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11 **UNITED STATES DISTRICT COURT**

12 **NORTHERN DISTRICT OF CALIFORNIA**

13 WILLIAM B. DAVIS, Individually and on
14 Behalf of All Others Similarly Situated,

15 Plaintiff,

16 vs.

17 INVENSENSE, INC., BEHROOZ ABDI and
18 ALAN KROCK,

19 Defendants.

Case No.:

CLASS ACTION

**COMPLAINT FOR VIOLATION OF THE
FEDERAL SECURITIES LAWS**

DEMAND FOR JURY TRIAL

1 Plaintiff William B. Davis (“Plaintiff”) has alleged the following based upon the
2 investigation of Plaintiff’s counsel, which included a review of United States Securities and
3 Exchange Commission (“SEC”) filings by InvenSense, Inc (“InvenSense” or the “Company”), as
4 well as regulatory filings and reports, securities analysts’ reports about the Company, press
5 releases, conference call transcripts, and other public statements issued by the Company, and
6 media reports about the Company, and Plaintiff believes that substantial additional evidentiary
7 support will exist for the allegations set forth herein after a reasonable opportunity for discovery.

8 NATURE OF THE ACTION

9 1. This is a securities class action on behalf of purchasers of the common stock of
10 InvenSense between July 29, 2014 and October 28, 2014, inclusive (the “Class Period”), seeking
11 to pursue remedies under the Securities Exchange Act of 1934 (the “Exchange Act”).

12 2. Defendant InvenSense (NYSE: INVN) designs, develops, markets and sells Micro-
13 Electro-Mechanical Systems (“MEMS”) sensors, such as accelerometers, gyroscopes and
14 microphones for consumer electronics. The Company targets sales of its products to
15 manufacturers of consumer electronic products including smartphones and tablets, console and
16 portable video gaming devices, digital still and video cameras, smart TVs (including digital set-
17 top boxes, televisions and multi-media HDDs), navigation devices, toys, and health and fitness
18 accessories. The Company delivers leading solutions based on its advanced multi-axis
19 technology. The Company touts itself as “the pioneer and a global market leader in devices for
20 the motion interface market that detect and track an object’s motion in three-dimensional space.”

21 3. In its SEC filings, the Company states that its “ability to secure new customers
22 depends on winning competitive processes, known as ‘design wins.’” The Company explains that
23 “[t]hese selection processes are typically lengthy” and that, the “sales cycle for [its] products is
24 long.” The Company further states that it “primarily sells [its] products through [its] worldwide
25 sales organization to manufacturers of consumer electronics devices from whom [it has] secured a
26 design win.” Thus, due to the technical nature and need for close product integration between its
27 MEMS sensors and its customer’s products, InvenSense works closely with its customers both
28 before and after a design win.

1 4. Prior to the start of the Class Period, InvenSense had developed relationships with
2 well-known electronics and mobile device manufacturers, including Samsung Electronics and LG
3 Electronics. Even though InvenSense may have supplied chips to these reputable companies, the
4 Company had not yet announced a relationship with the “holy grail” of mobile device companies
5 – Apple, Inc. (“Apple”). Apple is a leading technology company well known for its meticulous
6 planning of products and policies on not revealing products until they are finished, polished, and
7 ready for distribution to customers.

8 5. Due to the highly secretive nature of the way Apple does business, the Company
9 was not permitted to reveal to investors that its sensors would be used in the iPhone 6. During
10 early to mid-2014, however, based on statements by the Company and rumors from well-
11 respected sources, investors and analysts had become confident that InvenSense had finally
12 secured a design win with Apple for its next blockbuster product, the iPhone 6 mobile phone. It
13 was ultimately revealed during September 2014 (approximately 6 weeks after the start of the
14 Class Period) that InvenSense’s sensors were included in the iPhone 6. Accordingly, the
15 Company necessarily worked closely with Apple and agreed upon key contractual terms prior to
16 the start of the Class Period.

17 6. The Class Period begins on July 29, 2014, when InvenSense issued a press release
18 announcing financial results for the first quarter fiscal year 2015 and provided guidance for the
19 next several quarters. In the press release, the Company made extremely positive statements
20 about the condition of its business and near term prospects. Although Defendants may not have
21 specifically referenced Apple or the iPhone 6 by name, Defendants’ statements during the Class
22 Period made it *clear* to investors that InvenSense sensors would be included in the iPhone 6 and
23 that the Company’s near term guidance included a substantial amount of sales related to that
24 product. Significantly, Defendants not only issued strong sales guidance, but they also
25 represented to investors that the Company’s *margins* would be “consistent” and “in line” with
26 margin levels in recent past quarters. Thus, Defendants portrayed the Company as having huge
27 sales opportunities without any negative impact on margins or profitability.

28

1 17. Defendants Abdi and Krock are collectively referred to herein as the “Individual
2 Defendants.” Defendant InvenSense and the Individual Defendants are collectively referred to
3 herein as the “Defendants.”

4 18. Because of the Individual Defendants’ positions with the Company, they had
5 access to the adverse undisclosed information about the Company’s business, operations,
6 operational trends, financial statements, markets and present and future business prospects via
7 access to internal corporate documents (including the Company’s operating plans, budgets and
8 forecasts and reports of actual operations compared thereto), conversations and connections with
9 other corporate officers and employees, attendance at management and Board of Directors
10 meetings and committees thereof and via reports and other information provided to them in
11 connection therewith.

12 19. Each of the above officers of InvenSense, by virtue of their high-level positions
13 with the Company, directly participated in the management of the Company, was directly
14 involved in the day-to-day operations of the Company at the highest levels and was privy to
15 confidential proprietary information concerning the Company and its business, operations,
16 growth, financial statements, and financial condition, as alleged herein. Said Defendants were
17 involved in drafting, producing, reviewing and/or disseminating the false and misleading
18 statements and information alleged herein, were aware, or recklessly disregarded, that the false
19 and misleading statements were being issued regarding the Company, and approved or ratified
20 these statements, in violation of the federal securities laws.

21 20. As officers and controlling persons of a publicly-held company whose shares
22 were, and are, registered with the SEC pursuant to the Exchange Act, and were, and are, traded
23 over the New York Stock Exchange (“NYSE”), and governed by the provisions of the federal
24 securities laws, the Individual Defendants each had a duty to promptly disseminate accurate and
25 truthful information with respect to the Company’s financial condition and performance, growth,
26 operations, financial statements, business, markets, management, earnings and present and future
27 business prospects, and to correct any previously-issued statements that had become materially
28 misleading or untrue, so that the market price of the Company’s publicly-traded shares would be

1 based upon truthful and accurate information. The Individual Defendants' misrepresentations and
2 omissions during the Class Period violated these specific requirements and obligations.

3 21. The Individual Defendants participated in the drafting, preparation, and/or
4 approval of the various public and shareholder and investor reports and other communications
5 complained of herein and were aware of, or recklessly disregarded, the misstatements contained
6 therein and omissions therefrom, and were aware of their materially false and misleading nature.
7 Because of their Board membership and/or executive and managerial positions with InvenSense,
8 each of the Individual Defendants had access to the adverse undisclosed information about
9 InvenSense's business prospects and financial condition and performance as particularized herein
10 and knew (or recklessly disregarded) that these adverse facts rendered the positive representations
11 made by or about InvenSense and its business issued or adopted by the Company materially false
12 and misleading.

13 22. The Individual Defendants, because of their positions of control and authority as
14 officers and/or directors of the Company, were able to and did control the content of the various
15 SEC filings, press releases and other public statements pertaining to the Company during the
16 Class Period. Each Individual Defendant was provided with copies of the documents alleged
17 herein to be misleading prior to or shortly after their issuance and/or had the ability and/or
18 opportunity to prevent their issuance or cause them to be corrected. Accordingly, each of the
19 Individual Defendants is responsible for the accuracy of the public reports and releases detailed
20 herein and is therefore primarily liable for the representations contained therein.

21 23. Each of the Defendants is liable as a participant in a fraudulent scheme and course
22 of business that operated as a fraud or deceit on purchasers of InvenSense common stock by
23 disseminating materially false and misleading statements and/or concealing material adverse
24 facts. The scheme: (i) deceived the investing public regarding InvenSense's business, operations,
25 management and the intrinsic value of InvenSense common stock; and (ii) caused Plaintiff and
26 other members of the Class to purchase InvenSense common stock at artificially inflated prices.

CLASS ACTION ALLEGATIONS

1
2 24. Plaintiff brings this action as a class action pursuant to Federal Rule of Civil
3 Procedure 23(a) and (b)(3) on behalf of a class consisting of all those who purchased the common
4 stock of InvenSense between July 29, 2014 and October 28, 2014, inclusive, and who were
5 damaged thereby (the "Class"). Excluded from the Class are Defendants and their families, the
6 officers and directors of the Company, at all relevant times, members of their immediate families
7 and their legal representatives, heirs, successors or assigns and any entity in which Defendants
8 have or had a controlling interest.

9
10 25. The members of the Class are so numerous that joinder of all members is
11 impracticable. Throughout the Class Period, InvenSense common stock was actively traded on
12 the NYSE (an open and efficient market). While the exact number of Class members is unknown
13 to Plaintiff at this time and can only be ascertained through appropriate discovery, Plaintiff
14 believes that there are hundreds or thousands of members in the proposed Class. As of October
15 24, 2014, the Company had over 90 million shares outstanding. Millions of InvenSense shares
16 were traded publicly during the Class Period on the NYSE. Record owners and other members of
17 the Class may be identified from records maintained by InvenSense or its transfer agent and may
18 be notified of the pendency of this action by mail, using the form of notice similar to that
19 customarily used in securities class actions.
20

21
22 26. Plaintiff's claims are typical of the claims of the members of the Class as all
23 members of the Class are similarly affected by Defendants' wrongful conduct in violation of
24 federal law complained of herein.

25 27. Plaintiff will fairly and adequately protect the interests of the members of the Class
26 and has retained counsel competent and experienced in class action and securities litigation.
27
28

1 market share increases” due to the growth of the Company’s “design win portfolio,” stating, in
2 pertinent part, as follows:

3 This is an exciting and promising time for InvenSense . . . ***Our design win***
4 ***portfolio continues to grow, positioning us for strong market share increases in***
5 ***the coming quarters as new designs ramp into volume production.*** We continue
6 to transition to a platform solution company, underscored by our announcement
7 earlier this quarter of our intention to acquire two leading sensor algorithm and
8 software companies. These highly strategic acquisitions allow us to scale our
research and development efforts in this area and deliver higher value solutions to
our customers. In total, our expanding presence in key geographic markets,
additional content opportunities within the mobile device market and new
applications for motion and audio sensors, such as wearables, provide healthy
growth drivers through the current fiscal year and beyond.¹

9 31. That same day, InvenSense held a conference call with analysts and investors to
10 discuss the earnings announcement and the Company’s operations. During the call, Defendants
11 reiterated the financial results from the press release and made positive statements about
12 InvenSense, its business, earnings and operations. During the call, Defendant Abdi discussed the
13 exciting opportunities expected in the near term for the Company, and its shareholders, including
14 “yet to be announce[d] phones,” the entering of a “period of significant growth” and “*overall*
15 *gross margins at consistent levels,*” stating, in pertinent part, as follows:

16 In the mobile market, we’re excited to report that there are multiple smart phones
17 that include both our 6-axis MotionTracking solution as well as our two axis OIS
18 products. These products include the LG G3 and Amazon Fire smart phones. As
19 well as ***a number of yet to be announce[d] phones, preparing to launch across***
multiple geographies in the coming months.

20 Turning our attention to the fiscal second quarter, we’re ***excited to be entering a***
21 ***period of significant growth. We are ramping into production at a number of***
22 ***new and existing customers in every region, which will bring us greater***
diversification and scale.

23 While we expect volume ***shipments of our 6-axis MotionTracking SoCs to***
24 ***contribute the majority of this growth,*** we also expect to achieve greater volume
shipments across the majority of our motion products, including two axis OIS and
3-axis discrete gyroscopes.

25 Having strategically built inventory ahead of anticipated demand for our second
26 generations 6-axis products in previous quarters, ***we are now able to meet***
27 ***significant new customer requirements*** even while we continue to add

28 ¹ All emphasis is added unless otherwise noted.

1 manufacturing capacity and ramp into production our third-generation 6-axis
2 products.

3 While we expect gross margins at some of our top-tier customers to remain under
4 pressure, as a result of high-volume pricing, as well as lower initial manufacturing
5 yields as we ramp new products into production, ***we believe our higher value
system solutions combined with our aggressive manufacturing cost reductions,
will keep our overall gross margins at consistent levels.***

6 * * *

7 We are especially please[d] to see our shipments and revenue grew in North
8 America. Growing this quarter to be a substantial portion of our total business,
9 driven primarily by significant share gain at several existing and new customers.

10 32. During the July 29 call, Defendant Krock discussed the Company's strong
11 financial outlook for the second quarter of fiscal year 2015 and the fiscal year 2015, due in large
12 part to "major" new customers in the United States and China, stating, in pertinent part, as
13 follows:

14 ***We see*** continuing progress and strength and adoption of our products across
15 customers and therefore ***significant continuing market share gains in mobile
16 markets***, due to our products higher performance and attractive features and size.

17 ***We see this progress at [a] number of major customers including some
18 representing new sizable market share gains at customers headquartered in
19 both the United States and China.*** And we believe our products strength at all
20 these customers, offers an important opportunity to continue our unit shipment
21 and revenue growth in fiscal periods beyond the current year.

22 Considering these factors, ***we expect FY15 Q2 revenue to be in the range of \$86
23 million to \$91 million.*** To support this Q2 fiscal 2015 revenue outlook, ***we
24 currently have backlog in place representing a majority of this total current
25 quarter revenue target.***

26 33. On the call, Defendant Krock further represented that the second quarter was only
27 the tip of the iceberg for these new customers that the third quarter looks extremely bright as well,
28 and he stated that *margins will remain "consistent with" recent historical levels notwithstanding
the Company's growth prospects and dependence on large customers.* Furthermore, even though
Defendant Krock did not mention Apple by name, he described a new customer that the market
correctly inferred was Apple. Defendant Krock stated, in pertinent part, as follows:

***These Q2 FY15 outlook estimates reflect only a partial quarter estimate of the
related revenue opportunities.*** As these new product opportunities with both
United States-based and China-based OEMs are only expected to be in production
for part of our fiscal Q2. ***Therefore these new product opportunities can
contribute significant additional amounts of revenue when in production for
our entire fiscal Q3 period.***

1 We expect sales at our largest customer, Samsung Electronics, to represent mid-
2 20% to 30% of this target, reflecting strength in applications where we have
3 existing designs and are participating in expected new customer design launches.

4 Additionally, we expect that LG will continue to be a 10%, September quarter
5 customer as in the June quarter. Potentially together with at least one China-based
6 OEM depending upon the level of total Q2 revenue achieved. ***And that we will
7 have at least one new 10% customer as of the September and future quarters.***

8 As mentioned, *some* of the opportunities in the United States and China ***represent
9 near-term significant market share gains and others represent new inertial
10 sensor, especially gyroscope attach rate opportunities.*** We also expect new
11 mobile market sensor applications such as microphones and OIS to contribute to
12 future revenue growth, albeit with somewhat uncertain timing.

13 Product mix for the current quarter continues to favor our highest volume mobile
14 customers. ***And we should generate a total gross margin in line with recent
15 levels. We believe that on a GAAP basis our Q2 FY15 gross margin will be in a
16 range around 48% continuing to now modestly reflect the impact of additional
17 cost of amortization of intangibles acquired.***

18 On a *non-GAAP* basis, ***Q2 FY15 gross margin is expected to be consistent with
19 recent past quarters that is in the range around 50%.*** In future quarters, lower-
20 cost of products, additional production volumes, and improving product yields
21 should contribute to a favorable impact on our gross margin. ***Therefore our target
22 non-GAAP gross margin remains unchanged.***

23 * * *

24 We expect our spending in margin opportunities for our FY15 -- ***we continue to
25 expect gross margins generally consistent with our recent past and FY14 on a
26 non-GAAP basis and on a GAAP basis in a range of around approximately
27 48%.***

28 * * *

And therefore earnings per share range around \$0.80 per share on a non-GAAP
basis and on a GAAP basis we expect earnings per share in the range around 35%
-- \$0.35 per share. Of course both earnings estimate exclude any foreseen [*sic*]
events or activities, which could arise in the future.

34. In response to a question from analyst David Williams of Ascendant Capital
Markets about the potential downside due to a decrease in orders from a certain existing
customer, Samsung, Defendant Krock stated that a "larger new customer" (*i.e.*, Apple), would
more than offset any declines, stating, in pertinent part, as follows:

... As Behrooz says, there's a lot of different new products coming into
production and some potential additional new content to offset any potential
change in unit volumes that people are concerned with.

So, with a larger newer customer that's going to be, clearly 10% or greater of

1 *revenue, the percent that any one of the other existing customers occupy will*
2 *drop off some. But generally levels of revenue and opportunities are similar*
3 *going forward, especially considering additional potential content that may be*
4 *in some of the newer products.*

5 35. On the call, in response to a question from analyst Mark Delaney of
6 Goldman Sachs about potential pricing pressures from InvenSense's customers,
7 Defendant Krock stated that "*there's no one customer with any particular window of*
8 *pricing that's relevant.*" The exchange with the analyst is set forth, in pertinent part,
9 below:

10 **Mark Delaney**

11 Can you also discuss to what extent pricing is locked in or pretty firm for *new*
12 *product launches in and the next quarter or two?* Or can a customer still come in
13 and ask for larger pricing declines?

14 **Alan Krock**

15 There's a paradigm that set. Many of our customers have unique schedules for
16 negotiation of pricing. As mentioned we have now substantial exposure and if it's
17 got a Gyro function in and it's a smartphone, a substantial share of the market. So
18 any one customer can always be jockeying for a better price, as they all do at all
19 times.

20 But generally it's about the value of these sensor function in the market with the
21 Gyro and integrated sensor attached. *So there's no one customer with any*
22 *particular window of pricing that's relevant.*

23 Some of the Asian ones are quarterly, some of the others are semi annual, and
24 others even longer than that. So there's just a very broad exposure now that we
25 have to integrate sensors with the Gyro function included in smart phones, maybe
26 half the market or something like that.

27 36. Analysts were very encouraged about the Company's prospects after the
28 conference call, assumed that Apple was the new U.S. based customer, and believed that
business from Apple for the iPhone 6 was incorporated into the Company's guidance, including
statements about margins. For example, a research report from Ascendant Capital Markets,
LLC, dated July 30, 2014 and titled *Upgrading to Buy on Demonstration of Growth Leverage*
Across Entire OEM Spectrum. \$29 PT stated, in pertinent part, as follows:

1 (a) the Company had entered into an agreement with Apple to supply sensors
2 for the iPhone 6 and iPhone 6 plus at heavily discounted prices compared to other customers;

3 (b) the low prices charged to Apple, along with low prices charged to
4 Samsung, had, and would continue to, negatively impact the Company's margins;

5 (c) InvenSense encountered manufacturing problems and inefficiencies which
6 negatively impacted margins;

7 (d) Defendants lacked a reasonable basis to provide its stated near term
8 financial guidance or to assure investors that margins would be consistent with historical levels;

9 (e) the Company's Form 10-Q for the first quarter of 2015 failed to disclose
10 then presently known trends, events or uncertainties associated with the Company's sales and
11 margins that were reasonably likely to have a material effect on InvenSense's future operating
12 results; and

13 (f) as a result of the foregoing, Defendants lacked a reasonable basis for their
14 positive statements about the Company's financial performance and outlook during the Class
15 Period.

16 42. The Class Period ends on October 28, 2014. On that date, the Company issued a
17 press release announcing its financial results for its second quarter fiscal year 2015, ended
18 September 28, 2014 including net revenue of \$90.2 million and net loss of \$6.9 million or (\$.08)
19 per share. The Company also reported, among other things, *disappointing GAAP gross margins*
20 *of only 35% and non-GAAP gross margins of 37%, compared with GAAP gross margins of 47%*
21 *and non-GAAP gross margins of 50%, in the first quarter of fiscal 2015.* In the press release,
22 the Company gave the following reasons for the decrease in margins:

23 *...The sequential decrease in gross margin was primarily attributable to two*
24 *factors: a non-recurring inventory charge largely related to earlier generations*
25 *of the company's products that reduced the gross margin by approximately*
26 *eight percentage points, and a shift in revenue mix towards lower margin, high*
volume customers that reduced the gross margin by approximately five
percentage points.

27 43. Later that day, the Company held a conference call for analysts to discuss the 2Q
28 2015 results, and provided additional information about the Company's performance. During the

1 conference call, the Company's new CFO, Mark Dentinger, discussed the Company's
2 disappointing margins, stating, in pertinent part, as follows:

3 *Most of our Q2 performance was within our expectations with the Company*
4 *issued guidance early in Q2, except for gross margins. The lower than expected*
gross margins had the effect of reducing our non-GAAP EPS by about \$0.11.

5 * * *

6 Non-GAAP cost of revenue was \$56.6 million in Q2, resulting in gross margins
7 of 37%. Q2 gross margins were lower than Q1 by 13 percentage points. *There*
were three primary factors contributing to the lower gross margin performance
this quarter.

8 *First, we recorded approximately \$7.4 million in adjustments in Q2, mostly to*
9 *write down earlier generation inventory that is now excess or obsolete.* These
10 inventory write-downs resulted in 8-point margin reduction from our Q1 actuals.
11 We do not expect most of these adjustments to repeat in Q3.

12 *Second, while unit volumes exceeded our expectations, a greater than*
13 *anticipated contribution of this quarter's revenue came from our largest*
14 *customers, and these customers generate lower average selling prices.* We also
15 sold some of our older product at prices that diluted our margins in Q2. The
16 combinations – the combination of these pricing issues resulted in a 3 percentage
17 point quarter over quarter decline in gross margin.

18 *We expect that the customer mix issue will continue for the rest of the fiscal*
19 *year and we have factored this expectation into our Q3 guidance.*

20 *Finally, our yielded manufacturing costs, especially for our newer products,*
21 *were higher than we expected and this lowered our gross margin by 2*
22 *percentage points in Q2.* We also expect this phenomenon to continue into Q3.

23 * * *

24 Looking towards Q3, we are estimating that total revenue will be within a range
25 of \$108 million to \$115 million, with a customer and market mix approximately
26 what we experienced in Q2. As a result, our expectations for non-GAAP gross
27 margins in fiscal Q3 is a range between 46% and 47%.

28 Our Q3 non-GAAP gross margin guidance presumes that most of the inventory
adjustments we recorded in Q2 will not be repeated. The margin guidance does
presume some of the pricing pressure resulting from our mix of business towards
larger customers and most of our cost pressure will continue.

* * *

Non-GAAP EPS should be a range between \$0.17 and \$0.21 per share, assuming
an average share count of about 95 million. If you are modeling us on a GAAP
basis, our gross margin should be between 43% and 44%. Our operating margin
should be between 8% and 12%, and our GAAP EPS should be between \$0.06
and \$0.10 in Q3.

1 44. During the call, Defendant Abdi and CFO Dentinger responded to a question from
2 analyst Ruben Roy of Piper Jaffray about the disappointing gross margins, stating, in pertinent
3 part, in the following exchange:

4 **Ruben Roy**

5 Can you maybe walk us through some more details on some of the moving parts
6 around the gross margin? You gave us guidance back in late July and I'm
7 wondering what some of the changes were during the quarter, around ASPs
[average selling prices] and yields, that you hadn't seen when we got the original
guidance.

8 **Mark Dentinger**

9 ... [A] couple of things. We were a little surprised by the strength of the
10 contribution from our large customers, which, on general, bring lower gross
margins. And, as a result of that, we felt a little bit of that pressure.

11 Second, we did move some older material at reduced margins during the quarter
12 that we don't expect to repeat going forward. And we are still digesting some of
the cost pressure from ramping up the production with the new customers. So the
13 combination of those three factors really had us about 5 points lower than what
we were calling as we entered the quarter.

14 And, as I indicated in my guidance, we do expect some of that pressure to
15 continue as we move into Q3. But we are forecasting that there will be an
improvement off of what would be the, quote-unquote, adjusted 45 points of gross
16 margin as we move into Q3. And we are looking at 46% to 47% margins for this
quarter.

17 **Behrooz Abdi**

18 This is Behrooz. Let me add a little bit more color. As we talked at the last
19 earnings call, what we said was that, to the extent that our tier 1 customer mix
changes and they become more dominant, that it will be more difficult to hit the
20 gross margin early on, until we get to full production yielded and kind of a steady-
state run rate.

21 And, if you look at our business mix, the top two customers are more dominant
22 this past quarter and the current quarter than we anticipated when we started. The
rest of the market -- the rest of the customers and product lines are either at or
23 well above the corporate goal in terms of gross margin. So it is really the mix, as
Mark mentioned, is more than anticipated towards the tier ones.

24 45. During the call, Defendant Abdi responded to a question from the same analyst
25 about pricing dynamics with customers, stating, in pertinent part, as follows:

26 **Ruben Roy**

27 Thanks for that. I wondering, on sort of the pricing negotiations, I mean, are there
28 pricing dynamics over the course of three or six months? Or are they -- how does

1 that work? I'm trying to figure out if there are additional ASP-related margin
2 impacts that we might expect over the next couple of quarters.

3 And then, I guess, as a follow-up, the near-term improvement that Mark discussed
4 for the December quarter, is that all yield based?

4 **Behrooz Abdi**

5 Yes. Some of them are yield based; some of them are just, again, based on the
6 pricing given to some of the customers to get the revenue and the market and to
7 really get that going. But, in terms of the pricing, it really depends on the
8 customer.

9 There are customers that, even tier ones, that when we set the price roadmap,
10 pretty much done for the year, for the next year. So, what we anticipate in terms
11 of going forward, it is already baked in. And then there are customers, as you
12 know, that negotiate on a quarterly basis and that is what we have been used to in
13 the past. And, again, we make some assumption around those in our prediction of
14 pricing and gross margins.

15 46. On the conference call, CFO Dentinger responded to a further question about
16 customer pricing pressures and margins from analyst Joe Moore of Morgan Stanley. The
17 exchange was, in pertinent part, as follows:

18 **Joe Moore**

19 I wanted to follow up on the customer concentration issue, that you said
20 customers -- if I heard this right -- greater than 10% of revenues had only moved
21 up from 52% last quarter to 55% this quarter. I was a little bit surprised by that,
22 given that you had brought up a new customer, and also that you guys were
23 surprised it, by the shift when it doesn't seem like it was that big. Was it just the
24 two OEMs that were the problem or was there some other issue?

25 **Mark Dentinger**

26 Let me answer them in reverse order, Joe. It was just the two OEMs -- the large
27 OEMs that created most of the pricing pressure. The other phenomenon -- it is a
28 little bit more subtle.

It is true that our contribution from 10% customers moved from 52% to 55%
during the quarter, but there were more than two customers contributing to the
52% in Q2 -- or excuse me, in Q1. So we only had two customers contributing in
Q2, so there was a pretty substantial move inside the 10% customers upstream to
the lower margin arena.

47. In response to these announcements on October 28, 2014, the price of InvenSense
shares declined from \$21.48 per share prior to the announcements, to close on October 29, 2014
at \$16.08 per share, or a drop of 25%, on extremely heavy trading volume of approximately 16.4
million shares.

1 48. Analysts covering InvenSense were dissatisfied with the Company's poor
 2 financial results and margin compression. For example, an October 29, 2014 research report by
 3 Morgan Stanley titled *InvenSense Inc. - Reset on Gross Margin Targets* characterized the
 4 Company as having a "[d]isappointing quarter," and stated that "[i]t's going to take time for
 5 confidence to be restored." The report further stated, in pertinent part, as follows:

6 **Our take:** Disappointing quarter. We had forecast higher revenues and lower
 7 GMs vs. company guidance, and they fell short of our estimate on both counts as
 8 average selling prices, principally to Apple which we estimate was 31% of sales
 in the qtr, were lower . . .

9 **What happened:** Non gaap eps of \$0.06 on \$90mn revs (vs. MSe \$0.20 / \$96mn
 10 and consensus \$0.16 / \$90mn). Gross margins were 34.7% vs. 50% guidance and
 11 our estimate of 48%; excluding an 8 point impact from inventory writedown,
 12 GMs would have been 42.7%, still quite disappointing. We believe Apple ASPs
 13 were even lower than we had forecast, and INVN initial manufacturing yields
 14 weren't great. Apple and Samsung combined were 55% of revenues. Opex
 [operating expense] was slightly higher after taking into consideration one off
 expenses for TPI and Movea. We model GAAP operating margins at 11.5% in
 3q15. December qtr guidance was for revs \$108-115 (we were \$121, consensus
 \$116), gross margins 46-47% (we were 48%), and higher opex and share count
 than we had modelled.

15 **Why gross margins were worse.** The company cited higher volumes from the
 16 top 2 customers, Apple and Samsung, who are 55% of revenues, but we believe
 17 those customers were in line with our model; overall revenues were only slightly
 18 higher than forecast. Our sense is that the company's plan to achieve margin
 19 improvement while ramping Apple required near perfect yields, but that proved
 20 too optimistic as meeting quality requirements with a new product required
 bringing yields down. We were not confident in prospects for margin
 improvement while ramping Apple, but are still surprised by the magnitude of the
 shortfall; it's somewhat healthy that GM targets are more achievable. Having said
 that, we are discouraged that opex and share count continue to rise faster than the
 company's forecast, with R&D up 166% in 5 qtrs (partly due to M&A).

21 49. Similarly, an October 29, 2014 research report by Piper Jaffray titled *Profitability*
 22 *Concerns Prompt Thesis Change; Downgrading to Neutral*, concluded:

- 23 • INVN revenue met expectations but gross margin was much lower than
 24 expected and materially impacted profitability. The nearly 13 point gross
 25 margin miss was attributed primarily to a non-recurring inventory
 26 charge (800bps) and revenue mix and product yield (500bps).
 Management expects the mix/yield issues to continue to impact gross
 27 margin in the near-term. With guidance for the December quarter slightly
 28 lower than consensus, materially lower gross margin and modestly higher
 than expected opex, our EPS estimates move lower. With a lower outlook
 on potential earnings power for FY2016, we move to the sidelines and
 downgrade our investment rating to Neutral from Overweight and reduce
 our PT to \$17 from \$29.

- 1
- 2 • **Revenue at high-end of guidance but gross margin surprise to the downside.** Revenue of \$90.2M was up 35% Q/Q and 27% *YIY* driven mostly by AAPL related revenue. Non-GAAP gross margin, though, came in at 37.2% versus guidance of 50%. Management cited three issues: 1. non-recurring inventory charge of \$7.4M on excess and obsolete inventory (800 bps), 2. lower ASPs on products sold to large customers (300 bps) and 3. product yields (200 bps). Lower gross margin negatively impacted reported non-GAAP EPS, which came in at \$0.05 versus management's \$0.15-\$0.16 guidance. AAPL revenue ramped in the quarter driving roughly \$22M in incremental revenue in the U.S. geography.
- 7 • **Profitability metrics remain in question.** FQ3:15 revenue guidance for \$108-\$115M is, at the midpoint of \$111.5M, below the current consensus estimate of \$116.3M. Non GAAP gross margin is expected to improve to roughly 46.5% but remains impacted by product mix and yield issues. Timing of potential recovery back to the 50% range is unclear. Operating expenses are also moving higher primarily driven by a full quarter of expenses related to Movea and TPI. Consequently, FQ3 non-GAAP EPS guidance of "\$0.17-\$0.21 is below the consensus estimate of \$0.30. In terms of FY15, INVN continues to expect revenue at or above 35% Y/Y growth. Given its gross margin and operating expense assumptions though, we forecast EPS of \$0.42 (previously \$0.80) vs. the company's previous FY guidance of \$0.80.
- 13 • **Limited upside likely given earnings outlook.** We are downgrading our investment rating on INVN shares to Neutral given a fundamental change to our thesis based on changes to our margin assumptions. We are using a 25x multiple on our CY2015 EPS estimate of \$.068 to arrive at a \$17 price target, down from \$29.

16 The report went on to note, in relevant part, that “[n]egative gross margin surprise dampens
17 revenue ramp” and that Piper Jaffray was, therefore, “[d]owngrading to Neutral as negative ASP
18 and yield dynamics expected to continue: INVN expects the negative ASP surprise related to
19 large customers to impact gross margin in the near-term. As well, timing of product yield
20 improvement is unclear. We believe that 6-axis product pricing to AAPL is likely below \$0.80
21 now and improvement from here is unlikely.”

22 50. An October 29, 2014 article in Barron’s entitled *InvenSense Plunges 24%:
23 Crushed by Lower Prices in Apple, Samsung Wares*, discussed the Company’s stock drop after
24 its earnings release, stating, in pertinent part as follows:

25 Shares of sensor maker **InvenSense** (INVN) are down \$5.22, or 24%, at \$16.26,
26 after the company yesterday afternoon reported **fiscal Q2** revenue and earnings
27 per share that missed analysts’ expectations, and forecast results this quarter lower
28 as well.

1 Revenue in the three months ended in September rose 27% to \$90.2 million,
2 missing consensus of \$90.7 million, and EPS of 5 cents was well below consensus
for 16 cents.

3 The company forecast revenue of \$108 million to \$115 million this quarter, and
4 EPS of 17 cents to 21 cents, missing the Street's average estimate for \$117
million and 31 cents.

5 **Gross margin** declined from 50% a year earlier to 37%, on a non-GAAP basis.

6 **CEO Behrooz Abdi** said it was an "exciting time" for the company, noting
7 record revenue, and cited a "full portfolio of differentiated products that we
believe will provide meaningful growth opportunity for years to come."

8 **CFO Mark Dentinger** on the conference call said InvenSense was selling into
9 products with lower average selling prices, crimping InvenSense's own prices and
margins.

10 *While unit volumes exceeded our expectations, a greater than*
11 *anticipated contribution of this quarter's revenue came from our largest*
12 *customers, and these customers generate lower average selling prices.*
13 *We also sold some of our older product at prices that diluted our*
14 *margins in Q2. The combinations – the combination of these pricing*
issues resulted in a 3 percentage point quarter over quarter decline in
gross margin. We expect that the customer mix issue will continue for
the rest of the fiscal year and we have factored this expectation into our
Q3 guidance.

15 The stock has gotten three downgrades this morning, that I can see, from Piper
16 Jaffray, Pacific Crest, and Northland.

17 Pac Crest's John Vinh, cutting his rating, to Sector Perform from Outperform,
writes that "more things went wrong than right."

18 InvenSense didn't "execute" well, he thinks, but also its dominant market share in
19 products from **Apple** (AAPL), and **Samsung Electronics** (005930KS) actually
hurt, not helped.

20 He thinks the company probably saw pressure on pricing from some Apple
21 products:

22 *Despite having secured a dominant position at Apple and Samsung,*
23 *indeed, 100% share, InvenSense executed poorly in what was*
24 *anticipated to be one of the strongest quarters in the company's*
25 *history. Instead, price pressures from Apple and Samsung and the*
26 *acknowledgment of potential second-sourcing significantly reduce our*
27 *confidence that InvenSense will be able to sustain growth and avoid*
28 *multiple compression [. . .] Pricing pressure associated with Apple*
business is having a substantial impact on InvenSense's margin
expectations. The company indicated that it expects pricing pressures
will continue for the next several quarters, which lowers its gross
margin outlook to the high 40%s from 50%-55%. As FQ3 (Dec.) is
expected to have similar product and customer mix, InvenSense guided
gross margin for the quarter to be 46%-47%. The company remains
confident that its new product launches in F2016 will help improve the

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margin profile. However, we anticipate that lower gross margin will contract valuation multiples.

[Emphasis in original.]

51. The market for InvenSense common stock was open, well-developed and efficient at all relevant times. As a result of these materially false and misleading statements and failures to disclose, InvenSense common stock traded at artificially inflated prices during the Class Period. Plaintiff and other members of the Class purchased InvenSense common stock relying upon the integrity of the market price of InvenSense common stock and market information relating to InvenSense, and have been damaged thereby.

52. During the Class Period, Defendants materially misled the investing public, thereby inflating the price of InvenSense common stock, by publicly issuing false and misleading statements and omitting to disclose material facts necessary to make Defendants' statements, as set forth herein, not false and misleading. Said statements and omissions were materially false and misleading in that they failed to disclose material adverse information and misrepresented the truth about the Company, its business and operations, as alleged herein.

53. At all relevant times, the material misrepresentations and omissions particularized in this Complaint directly or proximately caused, or were a substantial contributing cause of, the damages sustained by Plaintiff and other members of the Class. As described herein, during the Class Period, Defendants made or caused to be made a series of materially false or misleading statements about InvenSense's business, products and operations. These material misstatements and omissions had the cause and effect of creating in the market an unrealistically positive assessment of InvenSense and its business, products and operations, thus causing the Company's common stock to be overvalued and artificially inflated at all relevant times. Defendants' materially false and misleading statements during the Class Period resulted in Plaintiff and other members of the Class purchasing the Company's common stock at artificially inflated prices, thus causing the damages complained of herein.

ADDITIONAL SCIENTER ALLEGATIONS

54. As alleged herein, Defendants acted with scienter in that Defendants knew that the public documents and statements issued or disseminated in the name of the Company were materially false and misleading; knew that such statements or documents would be issued or disseminated to the investing public; and knowingly and substantially participated or acquiesced in the issuance or dissemination of such statements or documents as primary violations of the federal securities laws. As set forth elsewhere herein in detail, Defendants, by virtue of their receipt of information reflecting the true facts regarding InvenSense, their control over, and/or receipt and/or modification of InvenSense's allegedly materially misleading misstatements and/or their associations with the Company which made them privy to confidential proprietary information concerning InvenSense, participated in the fraudulent scheme alleged herein.

55. Defendants were further motivated to engage in this fraudulent course of conduct in order to allow Company insiders to sell shares of their personally-held InvenSense common stock at inflated prices, yielding them proceeds of more than \$4 million during the Class Period. Defendant Krock personally reaped more than \$3 million from sales of Company shares during the Class Period:

InvenSense, Inc. (INVN)

Insider Sales: 7/29/14 – 10/28/14

Filer Name	Title	Date	Shares	Price	Proceeds
Krock, Alan F	Chief Financial Officer	18-Aug-2014	1,666	\$24.70	\$41,150
		27-Aug-2014	69,650	\$25.03	\$1,743,340
		27-Aug-2014	25,000	\$24.88	\$622,000
		27-Aug-2014	5,350	\$25.03	\$133,911
		28-Aug-2014	25,000	\$25.33	\$633,250
			126,666		\$3,173,651
Lloyd, Stephen	Officer	18-Aug-2014	1,428	\$24.70	\$35,272
Shah, Amit	Director	06Aug-2014	2,171	\$23.95	\$51,995
		06Aug-2014	28	\$23.95	\$671
		06Aug-2014	14	\$23.95	\$335
		11Aug-2014	256	\$24.60	\$6,298
		11Aug-2014	19,616	\$24.60	\$482,554
		11Aug-2014	128	\$24.60	\$3,149
			22,213		\$545,002

Filer Name	Title	Date	Shares	Price	Proceeds
Tachner, Adam H	General Counsel	16Sep-2014	13,930	\$22.25	\$309,943
TOTAL			164,237		\$4,063,868

56. Furthermore, Defendant Abdi was motivated to hide the true state of affairs of the Company from investors to ensure that he would be re-elected to the Company's board of directors at the Annual Meeting of Shareholders of InvenSense held on September 12, 2014.

LOSS CAUSATION

57. During the Class Period, as detailed herein, Defendants engaged in a scheme to deceive the market and a course of conduct that artificially inflated the price of InvenSense common stock and operated as a fraud or deceit on Class Period purchasers of InvenSense common stock by failing to disclose and misrepresenting the adverse facts detailed herein. As Defendants' prior misrepresentations and fraudulent conduct were disclosed and became apparent to the market, the price of InvenSense common stock declined significantly as the prior artificial inflation came out of the Company's common stock price.

58. As a result of their purchases of InvenSense common stock during the Class Period, Plaintiff and the other Class members suffered economic loss, *i.e.*, damages, under the federal securities laws. Defendants' false and misleading statements had the intended effect and caused InvenSense common stock to trade at artificially inflated levels throughout the Class Period, reaching as high as \$25.85 per share on August 29, 2014.

59. By concealing from investors the adverse facts detailed herein, Defendants presented a misleading picture of InvenSense's business, products and operations. When the truth about the Company was revealed to the market, the price of InvenSense common stock fell significantly. This decline removed the inflation from the price of InvenSense common stock, causing real economic loss to investors who had purchased InvenSense common stock during the Class Period.

60. The decline in the price of InvenSense common stock after the corrective disclosure came to light was a direct result of the nature and extent of Defendants' fraudulent

1 misrepresentations being revealed to investors and the market. The timing and magnitude of the
2 price decline in InvenSense common stock negates any inference that the loss suffered by
3 Plaintiff and the other Class members was caused by changed market conditions,
4 macroeconomic or industry factors, or Company-specific facts unrelated to Defendants'
5 fraudulent conduct.

6 61. The economic loss, *i.e.*, damages, suffered by Plaintiff and the other Class
7 members was a direct result of Defendants' fraudulent scheme to artificially inflate the price of
8 InvenSense common stock and the subsequent significant decline in the value of InvenSense
9 common stock when Defendants' prior misrepresentations and other fraudulent conduct were
10 revealed.

11 **APPLICABILITY OF PRESUMPTION OF RELIANCE:
12 FRAUD ON THE MARKET DOCTRINE**

13 62. At all relevant times, the market for InvenSense common stock was an efficient
14 market for the following reasons, among others:

15 (a) InvenSense common stock met the requirements for listing, and was listed
16 and actively traded on the NYSE, a highly efficient, electronic stock market;

17 (b) as a regulated issuer, InvenSense filed periodic public reports with the SEC
18 and the NYSE;

19 (c) InvenSense regularly communicated with public investors via established
20 market communication mechanisms, including regular disseminations of press releases on the
21 national circuits of major newswire services and other wide-ranging public disclosures, such as
22 communications with the financial press and other similar reporting services; and

23 (d) InvenSense was followed by securities analysts employed by major
24 brokerage firms who wrote reports which were distributed to the sales force and certain customers
25 of their brokerage firms. Each of these reports was publicly available and entered the public
26 marketplace.

27 63. As a result of the foregoing, the market for InvenSense common stock promptly
28 digested current information regarding InvenSense from all publicly available sources and

1 reflected such information in the prices of the common stock. Under these circumstances, all
2 purchasers of InvenSense common stock during the Class Period suffered similar injury through
3 their purchase of InvenSense common stock at artificially inflated prices and a presumption of
4 reliance applies.

5 64. Alternatively, Plaintiffs and the members of the Class are entitled to the
6 presumption of reliance established by the *Supreme Court in Affiliated Ute Citizens of the State*
7 *of Utah v. United States*, 406 U.S. 128, 92 S. Ct. 2430 (1972), as Defendants omitted material
8 information in their Class Period statements in violation of a duty to disclose such information,
9 as detailed above.

10 **NO SAFE HARBOR**

11 65. The federal statutory safe harbor provided for forward-looking statements under
12 certain circumstances does not apply to any of the allegedly false statements pleaded in this
13 Complaint. The statements alleged to be false and misleading herein all relate to then-existing
14 facts and conditions. In addition, to the extent certain of the statements alleged to be false may be
15 characterized as forward looking, they were not identified as “forward-looking statements” when
16 made and there were no meaningful cautionary statements identifying important factors that
17 could cause actual results to differ materially from those in the purportedly forward-looking
18 statements.

19 66. In the alternative, to the extent that the statutory safe harbor is determined to
20 apply to any forward-looking statements pleaded herein, Defendants are liable for those false
21 forward-looking statements because at the time each of those forward-looking statements was
22 made, the speaker had actual knowledge that the forward-looking statement was materially false
23 or misleading, and/or the forward-looking statement was authorized or approved by an executive
24 officer of InvenSense who knew that the statement was false when made.

25 **COUNT I**
26 **VIOLATION OF SECTION 10(b) OF THE EXCHANGE ACT**
27 **AND RULE 10b-5 PROMULGATED THEREUNDER**
28 **AGAINST ALL DEFENDANTS**

67. Plaintiff repeats and realleges each and every allegation contained above as if
fully set forth herein.

1 Defendants had the power and authority to cause InvenSense to engage in the wrongful conduct
2 complained of herein.

3 75. By reason of such conduct, the Individual Defendants are liable pursuant to
4 Section 20(a) of the Exchange Act.

5 **PRAYER FOR RELIEF**

6 WHEREFORE, Plaintiff prays for relief and judgment, as follows:

7 A. Determining that this action is a proper class action, designating Plaintiff as Lead
8 Plaintiff and certifying Plaintiff as a Class representative under Rule 23 of the Federal Rules of
9 Civil Procedure and Plaintiff's counsel as Lead Counsel;

10 B. Awarding compensatory damages in favor of Plaintiff and the other Class
11 members against all Defendants, jointly and severally, for all damages sustained as a result of
12 Defendants' wrongdoing, in an amount to be proven at trial, including interest thereon;

13 C. Awarding Plaintiff and the Class their reasonable costs and expenses incurred in
14 this action, including counsel fees and expert fees; and

15 D. Such other and further relief as the Court may deem just and proper.

16 **JURY TRIAL DEMANDED**

17 Plaintiff hereby demands a trial by jury.

18
19 DATE: January 29, 2015

/s/Eric Lechtzin
Sherrie R. Savett
Eric Lechtzin (Bar No. 248958)
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