



**PROTECT
CONTROL
SENSE**



CL King Best Ideas Conference 2019

September 19, 2019

 **Littelfuse®**
Expertise Applied | Answers Delivered

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Use of Non-GAAP Financial Measures.

The information provided in this presentation includes certain non-GAAP financial measures, including Adjusted Operating Income, Adjusted Operating Margin, Adjusted EBITDA, Adjusted EBITDA Margin, Adjusted Diluted Earnings per Share and Free Cash Flow. These non-GAAP financial measures should not be considered in isolation or a substitute for the comparable GAAP financial measures. A reconciliation of these non-GAAP financial measures to the most directly comparable GAAP financial measure is included in the appendix of this presentation.

LITTELFUSE – A GROWTH COMPANY

Who We Are

- \$1.6 billion⁽¹⁾ industrial technology company; NASDAQ: LFUS
 - Global leader in circuit protection
 - Growing provider of leading power control and sensing technologies
 - 12,000 innovative employees worldwide
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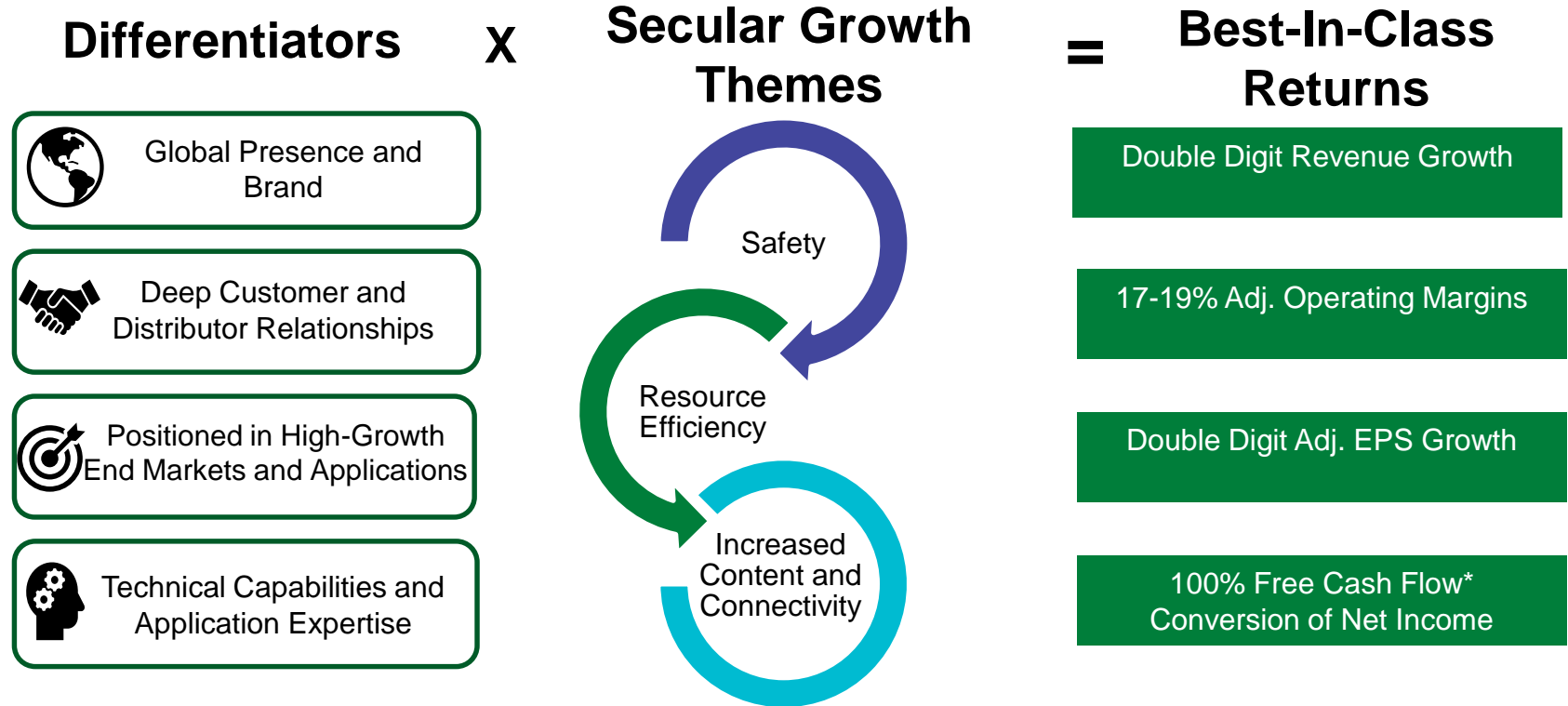
What We Do

- Deliver high-quality products to over 100,000 end customers for a safer, greener, increasingly connected world
 - Collaborate with customers to provide application expertise
 - Drive best-in-class shareholder returns: 16%⁽²⁾ CAGR (2012 – Aug 2019)
-

How We Grow

- Increasing product content across transportation, industrial and electronics end markets
- Focusing on high-growth markets and applications
- Accelerating organic growth complemented with strategic M&A

LITTELFUSE – AN ATTRACTIVE GROWTH STORY



BROAD RANGE OF END MARKETS SERVED

\$10+ Billion* Addressable Market Opportunity



TRANSPORTATION

- Passenger vehicle
- x-EV and related infrastructure
- Heavy truck
- Material handling
- Specialty on- & off-road vehicles
- Agricultural machinery
- Construction equipment



INDUSTRIAL

- LED lighting
- Motor drives
- Renewable energy and storage
- Oil & gas
- Mining
- Power conversion
- Commercial construction
- HVAC



ELECTRONICS

- Telecom
- Data centers
- IT hardware & infrastructure
- Consumer electronics
- White goods
- Building and home automation
- Medical devices

Balanced exposure across diverse end markets

*Company estimate

COMPELLING INVESTMENT PROPOSITION

A PROVEN SOURCE OF VALUE CREATION

- ✓ Positioned within **secular growth themes** across **diverse** end markets
- ✓ Demonstrated ability to drive **above market** organic **growth through** the **cycle**
- ✓ **Strong** track record of **strategic acquisitions & financial performance**
- ✓ **Global** technical & application **expertise**
- ✓ **Deep** customer & distributor **relationships**
- ✓ **Experienced** leadership **team**

Best-in-class shareholder returns



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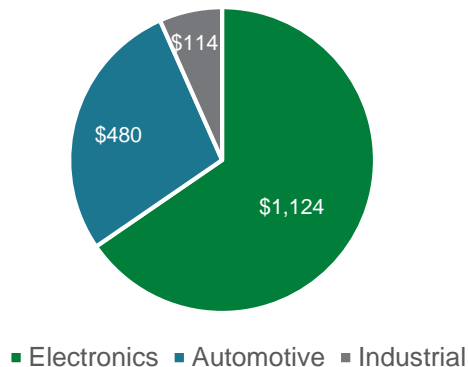
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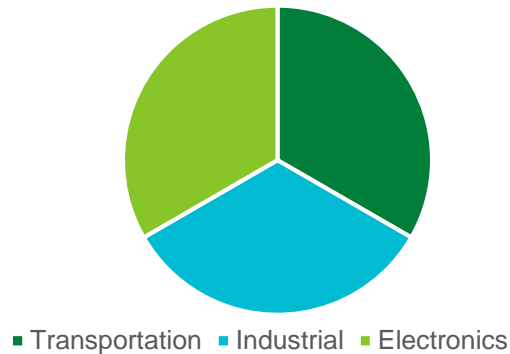
Appendix

LITTELFUSE BY THE NUMBERS – FY 2018

Revenue by Segment (\$ in millions)



End Markets Served



Financial Results



Execution of strategies delivers results

(1) See appendix for GAAP to non-GAAP reconciliation

(2) Free cash flow is defined as cash flow from operations minus capital expenditures

2012 TO Q2 2019 TTM NON-GAAP MEASURES

(\$ in millions, except per share data)

Non-GAAP EPS reconciliation

	2012	Q2 2019 TTM
GAAP diluted EPS	\$ 3.40	\$ 6.62
EPS impact of Non-GAAP adjustments (below)	0.42	1.61
Adjusted diluted EPS	<u>\$ 3.82</u>	<u>\$ 8.23</u>

Non-GAAP adjustments - (income)/expense

	2012	Q2 2019 TTM
Acquisition related and integration costs	\$ 1.3	\$ 10.0
Restructuring, impairment and other charges	0.5	16.0
U.S. pension wind-up and settlement cost	5.4	-
Amortization backlog - IXYS	-	6.8
Non-GAAP adjustments to operating income	7.2	32.8
Other expense, net	7.3	6.7
Non-operating foreign exchange loss (gain)	-	7.1
Non-GAAP adjustments to income before income taxes	14.5	46.6
Income taxes	5.3	5.9
Non-GAAP adjustments to net income	<u>\$ 9.2</u>	<u>\$ 40.7</u>
Total EPS impact	<u>\$ 0.42</u>	<u>\$ 1.61</u>

Adjusted operating margin / Adjusted EBITDA reconciliation

	2012	Q2 2019 TTM
Net sales	\$ 667.9	\$ 1,644.9
GAAP operating income	\$ 106.9	\$ 241.1
Add back non-GAAP adjustments	7.2	32.8
Adjusted operating income	\$ 114.1	\$ 273.9
Adjusted operating margin	17.1%	16.7%
Add back amortization	6.1	40.3
Add back depreciation	25.3	52.2
Adjusted EBITDA	<u>\$ 145.5</u>	<u>\$ 366.4</u>
Adjusted EBITDA margin	21.8%	22.3%

Free cash flow reconciliation

	2012	Q2 2019 TTM
Net cash provided by operating activities	\$ 116.2	\$ 271.0
Less: Purchases of property, plant and equipment	(22.5)	(59.7)
Free cash flow	<u>\$ 93.6</u>	<u>\$ 211.3</u>

Note: Totals will not always foot due to rounding.

2018 NON-GAAP MEASURES

(\$ in millions, except per share data)

<u>Non-GAAP EPS reconciliation</u>	
	2018
GAAP diluted EPS	\$ 6.52
EPS impact of Non-GAAP adjustments (below)	2.92
Adjusted diluted EPS	<u>\$ 9.44</u>
<u>Non-GAAP adjustments - (income)/expense</u>	
	2018
Acquisition related and integration costs	\$ 20.2
Restructuring, impairment and other charges	12.6
Amortization backlog - IXYS	12.4
Change in control - IXYS	2.1
Acquisition related stock-based compensation charge	4.5
Purchase accounting inventory adjustments	<u>36.9</u>
Non-GAAP adjustments to operating income	88.7
Other expense, net	0.9
Non-operating foreign exchange loss (gain)	<u>(0.9)</u>
Non-GAAP adjustments to income before income taxes	88.7
Income taxes	<u>15.1</u>
Non-GAAP adjustments to net income	<u>\$ 73.6</u>
Total EPS impact	<u>\$ 2.92</u>
<u>Adjusted operating margin / Adjusted EBITDA reconciliation</u>	
	2018
Net sales	<u>\$ 1,718.5</u>
GAAP operating income	\$ 225.0
Add back non-GAAP adjustments	<u>88.7</u>
Adjusted operating income	\$ 313.7
Adjusted operating margin	18.3%
Add back amortization	39.8
Add back depreciation	51.0
Adjusted EBITDA	<u>\$ 404.5</u>
Adjusted EBITDA margin	23.5%
<u>Free cash flow reconciliation</u>	
	2018
Net cash provided by operating activities	\$ 331.8
Less: Purchases of property, plant and equipment	<u>(74.8)</u>
Free cash flow	<u>\$ 257.0</u>

Note: Totals will not always foot due to rounding.