## <r knowles

April 26, 2018

Q1 2018
Supplemental Information

## Non-GAAP Disclaimer

The financial results disclosed in this presentation include certain measures calculated and presented in accordance with GAAP. In addition to the GAAP results included in this presentation, Knowles has presented supplemental, non-GAAP gross profit, earnings before interest and income taxes, adjusted earnings before interest and income taxes and nonGAAP diluted earnings per share to facilitate evaluation of Knowles' operating performance. These non-GAAP financial measures exclude certain amounts that are included in the most directly comparable GAAP measure. In addition, these non-GAAP financial measures do not have standard meanings and may vary from similarly titled non-GAAP financial measures used by other companies. Knowles believes that non-GAAP measures are useful as supplements to its GAAP results of operations to evaluate certain aspects of its operations and performance, and its management team primarily focuses on non-GAAP items in evaluating Knowles' performance for business planning purposes. Knowles believes that these measures assist it with comparing its performance between various reporting periods on a consistent basis, as these measures remove from operating results the impact of items that, in Knowles' opinion, do not reflect its core operating performance. Knowles believes that its presentation of these non-GAAP financial measures is useful because it provides investors and securities analysts with the same information that Knowles uses internally for purposes of assessing its core operating performance. For a reconciliation of these non-GAAP financial measures to the most directly comparable GAAP financial measures, see the reconciliation tables included in the first quarter 2018 earnings release.

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## Q1 '18 Financial Results

(continuing operations*)

| Quarter over year ago period | Q1FY18 | Q1FY17 |
| :--- | :--- | :--- |
| Revenues | $\$ 178.5$ million | $\$ 168.3$ million |
| Gross profit | $\$ 65.3$ million | $\$ 59.3$ million |
| Non-GAAP gross profit | $\$ 66.7$ million | $\$ 65.2$ million |
| Diluted earnings per share | $\$ 0.00$ | $\$(0.06)$ |
| Non-GAAP diluted earnings per <br> share | $\$ 0.11$ | $\$ 0.11$ |

* Continuing operations excludes the results of our speaker and receiver product line which was sold on July 7, 2016 and our timing device business which was sold on November 28, 2017. Current period results include $\$ 7.0$ million in stock-based compensation, $\$ 1.6$ million from amortization of intangibles, $\$ 1.4$ million in production transfer costs and restructuring charges, and $\$ 0.3$ million in acquisition related expense.


## Revenues

(Cont. Ops.)


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## Q1 '18 Revenues by Segment

 Cont. Ops. (\% of revenue)

## Q2 '18 Projections <br> (non-GAAP, cont. ops.)*

|  | Q2FY18E |
| :--- | :---: |
| Revenues | $\$ 170$ million $-\$ 190$ million |
| Gross margin | 37 percent -39 percent |
| EPS (diluted) | $\$ 0.12-\$ 0.16$ |

*Projections as of 4/26/18; Q2 2018 GAAP results for continuing operations are expected to include approximately $\$ 0.05$ per share in stockbased compensation, $\$ 0.05$ per share from a higher effective tax rate, $\$ 0.01$ per share in amortization of debt discount, and $\$ 0.01$ per share in amortization of intangibles. Expected Q2 2018 GAAP results exclude potential restructuring items

# Historical Segment Data 

Audio / Precision Devices

## Revenues

## Gross Proft

Stock-Based Compensation Expense
Impairment charges
Restructuring Charges
Production Transfers Costs
Other
Non-GAAP Gross Profit
Non-GAAP Gross Profit as \% of Revenues

## Research and Development Expenses

Stock-Based Compensation Expense
Production Transfers Cost
Non-GAAP Research and Development Expenses
Non-GAAP Research and Development Expenses as \% of Revenues
Selling and Administrative Expenses
Stock-Based Compensation Expense
Intangibles Amortization Expense
Production Transfers Costs
Other
Non-GAAP Selling and Administrative Expenses
Non-GAAP Selling and Administrative Expenses as \% of Revenues

## Operating Expenses

Stock-Based Compensation Expense
Intangibles Amortization Expense
Impairment charges
Restructuring Charges
Production Transfers Costs
Other
Non-GAAP Operating Expenses
Non-GAAP Operating Expenses as \% of Revenues
Operating Earnings (Loss)
Other (Income) Expense, ne
Earnings (Loss) Before Interest and Income Taxes
Stock-Based Compensation Expense
Intangibles Amortization Expense
Impairment charges
Restructuring Charges
Production Transfers Cost
Other (gain) loss
Adjusted Earnings Before Interest and Income Taxe
Adjusted Earnings Before Interest and Income Taxes as \% of Revenues

| Audio |  |  |  |  |  |  |  |  |  | Precision Devices |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Quarter Ended |  |  |  |  |  |  |  |  |  | Quarter Ended |  |  |  |  |  |  |  |  |  |
| $\begin{aligned} & \text { March 31, } \\ & 2018 \end{aligned}$ |  | $\begin{aligned} & \text { December 31, } \\ & 2017 \end{aligned}$ |  | $\begin{aligned} & \text { September 30, } \\ & 2017 \end{aligned}$ |  | $\begin{aligned} & \text { June 30, } \\ & 2017 \end{aligned}$ |  | $\begin{gathered} \text { March 31, } \\ 2017 \end{gathered}$ |  | $\begin{gathered} \text { March 31, } \\ 2018 \end{gathered}$ |  | $\begin{gathered} \text { December 31, } \\ 2017 \end{gathered}$ |  | September 30, 2017 |  | June 30, 2017 |  | $\begin{gathered} \text { March 31, } \\ 2017 \end{gathered}$ |  |
| \$ | 146.4 | \$ | 187.3 | \$ | 167.8 | \$ | 138.1 | \$ | 144.2 | \$ | 32.1 | \$ | 28.2 | \$ | 28.2 | \$ | 26.3 | \$ | 24.1 |
| \$ | 52.7 | \$ | 78.7 | \$ | 64.1 | \$ | 54.2 | \$ | 50.6 | \$ | 13.1 | \$ | 11.1 | \$ | 10.5 | \$ | 9.4 | \$ | 9.1 |
|  | 0.3 |  | 0.4 |  | 0.3 |  | 0.3 |  | 0.3 |  | - |  | - | \$ | - |  | - |  | - |
|  | - |  | - |  | - |  | 1.4 |  | - |  | - |  | - |  | - |  | - |  | - |
|  | - |  | 0.1 |  | 0.2 |  | (0.6) |  | 4.3 |  | - |  | - |  | - |  | - |  | - |
|  | 0.5 |  | 2.0 |  | 1.4 |  | 1.7 |  | 1.1 |  | 0.3 |  | - |  | 0.2 |  | 0.2 |  | 0.1 |
|  | - |  | - |  | - |  | - |  | - |  | 0.2 |  | - |  | - |  | - |  | - |
| \$ | 53.5 | \$ | 81.2 | \$ | 66.0 | \$ | 57.0 | \$ | 56.3 | \$ | 13.6 | \$ | 11.1 | \$ | 10.7 | \$ | 9.6 | \$ | 9.2 |
|  | 36.5\% |  | 43.4\% |  | 39.3\% |  | 41.3\% |  | 39.0\% |  | 42.4\% |  | 39.4\% |  | 37.9\% |  | 36.5\% |  | 38.2\% |
| \$ | 23.3 | \$ | 21.5 | \$ | 20.7 | \$ | 23.5 | \$ | 23.3 | \$ | 1.4 | \$ | 1.2 | \$ | 1.2 | \$ | 1.1 | \$ | 0.7 |
|  | (2.0) |  | (1.6) |  | (1.6) |  | (1.5) |  | (1.4) |  | - |  | - |  | - |  | - |  | - |
|  | (0.2) |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |
| \$ | 21.1 | \$ | 19.9 | \$ | 19.1 | \$ | 22.0 | \$ | 21.9 | \$ | 1.4 | \$ | 1.2 | \$ | 1.2 | \$ | 1.1 | \$ | 0.7 |
|  | 14.4\% |  | 10.6\% |  | 11.4\% |  | 15.9\% |  | 15.2\% |  | 4.4\% |  | 4.3\% |  | 4.3\% |  | 4.2\% |  | 2.9\% |
| \$ | 16.9 | \$ | 10.0 | \$ | 15.3 | \$ | 16.4 | \$ | 17.1 | \$ | 5.6 | \$ | 4.7 | \$ | 4.5 | \$ | 4.3 | \$ | 3.9 |
|  | (1.1) |  | (1.1) |  | (0.9) |  | (1.1) |  | (1.0) |  | (0.2) |  | (0.2) |  | (0.1) |  | (0.1) |  | - |
|  | (1.2) |  | (1.2) |  | (1.1) |  | (1.7) |  | (2.5) |  | (0.4) |  | (0.2) |  | (0.2) |  | (0.2) |  | (0.2) |
|  | - |  | (0.1) |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |
|  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | (0.1) |  | - |
| \$ | 14.6 | \$ | 7.6 | \$ | 13.3 | \$ | 13.6 | \$ | 13.6 | \$ | 5.0 | \$ | 4.3 | \$ | 4.2 | \$ | 3.9 | \$ | 3.7 |
|  | 10.0\% |  | 4.1\% |  | 7.9\% |  | 9.8\% |  | 9.4\% |  | 15.6\% |  | 15.2\% |  | 14.9\% |  | 14.8\% |  | 15.4\% |
| \$ | 40.5 | \$ | 33.5 | \$ | 36.4 | \$ | 61.1 | \$ | 40.8 | \$ | 7.1 | \$ | 5.9 | \$ | 5.7 | \$ | 5.4 | \$ | 4.7 |
|  | (3.1) |  | (2.7) |  | (2.5) |  | (2.6) |  | (2.4) |  | (0.2) |  | (0.2) |  | (0.1) |  | (0.1) |  | - |
|  | (1.2) |  | (1.2) |  | (1.1) |  | (1.7) |  | (2.5) |  | (0.4) |  | (0.2) |  | (0.2) |  | (0.2) |  | (0.2) |
|  | - |  | - |  | - |  | (19.9) |  | - |  | - |  | - |  | - |  | - |  | - |
|  | (0.3) |  | (2.0) |  | (0.4) |  | (1.3) |  | (0.4) |  | (0.1) |  | - |  | - |  | - |  | (0.1) |
|  | (0.2) |  | (0.1) |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |
|  | ( |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | (0.1) |  | - |
| \$ | 35.7 | \$ | 27.5 | \$ | 32.4 | \$ | 35.6 | \$ | 35.5 | \$ | 6.4 | \$ | 5.5 | \$ | 5.4 | \$ | 5.0 | \$ | 4.4 |
|  | 24.4\% |  | 14.7\% |  | 19.3\% |  | 25.8\% |  | 24.6\% |  | 19.9\% |  | 19.5\% |  | 19.1\% |  | 19.0\% |  | 18.3\% |
| \$ | $\begin{aligned} & 12.2 \\ & (0.1) \end{aligned}$ | \$ | $\begin{gathered} 45.2 \\ (1.0) \\ \hline \end{gathered}$ | \$ | $\begin{aligned} & 27.7 \\ & (0.4) \end{aligned}$ | \$ | (6.9) | \$ | $\begin{aligned} & 9.8 \\ & 0.9 \end{aligned}$ | \$ | $\begin{gathered} 6.0 \\ (0.2) \\ \hline \end{gathered}$ | \$ | $\begin{gathered} 5.2 \\ (0.4) \end{gathered}$ | \$ | $\begin{gathered} 4.8 \\ (0.3) \end{gathered}$ | \$ | $\begin{gathered} 4.0 \\ (0.2) \end{gathered}$ | \$ | $4.4$ |
|  | 12.3 |  | 46.2 |  | 28.1 |  | (7.1) |  | 8.9 |  | 6.2 |  | 5.6 |  | 5.1 |  | 4.2 |  | 4.3 |
|  | 3.4 |  | 3.1 |  | 2.8 |  | 2.9 |  | 2.7 |  | 0.2 |  | 0.2 |  | 0.1 |  | 0.1 |  | - |
|  | 1.2 |  | 1.2 |  | 1.1 |  | 1.7 |  | 2.5 |  | 0.4 |  | 0.2 |  | 0.2 |  | 0.2 |  | 0.2 |
|  | - |  | - |  | - |  | 21.3 |  | - |  | - |  | - |  | - |  | - |  | - |
|  | 0.3 |  | 2.1 |  | 0.6 |  | 0.7 |  | 4.7 |  | 0.1 |  | - |  | - |  | - |  | 0.1 |
|  | 0.7 |  | 2.1 |  | 1.4 |  | 1.7 |  | 1.1 |  | 0.3 |  | - |  | 0.2 |  | 0.2 |  | 0.1 |
|  | - |  | - |  | - |  | - |  | - |  | 0.2 |  | - |  | - |  | 0.1 |  | - |
| \$ | 17.9 | \$ | 54.7 | \$ | 34.0 | \$ | 21.2 | \$ | 19.9 | \$ | 7.4 | \$ | 6.0 | \$ | 5.6 | \$ | 4.8 | \$ | 4.7 |
|  | 12.2\% |  | 29.2\% |  | 20.3\% |  | 15.4\% |  | 13.8\% |  | 23.1\% |  | 21.3\% |  | 19.9\% |  | 18.3\% |  | 19.5\% |

# Reconciliation of Segment EBIT to Consolidated Net Earnings 

Audio / Precision Devices
(Cont. Ops.; in \$ millions)

|  |  | $\begin{gathered} \text { December 31, } \\ 2017 \end{gathered}$ |  | Quarter Ended September 30, 2017 |  | June 30, 2017 |  | $\begin{gathered} \text { March 31, } \\ 2017 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 12.3 | \$ | 46.2 | \$ | 28.1 | \$ | (7.1) | \$ | 8.9 |
|  | 6.2 |  | 5.6 |  | 5.1 |  | 4.2 |  | 4.3 |
|  | 18.5 |  | 51.8 |  | 33.2 |  | (2.9) |  | 13.2 |
|  | 14.1 |  | 12.4 |  | 13.2 |  | 16.2 |  | 13.5 |
|  | 4.0 |  | 5.2 |  | 5.1 |  | 5.1 |  | 5.2 |
|  | 0.4 |  | 34.2 |  | 14.9 |  | (24.2) |  | (5.5) |
|  | 0.8 |  | 2.3 |  | 4.4 |  | 6.7 |  | (0.5) |
| \$ | (0.4) | \$ | 31.9 | \$ | 10.5 | \$ | (30.9) | \$ | (5.0) |


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