

Earnings Summary Third Quarter 2019 October 24, 2019

## SAFE HARBOR

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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 3Q18	3Q19 over 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)<sup>1</sup>

\$ in millions, except per share data	3Q19	3Q19 Guidance	2Q19	3Q18	3Q19 over 3Q18	3Q19 over 2Q19
Net Revenue	\$394.1	\$385 - \$400	\$378.9	\$398.6	(1.1%)	4.0%
Adjusted Gross Margin <sup>2</sup>	44.6%		44.1%	46.4%		
Non-GAAP Operating Expenses <sup>3</sup>	\$87.6	\$92 - \$94	\$90.2	\$91.1	(3.8%)	(2.9%)
Adjusted Operating Income	\$88.2		\$76.8	\$93.9	(6.1%)	14.8%
Adjusted Operating Margin	22.4%		20.3%	23.6%		
Non-GAAP Tax Rate <sup>4</sup>	11.5%		20.4%	23.2%		
Non-GAAP Net Income <sup>5</sup>	\$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%

1. See GAAP to Non-GAAP reconciliation tables in the appendix of this presentation.

2. Adjusted Gross Margin excludes charge for fair value write-up of acquired inventory sold and severance and restructuring costs.

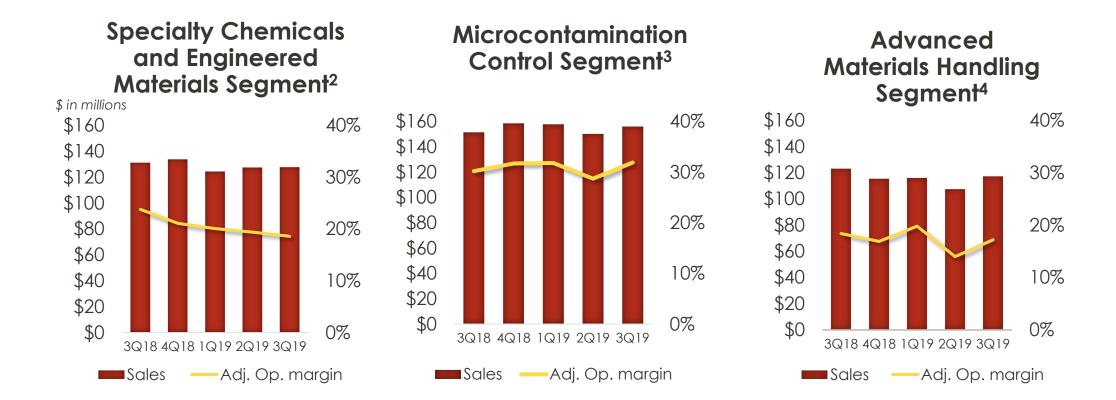
3. Non-GAAP Operating Expenses exclude amortization expense, deal costs, integration costs, loss on sale of subsidiary, and severance and restructuring costs.

4. Non-GAAP Tax Rate reflects the tax effect of non-GAAP adjustments and discrete tax items to GAAP taxes.

5. Non-GAAP Net Income excludes amortization expense, the tax effect of non-GAAP adjustments and discrete tax items to GAAP taxes.



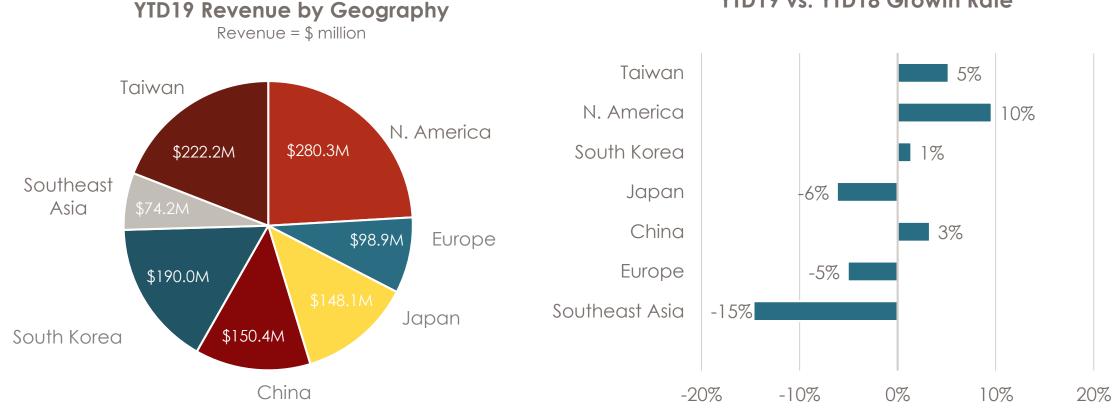
# RESULTS BY SEGMENT<sup>1</sup>



- 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 \$120K, \$695K and \$4,483K for 1Q19, 2Q19 and 3Q19, respectively and severance charges of \$519K and \$2,143K in 1Q19 and 3Q19, respectively.
- 3. Segment profit for MC includes a charge for fair value write-up of inventory of \$3,281K, \$3,379K, and \$2,035K for 3Q18, 4Q18 and 1Q19, respectively. Segment profit for MC includes severance charges of \$724K and \$2,977K for 1Q19 and 3Q19, respectively.
- 4. Segment profit for AMH for 3Q18 includes charges for loss on sale of subsidiary of \$466K. Segment profit for AMH includes severance and restructuring charges of \$460K, \$578K and \$3,135 for 4Q18, 1Q19, and 3Q19, respectively.



# REVENUE BY GEOGRAPHY: Strong growth in Taiwan and N. America







# Summary – Balance Sheet Items

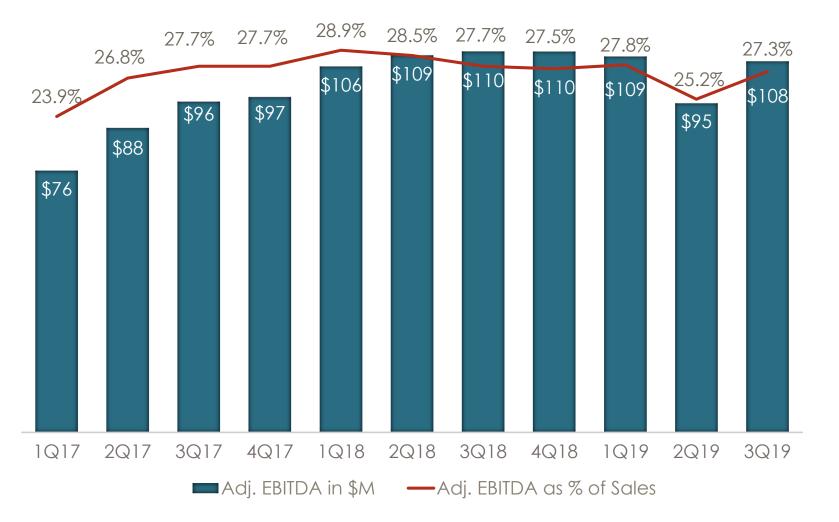
\$ in millions	3Q	19	 2Q	19		30	21
	\$ Amount	% Total	\$ Amount	% Total	\$ Am	ount	
Cash & Cash Equivalents	\$282.7	11.5%	\$521.4	21.5%	\$2	294.9	
Accounts Receivable, net	\$261.3	10.6%	\$218.7	9.0%	\$2	212.7	
Inventories	\$290.3	11.8%	\$261.9	10.8%	\$2	264.1	
Net PP&E	\$470.0	19.0%	\$445.3	18.4%	\$3	393.7	
Total Assets	\$2,467.7		\$2,424.7		\$2,1	03.5	
Current Liabilities <sup>1</sup>	\$213.1	8.6%	\$215.1	8.9%	\$2	211.0	
Long-term debt, excluding current maturities	\$934.1	37.9%	\$933.7	38.5%	\$6	50.6	
Total Liabilities	\$1,347.8	54.6%	\$1,322.2	54.5%	\$1,C	19.8	
Total Shareholders' Equity	\$1,119.9	45.4%	\$1,102.5	45.5%	\$1,C	83.7	
AR – DSOs	60	.5	52	.7		48	8.7
Inventory Turns	3.	2	3.	2		3	3.3



1. Current Liabilities in 3Q19 and 2Q19 includes \$4 million of current maturities of long term debt.

# ADJUSTED EBITDA MARGIN<sup>1</sup>

Adjusted EBITDA and EBITDA Margin



1. See Reconciliation of GAAP Income to Adjusted Operating Income and Adjusted EBITDA in the appendix of this presentation.



# 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 <sup>1</sup>	(\$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 <sup>1</sup>	\$69 - \$76	\$68.2	\$65.6
Non-GAAP EPS	\$0.51 - \$0.56	\$0.50	\$0.46

1. See GAAP to Non-GAAP reconciliation tables in the appendix of this presentation.





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#### NON-GAAP RECONCILIATION TABLE RECONCILIATION OF GAAP GROSS PROFIT TO ADJUSTED GROSS PROFIT

		Three months end	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
Gross profit-GAAP	\$170,350	\$181,716	\$166,274	\$514,017	\$540,091
Adjustments to gross profit:					
Severance and restructuring costs Charge for fair value mark-up of acquired inventory	990	-	-	1,348	-
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 month	
Segment profit-GAAP <sup>1</sup>	September 28, 2019	September 29, 2018	June 29, 2019	September 28, 2019	September 29, 2018
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 end	ed	Nine mor	nths ended
Adjusted segment profit	September 28 2019	, September 29, 2018	June 29, 2019	September 28, 2019	September 29 2018
Specialty Chemicals and Engineered Materials	\$23,700	\$31,210	\$24,695	\$73,465	\$98,859
Microcontamination Control <sup>2</sup>	49,769	9 45,729	43,126	142,977	123,462
Advanced Materials Handling <sup>3</sup>	20,212	2 22,692	15,043	58,200	73,697
Total adjusted segment profit	93,68	99,631	82,864	274,642	2 296,018
Adjusted amortization of intangible assets <sup>4</sup>			-	-	
Adjusted unallocated expenses <sup>5</sup>	5,46	5,738	6,071	17,449	18,510
Total adjusted operating income	\$88,220	) \$93,893	\$76,793	\$257,193	\$ \$277,508

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.

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2. Adjusted segment profit for Specialty Chemicals and Engineered Materials for the three months 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 acquired inventory sold of \$4,483, \$695 and \$5,298, respectively. Adjusted segment profit for the three and nine months ended September 28, 2019 also excludes charges for severance and restructuring of \$2,143 and \$2,662, respectively. 3. Adjusted segment profit for Microcontamination Control for the three and nine months ended September 28, 2019 excludes charges for severance and restructuring of \$2,977 and \$3,701, respectively. Adjusted segment profit for the three months ended September 29, 2018 excludes charges for fair value mark-up of acquired inventory sold of \$3,281, \$2,035 and \$3,489, respectively.

4. Adjusted segment profit for Advanced Materials Handling for the three and nine months ended September 28, 2019 excludes charges for severance and restructuring of \$3,135 and \$3,713, respectively. Adjusted segment profit for the three and nine months ended September 29, 2018 excludes loss on the sale of subsidiary of \$466.

5. Adjusted amortization of intangible assets excludes amortization expense of \$15,152, \$21,419 and \$16,591 for the three months ended September 28, 2019, September 29, 2018 and June 29, 2019, respectively, and \$50,400 and \$45,102 for the nine months ended September 28, 2019 and September 28, 2019 and September 29, 2018, respectively.

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 restructuring of \$248, \$2,170, and \$2,418, respectively.



### NON-GAAP RECONCILIATION TABLE RECONCILIATION OF GAAP TO ADJUSTED OPERATING INCOME AND ADJUSTED EBITDA

	Three months ended			Nine months ended		
\$ in thousands	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 Charge for fair value write-up of	52,793	67,975		155,193	221,381	
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%	13.99	
Adjusted operating margin	22.4%	23.6%	20.3%	22.1%	24.29	
Adjusted EBITDA - as a % of net sales	27.3%	27.7%	25.2%	26.8%	28.49	



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

	Three months ended			Nine mont	hs ended
\$ in thousands, except per share data	September 28, 2019	September 29, 2018	June 29, 2019	September 28, 2019	September 29, 2018
GAAP net income	\$40,767	\$48,060	\$123,997	\$197,422	\$159,971
Adjustments to net income: Charge for fair value write-up of acquired inventory sold	4,483	3,281	695	7,333	3,489
-	-	5,201			
Deal Costs Integration Costs	4,891 2,398	- 752	1,164 1,264	25,602 6,582	5,121 1,949
Severance and restructuring costs	8,503		2,170	12,494	-
Versum termination fee, net	-	-	(122,000)	(122,000)	-
Loss on sale of subsidiary	-	466	-	-	466
Amortization of intangible assets	15,152	21,419	16,591	50,400	45,102
Tax effect of legal entity restructuring Tax effect of adjustments to net income and	-	-	9,398	9,398	-
discrete items <sup>1</sup>	(8,015)	(5,797)	20,153	2,274	(12,209)
Tax effect of Tax Cuts and Jobs Act		(2,560)	-		(418)
Non-GAAP net income	\$68,179	\$65,621	\$53,432	\$189,505	\$203,471
Diluted earnings per common share	\$0.30	\$0.34	\$0.91	\$1.45	\$1.12
Effect of adjustments to net income	\$0.20	\$0.12	(\$0.52)	(\$0.06)	\$0.30
Diluted non-GAAP earnings per common share	\$0.50	\$0.46	\$0.39	\$1.39	\$1.42



### NON-GAAP RECONCILIATION TABLE RECONCILIATION OF GAAP OUTLOOK TO NON-GAAP OUTLOOK

(In millions, except per share data)

Amortization of intangible assets

Diluted non-GAAP earnings per common share

Income tax effect

	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

Entegris

0.13

(0.04)

\$0.51 to \$0.56

### GAAP Segment Trend Data<sup>1</sup>

¢ in the words	Q117	Q117 Q217		Q417	Q118	Q218	Q318	Q418	Q119	Q219	Q319
\$ in thousands 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



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.

### NON-GAAP Segment Trend Data<sup>1</sup>

\$ in thousands	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
Adjusted Segment Profit											
SCEM <sup>2</sup>	\$ 22,563	\$ 28,493	\$ 28,995	\$ 29,534	\$ 30,921	\$ 36,728	\$ 31,210	\$ 28,221	\$ 25,070	\$ 24,695	\$ 23,700
MC <sup>3</sup>	29,380	31,387	37,625	37,686	40,311	37,422	45,729	50,258	50,082	43,126	49,769
AMH <sup>4</sup>	16,132	19,874	20,135	20,409	25,463	25,542	22,692	19,556	22,945	15,043	20,212
Total Adj. Segment Profit	\$ 68,075	\$ 79,754	\$ 86,755	\$ 87,629	\$ 96,695	\$ 99,692	\$ 99,631	\$ 98,035	\$ 98,097	\$ 82,864	\$ 93,681
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%

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 1Q19, 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 2Q17 excludes charges for impairment of equipment and severance of \$884 and \$559, respectively. Adjusted segment profit for MC for 3Q17, 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 3Q17 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.

