

















# INVESTOR PRESENTATION

FEBRUARY 2025



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Non-GAAP Financial Measures. The information included in this presentation includes the non-GAAP financial measures of organic net sales 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 free cash flow is a useful measure of its ability to generate cash. 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.



# LITTELFUSE: A DIVERSIFIED, INDUSTRIAL TECHNOLOGY COMPANY **EMPOWERING** A SUSTAINABLE, CONNECTED, AND SAFER WORLD



- **\$2.2B** diversified, industrial technology company(1)
- 16,000 innovative employees in over 20 countries
- **Designer & manufacturer** of leading technologies that improve the safety, reliability & performance of our customer's products that use electrical energy
- Broadening technology portfolio & industry-leading technical expertise
- **Increasing content & share** gains in industrial, transportation & electronics applications
- Expanding presence in highgrowth markets & geographies

- **15-year** double-digit CAGR: Sales 11%, EPS 22%(2)
- Capital allocation aligned to deliver growth & shareholder value
- Driving a positive sustainable impact through our products & programs

(1) FY 2024 (2) 2009 - 2024

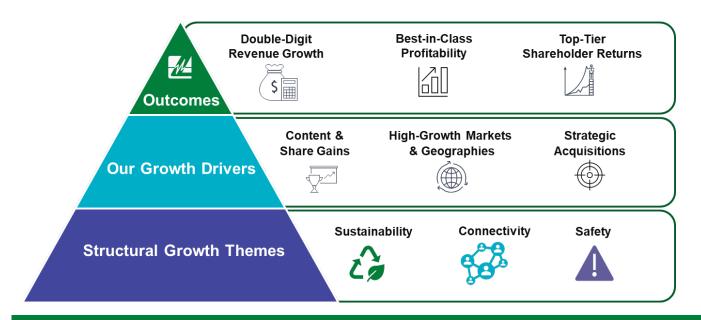
# 2024 HIGHLIGHTS



Well positioned for 2025 earnings expansion driven by broad technology capabilities, diverse end market exposures & strong balance sheet



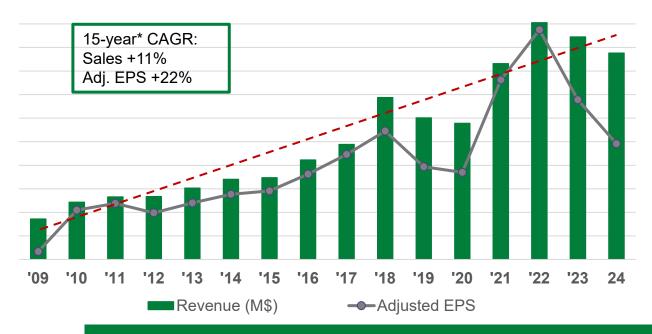
# 2021 – 2025 **GROWTH** STRATEGY



Our capabilities, investments & diversification deliver significant value



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

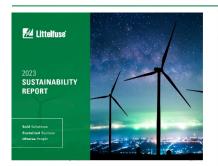


- Expanding leadership in core markets while prioritizing strategic investments to bolster diversified portfolio
- Flexible cost structure drives improved profitability through cycles
- Proven team with history of successfully executing through dynamic environments

Strong track record of leading financial performance



# 2023 **SUSTAINABILITY** REPORT HIGHLIGHTS



#### Our Approach

Sustainability isn't just a concept; it's integrated into our business strategy, processes, and daily actions. Innovation and collaboration are at the heart of our sustainability journey.

#### **Environment**

24%

reduction in GHG intensity since 2019

Goal: 38% by 2035

46%

of our manufacturing sites utilize renewable energy

**Established site-level Annual GHG and Water Target** 

37%

increase in water recycling

3-year consecutive reduction in hazardous waste

#### Social

22.5%

females in leadership, an increase of 1.5% from prior year

**Enhanced leadership training** and coaching program

3 Sites

Maintained 0 workplace injuries for 3+ consecutive years

805

Critical suppliers screened for ESG risk

91%

of employees agree their manager sets a good example for ethical behavior

#### Governance

**Local Ethics Ambassadors** program launched at 28 largest locations

30,200

hours ethics & compliance training



**Gold Rating EcoVadis** Program (94th Percentile)



**Obtained Third-party Verified GHG Data** 

**Enhanced Workplace Investigation Program & Training** 

Framework and Disclosure Programs:















# INCREASING COMPLEXITY DRIVES CONTENT **OPPORTUNITIES**



# Connectivity

- **Flectronification**
- **Digital Transformation**
- Artificial Intelligence
- **Mobility**



# Sustainability

- Renewables
- **Flectrification**
- **Power Optimization**

# Our capabilities enable high-growth applications

- Renewables
- Energy storage
- Power conversion
- Building systems
- Data center & cloud
- Industrial safety
- Mobility

# Safety

- **Increasing Safety** Standards
- More Electrification = More Protection

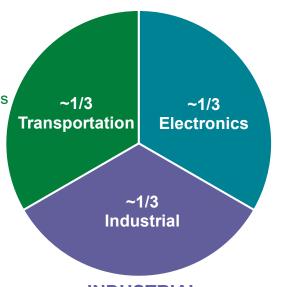
Positioned to serve long-term structural growth themes



# BALANCED, DIVERSE & GLOBAL END MARKET EXPOSURE NO MARKET REPRESENTS AN OUTSIZED PORTION OF REVENUE

#### **TRANSPORTATION**

- Commercial Vehicles
  - Material Handling Equipment
  - Heavy-Duty Truck & Bus
  - Off-Road & Recreational Vehicles
  - Construction Equipment
  - Agricultural Machinery
- Passenger Vehicles
- Rail
- Aerospace



#### **ELECTRONICS**

- Data Center & Communication Infrastructure
- **Building Technologies & Automation**
- **Appliances**
- **Medical Devices**
- Gaming & Entertainment
- Consumer Electronics (~10% total company revenue)

#### INDUSTRIAL

- Renewable Energy
- **Industrial Motor Drives**
- Factory Automation
- Heavy Industry

- Energy Storage
- Industrial Safety
- HVAC
- EV Charging Infrastructure (CVs & PVs)



Diversification expands global addressable market opportunities to \$20+B\*

# PROVEN GO TO MARKET STRATEGY BROAD GLOBAL ACCESS & REACH



Scale of product offering, diversification of applications +17 billion components sold annually to 100,000+ customers

Deep OEM Relationships

Expansive customer reach Local customer support Application breadth

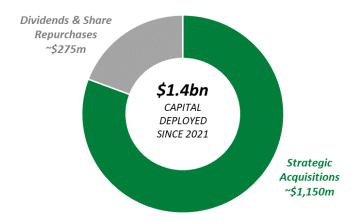
Long-term product life cycles Customer-driven innovation Technical application expertise

Leveraging broad go to market playbook to enhance portfolio diversification strategy



# **CASH GENERATION & CAPITAL DEPLOYMENT**

- Well-positioned business model & execution drive robust longterm cash generation
  - Disciplined approach to working capital management
  - Strong balance sheet supports capital deployment strategy
    - Net leverage ratio ~1.2x
  - Prioritizing growth investments
- 2024 capital deployment returned \$108m to shareholders
  - \$41m via share repurchase
  - \$67m dividend payout
- Consistent prioritization of capital deployment
  - Organic investments
  - Strategic acquisitions
  - Dividends & share repurchases



# Driving long-term shareholder value



# LONG-TERM HISTORY OF DISCIPLINED AND STRATEGIC M&A



### **Strategic Acquisitions Bolster Long-Term Growth Strategy**



# **PRIORITIZED** DEPLOYMENT OF CASH

#### **GROWTH INVESTMENTS** DRIVE **INCREASING** VALUE FOR SHAREHOLDERS

# ORGANIC INVESTMENTS

#### Programs that:

- Drive revenue growth
- Advance internal capabilities
- Enhance productivity
- Maintain cost leadership

# INORGANIC INVESTMENTS

- Strategic acquisitions to enhance organic growth
- Value driven integration drives target financial returns
- Additional resources to drive M&A integration

#### RETURN TO SHAREHOLDERS

#### Dividends

- 12 years of growing dividend
- 12% CAGR since inception
- Grow in line with earnings

#### Share Repurchases

- Opportunistic
- Excess cash available to deploy



# WHY INVEST IN LITTELFUSE **RESILIENT BUSINESS MODEL & GROWTH STRATEGY**

Strength of technologies & capabilities enabling growth themes

Long-term track record of double-digit sales growth & leveraged earnings

Sustained profitability & cash generation

Growth oriented capital deployment driving best-inclass returns

Strong execution led by proven business model

















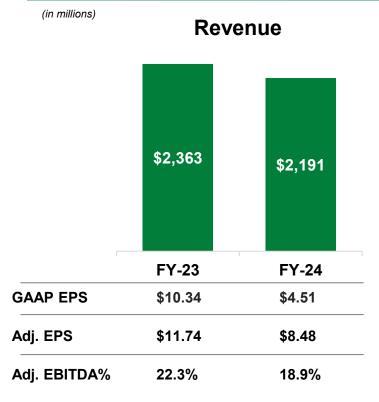




# **APPENDIX**

# FY 2024 TOTAL COMPANY

## FINANCIAL PERFORMANCE



### **Highlights**

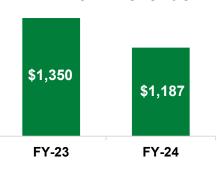
- Revenue (-7%) vs PY (reported & organic)
  - Includes ~2% portfolio pruning headwind
- GAAP op margin 7.8%; Adjusted op margin 12.9%
  - Lower sales & related deleverage offset operational execution
  - 30bps unfavorable impact from FX & commodities
- Effective tax rate: GAAP 31.4%; Adj. 21.0%
- FY Op cash flow \$368m; Free cash flow \$292m
  - Well above +100% conversion rate target



# **ELECTRONICS PRODUCT SEGMENT**

(in millions)





Op Margin	22.3%	14.2%
Adj. EBITDA%	28.1%	20.9%







#### **Growth & Profitability Drivers**

- High-growth markets: Building & home technologies, data centers, telecom, power supplies, motor drives, medical, factory automation, renewables, automotive electronics
- Electronification & electrification driving content growth
- Leverage strong relationships through channel & OEM partnerships
- Structural through-cycle margin enhancements led by portfolio diversification & consistent execution
  - 2021 2025 Operating Margin Target: 20+%
- Enhance growth strategy with value-add acquisitions

# TRANSPORTATION PRODUCT SEGMENT

(in millions)

#### FY 2024 Revenue



	FY-23	FY-24
Op Margin	5.0%	10.3%
Adj. EBITDA%	11.2%	15.6%







#### **Growth & Profitability Drivers**

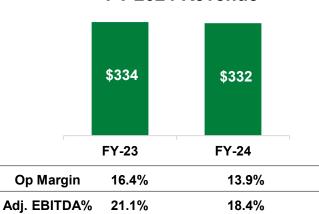
- Global electronification & electrification positioning driving content growth
- Balanced product offering: Core ICE & low voltage leadership, innovative high voltage EV enabler
  - Driving continued content outgrowth
- Enhanced global commercial vehicle presence
- Margin expansion led by operational excellence, pricing, cost actions and pruning
  - 2021 2025 Operating Margin Target: Mid-teens %
- Product capabilities & margin enhancements via acquisitions



# **INDUSTRIAL PRODUCT SEGMENT**

(in millions)

#### FY 2024 Revenue









### **Growth & Profitability Drivers**

- High-Growth Markets: Renewables, energy storage, data center, charging infrastructure, automation, industrial safety
- Margin expansion driven by volume leverage and operational execution
  - 2021 2025 Operating Margin Target: High-teens %
- Adjacent market & application expansion with opportunities for increased customer content
- Expand market presence, enhance growth strategy with acquisitions

Non-GAAP EPS reconciliation			
	Y	TD-24	 YTD-23
GAAP diluted EPS	\$	4.51	\$ 10.34
EPS impact of Non-GAAP adjustments (below)	_	3.97	1.40
Adjusted diluted EPS	\$	8.48	\$ 11.74
Non-GAAP adjustments - (income) / expense ( in millions)			
	Y	TD-24	 YTD-23
Acquisition-related and integration costs (a)	\$	5.1	\$ 11.7
Restructuring, impairment and other charges (b)		108.4	16.5
Gain on sale of fixed assets (c)		(1.5)	
Non-GAAP adjustments to operating income		112.0	28.2
Other expense (income), net (d)		1.3	(0.2)
Non-operating foreign exchange (gain) loss		(9.2)	 12.3
Non-GAAP adjustments to income before income taxes		104.1	40.3
Income taxes (e)		4.7	 5.0
Non-GAAP adjustments to net income		99.4	35.3
Total EPS impact	\$	3.97	\$ 1.40

Note: Total will not always foot due to rounding.

<sup>(</sup>d) 2024 included \$1.8 million increase in coal mining reserves, partially offset by a reversal of \$0.5 million for an asset retirement obligation charge related the disposal of a business in 2019, 2023 amount included \$0.2 million gain from the sale of a building within the Electronics segment.





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

<sup>(</sup>b) reflected in restructuring, impairment and other charges. In the fourth quarter 2024, the Company recorded \$92.6 million of non-cash impairment charges, which included \$47.8 million for the impairment of intangible assets primarily related to certain acquired customer relationships, developed technology, and tradename in the Industrial controls and sensors reporting unit within the Industrial segment, and a \$36.1 million and \$8.6 million non-cash goodwill impairment charge associated with the Industrial controls and sensors reporting unit within the Industrial segment and the Automotive sensors reporting unit within the Transportation segment, respectively. In addition, during the first quarter of 2024, the Company recognized a \$0.9 million impairment related to certain machinery and equipment in the commercial vehicle business within the Transportation segment.

<sup>(</sup>c) 2024 amount reflected a gain of \$0.5 million recorded for the sale of a land use right within the Electronics segment and a gain of \$1.0 million for the sale of two buildings within the Transportation segment.

Adjusted operating margin / Adjusted EBITDA reconciliation (in millions)

	_		
		YTD-24	 YTD-23
Net (loss) income	\$	113.0	\$ 259.5
Add:			
Income taxes		51.7	69.1
Interest expense		38.7	39.9
Foreign exchange (gain) loss		(9.2)	12.3
Other income, net		(22.6)	 (19.9)
GAAP operating (loss) income	\$	171.6	\$ 360.9
Non-GAAP adjustments to operating (loss) income		112.0	28.2
Adjusted operating income	\$	283.6	\$ 389.0
Amortization of intangibles		62.1	65.8
Depreciation expenses		68.3	71.6
Adjusted EBITDA	\$	414.1	\$ 526.4
Net sales	\$	2,190.8	\$ 2,362.7
Net (loss) income as a percentage of net sales		5.2 %	11.0 %
Operating margin		7.8 %	15.3 %
Adjusted operating margin		12.9 %	16.5 %
Adjusted EBITDA margin		18.9 %	22.3 %



Adjusted EBITDA by Segment ( in millions)				YTD-24				YTD-23	
	E	lectronics	Tr	ansportation	Industrial	Electronics	Т	ransportation	Industrial
GAAP operating income	\$	168.0	\$	69.5	\$ 46.0	\$ 300.6	\$	33.6	\$ 54.8
Add:									
Add back amortization		39.4		13.5	9.2	39.9		15.8	10.1
Add back depreciation		40.5		22.1	5.8	39.5		26.7	5.4
Adjusted EBITDA	\$	247.9	\$	105.2	\$ 61.0	\$ 379.9	\$	76.1	\$ 70.4
Adjusted EBITDA Margin		20.9 %		15.6 %	18.4 %	28.1 %		11.2 %	21.1 %
				YTD-24				YTD-23	
Net sales (in thousands)	E	lectronics	Tr	ansportation	Industrial	Electronics	Т	ransportation	Industrial
Electronics – Semiconductor	\$	615,372	\$	_	\$ _	\$ 767,393	\$	_	\$ _
Electronics – Passive Products and Sensors		571,401		_	_	583,033		_	_
Commercial Vehicle Products		_		320,549	_	_		323,758	_
Passenger Car Products		_		278,332	_	_		266,004	_
Automotive Sensors		_		73,553	_	_		88,516	_
Industrial Products		_		_	331,561	_		_	333,953
Total	\$	1,186,773	\$	672,434	\$ 331,561	\$ 1,350,426	\$	678,278	\$ 333,953



#### Income tax reconciliation

	•	YTD-24	YTD-23		
Income taxes	\$	51.7	\$ 69.1		
Effective rate		31.4 %	21.0 %		
Non-GAAP adjustments - income taxes		4.7	5.0		
Adjusted income taxes	\$	56.4	\$ 74.1		
Adjusted effective rate		21.0 %	20.1 %		
Free cash flow reconciliation					
	•	YTD-24	YTD-23		
Net cash provided by operating activities	\$	367.6	\$ 457.4		

	Y	TD-24	 YTD-23
Net cash provided by operating activities	\$	367.6	\$ 457.4
Less: Purchases of property, plant and equipment		(75.9)	(86.2)
Free cash flow	\$	291.7	\$ 371.2



( in millions)	
Consolidated Total Debt	 As of December 28, 2024
Consolidated Total Debt	\$ 856.1
Unamortized debt issuance costs	2.8
Finance lease liability	0.3
Consolidated funded indebtedness	859.2
Cash held in U.S. (up to \$400 million)	302.2
Net debt	\$ 557.0
Consolidated EBITDA	Twelve Months Ended December 28, 2024
Net Income	\$ 112.8
Interest expense	38.7
Income taxes	51.7
Depreciation	68.3
Amortization	62.1
Non-cash additions:	
Stock-based compensation expense	26.0
Unrealized loss on investments	(0.1)
Impairment charges	93.5
Other	3.7
Consolidated EBITDA (1)	\$ 456.7
Consolidated Net Leverage Ratio (as defined in the Credit Agreement) *	1.2x

\* Our Credit Agreement and Private Placement Note with maturities ranging from 2024 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.

