# COHU INVESTOR PRESENTATION



## Cautionary Statement Regarding Forward-Looking Statements

#### **Forward-Looking Statements:**

Certain statements contained in this presentation may be considered forward-looking statements within the meaning of the U.S. Private Securities Litigation Reform Act of 1995, including statements regarding being aligned to high growth semiconductor markets and expected CAGRs; all Serviceable Addressable Market (SAM) estimates; share and growth over time; market segments CAGRs and growth drivers for each business; 3-5 year target "Plan" or "Target Model" financial goals; target revenue CAGRs by business; market position in business verticals and changes over time; end-market growth estimates; savings from higher yield; resiliency of recurring business; Q2'23 financial guidance; recurring revenue and backlog; any other Fy'23 forecasts; any references to product plans, roadmaps, developments and schedules; increases in test intensity, power and IoT nodes; expanding into probe card market; product lower cost, higher yield, throughput, productivity or life estimates; Sense+ gaining traction and growth; scalability and design wins with Diamondx testers; leadership in automotive test; product leadership in contactors; Neon product opportunities; DI-Core plans; gross margin expansion; est. Cap Ex; business segment revenue split at Target Model; revenue growth to \$1 Bil; investment thesis; any future M&A; any future Term Loan B principal reduction; the amount, timing or manner of any share repurchases; and any other statements that are predictive in nature and depend upon or refer to future events or conditions; and/or include words such as "may," "will," "should," "would," "expect," "anticipate," "plan," "likely," "believe," "estimate," "project," "intend;" and/or other similar expressions among others. Statements that are not historical facts are forward-looking statements are based on current beliefs and assumptions that are subject to risks and uncertainties and are not guarantees of future performance. Any third-party industry analyst forecasts quoted are for reference only and Cohu does not adopt or affirm any su

Actual results and future business conditions could differ materially from those contained in any forward-looking statement as a result of various factors, including, without limitation: cyclical COVID-19 pandemic impacts; new product investments and product enhancements which may not be commercially successful; inability to effectively manage multiple manufacturing sites in Asia and secure reliable and cost-effective raw materials; failure of sole source contract manufacturer; ongoing inflationary pressures on material and operational costs coupled with rising interest rates; economic recession; instability of financial institutions where we maintain cash deposits and potential loss of uninsured cash deposits; the semiconductor industry is seasonal, cyclical, volatile and unpredictable; the semiconductor equipment industry is intensely competitive; rapid technological changes and product introductions and transitions; a limited number of customers account for a substantial percentage of net sales; significant exports to foreign countries with economic and political instability and competition from a number of Asia-based manufacturers; loss of key personnel; reliance on foreign locations and geopolitical instability in such locations critical to Cohu and its customers; natural disasters, war and climate-related changes; increasingly restrictive trade and export regulations impacting our ability to sell products, specifically within China; significant goodwill and other intangibles as percentage of our total assets; risks associated with the MCT acquisition, such as integration and synergies, and other risks associated with additional potential acquisitions, investments and divestitures; levels of debt; financial or operating results that are below forecast or credit rating changes impacting our stock price or financing ability; law/regulatory and including tax law changes; significant volatility in our stock price; and the risk of cybersecurity breaches.

These and other risks and uncertainties are discussed more fully in Cohu's filings with the SEC, including the most recently filed Form 10-K and Form 10-Q, and the other filings made by Cohu with the SEC from time to time, which are available via the SEC's website at www.sec.gov. Except as required by applicable law, Cohu does not undertake any obligation to revise or update any forward-looking statement, or to make any other forward-looking statements, whether as a result of new information, future events or otherwise.



## **COHU AT A GLANCE**













\$813M

FY22 Revenue

\$324M

Cash & Investments (2)

~ 18%

5-year Revenue CAGR (1)

~ 47%

FY22 Gross Margin<sup>(3)</sup>

Aligned to high growth semiconductor markets<sup>(4)</sup>:

- Automotive Electronics CAGR ~ 16%
- Industrial Electronics CAGR ~ 9%
- Wired Comm. Electronics CAGR ~ 8%
- Computing-Server CAGR ~ 5%

~ 24,100

Equipment Installed Base

Non-GAAP, see Appendix for GAAP to non-GAAP reconciliations



















Qualcomm

Source: Gartner Worldwide Semiconductor Forecast Database (4Q22 Update)







For the period ending December 31, 2022

As of April 1, 2023

## **DELIVERING HIGHER YIELD & PRODUCTIVITY**



High performance product portfolio at lower cost-of-ownership



Diverse customers and applications expanding addressable market



Increasing semiconductor complexity and package integration



Innovative solutions delivering higher yield & productivity



Scalable model that optimizes profitability and Plan (4) that delivers growth and drives shareholder value

### Strong market

position in each business vertical

#### ~ 20% share

in ~ \$4 billion addressable market (1)

### **Opportunities**

in 5G connectivity, artificial intelligence, advanced packaging, industrial IoT <sup>(2)</sup>, automotive ADAS <sup>(3)</sup> and electrification, consumer wearables

## **Broad IP portfolio**

and strong global support enabling customers' production ramps and productivity goals Revenue (4)

\$1 billion

Gross Margin (4)

49%

Operating Income (4)

25%



<sup>(1)</sup> Cohu SAM: Serviceable Addressable Market are company estimates for 2023

<sup>(2)</sup> Internet of Things

<sup>(3)</sup> Advanced Driver Assistance Systems

<sup>(4)</sup> Plan references a mid-term (3-5 years) target. Gross Margin and Op Income are Non-GAAP, see Appendix for notes regarding use of forward-looking non-GAAP figures

## MARKET AND TECHNOLOGY LEADERSHIP

## Equipment and Services enabling higher yield and productivity



Semiconductor Test (1) Test Interface

High fidelity measurement instruments
Compact, low-power systems → Scalability



Services (2)

Global footprint
Data analytics



Inspection & Metrology



Automation (3)

Thermal and Vision Inspection
Technologies enabling higher yield

- (1) Leading supplier of RF Front-End test equipment; company estimates
- (2) Service business of Cohu systems
- (3) Automation includes test handlers



# WHY WE ARE WINNING

1% higher yield equates to

~ \$5 billion

customer value (1)

# Delivering higher yield at lower cost-of-ownership

Solutions approach faster time-to-yield



Precision instruments higher accuracy & yield



Faster ramps satisfying demand



Advanced vision higher inspection yield



Global support greater productivity



Active thermal higher test yield





## TARGET MODEL

Revenue (1)

\$1B

Gross Margin (1)

49%

Operating Income (1)

25%

## **STRATEGY**

Expand Semiconductor Test in high-growth markets beyond RF (2) Front-end ICs (3) with scalable, precision instrumentation

Accelerate Interface product sales in test cells and high-end RF probe card market

Expand Services business with data analytics to optimize equipment productivity

Deliver high-end Inspection & Metrology to key growth applications: 5G, AI (4), advanced packaging



<sup>(1)</sup> Mid-term (3-5 years) target. Gross Margin and Op Income are Non-GAAP, see Appendix for notes regarding use of forward-looking non-GAAP figures

<sup>(3)</sup> Integrated Circuits(4) Artificial Intelligence

<sup>(2)</sup> Radio Frequency





## SCALABLE TEST SOLUTIONS ON DIAMOND<sub>X</sub>

**Cost-Performance Challenge** 

Devices with increasing mixed signal complexity

RF FEM & Analog & Power Management

Customer Portfolio

Display Drivers

Device cost down enabling market expansion

**Platform Advantages** 

### Best-in-Class Throughput

Event-Link architecture suited for efficient multisite mixed signal test

#### Air-Cooled Universal

Platform scalable from 5-slots suitable for low pin-count devices to 40-slots enabling >300 multisite test parallelism

#### Calibration to Device Pin

The only company positioned to solve technical and yield challenges through integrated tester-interface-handler solutions

Design-Wins (1)

#### RF-IoT (Ultra-wideband)

Low digital speed devices with high RF content benefiting from cost-performance optimized multisite instruments

up to **4X**Higher Output

#### Power Management for Computing

Universal platform addressing high-power requirements, a more flexible alternative to dedicated solutions

up to 6x

Competitors' Maximum Voltage



## SENSE+ GAINING CUSTOMER TRACTION



New architecture with Stimulus Tester maximizes accuracy and production output



**10X** 

Increase in Accuracy & Output<sup>(1)</sup>

~\$18B

Device end-market(2)

~7% CAGR<sup>(2)</sup>



















Fully configured, Sense+ delivers one-pass automated test, inspection & metrology for the most complex MEMS devices including <1 mm WLCSP



<sup>(1)</sup> Compared to prior generation solutions

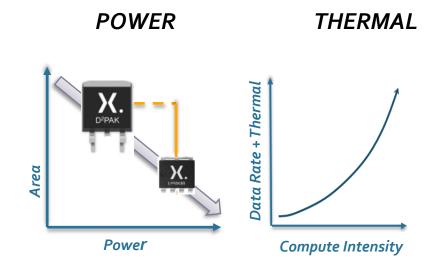
<sup>(2)</sup> MEMS market forecast 2025, CAGR 2020-2026 - Yole Developpement 2021

## LEADERSHIP IN AUTOMOTIVE TEST SOLUTIONS

#### **Accelerated Growth Segment**

## Contactor SAM (1) \$35 ~26% **CAGR \$MILLIONS** \$18 ~18% CAGR \$58 \$35 2021 2024 ■ ADAS ■ EV/HEV

#### **Technical Drivers**



#### **Customers**

















#### **Product Leadership**

#### **High Current Contactor**



Unique pin architecture and heat dissipation structure delivers ~ 30% higher current capacity

~ 2X<sup>(1)</sup>

~ 50%(1)

Life Increase

**Lower Cost** 

#### Thermal Contactor



Smart sensors for improved temperature accuracy when combined with Cohu test handlers

## **Higher Yield**

with Thermal Accuracy

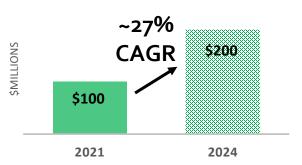


## **SOLUTIONS IN HIGH-PERFORMANCE APPLICATIONS**

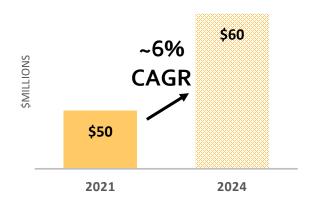
#### **Accelerated Growth Segment**

#### Contactor SAM (1)

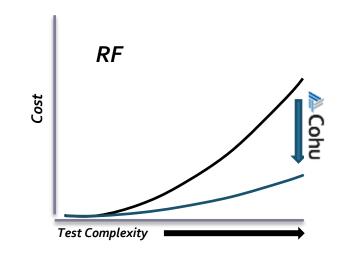
**5G Mobility** 



#### **Data Center**



#### **Technical Drivers**



#### **Customers**













#### **Product Leadership**

#### Coaxial Contactor



High isolation for PAM4 <sup>(2)</sup> Improved isolation delivering higher signal integrity

2X<sup>(1)</sup>

**Better Isolation** 

#### mmWave Contactor



RF optimized to 60 GHz

~ 70% increase in performance over standard pins

~ 50%(1)

**Lower Cost-of-Ownership** 



<sup>(1)</sup> Company estimates

Pulse-amplitude Modulation

## **EXPANDING IN RF PROBE CARD**



60 GHz Performance

- Multisite test at mmWave performance
- Direct attach technology



Time to Yield

Turnkey solution simplifies implementation



**Cost of Test** 

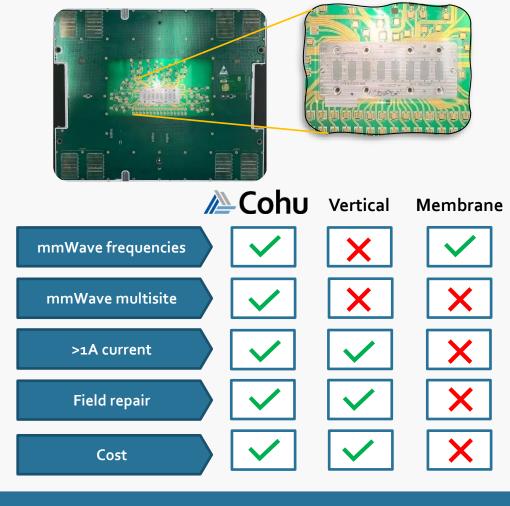
> Field replaceable probe technology

 Integration with Cohu's Diamond<sub>x</sub> semi tester enables calibration to the device



Production Ramp

First time right quality with automated RF verification and full mechanical testing



Expanding addressable market by \$300M (1)
Addressing 5G mobility and ADAS radar sensor markets



## **NEON INSPECTION MAXIMIZES YIELD**

### **Customer Challenges**

Small form-factor WLCSP devices with sub-millimeter size and exposed structure

Integrated modules with higher pad density, smaller pad size and pitch

Bringing tighter inspection requirements and need for higher yield

#### **Cohu Solution**



Infrared NV-Core technology enabling micro-scale defect detection below the device surface



Artificial Intelligence algorithms enabling pattern recognition and precise defect classification



Optimized for small form-factor processing at high-speed and yield

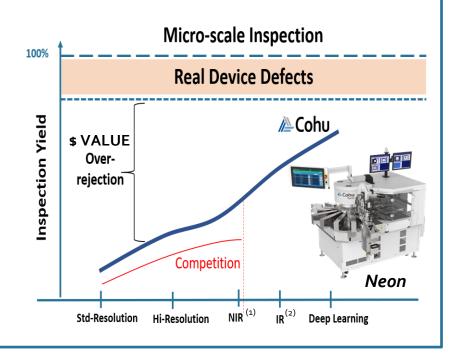


Automation compatible solutions supporting Industry 4.0 requirements

#### **Value to Customer**

up to 5% (3)

## **Higher Inspection Yield**



- (1) Near infrared
- (2) Infrared
- (3) Company estimates



## TRUE KNOWN GOOD DIE FOR MODULE INTEGRATION

### **Customer Challenges**

## **Cohu Solution**

Power module yield losses linked to multiple die integration

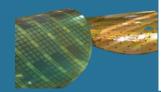


Proven high-power testing of 50 μm thin bare die with controlled contactor insertion assisted by NV-Core vision



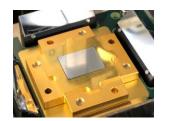
Full 6-side micro-scale inspection post testing

Test thinner SiC dies at higher power levels with full device integrity





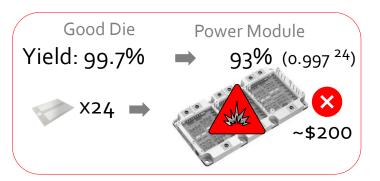
100% die traceability from wafer to tape-pocket

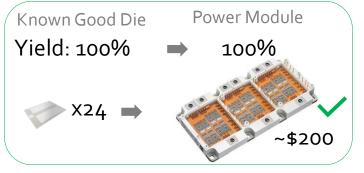


### Value to Customer

up to **7%** (1)

## **Higher Yield**







## RESILIENT RECURRING BUSINESS MODEL



\$334M

LTM<sup>(1)</sup> Recurring Revenue

6.4%

3-year CAGR (2)



\$151M

LTM<sup>(1)</sup> Service Revenue



Annual Renewal Rate on service contracts



> 24,300

Systems Installed Base

> 100

**Customers** 



300+

Highly Skilled Field Service Engineers

~ 12 year

Average Tenure

Stable revenue at 50%+ gross margin<sup>(3)</sup>

Cloud-based, automated order management for ~ 14,000 different spares

Over 280 high-volume manufacturing facilities in 31 countries

Virtual-assist and on-site support



<sup>(1)</sup> Last Twelve Months (LTM) revenue, as of April 1, 2023

<sup>(2)</sup> Compound Annual Growth Rate (CAGR) from Q1'20 to Q1'23

<sup>(3)</sup> Non-GAAP: See Appendix for GAAP to non-GAAP reconciliations and for notes regarding use of forward-looking non-GAAP figures

## DATA INTELLIGENCE SYSTEMS INCREASING OUPUT



Real-time equipment monitoring and data analytics for Industry 4.0 factory automation of Cohu Equipment

**Collect Equipment Data** 

**Analyze** 

Report, Conclude and Act

Insight Software



#### **Online Equipment Monitoring**

Track uptime, yield, and throughput with proactive notifications for real-time corrective action



#### **Process Control**

Test process control via central recipe management for downloading applications to equipment fleet



#### **Alarm Reporting**

Pareto alarm reporting to expedite maintenance of critical problems



### **Predict Out of Specification Performance**

Analyze remaining useful life of critical components enabling proactive replacement before failure



#### **Real-time Monitoring of System**

Track system components and thermal performance reducing out of guard band testing



#### **Contactor Analytics**

Monitor insertions and yield per site for optimal contactor maintenance









## Q2'23 OUTLOOK

	Q4'22 Actual	Q1'23 Actual	Q2'23 Guidance <sup>(2)</sup>
Revenue	\$191.1M	\$179.4M	\$161 - \$173M
Gross Margin (1)	48.8%	48.2%	~ 47%
Operating Expenses (1)	\$52.4M	\$52.3M	~ \$52M
Non-GAAP EPS (1)	\$0.70	\$0.56	
Adjusted EBITDA (1)	22.2%	21.1%	~ 18% (mid-pt. of guidance)

Q1 revenue led by automotive and industrial test demand
Resilient gross margin from differentiated products and strong recurring revenue
OPEX projected to be flat QoQ
Fully diluted shares outstanding estimated at 48.2 million



<sup>(1)</sup> Non-GAAP, see Appendix for Q4'22, Q1'23 GAAP to non-GAAP reconciliations and for notes regarding use of forward-looking non-GAAP figures

<sup>(2)</sup> Guidance as provided on May 4, 2023 press release and earnings conference call

## MID-TERM TARGET MODEL<sup>(3)</sup>

\$1 billion

Revenue

\$4.00 EPS (1)

	Q1'23 Actuals	FY2022 Actuals	Target Model <sup>(3)</sup>
Revenue	\$179.4M	\$812.8M	\$1 billion
Gross Margin (1)	48.2%	47.2%	49%
Operating Expenses (1)	29.2%	25.6%	24%
Non-GAAP EPS (1)	\$0.56	\$2.91	\$4.00
Adjusted EBITDA (1)	21.1%	23.7%	26%
Free Cash Flow (2)	\$11.4M	\$98.1M	\$180M

## Gross Margin, profitability and cash flow tracking to mid-term target



<sup>(1)</sup> Non-GAAP, see Appendix for GAAP to non-GAAP reconciliations, and for notes regarding use of forward-looking non-GAAP figures

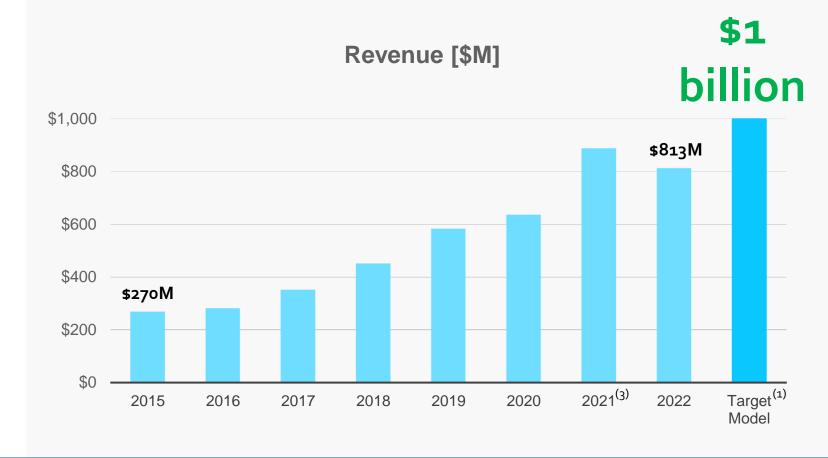
<sup>(2)</sup> Reflects cash from operating activities minus capital expenditures

<sup>(3)</sup> Mid-term (3-5 years) target model

## **REVENUE TARGET**

Mid-Term Target (1)
Revenue CAGR

~ 7%



Winning new customers and expanding SAM in growing markets Substantial revenue stream from recurring (2) with attractive profit profile



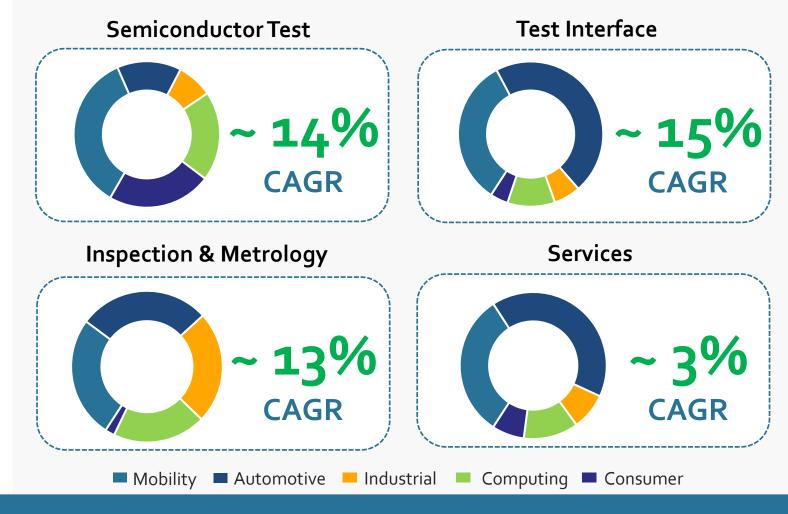
<sup>(1)</sup> Mid-term (3-5 years) target

<sup>(2)</sup> Recurring includes revenue from Interface and Service-related products

<sup>(3)</sup> For the period ending December 25, 2021; revenue includes \$26.8M of PCB Test business divested June 2021

# REVENUE GROWTH TO \$1 BILLION

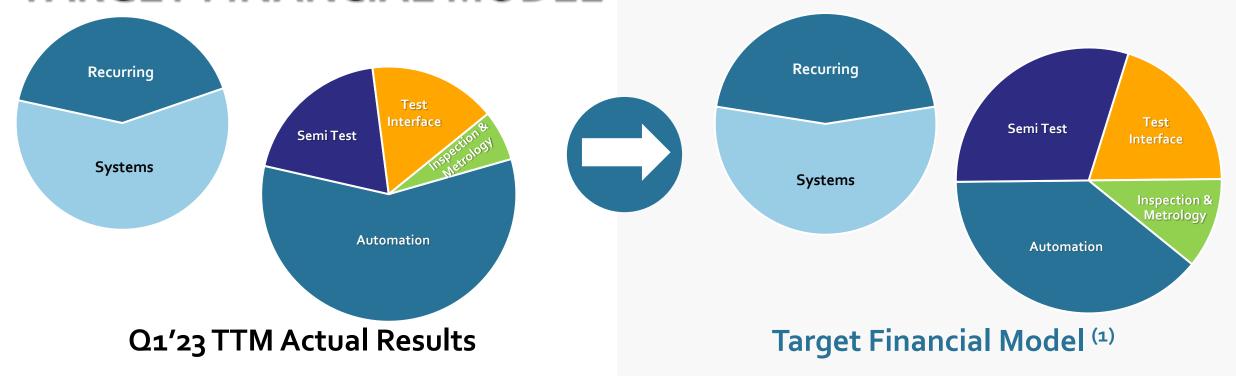
Increasing Revenue in Key Secular Growth Markets (1)



Leveraging market position & leading-edge products to drive revenue in high-growth applications incl. display drivers, ADAS, xEV, RF test and inspection



# REVENUE DISTRIBUTION AT TARGET FINANCIAL MODEL



Improved through-cycle profitability with large recurring business Gross margin expansion from growth in premium product sales



# TRACK RECORD OF MARGIN EXPANSION

**Achieved** 

+12 Points

of Gross Margin (1)
Expansion



Revenue mix progressing to target model and expanding gross margin Increasing insourced manufacturing and efficiencies improves gross margin



<sup>(1)</sup> All Gross Margin amounts are Non-GAAP, see Appendix for GAAP to Non-GAAP reconciliations, and notes regarding use of forward-looking non-GAAP figures

<sup>(2)</sup> Reflects actual results for the first 3 months of FY23

<sup>(3)</sup> Prior years' gross margin targets

## **EFFECTIVE CAPITAL ALLOCATION STRATEGY**



R&D Investment (1)



Share Repurchase



**Debt** 



M&A



Capital Expenditures

Funding organic growth

\$471M invested from FY16 – FY22

\$140M authorized

Repurchased 2.1M shares for \$61.5M through Q1'23

\$35M repaid in Q1'23

\$32M term loan B debt at Q1'23

<1x gross leverage (2)

Expand SAM and technology portfolio

Accelerate timeline to financial targets

Capex light ~\$20M annually

Expanding in-house manufacturing, global IT and R&D tools



<sup>(1)</sup> Amounts are Non-GAAP. See Appendix for GAAP to Non-GAAP reconciliations, and notes regarding use of forward-looking non-GAAP figures

<sup>(2)</sup> Total debt divided by Adjusted EBITDA for last 12 months ending April 1, 2023; Non-GAAP figure – see Appendix for GAAP to Non-GAAP reconciliations

## **INVESTMENT THESIS**

\$1 Billion
Revenue

49%
Gross Margin (1)

25%
Operating Income (1)

18%
Annual Free Cash

~ 7% (3)

Target 3-Year Revenue
CAGR

+200 bps (3)

Premium product sales and stable recurring revenue

+300 pbs (3)

Cost discipline driving strong operating leverage

~ \$180M <sup>(3)</sup>

Flow (2)

Driven by significant margin expansion and earnings growth

Products aligned with secular growth markets

Expanding Asia contactor insourcing operations

R&D investments to drive differentiated products and new customer acquisition

Effective capital allocation delivering shareholder value



<sup>(1)</sup> Non-GAAP forward-looking figures; See Appendix for notes regarding use of forward-looking non-GAAP figures

<sup>(2)</sup> Reflects cash from operating activities minus capital expenditures

<sup>(3)</sup> Mid-term (3-5 years) growth targets

## **APPENDIX**

#### Use of Non-GAAP Financial Information:

This presentation includes non-GAAP financial measures, including non-GAAP Gross Margin/Profit, Income and Income (adjusted earnings) per share, Operating Income, Operating Expense, Adjusted EBITDA, free cash flow and debt/leverage ratio that supplement the Company's Condensed Consolidated Statements of Operations prepared under generally accepted accounting principles (GAAP). These non-GAAP financial measures adjust the Company's actual results prepared under GAAP to exclude charges and the related income tax effect for: share-based compensation, the amortization of purchased intangible assets including favorable/unfavorable lease adjustments, restructuring costs, manufacturing transition and severance costs, asset impairment charges, acquisition-related costs and associated professional fees, reduction of indemnification receivable, depreciation of purchase accounting adjustments to property, plant and equipment, purchase accounting inventory step-up included in cost of sales, and amortization of cloud-based software implementation costs (Adjusted EBITDA only). Reconciliations of GAAP to non-GAAP amounts for the periods presented herein are provided in this Appendix and should be considered together with the Condensed Consolidated Statements of Operations.

These non-GAAP measures are not meant as a substitute for GAAP, but are included solely for informational and comparative purposes. The Company's management believes that this information can assist investors in evaluating the Company's operational trends, financial performance, and cash generating capacity. Management uses non-GAAP measures for a variety of reasons, including to make operational decisions, to determine executive compensation in part, to forecast future operational results, and for comparison to our annual operating plan. However, the non-GAAP financial measures should not be regarded as a replacement for (or superior to) corresponding, similarly captioned, GAAP measures.

#### Use of Forward-Looking Non-GAAP Information:

This presentation includes non-GAAP forward looking figures that exclude estimated charges related to stock-based compensation, amortization of purchased intangibles, restructuring costs, acquisition-related costs, manufacturing transition/severance costs, inventory step-up costs, amortization of cloud-based software implementation costs (Adjusted EBITDA only), or other non-operational or unusual items, which we are unable predict without unreasonable efforts due to their inherent uncertainty, therefore, reconciliation of these non-GAAP forward looking figures to GAAP is not provided. Where a non-GAAP figure includes historical data and forward-looking estimates, we have reconciled the historical data, but for the foregoing reasons have not reconciled the forward-looking estimates.

## **GAAP TO NON-GAAP RECONCILIATION**

	12 Months	s Ending	12 Month	s Ending	12 Month	s Ending	12 Month	s Ending	12 Months	s Ending	12 Month	s Ending	12 Months	Ending	12 Month	s Ending	3 Months	s Ending	3 Months	s Ending
Gross Profit Reconciliation	Dec 26,	% of Net	Dec 31,	% of Net	Dec 30,	% of Net	Dec 29,	% of Net	Dec 28,	% of Net	Dec 26,	% of Net	Dec 25,	% of Net	Dec 31,	% of Net	Dec 31,	% of Net	Apr 1,	% of Net
Gross Front Reconciliation	2015	Sales	2016	Sales	2017	Sales	2018	Sales	2019	Sales	2020	Sales	2021	Sales	2022	Sales	2022	Sales	2023	Sales
Net Sales	\$ 269,654		\$ 282,084		\$ 352,704		\$ 451,768		\$ 583,329		\$ 636,007		\$887,214		\$812,775		\$ 191,105		\$ 179,371	
Gross Profit - GAAP	89,038	33.0%	94,828	33.6%	143,407	40.7%	159,308	35.3%	229,829	39.4%	271,782	42.7%	386,961	43.6%	383,326	47.2%	93,151	48.7%	86,218	48.1%
Share Based Compensation	566	0.2%	398	0.1%	423	0.1%	546	0.1%	736	0.1%	893	0.1%	828	0.1%	646	0.1%	168	0.1%	180	0.1%
Amortization of purchased intangible assets	5,420	2.0%	5,170	1.8%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Restructuring costs related to inventory in COS	0	0.0%	0	0.0%	0	0.0%	19,053	4.2%	2,729	0.5%	3,731	0.6%	(558)	-0.1%	(454)	-0.1%	(35)	0.0%	(28)	0.0%
Manufacturing transition and severance costs	0	0.0%	75	0.0%	0	0.0%	0	0.0%	1,211	0.2%	26	0.0%	(7)	0.0%	(13)	0.0%	(13)	0.0%	18	0.0%
Amortization of inventory step-up	0	0.0%	0	0.0%	1,404	0.0%	14,782	0.0%	6,038	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	124	0.1%
Gross Profit - Non-GAAP	\$95,024	35.2%	\$100,471	35.6%	\$145,234	41.2%	\$193,689	42.9%	\$240,543	41.2%	\$276,432	43.5%	\$ 387,224	43.6%	\$ 383,505	47.2%	\$ 93,271	48.8%	\$ 86,512	48.2%

Gross Profit Reconciliation	Syst 12 Month			Recurring 12 Months Ending		tal 15 Ending
	Apr 1,	% of Net	Apr 1,	% of Net	Apr 1,	% of Net
Net Sales	2023	Sales	2023	Sales	2023	Sales
Gross Profit - GAAP	\$ 460,290		\$ 334,099		\$ 794,389	
Share Based Compensation	198,304	43.1%	180,084	53.9%	378,388	47.6%
Amortization of purchased intangible assets	367	0.1%	314	0.1%	681	0.1%
Restructuring costs related to inventory in COS	142	0.0%	(142)	0.0%	0	0.0%
Manufacturing transition and severance costs	(309)	-0.1%	2	0.0%	(307)	0.0%
Amortization of inventory step-up	5	0.0%	0	0.0%	5	0.0%
Gross Profit - Non-GAAP	\$198,510	43.1%	\$180,257	54.0%	\$378,767	47.7%

	3 Month	3 Months Ending		s Ending	12 Months Ending	
Operating Expense Reconciliation	Dec 31,	% of Net	Apr 1,	% of Net	Dec 31,	% of Net
Operating Expense Reconciliation	2022	Sales	2023	Sales	2022	Sales
Operating Expense - GAAP	\$ 65,908	34.5%	\$ 66,341	37.0%	\$257,769	31.7%
Share based compensation	(3,655)	-1.9%	(3,734)	-2.1%	(14,272)	-1.8%
Amortization of purchased intangible assets	(8,103)	-4.2%	(8,754)	-4.9%	(33,185)	-4.1%
Restructuring costs	(5)	0.0%	(888)	-0.5%	(605)	-0.1%
Manufacturing transition and severance costs	(1,716)	-0.9%	(253)	-0.1%	(1,716)	-0.2%
PP&E step-up included in SG&A	0	0.0%	(9)	0.0%	0	0.0%
Payroll taxes due to accelerated vesting of share-based awards	0	0.0%	0	0.0%	(132)	0.0%
Operating Expense - Non-GAAP	\$ 52,357	27.4%	\$ 52,318	29.2%	\$207,787	25.6%

	3 Months Ending	3 Months Ending	12 Months Ending
Earnings Reconciliation	Dec 31, Diluted	Apr 1, Diluted	Dec 31, Diluted
<u> Lai milgo Necomeniación</u>	2022 EPS	2023 EPS	2022 EPS
Income From Continuing Operations - GAAP	\$ 21,628 \$ 0.45	\$15,685 \$ 0.33	\$ 96,847 \$ 1.98
Share based compensation	3,823 0.08	3,914 0.08	14,918 0.31
Amortization of purchased intangible assets	8,103 0.17	8,754 0.18	33,185 0.68
Restructuring costs related to inventory in COS	(35) 0.00	(28) 0.00	(454) (0.01)
Restructuring costs	5 0.00	888 0.02	605 0.01
Manufacturing transition and severance costs	1,703 0.04	271 0.01	1,703 0.03
Other acquisition costs	72 0.00	385 0.01	72 0.00
PP&E step-up included in COS and SG&A	0 0.00	9 0.00	0 0.00
Inventory Step-Up	0 0.00	124 0.00	0 0.00
Payroll taxes due to accelerated vesting of share-based awards	0 0.00	0 0.00	132 0.01
Tax effect of Non-GAAP adjustments	(1,761) (0.04)	(3,057) (0.07)	(5,063) (0.10)
Income From Continuing Operations - Non-GAAP	\$33,538 \$ 0.70	\$ 26,945 \$ 0.56	\$141,945 \$ 2.91
Weighted Average Shares - GAAP	Basic 47,477	Basic 47,343	Basic 48,178
Weighted Average Shares - Non-GAAP	Diluted 48,175	Diluted 48,171	Diluted 48,799



## **GAAP TO NON-GAAP RECONCILIATION**

	3 Months Ending		3 Month	s Ending	12 Months Ending		
Adjusted EBITDA Reconciliation	Dec 31,	% of Net	Apr 1,	% of Net	Dec 31,	% of Net	
Adjusted EDITOA Reconciliation	2022	Sales	2023	Sales	2022	Sales	
Net income - GAAP Basis	\$ 21,628	11.3%	\$ 15,685	8.7%	\$ 96,847	11.9%	
Income tax provision	4,483	2.3%	4,973	2.8%	29,868	3.7%	
Interest expense	1,249	0.7%	1,128	0.6%	4,177	0.5%	
Interest income	(2,461)	-1.3%	(2,718)	-1.5%	(4,012)	-0.5%	
Amortization of purchased intangible assets	8,103	4.2%	8,754	4.9%	33,185	4.1%	
Depreciation	3,268	1.7%	3,337	1.9%	12,831	1.6%	
Amortization of cloud-based software implementation costs	626	0.3%	700	0.4%	2,060	0.3%	
Loss on extinguishment of debt	0	0.0%	369	0.2%	312	0.0%	
Other Non-GAAP Adjustments	5,568	2.9%	5,554	3.1%	16,976	2.1%	
Adjusted EBITDA	\$42,464	22.2%	\$37,782	21.1%	\$192,244	23.7%	

<u>Free Cash Flow</u>	3 Months Ending Apr 1, 2023	12 Months Ending Dec 31, 2022			
Cash flow from operations - GAAP	\$ 16,485	\$ 112,861			
Capital expenditures	(5,075)	(14,770)			
Free cash flow - Non-GAAP	\$ 11,410	\$ 98,091			

	<u>Cumulative</u>
Reseach & Development Reconciliation (1)	Dec 31, 2016 - Dec 31, 2022
Research & Development - GAAP (2)	\$ 488,862
Share Based Compensation	(16,419)
Restructuring included in R&D	(273)
Manufacturing transition and severance costs	(1,049)
Research & Development - Non-GAAP	\$ 471,121

	12 Months Ending		
Adjusted EBITDA Reconciliation	Ар	r 1, 2023	
Net income (loss) - GAAP Basis	\$	81,766	
Income tax provision		23,327	
Interest expense		4,424	
Interest income		(8,205)	
Amortization of purchased intangible assets		33,952	
Depreciation		13,133	
Amortization of cloud-based software implementation costs		2,504	
Loss on extinguishment of debt		866	
Other non-GAAP adjustments		20,430	
Adjusted EBITDA	\$	172,197	
Total debt	\$	44,487	
Leverage Ratio		0.3	



<sup>(1)</sup> From continuing operations

<sup>(2)</sup> Total includes R&D costs of our PCB Test Business totaling \$7,698