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PRESENTATION

Harlan Sur - *JPMorgan - Analyst*

Okay, I think we are ready to roll here. So, good afternoon and welcome to the first day of JPMorgan's TMT Conference. My name is Harlan Sur. I am the semiconductor and semiconductor capital equipment analyst here at the Firm.

Very pleased to have Dave Zinsner, Senior Vice President and Chief Financial Officer, as well as Ali Husain, who heads up the investor relations team, both at Analog Devices.

The team reported their April quarter last week, pretty solid results, solid outlook. I have asked Dave to kick things off here with a few minutes of opening comments and then we will dive right into the Q&A. So, turn it over to you.

Dave Zinsner - *Analog Devices, Inc. - SVP Finance, CFO*

All right, thanks, Harlan. So, I will just give you a brief synopsis. I won't spend a ton of time on how we did this quarter and our expectations for next quarter. But since it is relatively fresh off the presses, I thought it would be good to start there.

So, we posted $779 million of revenue. That was up 1% sequentially, in line with the range that we gave to investors at the last earnings call. Gross margins were in just a little bit south of 66% and that is pretty much where we have been running for the last several quarters. And then, operating margins at 30.8% and we hit $0.64 in earnings, which was a little bit higher than the midpoint of our range for the quarter.

I would say generally the B -- what we call the B2B markets, which are industrial, comms infrastructure, and automotive, all did quite well this quarter. All were up sequentially, most significant of which was our industrial business, which was up 11% sequentially.

So, all in all, a pretty positive quarter for us. The only area that didn't grow for us this quarter was the consumer business, which was down sequentially, but I would say largely in line with our expectations, just a little bit weaker and not inconsistent with what you would expect seasonally for that business in the second quarter.

The third-quarter guidance was to be somewhere between $800 million and $840 million, so at the midpoint about $820 million. And that is, I think, a good outcome for us, given that automotive is generally a little bit weaker in the third quarter, and although we do expect that to happen, I think it is going to be at the higher end of the range of what we would normally expect for a third quarter.

We do expect industrial to be up sequentially this quarter and on a year-over-year basis be up. So that's important in that we have had several quarters where things have been weak in the industrial space, given the things going on in the macro side around cost of oil and so forth. And so, I think that's a positive outcome for the quarter (multiple speakers) we can post that.

We have been on a steady rebound in the communications infrastructure space. We largely participate on the wireless side, in the wireless base station market. We expect that to be up again sequentially this quarter, and really, it has been up since -- I think the fourth quarter was our first quarter of a rebound in that business and it has been steadily up since then. So, again, that's a positive for the business.

And then, how we really get the lift in revenue this quarter, since what we call the B2B space is going to be up, but up in the low single digits, is an improvement on the consumer side. So we enter the quarters in which we generally see good sequential growth on the consumer front. We are particularly exposed on the portable side in smartphones and generally those ramps start to happen in the third quarter.

I would say, relative to last year, it is a little bit later in this quarter than we saw last year, but more probably consistent with what peers generally see in that market. So, we will start to see that pretty meaningfully improve in the third quarter, and then the expectation would be that we'd have even a steeper ramp into the fourth quarter.

Gross margins should be relatively flat with this past quarter, just south of 66%. We are going to bring utilization down in our factories, but we have some expense savings that is going to offset that, so gross margins will hang in there pretty nicely. OpEx will be up a bit, and so we should see pretty good improvement on the earnings side. I think at the midpoint of the range we're expecting around $0.70.

So that's the high-level snapshot. I guess the one other thing is we have been returning cash flow pretty meaningfully over the last 12 months. I think if you exclude out just one payment that we made to get -- to move the pension plan in Ireland from a defined benefits plan to a defined contribution plan, you eliminate the one-time payment for that, we generated about $1 billion in free cash flow and we returned about $1 billion to shareholders, either in the form of the dividend or the buyback. So, pretty good -- I think pretty good cash return, which is part of the hallmark of Analog Devices is to generate a lot of cash and return a lot of cash.

QUESTIONS AND ANSWERS

Harlan Sur *- JPMorgan - Analyst*

Perfect. Thanks for those opening remarks. So much like some of your other broad-based peers that appear to be coming out of a multi-quarter inventory correction, you commented last week, as you mentioned, that your B2B businesses are expected to grow mid-single digits year over year here in the July quarter, which is actually the first positive year-over-year growth in the last three quarters.

What are you seeing in the channels? What are you seeing from a geographical perspective? And I guess a lot of investors are focused on, is this just more inventory replenishment or do you think that there is true demand pull behind what you guys are seeing?

Dave Zinsner *- Analog Devices, Inc. - SVP Finance, CFO*

I think it is actually pretty -- if you -- let's break down the business into the three subsegments, and two are easier to talk about because they are relatively concentrated.

So in the communications infrastructure market, that is really -- the phenomena there is really just -- we had almost a stoppage of major buildouts, particularly in China last year. So that business -- the comms business in total was north of $200 million at its peak and it had worked its way down to $140 million by the third quarter. And it has been on a steady track of improvement since then.

And we are coming into a period where I think seasonally it tends to be strong. We're also exposed to the small cell space in the wireless infrastructure space and small cell is starting to kick in, finally. We have been talking about it for a long time as it is going to be a growth driver, and every quarter somebody has been asking me, well, when is it going to kick in? It has kicked in this quarter and I think there has been some discussion or communication out externally from the OEMs that they are expecting small cell deployments to pick up here both in China and in North America.

And we will be a beneficiary of that. We have tremendous share of the small cell space from a radio perspective, so I think that's going to be a pretty good story for us definitely for the next several years, but it is going to start to become a driver in this subsequent quarter.

So, the good news for us is that business looks like it is recovering and there are some growth drivers in that. The automotive business, which we were talking about just before we came on here, automotive had been relatively flat for us over the last, call it, 12 months or so, partly as the passive part of the safety market had more or less slowed down for us and commoditized.

I think that has run its course, and the other three parts of the market that have been driving growth have been infotainment, active safety systems, ADAS systems and powertrain for hybrid electrics, more battery type solutions. Those things have been driving growth. And so, I think what we will have here now is a leveling off of the passive safety market for us, and the active safety and the other two markets, powertrain and infotainment, will continue on their growth trajectory and that bends the curve back into the growth -- onto a positive growth rate.

So we should start to see that become a driver of growth, and we're definitely happy to see the fact that it is better than the normal seasonality you see in the third quarter. Year over year, it should grow, so, again, that will be a positive for us.

And then, lastly, the industrial space, I think, really is more driven off the macro. We have done pretty well in a lot of the verticals that we have focused in on. Aerospace and defense did particularly well over the last few quarters, but the big part of industrial is really driven off the macro environment, and with oil down and a lot of our customers having exposure to that market, that had weakened our business there.

But that seems to have run its course, and I think we are now again on this business in a place where that should start to see some sequential and year-over-year growth as it has stabilized.

Harlan Sur - *JPMorgan - Analyst*

There is a lot from me. Why don't we just focus on your industrial business? That's a pretty broad-based business. It is almost 50% of your revenues. Like you said, good growth in the April quarter. More growth here in the July quarter. What are you seeing from a geographic perspective?

Dave Zinsner - *Analog Devices, Inc. - SVP Finance, CFO*

One of the, I guess, more talked about macro geographies has been China, and I would tell you that actually China has done very well for us. It was up sequentially in the first quarter, I think. It was, Ali, was it 12% or something like that?

Ali Husain - *Analog Devices, Inc. - IR*

Yes, high single digits, yes.

Dave Zinsner - *Analog Devices, Inc. - SVP Finance, CFO*

And in the subsequent quarter, it was up again, and that -- in the second quarter, and the second quarter actually had the Lunar New Year, so generally you would see it weaken a bit during the Lunar New Year period, but it held in actually pretty nicely.

So, I would say from a -- positively that the China market looks like it is in very good shape. Order flow has been good into China and so there is no sign of a weakening environment.

North America, again, that was an area where there was probably a little bit more disproportionate exposure to oil through our customers and their sell into the oil and gas companies. But, again, I think that has stabilized and I think we have actually been -- we certainly had very strong sequential growth in the second quarter, and I think the order flow has been good. Book to bill has been above 1, so I expect that business to do well.

Europe is plugging along. It hasn't been necessarily robust, but it is, I think, behaving in a stable way, I guess you would say, and so that looks okay.

So, really, there hasn't been a geography that has been particularly weak of late, and some of them are showing signs of life.

Harlan Sur - *JPMorgan - Analyst*

In China, because the data points there have been mixed, although I would say broadly as we come into the June/July quarters, I think China seems to be picking up. But you guys have seemed to have seen strength over the last couple of quarters, even previous quarters. Any exposure to certain markets within China that you could point to for maybe a little bit better performance relative to your peers, whether it is white goods or factory automation?

Dave Zinsner - *Analog Devices, Inc. - SVP Finance, CFO*

Yes, the areas in China that we are exposed to are generally factory automation, alternative energy, and intelligent power meters, and then instrumentation is a decent market for us. And all three of those markets have been very stable lately, at least over the last three quarters.

So, I recognize that there have been pockets of weakness in China from a macro perspective, but even in an environment where it is growing, even if the growth rate has come down a bit, that's still going to be a good answer for us.

Ali Husain - *Analog Devices, Inc. - IR*

If I could just add, the industrial IoT in China is in a nascent period. It is starting. But what I would tell you is China industrial for us grew double digits on a year-over-year basis in the last quarter, and that was off of another strong quarter in the prior quarter.

So I think not only is the indigenization, I would say, of many of these industrial type of customers moving to China, and we certainly have very good designs in those spaces, which are converting to revenue, but over and above that I think in areas, as I mentioned, in this industrial IoT around smart building and smart city. Particularly as they're building up more and more smart infrastructure, those designs are actually converting to revenue and, as I mentioned, delivering really double-digit growth for us in China at least for the last couple quarters.

Harlan Sur - *JPMorgan - Analyst*

That's good to hear. Within industrial, aerospace and defense has been certainly a bright spot for you guys. I guess the first question there was, was that segment up year over year in Q2? Was it more commercial or defense related programs that are driving the strength? There are some programs both in commercial satellite and radar. There is also some big defense program initiatives, fighter jet upgrades, radar upgrades. What is driving the growth and how does the pipeline look like looking out over the next 12 to 18 months? Because typically, I think, that's an area where you guys have a bit better visibility.

Dave Zinsner - *Analog Devices, Inc. - SVP Finance, CFO*

Well, both were helpful. Both the commercial side and the defense side were both up year over year. Really, we had a military business for a long time, but I would say it was opportunistic up until we acquired Hittite. And Hittite had kind of laser focus on this market as a key vertical for them.

And so when we took it on, I would say our primary thesis around acquiring Hittite was more around the communications market and the instrumentation market. And it was great that we had another defense business, but no big deal.

Since then, I have to say we have totally changed our religion on this. It has been such a good business for us, not only for the near term in terms of just design wins that Hittite had built up over the course of probably the last 10 years that are starting to translate into revenue, but the opportunity pipeline for this business has significantly increased since it became part of ADI.

We found all kinds of things that we could, from a signal processing perspective, that we could add into the systems that Hittite was developing to really increase the BOM in every one of the applications they were serving. And so, I think there is a huge tailwind in this business just to get the -- for us to capture more of the BOM in every single device that Hittite had already penetrated.

These designs take a while to translate into revenue. It will be several years before we see the bulk of that revenue feather in. But we will already see some of it next year and it will be small at first. But, for example, there was one where -- and obviously this is a small volume opportunity, but it was a military product leveraging Hittite's radar technology and I think there were 500, 600, 700 ICs, depending on the parameters that the customer was setting forth, that we would win just because of all these data converters and [ants] that will go into the systems that we wouldn't have ordinarily gotten.

So, I think it is going to be a tremendous market for us, and the great thing is it has got a great ROI profile to it, given the margins that we can get in that market.

Harlan Sur - *JPMorgan - Analyst*

Any questions from the audience?

Unidentified Audience Member

Two questions on your industrial business, if I could. First on the energy-specific piece, I know that oil is up, but if you look at production in non-OPEC countries, it is still down. If you look at rig counts, they're still in decline, so it would seem as though building activity of the type that you would sell into would still be going downward. So I guess I'm trying to reconcile the strength that you're seeing with these metrics in the market right now.

Dave Zinsner - *Analog Devices, Inc. - SVP Finance, CFO*

So this is just on oil and those exposed to oil?

Unidentified Audience Member

Yes.

Dave Zinsner - *Analog Devices, Inc. - SVP Finance, CFO*

Yes, I would say in reality we are not seeing necessarily big enthusiasm from our customers. But I think it is -- whenever you have one of these things hit the semiconductor space, there is a big immediate contraction and then it stabilizes. And I would say that's what we felt.

We felt a big contraction last year, and at this point now have felt it stabilize. And there is enough other verticals not exposed to the oil and gas, like this aerospace and defense business, like healthcare, like some of the instrumentation products and so forth that are very tied to the overall GDP growth rates that are seeing a lift.

So, I wouldn't call it victory yet in industrial. We are talking about low single-digit year-over-year growth rates. It is pretty closely attached to GDP, but just having the headwind away from us is, I think, a positive at this point.

Ali Husain - *Analog Devices, Inc. - IR*

The other -- sorry, the other point to that from my perspective is that really a lot of that business is driven through a distribution channel and the inventories have actually been pretty lean, I would say, over the last several quarters.

So, as we do see some of these perturbations, the inventory corrections are happening almost on a weekly basis. We feel it just on a secondary level because we only recognize revenue when distributors sell through to the end customers. We think we're a little closer to the end demand. So I think the end demand tends to be -- or seems to be a little stable now as it is, and I think given the inventory position that we have that is pretty lean, I think that actually contributes to that.

Unidentified Audience Member

Okay, second question, also industrial, is around the commercial aerospace piece. There is some concern in the market that with, again, oil prices low that you might see some airlines pushing out orders for the more fuel-efficient jets, which I assume you have more content in. Can you just comment as to whether you're seeing any of that?

Ali Husain - *Analog Devices, Inc. - IR*

Sure. So, actually, our aerospace and defense business is largely a defense business. We do have a piece that is commercial, for sure.

I would say it is hard for us to sit here and opine on the overall industry for sure in the commercial -- in the commercial space because the only thing I would point out is generally speaking when the DoD budgets are up, which they are, and certainly we look at it on a directional basis, and secondarily when there is a move towards more and more electronic defense, that generally benefits folks like ADI on the semiconductor side.

And lastly, I would just say a lot of these systems are moving towards more and more of these module-type systems within the semiconductor box and they are displacing old mechanical-type systems that were in order of magnitude higher on a BOM basis. Pardon the pun, I guess.

So I think that is contributing to some of the growth that we are seeing. And I think, like I said, most of it is being driven on the defense side.

Unidentified Audience Member

A question for Dave. Facing more and more competition from a local semiconductor or in the national semiconductor companies in China's consumer and industrial sectors, and what is your challenge and your solutions?

Dave Zinsner - *Analog Devices, Inc. - SVP Finance, CFO*

Right. So, I would say that just indigenous -- you're talking about indigenous analog players within China? I would say in general we have not run into a ton of communication relative to China indigenous at the high-performance side of the analog space.

Our competitors haven't really shifted around that much. It is the normal cast of characters that you might expect in the analog space and they are well known.

I think that there is no question that China is putting a lot of resources towards the semiconductor space, and initially they're going to start in manufacturing and probably memory and some of the more digital-oriented parts of the market, but there is certainly going to be money put forward to the analog space.

And I think we will just have to carefully monitor that and see how it goes. The good news about, at least in my travels to China, is that I think there is a real willingness to structure things in a way where we can take advantage of that. Where money is flowing and where we have good technology and where you can exploit that, we will. So, I think there is more to come on that. We will see how that goes, but for now, so far, we haven't seen much competitive threat there.

We do operate our business a little differently in China. There is no question about that. There is a different mindset, in some ways. I think speed sometimes is valued a little bit more than the last oomph in the technology, and so we have had to react to that in some ways and figure out ways to speed up our process to be more competitive. But that's the nature of what we do and I feel pretty good about our position there.

Unidentified Audience Member

Yes, I just wanted to see if you can give us any color on the scale of the small cell opportunity. Is it enough to move the needle for that part of the business or is it more just a good example of still interesting things happening in that area?

Dave Zinsner - *Analog Devices, Inc. - SVP Finance, CFO*

It is probably not massively needle moving this quarter. I think coming into next quarter it will start to move the needle a bit. It will be in the low percentages to start with, but we are expecting a pretty decent ramp in that over the next year or two. So, probably next year we will be talking about what percent of the growth rate it really pushed us on a year-over-year basis.

Ali Husain - *Analog Devices, Inc. - IR*

And I think from an investable theme standpoint when it comes to small cells, the move to LTE-U, that is a strong mover for us on the small cell side. Themes around carrier aggregation, those are strong themes for us on the small cell side, and certainly as you think about the move over from 4G to 5G and the densification of the network, small cells would certainly be a modality that would help enhance the network as we move towards 5G. It is really 4.5G in the interim.

Harlan Sur - *JPMorgan - Analyst*

The comm area, I think, is a good example of the breadth of the portfolio and the technologies, right? So if you look at a small cell or look at a macro BTS, how much of that content is analog versus your leadership in the DSP space? Is it a combination of both?

Dave Zinsner - *Analog Devices, Inc. - SVP Finance, CFO*

We actually have fairly limited exposure on the digital side in the communications part of the market. Most of the DSPs we sell go into either consumer for high-end audio or into automotive. So, really, our content is on the analog side. It is literally the functions that drive the radio, that make a radio work.

The beauty of this small cell deployment is if architected the way it has been advertised, there will be a significant increase in the number of radios, and really what we are is radio dependent. The more radios that get sold every year, the better we will do. And in, I guess, traditional macro base stations, there actually has been a story around additional radio count, but it has been a relatively modest pace.

If and when the small cell takes off, which it should, you're talking about an order of magnitude increase in the number of radios that gets deployed, and that's a good thing for us. We are tied for every radio.

The other advantage we have is we have a more integrated solution, which is applicable to both the macro base station space and the small cell space, but it is -- I think there is -- I think OEMs are more comfortable on the macro side not necessarily going there in all cases, whereas in the small cell, it is really almost required. And so when you integrate all of that, you have the guarantee of all the BOM, where if they have their ability to pick and choose, they may or may not use all of your devices in the stream there. So I think if small cell does ramp as expected, this is a tremendous story for us.

Harlan Sur - *JPMorgan - Analyst*

Do you guys have an idea of what your market opportunity is in small cells, looking out over the next few years?

Dave Zinsner - *Analog Devices, Inc. - SVP Finance, CFO*

Well, I will let the pundits decide how many small cell radios gets deployed. Certainly, China is talking very positively about it. Verizon, I think their CFO talked about shifting some portion of their CapEx to small cell. So those are absolutely positive.

I would tell you that our technology -- our technological position, let's call it, in small cells is very, very strong, stronger than it is in macro base stations, so our share, our position with the OEMs that have lead positions on small cell. So the fact that that is -- things are moving in that direction is a significant positive for analog.

Harlan Sur - *JPMorgan - Analyst*

Wireline, interestingly enough, wireline has been a stagnant growth for a long, long time. You guys saw a little bit of a pickup there in the April quarter. Just wondering, are you still seeing some sort of growth here in the July quarter, and enterprise, service provider, data center, what is driving the fundamentals there?

Dave Zinsner - *Analog Devices, Inc. - SVP Finance, CFO*

Well, I think it's pretty simple. What we do is we do the control -- control plane of the optical. That's our primary market. We have a bunch of other what I would call horizontal kind of products that get sold in the communications space, but the key driver is in the control plane at the optical devices.

And I think it's as simple as things have progressed towards moving from 10 to 40 to 100 gig and that has pushed companies, be it data centers or in the long-haul side, to have a refresh or an expansion and what have you. And that has helped drive that growth in that business.

I think over the last three years it has been growing at a 5% CAGR, as you point out. It hasn't been gangbusters, but it has also been pretty steady. It has got very good gross margins, accretive gross margins, so it is a very good business for us.

And the good news is we stay out of the fray of a lot of the data-path suppliers who -- it is every other month one person has one versus the other. We stay out of that fray. We have a pretty good position. It performs a very important task and it doesn't tend to be generation to generation susceptible to the technology changes as significantly.

Harlan Sur - *JPMorgan - Analyst*

Let's move over to your automotive business because that's a business that actually grew. For the first time since fiscal-year 2014, we saw it grow year over year in Q2. It looks like you are anticipating again year-over-year growth this quarter.

So we are seeing a good acceleration in the business. What is driving the growth? Is it -- obviously, part of it is the passive safety stuff not being a headwind anymore, but you've got obviously some good leadership positions in powertrain, infotainment, and ADAS. Help us understand of those three segments what are the growth drivers there.

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Dave Zinsner - *Analog Devices, Inc. - SVP Finance, CFO*

Okay, so I would point out that if you strip out passive safety for the moment, and you look at infotainment, powertrain, and ADAS, all of those businesses are growing double digits.

What was masked in that was the passive safety system was coming down. It was a pretty meaningful part of revenue, and as it was coming down, that was enough of a headwind to flatten out the growth curve on the automotive space. There was a certain amount of that market, that passive safety market, that we were going to yield and we understood that and we let that run its course.

I think we're at a point now where passive safety is going to level off at this level, and now it is -- the story is more around the three other markets and their growth trajectory and what that does to the automotive business in total.

And so, I think in each one we have a pretty good story. We just entered -- and I should let Ali talk about this in a minute, but we have an A-to-B audio solution that is pretty unique in the marketplace. It will significantly improve the weight of automobiles by taking out all this cabling and simplify the cabling architecture of an automobile.

And as a result, we have had tremendous traction with OEMs. We just announced our first one with Ford in the first quarter, but there are many more on the come with that solution. In the powertrain space, we are a lead provider of battery management, battery sensing technology. We have a significant position within start/stop battery, so that's been a good driver of growth, will probably continue to be a good driver of growth in the future.

And then, of course, everyone talks about ADAS. Our particular contribution to that solution is we provide the radar technology, which at the moment is 24 gigahertz, but will eventually move up to 77 gigahertz. So we have a strong position in that market and we expect to have an even better position when it is 77 gigahertz. So that has been driving good growth.

And on top of the fact that we have a good innovative technology, it also is a market that is going to continue to grow. Anything, I think, around safety right now is a good place to be because a lot of things are getting mandated from a safety perspective to make the cars safer and so obviously that's got a good macro theme to it.

Anything you wanted to add to that?

Ali Husain - *Analog Devices, Inc. - IR*

I would just expand on the A-to-B thing, which for me gets me personally pretty jazzed. Because what we're doing on that side is taking essentially an in-cabin audio solution, so when you get into your car today, you have got, let's say, for example, very high-end audio in the vehicle. As we move forward with our solution, we can actually take a bunch of that cabling, because, believe it or not, there is a ton of cabling that goes in the vehicle related solely to the audio experience in the cabin, and as we take more of that weight out of the car, we actually provide a solution that is frankly cheaper, number one, than the other competitors out there.

And then, number two, what it is doing is each kilogram of weight that we take out of the car -- and on average, we have calculated, it is approximately 3 kilograms of weight that comes out of each vehicle that enables this solution, we're allowing the car manufacturers to save on average $10 of CO_2 tax savings in Europe. So, if you multiply, that's $30 worth of tax savings in Europe. I think that's pretty significant.

And then, lastly, the thing that gets me really jazzed about it is that usually as semiconductor component suppliers or module suppliers, for example, you are supplying into the Tier 1s of the world who then kit up your solution and sell it onwards to the Fords of the world, for example. What gets me really excited in this case is that certainly we have the terrific partnerships that we do with the Tier 1s in this space, but this is something that actually got designed with Ford, an OEM in this space.

So, I think it is very exciting that a company like ADI in the semiconductor space is having these engagements at a design level with these car manufacturers, and that gets me very excited for clearly the value that we are delivering to our customers.

Harlan Sur - *JPMorgan - Analyst*

We are running out of time here, but just my last question on -- can't leave without talking about consumer. You guys have done a great job of articulating the ramp into your large consumer opportunity in the second half of the year. I think the questions we get asked is how is the team diversifying their mobile consumer device customer base, and not so much with the same solution that you are supplying into your number one customer, but you guys have a good track record of having this portfolio of great products, being able to put them together and put together innovative solutions for your customers.

So, when can we expect the mobile portfolio to -- customer portfolio to diversify?

Dave Zinsner - *Analog Devices, Inc. - SVP Finance, CFO*

Well, it's definitely happening as we speak. And actually, maybe it relates to the China question, too. Obviously, there are a couple of very prominent Chinese smartphone manufacturers, and some of whom have businesses outside of smartphones into other parts of the communications sector, so to speak. And we have very good position and strength with them and from a customer semiconductor supplier relationship perspective.

That's an area that we are intending to expand. It probably will be different technology, but it starts with a desire to do something that is unique and proprietary and touches the edges of what can be done on the technology side, and that's the way we address the current customer, and that's the way we will address the other customer -- the other suppliers in mobile handsets.

Harlan Sur - *JPMorgan - Analyst*

Great. Thank you, Dave. Thank you, Ali. Appreciate you guys joining us today.

Dave Zinsner - *Analog Devices, Inc. - SVP Finance, CFO*

Thanks.
