

Teradyne, Inc.

Certain Non-GAAP financial measures discussed during the Fourth Quarter of 2019 Earnings Conference Call January 23, 2020

On Friday February 28, 2020, RealWear's debt holder demanded repayment of its \$25.0 million loan to RealWear. As a result, in the fourth quarter of 2019, Teradyne recorded a GAAP impairment charge of \$15.0 million to reduce its investment in RealWear to zero as of December 31, 2019. There was no impact to Teradyne's non-GAAP results.

On the Company's earnings conference call on January 23, 2020, the following non-GAAP financial measures were discussed or presented:

- Q4'19 net income (\$152.7M)
- MiR pro-forma revenue growth 2018 to 2019 (43%)
- Q4'19 EPS (\$0.88) growth vs. Q4'18 (\$0.63) (up 40%)
- 2019 EPS (\$2.86) vs. 2018 EPS (\$2.37) (up 21%)
- Industrial Automation pro-forma revenue growth 2018 to 2019 (12%)
- Q1'20 Guidance Midpoint Operating Profit Rate (27%)
- 2019 IA PBIT (10%)
- 2020E IA Model PBIT (10%)
- EPS – 2015 (\$1.27), 2016 (\$1.51), 2017 (\$2.34), 2018 (\$2.37), 2019 (\$2.86)
- 2022E New Model Target OPEX (32-31%), PBIT (26-28%), EPS (\$3.50 to \$4.25)
- Old 2022E top-end model target EPS (\$4.00)
- Q4'19 - Gross Margin (58.5% and \$383M), Opex (31.2% and \$204M), Operating Profit (27.4% and \$179M), Effective Tax Rate (17% and \$30M), EPS (\$0.88), Free Cash Flow (\$178M), diluted shares (175M), net interest and other income (\$4M)
- Q3'19 – SG&A (18.4% and \$107M), Opex (31.8% and \$185M), Operating Profit (27.5% and \$160M), EPS (\$0.77), Free Cash Flow (\$162M), Effective Tax Rate (17% or \$27M), diluted shares (175M)
- Q4'18 – Opex (33.8% and \$175M), Operating Profit (25.8% and \$134M), EPS (\$0.63), Free Cash Flow (\$160M), Effective Tax Rate (15% or \$20M), diluted shares (181M)
- Q1'20 Guidance –Opex (31-30%), Operating Profit (26-28%), net interest and other income (\$1M), EPS (\$0.86 to \$0.96), diluted shares (174M)
- 2019 – Gross Margin (58% and \$1,340M), SG&A (19% and \$435M), Opex (33% and \$758M), Operating Profit (25% and \$582M), Effective Tax Rate (17% and \$98M), EPS (\$2.86), diluted shares (175M)
- 2018 - Gross Margin (58% and \$1,221M), Opex (33% and \$692M), Operating Profit (25% and \$529M), Effective Tax Rate (16% and \$84M), EPS (\$2.37), diluted shares (189M)
- Free Cash Flow – 2014 (\$323M), 2015 (\$323M), 2016 (\$370M), 2017 (\$521M), 2018 (\$370M), 2019 (\$444M)

	<u>FY 2019</u>
FY 2019 Industrial Automation GAAP Operating Profit as a % of Sales	-2%
Add back Intangible Asset Amortization as a % of Sales	11%
FY 2019 Industrial Automation Non-GAAP Operating Profit as a % of Sales	<u>10%</u>
	<u>FY 2020</u>
Estimated FY 2020 Industrial Automation GAAP Operating Profit as a % of Sales	2%
Add back Intangible Asset Amortization as a % of Sales	8%
Estimated FY 2020 Industrial Automation Non-GAAP Operating Profit as a % of Sales	<u>10%</u>
	<u>Mid Guidance</u>
	<u>Q1 2020</u>
GAAP to Non-GAAP Reconciliation	
GAAP income from operations as a % of revenue (\$690M)	25%
Exclude acquired intangible asset amortization	2%
Non-GAAP income from operations as a % of revenue (\$690M)	<u>27%</u>
	<u>Q3 2019</u>
Q3 2019 GAAP SG&A expense	\$109M
Exclude stock compensation expense related to retired CFO equity modification	(\$2M)
Q3 2019 Non-GAAP SG&A expense	<u>\$107M</u>
	<u>FY 2019</u>
FY 2019 GAAP SG&A expense	\$437M
Exclude stock compensation expense related to retired CFO equity modification	(\$2M)
FY 2019 Non-GAAP SG&A expense	<u>\$435M</u>

Appendix | GAAP to Non-GAAP Reconciliation

In addition to disclosing results that are determined in accordance with GAAP, Teradyne also discloses in this presentation and on the earnings call non-GAAP results of operations that exclude certain income items and charges. These results are provided as a complement to results provided in accordance with GAAP. These non-GAAP performance measures are used to make operational decisions, to determine employee compensation, to forecast future operational results, and for comparison with the Company's business plan, historical operating results and the operating results of the Company's competitors. Management believes each of these non-GAAP performance measures provides useful supplemental information for investors, allowing greater transparency to the information used by management in its operational decision making and in the review of the Company's financial and operational performance, as well as facilitating meaningful comparisons of the Company's results in the current period compared with those in prior and future periods. A reconciliation of each available GAAP to non-GAAP financial measure discussed in this presentation is contained in the following slides and on the Teradyne website at www.teradyne.com by clicking on "Investors" and then selecting the "GAAP to Non-GAAP Reconciliation" link. The non-GAAP performance measures discussed in this presentation may not be comparable to similarly titled measures used by other companies. The presentation of non-GAAP measures is not meant to be considered in isolation, as a substitute for, or superior to, financial measures or information provided in accordance with GAAP.

Appendix | GAAP to Non-GAAP Reconciliation

GAAP to Non-GAAP Earnings Reconciliation

(In millions, except per share amounts)

			Quarter Ended									
	December 31, 2019	% of Net Revenues	September 28, 2019	% of Net Revenues	December 31, 2018	% of Net Revenues						
Net revenues	\$ 654.7		\$ 582.0		\$ 519.6							
Gross profit GAAP	\$ 383.2	58.5%	\$ 345.0	59.3%	\$ 309.5	59.6%						
Inventory step-up	0.1	0.0%	-	-	-	-						
Gross profit non-GAAP	\$ 383.3	58.5%	\$ 345.0	59.3%	\$ 309.5	59.6%						
Income from operations - GAAP	\$ 171.7	26.2%	\$ 154.9	26.6%	\$ 112.3	21.6%						
Acquired intangible assets amortization	9.8	1.5%	9.6	1.6%	10.6	2.0%						
Restructuring and other (2)	(2.1)	-0.3%	(6.5)	-1.1%	11.4	2.2%						
Inventory step-up	0.1	0.0%	-	-	-	-						
Equity modification charge (1)	-	-	2.1	0.4%	-	-						
Income from operations - non-GAAP	\$ 179.5	27.4%	\$ 160.1	27.5%	\$ 134.3	25.8%						
	Net Income per common share				Net Income per common share							
	December 31, 2019	% of Net Revenues	Basic	Diluted	September 28, 2019	% of Net Revenues	Basic	Diluted	December 31, 2018	% of Net Revenues	Basic	Diluted
Net income - GAAP	\$ 125.1	19.1%	\$ 0.75	\$ 0.69	\$ 135.9	23.4%	\$ 0.80	\$ 0.75	\$ 143.8	27.7%	\$ 0.80	\$ 0.79
Acquired intangible assets amortization	9.8	1.5%	0.06	0.05	9.6	1.6%	0.06	0.05	10.6	2.0%	0.06	0.06
Interest and other (3)	18.5	2.8%	0.11	0.10	3.5	0.6%	0.02	0.02	3.3	0.6%	0.02	0.02
Equity modification charge (1)	-	-	-	-	2.1	0.4%	0.01	0.01	-	-	-	-
Restructuring and other (2)	(2.1)	-0.3%	(0.01)	(0.01)	(6.5)	-1.1%	(0.04)	(0.04)	11.4	2.2%	0.06	0.06
Pension mark-to-market adjustment (3)	7.7	1.2%	0.05	0.04	-	-	-	-	(3.5)	-0.7%	(0.02)	(0.02)
Inventory step-up	0.1	0.0%	0.00	0.00	-	-	-	-	-	-	-	-
Exclude discrete tax adjustments (4)	1.4	0.2%	0.01	0.01	(7.7)	-1.3%	(0.05)	(0.04)	(52.9)	-10.2%	(0.30)	(0.29)
Non-GAAP tax adjustments	(7.8)	-1.2%	(0.05)	(0.04)	(3.5)	-0.6%	(0.02)	(0.02)	0.3	0.1%	0.00	0.00
Convertible share adjustment (5)	-	-	-	0.03	-	-	-	0.02	-	-	-	-
Net income - non-GAAP (5)	\$ 152.7	23.3%	\$ 0.91	\$ 0.88	\$ 133.4	22.9%	\$ 0.79	\$ 0.77	\$ 113.0	21.7%	\$ 0.63	\$ 0.63
GAAP and non-GAAP weighted average common shares - basic	167.3				169.6				179.0			
GAAP weighted average common shares - diluted	181.8				180.5				181.5			
Exclude dilutive shares related to convertible note transaction	(7.3)				(5.8)				(0.9)			
Non-GAAP weighted average common shares - diluted (5)	174.5				174.7				180.6			

Appendix | GAAP to Non-GAAP Reconciliation

(1) For the quarter ended September 29, 2019, selling and administrative expenses include an equity charge for the modification of Teradyne's retired CFO's outstanding equity awards to allow continued vesting and maintain the original term in connection with his July 17, 2019

(2) Restructuring and other consists of:

	Quarter Ended		
	December 31, 2019	September 29, 2019	December 31, 2018
Contingent consideration fair value adjustment	\$ (2.8)	\$ (7.8)	\$ 10.2
Acquisition related expenses and compensation	0.2	0.5	0.5
Employee severance	0.5	0.8	0.8
	<u>\$ (2.1)</u>	<u>\$ (6.5)</u>	<u>\$ 11.4</u>

(3) For the quarters ended December 31, 2019, September 29, 2019, and December 31, 2018, adjustment to exclude non-cash convertible debt interest expense. For the quarters ended December 31, 2019 and 2018, adjustment to exclude actuarial loss (gain) recognized under GAAP in accordance with Teradyne's mark-to-market pension accounting. For the quarter ended December 31, 2019, adjustment to exclude RealWear \$15.0 million investment impairment.

(4) For the quarters ended December 31, 2019, September 29, 2019, and December 31, 2018, adjustment to exclude discrete income tax items. For the quarter ended December 31, 2018, adjustment to treat the \$52 million tax benefit related to the finalization of our toll tax charge as a discrete item.

(5) For the quarters ended December 31, 2019 and September 29, 2019, the non-GAAP diluted EPS calculation adds back \$1.3 million of convertible debt interest expense to non-GAAP net income and non-GAAP weighted average diluted common shares include 5.4 million and 3.6 million shares, respectively, related to the convertible debt hedge transaction.

Appendix | GAAP to Non-GAAP Reconciliation

	Twelve Months Ended							
	December 31, 2019	% of Net Revenues	Net Income per common share		December 31, 2018	% of Net Revenues	Net Income per common share	
			Basic	Diluted			Basic	Diluted
Net Revenues	\$ 2,295.0				\$ 2,100.8			
Gross profit GAAP	\$ 1,339.8	58.4%			\$ 1,220.4	58.1%		
Inventory step-up	0.4	0.0%			0.4	0.0%		
Gross profit non-GAAP	\$ 1,340.2	58.4%			\$ 1,220.8	58.1%		
Income from operations - GAAP	\$ 553.7	24.1%			\$ 473.8	22.6%		
Acquired intangible assets amortization	40.1	1.7%			39.2	1.9%		
Equity modification charge (1)	2.1	0.1%			-	-		
Restructuring and other (2)	(13.9)	-0.6%			15.2	0.7%		
Inventory step-up	0.4	0.0%			0.4	0.0%		
Income from operations - non-GAAP	\$ 582.4	25.4%			\$ 528.6	25.2%		
Net income - GAAP	\$ 467.5	20.4%	\$ 2.74	\$ 2.60	\$ 451.8	21.5%	\$ 2.41	\$ 2.35
Acquired intangible assets amortization	40.1	1.7%	0.24	0.22	39.2	1.9%	0.21	0.20
Interest and other (3)	28.7	1.3%	0.17	0.16	13.1	0.6%	0.07	0.07
Equity modification charge (1)	2.1	0.1%	0.01	0.01	-	-	-	-
Restructuring and other (2)	(13.9)	-0.6%	(0.08)	(0.08)	15.2	0.7%	0.08	0.08
Inventory step-up	0.4	0.0%	0.00	0.00	0.4	0.0%	0.00	0.00
Pension mark-to-market adjustment (3)	8.2	0.4%	0.05	0.05	(3.3)	-0.2%	(0.02)	(0.02)
Exclude discrete tax adjustments (4)	(22.6)	-1.0%	(0.13)	(0.13)	(59.4)	-2.8%	(0.32)	(0.31)
Non-GAAP tax adjustments	(16.7)	-0.7%	(0.10)	(0.09)	(8.4)	-0.4%	(0.04)	(0.04)
Convertible share adjustment (5)	-	-	-	0.11	-	-	-	0.04
Net income - non-GAAP (5)	\$ 493.8	21.5%	\$ 2.90	\$ 2.86	\$ 448.6	21.4%	\$ 2.39	\$ 2.37
GAAP and non-GAAP weighted average common shares - basic	170.4				187.7			
GAAP weighted average common shares - diluted	179.5				192.6			
Exclude dilutive shares from convertible note	(4.9)				(3.2)			
Non-GAAP weighted average common shares - diluted (5)	174.6				189.4			

Appendix | GAAP to Non-GAAP Reconciliation

	Twelve Months Ended							
	December 31, 2017		Net Income per Common Share		December 31, 2016		Net (Loss) Income per Common Share	
		% of Net Revenues	Basic	Diluted		% of Net Revenues	Basic	Diluted
Net Revenues	\$ 2,136.6				\$ 1,753.3			
Gross profit - GAAP	\$ 1,223.9	57.3%			\$ 959.6	54.7%		
Pension mark-to-market adjustment (1)	(2.8)	-0.1%			(1.0)	-0.1%		
Gross profit - non-GAAP	\$ 1,221.1	57.2%			\$ 958.6	54.7%		
Income (loss) from operations - GAAP	\$ 530.0	24.8%			\$ (60.0)	-3.4%		
Acquired intangible assets amortization	30.5	1.4%			52.6	3.0%		
Restructuring and other (2)	9.4	0.4%			21.9	1.2%		
Pension mark-to-market adjustment (1)	(6.3)	-0.3%			(3.2)	-0.2%		
Goodwill impairment (3)	-	-			254.9	14.5%		
Acquired intangible assets impairment (3)	-	-			83.3	4.8%		
Income from operations - non-GAAP	\$ 563.6	26.4%			\$ 349.5	19.9%		
Net income (loss) - GAAP	\$ 257.7	12.1%	\$ 1.30	\$ 1.28	\$ (43.4)	-2.5%	\$ (0.21)	\$ (0.21)
Acquired intangible assets amortization	30.5	1.4%	0.15	0.15	52.6	3.0%	0.26	0.26
Interest and other (4)	12.4	0.6%	0.06	0.06	0.6	0.0%	0.00	0.00
Restructuring and other (2)	9.4	0.4%	0.05	0.05	21.9	1.2%	0.11	0.11
Pension mark-to-market adjustment (1)	(6.3)	-0.3%	(0.03)	(0.03)	(3.2)	-0.2%	(0.02)	(0.02)
Goodwill impairment (3)	-	-	-	-	254.9	14.5%	1.26	1.25
Acquired intangible assets impairment (3)	-	-	-	-	83.3	4.8%	0.41	0.41
Exclude discrete tax adjustments (5)	178.3	8.3%	0.90	0.89	(4.5)	-0.3%	(0.02)	(0.02)
Non-GAAP tax adjustments (6)	(12.8)	-0.6%	(0.06)	(0.06)	(53.3)	-3.0%	(0.26)	(0.26)
Net income - non-GAAP	\$ 469.2	22.0%	\$ 2.37	\$ 2.34	\$ 308.9	17.6%	\$ 1.52	\$ 1.51
GAAP and non-GAAP weighted average common shares - basic	198.1				202.6			
GAAP weighted average common shares - diluted	201.6				202.6			
Exclude dilutive shares from convertible note	(1.3)				-			
Include dilutive shares	-				1.8			
Non-GAAP weighted average common shares - diluted	200.3				204.4			

Appendix | GAAP to Non-GAAP Reconciliation

	Year Ended			
	December 31, 2016	% of Net Revenues	December 31, 2015	% of Net Revenues
Net Revenues	\$ 1,753.3		\$ 1,639.6	
Gross profit - GAAP	\$ 959.6	54.7%	\$ 915.6	55.8%
Inventory step-up	-	-	1.6	0.1%
Pension mark-to-market adjustments (1)	(1.0)	-0.1%	8.3	0.5%
Gross profit - non-GAAP	\$ 958.6	54.7%	\$ 925.5	56.4%
(Loss) income from operations - GAAP	\$ (60.0)	-3.4%	\$ 243.0	14.8%
Goodwill impairment (2)	254.9	14.5%	-	-
Acquired intangible assets impairment (2)	83.3	4.8%	-	-
Acquired intangible assets amortization	52.6	3.0%	69.0	4.2%
Restructuring and other (3)	21.9	1.2%	5.1	0.3%
Pension mark-to-market adjustments (1)	(3.2)	-0.2%	17.7	1.1%
Inventory step-up	-	-	1.6	0.1%
Income from operations - non-GAAP	\$ 349.5	19.9%	\$ 336.4	20.5%

	Net (Loss) Income per Common Share				Net Income per Common Share			
	December 31, 2016	% of Net Revenues	Basic	Diluted	December 31, 2015	% of Net Revenues	Basic	Diluted
Net (loss) income - GAAP	\$ (43.4)	-2.5%	\$ (0.21)	\$ (0.21)	\$ 206.5	12.6%	\$ 0.98	\$ 0.97
Goodwill impairment (2)	254.9	14.5%	1.26	1.25	-	-	-	-
Acquired intangible assets impairment (2)	83.3	4.8%	0.41	0.41	-	-	-	-
Acquired intangible assets amortization	52.6	3.0%	0.26	0.26	69.0	4.2%	0.33	0.32
Restructuring and other (3)	21.9	1.2%	0.11	0.11	5.1	0.3%	0.02	0.02
Pension mark-to-market adjustments (1)	(3.2)	-0.2%	(0.02)	(0.02)	17.7	1.1%	0.08	0.08
Interest and other (4)	0.6	0.0%	0.00	0.00	(5.4)	-0.3%	(0.03)	(0.03)
Inventory step-up	-	-	-	-	1.6	0.1%	0.01	0.01
Exclude discrete tax adjustments (5)	(4.5)	-0.3%	(0.02)	(0.02)	(4.9)	-0.3%	(0.02)	(0.02)
Tax effect of non-GAAP adjustments	(53.3)	-3.0%	(0.26)	(0.26)	(18.5)	-1.1%	(0.09)	(0.09)
Net income - non-GAAP	\$ 308.9	17.6%	\$ 1.52	\$ 1.51	\$ 271.1	16.5%	\$ 1.28	\$ 1.27

GAAP and non-GAAP weighted average common shares - basic	202.6	211.5
GAAP weighted average common shares - diluted	202.6	213.3
Include dilutive shares	1.8	-
Non-GAAP weighted average common shares - diluted	204.4	213.3

Appendix | GAAP to Non-GAAP Reconciliation

	Q4'18		Q3'19		Q4'19		Q1'20 Low Guidance Q1'20 High Guidance		2018		2019	
	\$'s	% of sales	\$'s	% of sales	\$'s	% of sales	% of sales	% of sales	\$'s	% of sales	\$'s	% of sales
GAAP Operating Expenses	\$197	38%	\$190	33%	\$212	32%	33%	31%	\$747	36%	\$786	34%
Intangible Asset Amortization	-\$11	-2%	-\$10	-2%	-\$10	-1%	-2%	-2%	-\$39	-2%	-\$40	-2%
Restructuring and Other	-\$11	-2%	\$7	1%	\$2	0%			-\$15	-1%	\$14	1%
CFO Equity Modification			-\$2	0%		0%					-\$2	
Non GAAP Operating Expenses	\$175	34%	\$185	32%	\$204	31%	31%	30%	\$692	33%	\$758	33%

	Q4'18		Q3'19		Q4'19		2018		2019	
	\$'s	%	\$'s	%	\$'s	%	\$'s	%	\$'s	%
GAAP Income Tax	-\$33	-29%	\$16	10%	\$24	15%	\$16	3%	\$58	11%
Exclude discrete tax adjustments	\$53	48%	\$8	5%	-\$1	-1%	\$59	13%	\$23	4%
Tax effect of non-GAAP adjustments	\$0	0%	\$4	2%	\$8	5%	\$8	2%	\$17	3%
Effect of Higher Non-GAAP PBT		-3%		-1%		-1%		-2%		-1%
Non GAAP Income Tax	\$20	15%	\$27	17%	\$30	17%	\$84	16%	\$98	17%

Q4'19:

GAAP net interest and other income	-\$22.7
Exclude RealWear investment impairment	\$15.0
Exclude actuarial losses	\$7.7
Exclude non cash convertible debt interest	\$3.5
Non-GAAP net interest and other income	\$3.5

Q1'20 Guidance

GAAP net interest and other income	-\$2.5
Exclude non cash convertible debt interest	\$3.5
Non-GAAP net interest and other income	\$1.0

Q1'20 Guidance:

	Low End	High End
GAAP Operating Profit as % of Sales	24%	26%
Acquired intangible asset amortization	2%	2%
Non-GAAP Operating Profit as % of Sales	26%	28%

Q1'20 GAAP Guidance Diluted Shares

Q1'20 GAAP Guidance Diluted Shares	180
Exclude dilutive shares from convertible note	-6
Q1'20 Non-GAAP Guidance Diluted Shares	174

GAAP to Non-GAAP Reconciliation of First Quarter 2020 guidance:

GAAP and non-GAAP fourth quarter revenue guidance:

GAAP net income per diluted share	
Exclude acquired intangible assets amortization	
Exclude non-cash convertible debt interest	
Tax effect of non-GAAP adjustments	
Convertible share adjustment	
Non-GAAP net income per diluted share	

	\$670 million to		\$710 million
\$	0.75	\$	0.85
	0.05		0.05
	0.02		0.02
	(0.01)		(0.01)
	0.05		0.05
\$	0.86	\$	0.96

Appendix | GAAP to Non-GAAP Reconciliation

- Teradyne determines non-GAAP operating cash flow (“Free Cash Flow”) by adjusting GAAP cash flow from operations excluding discontinued operations, less property, plant and equipment additions. Free cash flow is considered a non-GAAP financial measure. Teradyne believes that free cash flow, which measures our ability to generate cash from our business operations, is an important financial measure for use in evaluating Teradyne’s financial performance. Free cash flow should be considered in addition to, rather than as a substitute for, income (loss) from continuing operations or net income (loss) as a measure of our performance and net cash provided by operating activities as a measure of our liquidity.
- Teradyne believes it is important to view free cash flow as a measure that provides supplemental information to Teradyne’s entire statement of cash flows.
- Although other companies report their free cash flow, numerous methods may exist for calculating a company's free cash flow. As a result, the method used by Teradyne to calculate free cash flow may differ from the methods other companies use to calculate their free cash flow.
- The following table sets forth a reconciliation of free cash flow, a non-GAAP financial measure, to net cash provided by operating activities, a GAAP measure, which we believe to be the GAAP financial measure most directly comparable to free cash flow.

	<u>Q4'18</u>	<u>Q3'19</u>	<u>Q4'19</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>
GAAP Cash Flow From Operations, Excl Disc Ops	\$186	\$199	\$216	\$492	\$413	\$455	\$626	\$477	\$579
Less Property, Plant and Equipment Additions net of Gov't Subsidy	-\$26	-\$37	-\$39	-\$169	-\$90	-\$85	-\$105	-\$107	-\$135
Non-GAAP Operating Cash Flow ("Free Cash Flow")	\$160	\$162	\$178	\$323	\$323	\$370	\$521	\$370	\$444

Appendix | GAAP to Non-GAAP Reconciliation

	<u>FY 2022 Low</u>	<u>FY 2022 High</u>
2022 Estimated GAAP Operating Expenses as a % of Sales	33%	32%
Less Intangible Asset Amortization as a % of Sales	<u>1%</u>	<u>1%</u>
2022 Estimated Non-GAAP Operating Expenses as a % of Sales	<u>32%</u>	<u>31%</u>

	<u>FY 2022 Low</u>	<u>FY 2022 High</u>
2022 Estimated GAAP Operating Profit as a % of Sales	25%	27%
Add back Intangible Asset Amortization as a % of Sales	<u>1%</u>	<u>1%</u>
2022 Estimated Non-GAAP Operating Profit as a % of Sales	<u>26%</u>	<u>28%</u>

	<u>FY 2022 Low</u>	<u>FY 2022 High</u>
2022 Estimated GAAP Diluted EPS	\$ 3.18	\$ 3.87
Add back Intangible Asset Amortization	\$ 0.09	\$ 0.10
Add back Non Cash Convertible Debt Interest	\$ 0.07	\$ 0.07
Convertible share adjustment	<u>\$ 0.15</u>	<u>\$ 0.21</u>
2022 Estimated Non-GAAP Diluted EPS	<u>\$ 3.50</u>	<u>\$ 4.25</u>

	<u>FY 2022 High Old</u>
2022 Estimated GAAP Diluted EPS (Old)	\$ 3.73
Add back Intangible Asset Amortization	\$ 0.07
Add back Non Cash Convertible Debt Interest	\$ 0.08
Convertible share adjustment	<u>\$ 0.13</u>
2022 Estimated Non-GAAP Diluted EPS	<u>\$ 4.00</u>

MiR's revenue increase for the period January 1, 2019 to December 31, 2019 compared to the period April 23, 2018 to December 31, 2018 is 84%. MiR's pro-forma revenue increase for the period January 1, 2019 to December 31, 2019 compared to the period January 1, 2018 to December 31, 2018 is 43%.

Industrial Automation GAAP revenue increase for the period January 1, 2019 to December 31, 2019 compared to the period January 1, 2018 to December 31, 2018 is 14%. Industrial Automation's pro-forma revenue increase for the period January 1, 2019 to December 31, 2019 compared to the period January 1, 2018 to December 31, 2018 is 12%.