



Q3 2023 EARNINGS RELEASE

October 31, 2023

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Non-GAAP Financial Measures. The information included in this presentation includes the non-GAAP financial measures of organic net sales (decline) growth, adjusted operating margin, adjusted EBITDA margin, adjusted diluted earnings per share, adjusted effective tax rate, free cash flow, and consolidated net leverage ratio (as defined in the credit agreement). A reconciliation of these non-GAAP financial measures to the most directly comparable GAAP financial measures are set forth in the appendix. The company believes that these non-GAAP financial measures provide useful information to investors regarding its operational performance, ability to generate cash and its credit position enhancing an investor's overall understanding of its core financial performance. The company believes that these non-GAAP financial measures are commonly used by financial analysts and provide useful information to analysts. Management uses these measures when assessing the performance of the business and for business planning purposes. Note that the definitions of these non-GAAP financial measures may differ from those terms as defined or used by other companies.



BUSINESS UPDATE

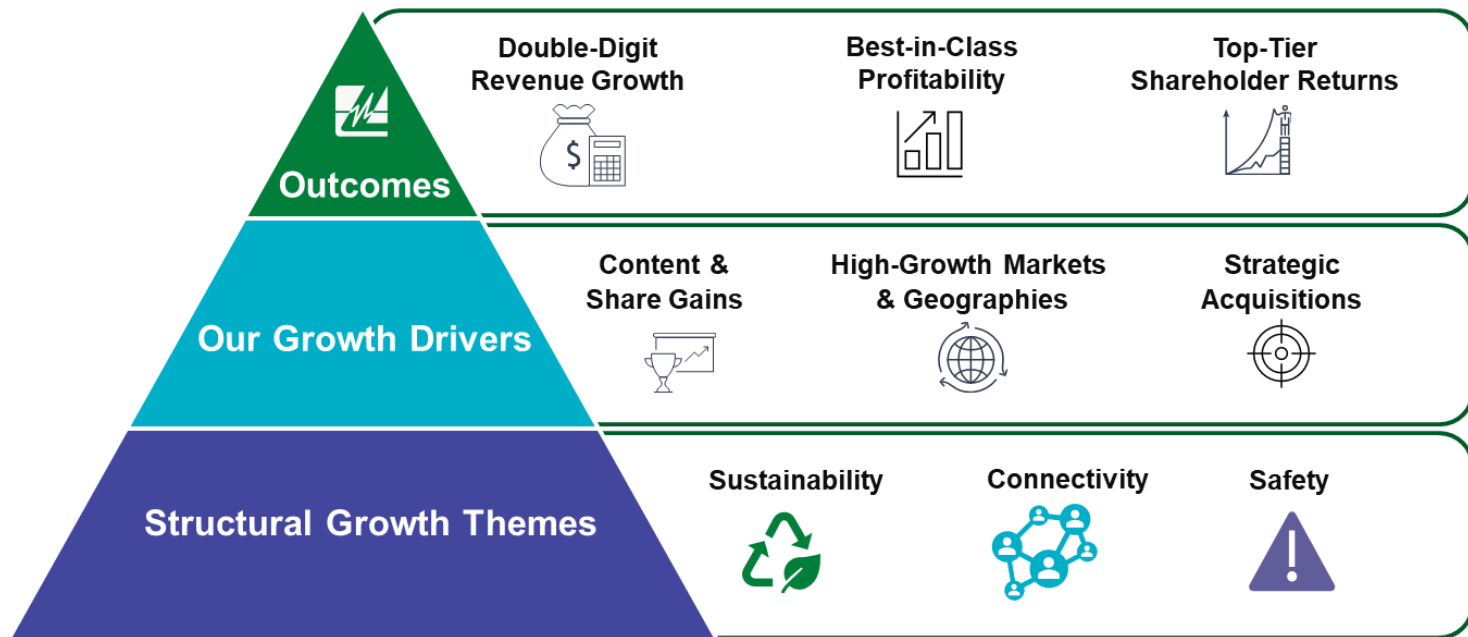
Dave Heinzmann, President & CEO

Q3 2023 SUMMARY

- Solid financial results within a challenging macro environment
 - Revenue & Adj. EPS exceed guidance
 - Resilient business model delivers strong year-to-date cash generation
- Continued varied market dynamics
 - Strong automotive content outgrowth
 - Mixed industrial market trends
 - Ongoing inventory destocking
- Long-term positioning intact amid market cycles
 - Design activity & win rates remain robust
 - Content outgrowth momentum continues
 - Expect to return to growth during 2024

2021 – 2025 **GROWTH STRATEGY**

EMPOWERING A SUSTAINABLE, CONNECTED, AND SAFER WORLD



Our capabilities, investments & diversification deliver significant value

INDUSTRIAL END MARKETS POSITIONED FOR LONG-TERM GROWTH

Q3 2023 Highlights

- Broad solutions-focused portfolio delivering global wins for industrial safety, renewables & energy storage
- Technical expertise enabling next generation advancements in sustainability & safety applications
 - Evolving safety requirements driving incremental opportunities
- High-growth areas more than offsetting pockets of softer industrial demand
 - Renewables, infrastructure, power supply & industrial safety remain strong

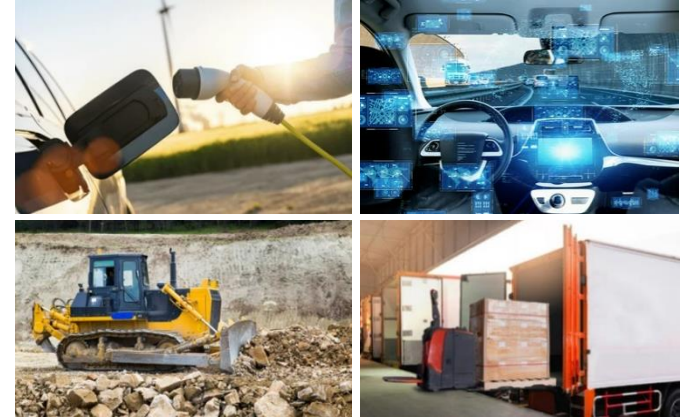


TRANSPORTATION END MARKETS

EXTENDING OUR LEADERSHIP POSITION

Q3 2023 Highlights

- Continued double-digit content outgrowth for broad portfolio of leading passenger vehicle products
 - Electrification & electronification continue to expand & deliver new business opportunities
- Commercial vehicle new business wins across broad range of applications
 - Multi-technology win for EV truck, leveraging expanded solutions offerings including Embed software
 - Construction equipment, truck & bus, recreational vehicles
- Differentiated technical expertise, customer relationships & design support for next generation applications



ELECTRONICS END MARKETS

EXPANDING OUR LEADERSHIP

Q3 2023 Highlights

- Robust design activity for next generation applications
 - Safety – medical lifesaving & implantable devices
 - Connectivity – building security
 - Sustainability – smart water meters, LED lighting
- Breadth of product portfolio increasing opportunities for multi-technology solutions
- Electrification & electronification across multiple end markets & applications continues to accelerate
- Recognized for industry leadership, product innovation & excellence





FINANCIAL UPDATE

Meenal Sethna, EVP & CFO

Q3 2023 TOTAL COMPANY FINANCIAL PERFORMANCE

(in millions)

Revenue



GAAP EPS	\$3.02	\$2.30
Adj. EPS	\$4.28	\$2.97
Adj. EBITDA%	25.9%	22.0%

Highlights

- Revenue (-8%) / (-11%) organic, vs. PY
 - Acquisitions +2%, F/X +1%
- Margins
 - Q3: GAAP operating 15.4%; adjusted 16.5%
 - YTD: GAAP operating 16.2%; adjusted 17.4%; adjusted EBITDA margin 23.1%
- Cash Flow
 - Q3: operating \$162m; free cash flow \$140m
 - YTD: operating \$313m, free cash flow \$250m, +6% vs. PY, 115% conversion
- Capital structure strength; maintained net debt/EBITDA leverage 1.4x

Q3 2023 ELECTRONICS SEGMENT

FINANCIAL PERFORMANCE

(in millions)

Revenue



Op Margin	28.5%	22.4%
Adj. EBITDA%	33.3%	28.1%

Highlights

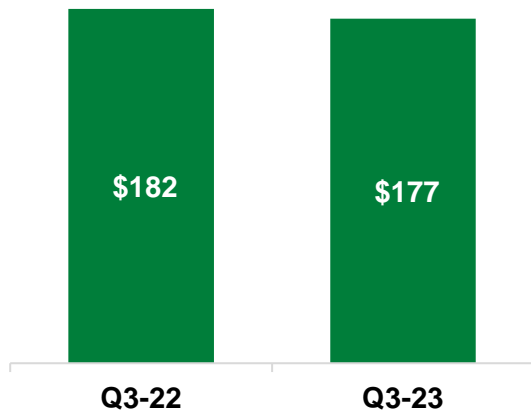
- Revenue (-14%) / organic (-17%), vs. PY
 - Stronger than expected, worked through semiconductor backlog
- Continued softness within consumer & personal electronics, datacom; Partial offset from medical, auto, some industrial markets
- Resilient profitability through volatile end markets & inventory rebalancing

Q3 2023 TRANSPORTATION SEGMENT

FINANCIAL PERFORMANCE

(in millions)

Revenue



Op Margin	7.1%	5.5%
Adj. EBITDA%	13.4%	11.2%

Highlights

- Revenue (-3%) / organic (-4%), vs. PY
- Passenger vehicle growth +12%
 - Several new platform launches, mainly China
- Commercial vehicle business (-16%)
 - Continued inventory destocking, ongoing China weakness
- Actions to drive progress towards mid-teens operating margin
 - Operational footprint shifts
 - Cost structure reductions
 - Optimization of product / customer mix



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See appendix for GAAP to non-GAAP reconciliation

Q3 2023 INDUSTRIAL SEGMENT

FINANCIAL PERFORMANCE

(in millions)

Revenue



Op Margin	15.3%	15.3%
Adj. EBITDA%	18.1%	20.1%

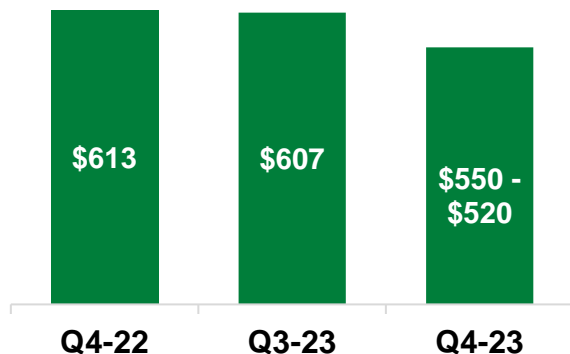
Highlights

- Revenue +8% / organic +5%, vs. PY
- Continued wins across higher-growth end markets
 - Renewables, energy storage & EV infrastructure
- Maintained strong profitability amidst signs of select industrial market softness

Q4 2023 GUIDANCE

(in millions)

Revenue



GAAP EPS	\$3.74	\$2.30	-
Adj. EPS	\$3.34	\$2.97	\$1.90 - \$2.10

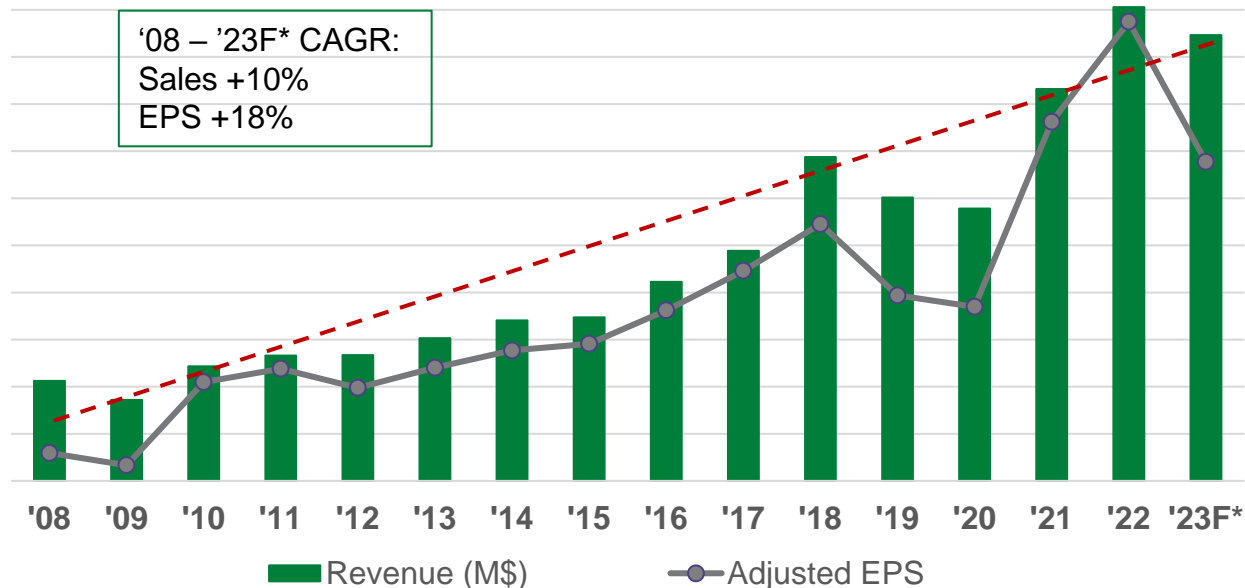
Highlights

- Q4 macro view...expect continuation into 2024
 - Continued reduction of inventory across distribution partners & some of our OEMs
 - Some industrial end market softness
- Q4 Sales (-13%) vs. PY; (-12%) sequential
 - Decline across all segments with typical seasonality...led by electronics segment
 - Commercial vehicle business...product line pruning ~(-1%)
- Q4 EPS \$1.90 - \$2.10
 - Impact mainly from sales volume de-leverage
 - Adj. tax rate ~18%

FULL YEAR 2023 CONSIDERATIONS / EXPECTATIONS

- Better than historical financial performance vs. prior market cycles
 - Positioned for upper-teens FY23 operating margin
- F/X neutral to sales at current F/X rates, ~(-\$0.35) EPS impact
 - ~(-50bps) impact to margins
- Other Assumptions
 - \$66m amortization expense
 - \$40m interest expense at current rates
 - Adj. tax rate 18.6%
- Expect 100% free cash flow conversion of net income
 - \$90 - \$100m in capital expenditures

DIVERSIFICATION OF TECHNOLOGIES, END MARKETS & GEOGRAPHIES DELIVERS DOUBLE-DIGIT REVENUE & EARNINGS CAGR



- Expanding leadership in core markets while prioritizing strategic investments to bolster diversified portfolio
- Flexible cost structure to drive improved profitability through cycles
- Proven team with history of successfully managing through dynamic environments

Resilient business model & strong growth strategy

APPENDIX



SUPPLEMENTAL FINANCIAL INFORMATION

LITTELFUSE, INC.
SUPPLEMENTAL FINANCIAL INFORMATION

(In millions of USD except per share amounts - unaudited)

Non-GAAP EPS reconciliation

	Q3-23	Q3-22
GAAP diluted EPS	\$ 2.30	\$ 3.02
EPS impact of Non-GAAP adjustments (below)	0.67	1.26
Adjusted diluted EPS	\$ 2.97	\$ 4.28

Non-GAAP adjustments - (income) / expense

	Q3-23	Q3-22
Acquisition-related and integration costs (a)	\$ 1.8	\$ 6.2
Purchase accounting inventory adjustments (b)	—	6.8
Restructuring, impairment and other charges (c)	4.5	3.4
Non-GAAP adjustments to operating income	6.3	16.4
Other income, net (d)	—	—
Non-operating foreign exchange loss	11.8	18.2
Non-GAAP adjustments to income before income taxes	18.1	34.6
Income taxes (e)	1.2	3.0
Non-GAAP adjustments to net income	\$ 16.9	\$ 31.6
Total EPS impact	\$ 0.67	\$ 1.26

Adjusted operating margin / Adjusted EBITDA reconciliation

	Q3-23	Q3-22	YTD-23
Net income	\$ 57.8	\$ 75.5	\$ 216.6
Add:			
Income taxes	17.5	20.5	53.0
Interest expense	10.1	8.4	29.8
Foreign exchange loss	11.8	18.2	8.7
Other (income) expense, net	(3.5)	(0.7)	(11.8)
GAAP operating income	\$ 93.6	\$ 121.9	\$ 296.3
Non-GAAP adjustments to operating income	6.3	16.4	22.2
Adjusted operating income	\$ 99.9	\$ 138.3	\$ 318.5
Amortization of intangibles	16.0	15.6	49.8
Depreciation expenses	17.9	17.0	53.5
Adjusted EBITDA	\$ 133.8	\$ 170.9	\$ 421.8
Net sales	\$ 607.1	\$ 658.9	\$ 1,828.9
Net income as a percentage of net sales	9.5 %	11.5 %	11.8 %
Operating margin	15.4 %	18.5 %	16.2 %
Adjusted operating margin	16.5 %	21.0 %	17.4 %
Adjusted EBITDA margin	22.0 %	25.9 %	23.1 %

Net sales reconciliation

	Q3-23 vs. Q3-22			
	Electronics	Transportation	Industrial	Total
Net sales (decline) growth	(14)%	(3)%	8 %	(8)%
Less:				
Acquisitions	2 %	— %	3 %	2 %
FX impact	1 %	1 %	— %	1 %
Organic net sales (decline) growth	(17)%	(4)%	5 %	(11)%

(a) reflected in selling, general and administrative expenses ("SG&A").

(b) reflected in cost of sales.

(c) reflected in restructuring, impairment and other charges.

(d) reflected YTD gain of \$0.2 million from the sale of a building within the Electronics segment in the first quarter of 2023. 2022 amount included \$0.5 million gain from the sale of a building within Transportation segment.

(e) reflected the tax impact associated with the non-GAAP adjustments, and 2022 year-to-date amount includes the one-time net benefit of \$7.2 million that resulted from the dissolution of one of the Company's affiliates.

SUPPLEMENTAL FINANCIAL INFORMATION CONT'D

LITTELFUSE, INC.

SUPPLEMENTAL FINANCIAL INFORMATION

(In millions of USD except per share amounts - unaudited)

Income tax reconciliation

	Q3-23	YTD-23
Income taxes	\$ 17.5	\$ 53.0
Effective rate	23.3 %	19.7 %
Non-GAAP adjustments - income taxes	1.2	3.2
Adjusted income taxes	\$ 18.7	\$ 56.2
Adjusted effective rate	20.0 %	18.7 %

Free cash flow reconciliation

	Q3-23	YTD-23
Net cash provided by operating activities	\$ 161.5	\$ 313.1
Less: Purchases of property, plant and equipment	(21.7)	(63.2)
Free cash flow	\$ 139.8	\$ 250.0

SUPPLEMENTAL FINANCIAL INFORMATION CONT'D

LITTELFUSE, INC.

SUPPLEMENTAL FINANCIAL INFORMATION

(In millions of USD except per share amounts - unaudited)

	As of September 30, 2023
Consolidated Total Debt	
Consolidated Total Debt	\$ 992.6
Unamortized debt issuance costs	4.0
Consolidated funded indebtedness	996.6
Cash held in U.S. (up to \$400 million)	155.6
Net debt	\$ 841.0
Consolidated EBITDA	Twelve Months Ended September 30, 2023
Net Income	\$ 309.7
Interest expense	38.9
Income taxes	63.1
Depreciation	70.2
Amortization	65.6
Non-cash additions:	
Stock-based compensation expense	24.0
Purchase accounting inventory step-up charge	4.1
Unrealized loss on investments	1.2
Impairment charges	9.2
Other	(3.7)
Consolidated EBITDA (1)	\$ 582.3

Consolidated Net Leverage Ratio (as defined in the Credit Agreement) * 1.4x

* Our Credit Agreement and Private Placement Note with maturities ranging from 2023 to 2032, contain financial ratio covenants providing that if, as of the last day of each fiscal quarter, the Consolidated Net Leverage ratio at such time for the then most recently concluded period of four consecutive fiscal quarters of the Company exceeds 3.50:1.00, an Event of Default (as defined in the Credit Agreement and Private Placement Senior Notes) is triggered.

The Credit Agreement and Private Placement Senior Notes were amended in Q2 2022 and now allow for the addition of acquisition and integration costs up to 15% of Consolidated EBITDA and the netting of up to \$400M of Available Cash (Cash held by US Subsidiaries).

(1) Represents Consolidated EBITDA as defined in our Credit Agreement and Private Placement Senior Notes and is calculated using the most recently concluded period of four consecutive quarters.



SUPPLEMENTAL FINANCIAL INFORMATION CONT'D

LITTELFUSE, INC.

SUPPLEMENTAL FINANCIAL INFORMATION

(In millions of USD except per share amounts - unaudited)

Adjusted EBITDA by Segment	Q3-23			Q3-22		
	Electronics	Transportation	Industrial	Electronics	Transportation	Industrial
GAAP operating income	\$ 77.0	\$ 9.7	\$ 13.2	\$ 113.1	\$ 13.0	\$ 12.2
Add:						
Add back amortization	9.8	3.6	2.6	9.7	4.7	1.2
Add back depreciation	9.8	6.6	1.5	9.4	6.7	1.0
Adjusted EBITDA	\$ 96.6	\$ 19.9	\$ 17.3	\$ 132.2	\$ 24.4	\$ 14.4
Adjusted EBITDA Margin	28.1 %	11.2 %	20.1 %	33.3 %	13.4 %	18.1 %

SUPPLEMENTAL FINANCIAL INFORMATION CONT'D

LITTELFUSE, INC.

SUPPLEMENTAL FINANCIAL INFORMATION

(In millions of USD except per share amounts - unaudited)

Non-GAAP EPS reconciliation

	Q4-22
GAAP diluted EPS	\$ 3.74
EPS impact of Non-GAAP adjustments (below)	(0.40)
Adjusted diluted EPS	<u>\$ 3.34</u>

Non-GAAP adjustments - (income) / expense

	Q4-22
Acquisition-related and integration costs (a)	\$ 2.8
Purchase accounting inventory adjustments (b)	4.0
Restructuring, impairment and other charges (c)	5.7
Gain on sale of fixed assets (d)	—
Non-GAAP adjustments to operating income	12.5
Other expense (income), net (e)	—
Non-operating foreign exchange (gain) loss	(15.7)
Non-GAAP adjustments to income before income taxes	(3.2)
Income taxes (f)	6.8
Non-GAAP adjustments to net income	<u>\$ (10.0)</u>
Total EPS impact	<u>\$ (0.40)</u>

(a) reflected in selling, general and administrative expenses ("SG&A").

(b) reflected in cost of sales.

(c) reflected in restructuring, impairment and other charges.

(d) reflected a gain of \$4.1 million recorded in SG&A during the fourth quarter of 2021 for a total year-to-date gain of \$5.0 million from the sale of two buildings within the Electronics segment during 2021.

(e) 2022 year-to-date amount included \$0.5 million gain from the sale of a building within the Transportation segment. Q4 2021 included a \$19.9 million non-cash pension settlement charge, a \$0.7 million charge for an asset retirement obligation related to the disposal of a business in 2019 and a \$0.2 million increase in coal mining reserves. 2021 year-to-date amount also included \$0.5 million of impairment charges on certain other investments.

(f) reflected the tax impact associated with the non-GAAP adjustments.