Investor Relations Data Sheet

Unaudited

All dollar amounts are in thousands

	Q1 2019	Q2 2019	Q3 2019	Q4 2019	FY 2019	Q1 2020	Q2 2020	Q3 2020	FY 2020
Revenue Data									
Licensing	\$ 260,279								
Products and services	42,097	27,950	30,262	34,031		34,194	22,950	11,784	
Total Revenue	\$ 302,376	\$ 338,258	\$ 302,159	\$ 298,827	\$ 1,241,620	\$ 291,877	\$ 351,815	\$ 246,909	\$ 890,601
Total Revenue growth % (year-over-year)	1 9	6 13 %	41 %	24 %	18 %	(3)%	4 %	(18)%	(6)%
Total Revenue growth % (quarterly sequential)	26 %					(2)%		(30)%	
Broadcast Licensing	38 %					40 %	39 %	38 %	
Mobile Licensing Consumer Electronics Licensing	13 % 17 %				1.1	13 %	23 %		7 11
PC Licensing	9 %					19 % 12 %	15 % 14 %	10 %	
Other Licensing	23 %					16 %	9 %	10 %	
Total Licensing	100 %					100 %	100 %	100 %	
Licensing Revenue growth % (year-over-year)	(4)%					(1)%	6 %	(14)%	
Licensing Revenue growth % (quarterly sequential)	21 %	6 19 %	(12)%	(3)%	n/a	(3)%	28 %	(29)%	n/a
Margins									
GAAP gross margin: Licensing	95.6 %	94.8 %	95.1 %	93.7 %	94.8 %	95.2 %	96.0 %	94.7 %	95.4 %
Non-GAAP gross margin: Licensing	95.8 %	95.0 %	95.3 %	93.9 %	95.0 %	95.4 %	96.3 %	94.9 %	95.6 %
GAAP gross margin: Products and services	35.3 %	6 26.7 %	12.8 %	14.2 %	23.1 %	27.0 %	(2.8)%	(46.9)%	4.4 %
Non-GAAP gross margin: Products and services	37.8 %					27.0 %	3.0 %	(30.3)%	
8 8 8	37.07	30.17	10.5 /	10.5 /6	20.7 70	23.7 70	3.0 /0	(30.3)/0	10.5 /0
GAAP gross margin: Overall	87.2 %	89.2 %	86.9 %	84.6 %		87.2 %	89.5 %	87.9 %	
Non-GAAP gross margin: Overall	87.8 %	89.7 %	87.4 %	85.4 %	87.6 %	87.7 %	90.2 %	89.0 %	89.1 %
GAAP operating margin (see footnote 1)	23 %	6 30 %	11 %	17 %	21 %	17 %	30 %	14 %	21 %
Non-GAAP operating margin (see footnote 1)	30 %					25 %	37 %		
, , ,		1							
Other Data									
GAAP effective tax rate	(32.5)%	33.1 %	5.2 %	21.9 %	9.5 %	10.8 %	20.0 %	(68.5)%	0.3 %
Non-GAAP effective tax rate	19.2 %	6 17.1 %	15.1 %	18.2 %	17.4 %	18.3 %	20.2 %	(31.9)%	7.3 %
Capital expenditures	\$ 18,539	\$ 37,543	\$ 23,588	\$ 16,611	\$ 96,281	\$ 23,385	\$ 18,397	\$ 14,127	\$ 55,909
Free cash flow	\$ 38,413	\$ 11,349	\$ 67,762	\$ 113,869	\$ 231,393	\$ 7,774	\$ 47,343	\$ 120,161	\$ 175,278
Cash, cash equivalents, and investments	\$ 1,167,772	\$ 1,084,577	\$ 1,048,649	\$ 1,095,943	\$ 1,095,943	\$ 1,053,383	\$ 1,027,084	\$ 1,119,254	\$ 1,119,254
Payment of cash dividend	\$ 19,573	\$ 19,462	\$ 19,283	\$ 19,178	\$ 77,496	\$ 22,081	\$ 22,255	\$ 22,103	
Repurchase of common stock	\$ 112,545	\$ 85,335							
Shares repurchased	1,642,107	1,318,250	1,405,065	902,187	5,267,609	432,042	1,015,481	474,340	1,921,863
Total employees	2,163		2,178	2,193	2,193	2,231	2,250	2,268	2,268

Non-GAAP Percentage Reconciliation Unaudited

	Q1 2019	Q2 2019	Q3 2019	Q4 2019	FY 2019	Q1 2020	Q2 2020	Q3 2020	FY 2020
Margins					· ·				
GAAP gross margin: Licensing	95.6 %	94.8%	95.1%	93.7%	94.8 %	95.2%	96.0%	94.7%	95.4 %
Amortization of acquired intangibles	0.2 %	0.2%	0.2%	0.2%	0.2 %	0.2%	0.3%	0.2%	0.2 %
Non-GAAP gross margin: Licensing	95.8 %	95.0%	95.3%	93.9%	95.0 %	95.4%	96.3%	94.9%	95.6 %
GAAP gross margin: Products and services	35.3 %	26.7 %	12.8 %	14.2 %	23.1 %	27.0%	-2.8%	-46.9%	4.4 %
Stock-based compensation	1.2 %	1.4 %	1.4 %	1.2 %	1.3 %	1.6%	2.2%	4.3%	2.2 %
Amortization of acquired intangibles	1.3 %	2.3 %	2.1 %	3.5 %	2.3 %	1.1%	3.6%	12.3%	3.9 %
Non-GAAP gross margin: Products and services	37.8 %	30.4%	16.3%	18.9 %	26.7 %	29.7%	3.0%	-30.3%	10.5 %
GAAP gross margin: Overall	87.2 %	89.2%	86.9%	84.6%	87.0 %	87.2%	89.5%	87.9%	88.3 %
Stock-based compensation	0.2 %	0.1%	0.1%	0.2%	0.1 %	0.2%	0.2%	0.2%	0.2 %
Amortization of acquired intangibles	0.4 %	0.4%	0.4%	0.6%	0.5 %	0.3%	0.5%	0.9%	0.6 %
Non-GAAP gross margin: Overall	87.8 %	89.7%	87.4%	85.4%	87.6 %	87.7%	90.2%	89.0%	89.1 %
GAAP operating margin (see footnote 1)	23%	30%	11%	17%	21 %	17%	30%	14%	21%
Stock-based compensation	6%	6%	6%	6%	6 %	7%	6%	9%	8%
Amortization of acquired intangibles	1%	1%	1%	1%	1 %	1%	1%	1%	1%
Restructuring charges, net	0%	0 %	10 %	2%	3 %	0%	0%	1%	0%
Non-GAAP operating margin (see footnote 1)	30%	37%	28%	26%	31 %	25%	37%	25%	30%
Other Data					ļ				
GAAP effective tax rate	(32.5)%	33.1 %	5.2 %	21.9 %	9.5 %	10.8 %	20.0 %	(68.5)%	0.3 %
Stock-based compensation	4.5 %	1.2 %	4.5 %	2.4 %	2.9 %	7.6 %	0.4 %	29.9 %	6.6 %
Amortization of acquired intangibles	(0.1)%	- %	0.2 %	- %	- %	(0.1)%	(0.2)%	4.7 %	0.3 %
Restructuring charges, net	- %	- %	2.5 %	- %	- %	-%	-%	2.0 %	0.1 %
Tax Reform	47.3 %	(17.2)%	2.7 %	(6.1)%	5.0 %	-%	- %	- %	- %
Non-GAAP effective tax rate	19.2 %	17.1 %	15.1 %	18.2 %	17.4 %	18.3 %	20.2 %	(31.9)%	7.3 %

Reconciliation of GAAP to Non-GAAP Financial Measures: Current Quarter

Unaudited

In thousands, except per share amounts

Fiscal Quarter Ended June 26, 2020 Fiscal Year-to-Date Ended June 26, 2020

		Julie 20, 2020					Julio 20, 2020							
	GAAP	Amortization of intangibles from business combinations	Stock-based compensation	Restructuring	Tax Reform	Tax effect of Non-GAAP adjustments	Non-GAAP	GAAP	Amortization of intangibles from business combinations	Stock-based compensation	Restructuring		Tax effect of Non-GAAP adjustments	Non-GAAP
Revenue:														
Licensing	\$ 235,125		\$ -	\$ -	\$ -	\$ -	\$ 235,125	\$ 821,673	•	\$ -	\$ -	\$ -	\$ -	\$ 821,673
Products and services	11,784		-	-	-	-	11,784	68,928		-	-	-	-	68,928
Total revenue	246,909	-	-	-	-	-	246,909	890,601	-	-	-	-	-	890,601
Cost of revenue:														
Cost of licensing	12,572	(687)	-	-	-	-	11,885	38,157	(2,388)	-	-	-	-	35,769
Cost of products and services	17,316	(1,459)	(505)	-	-	-	15,352	65,876	(2,663)	(1,555)	-	-	-	61,658
Total cost of revenue	29,888	(2,146)	(505)	-	-	-	27,237	104,033	(5,051)	(1,555)	-	-	-	97,427
Gross margin	217,021	2,146	505	-	-	-	219,672	786,568	5,051	1,555	-	-	-	793,174
Operating expenses:														
Research and development	59,583	(429)	(6,203)	_	_	_	52,951	177,319	(683)	(19,369)	_	_	_	157,267
Sales and marketing	70,934			_	_	_	62,086	254,537		(23,766)	-	_	-	228,314
General and administrative	50,843			_	_	_	44,129	164,172		(20,160)	-	_	-	143,975
Restructuring charges, net	1,522		- '	(1,522)	_	_	-	1,866		-	(1,866)	_	-	-
Total operating expenses	182,882	(1,413)	(20,781)	(1,522)	-	-	159,166	597,894	(3,177)	(63,295)	(1,866)	-	-	529,556
Operating income	34,139	3,559	21,286	1,522	-	-	60,506	188,674	8,228	64,850	1,866	-	-	263,618
Interest income	2,578	_	_	_	_	_	2,578	12,231	_	_	_	_	_	12,231
Interest expense	(34		-	_	_	_	(34)	(131		-	-	_	-	(131)
Other income, net	3,307	,	_	_	_	_	3,307	4,449	*	_	_	_	_	4,449
Income before income taxes	39,990		21,286	1,522	_	-	66,357	205,223		64,850	1,866	_	_	280,167
Provision for income taxes	27,388		_	_	_	(6,191)	21,197	(580		-	-	_	(19,996)	(20,576)
Net income including controlling interest	67,378		21,286	1,522	_	(6,191)	87,554	204,643	,	64,850	1,866	_	(19,996)	259,591
Less: net (income) attributable to controlling interest	(93		_	_	_	_	(93)	(109		-	-		-	(109)
Net income attributable to Dolby Laboratories, Inc.	\$ 67,285	,	\$ 21,286	\$ 1,522	\$ -	\$ (6,191)	\$ 87,461	\$ 204,534	,	\$ 64,850	\$ 1,866	\$ -	\$ (19,996)	\$ 259,482
Net income per share: Diluted	\$ 0.66	\$ 0.04	\$ 0.21	\$ 0.01	\$ -	\$ (0.06)	\$ 0.86	\$ 1.99	0.08	\$ 0.64	\$ 0.02	\$ -	\$ (0.19)	\$ 2.54
Weighted-average shares outstanding: Diluted	102,075						102,075	102,912	!					102,912

Reconciliation of GAAP to Non-GAAP Financial Measures: Previous Quarter

Unaudited

In thousands, except per share amounts

Fiscal Quarter Ended June 28, 2019 Fiscal Year-to-Date Ended June 28, 2019

						23.12 23, 23.12								
	GAAP	Amortization of intangibles from business combinations	Stock-based Re	estructuring T	ax Reform	Tax effect of Non-GAAP adjustments	Non-GAAP	GAAP	Amortization of intangibles from business combinations		Restructuring	Tax Reform	Tax effect of Non-GAAP adjustments	Non-GAAP
Revenue:														
Licensing	\$ 271,897	- \$	\$ - \$	- \$	-	\$ -	\$ 271,897	\$ 842,484	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 842,484
Products and services	30,262	-	-	-	-	-	30,262	100,309	-	-	-	-	-	100,309
Total revenue	302,159	-	-	-	-	-	302,159	942,793	-	-	-	-	-	942,793
Cost of revenue:														
Cost of licensing	13,290	(593)) -	-	-	-	12,697	40,761	(1,779)	-	-	-	-	38,982
Cost of products and services	26,400	(648)	(428)	-	-	-	25,324	74,133	(1,871)	(1,326)	-	-	-	70,936
Total cost of revenue	39,690	(1,241)	(428)	-	-	-	38,021	114,894	(3,650)	(1,326)	-	-	-	109,918
Gross margin	262,469	1,241	428	-	-	-	264,138	827,899	3,650	1,326	-	-	-	832,875
Operating expenses:														
Research and development	60,408	(127)	(5,830)	-	-	_	54,451	177,680	(88)	(17,856)	_	-	_	159,736
Sales and marketing	83,390			_	-	_	75,419	261,686			_	-	_	236,407
General and administrative	54,183	(156)		_	_	_	48,340	152,412			_	_	_	134,210
Restructuring charges, net	30,232	, ,	-	(30,232)	_	_	_	30,264	, ,	- 1	(30,264)	_	_	-
Total operating expenses	228,213	(1,335)	(18,436)	(30,232)	_	_	178,210	622,042	(3,171)	(58,254)	(30,264)	_	-	530,353
Operating income	34,256	2,576	18,864	30,232	-	-	85,928	205,857	6,821	59,580	30,264	-	-	302,522
Interest income	6,551	_	_	_	_	_	6,551	19,230	_	_	_	_	_	19,230
Interest expense	(29		_	_	_	_	(29)	(106		_	_	_	_	(106)
Other income, net	1,022	,	_	_	_	_	1,022	1,075		_	_	_	_	1,075
Income before income taxes	41,800	2,576	18,864	30,232	-	-	93,472	226,056	6,821	59,580	30,264	-	-	322,721
Provision for income tax (expense)/benefit	(2,163	-	· -		(1,145)	(10,799)	(14,107)	(14,486) -		· -	(18,245)	(22,596)	(55,327)
Net income including controlling interest	39,637	,	18,864	30,232	(1,145)	(10,799)	79,365	211,570	,	59,580	30,264	(18,245)	(22,596)	267,394
Less: net (income) attributable to controlling interest	(63	-	-	-	- '	-	(63)	(337)		-	-	-	- '	(337)
Net income attributable to Dolby Laboratories, Inc.	\$ 39,574	,	\$ 18,864 \$	30,232 \$	(1,145)	\$ (10,799)	\$ 79,302	\$ 211,233	\$ 6,821	\$ 59,580	\$ 30,264	\$ (18,245)	\$ (22,596)	\$ 267,057
Net income per share:														
Diluted	\$ 0.38	0.02	0.18	0.29	(0.01)	(0.10)	\$ 0.76	\$ 2.01	0.06	0.57	0.29	(0.17)	(0.22)	\$ 2.54
Weighted-average shares outstanding:														
Diluted	103,717						103,717	105,025						105,025

Reconciliation of GAAP to Non-GAAP Financial Measures: Fiscal Fourth Quarter 2020 and Fiscal 2020 Estimates Unaudited

In millions, except per share amounts

Restructuring, net

Income tax adjustments

Non-GAAP diluted earnings per share

Shares used in computing diluted earnings per share

Q4 2020							
%	\$ (calculated per revenue estimates)						
	\$225 - \$255						
85% - 86%	\$191 - \$219						
0.2 %	1						
0.8 %	1						
86% - 87%	\$193 - \$221						
Q4 2020							
\$187 - \$197]						
(19)							
(1)							
-							
\$167 - \$177	7						
	_						
Q4	2020						
Low	High						
\$ 0.05	\$ 0.20						
0.18	0.18						
0.03	0.03						
	% 85% - 86% 0.2 % 0.8 % 86% - 87% Q4 2020 \$187 - \$197 (19) (1) - \$167 - \$177						

(0.04) \$

0.22

103

(0.04)

0.37

103

Fiscal 2020										
%	\$ (calculated per revenue estimates)									
87% - 88% 0.2 %	\$1,115 - \$1,145 \$970 - \$1,008 2									
0.8 % 88% - 89%	9 \$981 - \$1,019									
Fiscal 2020 \$785 - \$795 (82) (4) (2) \$697 - \$707										
Fiscal 2020 1% - 2% 5% - 6% (1%) - 0% 1% - 2% 8% - 9%										
Fiscal	2020									

	Fiscal	2020	
	Low		High
\$	2.04	\$	2.19
	0.82		0.82
	0.11		0.11
	0.02		0.02
\$ \$	(0.23) 2.76	\$	(0.23)
\$	2.76	\$	2.91
	103		103

Investor Relations Data Sheet Footnotes

Footnotes:

1) Operating Margins are calculated as Operating Income divided by Revenue.

Forward-Looking Statements:

Certain statements in this IR Data Sheet, including, but not limited to, statements relating to Dolby's expected financial results for the fourth quarter of fiscal 2020, our ability to advance our long-term objectives, and future dividend payments are "forward-looking statements" that are subject to risks and uncertainties. These forward-looking statements are based on management's current expectations, and as a result of certain risks and uncertainties, actual results may differ materially from those projected. The following important factors, without limitation, could cause actual results to differ materially from those in the forward-looking statements: the potential impacts of the COVID-19 pandemic on Dolby's business operations, financial results, and financial position (including the impact to Dolby partners and disruption of the supply chain of consumer products; consumer demand for products that incorporate Dolby technologies; delays in royalty reporting or delinquent payment by partners or licensees; the impact to the overall cinema market, including duration of cinema closures and resulting adverse impact to Dolby's revenue recognized on box-office sales and demand for cinema products and services; temporary Dolby office closures and other actions to protect Dolby's workforce; and macroeconomic conditions that affect discretionary spending and access to products that contain Dolby technologies); risks associated with trends in the markets in which Dolby operates, including the Broadcast, Mobile, Consumer Electronics, PC, Cinema, and Other Markets; the loss of, or reduction in sales by, a key customer or licensee; pricing pressures; risks that the continued shift in content distribution from optical disc-based and other traditional media to online and streaming media content could result in fewer devices with Dolby technologies or less revenue from such devices; risks relating to conducting business internationally, including trade restrictions and changes in diplomatic or trade relationships; risks re

Other Information:

- Minor rounding differences may exist as a result of the effect of rounding to the nearest dollar amount or percentage.
- These schedules have been derived from, and should be read in conjunction with, our financial statements in our reports on Forms 10-Q and 10-K which are filed with the SEC. Our Forms 10-Q may be viewed on our website at http://investor.dolby.com/sec-filings Group: Quarterly Filings and our Forms 10-K may be viewed on our website at http://investor.dolby.com/sec-filings Group: Annual Filings.
- To supplement Dolby's financial statements presented on a GAAP basis, Dolby provides certain non-GAAP financial measures to provide investors with an additional tool to evaluate Dolby's operating results in a manner that focuses on what Dolby's management believes to be its ongoing business operations. Specifically, we exclude the following as adjustments from one or more of our non-GAAP financial measures:

Stock-based compensation expense. Stock-based compensation, unlike cash-based compensation, utilizes subjective and complex assumptions in the methodologies used to value the various stock-based award types that we grant. These assumptions may differ from those used by other companies. To facilitate more meaningful comparisons between our underlying operating results and those of other companies, we exclude stock-based compensation expense.

Amortization of acquisition-related intangibles. We amortize intangible assets acquired in connection with acquisitions. These intangible assets consist of patents and technology, customer relationships and other intangibles. We record amortization charges relating to these intangible assets in our GAAP financial statements and view these charges as items arising from pre-acquisition activities that are determined by the timing and valuation of our acquisitions. As these amortization charges do not directly correlate to our operations during any particular period, and often remain unchanged between reporting periods, we exclude these charges to facilitate an evaluation of our current operating results and comparisons to our past operating performance.

Restructuring charges. Restructuring charges are costs associated with a formal restructuring plan and primarily relate to employee severance benefits and asset impairments. We exclude restructuring costs, including any adjustments to charges recorded in prior periods, as we believe that these costs are not representative of our normal operating activities and therefore, excluding these amounts enables a more effective comparison to our past operating performance.

Income tax adjustments. We believe that excluding the income tax effect of the aforementioned non-GAAP adjustments provides a more accurate view of our underlying operating results to management and investors.

Impact from Tax Reform. The enactment of Tax Reform requires estimates based on Dolby's current understanding of the new tax laws. These charges are the result of a discrete and infrequent event that are not representative of current operating results and therefore, excluding these preliminary amounts enables a more effective comparison to our past operating performance.

Using the aforementioned adjustments, Dolby provides various non-GAAP financial measures including, but not limited to: non-GAAP net income, non-GAAP diluted earnings per share, non-GAAP gross margin, non-GAAP operating expenses, non-GAAP operating margin, and non-GAAP effective tax rate. Dolby's management believes it is useful for itself and investors to review both GAAP and non-GAAP measures in order to assess the performance of Dolby's business. Dolby's management does not itself, nor does it suggest that investors should, consider non-GAAP financial measures in isolation from, or as a substitute for, financial information prepared in accordance with GAAP. Whenever Dolby uses non-GAAP financial measures, it provides a reconciliation of the non-GAAP financial measures to the most closely applicable GAAP financial measures and the reconciliation of these non-GAAP financial measures to their most directly comparable GAAP financial measures as detailed above. Investors are also encouraged to review Dolby's GAAP financial statements as reported in its US Securities and Exchange Commission (SEC) filings.