



Safe Harbor Warning

During the course of this presentation, we may make projections or other forward-looking statements regarding the future financial performance of the company or future events, including our strategic goals, future growth and profitability, operating leverage, restructuring charges, revenue from our largest customer, market growth opportunities and trends, growth plans, marketing strategy, planned investment areas, revenue guidance for Q1, earnings per share guidance for Q1, and the effect of foreign exchange on our business. We wish to caution you that such statements are just predictions and that actual events or results may differ materially. We refer you to the documents the company files regularly with the Securities and Exchange Commission, specifically the company's Form 10-K filed on February 16, 2017 and most recent Form 10-Q filed October 31, 2017. These documents contain and identify important factors that could cause our actual results to differ materially from those contained in our projections or forward-looking statements.

Non-GAAP Information

In this presentation, we have included certain non-GAAP financial results with respect to some or all of the following items: revenue, gross margin, research and development and other operating expenses, operating margin, operating income, net income, and diluted EPS. Our non-GAAP results exclude, as applicable, the impact of stock-based compensation, amortization of acquisition-related intangibles, acquisition accounting for deferred revenue, acquisition-related adjustments, acquisition-related transaction costs, restructuring charges, foreign exchange loss on acquisitions, taxes levied on the transfer of acquired intellectual property, tax reform charges, and impairment of minority cost basis investments. In each of our quarterly earnings press releases since March 31, 2006, we have included a reconciliation of our GAAP results to our non-GAAP results for the applicable periods and such press releases are available on our website at ni.com/nati. For periods prior to March 31, 2006, our non-GAAP results are the same as our GAAP results.

\$1.29

BILLION REVENUE
IN 2017



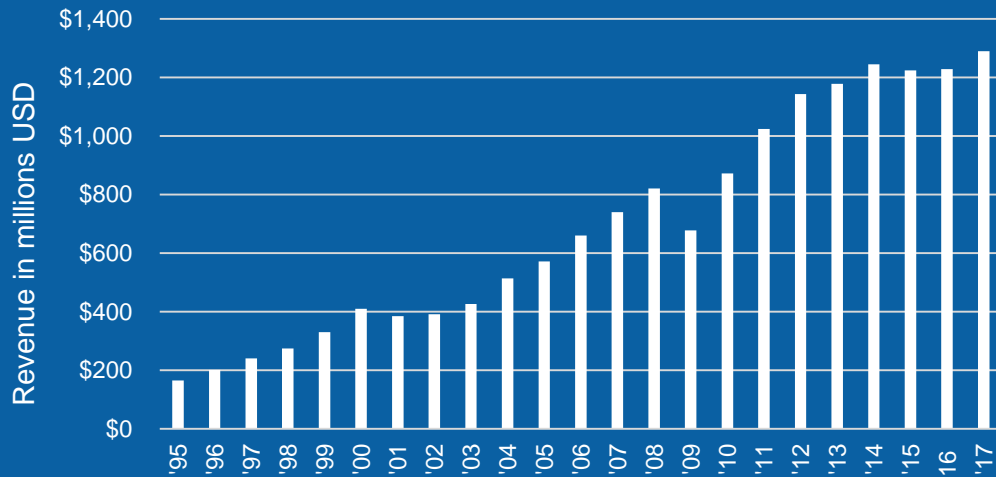
35,000+
CUSTOMERS WORLDWIDE



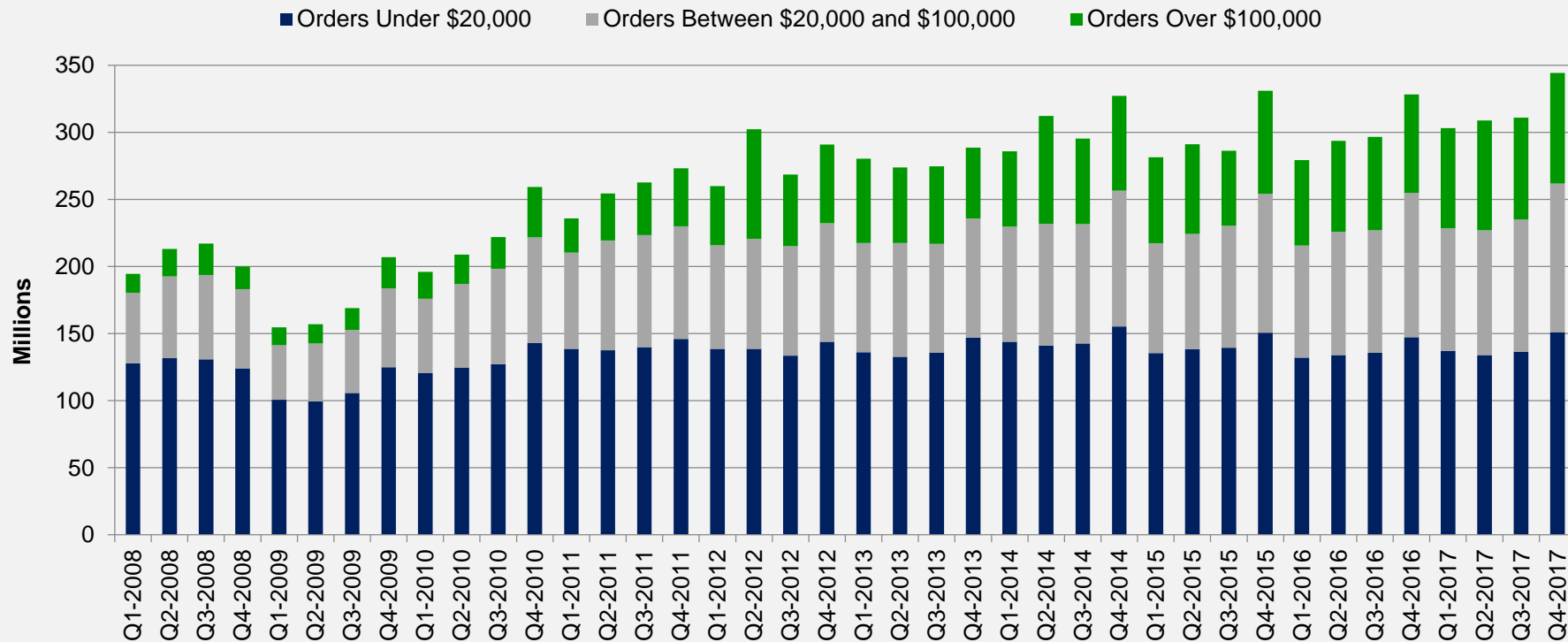
Target of 16%
INVESTMENT IN R&D

NI at a Glance

Long-Term Track Record of Growth

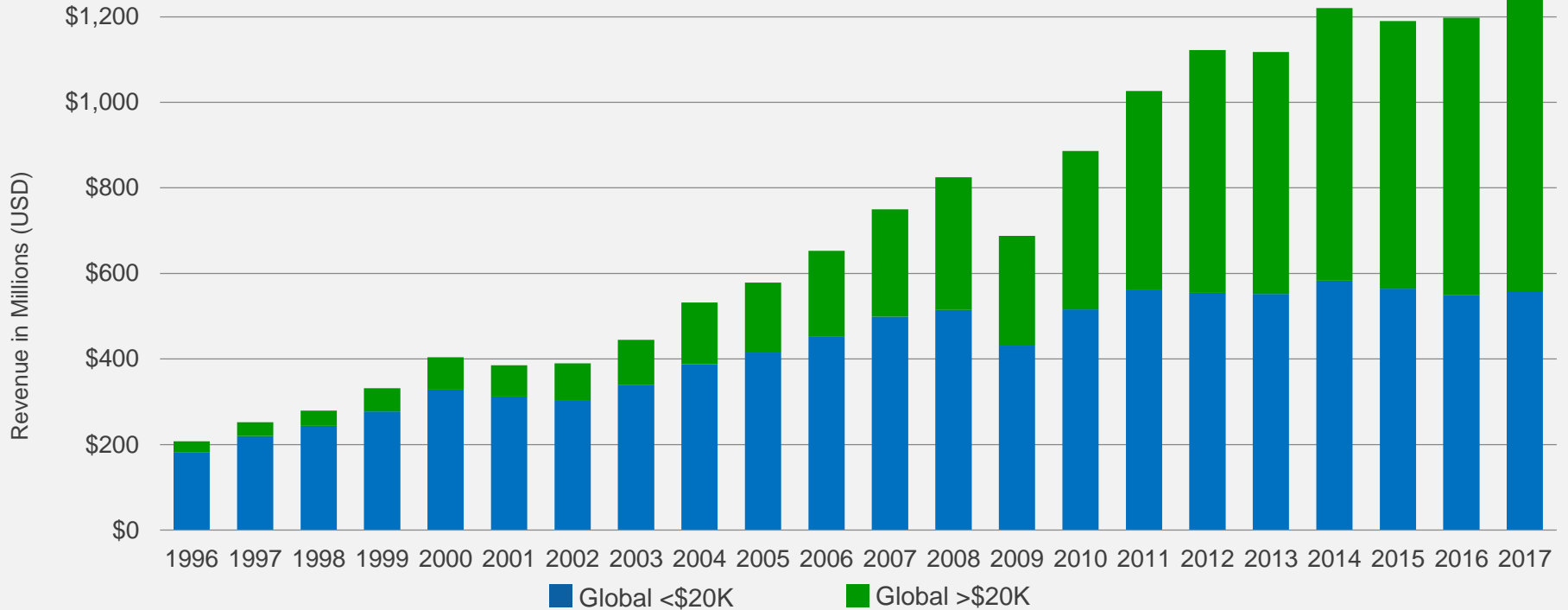


Worldwide Order Mix

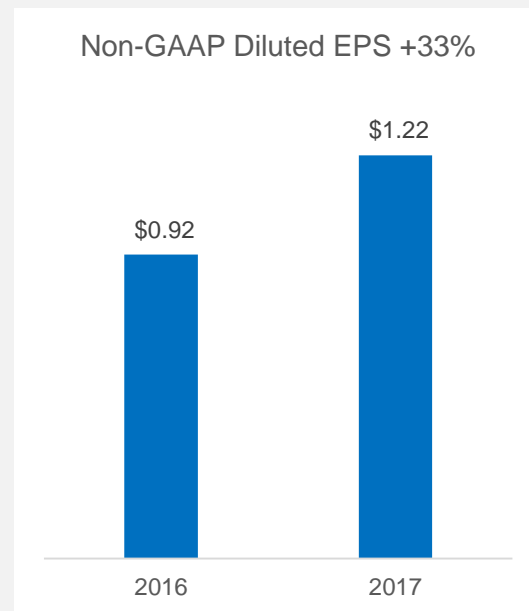
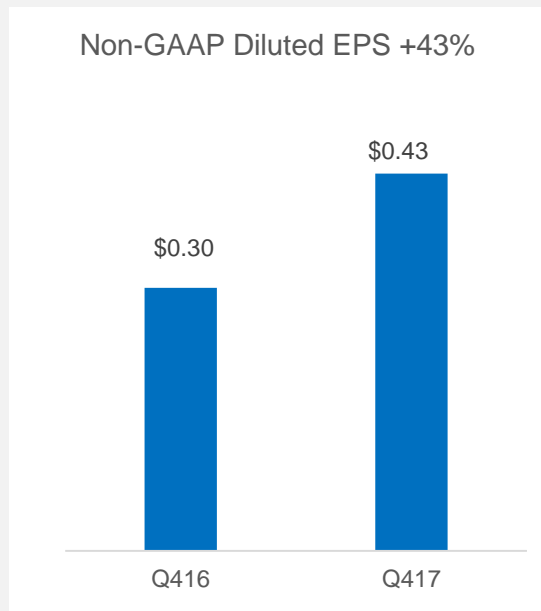


Accelerate System Business Growth

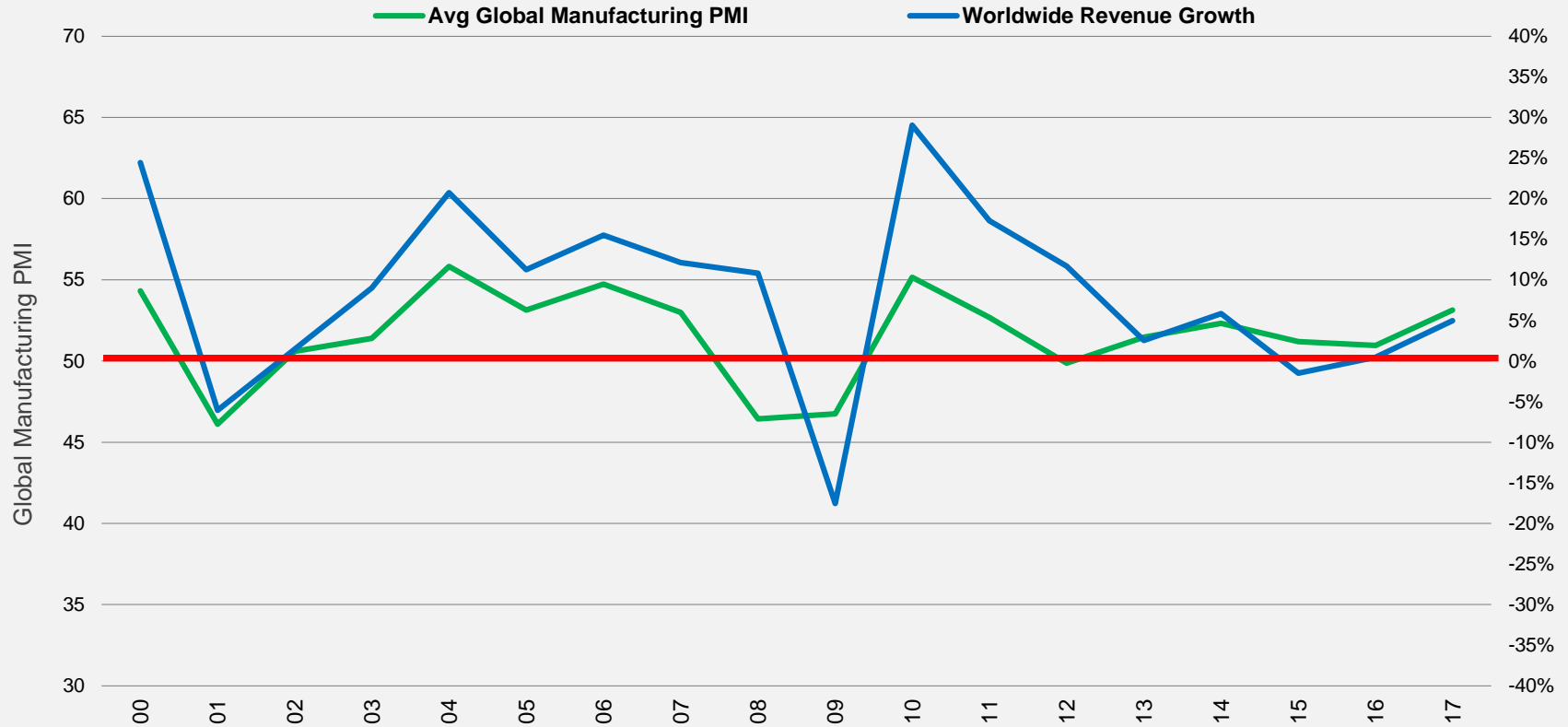
(orders over \$20K)



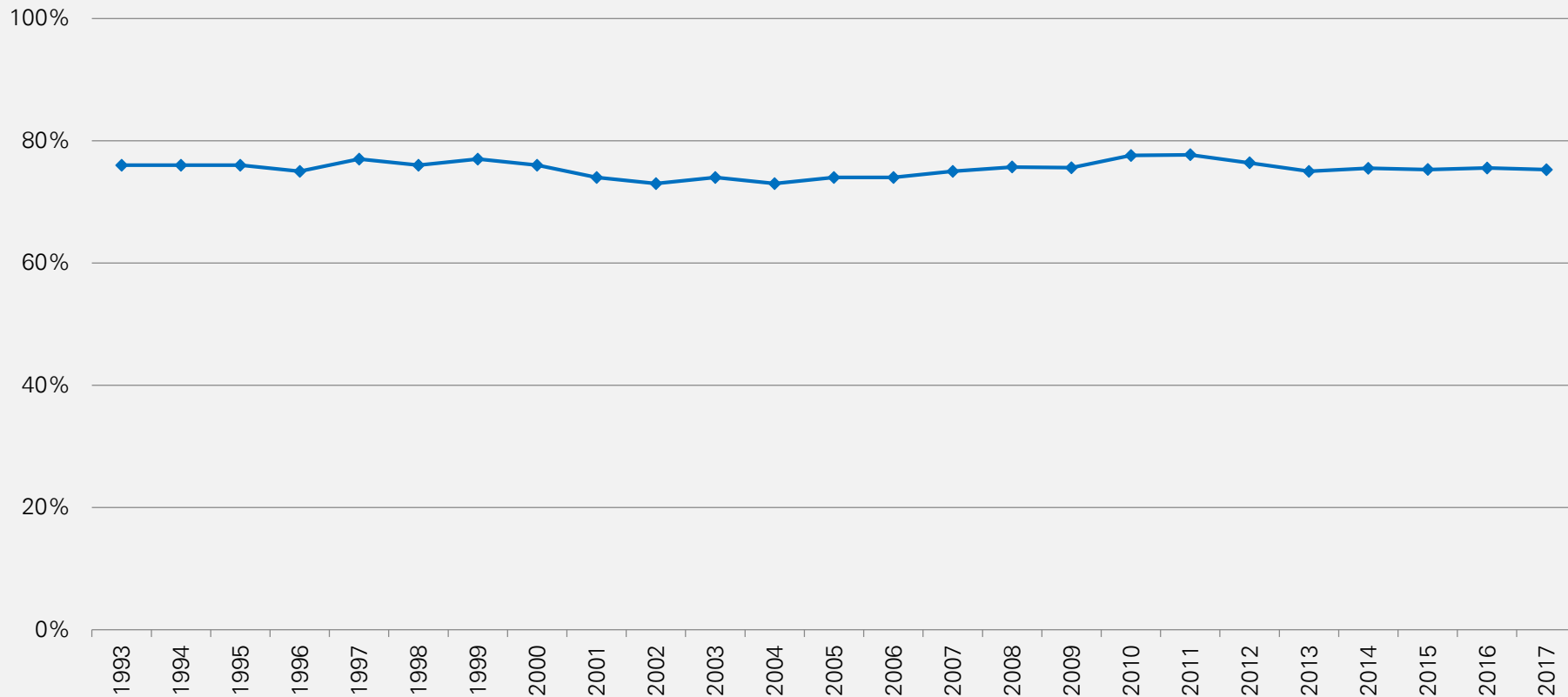
EPS Growth Year over Year in Quarter and FY



Global Manufacturing PMI vs WW Revenue Growth

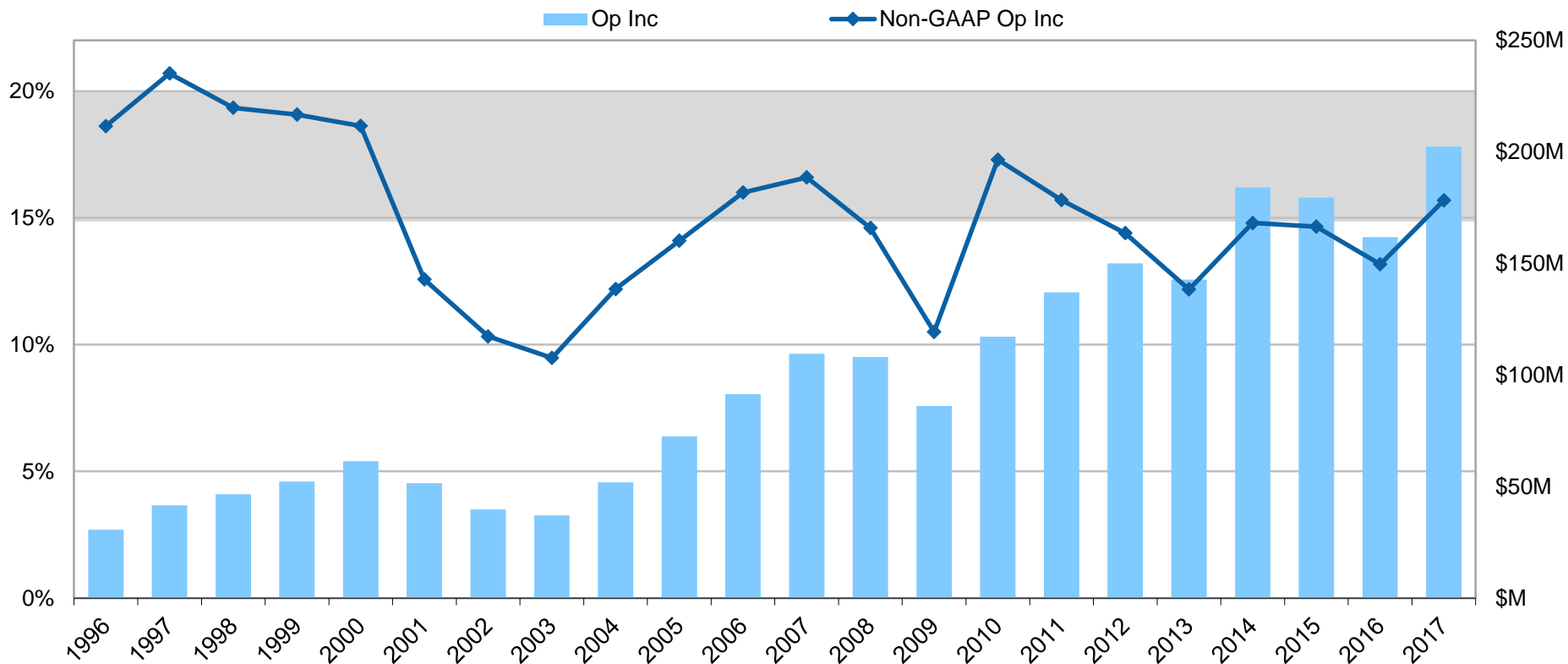


Preserving our Non-GAAP Gross Margins



A reconciliation of GAAP gross margin to non-GAAP gross margin results is available at ni.com/nati.

Optimizing our Operating Model

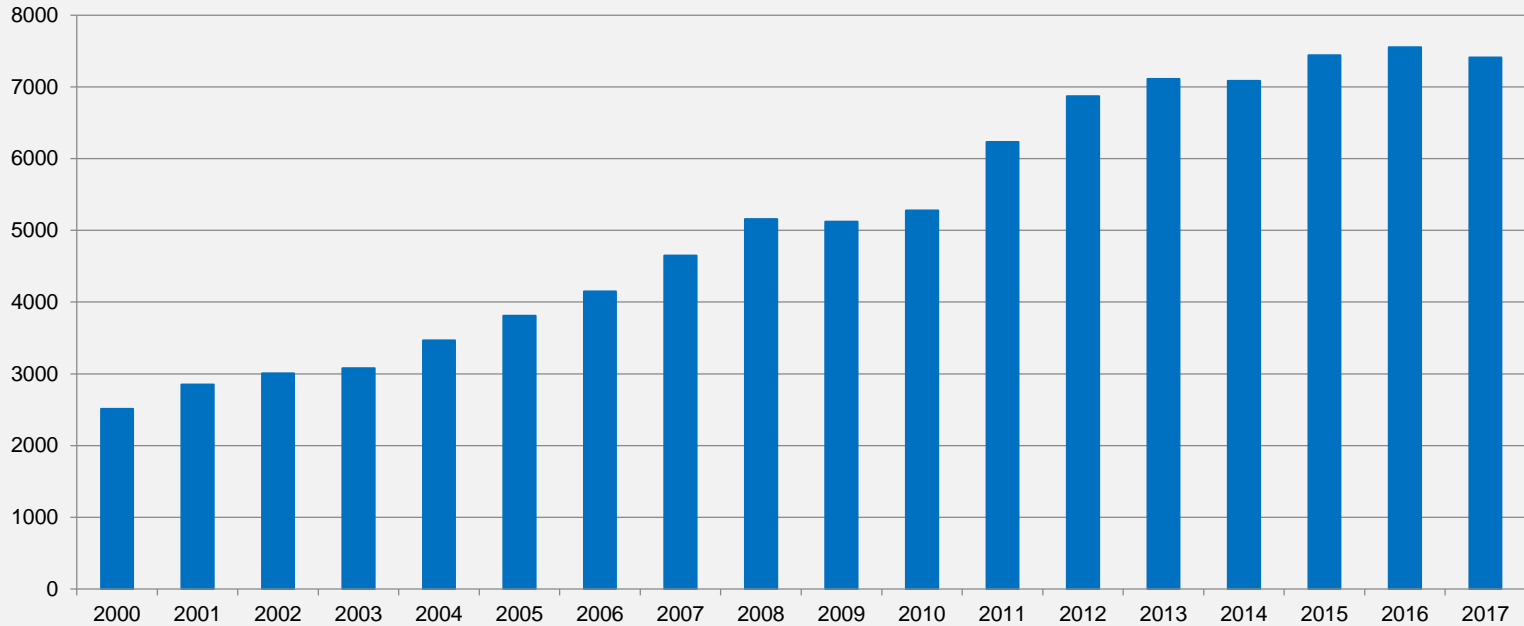


A reconciliation of Non-GAAP operating income to GAAP operating income available in the appendix.



Leveraging Our Investments

Worldwide Headcount



Save the date...

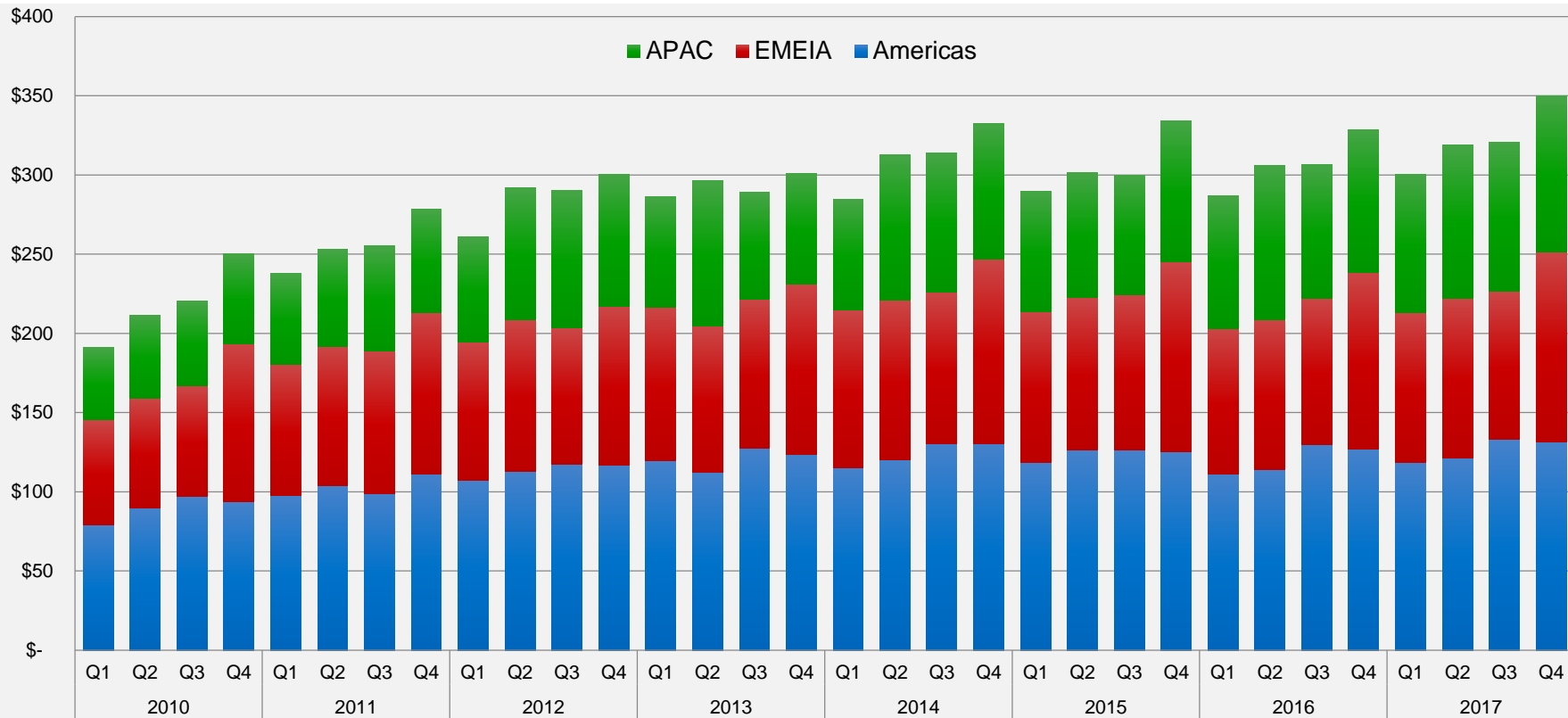
NIWeek

Investor Day
May 22, 2018
Austin, TX



Appendix

Historical Regional Revenue



Summary Information

	3 Months		12 Months	
	Ended December 31		Ended December 31	
	2017	2016	2017	2016
GAAP Net Revenue	\$349.8	\$328.5	\$1,289.4	\$1,228.2
Non-GAAP Net Revenue	\$349.8	\$329.4	\$1,289.4	\$1,229.1
GAAP Operating Income	\$57.3	\$49.3	\$145.8	\$119.7
Non-GAAP Operating Income	\$73.3	\$59.9	\$201.7	\$161.8
GAAP Operating Margin	16%	15%	11%	10%
Non-GAAP Operating Margin	21%	18%	16%	13%
GAAP Net (Loss) Income	\$(24.3)	\$29.1	\$52.4	\$82.7
Non-GAAP Net Income	\$56.4	\$38.8	\$160.3	\$120.2
GAAP Diluted EPS	\$(0.18)	\$0.23	\$0.40	\$0.64
Non-GAAP Diluted EPS	\$0.43	\$0.30	\$1.22	\$0.92
Weighted Shs OS - Diluted	132,113	129,503	131,387	129,008

In millions (except percentages and share and per share amounts. Share amounts in thousands.)



*A reconciliation of GAAP to non-GAAP results is available at ni.com/nati.

GAAP to non-GAAP Operating Income Reconciliation

Reconciliation of Operating Income to Non-GAAP Operating Income (in thousands)

	FY 00	FY 01	FY 02	FY 03	FY 04	FY 05	FY 06	FY 07	FY 08	FY 09	FY 10	FY 11	FY 12	FY 13	FY 14	FY 15	FY 16	FY 17
Operating income, as reported	\$ 76,415	\$ 48,444	\$ 40,355	\$ 40,349	\$ 62,696	\$ 78,212	\$ 87,722	\$ 102,091	\$ 95,717	\$ 46,531	\$ 128,313	\$ 112,712	\$ 116,934	\$ 98,617	\$ 145,187	\$ 137,172	\$ 119,726	146,578
Acquisition related deferred revenue and GSA accrual	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 17,837	\$ 807	\$ -	\$ -	\$ -	\$ -	\$ -
Stock based compensation	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,544	\$ 14,140	\$ 17,534	\$ 19,747	\$ 20,299	\$ 18,795	\$ 23,219	\$ 27,796	\$ 28,935	\$ 25,758	\$ 25,487	\$ 25,766	29,145
Amortization of acquisition intangibles	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,951	\$ 3,202	\$ 3,191	\$ 4,167	\$ 3,948	\$ 3,887	\$ 8,135	\$ 10,962	\$ 14,749	\$ 14,002	\$ 14,276	\$ 13,072	9,118
Acquisition related adjustments	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 6,783	\$ (1,316)	\$ -	\$ -	\$ 1,585	0
Acquisition related transaction costs and restructuring charges	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,084	\$ 1,335	\$ 2,050	\$ 2,161	\$ 2,625	\$ 1,695	17,638
Non-GAAP operating income	\$ 76,415	\$ 48,444	\$ 40,355	\$ 40,349	\$ 62,696	\$ 81,707	\$ 105,064	\$ 122,816	\$ 119,631	\$ 70,778	\$ 150,995	\$ 163,987	\$ 164,617	\$ 143,035	\$ 187,108	\$ 179,565	\$ 161,844	202,479

Reconciliation of Operating Income % to Non-GAAP Operating Income %

	FY 00	FY 01	FY 02	FY 03	FY 04	FY 05	FY 06	FY 07	FY 08	FY 09	FY 10	FY 11	FY 12	FY 13	FY 14	FY 15	FY 16	FY 17
Operating income %, as reported	19%	13%	10%	9%	12%	14%	13%	14%	12%	7%	15%	11%	10%	8%	12%	11%	10%	11%
Acquisition related deferred revenue and GSA accrual																		
Stock based compensation	0%	0%	0%	0%	0%	0%	2%	2%	2%	3%	2%	2%	2%	2%	2%	2%	2%	2%
Amortization of acquisition intangibles	0%	0%	0%	0%	0%	0%	0%	0%	1%	1%	0%	1%	1%	1%	1%	1%	1%	1%
Acquisition related adjustments	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	1%	0%	0%	0%	0%	0%
Acquisition related transaction costs and restructuring charges	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	1%
Non-GAAP operating income %	19%	13%	10%	9%	12%	14%	16%	17%	15%	10%	17%	16%	14%	12%	15%	15%	13%	16%

For periods prior to March 31, 2006, our Non-GAAP results are the same as our GAAP results.

