



First Quarter Fiscal 2018 Earnings

Prepared Management Remarks
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NASDAQ: UBNT



Ubiquiti Networks Reports First Quarter Fiscal 2018 Results

~ Achieves Record Revenue and Ninth Consecutive Quarter of Revenue Growth ~

~ Diluted EPS of \$0.92 Per Share ~

First Quarter Fiscal 2018 Financial Summary

- Revenues of \$245.9 million, increased 20.1% year-over-year
- GAAP gross profit of \$111.7 million, representing 45.4% of revenues
- GAAP and non-GAAP net income of \$74.9 million
- GAAP and non-GAAP diluted EPS of \$0.92

Management Commentary

We are pleased to announce another record quarter as well as the ninth consecutive quarter of revenue growth for Ubiquiti Networks. Revenues during the first quarter were \$245.9 million, and were near the high end of our updated guidance of \$240 million to \$250 million. GAAP and non-GAAP earnings were \$0.92 per diluted share, above the high end of our guidance of \$0.80-\$0.90 diluted EPS. This quarter total revenues increased 20% year-over-year and 8% sequentially.

Enterprise Technology revenues this quarter were \$126.0 million, up 50% year-over-year, driven by growth across all regions. Enterprise Technology growth continues to be driven by strong sales for our UniFi product family, with products priced disruptively and new products launching at higher average selling prices than our legacy products. Our Service Provider Technology revenues were down 1% year-over-year. However, they were up 5% sequentially, primarily driven by the success of new AC technology products.

There are a few key financial and product-related achievements that we would like to highlight:

First Quarter Financial Highlights

- **Revenues increased 20.1% year-over-year and 7.6% sequentially.** Year-over-year growth was primarily driven by the UniFi-AC, UniFi-Switch, airMAX-AC, airFiber and AmpliFi platforms.
- **Enterprise Technology revenues increased over 49.8% year-over-year and 11% sequentially.** Year-over-year growth was driven by the evolution toward AC technology products, growth in switching and higher average selling prices.
- **GAAP gross margin was 45.4%**, consistent with the prior quarter but down versus the prior year primarily due to product mix.

- **Days sales outstanding in accounts receivable ("DSO") decreased by 7 days to 48 days**, compared with 55 days in the prior quarter driven by higher collections.
- **Repurchased 2,751,024 shares of common stock at an average price per share of \$54.98**, between July 1 and October 6, 2017.
- **Increased the maximum amount of availability under our revolving loan facility to \$425 million from \$300 million**, representing an increase of \$125 million, as disclosed in the Form 8-K filed on November 1, 2017.
- **Initiated a new stock repurchase program**, authorizing the Company to repurchase up to \$50 million of its common stock, as disclosed in the Form 8-K filed on November 9, 2017.

Recent Product Highlights

- **Launched UniFi AC SHD access points, an 802.11AC Wave 2 MU-MIMO access point with a dedicated security radio**, providing persistent threat management combined with the latest Wave 2 technology.
- **Released GPS Sync for airMAX AC**, providing for GPS synchronization between airMAX AC and airMAX M series equipment.
- **Launched the airCube, a Wi-Fi access points for use by wireless internet service providers in residential customer deployments**, featuring a sleek design, a mobile app and 24V PoE passthrough.
- **Introduced FrontRow, featuring a new camera technology** that enables effortless capture and sharing of life's experiences. The product was launched in mid-August and is available through on-line retail including FrontRow.com, Amazon.com, BestBuy.com and through traditional retail channels such as BestBuy and Sam's Club.
- **Announced significant updates to Ubiquiti's proprietary UCRM software**, a customer management platform for wireless internet service providers, including enhanced billing features and multi-language support.

Key Quarterly Financial Summary

These prepared remarks include both GAAP and non-GAAP financial information because we consider non-GAAP information in our planning and forecasting processes. We believe that disclosing these non-GAAP financial measures can provide useful supplemental information that, while not a substitute for GAAP measures, can allow for greater transparency in the review of our financial and operational performance. Non-GAAP financial measures exclude certain costs, expenses and gains such as stock based compensation expense, the adoption of ASU 2016-09 Improvements to Employee Share-Based Payments Accounting, and the tax effects of these non-GAAP adjustments. Note that expenses related to non-recurring engineering (R&D) expenses were not eliminated from non-GAAP results.

Income Statement

Financial Results Summary (\$, in millions, except per share data)

Income statement highlights	F1Q18	F4Q17	F1Q17
Revenues	245.9	228.6	204.8
<i>Service Provider Technology</i>	<i>119.9</i>	<i>114.7</i>	<i>120.6</i>
<i>Enterprise Technology</i>	<i>126.0</i>	<i>114.0</i>	<i>84.1</i>
Gross profit	111.7	103.2	98.3
<i>Gross Profit (%)</i>	<i>45.4%</i>	<i>45.1%</i>	<i>48.0%</i>
Total Operating Expenses	24.6	31.5	23.4
Income from Operations	87.1	71.7	74.9
GAAP Net Income	74.9	60.7	71.8
GAAP EPS (diluted)	0.92	0.74	0.86
Non-GAAP Net Income	74.9	61.0	65.5
Non-GAAP EPS (diluted)	0.92	0.75	0.79

Service Provider Technology

- The Service Provider Technology product category encompasses the airMAX, airFiber, EdgeMAX and UFiber product lines
- Revenues of \$119.9 million
- Represents 49% of our total fiscal Q1 2018 revenues

Enterprise Technology

- The Enterprise Technology product category encompasses our UniFi Access Point, UniFi Video, UniFi VoIP, UniFi Security Gateway, UniFi Switch and mFi product lines as well as our AmpliFi and FrontRow consumer product lines
- Revenues of \$126.0 million
- Represents 51% of our total fiscal Q1 2018 revenues

Ubiquiti Networks, Inc. Revenues by Geographical Area (In thousands) (Unaudited)

	Three Months Ended September 30,	
	2017	2016
North America	\$ 96,170	\$ 74,165
South America	31,053	24,184
Europe, the Middle East and Africa ("EMEA")	93,314	81,375
Asia Pacific	25,331	25,033
Total revenues	\$ 245,868	\$ 204,757

During the first quarter of fiscal 2018, revenues grew 20% versus the prior year period. Year-over-year, North America revenues increased 30%, EMEA revenues increased 15%, South America revenues increased 28% and Asia Pacific revenues increased 1%.

Gross Margins

During this quarter, GAAP gross margin was 45.4%, slightly ahead of the prior quarter but down from the prior year quarter as a result of product mix.

We anticipate our second quarter fiscal 2018 gross margins to remain consistent on a sequential basis. Our long term gross margin projection remains at 45% to 50% given we expect the margins on our newer products to expand as we implement cost reduction strategies while maintaining our selling prices.

Research and Development

Research and Development expenses increased to \$16.9 million in the first quarter fiscal 2018 as compared to \$14.5 million the prior year. Sequentially, research and development expenses decreased as the Company recognized significant non-recurring engineering (NRE) payments in the fourth quarter fiscal 2017.

We will continue to make substantial investments in R&D that we believe will help us expand our addressable market and remain at the cutting edge of networking technology. We estimate our long-term R&D expenses to range between 6% to 8% of revenues.

Sales, General and Administrative

Our selling, general and administrative ("SG&A") expenses for the quarter were \$7.7 million compared to \$8.9 million for the prior year. For long-term planning purposes, we expect SG&A expenses to range between 3% and 5% of revenues.

Headcount

We finished the first fiscal quarter with a total of 741 full-time equivalent employees, up from 725 or 2% in the prior quarter, and up from 564 or 31% in the prior year. Increases in headcount versus the prior year primarily reflect additional employees in R&D.

Taxes

Our GAAP effective tax rate for the quarter was 12.6% as compared with 13.6% in the fourth quarter of fiscal 2017. On a non-GAAP basis, our effective tax rate for the quarter was 13.5%, as compared with 3.5% in the fourth quarter of fiscal 2017. For long term planning purposes, we assume a target effective tax rate of 12% to 14%.

Net Income

GAAP and non-GAAP net income for the first quarter of fiscal 2018 was \$74.9 million, or \$0.92 per diluted share, compared with GAAP net income of \$71.8 million, or \$0.86 per diluted share, and non-GAAP net income of \$65.5 million, or \$0.79 per diluted share in the first quarter of fiscal 2017. The Company's non-GAAP net income margin was 30% in the first quarter fiscal 2018 compared to 32% in the first quarter fiscal 2017. For long-term planning purposes, we expect net income margin to range between 25% and 35% of revenues.

Balance Sheet Highlights

Total cash and cash equivalents as of September 30, 2017 were \$631.8 million, compared with \$604.2 million as of June 30, 2017. The Company held \$597 million of cash and cash equivalents in accounts of the Company's subsidiaries outside of the United States. The sequential decrease in net cash during the first quarter of fiscal 2018 was primarily driven by the repurchase of common stock, partially offset by operating earnings.

First quarter fiscal 2018 days sales outstanding in accounts receivable ("DSO") were 48 days, compared with 55 days in the prior quarter, and 43 days in the first quarter of fiscal 2017. DSO's in the current period declined approximately one week versus the prior quarter, driven primarily by higher collections.

Ubiquiti continues to invest in inventory to reduce lead times, meet increasing demand and support the commensurate growth of the Company's customers. At the same time, the Company is committed to optimizing inventory to correspond with end-market demand. Inventory at the end of the quarter decreased \$19.8 million to \$122.2 million. Consequently, inventory weeks on hand decreased on a sequential basis to 13 weeks in the current quarter versus 14 weeks the prior quarter. The Company expects to hold 8 to 12 weeks of previously introduced product inventory in warehouses going forward, in addition to new product inventory and selected raw materials.

Distribution Channel Management

Ubiquiti has built and maintained a network of over 100 distributors, master resellers and resellers worldwide. Distribution channel management, including improved visibility of future demand and channel inventory levels through periodic reporting by our channel partners, has been and will continue to be, a focus of the Company.

Cash Flow Statement

Our net cash flow from operations for first quarter fiscal 2018 was \$96.9 million, compared with a net cash flow from operations of \$32.8 million for the first quarter fiscal 2017. The \$64.1 million increase in operating cash flow during fiscal 2018 as compared with fiscal 2017 was driven by increased net earnings and reduced investments in working capital. Capital expenditures for the first quarter of fiscal 2018 were \$2.9 million.

Business Outlook

Based on recent business trends, Ubiquiti currently believes the demand environment in its end markets supports the following forecast for the Company's second fiscal quarter ending December 31, 2017.

- Revenues of between \$240 million and \$250 million;
- GAAP diluted EPS of \$0.85 - \$0.92;
- Gross margins are expected to remain consistent on a sequential basis; and
- An effective tax rate of 13.5%.

I look forward to speaking to you on our earnings call. The Q&A conference call information is listed below.

Robert J. Pera

CEO, Founder & Chairman

Conference Call Information

Ubiquiti Networks will host a Q&A-only call to discuss the Company's financial results at 11:00 a.m. Eastern Time (8:00 a.m. Pacific Time) today. Management's prepared remarks can be found on the Investor Relations section of the Ubiquiti Networks website, <http://ir.ubnt.com/financial/quarterly-results>.

To listen to the Q&A call via telephone, dial (866) 807-9684 (U.S. toll-free) or (412) 317-5415 (International) to be connected to the call by an operator. Participants should dial in at least 10 minutes prior to the start of the call. Investors may also listen to a live webcast of the Q&A conference call by visiting the Investor Relations section of the Ubiquiti Networks website at <http://ir.ubnt.com>. A recording of the Q&A call will be available for replay at <http://ir.ubnt.com>.

A recording of the Q&A call will be available approximately two hours after the call concludes and will be accessible on the Investor Relations section of the Ubiquiti Networks website, <http://ir.ubnt.com>.

About Ubiquiti Networks

Ubiquiti Networks, Inc., Inc. currently focuses on 3 main technologies: high-capacity distributed Internet access, unified information technology, and next-gen consumer electronics for home and personal use. The majority of the company's resources consist of entrepreneurial and de-centralized R&D teams. Ubiquiti does not employ a traditional direct sales force, but instead drives brand awareness largely through the company's user community where customers can interface directly with R&D, marketing, and support. With over 70 million devices shipped in over 200 countries and territories in the world, Ubiquiti aims to connect everyone to everything, everywhere. Ubiquiti was founded by former Apple engineer Robert Pera in 2005. More insight about the company management can be found at www.rjpblog.com.

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Use of Non-GAAP Financial Information

To supplement the financial information prepared under generally accepted accounting principles, or GAAP, we use non-GAAP measures of net income and earnings per diluted share that are GAAP net income and GAAP earnings per diluted share adjusted to exclude certain costs, expenses and gains. Non-GAAP net income and non-GAAP earnings per diluted share are among the primary indicators used by management as a basis for planning and forecasting future periods, and by management and our board of directors to determine whether our operating performance has met specified targets and thresholds. Management uses non-GAAP net income and non-GAAP earnings per diluted share when evaluating operating performance because it believes that the exclusion of the items described below, for which the amounts or timing may vary significantly depending upon the Company's activities and other factors, facilitates comparability of the Company's operating performance from period to period. We have chosen to provide this information to investors so they can analyze our operating results in the same way that management does and use this information in their assessment of our business and the valuation of our Company.

We compute non-GAAP net income and non-GAAP earnings per diluted share by adjusting GAAP net income and GAAP earnings per diluted share to remove the impact of certain adjustments and the tax effect of those adjustments. Items excluded from net income are:

- Stock-based compensation expense
- Adoption of ASU 2016-09 Improvement to Employee Share-Based Payments Accounting
- Tax effect of non-GAAP adjustments, applying the principles of ASC 740

Ubiquiti Networks, Inc. Reconciliation of GAAP Net Income to Non-GAAP Net Income (In thousands, except per share data) (Unaudited)

	Three Months Ended September 30,	
	2017	2016
Net income and comprehensive income	\$ 74,925	\$ 71,788
Stock-based compensation:		
Cost of revenues	245	144
Research and development	456	560
Sales, general and administrative	211	223
Excess tax benefits resulting from the adoption of ASU 2016-09 Stock Compensation	(575)	(6,820)
Tax effect of Non-GAAP adjustments	(365)	(371)
Non-GAAP net income	\$ 74,897	\$ 65,524
Non-GAAP diluted EPS	\$ 0.92	\$ 0.79
Shares outstanding (Diluted)	81,748	83,854
Share adjustment (ASU 2016-09 Adoption)	(616)	(774)
Weighted-average shares used in Non-GAAP diluted EPS	81,132	83,080

Usefulness of Non-GAAP Financial Information to Investors

These non-GAAP measures are not in accordance with, or an alternative to, GAAP and may be materially different from other non-GAAP measures, including similarly titled non-GAAP measures used by other companies. The presentation of this additional information should not be considered in isolation from, as a substitute for, or superior to, net income or earnings per diluted share prepared in accordance with GAAP. Non-GAAP financial measures have limitations in that they do not reflect certain items that may have a material impact upon our reported financial results. We expect to continue to incur expenses of a nature similar to the non-GAAP adjustments described above, and exclusion of these items from our non-GAAP net income and non-GAAP earnings per diluted share should not be construed as an inference that these costs are unusual, infrequent or non-recurring.

For more information on the non-GAAP adjustments, please see the table captioned "Reconciliation of GAAP Net Income to non-GAAP Net Income" included herein.

Safe Harbor for Forward Looking Statements

Certain statements in these prepared management remarks are forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. Statements other than statements of historical fact including words such as "look", "will", "anticipate", "believe", "estimate", "expect", "forecast", "consider" and "plan" and statements in the future tense are forward looking statements. The statements in these prepared management remarks that could be deemed forward-looking statements include statements regarding expectations for the second fiscal quarter of 2018 and full fiscal year 2018 and statements regarding expectations related to our cash position, expenses, DSO, number of distributors and resellers, shipments, the roll-out of our consumer retail channel, the introduction of new consumer products, Gross Margins, R&D, SG&A, tax rates, inventory turns, growth opportunities, demand and long term global environment for our products, new products, and financial performance estimates including revenues and GAAP diluted EPS for the Company's second fiscal quarter of 2018 and full fiscal year 2018, and any statements or assumptions underlying any of the foregoing.

Forward-looking statements are subject to certain risks and uncertainties that could cause our actual future results to differ materially, or cause a material adverse impact on our results. Potential risks and uncertainties include, but are not limited to, fluctuations in our operating results; varying demand for our products due to the financial and operating condition of our distributors and their customers, and distributors' inventory management practices; political and economic conditions and volatility affecting the stability of business environments, economic growth, currency values, commodity prices and other factors that may influence the ultimate demand for our products in particular geographies or globally; impact of counterfeiting and our ability to contain such impact; our reliance on a limited number of distributors; inability of our contract manufacturers and suppliers to meet our demand; our dependence on Qualcomm Atheros for chipsets without a short-term alternative; as we move into new markets competition from certain of our current or potential competitors who may be more established in such markets; our ability to keep pace with technological and market developments; success and timing of new product introductions by us and the performance of our products generally; our ability to effectively manage the significant increase in our transactional sales volumes; we may become subject to warranty claims, product liability and product recalls; that a substantial majority of our sales are into countries outside the United States and we are subject to numerous U.S. export control and economic sanctions laws; costs related to responding to government inquiries related to regulatory compliance; our reliance on the Ubiquiti Community; our reliance on certain key members of our management team, including our founder and chief executive officer, Robert

J. Pera; adverse tax-related matters such as tax audits, changes in our effective tax rate or new tax legislative proposals; whether the final determination of our income tax liability may be materially different from our income tax provisions; the impact of any intellectual property litigation and claims for indemnification; litigation related to U.S. Securities laws; and economic and political conditions in the United States and abroad. We discuss these risks in greater detail under the heading “Risk Factors” and elsewhere in our Annual Report on Form 10-K for the year ended June 30, 2017, and subsequent filings filed with the U.S. Securities and Exchange Commission (the “SEC”), which are available at the SEC’s website at www.sec.gov. Copies may also be obtained by contacting the Ubiquiti Networks Investor Relations Department, by email at IR@ubnt.com or by visiting the Investor Relations section of the Ubiquiti Networks website, <http://ir.ubnt.com>.

Given these uncertainties, you should not place undue reliance on these forward-looking statements. Also, forward-looking statements represent our management’s beliefs and assumptions only as of the date made. Except as required by law, Ubiquiti Networks undertakes no obligation to update information contained herein. You should review our SEC filings carefully and with the understanding that our actual future results may be materially different from what we expect.