## 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) April 26, 2018

## Entegris, Inc.

(Exact name of registrant as specified in its charter)
Delaware
(State or Other Jurisdiction of Incorporation or Organization)

| 001-32598 |  | 41-1941551 |
| :---: | :---: | :---: |
| (Commission File Number) |  | (I.R.S. Employer Identification No.) |
| 129 Concord Road, Billerica, MA <br> (Address of principal executive offices) |  | $\begin{gathered} 01821 \\ \text { (Zip Code) } \end{gathered}$ |
|  | (978) 436-6500 (Registrant's telephone number, including area code) |  |
|  | N/A (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.
99.1

Description
Press Release, dated April 26, 2018
First Quarter 2018 Earnings Release Presentation Slides, dated April 26, 2018

## 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. |
| :--- |
|  |
| 99.2 |$\quad \underline{\text { Press Release, dated April 26, 2018 }}$| First Quarter 2018 Earnings Release Presentation Slides, dated April 26, 2018 |
| :--- |

## ENTEGRIS REPORTS RECORD SALES AND EARNINGS IN FIRST QUARTER OF 2018

- First-quarter revenue of $\$ 367.2$ million grew $16 \%$ from prior year
- GAAP net income per diluted share of $\$ 0.40$ increased $74 \%$ from a year ago
- Non-GAAP net income per diluted share of $\$ 0.47$ increased $68 \%$ from a year ago
- Adjusted EBITDA of $\$ 106.0$ million grew $40 \%$ from a year ago
 Company's first quarter ended March 31, 2018.
 $\$ 11.7$ million of amortization of intangible assets, and a $\$ 1.5$ million tax charge related to the Tax Cuts and Jobs Act. Non-GAAP net income was $\$ 68.0$ million, or $\$ 0.47$ per diluted share.

 new market opportunities for our unique solutions set."
 with our strategy, which included capital investments to support future growth, an accretive acquisition, additional debt pay down, and our continued share repurchase and quarterly dividend programs."

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


| GAAP Results | Q1-2018 | Q1-2017 | Q4-2017 |
| :---: | :---: | :---: | :---: |
| Net sales | \$367,199 | \$317,377 | \$350,562 |
| Operating income | \$78,473 | \$50,920 | \$71,152 |
| Operating margin | 21.4\% | 16.0\% | 20.3\% |
| Net income (loss) | \$57,562 | \$32,514 | \$ $(28,341)$ |
| Diluted earnings (loss) per share (EPS) | \$0.40 | \$0.23 | \$(0.20) |
| Non-GAAP Results |  |  |  |
| Non-GAAP adjusted operating income | \$90,142 | \$61,865 | \$82,172 |
| Adjusted operating margin | 24.5\% | 19.5\% | 23.4\% |
| Non-GAAP net income | \$68,015 | \$40,754 | \$59,694 |
| Non-GAAP EPS | \$0.47 | \$0.28 | \$0.42 |

## Second-Quarter Outlook

 non-GAAP basis, EPS is expected to range from $\$ 0.42$ to $\$ 0.47$ per diluted share, which reflects net income on a non-GAAP basis in the range of $\$ 60$ million to $\$ 68$ million, which is adjusted for expected amortization expense of approximately $\$ 12$ million or $\$ 0.06$ per share

## Segment Result

The Company reports its results in the following segments:
Specialty Chemicals and Engineered Materials (SCEM): SCEM provides high-performance and high-purity process chemistries, gases and materials, as well as 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.

First-Quarter Results Conference Call Details
Entegris will hold a conference call to discuss its results for the first quarter on Thursday, April 26, 2018, at 9:00 a.m. Eastern Time. Participants should dial 888-394-8218 or +1 323-701-0225, referencing
 12:00 p.m. ET on Thursday, April 26 through June 9 at 12:00 p.m. ET.
 available for six weeks after the conclusion of the teleconference.
 the call.

## ABOUT ENTEGRIS

 and/or research facilities in 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









 Income (Loss) to Non-GAAP Earnings per Share are included elsewhere in this release.

Forward-Looking Statements











 15,

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


|  | March 31, 2018 | December 31, 2017 |
| :---: | :---: | :---: |
| ASSETS |  |  |
| Cash and cash equivalents | \$550,236 | \$625,408 |
| Accounts receivable, net | 195,284 | 183,434 |
| Inventories | 214,145 | 198,089 |
| Deferred tax charges and refundable income taxes | 17,373 | 18,012 |
| Other current assets | 34,012 | 32,665 |
| Total current assets | 1,011,050 | 1,057,608 |
| Property, plant and equipment, net | 364,301 | 359,523 |
| Goodwill | 375,340 | 359,688 |
| Intangible assets | 190,814 | 182,430 |
| Deferred tax assets | 10,186 | 9,103 |
| Other assets | 9,639 | 7,820 |
| Total assets | \$1,961,330 | \$1,976,172 |
| LIABILITIES AND SHAREHOLDERS' EQUITY |  |  |
| Long-term debt, current maturities | \$100,000 | \$100,000 |
| Accounts payable | 68,406 | 68,762 |
| Accrued liabilities | 70,066 | 99,374 |
| Income tax payable | 27,996 | 22,835 |
| Total current liabilities | 266,468 | 290,971 |
| Long-term debt, excluding current maturities | 549,821 | 574,380 |
| Other liabilities | 120,647 | 117,803 |
| Shareholders' equity | 1,024,394 | 993,018 |
| Total liabilities and shareholders' equity | \$1,961,330 | \$1,976,172 |

Entegris, Inc. and Subsidiaries
Condensed Consolidated Statements of Cash Flows
(In thousands)
(Unaudited)

|  | Three months ended |  |
| :---: | :---: | :---: |
|  | March 31, 2018 | April 1, 2017 |
| Operating activities: |  |  |
| Net income | \$57,562 | \$32,514 |
| Adjustments to reconcile net income to net cash provided by operating activities: |  |  |
| Depreciation | 15,897 | 13,977 |
| Amortization | 11,669 | 10,945 |
| Stock-based compensation expense | 4,128 | 3,870 |
| Provision for deferred income taxes | (721) | 3,422 |
| Other | 1,503 | 3,633 |
| Changes in operating assets and liabilities: |  |  |
| Trade accounts and notes receivable | $(6,011)$ | $(7,546)$ |
| Inventories | $(14,955)$ | $(5,415)$ |
| Accounts payable and accrued liabilities | $(33,985)$ | $(23,490)$ |
| Income taxes payable and refundable income taxes | 6,692 | $(1,252)$ |
| Other | $(2,962)$ | 2,774 |
| Net cash provided by operating activities | 38,817 | 33,432 |
| Investing activities: |  |  |
| Acquisition of property and equipment | $(21,047)$ | $(22,190)$ |
| Acquisition of business | $(37,656)$ | - |
| Other | 146 | 186 |
| Net cash used in investing activities | $(58,557)$ | $(22,004)$ |
| Financing activities: |  |  |
| Payments on long-term debt | $(25,000)$ | $(25,000)$ |
| Issuance of common stock | 473 | 1,041 |
| Taxes paid related to net share settlement of equity awards | $(14,123)$ | $(4,575)$ |
| Repurchase and retirement of common stock | $(10,000)$ | $(4,000)$ |
| Dividend payments | $(9,883)$ | - |
| Other | (246) | (270) |
| Net cash used in financing activities | $(58,779)$ | $(32,804)$ |
| Effect of exchange rate changes on cash | 3,347 | 6,146 |
| Decrease in cash and cash equivalents | $(75,172)$ | $(15,230)$ |
| Cash and cash equivalents at beginning of period | 625,408 | 406,389 |
| Cash and cash equivalents at end of period | \$550,236 | \$391,159 |


| Net sales | months ended |  |  |
| :---: | :---: | :---: | :---: |
|  | March 31, 2018 | April 1, 2017 | December 31, 2017 |
| Specialty Chemicals and Engineered Materials | \$130,743 | \$114,435 | \$125,339 |
| Microcontamination Control | 118,637 | 102,887 | 115,650 |
| Advanced Materials Handling | 117,819 | 100,055 | 109,573 |
| Total net sales | \$367,199 | \$317,377 | \$350,562 |


| Segment profit ${ }^{1}$ | Three months ended |  |  |
| :---: | :---: | :---: | :---: |
|  | March 31, 2018 | April 1, 2017 | December 31, 2017 |
| Specialty Chemicals and Engineered Materials | \$31,562 | \$23,128 | \$30,075 |
| Microcontamination Control | 41,991 | 30,987 | 39,328 |
| Advanced Materials Handling | 23,142 | 13,960 | 18,226 |
| Total segment profit | 96,695 | 68,075 | 87,629 |
| Amortization of intangibles | 11,669 | 10,945 | 11,020 |
| Unallocated expenses | 6,553 | 6,210 | 5,457 |
| Total operating income | \$78,473 | \$50,920 | \$71,152 |

 functions previously unallocated by the Company. Prior quarter information was recast to reflect the change in the Company's definition of segment profit.

|  | ded |  |  |
| :---: | :---: | :---: | :---: |
|  | March 31, 2018 | April 1, 2017 | December 31, 2017 |
| Net sales | \$367,199 | \$317,377 | \$350,562 |
| Net income (loss) | \$57,562 | \$32,514 | \$(28,341) |
| Adjustments to net income (loss): |  |  |  |
| Income tax expense | 13,546 | 9,111 | 70,264 |
| Interest expense, net | 7,226 | 8,393 | 7,533 |
| Other expense, net | 139 | 902 | 21,696 |
| GAAP - Operating income | 78,473 | 50,920 | 71,152 |
| Amortization of intangible assets | 11,669 | 10,945 | 11,020 |
| Adjusted operating income | 90,142 | 61,865 | 82,172 |
| Depreciation | 15,897 | 13,977 | 15,035 |
| Adjusted EBITDA | \$106,039 | \$75,842 | \$97,207 |
|  |  |  |  |
| Adjusted operating margin | 24.5\% | 19.5\% | 23.4\% |
| Adjusted EBITDA - as a \% of net sales | 28.9\% | 23.9\% | 27.7\% |

# Entegris, Inc. and Subsidiaries 

## Reconciliation of GAAP Net Income (Loss) to Non-GAAP Earnings per Share

(In thousands, except per share data)
Unaudited)

|  | Three months ended |  |  |
| :---: | :---: | :---: | :---: |
|  | March 31, 2018 | April 1, 2017 | December 31, 2017 |
| GAAP net income (loss) | \$57,562 | \$32,514 | \$(28,341) |
| Adjustments to net income (loss): |  |  |  |
| Loss on debt extinguishment | - | - | 20,687 |
| Amortization of intangible assets | 11,669 | 10,945 | 11,020 |
| Tax effect of adjustments to net income (loss) and discrete items ${ }^{1}$ | $(2,710)$ | $(2,705)$ | $(10,385)$ |
| Tax effect of Tax Cuts and Jobs Act | 1,494 | - | \$66,713 |
| Non-GAAP net income | \$68,015 | \$40,754 | \$59,694 |
|  |  |  |  |
| Diluted earnings (loss) per common share | \$0.40 | \$0.23 | \$(0.20) |
| Effect of adjustments to net income (loss) | \$0.07 | \$0.06 | \$0.61 |
| Diluted non-GAAP earnings per common share | \$0.47 | \$0.28 | \$0.42 |

${ }^{1}$ The tax effect of pre-tax adjustments to net income (loss) was calculated using the applicable marginal tax rate during the respective years.

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

Entegris
50 years of pure advantage

APRIL 26, 2018

Earnings Summary
First Quarter 2018


## SAFE HARBOR

This presentation contains, and management may make, 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 statements related to future period guidance; projected 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, including the duration and drivers of any growth trends; the development of new products and the success of their introductions; the focus of our engineering, research and development projects; our business strategies; our capital allocation strategy, which may be modified at any time for any reason, including share repurchases, dividends, debt repayments and potential acquisitions; the effect of the Tax Cuts and Jobs Act on our capital allocation strategy; the Company's expected tax rate; the impact of the acquisitions we have made and commercial partnerships we have established; and other matters. These statements involve risks and uncertainties, and actual results may differ. 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 ability to execute on our strategies; 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, 2017, filed on February 15, 2018, and in our other periodic filings. The Company assumes no obligation to update any forward-looking statements or information, which speak as of their respective dates.

This presentation contains references to "Adjusted EBITDA," "Adjusted EBITDA Margin," "Adjusted Operating Income," "Adjusted Operating Income Margin" and "Non-GAAP Earnings per Share" that are not presented in accordance GAAP. The non-GAAP financial measures should not be considered in isolation or as a substitute for GAAP financial measures but should instead be read in conjunction with the GAAP financial measures. Further information with respect to and reconciliations of such measures to the most directly comparable GAAP financial measure can be found attached to this presentation.

## $1 Q 18$ HIGHLIGHTS

- 1Q18 sales of \$367 million grew 16\% from same quarter a year ago and 5\% from 4Q17, outpacing Entegris' markets
- Growth was across all divisions:
- Specialty Chemicals and Engineered Materials sales grew 14\% from prior year and 4\% sequentially
- Microcontamination Control sales grew 19\% from prior year and $3 \%$ sequentially
- Advanced Materials Handling sales were $15 \%$ from prior year and $8 \%$ sequentially
- Demand trends reflected strength from memory fab customers, OEMs, chemical makers, and wafer growers
- Completed the acquisition of Particle Sizing Systems (PSS) in January
- 1 Q18 GAAP Earnings Per Share of $\$ 0.40$ increased $74 \%$ from prior year; non-GAAP EPS of $\$ 0.47$ grew $68 \%$ from the prior year
- Generated \$106 million of adjusted EBITDA, or 29\% of sales
- Deployed more than $\$ 100$ million of capital consistent with stated strategy comprising growth-focused capex investments, the acquisition of PSS, ongoing voluntary repayment of our term loan, and continued share buyback and dividend quarterly programs


## SUMMARY - CONSOLIDATED STATEMENT OF OPERATIONS (GAAP)

| \$ in millions, except per share data | 1Q18 | 1Q18 Guidance | 4Q17 | 1Q17 | 1Q18 over <br> 1Q17 | 1Q18 over <br> 4Q17 |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Revenue | $\$ 367.2$ | $\$ 355$ to \$365 | $\$ 350.6$ | $\$ 317.4$ | $15.7 \%$ | $4.7 \%$ |
| Gross Margin | $47.9 \%$ |  | $46.7 \%$ | $44.0 \%$ |  |  |
| Operating Expenses | $\$ 97.5$ | $\$ 94$ to \$96 | $\$ 92.5$ | $\$ 88.7$ | $9.9 \%$ | $5.4 \%$ |
| Operating Income | $\$ 78.5$ |  | $\$ 71.2$ | $\$ 50.9$ | $54.2 \%$ | $10.3 \%$ |
| Operating Margin | $21.4 \%$ |  | $20.3 \%$ | $16.0 \%$ |  |  |
| Tax Rate | $19.0 \%$ |  | $167.6 \%$ | $21.9 \%$ |  |  |
| Net Income (Loss) | $\$ 57.6$ | $\$ 49$ to \$56 | $(\$ 28.3)$ | $\$ 32.5$ | $77.2 \%$ | N/M |
| Earnings (loss) per diluted share | $\$ 0.40$ | $\$ 0.34$ to \$0.39 | $(\$ 0.20)$ | $\$ 0.23$ | $73.9 \%$ | $\mathrm{~N} / \mathrm{M}$ |

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

| \$ in millions, except per share data | 1 Q18 | 1Q18 Guidance | 4Q17 | 1Q17 | $\begin{aligned} & \text { 1Q18 over } \\ & \text { 1Q17 } \end{aligned}$ | $\begin{aligned} & \text { 1Q18 over } \\ & \text { 4Q17 } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Revenue | \$367.2 | \$355 to \$365 | \$350.6 | \$317.4 | 15.7\% | 4.7\% |
| Adjusted Gross Margin | 47.9\% |  | 46.7\% | 44.0\% |  |  |
| Non-GAAP Operating Expenses ${ }^{2}$ | \$85.9 | \$83 to \$85 | \$81.5 | \$77.7 | 10.6\% | 5.4\% |
| Adjusted Operating Income | \$90.1 |  | \$82.2 | \$61.9 | 45.6\% | 9.6\% |
| Adjusted Operating Margin | 24.5\% |  | 23.4\% | 19.5\% |  |  |
| Non-GAAP Tax Rate ${ }^{3}$ | 17.8\% |  | 18.9\% | 22.5\% |  |  |
| Non-GAAP Net Income ${ }^{4}$ | \$68.0 | \$56 to \$63 | \$59.7 | \$40.8 | 66.7\% | 13.9\% |
| Non-GAAP EPS | \$0.47 | \$0.39 to \$0.44 | \$0.42 | \$0.28 | 67.9\% | 11.9\% |

See GAAP to Non-GAAP reconciliation tables in the appendix of this presentation.
Non-GAAP Operating Expenses exclude amortization expense.
Non-GAAP Tax Rate reflects the tax effect of non-GAAP adjustments and discrete tax items to GAAP taxes. Non-GAAP Net Income excludes amortization expense and loss on debt extinguishment.

## EARNINGS (LOSS) PER SHARE ${ }^{1}$

EPS: 1Q18 vs. 1 Q17


EPS: 1Q18 vs. 4Q17


## RESULTS BY SEGMENT ${ }^{1}$



[^0] \$5,221K

## REVENUE BY GEOGRAPHY: STRONG GROWTH IN N. AMERICA, KOREA, JAPAN, AND CHINA



1Q18 Revenue by Geography
Revenue $=\$ 367.2$ million

1Q18 vs. 1Q17 Growth Rate


## SUMMARY - BALANCE SHEET ITEMS

| \$ in millions | 1 Q 18 |  | 4Q17 |  | 1 Q17 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | \$ Amount | \% Total | \$ Amount | \% Total | \$ Amount | \% Total |
| Cash \& Cash Equivalents | \$550.2 | 28.1\% | \$625.4 | 31.6\% | \$391.2 | 23.1\% |
| Accounts Receivable, net | \$195.3 | 10.0\% | \$183.4 | 9.3\% | \$176.0 | 10.4\% |
| Inventories | \$214.1 | 10.9\% | \$198.1 | 10.0\% | \$188.3 | 11.1\% |
| Net PP\&E | \$364.3 | 18.6\% | \$359.5 | 18.2\% | \$330.9 | 19.5\% |
| Total Assets | \$1,961.3 |  | \$1,976.2 |  | \$1,696.1 |  |
| Current Liabilities ${ }^{1}$ | \$266.5 | 13.6\% | \$291.0 | 14.7\% | \$236.2 | 13.9\% |
| Long-term debt, excluding current maturities | \$549.8 | 28.0\% | \$574.4 | 29.1\% | \$460.3 | 27.1\% |
| Total Liabilities | \$936.9 | 47.8\% | \$983.2 | 49.8\% | \$751.0 | 44.3\% |
| Total Shareholders' Equity | \$1,024.4 | 52.2\% | \$993.0 | 50.2\% | \$945.1 | 55.7\% |
| AR - DSOs | 48.5 |  | 47.7 |  | 50.6 |  |
| Inventory Turns | 3.7 |  | 3.8 |  | 3.8 |  |

## ADJUSTED EBITDA MARGIN ${ }^{1}$



## CASH FLOWS

| \$ in millions | 1 Q18 | $4 \mathrm{Q17}$ | 1 Q17 |
| :--- | :---: | :---: | :---: |
| Beginning Cash Balance | $\$ 625.4$ | $\$ 435.2$ | $\$ 406.4$ |
| Cash from operating activities | $\$ 38.8$ | $\$ 85.7$ | $\$ 33.4$ |
| Capital expenditures | $(\$ 21.0)$ | $(\$ 25.7)$ | $(\$ 22.2)$ |
| Acquisition of business | $(\$ 37.7)$ | - | - |
| Proceeds from long-term debt | - | 550.0 | - |
| Payments on long-term debt | $(\$ 25.0)$ | $(\$ 385.0)$ | $(\$ 25.0)$ |
| Payments for debt extinguishment costs | - | $(\$ 16.2)$ | - |
| Repurchase and retirement of common stock | $(\$ 10.0)$ | $(\$ 10.0)$ | - |
| Dividend payments | $(\$ 9.9)$ | $(\$ 9.9)$ | - |
| Other investing activities | $\$ 0.1$ | $\$ 0.1$ | $\$ 0.2$ |
| Other financing activities | $(\$ 13.9)$ | $(\$ 5.5)$ | $(\$ 7.8)$ |
| Effect of exchange rates | $\$ 3.3$ | $\$ 6.7$ | $\$ 6.1$ |
| Ending Cash Balance | $\$ 550.2$ | $\$ 625.4$ | $\$ 391.2$ |
|  |  |  | $\$ 17.8$ |
| Free Cash Flow ${ }^{1}$ | $\$ 106.0$ | $\$ 97.2$ | $\$ 75.8$ |
| Adjusted EBITDA |  |  |  |

1. Free cash flow equals cash from operations less capital expenditures.

## OUTLOOK

| GAAP |  |  |  |
| :--- | :---: | :---: | :---: |
| \$in millions, except per share data | 2Q18 Guidance | 1Q18 Actual | 2Q17 Actual |
| Net Revenue | $\$ 370$ to $\$ 385$ | $\$ 367.2$ | $\$ 329.0$ |
| Operating Expenses | $\$ 101$ to $\$ 104$ | $\$ 97.5$ | $\$ 91.2$ |
| Net Income (Loss) | $\$ 52$ to $\$ 59$ | $\$ 57.6$ | $\$ 40.0$ |
| Earnings (Loss) Per Diluted Share | $\$ 0.36$ to $\$ 0.41$ | $\$ 0.40$ | $\$ 0.28$ |


| Non-GAAP |  |  |  |
| :--- | :---: | :---: | :---: |
| Sin millions, except per share data | 2Q18 Guidance | 1Q18 Actual | 2Q17 Actual |
| Net Revenue | $\$ 370$ to $\$ 385$ | $\$ 367.2$ | $\$ 329.0$ |
| Non-GAAP Operating Expenses ${ }^{1}$ | $\$ 89$ to $\$ 92$ | $\$ 85.9$ | $\$ 78.4$ |
| Non-GAAP Net Income | $\$ 60$ to $\$ 68$ | $\$ 68.0$ | $\$ 48.9$ |
| Non-GAAP EPS | $\$ 0.42$ to $\$ 0.47$ | $\$ 0.47$ | $\$ 0.34$ |



| \$ in thousands | Three months ended |  |  |
| :--- | ---: | ---: | ---: |
|  | March 31, 2018 | December 31, 2017 | April 1, 2017 |
| Net sales | $\$ 367,199$ | $\$ 350,562$ | $\$ 317,377$ |
| Net income (loss) | $\$ 57,562$ | $(\$ 28,341)$ | $\$ 32,514$ |
| Adjustments to net income (loss): |  |  |  |
| Income tax expense | 13,546 | 70,264 | 9,111 |
| Interest expense, net | 7,226 | 7,533 | 8,393 |
| Other expense, net | 139 | 21,696 | 902 |
| GAAP - Operating income | 78,473 | 71,152 | 50,920 |
| Amortization of intangible assets | 11,669 | 11,020 | 10,945 |
| Adjusted operating income | 90,142 | 82,172 | 61,865 |
| Depreciation | 15,897 | 15,035 | 13,977 |
| Adjusted EBITDA | $\$ 106,039$ | $\$ 97,207$ | $\$ 75,842$ |
|  |  |  |  |
| Adjusted operating margin | $24.5 \%$ | $23.4 \%$ | $19.5 \%$ |
| Adjusted EBITDA - as a \% of net sales | $28.9 \%$ | $27.7 \%$ | $23.9 \%$ |


| \$ in thousands, except per share data | Three months ended December 31, |  |  |
| :---: | :---: | :---: | :---: |
|  | March 31, 2018 | 2017 | April 1, 2017 |
| GAAP net income (loss) | \$57,562 | $(\$ 28,341)$ | \$32,514 |
| Adjustments to net income (loss): |  |  |  |
| Loss on debt extinguishment | - | 20,687 | - |
| Amortization of intangible assets | 11,669 | 11,020 | 10,945 |
| Tax effect of adjustments to net income and discrete items | $(2,710)$ | $(10,385)$ | $(2,705)$ |
| Tax effect of Tax Cuts and Jobs Act | 1,494 | 66,713 | - |
| Non-GAAP net income | \$68,015 | \$59,694 | \$40,754 |
| Diluted earnings (loss) per common share | \$0.40 | (\$0.20) | \$0.23 |
| Effect of adjustments to net income (loss) | \$0.07 | \$0.61 | \$0.06 |
| Diluted non-GAAP earnings per common share | \$0.47 | \$0.42 | \$0.28 |

## GAAP SEGMENT TREND DATA

| \$ in thousands | Q116 | Q216 | Q316 | Q416 | Q117 | Q217 | Q317 | Q417 | Q118 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales |  |  |  |  |  |  |  |  |  |
| SCEM | \$ 101,107 | \$111,782 | \$104,494 | \$110,945 | \$114,435 | \$121,174 | \$124,522 | \$125,339 | \$130,743 |
| MC | 77,619 | 91,584 | 94,738 | 98,717 | 100,055 | 104,407 | 116,113 | 115,650 | 118,637 |
| AMH | 88,298 | 99,686 | 97,460 | 98,840 | 102,887 | 103,421 | 104,956 | 109,573 | 117,819 |
| Total Sales | \$ 267,024 | \$303,052 | \$ 296,692 | \$308,502 | \$317,377 | \$329,002 | \$345,591 | \$350,562 | \$367,199 |
| Segment Profit ${ }^{1}$ |  |  |  |  |  |  |  |  |  |
| SCEM | \$ 17,818 | \$ 24,205 | \$ 14,244 | \$ 21,061 | \$ 23,128 | \$ 29,060 | \$ 29,539 | \$ 30,075 | \$ 31,562 |
| MC | 14,181 | 24,511 | 27,684 | 27,535 | 30,987 | 31,796 | 39,302 | 39,328 | 41,991 |
| AMH | 14,697 | 18,203 | 11,192 | 12,190 | 13,960 | 15,169 | 12,483 | 18,226 | 23,142 |
| Total Segment Profit | \$ 46,696 | \$ 66,919 | \$ 53,120 | \$ 60,786 | \$ 68,075 | \$ 76,025 | \$ 81,324 | \$ 87,629 | \$ 96,695 |
| Segment Profit Margin |  |  |  |  |  |  |  |  |  |
| SCEM | 17.6\% | 21.7\% | 13.6\% | 19.0\% | 20.2\% | 24.0\% | 23.7\% | 24.0\% | 24.1\% |
| MC | 18.3\% | 26.8\% | 29.2\% | 27.9\% | 31.0\% | 30.5\% | 33.8\% | 34.0\% | 35.4\% |
| AMH | 16.6\% | 18.3\% | 11.5\% | 12.3\% | 13.6\% | 14.7\% | 11.9\% | 16.6\% | 19.6\% |

[^1]
## NON-GAAP SEGMENT TREND DATA

| \$ in thousands | Q116 | Q216 | Q316 | Q416 | Q117 | Q217 | Q317 | Q417 | Q118 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales |  |  |  |  |  |  |  |  |  |
| SCEM | \$101,107 | \$111,782 | \$104,494 | \$110,945 | \$114,435 | \$121,174 | \$124,522 | \$125,339 | \$130,743 |
| MC | 77,619 | 91,584 | 94,738 | 98,717 | 100,055 | 104,407 | 116,113 | 115,650 | 118,637 |
| AMH | 88,298 | 99,686 | 97,460 | 98,840 | 102,887 | 103,421 | 104,956 | 109,573 | 117,819 |
| Total Sales | \$267,024 | \$303,052 | \$296,692 | \$308,502 | \$317,377 | \$329,002 | \$345,591 | \$350,562 | \$367,199 |
| Adjusted Segment Profit ${ }^{1}$ |  |  |  |  |  |  |  |  |  |
| SCEM ${ }^{2}$ | \$ 17,818 | \$ 24,205 | \$ 14,943 | \$ 21,061 | \$ 23,128 | \$ 29,060 | \$ 29,553 | \$ 30,075 | \$ 31,562 |
| $M C^{3}$ | 14,181 | 24,511 | 28,421 | 27,535 | 30,987 | 33,239 | 39,498 | 39,328 | 41,991 |
| $\mathrm{AMH}^{4}$ | 14,697 | 18,203 | 17,987 | 12,190 | 13,960 | 17,455 | 17,704 | 18,226 | 23,142 |
| Total Adj. Segment Profit | \$ 46,696 | \$ 66,919 | \$ 61,351 | \$ 60,786 | \$ 68,075 | \$ 79,754 | \$ 86,755 | \$ 87,629 | \$ 96,695 |
| Adjusted Segment Profit Margin |  |  |  |  |  |  |  |  |  |
| SCEM | 17.6\% | 21.7\% | 14.3\% | 19.0\% | 20.2\% | 24.0\% | 23.7\% | 24.0\% | 24.1\% |
| MC | 18.3\% | 26.8\% | 30.0\% | 27.9\% | 31.0\% | 31.8\% | 34.0\% | 34.0\% | 35.4\% |
| AMH | 16.6\% | 18.3\% | 18.5\% | 12.3\% | 13.6\% | 16.9\% | 16.9\% | 16.6\% | 19.6\% |


[^0]:    . Adjusted segment operating margin excludes amortization of intangibles and unallocated expenses. Corporate cost related to HR, Finance, and IT are charged back to the Segments starting 1 Q18. Prior quarter results are adjusted retrospectively using consistent allocation method
    2. Segment profit for SCEM for 3017 includes a charge for severance of $\$ 14 \mathrm{~K}$.
    3. Segment profit for MC for Q317 includes a charge for severance of \$196K. Segment profit for MC for 2 Q17 includes charges for impairment of equipment and severance of $\$ 884 \mathrm{~K}$ and $\$ 559 \mathrm{~K}$,
    respectively.
    4. Segment profit for AMH for 2 Q17 includes charges for impairment of equipment of $\$ 2,286 \mathrm{~K}$. Segment profit for AMH for 3 Q17 includes charges for impairment of equipment and severance totaling

[^1]:    1. Segment profit excludes amortization of intangibles and unallocated expenses. Corporate cost related to HR , Finance, and IT are charged back to the Segments starting 1 Q 18 . Prior quarter results are adjusted retrospectively using consistent allocation method.
