## UNITED STATES

## SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

## FORM 8-K

CURRENT REPORT
PURSUANT TO SECTIONS 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

Date of report (Date of earliest event reported) July 27, 2017

## Entegris, Inc.

(Exact name of registrant as specified in its charter)

## Delaware

(State or Other Jurisdiction of Incorporation or Organization)

| 001-32598 |  | 41-1941551 |
| :---: | :---: | :---: |
| $\begin{aligned} & \text { (Commission } \\ & \text { File Number) } \end{aligned}$ |  | (I.R.S. Employer Identification No.) |
| 129 Concord Road, Billerica, MA <br> (Address of principal executive offices) |  | $\begin{gathered} 01821 \\ \text { (Zip Code) } \end{gathered}$ |
|  | 436-6500 (978) <br> (Registrant's telephone number, including area code) |  |
|  | $\xrightarrow[\text { N/A }]{\text { (Former Name or Former Address, if Changed Since Last Report) }}$ |  |

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions: $\square$ Written communications pursuant to Rule 425 under the Securities Act ( 17 CFR 230.425)
$\square$ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
$\square$ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
$\square$ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

## Item 2.02. Results of Operations and Financial Condition.


 by reference.


 solely to satisfy the requirements of Regulation FD.

## Item 9.01. Financial Statements and Exhibits.

(d) Exhibits

## Exhibit

No.
Description
Press Release, dated July 27, 2017
Second Quarter 2017 Earnings Release Presentation Slides, dated July 27, 2017

## SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

## ENTEGRIS, INC.

By:/s/ Gregory B. Graves
Name: Gregory B. Graves
Title: Executive Vice President and Chief Financial Officer

| Exhibit <br> No. |  |  |
| :--- | :--- | :--- |
| 99.1 |  |  |
| 99.2 | Press Release, dated July 27, 2017 |  |
|  |  |  |

## ENTEGRIS REPORTS STRONG SECOND-QUARTER RESULTS

- Record second-quarter revenue of $\$ 329.0$ million
- GAAP net income of $\$ 40.0$ million, or $\$ 0.28$ per diluted share
- Non-GAAP net income of $\$ 48.9$ million, or $\$ 0.34$ per diluted share
- First-half 2017 revenue of $\$ 646.4$ million grew 13.4 percent
- First-half 2017 adjusted EBITDA reached $\$ 164.1$ million, or 25.4 percent of revenue

BILLERICA, Mass., July 27, 2017 - Entegris, Inc. (NasdaqGS: ENTG), a leading specialty materials provider, today reported its financial results for the Company's second quarter ended July $1,2017$.


 assets of $\$ 22.0$ million, as well as an asset impairment charge and severance expense of $\$ 3.6$ million. Non-GAAP net income for the first half of 2017 was $\$ 89.7$ million, or $\$ 0.63$ per diluted share.

 semiconductor manufacturing technologies such as 3D NAND. Our first-half sales grew 13\% from the prior year, driven by strong growth in Asia, particularly in Korea."
 operations and achieved an adjusted EBITDA of $\$ 88.2$ million, or $26.8 \%$ of sales."

| ENTEGRIS, INC. | 129 Concord Road, Building 2 | $\mathbf{T}+19784366500$ |
| ---: | :---: | ---: |
| entegris.com | Billerica, MA 01821 USA | $\mathbf{F}+19784366745$ |

## Quarterly Financial Results Summary

(in thousands, except per share data)

| GAAP Results | Q2-2017 | Q2-2016 | Q1-2017 |
| :---: | :---: | :---: | :---: |
| Net sales | \$329,002 | \$303,052 | \$317,377 |
| Operating income | \$59,090 | \$46,400 | \$50,920 |
| Operating margin | 18.0\% | 15.3\% | 16.0\% |
| Net income | \$39,991 | \$32,890 | \$32,514 |
| Diluted earnings per share (EPS) | \$0.28 | \$0.23 | \$0.23 |
| Non-GAAP Results |  |  |  |
| Non-GAAP adjusted operating income | \$73,826 | \$57,462 | \$61,865 |
| Adjusted operating margin | 22.4\% | 19.0\% | 19.5\% |
| Non-GAAP net income | \$48,906 | \$40,290 | \$40,754 |
| Non-GAAP EPS | \$0.34 | \$0.28 | \$0.28 |

## Third-Quarter Outlook

 a non-GAAP basis, EPS is expected to range from $\$ 0.30$ to $\$ 0.35$ per diluted share, which reflects net income on a non-GAAP basis in the range of $\$ 43$ million to $\$ 50$ million, which is adjusted for expected amortization expense of approximately $\$ 11$ million or $\$ 0.05$ per share

## Segment Results

As of December 31, 2016, the Company changed its financial segment reporting to the following segments:
Specialty Chemicals and Engineered Materials (SCEM): SCEM provides high-performance and high-purity process chemistries, gases, and materials and safe and efficient delivery systems to support semiconductor and other advanced manufacturing processes

Microcontamination Control (MC): MC solutions purify critical liquid chemistries and gases used in semiconductor manufacturing processes and other high-technology industries.
Advanced Materials Handling (AMH): AMH develops solutions to monitor, protect, transport, and deliver critical liquid chemistries and substrates for a broad set of applications in the semiconductor industry and other high-technology industries.

Second-Quarter Results Conference Call Details

 p.m. ET on Thursday, July 27 until Saturday, September 9. A live and on-demand webcast of the call can also be accessed from the investor relations section of Entegris' website at www.entegris.com.
 before the call.

## ABOUT ENTEGRIS

 the United States, China, France, Germany, Israel, Japan, Malaysia, Singapore, South Korea and Taiwan. Additional information can be found at www.entegris.com.

## Non-GAAP Information









 Adjusted Gross Profit, GAAP Segment Profit to Adjusted Operating Income, and GAAP to Non-GAAP Earnings per Share are included elsewhere in this release.

## Forward-Looking Statements











 additional information described in our filings with the Securities and Exchange Commission, including under the heading "Risks Factors" in Item 1A of our Annual Report on Form 10-K for the fiscal year

Entegris, Inc. and Subsidiaries
Condensed Consolidated Statements of Operations
(In thousands, except per share data)
(Unaudited)

## Net sales

Cost of sales Gross profit
Selling, general and administrative expenses
Engineering, research and development expenses
Amortization of intangible assets
Operating income
interest expense, net
Other (income) expense, net ncome before income tax expense

## ncome tax expense

Net income
Basic net income per common share:
Diluted net income per common share

| Three months ended |  |  |  |
| :---: | :---: | :---: | ---: |
| July 1, 2017 | July 2, 2016 | April 1, 2017 |  |
|  | $\$ 329,002$ | $\$ 303,052$ | $\$ 317,377$ |
|  | 178,699 | 163,847 | 177,781 |
| 150,303 | 139,205 | 139,596 |  |
|  | 52,985 | 53,597 | 50,492 |
| 27,221 | 28,146 | 27,239 |  |
|  | 11,007 | 11,062 | 10,945 |
| 59,090 | 46,400 | 50,920 |  |
|  | 9,103 | 9,051 | 8,393 |
|  | $(1,054)$ | 902 |  |
|  | 38,403 | 41,625 |  |
|  | 51,033 | 5,513 | 9,111 |
| 11,042 | $\$ 32,890$ | $\$ 32,514$ |  |

Diluted net income per common share

Weighted average shares outstanding

Entegris, Inc. and Subsidiaries
Condensed Consolidated Statements of Operations
(In thousands, except per share data)
(Unaudited)

## Net sales <br> Cost of sales

## Gross profit

Selling, general and administrative expenses
Engineering, research and development expenses
Amortization of intangible assets
Operating income
Interest expense, net
Other expense (income), net
Income before income tax expense
Income tax expense
Net income

Basic net income per common share:

|  | Six months ended |  |
| :---: | :---: | :---: |
| July 1, 2017 |  | July 2, 2016 |
|  | $\$ 646,379$ | $\$ 570,076$ |
|  | 356,480 | 316,165 |
| 289,899 | 253,911 |  |
|  | 103,477 | 101,553 |
|  | 54,460 | 54,048 |
| 21,952 | 22,351 |  |
| 110,010 | 75,959 |  |
|  | 16,496 | 18,200 |
|  | 856 | $(1,729)$ |
| 92,658 | 59,488 |  |
|  | 20,153 | 10,386 |

Diluted net income per common share:

Weighted average shares outstanding:
Basic
Diluted

141,599
140,867

| $\$ 0.51$ | $\$ 0.35$ |
| :--- | :--- |
| $\$ 0.51$ | $\$ 0.35$ |

141,547

|  | July 1, 2017 | December 31, 2016 |
| :---: | :---: | :---: |
| ASSETS |  |  |
| Cash and cash equivalents | \$405,635 | \$406,389 |
| Accounts receivable, net | 171,113 | 165,675 |
| Inventories | 194,155 | 183,529 |
| Deferred tax charges and refundable income taxes | 16,716 | 20,140 |
| Other current assets | 21,374 | 24,398 |
| Total current assets | 808,993 | 800,131 |
| Property, plant and equipment, net | 341,146 | 321,562 |
| Goodwill | 355,178 | 345,269 |
| Intangible assets | 206,182 | 217,548 |
| Deferred tax assets | 8,622 | 8,022 |
| Other assets | 7,322 | 7,000 |
| Total assets | \$1,727,443 | \$1,699,532 |
|  |  |  |
| LIABILITIES AND SHAREHOLDERS' EQUITY |  |  |
| Long-term debt, current maturities | \$100,000 | \$100,000 |
| Accounts payable | 56,961 | 61,617 |
| Accrued liabilities | 75,275 | 83,530 |
| Income tax payable | 18,786 | 16,424 |
| Total current liabilities | 251,022 | 261,571 |
| Long-term debt, excluding current maturities | 435,910 | 484,677 |
| Other liabilities | 58,242 | 54,066 |
| Shareholders' equity | 982,269 | 899,218 |
| Total liabilities and shareholders' equity | \$1,727,443 | \$1,699,532 |

Entegris, Inc. and Subsidiaries
Condensed Consolidated Statements of Cash Flows

## (Un thousands)

(Unaudited)

|  | Three months ended |  | Six months ended |  |
| :---: | :---: | :---: | :---: | :---: |
|  | July 1, 2017 | July 2, 2016 | July 1, 2017 | July 2, 2016 |
| Operating activities: |  |  |  |  |
| Net income | \$39,991 | \$32,890 | \$72,505 | \$49,102 |
| Adjustments to reconcile net income to net cash provided by operating activities: |  |  |  |  |
| Depreciation | 14,411 | 13,825 | 28,388 | 27,525 |
| Amortization | 11,007 | 11,062 | 21,952 | 22,351 |
| Stock-based compensation expense | 4,039 | 3,505 | 7,909 | 6,366 |
| Provision for deferred income taxes | (215) | (720) | 3,207 | (931) |
| Other | 6,497 | 4,408 | 10,130 | 9,204 |
| Changes in operating assets and liabilities: |  |  |  |  |
| Trade accounts and notes receivable | 4,514 | $(29,300)$ | $(3,032)$ | $(36,099)$ |
| Inventories | $(8,422)$ | 1,609 | $(13,837)$ | $(11,389)$ |
| Accounts payable and accrued liabilities | 10,177 | 23,065 | $(13,313)$ | 13,555 |
| Income taxes payable and refundable income taxes | 4,209 | 1,133 | 2,957 | 407 |
| Other | $(1,049)$ | (278) | 1,725 | $(1,553)$ |
| Net cash provided by operating activities | 85,159 | 61,199 | 118,591 | 78,538 |
| Investing activities: |  |  |  |  |
| Acquisition of business net of cash acquired | $(20,000)$ | - | $(20,000)$ | - |
| Acquisition of property and equipment | $(20,302)$ | $(14,325)$ | $(42,492)$ | $(32,144)$ |
| Other | 25 | 837 | 211 | $(1,658)$ |
| Net cash used in investing activities | $(40,277)$ | $(13,488)$ | $(62,281)$ | $(33,802)$ |
| Financing activities: |  |  |  |  |
| Payments on long-term debt | $(25,000)$ | $(25,000)$ | $(50,000)$ | $(25,000)$ |
| Issuance of common stock | 1,864 | 2,380 | 2,905 | 2,380 |
| Taxes paid related to net share settlement of equity awards | (664) | (136) | $(5,239)$ | $(2,203)$ |
| Other | $(5,000)$ | 42 | $(9,270)$ | $(3,482)$ |
| Net cash used in financing activities | $(28,800)$ | $(22,714)$ | $(61,604)$ | $(28,305)$ |
| Effect of exchange rate changes on cash | $(1,606)$ | 4,343 | 4,540 | 7,487 |
| Increase (decrease) in cash and cash equivalents | 14,476 | 29,340 | (754) | 23,918 |
| Cash and cash equivalents at beginning of period | 391,159 | 344,403 | 406,389 | 349,825 |
| Cash and cash equivalents at end of period | \$405,635 | \$373,743 | \$405,635 | \$373,743 |

Segment Information
(In thousands
(Unaudited)

|  | Three months ended |  |  | Six months ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | July 1, 2017 | July 2, 2016 | April 1, 2017 | July 1, 2017 | July 2, 2016 |
| Specialty Chemicals and Engineered Materials | \$121,174 | \$111,782 | \$114,435 | \$235,609 | \$212,889 |
| Microcontamination Control | 104,407 | 91,584 | 100,055 | 204,462 | 169,203 |
| Advanced Materials Handling | 103,421 | 99,686 | 102,887 | 206,308 | 187,984 |
| Total net sales | \$329,002 | \$303,052 | \$317,377 | \$646,379 | \$570,076 |


| Segment profit | Three months ended |  |  | Six months ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | July 1, 2017 | July 2, 2016 | April 1, 2017 | July 1, 2017 | July 2, 2016 |
| Specialty Chemicals and Engineered Materials | \$34,174 | \$28,914 | \$28,140 | \$62,314 | \$51,330 |
| Microcontamination Control | 36,484 | 28,566 | 35,581 | 72,065 | 46,706 |
| Advanced Materials Handling | 19,573 | 22,519 | 18,276 | 37,849 | 41,430 |
| Total segment profit | 90,231 | 79,999 | 81,997 | 172,228 | 139,466 |
| Amortization of intangibles | 11,007 | 11,062 | 10,945 | 21,952 | 22,351 |
| Unallocated expenses | 20,134 | 22,537 | 20,132 | 40,266 | 41,156 |
| Total operating income | \$59,090 | \$46,400 | \$50,920 | \$110,010 | \$75,959 |

Reconciliation of GAAP Gross Profit to Adjusted Gross Profit

|  | Three months ended |  |  | Six months ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | July 1, 2017 | July 2, 2016 | April 1, 2017 | July 1, 2017 | July 2, 2016 |
| Net sales | \$329,002 | \$303,052 | \$317,377 | \$646,379 | \$570,076 |
| Gross profit-GAAP | \$150,303 | \$139,205 | \$139,596 | \$289,899 | \$253,911 |
| Adjustments to gross profit: |  |  |  |  |  |
| Impairment of equipment | 1,966 | - | - | 1,966 | - |
| Adjusted gross profit | \$152,269 | \$139,205 | \$139,596 | \$291,865 | \$253,911 |
| Gross margin - as a \% of net sales | 45.7\% | 45.9\% | 44.0\% | 44.8\% | 44.5\% |
| Adjusted gross margin - as a \% of net sales | 46.3\% | 45.9\% | 44.0\% | 45.2\% | 44.5\% |


| Segment profit-GAAP | Three months ended |  |  | Six months ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | July 1, 2017 | July 2, 2016 | April 1, 2017 | July 1, 2017 | July 2, 2016 |
| Specialty Chemicals and Engineered Materials | \$34,174 | \$28,914 | \$28,140 | \$62,314 | \$51,330 |
| Microcontamination Control | 36,484 | 28,566 | 35,581 | 72,065 | 46,706 |
| Advanced Materials Handling | 19,573 | 22,519 | 18,276 | 37,849 | 41,430 |
| Total segment profit | 90,231 | 79,999 | 81,997 | 172,228 | 139,466 |
| Amortization of intangible assets | 11,007 | 11,062 | 10,945 | 21,952 | 22,351 |
| Unallocated expenses | 20,134 | 22,537 | 20,132 | 40,266 | 41,156 |
| Total operating income | \$59,090 | \$46,400 | \$50,920 | \$110,010 | \$75,959 |
|  |  |  |  |  |  |
| Segment profit margin-GAAP |  |  |  |  |  |
| Specialty Chemicals and Engineered Materials | 28.2\% | 25.9\% | 24.6\% | 26.4\% | 24.1\% |
| Microcontamination Control | 34.9\% | 31.2\% | 35.6\% | 35.2\% | 27.6\% |
| Advanced Materials Handling | 18.9\% | 22.6\% | 17.8\% | 18.3\% | 22.0\% |


| Adjusted segment profit | Three months ended |  |  | Six months ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | July 1, 2017 | July 2, 2016 | April 1, 2017 | July 1, 2017 | July 2, 2016 |
| Specialty Chemicals and Engineered Materials | \$34,174 | \$28,914 | \$28,140 | \$62,314 | \$51,330 |
| Microcontamination Control 1 | 37,927 | 28,566 | 35,581 | 73,508 | 46,706 |
| Advanced Materials Handling 2 | 21,859 | 22,519 | 18,276 | 40,135 | 41,430 |
| Total adjusted segment profit | 93,960 | 79,999 | 81,997 | 175,957 | 139,466 |
| Amortization of intangible assets 3 | - | - | - | - | - |
| Unallocated expenses | 20,134 | 22,537 | 20,132 | 40,266 | 41,156 |
| Total adjusted operating income | \$73,826 | \$57,462 | \$61,865 | \$135,691 | \$98,310 |
|  |  |  |  |  |  |
| Adjusted segment profit margin |  |  |  |  |  |
| Specialty Chemicals and Engineered Materials | 28.2\% | 25.9\% | 24.6\% | 26.4\% | 24.1\% |
| Microcontamination Control | 36.3\% | 31.2\% | 35.6\% | 36.0\% | 27.6\% |
| Advanced Materials Handling | 21.1\% | 22.6\% | 17.8\% | 19.5\% | 22.0\% |

${ }^{1}$ Adjusted segment profit for Microcontamination Control for the three and six months ended July 1,2017 excludes charges for impairment of equipment and severance of $\$ 884$ and $\$ 559$, respectively.
2 Adjusted segment profit for Advanced Material Handling for the three and six months ended July 1,2017 excludes charges for impairment of equipment of $\$ 2,286$.
 months ended July 1, 2017 and July 2, 2016, respectively.

Entegris, Inc. and Subsidiaries
Reconciliation of GAAP Net Income to Adjusted Operating Income and Adjusted EBITDA

## Net sales

Net income
Adjustments to net income:
Income tax expense
Interest expense, net
Other (income) expense, net
GAAP - Operating income
Severance
Impairment of equipment
Amortization of intangible assets
Adjusted operating income
Depreciation
Adjusted EBITDA

Adjusted operating margin
Adjusted EBITDA - as a \% of net sales

| Three months ended |  |  | Six months ended |  |
| :---: | :---: | :---: | :---: | :---: |
| July 1, 2017 | July 2, 2016 | April 1, 2017 | July 1, 2017 | July 2, 2016 |
| \$329,002 | \$303,052 | \$317,377 | \$646,379 | \$570,076 |
| \$39,991 | \$32,890 | \$32,514 | \$72,505 | \$49,102 |
| 11,042 | 5,513 | 9,111 | 20,153 | 10,386 |
| 8,103 | 9,051 | 8,393 | 16,496 | 18,200 |
| (46) | $(1,054)$ | 902 | 856 | $(1,729)$ |
| 59,090 | 46,400 | 50,920 | 110,010 | 75,959 |
| 559 | - | - | 559 | - |
| 3,170 | - | - | 3,170 | - |
| 11,007 | 11,062 | 10,945 | 21,952 | 22,351 |
| 73,826 | 57,462 | 61,865 | 135,691 | 98,310 |
| 14,411 | 13,825 | 13,977 | 28,388 | 27,525 |
| \$88,237 | \$71,287 | \$75,842 | \$164,079 | \$125,835 |


|  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  |  |  |  |  |
| $22.4 \%$ | $19.0 \%$ | $19.5 \%$ | $21.0 \%$ | $17.2 \%$ |
| $26.8 \%$ | $23.5 \%$ | $23.9 \%$ | $25.4 \%$ | $22.1 \%$ |

Entegris, Inc. and Subsidiaries
Reconciliation of GAAP Net Income to Non-GAAP Earnings per Share
(In thousands, except per share data)
(Unaudited)

|  | Three months ended |  |  | Six months ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | July 1, 2017 | July 2, 2016 | April 1, 2017 | July 1, 2017 | July 2, 2016 |
| GAAP net income | \$39,991 | \$32,890 | \$32,514 | \$72,505 | \$49,102 |
| Adjustments to net income: |  |  |  |  |  |
| Severance | 559 | - | - | 559 | - |
| Impairment of equipment | 3,170 | - | - | 3,170 | - |
| Gain on sale of equity investment | - | (38) | - | - | (156) |
| Amortization of intangible assets | 11,007 | 11,062 | 10,945 | 21,952 | 22,351 |
| Tax effect of adjustments to net income and discrete items | $(5,821)$ | $(3,624)$ | $(2,705)$ | $(8,526)$ | $(7,390)$ |
| Non-GAAP net income | \$48,906 | \$40,290 | \$40,754 | \$89,660 | $\underline{ }$ |
| Diluted earnings per common share | \$0.28 | \$0.23 | \$0.23 | \$0.51 | \$0.35 |
| Effect of adjustments to net income | \$0.06 | \$0.05 | \$0.06 | \$0.12 | \$0.10 |
| Diluted non-GAAP earnings per common share | \$0.34 | \$0.28 | \$0.28 | \$0.63 | \$0.45 |

\#\#\# END \#\#\#

Exhibit 99.2
Entegris
50 years of pure advantage

JULY 27, 2017

Earnings Summary
Second Quarter 2017


## SAFE HARBOR

Certain information contained in this press release may constitute forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. The words "believe," "expect," "anticipate," "intends," "estimate," "forecast," "project," "should," "may," "will," "would" or the negative thereof and similar expressions are intended to identify such forward-looking statements. These forward-looking statements include those about future period guidance; future sales, net income, net income per diluted share, non-GAAP EPS, non-GAAP net income, expenses and other financial metrics; our performance relative to our markets; market and technology trends; the development of new products and the success of their introductions; the Company's capital allocation strategy; our ability to execute on our strategies; and other matters. These forward-looking statements are based on current management expectations and assumptions only as of the date of this press release, are not guarantees of future performance and involve substantial risks and uncertainties that are difficult to predict and that could cause actual results to differ materially from the results expressed in, or implied by, these forward-looking statements. These risks and uncertainties include, but are not limited to, weakening of global and/or regional economic conditions, generally or specifically in the semiconductor industry, which could decrease the demand for our products and solutions; our ability to meet rapid demand shifts; our ability to continue technological innovation and introduce new products to meet our customers' rapidly changing requirements; our concentrated customer base; our ability to identify, effect and integrate acquisitions, joint ventures or other transactions; our ability to protect and enforce intellectual property rights; operational, political and legal risks of our international operations; our dependence on sole source and limited source suppliers; the increasing complexity of certain manufacturing processes; raw material shortages and price increases; changes in government regulations of the countries in which we operate; fluctuation of currency exchange rates; fluctuations in the market price of Entegris' stock; the level of, and obligations associated with, our indebtedness; and other risk factors and additional information described in our filings with the Securities and Exchange Commission, including under the heading "Risks Factors" in Item 1A of our Annual Report on Form 10-K for the fiscal year ended December 31, 2016, filed on February 17, 2017, and in our other periodic filings. Except as required under the federal securities laws and the rules and regulations of the Securities and Exchange Commission, we undertake no obligation to update publicly any forward-looking statements contained herein.

## 2 Q17 AND 1H17 HIGHLIGHTS

- Achieved record second quarter sales of \$329.0 million, up 9\% from the prior year and up 4\% from 1Q17
- 1 H 17 sales of $\$ 646.4$ million grew $13 \%$ from the prior year, reflecting strong growth in Asia, particularly in Korea
- Sales strength reflected robust demand for filtration, specialty gas, and advanced deposition materials solutions
- Outlook for full year FY2017 is for sales growth in excess of 10\%; with expectations for continued positive momentum for FY2018
- Generated record quarterly adjusted EBITDA of \$88.2 million, or $26.8 \%$ of sales; Year-to-date adjusted EBITDA of $\$ 164.1$ million, was $25.4 \%$ of sales and grew $30 \%$ from the same period a year ago
- Generated GAAP EPS of $\$ 0.28$ and non-GAAP EPS of $\$ 0.34$, above the high end of our guidance
- For the trailing four quarters, GAAP EPS was $\$ 0.84$ and non-GAAP EPS was $\$ 1.11$
- Repaid \$25 million of long-term debt, reducing net leverage ratio to 0.4 times
- Repurchased \$4 million of stock as part of ongoing share repurchase program
- The acquisition of Gore's microelectronics filtration product line is on track to meet or exceed expectations
- The product line will be commercialized under the Trinzik ${ }^{\top M}$ product name


## SUMMARY - CONSOLIDATED STATEMENT OF OPERATIONS (GAAP)

| \$ in millions, except per share data | 2Q17 | 2Q17 Guidance | 1Q17 | 2Q16 | 2Q17 over <br> 2Q16 | 2Q17 over <br> 1Q17 |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Revenue | $\$ 329.0$ | $\$ 315$ to \$330 | $\$ 317.4$ | $\$ 303.1$ | $8.5 \%$ | $3.7 \%$ |
| Gross Margin | $45.7 \%$ |  | $44.0 \%$ | $45.9 \%$ |  |  |
| Operating Expenses | $\$ 91.2$ | $\$ 90$ to $\$ 92$ | $\$ 88.7$ | $\$ 92.8$ | $(1.7 \%)$ | $2.8 \%$ |
| Operating Income | $\$ 59.1$ |  | $\$ 50.9$ | $\$ 46.4$ | $27.4 \%$ | $16.1 \%$ |
| Operating Margin | $18.0 \%$ |  | $16.0 \%$ | $15.3 \%$ |  |  |
| Tax Rate | $21.6 \%$ |  | $21.9 \%$ | $14.4 \%$ |  |  |
| Net Income | $\$ 40.0$ | $\$ 32$ to $\$ 37$ | $\$ 32.5$ | $\$ 32.9$ | $21.6 \%$ | $23.1 \%$ |
| EPS | $\$ 0.28$ | $\$ 0.22$ to $\$ 0.26$ | $\$ 0.23$ | $\$ 0.23$ | $21.7 \%$ | $21.7 \%$ |

## SUMMARY - CONSOLIDATED STATEMENT OF OPERATIONS (NON-GAAP) ${ }^{1}$

| \$ in millions, except per share data | $\mathbf{2 Q 1 7}$ | 2Q17 Guidance | 1Q17 | $\mathbf{2 Q 1 6}$ | 2Q17 over <br> 2Q16 | 2Q17 over <br> 1Q17 |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Revenue | $\$ 329.0$ | $\$ 315$ to $\$ 330$ | $\$ 317.4$ | $\$ 303.1$ | $8.5 \%$ | $3.7 \%$ |
| Adjusted Gross Margin ${ }^{2}$ | $46.3 \%$ |  | $44.0 \%$ | $45.9 \%$ |  |  |
| Non-GAAP Operating Expenses ${ }^{3}$ | $\$ 78.4$ | $\$ 79$ to $\$ 81$ | $\$ 77.7$ | $\$ 81.7$ | $(4.0 \%)$ | $0.9 \%$ |
| Adjusted Operating Income | $\$ 73.8$ |  | $\$ 61.9$ | $\$ 57.5$ | $28.3 \%$ | $19.2 \%$ |
| Adjusted Operating Margin | $22.4 \%$ |  | $19.5 \%$ | $19.0 \%$ |  |  |
| Non-GAAP Tax Rate ${ }^{4}$ | $25.6 \%$ |  | $22.5 \%$ | $18.5 \%$ |  |  |
| Non-GAAP Net Income | $\$ 48.9$ | $\$ 39$ to $\$ 44$ | $\$ 40.8$ | $\$ 40.3$ | $21.3 \%$ | $19.9 \%$ |
| Non-GAAP EPS | $\$ 0.34$ | $\$ 0.27$ to $\$ 0.31$ | $\$ 0.28$ | $\$ 0.28$ | $21.4 \%$ | $21.4 \%$ |

[^0]SUMMARY - CONSOLIDATED STATEMENT OF OPERATIONS (GAAP) - YEAR TO DATE

| \$ in millions, except per share data | 1 H 17 | $\mathbf{1 H 1 6}$ | 1H17 over <br> 1 H 16 |
| :--- | :---: | :---: | :---: |
| Net Revenue | $\$ 646.4$ | $\$ 570.1$ | $13.4 \%$ |
| Gross Margin | $44.8 \%$ | $44.5 \%$ |  |
| Operating Expenses | $\$ 179.9$ | $\$ 178.0$ | $1.1 \%$ |
| Operating Income | $\$ 110.0$ | $\$ 76.0$ | $44.7 \%$ |
| Operating Margin | $17.0 \%$ | $13.3 \%$ |  |
| Tax Rate | $21.7 \%$ | $17.5 \%$ |  |
| Net Income | $\$ 72.5$ | $\$ 49.1$ | $47.7 \%$ |
| EPS | $\$ 0.51$ | $\$ 0.35$ | $45.7 \%$ |

## SUMMARY - CONSOLIDATED STATEMENT OF OPERATIONS (NON-GAAP) - YEAR TO DATE

| \$ in millions, except per share data | 1 H 17 | 1H16 | 1H17 over <br> 1 H 16 |
| :--- | :---: | :---: | :---: |
| Net Revenue | $\$ 646.4$ | $\$ 570.1$ | $13.4 \%$ |
| Adjusted Gross Margin ${ }^{2}$ | $45.2 \%$ | $44.5 \%$ |  |
| Non-GAAP Operating Expenses ${ }^{3}$ | $\$ 156.2$ | $\$ 155.6$ | $0.4 \%$ |
| Adjusted Operating Income | $\$ 135.7$ | $\$ 98.3$ | $38.0 \%$ |
| Adjusted Operating Margin | $21.0 \%$ | $17.2 \%$ |  |
| Non-GAAP Tax Rate ${ }^{4}$ | $24.2 \%$ | $21.8 \%$ |  |
| Non-GAAP Net Income | $\$ 89.7$ | $\$ 63.9$ | $40.4 \%$ |
| Non-GAAP EPS | $\$ 0.63$ | $\$ 0.45$ | $40.0 \%$ |

[^1]
## EARNINGS PER SHARE ${ }^{1}$

EPS: 2 Q 17 vs. 1 Q 17


EPS: Trailing 4 Quarters



[^2] \$2,286K.

## REVENUE BY GEOGRAPHY: STRONG GROWTH IN ASIA AND EUROPE



1H17 Revenue by Geography
1 H17 Revenue $=\$ 646.4$ million

1H17 vs. 1H16 Growth Rate

## SUMMARY - BALANCE SHEET ITEMS

| \$ in millions | 2 Q17 |  | 1 Q17 |  | 2 Q16 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | \$ Amount | \% Total | \$ Amount | \% Total | \$ Amount | \% Total |
| Cash \& Cash Equivalents | \$405.6 | 23.5\% | \$391.2 | 23.1\% | \$373.7 | 22.0\% |
| Accounts Receivable, net | \$171.1 | 9.9\% | \$176.0 | 10.4\% | \$180.6 | 10.7\% |
| Inventories | \$194.2 | 11.2\% | \$188.3 | 11.1\% | \$181.1 | 10.7\% |
| Net PP\&E | \$341.1 | 19.7\% | \$330.9 | 19.5\% | \$322.7 | 19.0\% |
| Total Assets | \$1,727.4 |  | \$1,696.1 |  | \$1,695.5 |  |
| Current Liabilities ${ }^{1}$ | \$251.0 | 14.5\% | \$236.2 | 13.9\% | \$187.1 | 11.0\% |
| Long-term debt, excluding current maturities | \$435.9 | 25.2\% | \$460.3 | 27.1\% | \$582.2 | 34.3\% |
| Total Liabilities | \$745.1 | 43.1\% | \$751.0 | 44.3\% | \$834.3 | 49.2\% |
| Total Shareholders' Equity | \$982.3 | 56.9\% | \$945.1 | 55.7\% | \$861.2 | 50.8\% |
| AR-DSOs | 47.5 |  | 50.6 |  | 54.4 |  |
| Inventory Turns | 3.7 |  | 3.8 |  | 3.6 |  |



## CASH FLOWS

| \$ in millions | 2Q17 | 1 Q17 | 2Q16 |
| :--- | :---: | :---: | :---: |
| Beginning Cash Balance | $\$ 391.2$ | $\$ 406.4$ | $\$ 344.4$ |
| Cash from operating activities | $\$ 85.2$ | $\$ 33.4$ | $\$ 61.2$ |
| Capital expenditures | $(\$ 20.3)$ | $(\$ 22.2)$ | $(\$ 14.3)$ |
| Payments on long-term debt | $(\$ 25.0)$ | $(\$ 25.0)$ | $(\$ 25.0)$ |
| Acquisition of business | $(\$ 20.0)$ | - | - |
| Other investing activities | - | $\$ 0.2$ | $\$ 0.8$ |
| Other financing activities | $(\$ 3.8)$ | $(\$ 7.8)$ | $\$ 2.3$ |
| Effect of exchange rates | $(\$ 1.7)$ | $\$ 6.1$ | $\$ 4.3$ |
| Ending Cash Balance | $\$ 405.6$ | $\$ 391.2$ | $\$ 373.7$ |
| Free Cash Flow ${ }^{1}$ | $\$ 64.9$ | $\$ 11.2$ | $\$ 46.9$ |
| Adjusted EBITDA | $\$ 88.2$ | $\$ 75.8$ | $\$ 71.3$ |

[^3]Q Entegris

## OUTLOOK

| GAAP |  |  |  |
| :--- | :---: | :---: | :---: |
| Sin millions, except per share data | 3Q17 Guidance | 2Q17 | 3Q16 |
| Net Revenue | $\$ 325$ to $\$ 340$ | $\$ 329.0$ | $\$ 296.7$ |
| Operating Expenses | $\$ 90$ to $\$ 92$ | $\$ 91.2$ | $\$ 88.3$ |
| Net Income | $\$ 36$ to $\$ 43$ | $\$ 40.0$ | $\$ 21.9$ |
| EPS | $\$ 0.25$ to $\$ 0.30$ | $\$ 0.28$ | $\$ 0.15$ |


| Non-GAAP |  |  |  |
| :--- | :---: | :---: | :---: |
| \$in millions, except per share data | 3Q17 Guidance | 2Q17 | 3Q16 |
| Net Revenue | $\$ 325$ to $\$ 340$ | $\$ 329.0$ | $\$ 296.7$ |
| Non-GAAP Operating Expenses ${ }^{1}$ | $\$ 79$ to $\$ 81$ | $\$ 78.4$ | $\$ 75.4$ |
| Non-GAAP Net Income | $\$ 43$ to $\$ 50$ | $\$ 48.9$ | $\$ 34.6$ |
| Non-GAAP EPS | $\$ 0.30$ to $\$ 0.35$ | $\$ 0.34$ | $\$ 0.24$ |



## RECONCILIATION OF GAAP GROSS PROFIT TO ADJUSTED GROSS PROFIT

| \$ in thousands | Three months ended |  |  | Six months ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | July 1, 2017 | July 2, 2016 | April 1, 2017 | July 1, 2017 | July 2, 2016 |
| Net Sales | \$329,002 | \$303,052 | \$317,377 | \$646,379 | \$570,076 |
| Gross profit-GAAP | \$150,303 | \$139,205 | \$139,596 | \$289,899 | \$253,911 |
| Adjustments to gross profit: |  |  |  |  |  |
| Impairment of equipment | 1,966 | - | - | 1,966 | - |
| Non-GAAP net income | \$152,269 | \$139,205 | \$139,596 | \$291,865 | \$253,911 |
| Gross margin - as a \% of net sales | 45.7\% | 45.9\% | 44.0\% | 44.8\% | 44.5\% |
| Adjusted gross margin - as a \% of net sales | 46.3\% | 45.9\% | 44.0\% | 45.2\% | 44.5\% |

## RECONCILIATION OF GAAP SEGMENT PROFIT TO ADJUSTED OPERATING INCOME

| s in thousands | Three months ended |  |  | Six months ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Segment profit-GAAP | July 1, 2017 | July 2, 2016 | April 1, 2017 | July 1,2017 | July 2, 2016 |
| Specialty Chemicals and Engineered Materials | \$34,174 | \$28,914 | \$28,140 | \$62,314 | \$51,330 |
| Microcontamination Control | 36,484 | 28,566 | 35,581 | 72,065 | 46,706 |
| Advanced Materials Handling | 19,573 | 22,519 | 18,276 | 37,849 | 41,430 |
| Total segment profit | 90,231 | 79,999 | 81,997 | 172,228 | 139,466 |
| Amortization of intangible assets | 11,007 | 11,062 | 10,945 | 21,952 | 22,351 |
| Unallocated expenses | 20,134 | 22,537 | 20,132 | 40,266 | 41,156 |
| Total operating income | \$59,090 | \$46,400 | \$50,920 | \$110,010 | \$75,959 |
|  | Three months ended |  |  | Six months ended |  |
| Adjusted segment profit | July 1, 2017 | July 2, 2016 | April 1, 2017 | July 1, 2017 | July 2, 2016 |
| Specialty Chemicals and Engineered Materials | \$34,174 | \$28,914 | \$28,140 | \$62,314 | \$51,330 |
| Microcontamination Control ${ }^{1}$ | 37,927 | 28,566 | 35,581 | 73,508 | 46,706 |
| Advanced Materials Handling ${ }^{2}$ | 21,859 | 22,519 | 18,276 | 40,135 | 41,430 |
| Total segment profit | 93,960 | 79,999 | 81,997 | 175,957 | 139,466 |
| Amortization of intangible assets ${ }^{3}$ | - | - | - | - | - |
| Unallocated expenses | 20,134 | 22,537 | 20,132 | 40,266 | 41,156 |
| Total operating income | \$73,826 | \$57,462 | \$61,865 | \$135,691 | \$98,310 |

[^4]| \$ in thousands | Three months ended |  |  | Six months ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | July 1, 2017 | July 2, 2016 | April 1, 2017 | July 1, 2017 | July 2, 2016 |
| Net sales | \$329,002 | \$303,052 | \$317,377 | \$646,379 | \$570,076 |
| Net income | \$39,991 | \$32,890 | \$32,514 | \$72,505 | \$49,102 |
| Adjustments to net income: |  |  |  |  |  |
| Income tax expense | 11,042 | 5,513 | 9,111 | 20,153 | 10,386 |
| Interest expense, net | 8,103 | 9,051 | 8,393 | 16,496 | 18,200 |
| Other (income) expense, net | (46) | $(1,054)$ | 902 | 856 | $(1,729)$ |
| GAAP - Operating income | 59,090 | 46,400 | 50,920 | 110,010 | 75,959 |
| Severance | 559 | - | - | 559 | - |
| Impairment of equipment | 3,170 | - | - | 3,170 | - |
| Amortization of intangible assets | 11,007 | 11,062 | 10,945 | 21,952 | 22,351 |
| Adjusted operating income | 73,826 | 57,462 | 61,865 | 135,691 | 98,310 |
| Depreciation | 14,411 | 13,825 | 13,977 | 28,388 | 27,525 |
| Adjusted EBITDA | \$88,237 | \$71,287 | \$75,842 | \$164,079 | \$125,835 |
| Adjusted operating margin | 22.4\% | 19.0\% | 19.5\% | 21.0\% | 17.2\% |
| Adjusted EBITDA - as a \% of net sales | 26.8\% | 23.5\% | 23.9\% | 25.4\% | 22.1\% |

## RECONCILIATION OF GAAP TO NON-GAAP EARNINGS PER SHARE

| \$ in thousands, except per share data | Three months ended |  |  | Six months ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | July 1, 2017 | July 2, 2016 | April 1, 2017 | July 1, 2017 | July 2, 2016 |
| GAAP net income | \$39,991 | \$32,890 | \$32,514 | \$72,505 | \$49,102 |
| Adjustments to net income: |  |  |  |  |  |
| Severance | 559 | - | - | 559 | - |
| Impairment of equipment | 3,170 | - | - | 3,170 | - |
| Gain on sale of equity investment | - | (38) | - | - | (156) |
| Amortization of intangible assets | 11,007 | 11,062 | 10,945 | 21,952 | 22,351 |
| Tax effect of adjustments to net income and discrete items | $(5,821)$ | $(3,624)$ | $(2,705)$ | $(8,526)$ | $(7,390)$ |
| Non-GAAP net income | \$48,906 | \$40,290 | \$40,754 | \$89,660 | \$63,907 |
| Diluted earnings per common share | \$0.28 | \$0.23 | \$0.23 | \$0.51 | \$0.35 |
| Effect of adjustments to net income | \$0.06 | \$0.05 | \$0.06 | \$0.12 | \$0.10 |
| Diluted non-GAAP earnings per common share | \$0.34 | \$0.28 | \$0.28 | \$0.63 | \$0.45 |

## GAAP SEGMENT TREND DATA

| \$ in thousands | Q115 | Q215 | Q315 | Q415 | Q116 | Q216 | Q316 | Q416 | Q117 | Q217 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales |  |  |  |  |  |  |  |  |  |  |
| SCEM | \$ 99,897 | \$ 110,569 | \$ 105,285 | \$ 103,127 | \$ 101,107 | \$ 111,782 | \$ 104,494 | \$ 110,945 | \$114,435 | \$ 121,174 |
| MC | 75,947 | 79,293 | 78,485 | 82,092 | 77,619 | 91,584 | 94,738 | 98,717 | 100,055 | 104,407 |
| AMH | 87,529 | 90,847 | 86,483 | 81,567 | 88,298 | 99,686 | 97,460 | 98,840 | 102,887 | 103,421 |
| Total Sales | \$ 263,373 | \$ 280,709 | \$ 270,253 | \$ 266,786 | \$ 267,024 | \$ 303,052 | \$ 296,692 | \$ 308,502 | \$317,377 | \$ 329,002 |

Segment Profit

| SCEM | \$ | 22,010 | \$ | 30,826 | \$ | 23,316 | \$ | 24,218 | \$ | 22,416 | \$ | 28,914 | \$ | 18,811 | \$ | 25,919 | \$ | 28,140 | \$ | 34,174 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| MC |  | 19,874 |  | 20,605 |  | 21,926 |  | 20,671 |  | 18,140 |  | 28,566 |  | 31,617 |  | 31,719 |  | 35,581 |  | 36,484 |
| AMH |  | 19,679 |  | 20,860 |  | 15,786 |  | 10,094 |  | 18,911 |  | 22,519 |  | 15,378 |  | 16,644 |  | 18,276 |  | 19,573 |
| Total Segment Profit | \$ | 61,563 | \$ | 72,291 | \$ | 61,028 | \$ | 54,983 | \$ | 59,467 | \$ | 79,999 | \$ | 65,806 | \$ | 74,282 | \$ | 81,997 | \$ | 90,231 |


| Segment Profit Margin |  |  |  |  |  |  |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| SCEM | $22.0 \%$ | $27.9 \%$ | $22.1 \%$ | $23.5 \%$ | $22.2 \%$ | $25.9 \%$ | $18.0 \%$ | $23.4 \%$ | $24.6 \%$ | $28.2 \%$ |
| MC | $26.2 \%$ | $26.0 \%$ | $27.9 \%$ | $25.2 \%$ | $23.4 \%$ | $31.2 \%$ | $33.4 \%$ | $32.1 \%$ | $35.6 \%$ | $34.9 \%$ |
| AMH | $22.5 \%$ | $23.0 \%$ | $18.3 \%$ | $12.4 \%$ | $21.4 \%$ | $22.6 \%$ | $15.8 \%$ | $16.8 \%$ | $17.8 \%$ | $18.9 \%$ |

## NON-GAAP SEGMENT TREND DATA

| \$ in thousands | Q115 | Q215 | Q315 | Q415 | Q116 | Q216 | Q316 | Q416 | Q117 | Q217 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales |  |  |  |  |  |  |  |  |  |  |
| SCEM | \$ 99,897 | \$ 110,569 | \$ 105,285 | \$103,127 | \$101,107 | \$ 111,782 | \$ 104,494 | \$ 110,945 | \$ 114,435 | \$121,174 |
| MC | 75,947 | 79,293 | 78,485 | 82,092 | 77,619 | 91,584 | 94,738 | 98,717 | 100,055 | 104,407 |
| AMH | 87,529 | 90,847 | 86,483 | 81,567 | 88,298 | 99,686 | 97,460 | 98,840 | 102,887 | 103,421 |
| Total Sales | \$ 263,373 | \$ 280,709 | \$ 270,253 | \$ 266,786 | \$ 267,024 | \$ 303,052 | \$ 296,692 | \$ 308,502 | \$ 317,377 | \$329,002 |
| Adjusted Segment Profit |  |  |  |  |  |  |  |  |  |  |
| SCEM ${ }^{1}$ | \$ 22,010 | \$ 30,826 | \$ 23,316 | \$ 24,218 | \$ 22,416 | \$ 28,914 | \$ 19,510 | \$ 25,919 | \$ 28,140 | \$ 34,174 |
| $M C^{2}$ | 19,874 | 20,605 | 21,926 | 20,671 | 18,140 | 28,566 | 32,354 | 31,719 | 35,581 | 37,927 |
| $\mathrm{AMH}^{3}$ | 19,679 | 20,860 | 15,786 | 10,094 | 18,911 | 22,519 | 22,173 | 16,644 | 18,276 | 21,859 |
| Total Adj. Segment Profit | \$ 61,563 | \$ 72,291 | \$ 61,028 | \$ 54,983 | \$ 59,467 | \$ 79,999 | \$ 74,037 | \$ 74,282 | \$ 81,997 | \$ 93,960 |
| Adjusted Segment Profit Margin |  |  |  |  |  |  |  |  |  |  |
| SCEM | 22.0\% | 27.9\% | 22.1\% | 23.5\% | 22.2\% | 25.9\% | 18.7\% | 23.4\% | 24.6\% | 28.2\% |
| MC | 26.2\% | 26.0\% | 27.9\% | 25.2\% | 23.4\% | 31.2\% | 34.2\% | 32.1\% | 35.6\% | 36.3\% |
| AMH | 22.5\% | 23.0\% | 18.3\% | 12.4\% | 21.4\% | 22.6\% | 22.8\% | 16.8\% | 17.8\% | 21.1\% |

1 Adjusted segment profit for SCEM for Q316 excludes charges for severance of $\$ 699 \mathrm{~K}$.
2 Adjusted segment profit for MC for Q316 excludes charges for severance of $\$ 737 \mathrm{~K}$. Adjusted segment profit for MC for 2 Q17 excludes charges for impairment of equipment and severance of $\$ 884 \mathrm{~K}$
and $\$ 559 \mathrm{~K}$, respectively
3 Adjusted segment profit for AMH for Q316 excludes charges for impairment of equipment and severance related to organizational realignment of $\$ 5,826 \mathrm{~K}$ and $\$ 969 \mathrm{~K}$, respectively. Adjusted
segment profit for AMH for 2 Q17 excludes charges for impairment of equipment of $\$ 2,286 \mathrm{~K}$


[^0]:    .
    Adjusted gross margin excludes certain impairment of equipment.
    Non-GAAP Operating Expenses exclude amortization expense, impairment of equipment and severance charges.
    Non-GAAP Tax Rate reflects the tax effect of non-GAAP adjustments and discrete tax items to GAAP taxes

[^1]:    See GAAP to Non-GAAP reconciliation tables in the appendix of this presentation.
    Adjusted gross margin excludes certain impairment of equipment.
    Non-GAAP Operating Expenses exclude amortization expense, impairment of equipment and severance charges.
    Non-GAAP Tax Rate reflects the tax effect of non-GAAP adjustments and discrete tax items to GAAP taxes.

[^2]:    1. Adjusted segment operating margin excludes amortization of intangibles and unallocated expenses
    . Segment profit for SCEM for 3 Q16 includes a charge for severance of \$699K.
    2. Segment profit for MC for 3Q16 includes a charge for severance of $\$ 737 \mathrm{~K}$. Segment profit for MC for 2 Q17 includes charges for impairment of equipment and severance of $\$ 884 \mathrm{~K}$ and $\$ 559 \mathrm{~K}$,
    3. Segment profit for AMH for $3 Q 16$ includes charges for impairment of equipment and severance totaling $\$ 6,795 \mathrm{~K}$. Segment profit for AMH for 2 Q17 includes charges for impairment of equipment of
[^3]:    1. Free cash flow equals cash from operations less capital expenditures.
[^4]:    2 Adjusted segment profit for Advanced Material Handling for the three and six months ended July 1, 2017 excludes charges for impairment of equipment of $\$ 2,286 \mathrm{~K}$.
    3 Adjusted amortization of intangible assets excludes amortization expense of $\$ 11,007, \$ 11,062$, and $\$ 10,945$ for the three months ended July 1, 2017, July 2, 2016, and April 1,2017 , respectively and $\$ 21,952$ and $\$ 22,351$ for the six months ended Juty 1, 2017 and July 2, 2015, respectively.

