

Netlist Reports First Quarter 2019 Results

May 14, 2019

IRVINE, Calif., May 14, 2019 /PRNewswire/ -- Netlist, Inc. (OCTQX: NLST) today reported financial results for the first quarter ended March 30, 2019.



NETLIST

Net sales for the first quarter ended March 30, 2019 were \$5.1 million, compared to net sales of \$8.9 million for the quarter ended March 31, 2018. Gross profit for the quarter ended March 30, 2019 was \$0.3 million, or 5.5% of net sales, compared to a gross profit of \$0.4 million, or 4.3% of net sales, for the quarter ended March 31, 2018.

As of March 30, 2019, cash, cash equivalents and restricted cash were \$11.8 million, total assets were \$20.4 million, working capital was \$6.2 million, total debt and accrued interest, net of debt discount, was \$19.5 million, and stockholders' deficit was (\$9.0) million.

"In the first quarter we decreased net loss on both a year-over-year and sequential basis. The results reflect the positive impact of ongoing cost management, which partially compensated for the short-term softness in revenue related to the global erosion in pricing of server DRAM," said Netlist's Chief Executive Officer, C.K. Hong. "We remain actively focused on intellectual property licensing and look forward to the resumption of the trial against SK hynix at the United States International Trade Commission in Washington D.C. in July."

Conference Call Information

C.K. Hong, Chief Executive Officer, and Gail Sasaki, Chief Financial Officer, will host an investor conference call today, May 14, 2019 at 5:00 p.m. Eastern Time to review Netlist's results for the first quarter ended March 30, 2019. The dial-in number for the call is 1-412-317-5443. The live webcast and archived replay of the call can be accessed for 90 days in the Investors section of Netlist's website at www.netlist.com.

About Netlist

Netlist provides high-performance SSDs and modular memory subsystems to enterprise customers in diverse industries. Flagship products NVvault® and EXPRESSvault™ enable customers to accelerate data in their servers and storage and reliably protect enterprise-level cache, metadata and

log data in the event of a system failure or power outage. HybriDIMM™, Netlist's next-generation storage class memory product, addresses the growing need for real-time analytics in Big Data applications, in-memory databases, high-performance computing and advanced data storage solutions. Netlist also manufactures and provides a line of specialty and legacy memory products to storage customers, appliance customers, system builders and cloud and datacenter customers. Netlist holds a portfolio of patents, many seminal, in the areas of hybrid memory, storage class memory, rank multiplication and load reduction. To learn more, visit www.netlist.com.

Safe Harbor Statement

This news release contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements are statements other than historical facts and often address future events or Netlist's future performance. Forward-looking statements contained in this news release include statements about Netlist's ability to execute on its strategic initiatives. All forward-looking statements reflect management's present expectations regarding future events and are subject to known and unknown risks, uncertainties and other factors that could cause actual results to differ materially from those expressed in or implied by any forward-looking statements. These risks, uncertainties and other factors include, among others: risks related to Netlist's plans for its intellectual property, including its strategies for monetizing, licensing, expanding, and defending its patent portfolio; risks associated with patent infringement litigation initiated by Netlist, such as its ongoing proceedings against SK hynix Inc., or by others against Netlist, as well as the costs and unpredictability of any such litigation; risks associated with Netlist's product sales, including the market and demand for products sold by Netlist and its ability to successfully develop and launch new products that are attractive to the market; the success of product, joint development and licensing partnerships, including its relationship with Samsung Electronics Co., Ltd.; the competitive landscape of Netlist's industry; and general economic, political and market conditions. All forward-looking statements reflect management's present assumptions, expectations and beliefs regarding future events and are subject to known and unknown risks, uncertainties and other factors that could cause actual results to differ materially from those expressed in or implied by any forward-looking statements. These and other risks and uncertainties are described in Netlist's annual report on Form 10-K for its most recently completed fiscal year filed on March 22, 2019, and the other filings it makes with the U.S. Securities and Exchange Commission from time to time, including any subsequently filed quarterly and current reports. In light of these risks, uncertainties and other factors, these forward-looking statements should not be relied on as predictions of future events. These forward-looking statements represent Netlist's assumptions, expectations and beliefs only as of the date they are made, and except as required by law, Netlist undertakes no obligation to revise or update any forward-looking statements for any reason.

(Tables Follow)

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Netlist, Inc. and Subsidiaries

Consolidated Balance Sheets

(in thousands)

March 30, December 29,

2019 2018

(unaudited)(audited)

ASSETS

Current assets:

Cash and cash equivalents	\$ 9,991	\$ 14,802
Restricted cash	1,850	1,850
Accounts receivable, net	2,402	2,917
Inventories	2,449	2,946
Prepaid expenses and other current assets	639	677
Total current assets	17,331	23,192

Property and equipment, net	256	279
Operating lease right-of-use assets	1,399	—
Other assets	1,394	1,394
Total assets	\$ 20,380	\$ 24,865

LIABILITIES AND STOCKHOLDERS' DEFICIT

Current liabilities:

Accounts payable	\$ 7,625	\$ 9,497
Revolving line of credit	2,024	2,293
Accrued payroll and related liabilities	487	604
Accrued expenses and other current liabilities	770	343
Note payable	252	376
Total current liabilities	11,158	13,113
Convertible promissory notes and accrued interest, net of debt discounts	17,226	17,346
Operating lease liabilities	908	—
Long-term warranty liability	77	78
Total liabilities	29,369	30,537

Commitments and contingencies

Stockholders' deficit:

Preferred stock	—	—
Common stock	140	139
Additional paid-in capital	170,087	169,355
Accumulated deficit	(179,216)	(175,166)
Total stockholders' deficit	(8,989)	(5,672)
Total liabilities and stockholders' deficit	\$ 20,380	\$ 24,865

Netlist, Inc. and Subsidiaries

Unaudited Consolidated Statements of Operations

(in thousands, except per share amounts)

	Three Months Ended	
	March 30, March 31,	
	2019	2018
Net sales	\$ 5,105	\$ 8,879
Cost of sales(1)	4,826	8,500
Gross profit	279	379
Operating expenses:		
Research and development(1)	590	1,008

Intellectual property legal fees	1,495	2,211
Selling, general and administrative(1)	1,973	1,691
Total operating expenses	4,058	4,910
Operating loss	(3,779)	(4,531)
Other income (expense):		
Interest expense, net	(272)	(147)
Other (expense) income, net	1	5
Total other expense, net	(271)	(142)
Loss before (benefit) provision for income taxes	(4,050)	(4,673)
(Benefit) provision for income taxes	-	-
Net loss	\$ (4,050)	\$ (4,673)
Net loss per common share:		
Basic and diluted	\$ (0.03)	\$ (0.06)
Weighted-average common shares outstanding:		
Basic and diluted	139,039	82,461

(1) Amounts include stock-based compensation expense as follows:

Cost of sales	\$	7	\$	6
Research and development		51		80

Selling, general and administrative	284	155
Total stock-based compensation	\$ 342	\$ 241

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