

# INVESTOR FACT SHEET – Q4 2011

## Highlights of the Quarter



- Sales were \$339m, down 16% QoQ and 15% YoY...weak demand in consumer, computing, appliance and solar sectors offset solid mobile and automotive sales
- PCIA sales were down 21% QoQ and 17% YoY due weaker demand from consumer, computing, appliance and solar customers. Disruptions from the floods in Thailand hurt PCIA sales by about 5 percentage points in Q4
- MCCC sales were down 10% QoQ as strong mobile analog sales were offset by weaker demand in the consumer and computing sectors. About 5 points of this decrease was due to price actions to reduce mature logic
- Adjusted gross margin was 30.4%, down 560 bps QoQ and 670 bps YoY...lower factory loadings plus roughly a 1.5 percentage point impact from 8" fab start costs caused margins to decrease
- Reduced distribution channel inventory by 3% QoQ despite a 20% sequential decrease in POS...loadings have been reduced to drive an expected further reduction in channel inventory in Q1
- Internal inventory reduced 10% in dollars
- Generated \$1m in free cash flow (cash from ops – capex)...\$18m impact from restructuring of Asian retirement plans
- Pricing was down about 2% QoQ...within normal historical range
- Utilization decreased to roughly mid-70's%...lead times are at normal levels with mobile analog the longest

### FOR MORE INFORMATION

Visit Fairchild's web site at [www.fairchildsemi.com](http://www.fairchildsemi.com) and click on "Investor Relations."

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