



Investor Presentation

November 2018



Expertise Applied | Answers Delivered

Forward Looking Statements

Important Information About Littelfuse, Inc.

This presentation does not constitute or form part of, and should not be construed as, an offer or solicitation to purchase or sell securities of Littelfuse, Inc. and no investment decision should be made based upon the information provided herein. Littelfuse strongly urges you to review its filings with the Securities and Exchange Commission, which can be found at investor.littelfuse.com/sec.cfm. This website also provides additional information about Littelfuse.

“Safe Harbor” Statement under the Private Securities Litigation Reform Act of 1995.

The statements in this press release that are not historical facts are intended to constitute “forward-looking statements” entitled to the safe-harbor provisions of the PSLRA. These statements may involve risks and uncertainties, including, but not limited to, risks relating to product demand and market acceptance; economic conditions; the impact of competitive products and pricing; product quality problems or product recalls; capacity and supply difficulties or constraints; coal mining exposures reserves; failure of an indemnification for environmental liability; exchange rate fluctuations; commodity price fluctuations; the effect of Littelfuse, Inc.’s (“Littelfuse” or the “Company”) accounting policies; labor disputes; restructuring costs in excess of expectations; pension plan asset returns less than assumed; uncertainties related to political or regulatory changes; the integration of the recently acquired business of IXYS Corporation (“IXYS”) and the risk that expected benefits, synergies and growth prospects of the acquisition of IXYS may not be achieved in a timely manner, or at all; and other risks which may be detailed in the Company’s Securities and Exchange Commission filings. Should one or more of these risks or uncertainties materialize or should the underlying assumptions prove incorrect, actual results and outcomes may differ materially from those indicated or implied in the forward-looking statements. This presentation should be read in conjunction with information provided in the financial statements appearing in the Company’s Annual Report on Form 10-K for the year ended December 30, 2017. For a further discussion of the risk factors of the Company, please see Item 1A. “Risk Factors” to the Company’s Annual Report on Form 10-K for the year ended December 30, 2017.

Use of Non-GAAP Financial Measures

The information provided in this presentation includes certain non-GAAP financial measures, including Adjusted Earnings per Share. This non-GAAP financial measure should not be considered in isolation or a substitute for the comparable GAAP financial measures. A reconciliation of this non-GAAP financial measure to the most directly comparable GAAP financial measure is included in the appendix of this presentation.

Littelfuse: PROTECT | CONTROL | SENSE

- Designer, manufacturer, and seller of components and modules for circuit protection, power control, and sensing
- Focused on improving the safety, reliability and performance of our customers' products and systems that use electrical energy
- Global footprint of sales, manufacturing and product development across 15+ countries
- 2017 Proforma sales: \$1.6 billion*
- Strong operating margins and cash flow generation
- 12,000 dedicated and innovative employees
- Headquartered in Chicago, IL



Global Manufacturer of Leading Technologies in Circuit Protection, Power Control and Sensing

Electronics (64%*)



Passive Products

Semiconductor Products

Sensor Products



Automotive (29%*)



Passenger Car Fuse Products

Automotive Sensor Products

Commercial Vehicle Products



Industrial (7%*)



Fuse Products

Protection Relays / Custom

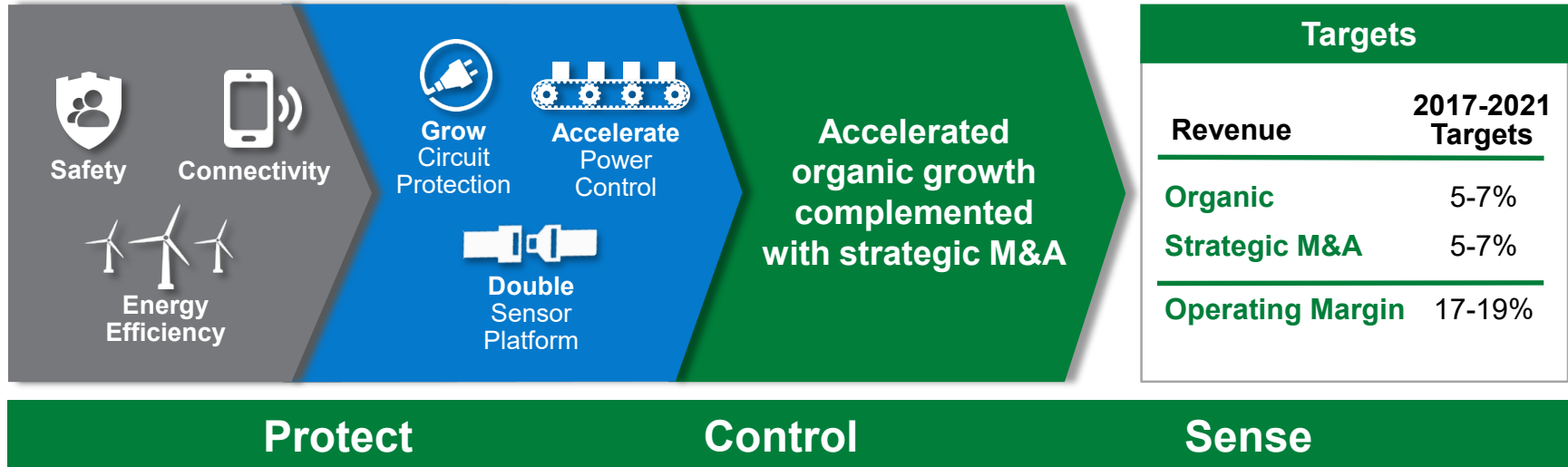


Sold in over 150 countries, products are found in automotive and commercial vehicles, industrial applications, telecom, medical devices and consumer products

2017 – 2021 Strategy

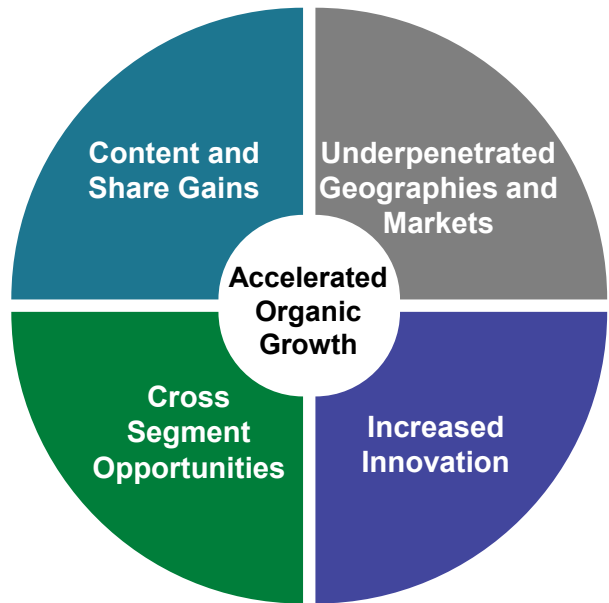
Five Year Mission

Drive double-digit growth by accelerating organic growth and investing in strategic acquisitions

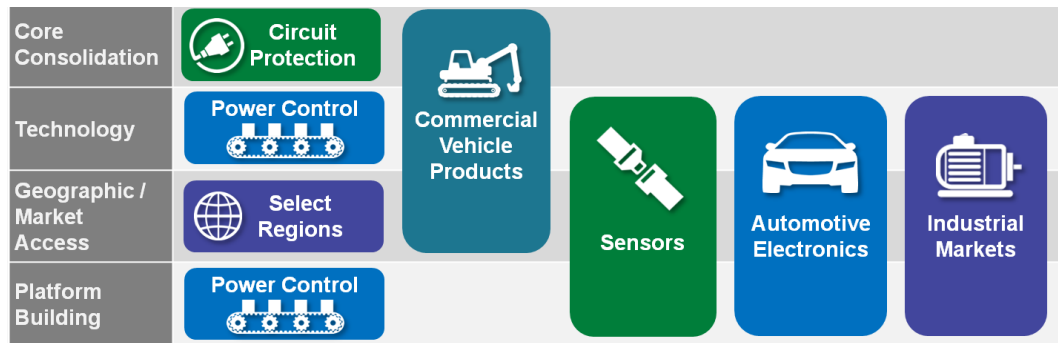


Driving Double Digit Revenue Growth

Accelerate Organic Growth



Continue Strategic Acquisitions



IXYS Acquisition

Global Player in Power Semiconductors

Strategic Rationale

- Significant expansion into industrial electronics OEM markets
- Increased long term penetration of power control products into automotive markets
- Capture high growth end-markets such as renewable energy, EV charging infrastructure and industrial motor drive
- Economies of scale to leverage technology and customer facing operational structures

Financial Highlights

- Closed January 17, 2018
- \$375M TTM revenue as of Q3 2018
- 20 cents accretive to 2018 Adjusted EPS
- Targeting more than \$30M of annualized cost savings by the end of 2019
- Long term revenue synergy opportunities given companies complementary offerings

Electronics Segment Overview

\$662M 2017 Revenue

Passive Products

Semiconductor Products

Sensor Products

*Long term organic revenue
growth rate: 4 - 6%*

- Electronification
- Smart / connected devices (IoT)
- Legislation and consumer demand driving energy efficiency



Market
Information

- ~ \$4.0 Billion market*
- Growing number of applications requiring circuit protection
- Market need for innovative power control products



Drivers



LFUS Competitive
Advantage

- Brand strength / recognition
- Product portfolio breadth
- Global presence and customer access
- Diversified customers and end markets
- Strategic channel partnerships

Automotive Segment Overview

\$453M 2017 Revenue

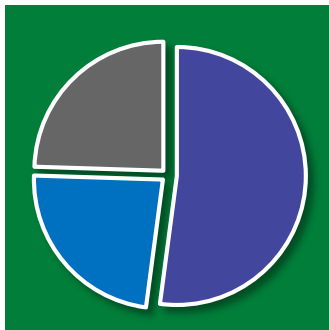
Passenger Car Fuse Products

Automotive Sensor Products

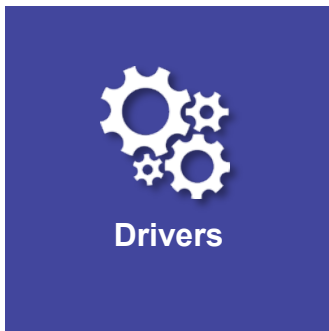
Commercial Vehicle Products

*Long term organic revenue
growth rate: 7 - 9%*

- Electrification of vehicles
- Safety focus
- Increase in comfort and assist functions
- Autonomous driving



- ~ \$2.5 Billion market*
- Content increase drives growth in excess of car builds
- OEMs value supply chain on a global basis



- Global presence
- Brand reputation and quality
- Close OEM and Tier 1 engineering relationships
- Product breadth
- Technical expertise

Industrial Segment Overview

\$106M 2017 Revenue

Fuse Products

Protection Relays/Custom

*Long term organic revenue
growth rate: 2 - 4%*

- Heavy industry
(mining / oil & gas)
- General industrial
- Commercial construction
- Alternative energy
(electric vehicle, solar,
storage, wind)

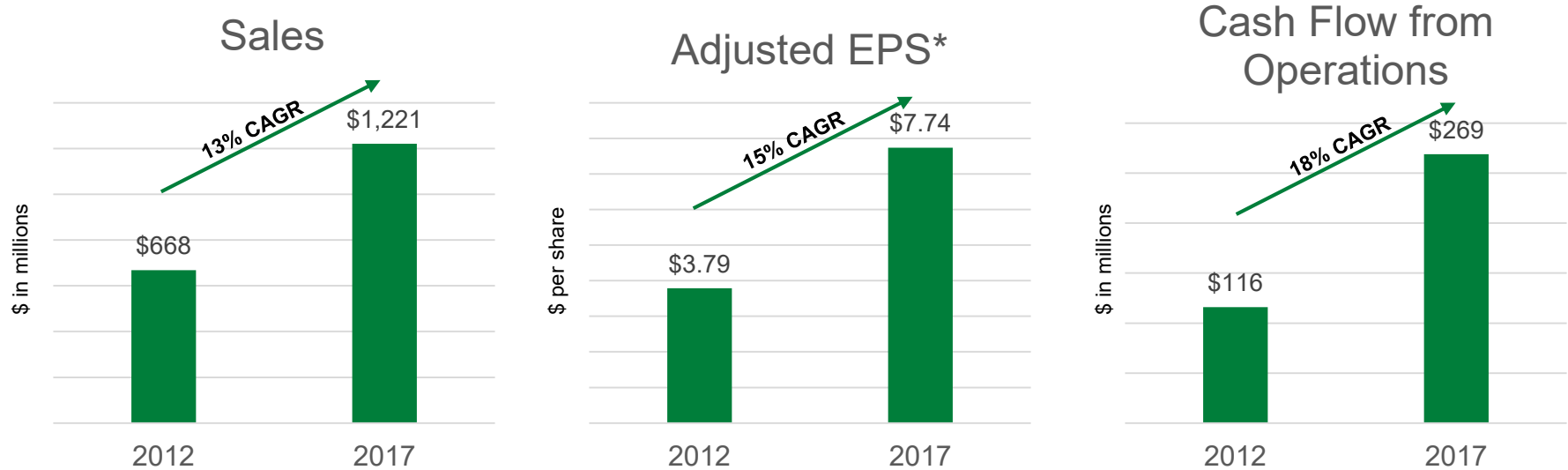


- ~ \$1.5 Billion market*
- GDP growth, adjusted for negative impact of oil & gas and mining
- Current portfolio largely North America based



- Brand reputation for excellent product, service, and support
- Strong relationships with distribution channels & key customers
- Ability to selectively leverage Electronics channel access

Strong Track Record of Revenue Growth Drives Strong Earnings and Cash Generation



What We Expect to Deliver:

Continued Strong Financial Performance



Double Digit Sales Growth

- 5% - 7% accelerated organic revenue growth
- 5% - 7% growth from strategic acquisitions



Double Digit EPS Growth

- 17% - 19% operating margins
- 21% - 23% EBITDA margins



Free Cash Flow Approximates Net Income

- Strong track record of free cash flow generation
- Capex continues at 4% - 5% of revenue



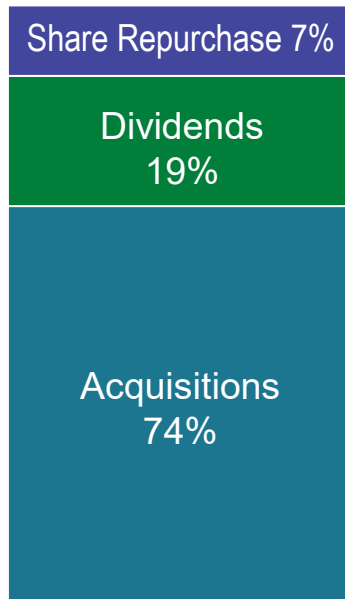
Balanced Capital Allocation

- Return 40% of free cash flow to shareholders
- Remainder to focus on strategic acquisitions

Capital Deployment:

Balancing Reinvestment while Delivering Value to Shareholders

2013 – 2017 Free Cash* Deployment



Cash Priorities

Disciplined Reinvestment to
Drive Organic Growth

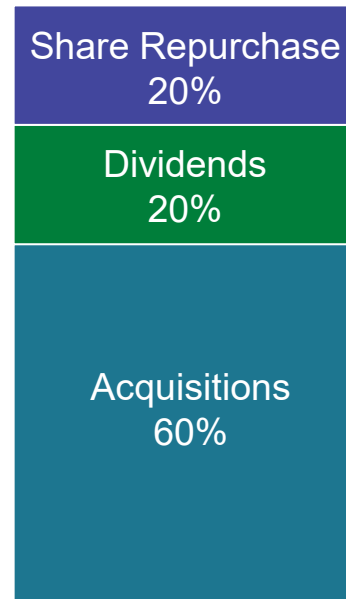
Target Debt / EBITDA Leverage
Remains 1.0x to 2.5x

Acquisitions that Align
to Strategy and
Financial Targets

Grow Dividend in Line
with Earnings

Opportunistic Share
Repurchases

Future Free Cash* Deployment



Compelling Investment Proposition: A Proven Source of Growth and Value Creation

Accelerated organic growth

- Deliver innovative, high-quality solutions for a safer, greener and increasingly connected world
- Focus investments on high growth end markets
- Support customers through continued execution focus



Double digit earnings growth

- Focus on high margin niches
- Invest in organic growth while managing costs through operational excellence and scale
- Long-term cash tax rate of 17-19%



Continue diversified growth through strong acquisition pipeline

- Target strategic acquisitions that align with financial metrics
- Robust acquisition integration playbook to drive value creation



Balanced capital allocation

- Free cash flow greater than net income, led by strong working capital management
- Balance reinvestment with return to shareholders



Experienced Leadership Team Driving Results



Littelfuse®

Expertise Applied | Answers Delivered



Appendix

Appendix – 2012 to 2017 Non-GAAP measures

(\$ in millions, except per share data)

	2012	2017
As Reported (GAAP)		
Revenue	\$ 667.9	\$ 1,221.5
Operating Income	106.9	218.5
Operating Margin	16.0%	17.9%
Diluted EPS (Earnings per share)	\$3.37	\$5.21
Special Items		
Reed switch manufacturing transfer costs	\$ -	\$ -
Restructuring	-	2.2
Impairment charges	7.8	-
U.S. pension wind-up and settlement cost	5.4	-
Acquisition & Divestiture expenses	1.3	8.1
Non-Operating Foreign Exchange (gain)/loss	-	2.4
Total Special Items	14.5	12.7
Total EPS impact	\$ 0.42	\$ 2.53
Adjusted (Non-GAAP)		
Revenue	\$ 667.9	\$ 1,221.5
Operating Income	114.1	228.9
Operating Margin	17.1%	18.7%
Diluted EPS (Earnings per share)	\$ 3.79	\$ 7.74