Entegris

## SAFE HARBOR

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. The words "believe," "expect," "anticipate," "intend," "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; future sales, net income, net income per diluted share, non-GAAP EPS, non-GAAP net income, expenses and other financial metrics; the Company's performance relative to its markets; the impact, financial or otherwise, of any organizational changes; market and technology trends; the development of new products and the success of their introductions; the Company's 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 the Company's capital allocation strategy; the impact of the acquisitions the Company has made and commercial partnerships the Company has established; the Company's ability to execute on its strategies; and other matters. These statements involve risks and uncertainties, and actual results may differ materially from those projected in the 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 the Company's products and solutions; the Company's ability to meet rapid demand shifts; the Company's ability to continue technological innovation and introduce new products to meet customers' rapidly changing requirements; the Company's concentrated customer base; the Company's ability to identify, effect and integrate acquisitions, joint ventures or other transactions; the Company's ability to effectively implement any organizational changes; the Company's ability to protect and enforce intellectual property rights; operational, political and legal risks of the Company's international operations; the Company's dependence on sole source and limited source suppliers; the increasing complexity of certain manufacturing processes; raw material shortages, supply constraints and price increases; changes in government regulations of the countries in which the Company operates; fluctuation of currency exchange rates; fluctuations in the market price of the Company's stock; the level of, and obligations associated with, the Company's indebtedness; and other risk factors and additional information described in the Company's filings with the Securities and Exchange Commission, including under the heading "Risks Factors" in Item 1A of the Company's Annual Report on Form 10-K for the fiscal year ended December 31, 2018, filed on February 11, 2019, and in the Company's 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 Gross Profit," "Adjusted Operating 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.

## 3Q19 SUMMARY

- Third-quarter revenue of $\$ 394.1$ million, decreased $1 \%$ from prior year
- GAAP net income per diluted share of \$0.30, decreased $12 \%$ from prior year
- Non-GAAP net income per diluted share of $\$ 0.50$, increased $9 \%$ from prior year
- Acquired Hangzhou Anow Microfiltration in September


## Summary - Consolidated Statement of Operations (GAAP)

| \$ in millions, except per share data | 3Q19 | 3Q19 Guidance | 2Q19 | 3Q18 | 3Q19 over <br> 3Q18 | 3Q19 over <br> 2Q19 |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Revenue | $\$ 394.1$ | $\$ 385-\$ 400$ | $\$ 378.9$ | $\$ 398.6$ | $(1.1 \%)$ | $4.0 \%$ |
| Gross Margin | $43.2 \%$ |  | $43.9 \%$ | $45.6 \%$ |  |  |
| Operating Expenses | $\$ 117.6$ | $\$ 115-\$ 117$ | $\$ 111.4$ | $\$ 113.7$ | $3.4 \%$ | $5.6 \%$ |
| Operating Income | $\$ 52.8$ |  | $\$ 54.9$ | $\$ 68.0$ | $(22.4 \%)$ | $(3.8 \%)$ |
| Operating Margin | $13.4 \%$ |  | $14.5 \%$ | $17.1 \%$ |  |  |
| Tax Rate | $2.1 \%$ |  | $25.9 \%$ | $19.2 \%$ |  |  |
| Net Income | $\$ 40.8$ | $\$ 40-\$ 46$ | $\$ 124.0$ | $\$ 48.1$ | $(15.2 \%)$ | $(67.1 \%)$ |
| Earnings per diluted share | $\$ 0.30$ | $\$ 0.29-\$ 0.34$ | $\$ 0.91$ | $\$ 0.34$ | $(11.8 \%)$ | $(67.0 \%)$ |

## Summary - Consolidated Statement of Operations (Non-GAAP)1

| \$ in millions, except per share data | 3Q19 | 3Q19 Guidance | 2Q19 | 3Q18 | 3Q19 over <br> 3Q18 | 3Q19 over <br> 2Q19 |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Revenue | $\$ 394.1$ | $\$ 385-\$ 400$ | $\$ 378.9$ | $\$ 398.6$ | $(1.1 \%)$ | $4.0 \%$ |
| Adjusted Gross Margin ${ }^{2}$ | $44.6 \%$ |  | $44.1 \%$ | $46.4 \%$ |  |  |
| Non-GAAP Operating <br> Expenses |  |  |  |  |  |  |
| Adjusted Operating Income | $\$ 87.6$ | $\$ 92-\$ 94$ | $\$ 90.2$ | $\$ 91.1$ | $(3.8 \%)$ | $(2.9 \%)$ |
| Adjusted Operating Margin | $22.4 \%$ |  | $\$ 76.8$ | $\$ 93.9$ | $(6.1 \%)$ | $14.8 \%$ |
| Non-GAAP Tax Rate ${ }^{4}$ | $11.5 \%$ |  | $20.3 \%$ | $23.6 \%$ |  |  |
| Non-GAAP Net Income 5 | $\$ 68.2$ | $\$ 57-\$ 64$ | $\$ 53.4$ | $\$ 65.6$ | $4.0 \%$ | $27.7 \%$ |
| Non-GAAP EPS | $\$ 0.50$ | $\$ 0.42-\$ 0.47$ | $\$ 0.39$ | $\$ 0.46$ | $8.7 \%$ | $28.2 \%$ |

[^0]
## RESULTS BY SEGMENT



Microcontamination Control Segment ${ }^{3}$

Advanced Materials Handling Segment ${ }^{4}$


[^1]
## REVENUE BY GEOGRAPHY: Strong growth in Taiwan and N. America



YTD19 vs. YTD18 Growth Rate


## Summary - Balance Sheet Items

| \$ in millions | 3Q19 |  | 2Q19 |  | 3Q18 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | \$ Amount | \% Total | \$ Amount | \% Total | \$ Amount | \% Total |
| Cash \& Cash Equivalents | \$282.7 | 11.5\% | \$521.4 | 21.5\% | \$294.9 | 14.0\% |
| Accounts Receivable, net | \$261.3 | 10.6\% | \$218.7 | 9.0\% | \$212.7 | 10.1\% |
| Inventories | \$290.3 | 11.8\% | \$261.9 | 10.8\% | \$264.1 | 12.6\% |
| Net PP\&E | \$470.0 | 19.0\% | \$445.3 | 18.4\% | \$393.7 | 18.7\% |
| Total Assets | \$2,467.7 |  | \$2,424.7 |  | \$2,103.5 |  |
| Current Liabilities ${ }^{1}$ | \$213.1 | 8.6\% | \$215.1 | 8.9\% | \$211.0 | 10.0\% |
| Long-term debt, excluding current maturities | \$934.1 | 37.9\% | \$933.7 | 38.5\% | \$650.6 | 30.9\% |
| Total Liabilities | \$1,347.8 | 54.6\% | \$1,322.2 | 54.5\% | \$1,019.8 | 48.5\% |
| Total Shareholders' Equity | \$1,119.9 | 45.4\% | \$1,102.5 | 45.5\% | \$1,083.7 | 51.5\% |
| AR - DSOs |  |  |  |  |  |  |
| Inventory Turns |  |  |  |  |  |  |

## ADJUSTED EBITDA MARGIN¹

Adjusted EBITDA and EBITDA Margin


## Cash Flows

| \$ in millions | 3Q19 | 2Q19 | 3Q18 |
| :---: | :---: | :---: | :---: |
| Beginning Cash Balance | \$521.4 | \$342.4 | \$257.1 |
| Cash provided by operating activities | \$25.3 | \$230.9 | \$84.1 |
| Capital expenditures | (\$26.3) | (\$25.6) | (\$27.9) |
| Acquisition of business | (\$217.1) | \$0.5 | - |
| Payments on long-term debt | - | (\$1.0) | - |
| Repurchase and retirement of common stock | (\$15.0) | (\$15.0) | (\$10.0) |
| Dividend payments | (\$10.8) | (\$9.5) | (\$9.9) |
| Other investing activities | \$2.6 | - | \$3.1 |
| Other financing activities | \$3.1 | (\$0.8) | (\$0.4) |
| Effect of exchange rates | (\$0.5) | (\$0.5) | (\$1.2) |
| Ending Cash Balance | \$282.7 | \$521.4 | \$294.9 |
|  |  |  |  |
| Free Cash Flow ${ }^{1}$ | (\$1.0) | \$205.3 | \$56.2 |
| Adjusted EBITDA | \$107.5 | \$95.4 | \$110.4 |

## Outlook

| GAAP |  |  |  |
| :---: | :---: | :---: | :---: |
| \$ in millions, except per share data | 4Q19 Guidance | 3Q19 Actual | 3Q18 Actual |
| Net Revenue | \$420-\$435 | \$394.1 | \$398.6 |
| Operating Expenses | \$109-\$111 | \$117.6 | \$113.7 |
| Net Income | \$51-\$58 | \$40.8 | \$48.1 |
| Earnings (Per Diluted Share) | \$0.38-\$0.43 | \$0.30 | \$0.34 |
| Non-GAAP |  |  |  |
| \$ in millions, except per share data | 4Q19 Guidance | 3Q19 Actual | 3Q18 Actual |
| Net Revenue | \$420-\$435 | \$394.1 | \$398.6 |
| Non-GAAP Operating Expenses | \$90-\$92 | \$87.6 | \$91.1 |
| Non-GAAP Net Income ${ }^{1}$ | \$69-\$76 | \$68.2 | \$65.6 |
| Non-GAAP EPS | \$0.51-\$0.56 | \$0.50 | \$0.46 |

[^2]

## NON-GAAP RECONCILIATION TABLE <br> RECONCILIATION OF GAAP GROSS PROFIT TO ADJUSTED GROSS PROFIT

|  | Three months ended |  |  | Nine months ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { September 28, } \\ 2019 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { September 29, } \\ 2018 \\ \hline \end{gathered}$ | June 29, 2019 | $\begin{gathered} \hline \text { September 28, } \\ 2019 \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { September 29, } \\ 2018 \\ \hline \end{gathered}$ |
| Net Sales | \$394,147 | \$398,597 | \$378,874 | \$1,164,068 | \$1,148,855 |
| Gross profit-GAAP | \$170,350 | \$181,716 | \$166,274 | \$514,017 | \$540,091 |
| Adjustments to gross profit: |  |  |  |  |  |
| Severance and restructuring costs | 990 | - | - | 1,348 | - |
| Charge for fair value mark-up of acquired inventory sold | 4,483 | 3,281 | 695 | 7,333 | 3,489 |
| Adjusted gross profit | \$175,823 | \$184,997 | \$166,969 | \$522,698 | \$543,580 |
| Gross margin - as a \% of net sales | 43.2\% | 45.6\% | 43.9\% | 44.2\% | 47.0\% |
| Adjusted gross margin - as a \% of net sales | 44.6\% | 46.4\% | 44.1\% | 44.9\% | 47.3\% |

## NON-GAAP RECONCILIATION TABLE

RECONCILIATION OF GAAP SEGMENT PROFIT TO ADJUSTED OPERATING INCOME

| in thousands | Three months ended |  |  | Nine months ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Segment profit-GAAP ${ }^{1}$ | $\begin{gathered} \hline \text { September 28, } \\ 2019 \end{gathered}$ | $\begin{gathered} \text { September 29, } \\ 2018 \end{gathered}$ | June 29, 2019 | $\begin{gathered} \hline \text { September 28, } \\ 2019 \end{gathered}$ | $\begin{gathered} \text { September 29, } \\ 2018 \end{gathered}$ |
| Specialty Chemicals and Engineered Materials | \$17,074 | \$31,210 | \$24,000 | \$65,505 | \$98,859 |
| Microcontamination Control | 46,792 | 42,448 | 43,126 | 137,241 | 119,973 |
| Advanced Materials Handling | 17,077 | 22,226 | 15,043 | 54,487 | 73,231 |
| Total segment profit | 80,943 | 95,884 | 82,169 | 257,233 | 292,063 |
| Amortization of intangible assets | 15,152 | 21,419 | 16,591 | 50,400 | 45,102 |
| Unallocated expenses | 12,998 | 6,490 | 10,669 | 51,640 | 25,580 |
| Total operating income | \$52,793 | \$67,975 | \$54,909 | \$155,193 | \$221,381 |
|  | Three months ended |  |  | Nine months ended |  |
| Adjusted segment profit | $\begin{gathered} \hline \text { September 28, } \\ 2019 \\ \hline \end{gathered}$ | $\begin{gathered} \text { September 29, } \\ 2018 \\ \hline \end{gathered}$ | June 29, 2019 | $\begin{gathered} \text { September 28, } \\ 2019 \\ \hline \end{gathered}$ | $\begin{gathered} \text { September 29, } \\ 2018 \\ \hline \end{gathered}$ |
| Specialty Chemicals and Engineered Materials | \$23,700 | \$31,210 | \$24,695 | \$73,465 | \$98,859 |
| Microcontamination Control ${ }^{2}$ | 49,769 | 45,729 | 43,126 | 142,977 | 123,462 |
| Advanced Materials Handling ${ }^{3}$ | 20,212 | 22,692 | 15,043 | 58,200 | 73,697 |
| Total adjusted segment profit | 93,681 | 99,631 | 82,864 | 274,642 | -296,018 |
| Adjusted amortization of intangible assets ${ }^{4}$ | - | - - | - | - | - - |
| Adjusted unallocated expenses ${ }^{5}$ | 5,461 | 5,738 | 6,071 | 17,449 | 18,510 |
| Total adjusted operating income | \$88,220 | \$93,893 | \$76,793 | \$257,193 | \$277,508 |

[^3] 14 restructuring of $\$ 248, \$ 2,170$, and $\$ 2,418$, respectively.

## NON-GAAP RECONCILIATION TABLE

## RECONCILIATION OF GAAP TO ADJUSTED OPERATING INCOME AND ADJUSTED EBITDA

| \$ in thousands | Three months ended |  |  | Nine months ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | September 28, 2019 | September 29, 2018 | June 29, 2019 | September 28, 2019 | September 29, 2018 |
| Net sales | \$394,147 | \$398,597 | \$378,874 | \$1,164,068 | \$1,148,855 |
| Net income | \$40,767 | \$48,060 | \$123,997 | \$197,422 | \$159,971 |
| Adjustments to net income: |  |  |  |  |  |
| Income tax expense | 876 | 11,427 | 43,235 | 49,533 | 34,755 |
| Interest expense, net | 10,216 | 7,678 | 9,692 | 29,567 | 21,892 |
| Other expense (income), net | 934 | 810 | (122,015) | $(121,328)$ | 4,826 |
| GAAP - Operating income | 52,793 | 67,975 | 54,909 | 155,193 | 221,381 |
| Charge for fair value write-up of acquired inventory sold | 4,483 | 3,281 | 695 | 7,333 | 3,489 |
| Deal Costs | 4,891 | - | 1,164 | 25,191 | 5,121 |
| Integration Costs | 2,398 | 752 | 1,264 | 6,582 | 1,949 |
| Severance and restructuring costs | 8,503 | - | 2,170 | 12,494 | - |
| Loss on sale of subsidiary | - | 466 | - | - | 466 |
| Amortization of intangible assets | 15,152 | 21,419 | 16,591 | 50,400 | 45,102 |
| Adjusted operating income | 88,220 | 93,893 | 76,793 | 257,193 | 277,508 |
| Depreciation | 19,306 | 16,537 | 18,596 | 54,623 | 48,236 |
| Adjusted EBITDA | \$107,526 | \$110,430 | \$95,389 | \$311,816 | \$325,744 |
| Net income - as a \% of net sales | 10.3\% | 12.1\% | 32.7\% | 17.0\% | 13.9\% |
| Adjusted operating margin | 22.4\% | 23.6\% | 20.3\% | 22.1\% | 24.2\% |
| Adjusted EBITDA - as a \% of net sales | 27.3\% | 27.7\% | 25.2\% | 26.8\% | 28.4\% |

## NON-GAAP RECONCILIATION TABLE

RECONCILIATION OF GAAP NET INCOME AND EARNINGS PER SHARE TO NON-GAAP NET INCOME AND EARNINGS PER SHARE

GAAP net income
Adjustments to net income:
Charge for fair value write-up of acquired
inventory sold
Deal Costs
Integration Costs
Severance and restructuring costs
Versum termination fee, net
Loss on sale of subsidiary
Amortization of intangible assets
Tax effect of legal entity restructuring
Tax effect of adjustments to net income and discrete items ${ }^{1}$
Tax effect of Tax Cuts and Jobs Act
Non-GAAP net income

Diluted earnings per common share
Effect of adjustments to net income
Diluted non-GAAP earnings per common share

Three months ended

| September 28, <br> $\mathbf{2 0 1 9}$, | September 29, <br> 2018 | June 29, 2019 |
| ---: | ---: | ---: |
| $\$ 40,767$ | $\$ 48,060$ | $\$ 123,997$ |

Three months ended

| Nine months ended |  |
| ---: | ---: |
| September 28, <br> $\mathbf{2 0 1 9}$ | September 29, <br> $\mathbf{2 0 1 8}$ |
| $\$ 197,422$ | $\$ 159,971$ |
|  |  |
| 7,333 | 3,489 |
| 25,602 | 5,121 |
| 6,582 | 1,949 |
| 12,494 | - |
| $(122,000)$ | - |
| - | 466 |
| 50,400 | 45,102 |
| 9,398 | - |
| 2,274 | $(12,209)$ |
| - | $(418)$ |
| $\$ 189,505$ | $\$ 203,471$ |

## NON-GAAP RECONCILIATION TABLE

## RECONCILIATION OF GAAP OUTLOOK TO NON-GAAP OUTLOOK

(In millions, except per share data)
Fourth-Quarter Outlook
Reconciliation GAAP net income to non-GAAP net income December 31, 2019
GAAP net income ..... \$51-\$58
Adjustments to net income:
Charge for fair value write-up of acquired inventory sold ..... 5
Restructuring and integration costs ..... 2
Amortization of intangible assets ..... 17
Income tax effect ..... (6)
Non-GAAP net income ..... \$69-\$76
Fourth-Quarter Outlook
Reconciliation GAAP diluted earnings per share to non-GAAP diluted earnings per share December 31, 2019
Diluted earnings per common share ..... \$0.38-\$0.43
Adjustments to diluted earnings per common share:
Charge for fair value write-up of acquired inventory sold ..... 0.03
Restructuring and integration costs ..... 0.01
Amortization of intangible assets ..... 0.13
Income tax effec $\dagger$ ..... (0.04)
Diluted non-GAAP earnings per common share$\$ 0.51$ to \$0.56

## GAAP Segment Trend Data'

|  | Q117 | Q217 | Q317 | Q417 | Q118 | Q218 | Q318 | Q418 | Q119 | Q219 | Q319 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales |  |  |  |  |  |  |  |  |  |  |  |
| SCEM | \$ 114,435 | \$ 121,174 | \$ 124,522 | \$ 125,339 | \$130,743 | \$ 134,336 | \$ 131,234 | \$ 133,928 | \$ 124,470 | \$ 127,552 | \$ 127,750 |
| MC | 100,195 | 104,587 | 116,229 | 115,801 | 118,923 | 124,937 | 151,478 | 158,500 | 157,706 | 150,185 | 155,979 |
| AMH | 108,371 | 109,658 | 111,278 | 115,436 | 124,078 | 130,572 | 123,227 | 115,527 | 116,064 | 107,515 | 117,256 |
| Inter-segment elimination | $(5,624)$ | $(6,417)$ | $(6,438)$ | $(6,014)$ | $(6,545)$ | $(6,786)$ | $(7,342)$ | $(6,313)$ | $(7,193)$ | $(6,378)$ | $(6,838)$ |
| Total Sales | \$317,377 | \$ 329,002 | \$345,591 | \$350,562 | \$367,199 | \$383,059 | \$398,597 | \$401,642 | \$ 391,047 | \$ 378,874 | \$ 394,147 |
| Segment Profit |  |  |  |  |  |  |  |  |  |  |  |
| SCEM | \$ 22,563 | \$ 28,493 | \$ 28,981 | \$ 29,534 | \$ 30,921 | \$ 36,728 | \$ 31,210 | \$ 28,221 | \$ 24,431 | \$ 24,000 | \$ 17,074 |
| MC | 29,380 | 29,944 | 37,429 | 37,686 | 40,311 | 37,214 | 42,448 | 46,879 | 47,323 | 43,126 | 46,792 |
| AMH | 16,132 | 17,588 | 14,914 | 20,409 | 25,463 | 25,542 | 22,226 | 19,096 | 22,367 | 15,043 | 17,077 |
| Total Segment Profit | \$ 68,075 | \$ 76,025 | \$ 81,324 | \$ 87,629 | \$ 96,695 | \$ 99,484 | \$ 95,884 | \$ 94,196 | \$ 94,121 | \$ 82,169 | \$ 80,943 |

[^4]
## NON-GAAP Segment Trend Data ${ }^{1}$

\$ in thousands

| Q117 | Q217 | 0317 |
| :--- | :--- | :--- |

Q317 $\quad$ Q417
Q118 $\quad$ Q218 $\quad$ Q318
Q418 $\quad$ Q11
Q219

Sales

| SCEM | \$ | 114,435 | \$ | 121,174 | \$ | 124,522 | \$ | 125,339 | \$ | 130,743 | \$ | 134,336 | \$ | 131,234 | \$ | 133,928 | \$ | 124,470 | \$ 127,552 | \$ 127,750 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| MC |  | 100,195 |  | 104,587 |  | 116,229 |  | 115,801 |  | 118,923 |  | 124,937 |  | 151,478 |  | 158,500 |  | 157,706 | 150,185 | 155,979 |
| AMH |  | 108,371 |  | 109,658 |  | 111,278 |  | 115,436 |  | 124,078 |  | 130,572 |  | 123,227 |  | 115,527 |  | 116,064 | 107,515 | 117,256 |
| Inter-segment elimination |  | $(5,624)$ |  | $(6,417)$ |  | $(6,438)$ |  | $(6,014)$ |  | $(6,545)$ |  | $(6,786)$ |  | $(7,342)$ |  | $(6,313)$ |  | $(7,193)$ | $(6,378)$ | $(6,838)$ |
| Total Sales | \$ | 317,377 | \$ | 329,002 | \$ | 345,591 | \$ | 350,562 | \$ | 367,199 | \$ | 383,059 | \$ | 398,597 | \$ | 401,642 | \$ | 391,047 | \$ 378,874 | \$ 394,147 |

Adjusted Segment Profit

|  | SCEM $^{2}$ | $\$$ | 22,563 | $\$$ | 28,493 | $\$$ | 28,995 | $\$$ | 29,534 | $\$$ | 30,921 | $\$$ | 36,728 | $\$$ | 31,210 | $\$$ | 28,221 | $\$$ | 25,070 | $\$$ | 24,695 | $\$$ | 23,700 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| MC $^{3}$ |  | 29,380 |  | 31,387 |  | 37,625 |  | 37,686 |  | 40,311 |  | 37,422 |  | 45,729 | 50,258 | 50,082 | 43,126 | 49,769 |  |  |  |  |  |
| AMH |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |

Adjusted Segment Profit Margin

| SCEM | $19.7 \%$ | $23.5 \%$ | $23.3 \%$ | $23.6 \%$ | $23.7 \%$ | $27.3 \%$ | $23.8 \%$ | $21.1 \%$ | $20.1 \%$ | $19.4 \%$ | $18.6 \%$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| MC | $29.3 \%$ | $30.0 \%$ | $32.4 \%$ | $32.5 \%$ | $33.9 \%$ | $30.0 \%$ | $30.2 \%$ | $31.7 \%$ | $31.8 \%$ | $28.7 \%$ | $31.9 \%$ |
| AMH | $14.9 \%$ | $18.1 \%$ | $18.1 \%$ | $17.7 \%$ | $20.5 \%$ | $19.6 \%$ | $18.4 \%$ | $16.9 \%$ | $19.8 \%$ | $14.0 \%$ | $17.2 \%$ |

[^5]
[^0]:    See GAAP to Non-GAAP reconciliation tables in the appendix of this presentation.
    Adjusted Gross Margin excludes charge for fair value write-up of acquired inventory sold and severance and restructuring costs.
    Non-GAAP Operating Expenses exclude amortization expense, deal costs, integration costs, loss on sale of subsidiary, and severance and restructuring costs,
    Non-GAAP lax rate reflects the dax effectornon-GAAP adjusiments and increie lax iems lo GAAP taxes,
    5. Non-GAAP Net Income excludes amortization expense, the tax effect of non-GAAP adjustments and discrete tax items to GAAP taxes.

[^1]:    1. In 1Q19 the Company changed its definition of segment profit to include inter-segment sales. Prior period information has been recast to reflect the change. Adjusted segment operating margin excludes amortization of intangibles and unallocated expenses.
    2. Segment profit for SCEM includes a charge for fair value write-up of inventory of $\$ 120 \mathrm{~K}, \$ 695 \mathrm{~K}$ and $\$ 4,483 \mathrm{~K}$ for 1 Q19, 2 Q 19 and 3 Q 19 , respectively and severance charges of $\$ 519 \mathrm{~K}$ and $\$ 2,143 \mathrm{~K}$ in 1 Q19 and 3 Q19, respectively.
    3. Segment profit for MC includes a charge for fair value write-up of inventory of $\$ 3,281 \mathrm{~K}, \$ 3,379 \mathrm{~K}$, and $\$ 2,035 \mathrm{~K}$ for $3 \mathrm{Q} 18,4 \mathrm{Q} 18$ and 1Q19, respectively. Segment profit for MC includes severance charges of $\$ 724 \mathrm{~K}$ and $\$ 2,977 \mathrm{~K}$ for 1 Q19 and 3 Q 19 , respectively.
    4. Segment profit for AMH for 3Q18 includes charges for loss on sale of subsidiary of $\$ 466 \mathrm{~K}$. Segment profit for AMH includes severance and restructuring charges of $\$ 460 \mathrm{~K}, \$ 578 \mathrm{~K}$ and $\$ 3,135$ for 4Q18, 1Q19, and 3Q19, respectively
[^2]:    See GAAP to Non-GAAP reconciliation tables in the appendix of this presentation.

[^3]:    1. In 1 Q19 the Company changed its definition of segment profit to include inter-segment sales. Prior period information has been recast to reflect the change.
    2. Adjusted segment profit for Specialty Chemicals and Engineered Materials for the three month ended September 28,2019 and June 29,2019 , and for the nine months ended September 28,2019 excludes charges for fair value mark-up of
    
    
    
     6. Adjusted unallocated expenses for the three months ended September 28, 2019, September 29, 2018, and June 29,2019 and the nine months ended September 28,2019 and September 29 , 2018 excludes deal and integration expenses of $\$ 7,289, \$ 752, \$ 2,428, \$ 31,773$, and $\$ 7,070$, respectively. Adjusted unallocated expenses for the three months ended September 28,2019 , and June 29,2019 and the nine months ended September 28 , 2019 excludes charges for severance and
[^4]:    . In 1Q19 the Company changed its definition of segment profit to include inter-segment sales. Prior period information has been recast to reflect the change.

[^5]:    1. In 1Q19 the Company changed its definition of segment profit to include inter-segment sales. Prior period information has been recast to reflect the change. Segment profit excludes amortization of intangibles and unallocated expenses.
    2. Adjusted segment profit for SCEM for 3Q17, 1Q19, and 3Q19 excludes charges for severance and restructuring of $\$ 14$, $\$ 519$ and $\$ 2,143$. Adjusted segment profit for SCEM for 1 Q19, 2Q19 and 3Q19 excludes fair value mark-up of inventory and severance charges of $\$ 120, \$ 695$ and $\$ 4,483$, respectively.
    3. Adjusted segment profit for MC for 2 Q17 excludes charges for impairment of equipment and severance of $\$ 884$ and $\$ 559$, respectively. Adjusted segment profit for $M C$ for $3 Q 17$,

    1Q19 and 3Q19 excludes charges for severance of $\$ 196, \$ 724$, and $\$ 2,977$, respectively. Adjusted segment profit for MC for 2Q18, 3Q18, 4Q18 and 1Q19 excludes charges for fair
    value mark-up of acquired inventory sold of $\$ 208, \$ 3,281, \$ 3,379$, and $\$ 2,035$ respectively.
    4. Adjusted segment profit for AMH for 2Q17 excludes charges for impairment of equipment of $\$ 2,286$. Adjusted segment profit for AMH for 3 Q 17 excludes impairment of equipment and severance and restructuring of $\$ 3,364$ and $\$ 1,857$ respectively. Adjusted segment profit for AMH for 3Q18 excludes loss on sale of subsidiary of $\$ 466$. Adjusted segment profit for AMH for 4Q18, 1Q19, and 3Q19 excludes severance and restructuring of $\$ 460, \$ 578$, and $\$ 3,135$, respectively.

