete tax benefits and charges, and the related tax effect of these adjustments. These non-GAAP measures are not in accordance with Accounting Principles Generally Accepted in the United States of America (GAAP). MKS' management believes the presentation of these non-GAAP financial measures is useful to investors for comparing prior periods and analyzing ongoing business trends and operating results. Pro forma revenue amounts assume the acquisition of Newport had occurred as of the beginning of the second quarter of 2016.

SAFE HARBOR FOR FORWARD-LOOKING STATEMENTS

This release contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 regarding the future financial performance of MKS, our future business prospects, our future growth, and our expected synergies and cost savings from our recent acquisition of Newport Corporation. These statements are only predictions based on current assumptions and expectations. Actual events or results may differ materially from those in the forwardlooking statements set forth herein. Among the important factors that could cause actual events to differ materially from those in the forward-looking statements are the conditions affecting the markets in which we operate, including the fluctuations in capital spending in the semiconductor industry, and other advanced manufacturing markets, fluctuations in net sales to our major customers, our ability to successfully integrate Newport's operations and employees, unexpected costs, charges or expenses resulting from the Newport acquisition, the terms of the term loan financing, MKS' ability to realize anticipated synergies and cost savings from the Newport acquisition, our ability to successfully grow our business, potential adverse reactions or changes to business relationships resulting from the Newport acquisition, potential fluctuations in quarterly results, the challenges, risks and costs involved with integrating the operations of any other acquired companies, dependence on new product development, rapid technological and market change, acquisition strategy, manufacturing and sourcing risks, volatility of stock price, international operations, financial risk management, and the other factors described in MKS' most recent Quarterly Report on Form 10-Q filed with the SEC. MKS is under no obligation to, and expressly disclaims any obligation to, update or alter our forward-looking statements, whether as a result of new information, future events or otherwise after the date of this press release.

MKS Instruments, Inc.
Unaudited Consolidated Statements of Operations
(In thousands, except per share data)

		Three Months Ended							
	September 30, 2016		Se	September 30, 2015		June 30, 2016			
Net revenues:									
Products	\$	335,156	\$	179,441	\$	285,471			
Services		45,504		29,891		40,390			
Total net revenues		380,660		209,332		325,861			

Research and development 32,268 17,217 28,214 Selling, general and administrative 70,424 33,396 71,429 Acquisition costs 233 - 8,205	Cost of revenues:						
Total cost of revenues	Products		183,789		95,710		163,993
Research and development 188,385	Services		28,486		19,393	_	25,955
Research and development 32,268	Total cost of revenues		212,275		115,103		189,948
Selling, general and admistrative 70,424 33,986 71,429 Acquisition costs 233 - 8,205 Restructuring - 562 24 Amortization of intangible assets 12,452 1,691 8,685 Increast (expense) income, net (11,604) 721 7,944 Other income, net 844 - 1,126 Increast (expense) income, net 42,248 42,084 42,084 Other income, net 844 42,084 42,084 Provision for income baxes 9,699 12,315 3,188 Net income \$ 0,699 12,315 3,188 Net income per share: 8 0,61 \$ 0,56 \$ 0,17 Diluted \$ 0,60 \$ 0,56 \$ 0,17 Cash dividends per common share \$ 0,17 \$ 0,17 \$ 0,17 Cash dividends per common share \$ 0,57 \$ 3,314 \$ 3,461 Diluted \$ 0,56 \$ 0,17 \$ 0,17 Cash dividends per common share \$ 3,57 \$ 3,314	Gross profit		168,385		94,229		135,913
Acquisition costs 233 - 8,205 24 Amortization of intangible assets 562 24 Amortization of intangible assets 12,452 1,691 8,855 24 Amortization of intangible assets 12,452 1,691 8,855 10,168 10,178 10,179	Research and development		32,268		17,217		28,214
Restructuring	Selling, general and administrative		70,424		33,396		71,429
Amortization of intangible assets income from operations before income taxes assets as a second or income taxes as a second or income tax as	Acquisition costs		233		-		8,205
Income from operations 53,008	Restructuring		-		562		24
Income from operations 53,008	Amortization of intangible assets		12,452		1,691		8,855
State Stat							
Define rincome, net Ret	Interest (expense) income, net		(11,604)		721		(7,944)
Provision for income taxes 9,699 12,315 3,158 Vet income \$ 32,549 \$ 29,769 \$ 9,210 Vet income per share:							
Provision for income taxes 9,899 12,315 3,158 14 tincome 18,32549 2,2769 3,210 15 tincome per share:	ncome from operations before income taxes		42 248		42 084		12 368
Net income \$ 32,549	·						
Net income per share: Basic \$ 0.61 \$ 0.56 \$ 0.17 Diluted \$ 0.60 \$ 0.56 \$ 0.17 Cash dividends per common share \$ 0.17 \$ 0.17 \$ 0.17 Weighted average shares outstanding: Basic \$ 53,574 \$ 53,314 \$ 53,461 Diluted \$ 54,315 \$ 53,568 \$ 53,806 The following supplemental Non-GAAP earnings information is presented to add in understanding MKS' operating results: Net income \$ 32,549 \$ 29,769 \$ 9,210 Adjustments: Acquisition costs (Note 1) \$ 233 \$ \$ 8,205 Acquisition inventory step-up (Note 2) \$ 4,971 \$ \$ 10,119 Fees and expenses relating to repricing of term loan (Note 3) \$ \$ 1,629 Integration costs (Note 5) \$ 2,408 \$ \$ 11,850 Net proceeds from an insurance policy (Note 7) \$ (1,323) \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$				- -		<u> </u>	
Basic S 0.61 S 0.56 S 0.17 Diluted S 0.60 S 0.56 S 0.17 Diluted Diluted Diluted S 0.17 S 0.17 Diluted S 0.17 S 0.17 S 0.17 Diluted S 0.17 S 0.17 S 0.17 Diluted S 0.18	Net income	<u> </u>	32,549	=	29,769	= =	9,210
Diluted \$ 0.60 \$ 0.56 \$ 0.17	•						
Adjustments: Acquisition costs (Note 1) Amortization of debt issuance costs (Note 4) Net proceeds from an insurance policy (Note 7) Amortization of intangible assets Net proceds from legal entity restructuring (Note 8) Non-GAAP net earnings (Note 9) Non-GAAP net earnings per share (Note 9) Non-GAAP net earnings per share (Note 9) Non-GAAP net earnings extends (Note 1) Non-GAAP net earnings extends (Note 1) Non-GAAP net earnings extends (Note 9) Non-GAAP net earnings per share (Note 9) Non-GAAP net earnings (Note 9) Non-GAAP net earnings (Note 9) Non-GAAP net earnings per share (Note 9) Non-GAAP net earnings (Note 9) Non-G	Basic		0.61		0.56		0.17
Neighted average shares outstanding: Sasion	Diluted	\$	0.60	\$	0.56	\$	0.17
Basic Diluted 53,574 53,314 53,461 53,806 Che following supplemental Non-GAAP earnings information is tresented to aid in understanding MKS' operating results: Secondary 10 or 1	Cash dividends per common share	\$	0.17	\$	0.17	\$	0.17
Diluted S4,315 S3,568 S3,806 S3,806 The following supplemental Non-GAAP earnings information is presented to aid in understanding MKS' operating results: Net income	Veighted average shares outstanding:						
The following supplemental Non-GAAP earnings information is presented to aid in understanding MKS' operating results: Net income \$32,549 \$29,769 \$9,210 Adjustments: Acquisition costs (Note 1) 233 - 8,205 Acquisition inventory step-up (Note 2) 4,971 - 10,119 Fees and expenses relating to repricing of term loan (Note 3) - 713 Amortization of debt issuance costs (Note 4) 2,838 - 16,229 Integration costs (Note 5) 2,408 - 11,850 Restructuring (Note 6) - 562 24 Net proceeds from an insurance policy (Note 7) 11,323 - 562 Tax expense from legal entity restructuring (Note 8) 1,532 - 5 Amortization of intangible assets 12,452 1,691 8,855 Pro forma tax adjustments (7,790) (543) (11,896) Non-GAAP net earnings (Note 9) \$ 47,870 \$ 31,479 \$ 38,709 Non-GAAP net earnings per share (Note 9) \$ 0.88 \$ 0.59 \$ 0.72 Weighted average shares outstanding 54,315 53,568 53,806 Income from operations \$ 53,008 \$ 41,363 \$ 19,186	Basic		53,574		53,314		53,461
Adjustments: Acquisition costs (Note 1) Acquisition inventory step-up (Note 2) Acquisition of debt issuance costs (Note 4) Anterization of debt issuance costs (Note 4) Active strong (Note 6) Active strong (Note 6) Active strong (Note 6) Active strong (Note 7) Active strong (Note 8) Active strong (Note 9) Active strong (Diluted		54,315		53,568		53,806
Net income \$ 32,549 \$ 29,769 \$ 9,210 Adjustments: Acquisition costs (Note 1) 233 - 8,205 Acquisition inventory step-up (Note 2) 4,971 - 10,119 Fees and expenses relating to repricing of term loan (Note 3) - 713 Amortization of debt issuance costs (Note 4) 2,838 - 1,629 Integration costs (Note 5) 2,408 - 11,850 Restructuring (Note 6) - 562 24 Net proceeds from an insurance policy (Note 7) (1,323) - 562 Amortization of intangible assets 12,452 1,691 8,855 Pro forma tax adjustments (7,790) (543) (11,896) Non-GAAP net earnings (Note 9) \$ 47,870 \$ 31,479 \$ 38,709 Weighted average shares outstanding 54,315 53,568 53,806 Income from operations \$ 53,008 \$ 41,363 \$ 19,186 Adjustments: Acquisition costs (Note 1) 233 - 8,205	The following supplemental Non-GAAP earnings information is						
Net income \$ 32,549 \$ 29,769 \$ 9,210 Adjustments: Acquisition costs (Note 1) 233 - 8,205 Acquisition inventory step-up (Note 2) 4,971 - 10,119 Fees and expenses relating to repricing of term loan (Note 3) - 713 Amortization of debt issuance costs (Note 4) 2,838 - 1,629 Integration costs (Note 5) 2,408 - 11,850 Restructuring (Note 6) - 562 24 Net proceeds from an insurance policy (Note 7) (1,323) - 562 24 Net proceeds from legal entity restructuring (Note 8) 1,532 Tax expense from legal entity restructuring (Note 8) 1,532 Amortization of intangible assets 12,452 1,691 8,855 Pro forma tax adjustments (7,790) (543) (11,896) Non-GAAP net earnings (Note 9) \$ 47,870 \$ 31,479 \$ 38,709 Non-GAAP net earnings per share (Note 9) \$ 0.88 \$ 0.59 \$ 0.72 Weighted average shares outstanding 54,315 53,568 53,806 Income from operations \$ 53,008 \$ 41,363 \$ 19,186 Adjustments: Acquisition costs (Note 1) 233 - 8,205	•						
Adjustments: Acquisition costs (Note 1) Acquisition costs (Note 1) Acquisition inventory step-up (Note 2) Acquisition inventory step-up (Note 2) Application of debt issuance costs (Note 4) Amortization of debt issuance costs (Note 4) Amortization costs (Note 5) Restructuring (Note 6) Acquisition an insurance policy (Note 7) Amortization of intangible assets Acquistments Acquistments Acquisition costs (Note 9) Anon-GAAP net earnings (Note 9) Acquisition costs	o aid in understanding wike operating results.						
Acquisition costs (Note 1) 233 - 8,205 Acquisition inventory step-up (Note 2) 4,971 - 10,119 Fees and expenses relating to repricing of term loan (Note 3) - 713 Amortization of debt issuance costs (Note 4) 2,838 - 16,629 Integration costs (Note 5) 2,408 - 11,850 Restructuring (Note 6) - 562 24 Net proceeds from an insurance policy (Note 7) (1,323) - 562 Amortization of intangible assets 12,452 1,691 8,855 Pro forma tax adjustments (7,790) (543) (11,896) Non-GAAP net earnings (Note 9) \$ 47,870 \$ 31,479 \$ 38,709 Non-GAAP net earnings per share (Note 9) \$ 0.88 \$ 0.59 \$ 0.72 Weighted average shares outstanding 54,315 53,568 53,806 Acquisition costs (Note 1) 233 - 8,205	Net income	\$	32,549	\$	29,769	\$	9,210
Acquisition inventory step-up (Note 2)	•						
Fees and expenses relating to repricing of term loan (Note 3) Amortization of debt issuance costs (Note 4) Amortization costs (Note 5) Restructuring (Note 6) Restructuring (Note 8) Restructuring (Note 9) Restructuring (Note 8) Restructuring (Note 9) Restructurin					-		
Amortization of debt issuance costs (Note 4) 2,838 - 1,629 Integration costs (Note 5) 2,408 - 111,850 Restructuring (Note 6) - 562 24 Net proceeds from an insurance policy (Note 7) (1,323) Tax expense from legal entity restructuring (Note 8) 1,532 Amortization of intangible assets 12,452 1,691 8,855 Pro forma tax adjustments (7,790) (543) (11,896) Ion-GAAP net earnings (Note 9) \$ 47,870 \$ 31,479 \$ 38,709 Ion-GAAP net earnings per share (Note 9) \$ 0.88 \$ 0.59 \$ 0.72 Veighted average shares outstanding 54,315 53,568 53,806 Income from operations \$ 53,008 \$ 41,363 \$ 19,186			4,971		-		
Integration costs (Note 5) 2,408 - 11,850 Restructuring (Note 6) - 562 24 Net proceeds from an insurance policy (Note 7) (1,323) - - Tax expense from legal entity restructuring (Note 8) 1,532 - - Amortization of intangible assets 12,452 1,691 8,855 Pro forma tax adjustments (7,790) (543) (11,896) Ion-GAAP net earnings (Note 9) \$ 47,870 \$ 31,479 \$ 38,709 Veighted average shares outstanding 54,315 53,568 53,806 Veighted average shares outstanding \$ 53,008 \$ 41,363 19,186 Adjustments: Acquisition costs (Note 1) 233 - 8,205			-		-		
Restructuring (Note 6) - 562 24 Net proceeds from an insurance policy (Note 7) (1,323) - - Tax expense from legal entity restructuring (Note 8) 1,532 - - Amortization of intangible assets 12,452 1,691 8,855 Pro forma tax adjustments (7,790) (543) (11,896) Ion-GAAP net earnings (Note 9) \$ 47,870 \$ 31,479 \$ 38,709 Veighted average shares (Note 9) \$ 0.88 \$ 0.59 0.72 Veighted average shares outstanding 54,315 53,568 53,806 Income from operations \$ 53,008 \$ 41,363 \$ 19,186 Adjustments: Acquisition costs (Note 1) 233 - 8,205					-		
Net proceeds from an insurance policy (Note 7) (1,323) - - Tax expense from legal entity restructuring (Note 8) 1,532 - - Amortization of intangible assets 12,452 1,691 8,855 Pro forma tax adjustments (7,790) (543) (11,896) Ion-GAAP net earnings (Note 9) \$ 47,870 \$ 31,479 \$ 38,709 Ion-GAAP net earnings per share (Note 9) \$ 0.88 \$ 0.59 \$ 0.72 Veighted average shares outstanding 54,315 53,568 53,806 Income from operations \$ 53,008 \$ 41,363 \$ 19,186 Indigustments: Acquisition costs (Note 1) 233 - 8,205	Integration costs (Note 5)		2,408		-		11,850
Tax expense from legal entity restructuring (Note 8) 1,532 - - Amortization of intangible assets 12,452 1,691 8,855 Pro forma tax adjustments (7,790) (543) (11,896) Non-GAAP net earnings (Note 9) \$ 47,870 \$ 31,479 \$ 38,709 Non-GAAP net earnings per share (Note 9) \$ 0.88 \$ 0.59 \$ 0.72 Veighted average shares outstanding 54,315 53,568 53,806 Income from operations \$ 53,008 \$ 41,363 \$ 19,186 Adjustments: Acquisition costs (Note 1) 233 - 8,205	Restructuring (Note 6)		-		562		24
Amortization of intangible assets 12,452 1,691 8,855 Pro forma tax adjustments (7,790) (543) (11,896) Non-GAAP net earnings (Note 9) \$ 47,870 \$ 31,479 \$ 38,709 Non-GAAP net earnings per share (Note 9) \$ 0.88 \$ 0.59 \$ 0.72 Veighted average shares outstanding 54,315 53,568 53,806 Income from operations \$ 53,008 \$ 41,363 \$ 19,186 Adjustments: Acquisition costs (Note 1) 233 - 8,205	Net proceeds from an insurance policy (Note 7)		(1,323)		-		-
Pro forma tax adjustments (7,790) (543) (11,896) Non-GAAP net earnings (Note 9) \$ 47,870 \$ 31,479 \$ 38,709 Non-GAAP net earnings per share (Note 9) \$ 0.88 \$ 0.59 \$ 0.72 Veighted average shares outstanding ncome from operations \$ 54,315 53,568 53,806 Adjustments: Acquisition costs (Note 1) 233 - 8,205	Tax expense from legal entity restructuring (Note 8)		1,532		-		-
Son-GAAP net earnings (Note 9) \$ 47,870 \$ 31,479 \$ 38,709	Amortization of intangible assets		12,452		1,691		8,855
Non-GAAP net earnings per share (Note 9) **Solution** **	Pro forma tax adjustments		(7,790)		(543)		(11,896)
Veighted average shares outstanding 54,315 53,568 53,806 ncome from operations \$ 53,008 \$ 41,363 \$ 19,186 Adjustments: Acquisition costs (Note 1) 233 - 8,205	Non-GAAP net earnings (Note 9)	\$	47,870	\$	31,479	\$	38,709
ncome from operations \$ 53,008 \$ 41,363 \$ 19,186 Adjustments: Acquisition costs (Note 1) 233 - 8,205	Non-GAAP net earnings per share (Note 9)	\$	0.88	\$	0.59	\$	0.72
Adjustments: Acquisition costs (Note 1) 233 - 8,205	Veighted average shares outstanding		54,315		53,568		53,806
Acquisition costs (Note 1) 233 - 8,205	ncome from operations	\$	53,008	\$	41,363	\$	19,186
Acquisition costs (Note 1) 233 - 8,205	Adjustments:						
	•		233		-		8,205
					_		

Fees and expenses relating to repricing of term loan (Note 3) Integration costs (Note 5) Restructuring (Note 6) Amortization of intangible assets	- 2,408 - 12,452	- - 562 1,691	 713 11,850 24 8,855
Non-GAAP income from operations (Note 10)	\$ 73,072	\$ 43,616	\$ 58,952
Non-GAAP operating margin percentage (Note 10)	19.2%	20.8%	 18.1%
Gross profit Acquisition inventory step-up (Note 2)	\$ 168,385 4,971	\$ 94,229	\$ 135,913 10,119
Non-GAAP gross profit (Note 11)	\$ 173,356	\$ 94,229	\$ 146,032
Non-GAAP gross profit percentage (Note 11)	45.5%	 45.0%	 44.8%
Interest (expense) income, net Amortization of debt issuance costs (Note 4)	\$ (11,604) 2,838	\$ 721 -	\$ (7,944) 1,629
Non-GAAP interest (expense) income, net	\$ (8,766)	\$ 721	\$ (6,315)

Note 1: We recorded \$0.2 million and \$8.2 million of acquisition costs during the three months ended September 30, 2016 and June 30, 2016, respectively, related to the Newport Corporation acquisition, which closed during the second quarter of 2016.

Note 2: We recorded \$5.0 million and \$10.1 million in cost of sales during the three months ended September 30, 2016 and June 30, 2016, respectively, related to the step-up of inventory to fair value as a result of the Newport Corporation acquisition. This was charged to cost of sales over inventory turns of three months.

Note 3: We recorded \$0.7 million of fees and expenses during the three months ended June 30, 2016 related to the repricing of our Term Loan Credit Agreement.

Note 4: We recorded \$2.8 million and \$1.6 million of additional interest expense during the three months ended September 30, 2016 and June 30, 2016, respectively, related to the amortization of debt issuance costs affiliated with our Term Loan Credit Agreement and ABL Facility.

Note 5: We recorded \$2.4 million and \$11.9 million of integration costs during the three months ended September 30, 2016 and June 30, 2016, respectively, related to the Newport Corporation acquisition.

Note 6: The three months ended September 30, 2015, includes restructuring charges related to the outsourcing of an international manufacturing operation and the consolidation of certain other foreign manufacturing locations.

Note 7: We recorded net proceeds of \$1.3 million from a company owned life insurance policy.

Note 8: We recorded a tax expense of \$1.5 million related to a legal entity restructuring.

Note 9: The Non-GAAP net earnings and Non-GAAP net earnings per share amounts exclude acquisition costs, an inventory step-up adjustment related to the acquisition of Newport Corporation, fees and expenses related to the repricing of a term loan credit agreement, amortization of debt issuance costs, integration costs related to the acquisition of Newport Corporation, restructuring costs, net proceeds from an insurance policy, the tax effect of a legal entity restructuring, amortization of intangible assets and the related tax effect of these adjustments to reflect the expected full year effective tax rate in the related period.

Note 10: The Non-GAAP income from operations and Non-GAAP operating margin percentages exclude acquisition costs, an inventory stepup adjustment related to the acquisition of Newport Corporation, fees and expenses related to the repricing of a term loan credit agreement, integration costs related to the acquisition of Newport Corporation, restructuring costs, and amortization of intangible assets.

Note 11: The Non-GAAP gross profit amounts and Non-GAAP gross profit percentages exclude an inventory step-up adjustment related to an acquisition.

MKS Instruments, Inc. Unaudited Consolidated Statements of Operations (In thousands, except per share data)

		led ,		
		2016		2015
Net revenues: Products Services	\$	774,248 115,954	\$	553,818 87,319
Total net revenues		890,202		641,137
Cost of revenues: Products Services Total cost of revenues		433,134 74,857 507,991		294,211 56,853 351,064
Gross profit		382,211		290,073
Research and development Selling, general and administrative Acquisition costs Restructuring Amortization of intangible assets Income from operations		77,709 175,803 10,932 24 22,990 94,753		51,464 97,532 30 1,569 5,071
Interest (expense) income, net Other income, net		(18,668) 2,336	_	2,015
Income from operations before income taxes Provision for income taxes Net income	\$	78,421 19,099 59,322	\$	136,422 39,647 96,775
Net income per share:				
Basic Diluted	\$ \$	1.11 1.10	\$ \$	1.82 1.81
Cash dividends per common share	\$	0.510	\$	0.505
Weighted average shares outstanding:		50.400		50.004
Basic Diluted		53,423 53,895		53,304 53,562
The following supplemental Non-GAAP earnings information is presented to aid in understanding MKS' operating results:				
Net income	\$	59,322	\$	96,775
Adjustments: Acquisition costs (Note 1) Acquisition inventory step-up (Note 2) Fees and expenses relating to repricing of term loan (Note 3) Amortization of debt issuance costs (Note 4) Integration costs (Note 5) Restructuring (Note 6) Sale of previously written down inventory (Note 7) Net proceeds from an insurance policy (Note 8) Tax expense from legal entity restructuring (Note 9)		10,932 15,090 713 4,467 14,258 24 - (1,323) 1,532		30 - - - - 1,569 (2,098) -
Amortization of intangible assets		22,990		5,071
Pro forma tax adjustments		(21,279)		(1,241)

Non-GAAP net earnings (Note 10)	\$ 106,726	\$	100,106
Non-GAAP net earnings per share (Note 10)	\$ 1.98	\$	1.87
Weighted average shares outstanding	53,895		53,562
Income from operations	\$ 94,753	\$	134,407
Adjustments:			
Acquisition costs (Note 1)	10,932		30
Acquisition inventory step-up (Note 2)	15,090		-
Fees and expenses relating to repricing of term loan (Note 3)	713		-
Integration costs (Note 5)	14,258		-
Restructuring (Note 6)	24		1,569
Sale of previously written down inventory (Note 7)	-		(2,098)
Amortization of intangible assets	 22,990		5,071
Non-GAAP income from operations (Note 11)	\$ 158,760	\$	138,979
Non-GAAP operating margin percentage (Note 11)	 17.8%		21.7%
Gross profit	\$ 382,211	\$	290,073
Acquisition inventory step-up (Note 2)	15,090	·	· -
Sale of previously written down inventory (Note 7)	 <u>-</u>		(2,098)
Non-GAAP gross profit (Note 12)	\$ 397,301	\$	287,975
Non-GAAP gross profit percentage (Note 12)	 44.6%	· <u></u>	44.9%
Interest (expense) income, net Amortization of debt issuance costs (Note 4)	\$ (18,668) 4,467	\$	2,015
Non-GAAP interest (expense) income, net	\$ (14,201)	\$	2,015

Note 1: We recorded \$10.9 million of acquisition costs during the nine months ended September 30, 2016 related to the Newport Corporation acquisition, which closed during the second quarter of 2016. We recorded \$0.03 million of acquisition costs during the nine months ended September 30, 2015 related to the Precisive LLC acquisition, which closed during the first quarter of 2015.

Note 2: We recorded \$15.1 million in cost of sales during the nine months ended September 30, 2016 related to the step-up of inventory to fair value as a result of the Newport Corporation acquisition. This was charged to cost of sales over inventory turns of three months.

Note 3: We recorded \$0.7 million of fees and expenses during the nine months ended September 30, 2016 related to the repricing of our Term Loan Credit Agreement.

Note 4: We recorded \$4.5 million of amortization expense during the nine months ended September 30, 2016 related to the amortization of debt issuance costs affiliated with our Term Loan Credit Agreement and ABL Facility.

Note 5: We recorded \$14.3 million of integration costs during the nine months ended September 30, 2016 related to the Newport Corporation acquisition.

Note 6: We recorded \$1.6 million of restructuring costs during the nine months ended September 30, 2015 related to the outsourcing of an international manufacturing operation.

Note 7: Cost of sales for the nine months ended September 30, 2015, include the reversal of a special charge of \$2.1 million for obsolete inventory, which was sold in the second quarter of 2015.

Note 8: We recorded net proceeds of \$1.3 million from a company owned life insurance policy.

Note 9: We recorded a tax expense of \$1.5 million related to a legal entity restructuring.

Note 10: The Non-GAAP net earnings and Non-GAAP net earnings per share amounts exclude acquisition costs, an inventory step-up adjustment related to the acquisition of Newport Corporation, fees and expenses related to the repricing of a term loan credit agreement, amortization of debt issuance costs, integration costs related to the acquisition of Newport Corporation, restructuring costs, the reversal of certain previously written off inventory items that were subsequently sold, net proceeds from an insurance policy, the tax effect of a legal entity restructuring, amortization of intangible assets and the related tax effect of these adjustments to reflect the expected full year effective tax rate in the related period.

Note 11: The Non-GAAP income from operations and Non-GAAP operating margin percentages exclude acquisition costs, an inventory stepup adjustment related to the acquisition of Newport Corporation, fees and expenses related to the repricing of a term loan credit agreement, integration costs related to the acquisition of Newport Corporation, restructuring costs, the reversal of certain previously written off inventory items that were subsequently sold and amortization of intangible assets.

Note 12: The Non-GAAP gross profit amounts and Non-GAAP gross profit percentages exclude an inventory step-up adjustment related to the acquisition of Newport Corporation and the reversal of certain previously written off inventory items that were subsequently sold.

MKS Instruments, Inc. Reconciliation of GAAP Income Tax Rate to Non-GAAP Income Tax Rate (In thousands)

	Three Months Ended September 30, 2016						Three Months Ended June 30, 2016										
		me Before	Provision (benefit) for Income Taxes		(benefit) for Income		(benefit) for Income		efore (benefit) for Income		benefit) Effective Income Before r Income				for Income		Effective Tax Rate
GAAP	\$	42,248	\$	9,699	23.0%	\$	12,368	\$	3,158	25.5%							
Adjustments:																	
Acquisition costs (Note 1)		233		-			8,205		-								
Acquisition inventory step-up (Note 2)		4,971		-			10,119		-								
Fees and expenses relating to repricing of term loan (Note 3) Amortization of debt issuance costs		-		-			713		-								
(Note 4)		2,838		_			1,629	_									
Integration costs (Note 5)		2,408		-			11,850	-									
Restructuring		-		-			24		_								
Net proceeds from an insurance policy (Note 7)		(1,323)		-			_		_								
Tax expense from legal entity restructuring (Note 8)		-		(1,532)			-		-								
Amortization of intangible assets		12,452		-			8,855		-								
Tax effect of pro forma adjustments		-		7,790			-		11,708								
Adjustment to pro forma tax rate		-		-			-		188								
Non-GAAP	\$	63,827	\$	15,957	25.0%	\$	53,763	\$	15,054	28.0%							

Three Months Ended Septemb								
Incom	ne Before	(1	benefit)	Effective				
Incom	ne Taxes	Taxes	Tax Rate					
\$	42,084	\$	12,315	29.3%				
	562		-					
	1,691		-					
	-		755					
	Incon	Income Before Income Taxes \$ 42,084	Income Before (Income Taxes) \$ 42,084 \$ 562	for Income Taxes				

Adjustment to pro forma tax rate ______ (212)

Non-GAAP \$ 44,337 \$ 12,858 29.0%

	Nine Month	s End	ed Septemb	er 30, 2016	N	Nine Months Ended September 30, 2015				
	ome Before	Provision (benefit) for Income Taxes		Effective Tax Rate	Income Before Income Taxes		for Incom		Effective Tax Rate	
GAAP	\$ 78,421	\$	19,099	24.4%	\$ 136,422		\$	39,647	29.1%	
Adjustments:										
Acquisition costs (Note 1)	10,932		-			30		-		
Acquisition inventory step-up (Note 2)	15,090		-			-		-		
Fees and expenses relating to repricing of term loan (Note 3)	713		-			_		_		
Amortization of debt issuance costs										
(Note 4)	4,467		-			-		-		
Integration costs (Note 5)	14,258		-			-		-		
Restructuring (Note 6)	24		-			1,569 -				
Net proceeds from an insurance policy										
(Note 7)	(1,323)		-			-		-		
Tax expense from legal entity restructuring (Note 8)	-		(1,532)			-		-		
Amortization of intangible assets	22,990		-			5,071		-		
Sale of previously written down inventory (Note 9)	-		-			(2,098)		-		
Tax effect of pro forma adjustments	-		21,001			-		1,883		
Adjustment to pro forma tax rate	 -		278			-		(642)		
Non-GAAP	\$ 145,572	\$	38,846	26.7%	\$	140,994	\$	40,888	29.0%	

Note 1: We recorded \$0.2 million and \$10.9 million of acquisition costs during the three and nine months ended September 30, 2016, respectively, related to the Newport Corporation acquisition, which closed during the second quarter of 2016. We recorded \$0.03 million of acquisition costs during the nine months ended September 30, 2015 related to the Precisive LLC acquisition, which closed during the first quarter of 2015.

Note 2: We recorded \$5.0 million and \$15.1 million of amortization expense, respectively, during the three and nine months ended September 30, 2016 related to the step-up of inventory to fair value as a result of the Newport Corporation acquisition.

Note 3: We recorded \$0.7 million of fees and expenses during the three months ended June 30, 2016 and nine months ended September 30, 2016 related to the repricing of our Term Loan Credit Agreement.

Note 4: We recorded \$2.8 million and \$4.5 million of additional interest expense during the three and nine months ended September 30, 2016 and \$1.6 million during the three months ended June 30, 2016, related to the amortization of debt issuance costs affiliated with our Term Loan Credit Agreement and ABL Facility.

Note 5: We recorded \$2.4 million and \$14.3 million of integration costs during the three and nine months ended September 30, 2016 and \$11.9 million during the three months ended June 30, 2016 related to the Newport Corporation acquisition.

Note 6: We recorded \$1.6 million of restructuring costs during the nine months ended September 30, 2015 related to the outsourcing of an international manufacturing operation.

Note 7: We recorded net proceeds of \$1.3 million from a company owned life insurance policy.

Note 8: We recorded a tax expense of \$1.5 million related to a legal entity restructuring.

Note 9: Cost of sales for the nine months ended September 30, 2015, include the reversal of a special charge of \$2.1 million for obsolete inventory, which was sold in the second quarter of 2015.

MKS Instruments, Inc. Reconciliation of Q4-16 Guidance - GAAP Net Income to Non-GAAP Net Earnings (In thousands, except per share data)

Three Months Ended December 3	31, 2016
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	Low Guidance			nce	High Guidance			
		\$ Amount		\$ Per Share	\$ Amount		\$ Per Share	
GAAP net income	\$	36,800	\$	0.68	\$ 50,000	\$	0.92	
Amortization		12,300		0.23	12,300		0.23	
Debt issuance costs		820		0.02	820		0.02	
Acquisition costs		200		0.00	200		0.00	
Integration costs		1,600		0.03	1,600		0.03	
Tax effect of adjustments (Note 1)		(4,720)		(0.09)	 (4,920)		(0.09)	
Non-GAAP net earnings	\$	47,000	\$	0.87	\$ 60,000	\$	1.10	
Q4 -16 forecasted shares				54,300			54,300	

Note 1: The Non-GAAP adjustments are tax effected at the applicable statutory rates.

MKS Instruments, Inc. Unaudited Consolidated Balance Sheet (In thousands)

	September 30,			December 31,		
		<u> 2016</u>		<u>2015</u>		
ASSETS						
Cash and cash equivalents	\$	366,874	\$	227,574		
Restricted cash		5,931		-		
Short-term investments		53,104		430,663		
Trade accounts receivable, net		243,853		101,883		
Inventories		278,965		152,631		
Other current assets		53,616		26,760		
Total current assets		1,002,343		939,511		
Property, plant and equipment, net		179,694		68,856		
Goodwill		594,635		199,703		
Intangible assets, net		419,811		44,027		
Long-term investments		15,256		-		
Other assets		29,926		21,250		
Total assets	\$	2,241,665	\$	1,273,347		

LIABILITIES AND STOCKHOLDERS' EQUITY

Short-term debt \$ 11,528 \$ -

Accounts payable		68,371	23,177
Accrued compensation		63,424	28,424
Income taxes payable		13,758	4,024
Other current liabilities		73,354	35,359
	Total current liabilities	230,435	90,984
Long-term debt, net		639,068	-
Non-current deferred tax	es	91,928	2,655
Non-current accrued cor	mpensation	44,739	13,395
Other liabilities		19,956	5,432
	Total liabilities	1,026,126	112,466
Stockholders' equity:			
Common stock		113	113
Additional paid-in capital		770,444	744,725
Retained earnings		458,369	427,214
Accumulated other comp	(13,387)	(11,171)	
	Total stockholders' equity	1,215,539	1,160,881
Total liabilities and stock	holders' equity	\$ 2,241,665	\$ 1,273,347

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Source: MKS Instruments, Inc.

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