LINEAR TECH CORP Noo:Hce



| ANNUAL RATES | Past | Past | Est'd '09-'11 |
| :--- | ---: | ---: | :---: |
| of change (per sh) | 10 Yrs. | 5 Yrs. | to '14''16 |
| Sales | $9.0 \%$ | $11.0 \%$ | $7.0 \%$ |
| "Cash Flow" | $7.0 \%$ | $7.0 \%$ | $9.5 \%$ |
| Earnings | $7.0 \%$ | $7.5 \%$ | $10.5 \%$ |
| Dividends | $25.5 \%$ | $19.0 \%$ | $4.0 \%$ |
| Book Value | $-21.0 \%$ | $-42.5 \%$ | NMF |


| Fiscal Year Ends | QUARTERLY SALES (\$ mill.) A Sep.Per Dec.Per Mar.Per Jun.Per |  |  |  | Full Fiscal Year |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2008 | 281.5 | 288.7 | 297.9 | 307.1 | 1175.2 |
| 2009 | 310.4 | 249.2 | 200.9 | 208.0 | 968.5 |
| 2010 | 236.1 | 256.4 | 311.3 | 366.2 | 1170.0 |
| 2011 | 388.6 | 383.6 | 353.2 | 358.6 | 1484.0 |
| 2012 | 335 | 345 | 355 | 365 | 1400 |
| Fiscal Year Ends | EARNINGS PER SHARE A B <br> Sep.Per Dec.Per Mar.Per Jun.Per |  |  |  | Full <br> Fiscal Year |
| 2008 | . 40 | . 41 | . 44 | . 46 | 1.71 |
| 2009 | . 48 | . 36 | . 25 | . 25 | 1.34 |
| 2010 | . 27 | . 33 | . 44 | . 58 | 1.62 |
| 2011 | . 59 | . 62 | . 61 | . 68 | 2.50 |
| 2012 | . 50 | . 50 | . 55 | . 60 | 2.15 |
| Calendar | QUARTERLY DIVIDENDS PAID CMar. 31 Jun. 30 Sep. 30 Dec. 31 |  |  |  | Full Year |
| 2007 | . 18 | . 18 | . 18 | . 18 | . 72 |
| 2008 | . 21 | . 21 | . 21 | . 21 | . 84 |
| 2009 | . 22 | . 22 | . 22 | . 22 | . 88 |
| 2010 | . 23 | . 23 | . 23 | . 23 | . 92 |
| 2011 | . 24 | . 24 | . 24 |  |  |

BUSINESS: Linear Technology designs and manufactures high-
end linear chips, which monitor, condition, amplify, or transform
continuous analog signals associated with real-world phenomena
(temperature, pressure, weight, position, light, sound, and speed).
Markets about 4,700 products to more than 15,000 OEMs directly
and via distributors. Rev's: telecom, $33 \%$; indust'l, $32 \%$; PC \& con-
Linear Technology likely posted weaker results in the first quarter of fiscal 2012 (ended September 25, 2011). Sales probably declined around 14\% compared to the year-earlier figure, as end customers became more cautious about the general near-term economic outlook. Indeed, bookings decreased moderately in the fiscal fourth quarter, reflecting greater-than-expected inventory absorption by its customers. Furthermore, in light of general economic uncertainty, several customers pushed out or put on hold orders, pending a clearer picture of global demand prospects. On a positive note, we think that most of the supplychain and end-demand concerns related to the earthquake in J apan (which comprises $15 \%$ of consolidated revenues) have likely been resolved. What's more, management hasn't seen a tangible weakening of customer end-demand and, in fact, expects automotive production to pick up in the next few months. Nonetheless, we think the high degree of macroeconomic uncertainty will result in further inventory absorption and order delays, likely causing decreases in both the top and bottom lines
sumer, $25 \%$; autos, $6 \%$; space, $4 \%$. Sales: U.S., $27 \%$; Europe, $20 \%$; Japan, $15 \%$; other, $38 \%$. R\&D, $15.0 \%$. Had 4,505 empl. at 7/3/11. Ownership: Capital Res. Glob. Inv., 11.5\%; Capital World Inv., 12.2\%; off./dir., $2.5 \%$ (9/11 proxy). Chrmn.: Robert Swanson; CEO: Lothar Maier. Inc.: CA. Addr.: 1630 McCarthy Blvd., Milpitas, CA 95035. Tel.: 408-432-1900. Internet: www.linear.com.

## in fiscal 2012.

Management is rebalancing the company's product portfolio. Rather than focusing on purely consumer-related end markets, management aims to diversify the company's product base with traditional analog businesses. Indeed, it seeks to position itself to benefit from the longerterm global buildout of infrastructure, higher electronics content in gas-driven and hybrid vehicles, and the general trend toward energy efficiency across various industrial applications. All told, the strategy should allow the company to reduce risk through diversification, as well as to serve several niche markets.
Longer-term prospects are solid. The company is poised to benefit from the strong global appetite for advanced electronics. Moreover, given its size and scope, Linear Technology is well positioned to take advantage of economies of scale, as well as gain further market share.
These shares are ranked to mirror the broader market in the year ahead. The stock has below-average price appreciation potential over the pull to 2014-2016.
Simon E. Shnayder
October 7, 2011

[^0]Company's Financial Strength
Stock's Price Stability
Price Growth Persistence
Earnings Predictability
$\qquad$ To subscribe call 1-800-833-0046.


[^0]:    (A) Fiscal year ends on the Sunday nearest report due late October.

    June 30th. (B) Based on primary shares (C) Dividends historically paid mid- to late Febthrough 1997, diluted thereafter. Includes ruary, May, August, and November.
    stock-based compensation. Next earnings

