## Washington, D.C.

20549

FORM 10-Q

QUARTERLY REPORT UNDER SECTION 13 or 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934
For Quarter Ended September 30, 2000 Commission File Number 1-3761

## TEXAS INSTRUMENTS INCORPORATED

(Exact name of Registrant as specified in its charter)


Registrant's telephone number, including area code 972-995-3773

Indicate by check mark whether the Registrant (1) has filed all reports required to be filed by Section 13 or $15(\mathrm{~d})$ of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the Registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes X No

$$
1,729,947,374
$$

Number of shares of Registrant's common stock outstanding as of September 30, 2000

## TEXAS INSTRUMENTS INCORPORATED AND SUBSIDIARIES <br> Consolidated Financial Statements <br> (In millions of dollars, except per-share amounts.)



## TEXAS INSTRUMENTS INCORPORATED AND SUBSIDIARIES

Consolidated Financial Statements
(In millions of dollars, except per-share amounts.)


1. Diluted earnings per common share are based on average common and dilutive potential common shares outstanding (1,791.9 and 1,750.7 million shares for the third quarters of 2000 and 1999, and $1,788.3$ and $1,739.3$ million shares for the nine months ended September 30, 2000 and 1999). All financial information has been restated to reflect the May, 2000 two-for-one stock split and the acquisition of Burr-Brown Corporation in August, 2000, which was accounted for as a pooling of interests.
2. Consistent with new accounting guidelines from the Emerging Issues Task Force, net cash provided by operating activities for year-to-date 2000 and 1999 includes $\$ 228$ million and $\$ 100$ million of income tax benefit realized from the exercise of nonqualified stock options. Previously the benefit was included in cash flows from financing activities.
3. In the third quarter of 2000, TI closed three major acquisitions, all stock-for-stock transactions:

- Burr-Brown Corporation, acquired in a pooling of interests transaction for approximately 88 million shares of TI common stock, including stock options and convertible notes. Related acquisition costs of $\$ 41$ million were recognized in the quarter.
- Dot Wireless, Inc., acquired in a purchase transaction for approximately 6.8 million shares of TI common stock. See Note 14 following.
- Alantro Communications, Inc., acquired in a purchase transaction for approximately 4.2 million shares or TI common stock. See Note 14 following.

4. In the third quarter of 2000, the company recorded net pretax charges of $\$ 10$ million for several Semiconductor and Materials \& Controls restructuring and other actions in the U.S., Japan and Europe. Of the $\$ 10$ million, asset abandonment charges were $\$ 17$ million, gains from asset sales were $\$ 9$ million, escrow pricing refunds from a prior memory manufacturing joint venture were $\$ 17$ million and severance charges were $\$ 19$ million. The severance action affected 432 jobs. As of September 30, 2000, none of the severance costs had been paid. Of the $\$ 10$ million net charge, $\$ 12$ million is included in cost of revenue, $\$ 9$ million in other income and $\$ 7$ million in marketing, general and administrative expense.
5. In the second and third quarters of 2000, the company realized pretax investment gains of $\$ 1211$ million and $\$ 425$ million, included in other income, from the sale of 20 million and 5.6 million shares of Micron Technology, Inc. ("Micron") common stock which were part of the consideration received in the company's 1998 divestiture of its memory business to Micron.
6. In the first quarter of 2000, the company recorded pretax charges of $\$ 29$ million, associated with actions including the closing of the Materials \& Controls manufacturing facility in Versailles, Kentucky, and TI's acquisition of Toccata Technology ApS. Of the $\$ 29$ million charge, $\$ 12$ million was for severance for the elimination of 480 jobs in Kentucky. As of September 30, 2000, none of severance the costs had been paid. Of the $\$ 29$ million charge, $\$ 20$ million is included in cost of revenues, $\$ 6$ million in marketing, general and administrative expense, and $\$ 3$ million in research and development expense.
7. In the third quarter of 1999, severance actions were taken by TI's semiconductor operations in the U.S. These actions, taken in response to the continuing downturn in the hard disk drive market, affected 206 jobs. As a result, TI took a pretax charge of $\$ 12$ million in the third quarter, of which $\$ 10$ million was included in cost of revenues and $\$ 2$ million in marketing,
general and administrative expense. Of the $\$ 12$ million charge, $\$ 9$ million was for severance, $\$ 2$ million for fixed asset write-downs for assets held for disposal, and $\$ 1$ million for vendor obligations. These fixed assets were to be sold for scrap value and were therefore written down to zero, their sales value. At September 30, 2000, this program was complete.

In the third quarter of 1999, additional severance actions were taken for the Japan manufacturing efficiency program announced during the first quarter of 1999 (program is more fully discussed below in Note 8). This resulted in a pretax charge of $\$ 7$ million in the third quarter for the elimination of an additional 105 jobs in Hatogaya, Japan. At year-end 1999, this program was complete.

Also included is $\$ 15$ million of acquisition costs from the company's pooling of interests with Telogy Networks, Inc. and a $\$ 4$ million pretax operating charge by Unitrode Corporation for a severance action.
8. In the first quarter of 1999, the company announced a consolidation of semiconductor manufacturing operations in Japan to improve manufacturing efficiencies and reduce costs. The action resulted in a pretax charge of $\$ 14$ million in the first quarter, of which $\$ 13$ million was for severance for the elimination of 153 jobs in Hatagoya, Japan and $\$ 1$ million for other related costs. At year-end 1999, this program was complete. Of the $\$ 14$ million charge, $\$ 11$ million was included in cost of revenues and $\$ 3$ million in marketing, general and administrative expense.
9. Total comprehensive income (loss), i.e., net income plus investment and pension liability adjustments to stockholders' equity, for the third quarters of 2000 and 1999 was $\$(1,263)$ million and $\$ 1,231$ million. For the nine months ended September 30, 2000 and 1999, it was $\$ 2,023$ million and $\$ 1,669$ million.
10. There has been no significant change in the status of the audit and investigation concerning grants from the Italian government.

In July 2000, TI increased its guarantee to $\$ 210$ million, from $\$ 110$ million at year-end 1999, of the payment obligation of a supplier under a lease financing facility, maturing 2003. Obligations under this facility were $\$ 143$ million at September 30, 2000 and $\$ 2$ million at year-end 1999. In October 2000, TI was released from its guarantee of borrowings by TECH Semiconductor Singapore under its $\$ 450$ million principal amount credit facility.
11. Accounting standards SFAS No. 133 was issued in 1998 and is effective in 2001. It requires that all derivatives be marked-to-market on an ongoing basis. Along with the derivatives, any underlying hedged items are also to be marked-to-market on an ongoing basis. The market value adjustments are to be included in the income statement or stockholders' equity, depending on the nature of the transaction. The company is currently evaluating the standard's impact and expects to adopt the standard in the first quarter of 2001 on a cumulative basis.

In December 1999, the Securities and Exchange Commission issued Staff Accounting Bulletin (SAB) No. 101 on revenue recognition. The company is currently evaluating the impact of SAB No. 101, which is effective in the fourth quarter of 2000, and expects any effect to be immaterial.
12. The statements of income, statements of cash flows and balance sheet at September 30, 2000, are not audited but reflect all adjustments which are of a normal recurring nature and are, in the opinion of management, necessary to a fair statement of the results of the periods shown.


Beginning in 2000, management decided to assess profit performance of its business segments excluding the effect of acquisition-related amortization. Accordingly, 2000 business segment profit amounts exclude this amortization ( $\$ 41$ million for the third quarter and $\$ 92$ million year-to-date). Business segment profit amounts for 1999 include this amortization ( $\$ 24$ million for the third quarter and $\$ 43$ million year-to-date).

14. Year-to-date acquisition-related purchased in-process R\&D charges were $\$ 112$ million in 2000 and $\$ 79$ million in 1999. These charges are for research and development from business purchase acquisitions. Values for acquired in-process R\&D (purchased R\&D) were determined at the acquisition date based upon the appraised value of the related developmental projects. Purchased R\&D projects were assessed, analyzed and valued within the context and framework articulated by the Securities and Exchange Commission herein described as the Exclusion Approach.

Significant assumptions, detailed in the following table, used in determining the value of purchased R\&D included the discount rate, the estimated beginning date of projected operating cash flows, and the remaining cost and time, in engineer-months, to complete the R\&D projects. The term "engineer month" refers to the average amount of research work expected to be performed by an engineer in a month.

The relative stage of completion and projected operating cash flows of the underlying in-process projects acquired were the most significant and uncertain assumptions utilized in the valuation analysis of the in-process R\&D. Such uncertainties could give rise to unforeseen budget overruns and/or revenue shortfalls in the event that TI is unable to successfully complete and commercialize the projects. TI management is primarily responsible for estimating the value of the purchased R\&D in all acquisitions accounted for under the purchase method. TI expects to essentially meet its original return expectations for the projects.

Millions of Dollars

| Entity acquired | Acquisition date | Consideration | Goodwill | Other <br> intan- <br> gibles | Deferred compensation | Purchased in-process R\&D charge | Appraisal method |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{aligned} & \text { Butterfly } \\ & \text { VLSI, } \\ & \text { Ltd. } \end{aligned}$ | First quarter 1999 | \$ 52 | \$ 33 | \$ 5 | -- | \$ 10 | Exclusion approach |
| Libit Signal Processing Ltd. | Second quarter 1999 | \$365 | \$207 | \$106 | -- | \$ 52 | Exclusion approach |



| Entity acquired | R\&D Discount <br> focus rate |  | Cost/time to |  | Year cash flows |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | projected |
|  |  |  | $\begin{gathered} \text { At } \\ \text { acquisition } \end{gathered}$ | $\begin{gathered} \text { At } \\ \text { Sept } 2000 \end{gathered}$ | to begin |
| Butterfly <br> VLSI, <br> Ltd. | Short | 25\% | \$5/264 engineer months | Project completed | 2000 |
|  | distance |  |  |  |  |
|  | wireless |  |  |  |  |
|  | technology |  |  |  |  |
|  | for voice- |  |  |  |  |
|  | plus-data |  |  |  |  |
|  | transmission products |  |  |  |  |
| Libit Signal Processing Ltd. | Silicon | 22\% | \$5/492 engineer months | Project completed | 2000 |
|  | Solutions |  |  |  |  |
|  | and Internet |  |  |  |  |
|  | telephony |  |  |  |  |
|  | software |  |  |  |  |
|  | for cable |  |  |  |  |
|  | modems, etc. |  |  |  |  |
|  | for Internet |  |  |  |  |
|  | access |  |  |  |  |
| Integrated Sensor Solutions, Inc. | Intelligent | 25\% | \$4/233 engineer months | Project completed | 2000 |
|  | sensors <br> for auto/ <br> ind. markets |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| Alantro | Wireless | 24\% | \$2.9/ | \$2.3/138 | 2002 |
| Commun- | networking |  | 172 |  |  |
| ications, | technology |  | engineer | engineer |  |
| Inc. | for home and office |  | months | months |  |
| Dot | Architec- | 20\% | \$4.1/ | \$3.5/219 | 2003 |
| Wireless, | ture for |  | 256 | engineer |  |

15. The following is a reconciliation of individual restructuring accruals (in millions of dollars).


## Various payments

| Adjustments - net |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| reversal to income |  |  | (1) |  |
| BALANCE, JUNE 30, 2000 | 2 | 3 | 12 |  |
| CHARGES: |  |  |  |  |
| Severance |  |  |  | \$ 19 |
| DISPOSITIONS: |  |  |  |  |
| Severance payments |  |  |  |  |
| Various payments |  |  |  |  |
| Adjustments - net |  |  |  |  |
| reversal to income | (2) | (3) |  |  |
|  | \$ - | \$ - | \$ 12 | \$ 19 |
| BALANCE, SEPTEMBER 30, 2000 | ==== | ==== | ==== | === |

*Abbreviations
SC = Semiconductor Business
M\&C = Materials \& Controls Business
Corp. = Corporate Division
16. In connection with its third quarter, 2000 pooling of interests acquisition of Burr-Brown Corporation (now known as TI Tucson), Texas Instruments
Incorporated (TI), the parent, has fully and unconditionally guaranteed payment of the principal, premium, if any, and interest under TI Tucson's $\$ 250$ million principal amount of $41 / 4 \%$ Convertible Subordinated Notes issued February 24, 2000, and due 2007. Such guarantee is subordinated to TI's existing and future senior indebtedness.

In lieu of providing separate audited financial statements of TI Tucson, TI has included the accompanying unaudited consolidating condensed financial statements in accordance with Rule 3-10(c) of the SEC's Regulation S-X.

TEXAS INSTRUMENTS INCORPORATED AND SUBSIDIARIES
Unaudited Consolidating Condensed Statement of Income For Three Months Ended September 30, 2000
(In millions of dollars)
TI Tucson


TEXAS INSTRUMENTS INCORPORATED AND SUBSIDIARIES
Unaudited Consolidating Condensed Statement of Income For Three Months Ended September 30, 1999
(In millions of dollars)


TEXAS INSTRUMENTS INCORPORATED AND SUBSIDIARIES
Unaudited Consolidating Condensed Statement of Income For Nine Months Ended September 30, 2000 (In millions of dollars)


TEXAS INSTRUMENTS INCORPORATED AND SUBSIDIARIES
Unaudited Consolidating Condensed Statement of Income For Nine Months Ended September 30, 1999 (In millions of dollars)


TEXAS INSTRUMENTS INCORPORATED AND SUBSIDIARIES
Unaudited Consolidating Condensed Balance Sheet
September 30, 2000
(In millions of dollars)

|  | TI |
| :---: | :---: |
| Texas | Tucson |
| Instruments | consol- |
| Incorporated | idated |

Non-
guarantor subsidiaries and eliminations

Consolidated


| \$ 47 | \$ 204 |
| :---: | :---: |
| 332 | 828 |
| 1,163 | 1,837 |
| 1,542 | 2,869 |
| 74 | 1,213 |
| 168 | 687 |
| 269 | 822 |
| 9 | 307 |
| 33 | 12,441 |
| \$2,095 | \$18,339 |

TEXAS INSTRUMENTS INCORPORATED AND SUBSIDIARIES
Unaudited Consolidating Condensed Balance Sheet
December 31, 1999
(In millions of dollars)

|  | TI |
| :---: | :---: |
| Texas | Tucson |
| Instruments | consol- |
| Incorporated | idated |

Non-
guarantor subsidiaries and eliminations

Consolidated

| $\$ 118$ |
| ---: |
| 45 |
| 66 |
| 50 |
| 9 |
| 10 |
| ---- |
| 298 |
| ----- |
| 98 |
| 1 |
|  |
| -- |
| -- |
| 3 |
| -- |
| ---- |
| $\$ \quad 400$ |
| $====-$ |


| 18 | \$ 33 | 331 |
| :---: | :---: | :---: |
| 19 | 285 | 687 |
| 32 | 889 | 1,679 |
| 69 | 1,207 | 2,697 |
| 2 | 104 | 1,099 |
| -- | 275 | 797 |
| 6 | 222 | 998 |
|  | 14 | 258 |
| 323 | 585 | 9,578 |
| \$ 400 | \$ 2,407 | \$15,427 |

TEXAS INSTRUMENTS INCORPORATED AND SUBSIDIARIES
Unaudited Consolidating Condensed Statement of Cash Flows For Nine Months Ended September 30, 2000
(In millions of dollars)


TEXAS INSTRUMENTS INCORPORATED AND SUBSIDIARIES
Unaudited Consolidating Condensed Statement of Cash Flows For Nine Months Ended September 30, 1999
(In millions of dollars)

|  | Texas <br> Instruments <br> Incorporated | TI <br> Tucson consolidated | Nonguarantor subsidiaries and eliminations | Consolidated |
| :---: | :---: | :---: | :---: | :---: |
| Net cash provided by (used in) operating activities..................... | \$ 1,509 | \$ 42 | \$ (247) | \$ 1,304 |
| Cash flows from investing activities: |  |  |  |  |
| Additions to property, plant and equipment | (647) | (15) | (225) | (887) |
| Purchases of short-term investments..... | $(1,690)$ | -- | (128) | $(1,818)$ |
| Sales and maturities of short-term investments. | 1,670 | -- | 18 | 1,688 |
| Purchases of noncurrent investments. | (65) | (9) | -- | (74) |
| Sales of noncurrent investments.... | 189 | 16 | 4 | 209 |
| Acquisitions of businesses, net of cash acquired. | (469) | - - | -- | (469) |
| Net cash used in investing activities..... | $(1,012)$ | (8) | (331) | $(1,351)$ |
| Cash flows from financing activities: |  |  |  |  |
| Additions to loan payables. | -- | 11 | -- | 11 |
| Payments on loan payables. | -- | (13) | -- | (13) |
| Additions to long-term debt | 400 | -- | -- | 400 |
| Payments on long-term debt | (200) | (1) | (53) | (254) |
| Dividends paid on common stock. | (100) | -- | ( | (100) |
| Sales and other common stock transactions.............. | 179 | 5 | (2) | 182 |
| Common stock repurchase program. | (411) | (5) | (1) | (417) |
| Change in intercompany accounts. | (347) | -- | 347 | - - |
| Net cash provided by (used in) |  |  |  |  |
| financing activities....... | (479) | (3) | 291 | (191) |
| Effect of exchange rate changes on cash. | (43) | (1) | (12) | (56) |
| Net increase (decrease) in cash and cash equivalents. | (25) | 30 | (299) | (294) |
| Cash and cash equivalents, January 1. | 79 | 72 | 554 | 705 |
| Cash and cash equivalents, September 30. | \$ 54 | \$ 102 | \$ 255 | \$ 411 |

ITEM 2. Management's Discussion and Analysis of Financial Condition and Results of Operations.

The Registrant (the "company" or "TI") announced third-quarter 2000 financial results that show revenue growth for TI's semiconductor business accelerated in the third quarter to 8 percent sequentially and 29 percent over the same quarter last year. Growth was driven by demand for TI's DSP and Analog semiconductors, as well as demand across a breadth of TI's other semiconductor products.

Wireless revenue grew 37 percent over the same quarter last year. Catalog revenue grew 56 percent over a year ago. Revenue from broadband communications grew 70 percent sequentially.

## SUMMARY OF FINANCIAL RESULTS

Note: TI's financial results reflect the completed pooling of interests acquisition of Burr-Brown Corporation and the inclusion of its results in the Semiconductor segment. Historical results for this, as well as the May, 2000 two-for-one stock split, have been restated accordingly.

For the third quarter of 2000, TI reported the following:

Total revenue was $\$ 3160$ million, up 26 percent from $\$ 2515$ million in the year-ago quarter and up 7 percent sequentially due to increased growth in semiconductor revenue. Semiconductor revenue was $\$ 2718$ million, up 29 percent from $\$ 2101$ million in the same quarter of 1999 and up 8 percent sequentially.

Cost of revenues in the third quarter was $\$ 1644$ million compared to $\$ 1307$ million in the year-ago quarter. Cost of revenues increased about the same as the increase in revenues, on a percentage basis.

Research and development (R\&D) totaled $\$ 533$ million, including $\$ 112$ million of purchased in-process R\&D costs from the Dot Wireless, Inc. and Alantro Communications, Inc. acquisitions, compared with $\$ 350$ million in the third quarter of 1999 , which included $\$ 16$ million of purchased in-process R\&D costs from the Integrated Sensor Solutions, Inc. acquisition. The increase was primarily due to acquisition related in-process R\&D costs.

Marketing, general and administrative expense in the quarter was $\$ 453$ million, compared with $\$ 398$ million in the year-ago quarter, primarily due to higher semiconductor expenditures, including marketing-related activities. The increase was less than the total increase in TI revenues, on a percentage basis.

Other income (expense) net increased from $\$ 156$ million in the third quarter of 1999 to $\$ 565$ million in the third quarter of 2000, primarily due to the sale of 5.6 million shares of Micron common stock.

The income tax rate for the quarter was 37 percent.
Orders in the third quarter were $\$ 3250$ million, up 29 percent from $\$ 2511$ million in the year-ago quarter due to semiconductor. Sequentially, TI orders were down 3 percent primarily due to seasonality in Educational \& Productivity Solutions and Materials \& Controls.

In addition to the $\$ 425$ million gain associated with the sale of Micron common stock, results for this quarter include special charges of $\$ 112$ million of purchased in-process R\&D costs, $\$ 41$ million in pooling of
interests acquisition costs, $\$ 41$ million of amortization of goodwill and other acquisition-related intangibles, and $\$ 10$ million of net charges for restructuring and other actions.

For the second quarter of 2000, results included an investment gain of $\$ 1211$ million, included in other income, from the sale of 20 million shares of Micron common stock. Also included is amortization of goodwill and other acquisition-related intangibles of $\$ 25$ million.

For the first quarter of 2000, results included special charges of $\$ 29$ million for actions including the closing of a Materials and Controls (M\&C) manufacturing facility in Versailles, Kentucky, and TI's acquisition of Toccata Technology ApS. Also included is amortization of goodwill and other acquisition-related intangibles of $\$ 25$ million.

For the third quarter of 1999, results included special charges of \$54 million, primarily for in-process R\&D costs associated with TI's acquisition of Integrated Sensor Solutions, Inc. and costs associated with the pooling acquisition of Telogy Networks, Inc. Also included is amortization of goodwill and other acquisition-related intangibles of $\$ 24$ million.

For the second quarter of 1999, results included special charges of $\$ 52$ million for in-process R\&D associated with the acquisition of Libit Signal Processing Ltd. Also included is amortization of goodwill and other acquisition-related intangibles of $\$ 9$ million.

For the first quarter of 1999, results included special charges of \$25 million, primarily for a consolidation of semiconductor manufacturing operations in Japan. Also included is amortization of goodwill and other acquisition-related intangibles of $\$ 10$ million.

Additional information relating to these items appears below under the heading "Special Charges and Gains.'

## OUTLOOK

TI expects its semiconductor revenue to grow sequentially by a few percentage points in the fourth quarter. Revenue is expected to decline sequentially in Educational \& Productivity Solutions and in Materials \& Controls. TI expects the net result to be total revenue in the fourth quarter that is about even with total revenue in the third quarter.

Specifically, TI expects the following:
Revenue from wireless will decline sequentially as certain major handset customers absorb semiconductor inventory in the fourth quarter, more than offsetting the continuing revenue growth in chipset and base-station products.

Revenue from catalog DSP and Analog products is expected to grow as a result of new applications, new product introductions and increased demand for existing products

Revenue growth for broadband communications should reflect the continuing strong demand that is developing for TI's digital subscriber line (DSL) and cable modem products.

Revenue for the Materials \& Controls business should be down from the third quarter reflecting the sale of the materials portion of this business. The sale is expected to close by October 31, 2000. The
materials operation contributed about \$95 million in trade revenue in 1999.
Revenue for Educational \& Productivity Solutions in the fourth quarter is expected to be less than half of what it was in the third quarter, primarily due to the normal seasonal pattern in this business.

R\&D is expected to be $\$ 1.6$ billion, excluding acquisition-related in-process R\&D costs, up from the previously expected $\$ 1.5$ billion, reflecting the acquisition of Burr-Brown.

## SEMICONDUCTOR

Semiconductor revenue was $\$ 2718$ million in the third quarter, up 29 percent from the same period in 1999 and up 8 percent sequentially due primarily to strength in DSP and Analog, as well as growth across a breadth of TI's other semiconductor products. Semiconductor growth was constrained in the third quarter as demand for TI's advanced Analog products outpaced capacity. TI continues to aggressively convert several of its Analog fabrication facilities to more efficient 200-millimeter wafers, with early qualification of products well under way. Additionally, equipment is being installed in TI's first 300-millimeter wafer fabrication facility, located in Dallas, and is on schedule for production in the second half of 2001.

Semiconductor operating profit for the third quarter was \$693 million, or 25.5 percent of revenue, up 2.6 points from the same quarter a year ago and up slightly from last quarter's 25.3 percent.

DSP revenue in the third quarter was up 36 percent from the same quarter a year ago and up 4 percent sequentially. Analog revenue was up 30 percent compared with the year-ago period and up 9 percent sequentially. DSP and Analog comprised about 65 percent of TI's semiconductor revenue. Revenue for TI's remaining semiconductor products increased from the year-ago quarter and from the second quarter of 2000.

TI's semiconductor revenue growth in key markets was as follows:

- Wireless revenue increased 37 percent versus a year ago and 2 percent sequentially.
-     - Revenue from TI's catalog products grew 56 percent versus a year ago and 13 percent sequentially.
- Growth in broadband communications continued to accelerate, with revenue growing 70 percent sequentially.
-     - Revenue from hard-disk drive semiconductors grew at 4 percent sequentially. Revenue was down 31 percent versus a year ago. In the quarter, TI announced it has discontinued its development activity in read channel products for hard-disk drives and has redeployed more than 100 analog design engineers to higher-growth telecommunications and data networking markets.

Semiconductor orders increased 34 percent from the year-ago quarter, primarily due to strength in DSP and Analog, and were about even with the second quarter of 2000 .

M\&C revenue in the third quarter was $\$ 269$ million, up 7 percent from $\$ 252$ million in the same quarter a year ago, primarily due to growth in automotive sensor products. Sequentially, third-quarter revenue was down 9 percent due to seasonal patterns in the heating and air conditioning market.

Operating profit in the third quarter was $\$ 47$ million, or 17.5 percent of revenue, up 1.3 percentage points from the third quarter of 1999, primarily due to increased revenue. Operating profit was down 2.1 points from the second quarter of 2000 due to lower revenue.

During the quarter, TI announced an agreement to sell its specialty-clad metals and electrical contacts (or "materials") operation to an independent company financed by Blue Point Capital Partners. The sale is expected to close by October 31, 2000, and result in a gain.

## EDUCATIONAL \& PRODUCTIVITY SOLUTIONS (E\&PS)

Revenue for E\&PS in the third quarter of 2000 was $\$ 160$ million, even with the same quarter last year. Sequentially, revenue increased 19 percent in what is the seasonally strongest quarter for this business. However, revenue in the third quarter was not as strong as expected due to weaker inventory replenishment following back-to-school sales.

Operating margin for the quarter was 34.3 percent, up 4.9 percentage points from the year-ago period and up 5.7 points from the second quarter due to cost reductions.

## ADDITIONAL FINANCIAL INFORMATION

For the first nine months of 2000, TI revenue was $\$ 8851$ million, up from $\$ 7121$ million for the same period in 1999, due to semiconductor. Semiconductor revenue was $\$ 7596$ million, up from $\$ 5947$ million for the same period in 1999, primarily due to strength in DSP and Analog. M\&C revenue was $\$ 855$ million, up from $\$ 754$ million for the same period in 1999, primarily due to growth in automotive sensor products. E\&PS revenue was $\$ 382$ million, down from $\$ 394$ million for the same period in 1999, primarily due to the weaker inventory replenishment following back-to-school sales.

Cost of revenues for the first nine months of 2000 was $\$ 4548$ million compared with $\$ 3726$ million in the year-ago period. Cost of revenues increased less than the increase in revenues, on a percentage basis, reflecting manufacturing efficiencies associated with higher product shipments.

R\&D in the first nine months of 2000 totaled $\$ 1306$ million, compared to $\$ 1046$ million in the first nine months of 1999, including in-process R\&D costs from acquisitions. The increase was primarily due to semiconductor, including increased strategic investment for DSP and Analog.

Marketing, general and administrative expense in the first nine months of 2000 was $\$ 1268$ million, compared with $\$ 1096$ million in the year-ago period, primarily due to higher semiconductor expenditures, including marketing-related activities. The increase was less than the increase in revenues, on a percentage basis.

Other income (expense) net increased from $\$ 313$ million in the first nine months of 1999 to $\$ 2040$ million in the first nine months of 2000 , primarily due to the sale of 25.6 million shares of Micron common stock.

The income tax rate for the first nine months of 2000 was 35 percent.
For the first nine months of 2000, TI orders were $\$ 9601$ million, compared with $\$ 7496$ million from the same period a year ago, primarily due to increased customer demand for semiconductor products. Semiconductor orders were $\$ 8396$ million, up from $\$ 6336$ million for the same period in 1999, primarily due to strength in DSP and Analog. M\&C orders were $\$ 859$ million, up from $\$ 762$ million for the same period in 1999, primarily due to growth in automotive sensor products. E\&PS orders were $\$ 382$ million, down from $\$ 396$ million for the same period in 1999, primarily due to the weaker inventory replenishment following back-to-school sales.

In the first nine months of 2000, cash and cash equivalents plus short-term investments increased by $\$ 1729$ million to $\$ 4555$ million, primarily due to the sale of Micron common stock.

Cash flow from operating activities was $\$ 1530$ million in the first three quarters of 2000. Consistent with new accounting guidelines from the Emerging Issues Task Force (EITF), net cash provided by operating activities for 2000 includes $\$ 228$ million of income tax benefit realized from the exercise of nonqualified employee stock options ( $\$ 100$ million benefit in 1999). Previously, the benefit was included in cash flows from financing activities. Capital expenditures totaled $\$ 1789$ million in the three quarters of 2000, compared with $\$ 887$ million in the first three quarters of 1999. Capital expenditures totaled $\$ 585$ million in the third quarter of 2000 versus $\$ 360$ million in the year-ago quarter.

Depreciation for the first three quarters of 2000 was $\$ 869$ million, compared with $\$ 735$ million in the same period a year ago. Depreciation for the third quarter of 2000 was $\$ 319$ million, versus $\$ 257$ million in the year-ago quarter.

At the end of the third quarter, the debt-to-total-capital ratio was . 10 versus . 13 at the end of 1999.

In response to Micron's notice of intent to redeem its $\$ 740$ million 6.5\% convertible notes, TI presented the notes for conversion into 24.7 million Micron common shares on October 9, 2000. As a result, Micron will no longer have debt outstanding to TI from its 1998 purchase of TI's memory business. Accordingly, in the fourth quarter of 2000, TI plans to recognize a gain on that divestiture which was previously deferred pending repayment of the TI-provided financing.

## SPECIAL CHARGES AND GAINS

## Third Quarter of 2000

In the third quarter of 2000, TI recorded investment gains of $\$ 425$ million from the sale of 5.6 million shares of Micron Technology, Inc. (Micron) common stock, offset by special charges of $\$ 163$ million, of which $\$ 112$ million is for purchased in-process R\&D costs from the Dot Wireless, Inc. and Alantro Communications, Inc. acquisitions, $\$ 41$ million for acquisition costs from the pooling of interests with Burr-Brown Corporation, and $\$ 10$ million, net, for several Semiconductor and Materials \& Controls restructuring and other actions in the U.S., Japan
and Europe. Of the $\$ 163$ million, $\$ 112$ million is an increase in research and development expense, $\$ 46$ million in marketing, general and administrative expense, $\$ 31$ million in cost of revenues, $\$ 15$ million in net revenues and $\$ 11$ million in other income. The primary benefit from the above actions is reduced personnel costs, which are estimated to reach $\$ 31$ million annually. The benefit is expected to begin in the fourth quarter of 2000.

Second Quarter of 2000
In the second quarter of 2000, a special investment gain of $\$ 1211$ million was realized from the sale of 20 million shares of Micron common stock, which were part of the consideration received in TI's 1998 divestiture of the memory business to Micron. This $\$ 1211$ million gain was included in other income.

## First Quarter of 2000

In the first quarter of 2000, pretax charges of $\$ 29$ million were taken, associated with actions including the closing of the M\&C manufacturing facility in Versailles, Kentucky, and TI's acquisition of Toccata Technology ApS. Of the $\$ 29$ million charge, $\$ 12$ million was for severance for the elimination of 480 jobs in Kentucky by the first quarter of 2001. At September 30, 2000, the pay-out of the severance cost obligation had not yet begun. Of the $\$ 29$ million, $\$ 20$ million is included in cost of revenues, $\$ 6$ million in marketing, general and administrative expense and $\$ 3$ million in research and development expense. The primary benefit from the Kentucky action is reduced personnel costs, which are estimated to reach $\$ 10$ million annually. The benefit is expected to begin in the fourth quarter of 2000.

## Third Quarter of 1999

In the third quarter of 1999, severance actions were taken by TI's semiconductor operations in the U.S. These actions, taken in response to the continuing downturn in the hard disk drive market, affected 206 jobs. As a result, the TI took a pretax charge of $\$ 12$ million in the third quarter, of which $\$ 10$ million was included in cost of revenues and $\$ 2$ million in marketing, general and administrative expense. Of the $\$ 12$ million charge, $\$ 9$ million was for severance, $\$ 2$ million was for fixed asset write-downs for assets held for disposal, and $\$ 1$ million was for vendor obligations. These fixed assets were sold for scrap value after being written down to zero, their sales value. All of the employees have left. At September 30, 2000, the pay-out of the severance is complete. The primary benefit from this action is reduced people costs, which are estimated to reach $\$ 22$ million annually. The benefit began in the fourth quarter of 1999.

In the third quarter of 1999, additional severance actions were taken for the Japan manufacturing efficiency program announced during the first quarter of 1999 (program is more fully discussed below under First Quarter of 1999). This resulted in a pretax charge of $\$ 7$ million in the third quarter for the elimination of an additional 105 jobs in Hatogaya, Japan. At September 30, 2000, the pay-out of the severance obligation was complete. The $\$ 7$ million charge was included in cost of revenues.

Also included is $\$ 15$ million of acquisition transaction costs from the pooling acquisition of Telogy Networks, Inc. and a $\$ 4$ million pretax operating charge by Unitrode Corporation for a severance action.

In the first quarter of 1999, the company announced a consolidation of semiconductor manufacturing operations in Japan to improve manufacturing efficiencies and reduce costs. This action resulted in a pretax charge of $\$ 14$ million in the first quarter, of which $\$ 13$ million was for severance for the elimination of 153 jobs in Hatogaya, Japan. At year-end 1999, this program was complete. Of the $\$ 14$ million charge, $\$ 11$ million was included in cost of revenues and $\$ 3$ million in marketing, general and administrative expense. The primary benefit from this consolidation action was reduced personnel costs, which were estimated to reach $\$ 11$ million annually. The benefit began in the fourth quarter of 1999.

Year-to-date acquisition-related purchased in-process R\&D charges were $\$ 112$ million in 2000 and $\$ 79$ million in 1999. These charges are for research and development from business purchase acquisitions. Values for acquired in-process R\&D (purchased R\&D) were determined at the acquisition date based upon the appraised value of the related developmental projects. Purchased R\&D projects were assessed, analyzed and valued within the context and framework articulated by the Securities and Exchange Commission herein described as the Exclusion Approach.

Significant assumptions, detailed in the following table, used in determining the value of purchased R\&D included the discount rate, the estimated beginning date of projected operating cash flows, and the remaining cost and time, in engineer-months, to complete the R\&D projects. The term "engineer month" refers to the average amount of research work expected to be performed by an engineer in a month.

The relative stage of completion and projected operating cash flows of the underlying in-process projects acquired were the most significant and uncertain assumptions utilized in the valuation analysis of the in-process R\&D. Such uncertainties could give rise to unforeseen budget overruns and/or revenue shortfalls in the event that $T I$ is unable to successfully complete and commercialize the projects. TI management is primarily responsible for estimating the value of the purchased R\&D in all acquisitions accounted for under the purchase method. TI expects to essentially meet its original return expectations for the projects.

| Entity acquired | Acquisition date | Consideration | Goodwill | Other <br> intan- <br> gibles | Deferred compensation | Purchased in-process R\&D charge | Appraisal method |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ```Butterfly VLSI, Ltd.``` | First quarter 1999 | \$ 52 | \$ 33 | \$ 5 | -- | \$ 10 | Exclusion approach |
| Libit Signal Processing Ltd. | Second quarter 1999 | \$365 | \$207 | \$106 | -- | \$ 52 | Exclusion approach |
| Integrated Sensor Solutions, Inc. | Third quarter 1999 | \$ 67 | \$ 32 | \$ 11 | -- | \$ 16 | Exclusion approach |
| Alantro Communications, Inc. | Third quarter 2000 | \$277 | \$148 | \$ 58 | \$ 32 | \$ 52 | Exclusion approach |
| Dot Wireless, Inc. | Third quarter 2000 | \$467 | \$302 | \$ 46 | \$119 | \$ 60 | Exclusion approach |


| Entity acquired | $\begin{aligned} & \text { R\&D } \\ & \text { focus } \end{aligned}$ | Discount rate | Cost/time to lete R\&D projects |  | Year cash flows projected to begin |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | At acquisition | At Sept 2000 |  |
| ```Butterfly VLSI, Ltd.``` | Short <br> distance <br> wireless <br> technology <br> for voice- <br> plus-data <br> transmission <br> products | 25\% | \$5/264 engineer months | Project completed | 2000 |
| Libit Signal Processing Ltd. | Silicon <br> Solutions and Internet telephony software for cable modems, etc. for Internet access | 22\% | \$5/492 engineer months | Project completed | 2000 |
| Integrated Sensor Solutions, Inc. | Intelligent <br> sensors <br> for auto/ <br> ind. markets | 25\% | \$4/233 engineer months | Project completed | 2000 |

Wireless

## 24\%

ing technology for home and office

Architec- 20\%
ture for
third generation (3G) wireless devices for delivering voice and high speed
data to mobile users
\$2.9/
172 engineer
engineer months
months
\$4.1/
256
engineer
\$3.5/219
2003
months
months
ications
Inc.

Dot
Wireless, Inc.

ITEM 3. Quantitative and Qualitative Disclosures About Market Risk.
Information concerning market risk is contained on pages $\mathrm{B}-35$ and $\mathrm{B}-36$ of the Registrant's proxy statement for the 2000 annual meeting of stockholders and is incorporated by reference to such proxy statement.

## PART II - OTHER INFORMATION

ITEM 2. Changes in Securities and Use of Proceeds

On August 31, 2000, the Registrant acquired all the outstanding shares of the capital stock of Dot Wireless, Inc., a California corporation, in exchange for approximately 6.8 million shares of TI common stock. The offer and sale of the shares of TI common stock described above were effected without registration in reliance on the exemption afforded by section 3(a)(10) of the Securities Act of 1933, as amended. The issuance was approved, after a hearing upon the fairness of the terms and conditions of the transaction, by the California Commissioner of Corporations under authority to grant such approval as expressly authorized by the laws of the State of California.

On September 8, 2000, the Registrant acquired all the outstanding shares of the capital stock of Alantro Communications, Inc., a California corporation, in exchange for approximately 4.2 million shares of TI common stock. The offer and sale of the shares of TI common stock described above were effected without registration in reliance on the exemption afforded by section 3(a)(10) of the Securities Act of 1933, as amended. The issuance was approved, after a hearing upon the fairness of the terms and conditions of the transaction, by the California Commissioner of Corporations under authority to grant such approval as expressly authorized by the laws of the State of California.

ITEM 6. Exhibits and Reports on Form 8-K.
(a) Exhibits

| Designation of <br> Exhibits in <br> this Report | Description of Exhibit |
| :--- | :--- |
| 11 | Earnings Per Common and Dilutive Potential <br> Common Share |
| 27 | Computation of Ratio of Earnings to Fixed <br> Charges |
| 27.1 | Financial Data Schedule <br> Restated Financial Data Schedule as of <br> September 30, 1999 and for the 9 months |
| then ended. |  |

(b) Reports on Form 8-K

The Registrant filed the following reports on Form 8-K with the Securities and Exchange Commission during the quarter ended September 30, 2000: Form 8-K filed July 6, 2000, which included a news release regarding Registrant's acquisition of Burr-Brown Corporation; and Form 8-K filed August 31, 2000, which included a news release regarding the closing of Registrant's acquisition of Burr-Brown Corporation.
"Safe Harbor" Statement under the Private Securities Litigation Reform Act of 1995:

This Form 10-Q includes "forward-looking statements" intended to qualify for the safe harbor from liability established by the Private Securities Litigation Reform Act of 1995. These forward-looking statements generally can be identified by phrases such as TI or its management "believes," "expects," "anticipates," "foresees," "forecasts," "estimates" or other words or phrases of similar import. Similarly, such statements herein that describe the company's business strategy, outlook, objectives, plans, intentions or goals also are forward-looking statements. All such forward-looking statements are subject to certain risks and uncertainties that could cause actual results to differ materially from those in forward-looking statements.

We urge you to carefully consider the following important factors that could cause actual results to differ materially from the expectations of the company or its management:

- Market demand for semiconductors, particularly for digital signal processors and analog chips in key markets, such as telecommunications and computers;

TI's ability to develop, manufacture and market innovative products in a rapidly changing technological environment;

TI's ability to compete in products and prices in an intensely competitive industry;

TI's ability to maintain and enforce a strong intellectual property portfolio and obtain needed licenses from third parties;

Timely completion and successful integration of announced acquisitions; Global economic, social and political conditions in the countries in which TI and its customers and suppliers operate, including fluctuations in foreign currency exchange rates;

Losses or curtailments of purchases from key customers;
TI's ability to recruit and retain skilled personnel; and
Availability of raw materials and critical manufacturing equipment.
For a more detailed discussion of these factors, see the text under the heading "Cautionary Statements Regarding Future Operations" in Item 1 of the company's most recent Form 10-K. The forward-looking statements included in this Form $10-\mathrm{Q}$ are made only as of the date of this Form $10-\mathrm{Q}$ and the company undertakes no obligation to update the forward-looking statements to reflect subsequent events or circumstances.

## SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

TEXAS INSTRUMENTS INCORPORATED

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BY: /s/ WILLIAM A. AYLESWORTH
    ------------------------------
    William A. Aylesworth
    Senior Vice President,
    Treasurer and
    Chief Financial Officer
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Date: October 24, 2000

Exhibit Index

## Designation of Exhibits in this Report

11 Earnings Per Common and Dilutive Potential Common Share

Computation of Ratio of Earnings to Fixed Charges

Financial Data Schedule
$\begin{array}{ll}27.1 & \text { Restated Financial Data Schedule } \\ & \text { as of September 30, } 1999 \text { and for }\end{array}$
$\begin{array}{ll}27.1 & \text { Restated Financial Data Schedule } \\ & \text { as of September 30, } 1999 \text { and for }\end{array}$ the 9 months then ended.

Paper (P)
or Electronic (E)

E

E E

E

TEXAS INSTRUMENTS INCORPORATED AND SUBSIDIARIES EARNINGS PER COMMON AND DILUTIVE POTENTIAL COMMON SHARE

|  | For Three Months Ended |  |  |  | For Nine Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { Sept } 30 \\ & 2000 \end{aligned}$ |  | $\begin{gathered} \text { Sept } 30 \\ 1999 \end{gathered}$ |  |  | $\begin{aligned} & \text { pt } 30 \\ & 000 \end{aligned}$ | $\begin{gathered} \text { Sept } 30 \\ 1999 \end{gathered}$ |  |
| Net income (in millions) | \$ | 679 | \$ | 402 | \$ | 2,425 | \$ | 1,006 |
| Add: Interest, net of tax effect, on convertible debentures assumed converted............................ |  | 2 |  | - - |  | 4 |  | -- |
| Adjusted net income. | \$ | 681 | \$ | 402 | \$ | 2,429 | \$ | 1,006 |
| DILUTED EARNINGS PER COMMON AND DILUTIVE POTENTIAL COMMON SHARE: |  |  |  |  |  |  |  |  |
| Weighted average common shares outstanding (in thousands)...... Weighted average dilutive potential common shares: | 1,7 | 890 | 1,6 | 748 |  | 2,804 |  | 75,210 |
| Stock option and compensation plans. |  | 358 |  | 938 |  | 1, 049 |  | 64, 086 |
| Convertible debentures............. |  | 625 |  | - - |  | 4,496 |  |  |
| Weighted average common and dilutive potential common shares | 1, | 873 | 1,7 | 686 |  | 8, 349 |  | 39,296 |
| Diluted earnings per common share |  | . 38 |  | . 23 | \$ | 1.36 | \$ | . 58 |
| BASIC EARNINGS PER COMMON SHARE: |  |  |  |  |  |  |  |  |
| Weighted average common shares outstanding (in thousands) | 1,7 | 890 | 1, 6 | 748 | 1, | 2,804 |  | 75,210 |
| Basic earnings per common share | \$ | . 39 | \$ | . 24 | \$ | 1.42 | \$ | . 60 |

## TEXAS INSTRUMENTS INCORPORATED AND SUBSIDIARIES COMPUTATION OF RATIO OF EARNINGS TO FIXED CHARGES (Dollars in millions)

|  |  |  |  |  | For Nine Months Ended Sept 30 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1995 | 1996 | 1997 | 1998 | 1999 | 1999 | 2000 |
| ---- |  |  |  |  |  |  |



THIS SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM THE CONSOLIDATED FINANCIAL STATEMENTS OF TEXAS INSTRUMENTS INCORPORATED AND SUBSIDIARIES AS OF SEPTEMBER 30, 2000, AND FOR THE NINE MONTHS THEN ENDED, AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FINANCIAL STATEMENTS.

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THIS RESTATED FINANCIAL DATA SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM THE CONSOLIDATED FINANCIAL STATEMENTS OF TEXAS INSTRUMENTS INCORPORATED AND SUBSIDIARIES AS OF SEPTEMBER 30, 1999, AND FOR THE NINE MONTHS THEN ENDED, AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FINANCIAL STATEMENTS.

1,000,000

