# TE Connectivity Second Quarter 2023 Earnings

April 26, 2023

**EVERY CONNECTION COUNTS** 







## Forward-Looking Statements and Non-GAAP Financial Measures

#### **Forward-Looking Statements**

This presentation contains certain "forward-looking statements" within the meaning of the U.S. Private Securities Litigation Reform Act of 1995. These statements are based on management's current expectations and are subject to risks, uncertainty and changes in circumstances, which may cause actual results, performance, financial condition or achievements to differ materially from anticipated results, performance, financial condition or achievements. All statements contained herein that are not clearly historical in nature are forward-looking and the words "anticipate," "believe," "expect," "estimate," "plan," and similar expressions are generally intended to identify forward-looking statements. We have no intention and are under no obligation to update or alter (and expressly disclaim any such intention or obligation to do so) our forward-looking statements whether as a result of new information, future events or otherwise, except to the extent required by law. The forward-looking statements in this presentation include statements addressing our future financial condition and operating results, and the impact on our operations resulting from the coronavirus disease 2019 ("COVID-19"). Examples of factors that could cause actual results to differ materially from those described in the forward-looking statements include, among others, the extent, severity and duration of COVID-19 negatively affecting our business operations; business, economic, competitive and regulatory risks, such as conditions affecting demand for products in the automotive and other industries we serve; competition and pricing pressure; fluctuations in foreign currency exchange rates and commodity prices; natural disasters and political, economic and military instability in countries in which we operate, including continuing military conflict between Russia and Ukraine resulting from Russia's invasion of Ukraine or escalating tensions in surrounding countries; developments in the credit markets; future goodwill impairment; compliance with current and future environmental and other laws and regulations; and the possible effects on us of changes in tax laws, tax treaties and other legislation, including the effects of Swiss tax reform. In addition, the extent to which COVID-19 will impact our business and our financial results will depend on future developments, which are highly uncertain and cannot be predicted. Such developments may include the geographic spread of the virus, the severity of the virus, the duration of the outbreak, the impact on our suppliers' and customers' supply chains, the actions that may be taken by various governmental authorities in response to the outbreak in jurisdictions in which we operate, and the possible impact on the global economy and local economies in which we operate. More detailed information about these and other factors is set forth in TE Connectivity Ltd.'s Annual Report on Form 10-K for the fiscal year ended Sept. 30, 2022 as well as in our Quarterly Reports on Form 10-Q, Current Reports on Form 8-K and other reports filed by us with the U.S. Securities and Exchange Commission.

#### **Non-GAAP Financial Measures**

Where we have used non-GAAP financial measures, reconciliations to the most comparable GAAP measure are provided, along with a disclosure on the usefulness of the non-GAAP financial measure, in this presentation.



## **Earnings Highlights**

#### **Q2 Sales & Adjusted EPS Exceeded Guidance**

- Sales of \$4.16B, up 4% reported, up 8% organically Y/Y
  - Transportation up 12% organically Y/Y, with growth in all businesses
  - Industrial up 15% organically Y/Y, with growth in all businesses
  - Communications down 20% organically Y/Y, as expected
  - Sales includes \$155M of currency exchange headwinds Y/Y
- Orders up sequentially to \$4.0B
- Adjusted Operating Margins of 16.0%, Adjusted EPS of \$1.65
  - Adjusted EPS results include \$0.17 of FX and Tax headwinds Y/Y
- Strong Free Cash Flow generation of \$845M in 1H FY23, up 37% Y/Y with ~\$785M returned to shareholders
- TE named one of Fortune's World's Most Admired Companies for the 6th consecutive year

#### Q3 Guidance

- Expect Q3 Sales of ~\$4.0B and Adjusted EPS ~\$1.65
  - FX and Tax headwinds impacting EPS by ~\$0.06 Y/Y
- Continue to expect sequential margin expansion going forward driven by the Transportation & Industrial segments



## Segment Orders Summary (\$ in millions)

Reported	FY22	FY23	FY23	Q2 Growth		
	<b>Q2</b>	<b>Q1</b>	<b>Q2</b>	Y/Y	Q/Q	
Transportation	2,549	2,154	2,412	(5)%	12%	Sequential order improvement indicating overall stability in the Transportation and Industrial
Industrial	1,303	1,085	1,193	(9)%	10%	segments, with continued weakness in Communications markets, as expected
Communications	670	395	388	(42)%	(2)%	Transportation book to bill of 0.97, reflecting ongoing stable demand
Total TE	4,522	3,633	3,993	(12)%	10%	<ul> <li>Industrial book to bill of 1.0, reflecting ongoing strength in AD&amp;M, Energy and Medical end markets</li> </ul>
Book to Bill	1.13	0.95	0.96			Communications orders reflecting market weakness and consumption of inventory across the supply chain

Sequential Order Improvement Y/Y Order Patterns Reflecting Supply Chain Dynamics



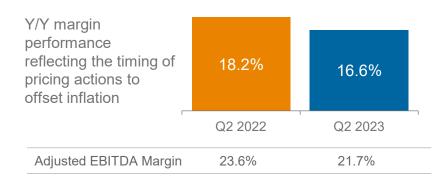


## **Transportation** Solutions

\$ in Millions



#### Q2 Adjusted Operating Margin



#### **Q2 Business Performance**

Y/Y Growth Rates		Reported	Organic
Automotive	\$1,795	9%	14%
Commercial Transportation	405	3%	7%
Sensors	283	6%	9%
Transportation Solutions	\$2,483	7%	12%

- Automotive organic growth across all regions. Market outperformance driven by our leading position in electric vehicles along with electronification trends
- Commercial Transportation organic growth in North America and Europe, partially offset by declines in China
- Sensors organic growth driven by automotive applications
- Delivered adjusted operating margin improvement of 80bps sequentially in Q2, with benefit of additional price increases





## **Industrial** Solutions

\$ in Millions





#### Q2 Business Performance

Y/Y Growth Rates		Reported	Organic
Industrial Equipment	\$461	(1)%	3%
Aerospace, Defense and Marine	298	14%	19%
Energy	233	27%	28%
Medical	199	26%	26%
Industrial Solutions	\$1,191	12%	15%

- Industrial Equipment organic growth in Europe, partially offset by weakness in the Americas & China
- AD&M organic growth in all markets including ongoing market improvement in Commercial Aerospace
- Energy organic growth across all regions, with continued momentum in renewable applications
- Medical delivered record quarterly sales, with increases in interventional procedures





## **Communications** Solutions

#### \$ in Millions



#### **Q2 Business Performance**

Y/Y Growth Rates		Reported	Organic
Data & Devices	\$288	(27)%	(25)%
Appliances	198	(15)%	(12)%
Communications Solutions	\$486	(22)%	(20)%

- Data & Devices declined as expected, driven by broad market weakness and consumption of inventory across the supply chain
- Appliances declined as expected, driven by market moderation in all regions



## **Q2** Financial Summary

(\$ in Millions, except per share amounts)	(	Q2 FY22	Q	2 FY23
Net Sales	\$	4,007	\$	4,160
Operating Income	\$	705	\$	537
Operating Margin		17.6%		12.9%
Acquisition-Related Charges		10		8
Restructuring & Other Charges, Net*		21		119
Adjusted Operating Income	\$	736	\$	664
Adjusted Operating Margin		18.4%		16.0%
Earnings Per Share**	\$	1.71	\$	1.34
Acquisition-Related Charges		0.02		0.02
Restructuring & Other Charges, Net		0.05		0.29
Tax Items		0.02		-
Adjusted EPS	\$	1.81	\$	1.65

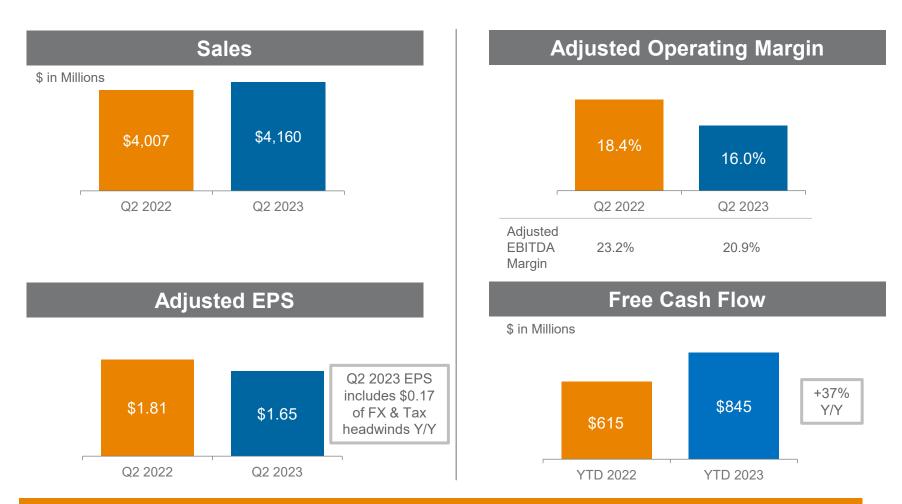
\* Net restructuring charges represent \$62M of the \$119M in Q2 FY23

\*\* Represents Diluted Earnings Per Share from Continuing Operations.

Adjusted Operating Income, Adjusted Operating Margin and Adjusted EPS are non-GAAP financial measures; see Appendix for descriptions and reconciliations.



## **Q2** Financial Performance



Y/Y Sales, Margin, & EPS Performance Impacted by Currency Exchange Rates and End Market Weakness in Communications

## Additional Information

**EVERY CONNECTION COUNTS** 





## Y/Y Q2 2023

	<b>Sales</b> (in millions)	Adjusted EPS
Q2 2022 Results	\$4,007	\$1.81
Operational Performance	308	0.01
FX Impact	(155)	(0.15)
Tax Rate Impact	-	(0.02)
Q2 2023 Results	\$4,160	\$1.65



## Y/Y Q3 2023

	<b>Sales</b> (in millions)	Adjusted EPS
Q3 2022 Results	\$4,097	\$1.86
Operational Performance	(81)	(0.15)
FX Impact	(16)	(0.05)
Tax Rate Impact	-	(0.01)
Q3 2023 Guidance	\$4,000	\$1.65



## **Q2 Balance Sheet & Cash Flow Summary**

#### Free Cash Flow and Working Capital

(\$ in Millions)	Q2 2022	Q2 2023
Cash from Operating Activities	\$413	\$634
Capital expenditures, net	(170)	(188)
Cash collected pursuant to collateral requirements related to cross-currency swap contracts	(1)	-
Free Cash Flow	\$242	\$446
A/R	\$3,068	\$3,048
Days Sales Outstanding*	69	67
Inventory	\$2,999	\$2,811
Days on Hand*	99	85
Accounts Payable	\$1,986	\$1,678
Days Outstanding*	67	53

#### Liquidity, Cash & Debt

(\$ in Millions)	Q2 2022	Q2 2023
Beginning Cash Balance	\$982	\$793
Free Cash Flow	242	446
Dividends	(163)	(177)
Share repurchases	(404)	(179)
Net increase (decrease) in debt	106	(34)
Divestiture of businesses, net of cash retained by businesses sold	-	51
Other	(14)	5
Ending Cash Balance	\$749	\$905
Total Debt	\$4,051	\$4,202

## Appendix

**EVERY CONNECTION COUNTS** 





## **Non-GAAP Financial Measures**

We present non-GAAP performance and liquidity measures as we believe it is appropriate for investors to consider adjusted financial measures in addition to results in accordance with accounting principles generally accepted in the U.S. ("GAAP"). These non-GAAP financial measures provide supplemental information and should not be considered replacements for results in accordance with GAAP. Management uses non-GAAP financial measures internally for planning and forecasting purposes and in its decision-making processes related to the operations of our company. We believe these measures provide meaningful information to us and investors because they enhance the understanding of our operating performance, ability to generate cash, and the trends of our business. Additionally, we believe that investors benefit from having access to the same financial measures that management uses in evaluating our operations. The primary limitation of these measures is that they exclude the financial impact of items that would otherwise either increase or decrease our reported results. This limitation is best addressed by using these non-GAAP financial measures in combination with the most directly comparable GAAP financial measures in order to better understand the amounts, character, and impact of any increase or decrease in reported amounts. These non-GAAP financial measures may not be comparable to similarly-titled measures reported by other companies.

The following provides additional information regarding our non-GAAP financial measures:

- Organic Net Sales Growth (Decline) represents net sales growth (decline) (the most comparable GAAP financial measure) excluding the impact of foreign currency
  exchange rates, and acquisitions and divestitures that occurred in the preceding twelve months, if any. Organic Net Sales Growth (Decline) is a useful measure of our
  performance because it excludes items that are not completely under management's control, such as the impact of changes in foreign currency exchange rates, and items
  that do not reflect the underlying growth of the company, such as acquisition and divestiture activity. This measure is a significant component in our incentive compensation
  plans.
- Adjusted Operating Income and Adjusted Operating Margin represent operating income and operating margin, respectively, (the most comparable GAAP financial measures) before special items including restructuring and other charges, acquisition-related charges, impairment of goodwill, and other income or charges, if any. We utilize these adjusted measures in combination with operating income and operating margin to assess segment level operating performance and to provide insight to management in evaluating segment operating plan execution and market conditions. Adjusted Operating Income is a significant component in our incentive compensation plans.
- Adjusted Other Income (Expense), Net represents net other income (expense) (the most comparable GAAP financial measure) before special items including tax sharing income related to adjustments to prior period tax returns and other items, if any.
- Adjusted Income Tax (Expense) Benefit and Adjusted Effective Tax Rate represent income tax (expense) benefit and effective tax rate, respectively, (the most comparable GAAP financial measures) after adjusting for the tax effect of special items including restructuring and other charges, acquisition-related charges, impairment of goodwill, other income or charges, and certain significant tax items, if any.
- Adjusted Income from Continuing Operations represents income from continuing operations (the most comparable GAAP financial measure) before special items including
  restructuring and other charges, acquisition-related charges, impairment of goodwill, tax sharing income related to adjustments to prior period tax returns and other tax
  items, other income or charges, and certain significant tax items, if any, and, if applicable, the related tax effects.
- Adjusted Earnings Per Share represents diluted earnings per share from continuing operations (the most comparable GAAP financial measure) before special items
  including restructuring and other charges, acquisition-related charges, impairment of goodwill, tax sharing income related to adjustments to prior period tax returns and other
  tax items, other income or charges, and certain significant tax items, if any, and, if applicable, the related tax effects. This measure is a significant component in our
  incentive compensation plans.



### **Non-GAAP Financial Measures (cont.)**

- Adjusted EBITDA and Adjusted EBITDA Margin represent net income and net income as a percentage of net sales, respectively, (the most comparable GAAP financial measures) before interest expense, interest income, income taxes, depreciation, and amortization, as adjusted for net other income (expense), income (loss) from discontinued operations, and special items including restructuring and other charges, acquisition-related charges, impairment of goodwill, and other income or charges, if any.
- Free Cash Flow (FCF) is a useful measure of our ability to generate cash. The difference between net cash provided by operating activities (the most comparable GAAP financial measure) and Free Cash Flow consists mainly of significant cash outflows and inflows that we believe are useful to identify. We believe Free Cash Flow provides useful information to investors as it provides insight into the primary cash flow metric used by management to monitor and evaluate cash flows generated from our operations. Free Cash Flow is defined as net cash provided by operating activities excluding voluntary pension contributions and the cash impact of special items, if any, minus net capital expenditures. Voluntary pension contributions are excluded from the GAAP financial measure because this activity is driven by economic financing decisions rather than operating activity. Certain special items, including net payments related to pre-separation tax matters and cash paid (collected) pursuant to collateral requirements related to cross-currency swap contracts, are also excluded by management in evaluating Free Cash Flow. Net capital expenditures consist of capital expenditures less proceeds from the sale of property, plant, and equipment. These items are subtracted because they represent long-term commitments. In the calculation of Free Cash Flow, we subtract certain cash items that are ultimately within management's and the Board of Directors' discretion to direct and may imply that there is less or more cash available for our programs than the most comparable GAAP financial measure indicates. It should not be inferred that the entire Free Cash Flow amount is available for future discretionary expenditures, such as discretionary dividends, share repurchases, and business acquisitions, that are not considered in the calculation of Free Cash Flow.
- Free Cash Flow Conversion represents the ratio of Free Cash Flow to Adjusted Income from Continuing Operations. We use Free Cash Flow Conversion as an indicator of our ability to convert earnings to cash.



### **Segment Summary**

	For the Quarters Ended					For the Six Months Ended							
		March	ı <b>3</b> 1,	1, March 25,				March	ı <b>3</b> 1,		March 25,		
		202	3	2022			2023				2022		
						(\$ in mil	lions	)					
	Ne	t Sales			Net Sales		N	let Sales		_	Net Sales		
<b>Transportation Solutions</b>	\$	2,483		\$	2,314		\$	4,742		\$	4,472		
Industrial Solutions		1,191			1,068			2,251			2,120		
Communications Solutions		486			625			1,008			1,233		
Total	\$	4,160		\$	4,007		\$	8,001		\$	7,825		
	Op	erating	Operating	(	Operating	Operating	0	perating	Operating		Operating	Operating	
	In	come	Margin		Income	Margin	]	Income	Margin		Income	Margin	_
Transportation Solutions	\$	333	13.4 %	\$	409	17.7 %	\$	615	13.0 %	\$	804	18.0	%
Industrial Solutions		134	11.3		145	13.6		290	12.9		265	12.5	
Communications Solutions		70	14.4		151	24.2		134	13.3		308	25.0	
Total	\$	537	12.9 %	\$	705	17.6 %	\$	1,039	13.0 %	\$		17.6	%
										_	<u>,</u>		
	Ad	justed	Adjusted		Adjusted	Adjusted	A	djusted	Adjusted		Adjusted	Adjusted	
	Op	erating	Operating	(	Operating	Operating	0	perating	Operating		Operating	Operating	
	Inc	come <sup>(1)</sup>	Margin <sup>(1)</sup>		Income <sup>(1)</sup>	Margin <sup>(1)</sup>	Iı	ncome <sup>(1)</sup>	Margin <sup>(1)</sup>		Income <sup>(1)</sup>	Margin <sup>(1)</sup>	
Transportation Solutions	\$	411	16.6 %	-	422	18.2 %	\$	769	16.2 %	-		18.2	%
Industrial Solutions		174	14.6		161	15.1		349	15.5		315	14.9	
Communications Solutions		79	16.3		153	24.5		168	16.7		319	25.9	
Total	\$	664	16.0 %	\$	736	18.4 %	\$	1,286	16.1 %	\$	1,448	18.5	%

<sup>(1)</sup>Adjusted operating income and adjusted operating margin are non-GAAP financial measures. See description of non-GAAP financial measures.

### **Reconciliation of Net Sales Growth**

	Change in Net Sales for the Quarter Ended March 31, 2023 versus Net Sales for the Quarter Ended March 25, 2022											
	 Net Sale: Growth (Dec	s	0	rganic Net rowth (Decli	Sales	Translation <sup>(2)</sup>	Acquisitions/ (Divestiture)					
				(\$ in mi	llions)							
Transportation Solutions <sup>(3)</sup> :												
Automotive	\$ 142	8.6 %	\$	226	13.6 %	\$ (84)	\$					
Commercial transportation	11	2.8		26	6.5	(15)	_					
Sensors	16	6.0		23	8.8	(7)						
Total	 169	7.3		275	11.9	(106)						
Industrial Solutions <sup>(3)</sup> :	 											
Industrial equipment	(4)	(0.9)		15	3.2	(19)	_					
Aerospace, defense, and marine	37	14.2		48	18.6	(5)	(6)					
Energy	49	26.6		51	27.7	(7)	5					
Medical	 41	25.9		42	26.3	(1)						
Total	123	11.5		156	14.6	(32)	(1)					
Communications Solutions (3):												
Data and devices	(104)	(26.5)		(97)	(24.9)	(11)	4					
Appliances	 (35)	(15.0)		(29)	(12.4)	(6)						
Total	 (139)	(22.2)		(126)	(20.2)	(17)	4					
Total	\$ 153	3.8 %	\$	305	7.6 %	\$ (155)	\$ 3					

#### Change in Net Sales for the Six Months Ended March 31, 2023 versue Net Sales for the Six Months Ended March 25, 2022

		Net Sales	5		rganic Net S				Acquisitions	
	6	Growth (Dec	line)	Gr	owth (Decli	ne) <sup>(1)</sup>	Translation <sup>(2)</sup>		(Divestiture)	
					(\$ in mil	llions)				
Transportation Solutions <sup>(3)</sup> :										
Automotive	\$	271	8.5 %	\$	508	16.0 %	\$	(237)	\$	_
Commercial transportation		(6)	(0.8)		33	4.4		(39)		_
Sensors		5	0.9	_	30	5.6		(25)		_
Total		270	6.0		571	12.8		(301)		
Industrial Solutions <sup>(3)</sup> :										
Industrial equipment		(25)	(2.7)		29	3.2		(54)		
Aerospace, defense, and marine		59	11.7		83	16.3		(18)		(6)
Energy		50	13.4		66	17.6		(21)		5
Medical		47	14.5	_	49	15.2		(2)		
Total		131	6.2		227	10.7		(95)		(1)
Communications Solutions <sup>(3)</sup> :										
Data and devices		(131)	(17.5)		(120)	(15.9)		(24)		13
Appliances		(94)	(19.4)		(74)	(15.3)		(20)		
Total		(225)	(18.2)		(194)	(15.7)		(44)		13
Total	\$	176	2.2 %	\$	604	7.7 %	\$	(440)	\$	12

<sup>(1)</sup> Organic net sales growth (decline) is a non-GAAP financial measure. See description of non-GAAP financial measures.

<sup>(2)</sup> Represents the change in net sales resulting from changes in foreign currency exchange rates.

<sup>(3)</sup> Industry end market information is presented consistently with our internal management reporting and may be periodically revised as management deems necessary.



### **Reconciliation of Non-GAAP Financial Measures to GAAP Financial Measures for the Quarter Ended March 31, 2023**

				Adjus				
			-	isition-		ucturing		
				elated		l Other		justed
	<b>U.S</b> .	GAAP	-	arges <sup>(1)</sup>	-	ges, Net <sup>(1)</sup>	<u>(Non-</u>	GAAP) <sup>(2)</sup>
			(\$ in mi	llions, exc	ept per	share data)		
Operating income:								
Transportation Solutions	\$	333	\$		\$	78	\$	411
Industrial Solutions		134		7		33		174
Communications Solutions		70		1		8		79
Total	\$	537	\$	8	\$	119	\$	664
Operating margin		12.9 %	, D					16.0 %
Other expense, net	\$	(4)	\$		\$		\$	(4)
Income tax expense	\$	(100)	\$	(1)	\$	(26)	\$	(127)
Effective tax rate		19.0 %	, D					19.5 %
Income from continuing operations	\$	425	\$	7	\$	93	\$	525
Diluted earnings per share from continuing operations	\$	1.34	\$	0.02	\$	0.29	\$	1.65

<sup>(1)</sup> The tax effect of each non-GAAP adjustment is calculated based on the jurisdictions in which the expense (income) is incurred and the tax laws in effect for each such jurisdiction.

<sup>(2)</sup> See description of non-GAAP financial measures.



### **Reconciliation of Non-GAAP Financial Measures to GAAP Financial Measures for the Quarter Ended March 25, 2022**

			Acquisition- Restructuring Related and Other					- (1)		justed
	U.S	. GAAP	Ch	arges <sup>(1)</sup>		ges, Net <sup>(1)</sup>		Items <sup>(2)</sup>	<u>(Non-</u>	GAAP) <sup>(3)</sup>
				(\$ in mil	lions, ex	cept per sha	re data)			
Operating income:										
Transportation Solutions	\$	409	\$	4	\$	9	\$		\$	422
Industrial Solutions		145		6		10				161
Communications Solutions		151				2				153
Total	\$	705	\$	10	\$	21	\$		\$	736
Operating margin		17.6 %								18.4 %
Other income, net	\$	5	\$		\$		\$		\$	5
Income tax expense	\$	(136)	\$	(2)	\$	(5)	\$	8	\$	(135)
Effective tax rate		19.5 %								18.6_%
Income from continuing operations	\$	560	\$	8	\$	16	\$	8	\$	592
Diluted earnings per share from										
continuing operations	\$	1.71	\$	0.02	\$	0.05	\$	0.02	\$	1.81

<sup>(1)</sup> The tax effect of each non-GAAP adjustment is calculated based on the jurisdictions in which the expense (income) is incurred and the tax laws in effect for each such jurisdiction.

<sup>(2)</sup> Includes \$27 million of income tax expense related to the write-down of certain deferred tax assets to the lower corporate tax rate enacted in the canton of Schaffhausen on December 27, 2021 and a \$19 million income tax benefit related to the tax impacts of an intercompany transaction.

<sup>(3)</sup> See description of non-GAAP financial measures.



### Reconciliation of Non-GAAP Financial Measures to GAAP Financial Measures for the Six Months Ended March 31, 2023

				Adju					
			-	isition-		ructuring			
				elated		lOther	Adjusted		
	U.S. GAAP			Charges <sup>(1)</sup>		ges, Net <sup>(1)</sup>	<u>(Non-</u>	-GAAP) <sup>(2)</sup>	
			(\$ in mi	llions, exc	cept per	share data)			
Operating income:									
Transportation Solutions	\$	615	\$	2	\$	152	\$	769	
Industrial Solutions		290		13		46		349	
Communications Solutions		134		2		32		168	
Total	\$	1,039	\$	17	\$	230	\$	1,286	
Operating margin		13.0	%					16.1 %	
Other expense, net	\$	(9)	\$		\$		\$	(9)	
Income tax expense	\$	(187)	\$	(3)	\$	(55)	\$	(245)	
Effective tax rate		18.5	%					19.5_%	
Income from continuing operations	\$	823	\$	14	\$	175	\$	1,012	
Diluted earnings per share from continuing									
operations	\$	2.58	\$	0.04	\$	0.55	\$	3.17	

<sup>(1)</sup> The tax effect of each non-GAAP adjustment is calculated based on the jurisdictions in which the expense (income) is incurred and the tax laws in effect for each such jurisdiction.

<sup>(2)</sup> See description of non-GAAP financial measures.



### Reconciliation of Non-GAAP Financial Measures to GAAP Financial Measures for the Six Months Ended March 25, 2022

			R	isition- elated	and	ucturing Other				ljusted
	U.S	GAAP	Ch	arges <sup>(1)</sup>	-	es, Net <sup>(1)(2)</sup>		Items <sup>(3)</sup>	(Non-	-GAAP) <sup>(4)</sup>
				(\$ in mil	lions, ex	cept per sha	re data)	)		
Operating income:										
Transportation Solutions	\$	804	\$	7	\$	3	\$		\$	814
Industrial Solutions		265		18		32		—		315
Communications Solutions		308		1		10				319
Total	\$	1,377	\$	26	\$	45	\$		\$	1,448
Operating margin		17.6 %								18.5 %
Other income, net	\$	20	\$		\$		\$	(11)	\$	9
Income tax expense	\$	(246)	\$	(5)	\$	(12)	\$	3	\$	(260)
Effective tax rate		17.9 %								18.1 %
Income from continuing operations	\$	1,127	\$	21	\$	33	\$	(8)	\$	1,173
Diluted earnings per share from continuing operations	\$	3.44	\$	0.06	\$	0.10	\$	(0.02)	\$	3.58

<sup>(1)</sup> The tax effect of each non-GAAP adjustment is calculated based on the jurisdictions in which the expense (income) is incurred and the tax laws in effect for each such jurisdiction.

<sup>(2)</sup> Includes \$33 million recorded in net restructuring and other charges and \$12 million recorded in cost of sales.

<sup>(3)</sup> Includes a \$36 million income tax benefit related to the tax impacts of an intercompany transaction, \$27 million of income tax expense related to the write-down of certain deferred tax assets to the lower tax rate enacted in the canton of Schaffhausen, and \$12 million of income tax expense related to an income tax audit of an acquired entity, as well as the related impact of \$11 million to other income pursuant to the indemnification terms of the purchase agreement.

<sup>(4)</sup> See description of non-GAAP financial measures.



### Reconciliation of Non-GAAP Financial Measures to GAAP Financial Measures for the Quarter Ended June 24, 2022

	U.S	. GAAP	R	uisition- elated arges <sup>(1)</sup>	and	ructuring l Other es, Net <sup>(1)(2)</sup>	Тях	Items <sup>(3)</sup>		justed GAAP) <sup>(4)</sup>
						cept per sha	-		(ron	onin j
Operating income:				(*		F - F		)		
Transportation Solutions	\$	383	\$	5	\$	9	\$		\$	397
Industrial Solutions		165		6		15				186
Communications Solutions	_	171		1		6				178
Total	\$	719	\$	12	\$	30	\$		\$	761
Operating margin		17.5 %								18.6 %
Other income, net	\$	4	\$		\$		\$		\$	4
Income tax expense	\$	(116)	\$	(3)	\$	(6)	\$	(21)	\$	(146)
Effective tax rate		16.4 %								19.5 %
Income from continuing operations	\$	592	\$	9	\$	24	\$	(21)	\$	604
Diluted earnings per share from continuing operations	\$	1.83	\$	0.03	\$	0.07	\$	(0.06)	\$	1.86

<sup>(1)</sup> The tax effect of each non-GAAP adjustment is calculated based on the jurisdictions in which the expense (income) is incurred and the tax laws in effect for each such jurisdiction.

<sup>(2)</sup> Includes \$26 million recorded in net restructuring and other charges and \$4 million recorded in cost of sales.

<sup>(3)</sup> Includes a \$21 million income tax benefit related to the tax impacts of an intercompany transaction.

<sup>(4)</sup> See description of non-GAAP financial measures.



### Reconciliation of Non-GAAP Financial Measures to GAAP Financial Measures for the Year Ended September 30, 2022

			Acq	uisition-		ucturing				
				elated	and	Other			A	ljusted
	U.S	GAAP	Ch	arges <sup>(1)</sup>	Charge	es, Net <sup>(1)(2)</sup>	Tax	Items <sup>(3)</sup>	(Non	-GAAP) <sup>(4)</sup>
				(\$ in mil	lions, ex	cept per sha	re data	a)		
Operating income:										
Transportation Solutions	\$	1,534	\$	16	\$	68	\$		\$	1,618
Industrial Solutions		607		32		66				705
Communications Solutions		615		5		23				643
Total	\$	2,756	\$	53	\$	157	\$		\$	2,966
Operating margin		16.9 %								18.2 %
Other income, net	\$	28	\$		\$		\$	(11)	\$	17
Income tax expense	\$	(306)	\$	(11)	\$	(34)	\$	(200)	\$	(551)
Effective tax rate		11.2 %								18.8 %
Income from continuing operations	\$	2,427	\$	42	\$	123	\$	(211)	\$	2,381
Diluted earnings per share from continuing operations	\$	7.47	\$	0.13	\$	0.38	\$	(0.65)	\$	7.33

<sup>(1)</sup> The tax effect of each non-GAAP adjustment is calculated based on the jurisdictions in which the expense (income) is incurred and the tax laws in effect for each such jurisdiction.

<sup>(2)</sup> Includes \$141 million recorded in net restructuring and other charges and \$16 million recorded in cost of sales.

<sup>(3)</sup> Includes a \$124 million income tax benefit related to the tax impacts of certain intercompany transactions, a \$64 million income tax benefit related primarily to a lapse of a statute of limitation, and a \$51 million income tax benefit related to the release of a valuation allowance associated primarily with improved current and expected future operating profit and taxable income. Also includes \$27 million of income tax expense related to the write-down of certain deferred tax assets to the lower corporate tax rate enacted in the canton of Schaffhausen and \$12 million of income tax expense related to an income tax audit of an acquired entity, as well as the related impact of \$11 million to other income pursuant to the terms of the purchase agreement.

<sup>(4)</sup> See description of non-GAAP financial measures.



### Reconciliation of Non-GAAP Financial Measures to GAAP Financial Measures for the Quarter Ended December 30, 2022

				Adju				
			Acqu	isition-	Resti	ucturing		
				elated	and	lOther	Ad	justed
	U.S	. GAAP	Ch	arges <sup>(1)</sup>	Char	ges, Net <sup>(1)</sup>	<u>(Non-</u>	GAAP) <sup>(2)</sup>
			(\$ in mi	llions, exc				
Operating income:								
Transportation Solutions	\$	282	\$	2	\$	74	\$	358
Industrial Solutions		156		6		13		175
Communications Solutions		64		1		24		89
Total	\$	502	\$	9	\$	111	\$	622
Operating margin		13.1 %	)					16.2 %
Other expense, net	\$	(5)	\$		\$		\$	(5)
Income tax expense	\$	(87)	\$	(2)	\$	(29)	\$	(118)
Effective tax rate		17.9 %	)					19.5 %
Income from continuing operations	\$	398	\$	7	\$	82	\$	487
Diluted earnings per share from continuing								
operations	\$	1.25	\$	0.02	\$	0.26	\$	1.53

<sup>(1)</sup> The tax effect of each non-GAAP adjustment is calculated based on the jurisdictions in which the expense (income) is incurred and the tax laws in effect for each such jurisdiction.

<sup>(2)</sup> See description of non-GAAP financial measures.



#### **Reconciliation of Free Cash Flow**

	F	or the Qua	arters	En de d	F	or the Six N	Months Ended	
	Ma	arch 31,	Ma	rch 25,	Μ	arch 31,	M	arch 25,
		2023		2022	2023			2022
				(in mi	llions	)		
Net cash provided by operating activities	\$	634	\$	413	\$	1,215	\$	945
Net cash used in investing activities		(139)		(184)		(404)		(383)
Net cash used in financing activities		(385)		(460)		(1,006)		(1,012)
Effect of currency translation on cash		2		(2)		12		(4)
Net increase (decrease) in cash, cash equivalents, and restricted cash	\$	112	\$	(233)	\$	(183)	\$	(454)
Net cash provided by operating activities	\$	634	\$	413	\$	1,215	\$	945
Excluding:								
Cash collected pursuant to collateral requirements related								
to cross-currency swap contracts				(1)		_		(42)
Capital expenditures, net		(188)		(170)		(370)		(288)
Free cash flow <sup>(1)</sup>	\$	446	\$	242	\$	845	\$	615

<sup>(1)</sup> Free cash flow is a non-GAAP financial measure. See description of non-GAAP financial measures.



## **Reconciliation of Adjusted EBITDA and Adjusted EBITDA Margin**

	For the Quarters Ended												
		arch 31, 2023		mber 30, 2022		March 25, 2022							
		2023	-	n millions)		2022	-						
Net income	\$	433	\$	397	\$	560							
(Income) loss from discontinued operations		(8)		1		_							
Income tax expense		100		87		136							
Other (income) expense, net		4		5		(5)							
Interest expense		20		21		18							
Interest income		(12)		(9)		(4)							
Operating income	\$	537	\$	502	\$	705							
Acquisition-related charges		8		9		10							
Restructuring and other charges, net		119		111		21	_						
Adjusted operating income <sup>(1)</sup>		664		622		736							
Depreciation and amortization		207		187		194							
Adjusted EBITDA <sup>(1)</sup>	\$	871	\$	809	\$	930	-						
Net sales	\$	4,160	\$	3,841	\$	4,007							
Net income as a percentage of net sales		10.4 %		10.3 %		14.0	%						
Adjusted EBITDA margin <sup>(1)</sup>		20.9 %		21.1 %		23.2	%						

							For the Qua	rters E	n de d						
				March	31, 2023			March 25, 2022							
	Trans	portation	In	dustrial	Comm	unications		Tran	sportation	Inc	lustrial	Comm	unications		
	So	utions	So	lutions	So	lutions	 Total	So	olutions	So	lutions	So	utions		Total
							(\$ in mi	llions)							
Operating income	\$	333	\$	134	\$	70	\$ 537	\$	409	\$	145	\$	151	\$	705
Acquisition-related charges		_		7		1	8		4		6		—		10
Restructuring and other charges, net		78		33		8	 119		9		10		2		21
Adjusted operating income <sup>(1)</sup>		411		174		79	664		422		161		153		736
Depreciation and amortization		129		55		23	 207		125		49		20		194
Adjusted EBITDA <sup>(1)</sup>	\$	540	\$	229	\$	102	\$ 871	\$	547	\$	210	\$	173	\$	930
Net sales	\$	2,483	\$	1,191	\$	486	\$ 4,160	\$	2,314	\$	1,068	\$	625	\$	4,007
Operating margin		13.4 %		11.3 %		14.4 %	12.9 %		17.7 %		13.6 %		24.2 %		17.6 %
Adjusted operating margin <sup>(1)</sup>		16.6 %		14.6 %		16.3 %	16.0 %		18.2 %		15.1 %		24.5 %		18.4 %
Adjusted EBITDA margin <sup>(1)</sup>		21.7 %		19.2 %		21.0 %	20.9 %		23.6 %		19.7 %		27.7 %		23.2 %

<sup>(1)</sup> See description of non-GAAP financial measures.



### Reconciliation of Forward-Looking Non-GAAP Financial Measures to Forward-Looking GAAP Financial Measures

	Quarte Ju	ook for er Ending ne 30, 23 <sup>(1)</sup>	Outlook for Fiscal 2023 <sup>(1)</sup>
Diluted earnings per share from continuing operations	\$	1.56	
Restructuring and other charges, net		0.07	
Acquisition-related charges		0.02	
Adjusted diluted earnings per share from continuing operations <sup>(2)</sup>	\$	1.65	
Net sales growth (decline) Translation Organic net sales growth (decline) <sup>(2)</sup>		(2.4) % 0.4 (2.0) %	
Effective tax rate		19.9 %	19.5 %
Effective tax rate adjustments <sup>(3)</sup>		0.1	0.5
Adjusted effective tax rate <sup>(2)</sup>		20.0 %	20.0 %

<sup>(1)</sup> Outlook is as of April 26, 2023.

<sup>(2)</sup> See description of non-GAAP financial measures.

<sup>(3)</sup> Includes adjustments for special tax items and the tax effect of acquisition-related charges and net restructuring and other charges, calculated based on the jurisdictions in which the expense (income) is incurred and the tax laws in effect for each such jurisdiction.