# 2<sup>nd</sup> Quarter 2016 Earnings Release Conference Call

July 19, 2016





### Safe Harbor Statement

Our commentary and responses to your questions may contain forward-looking statements, including our outlook for the 2016 third quarter, second half and full year. Forward-looking statements also include projections of sales, earnings, general economic conditions, market conditions, working capital, market shares, free cash flow, pricing levels, and effective tax rates. Belden undertakes no obligation to update any such statements to reflect later developments, except as required by law. Information on factors that could cause actual results to vary materially from those discussed today is available in the press release announcing 2016 second quarter results, our most recent Annual Report on Form 10-K as filed with the SEC on February 25, 2016 (including those discussed under "Risk Factors" in Part I, Item 1A and in "Management's Discussion and Analysis of Financial Condition and Results of Operations" in Part II, Item 7), and our subsequent filings with the Securities and Exchange Commission.

### **Non-GAAP Measures**

On this call we will discuss some non-GAAP measures (denoted by footnote) in discussing Belden's performance, and the reconciliation of those measures to the most comparable GAAP measures is contained within this presentation or available at our investor relations website, <u>investor.belden.com</u>.





### **Q2 2016 Highlights**

- Achieved revenues of \$603.4 million, an increase of 2.6% organically from the prior-year period;
- Generated EBITDA margins of 17.9%, increasing 120 basis from 16.7% in the year-ago period;
- Achieved EPS of \$1.54, up 27% over last year's \$1.21;
- Generated an additional \$57.5 million in free cash flow year-todate compared to the year-ago period;
- Increased full-year revenue guidance to \$2.355 \$2.385 billion from \$2.320 - \$2.370 billion and EPS guidance to \$5.50 - \$5.70 from \$5.15 - \$5.45.

Adjusted results. See Appendix for reconciliation to comparable GAAP results. All references to EPS refer to income attributable to Belden stockholders per diluted share.





# **Q2 2016 Segment Overview**

Broadcast	Revenue	\$193.5M	<b>1</b>				• #:		
Divaucasi	EBITDA Margin	15.2%	Camera Mounted Fiber Solutions	Signal Proces & Routing		ע א. אריםו	nding	Drop, Headend and Hardline Connectors	
Enterprise	Revenue	\$160.4M	No. of Street,		XQ	<u>~</u>			
Connectivity	EBITDA Margin	18.4%	Racks and Enclosures		er and Fiber nnectivity	Etherne Fiber Optic and	-,	Precision A/V able and Connectivity	
Industrial	Revenue	\$147.8M							
Connectivity	EBITDA Margin	18.3%	Industrial and I/O Connectors	Industrial I Cables	P/Networking Cables	I/O Modules/ Active	Distribution Boxes	Customer-Specifi Wiring	
Industrial	Revenue	\$62.5M							
ΙΤ	EBITDA Margin	20.3%	Cables, Se & Routir		Wireless	Switch		Connectivity	
Network	Revenue	\$39.1M	TRIP	wire.		TRIPWIRE*		TRIPWRE-  LOG CENTER	
Security	EBITDA Margin	24.3%	ENTERPRISE  Targeted Attack Detection			<b>→</b> PURECLOUD		Threat Analytics	





## **Q2 2016 Financial Summary**

	Q2 2016	Q1 2016	Q2 2015
Revenue	\$603.4M	\$543.8M	\$598.5M
Gross profit	\$252.0M	\$229.8M	\$249.5M
Gross profit percentage	41.8%	42.3%	41.7%
EBITDA	\$108.1M	\$89.1M	\$100.1M
EBITDA percentage	17.9%	16.4%	16.7%
Net Income <sup>1</sup>	\$65.5M	\$42.7M	\$52.2M
Earnings Per Share <sup>1</sup>	\$1.54	\$1.01	\$1.21

Adjusted results. See Appendix for reconciliation to comparable GAAP results.

(1) All references to Net Income and EPS refer to income attributable to Belden stockholders and income attributable to Belden stockholders per diluted share.





## **Q2 2016 Segment Results**

	Broadcast	Enterprise Connectivity	Industrial Connectivity	Industrial IT	Network Security	Consolidated
Q2 2016						
Revenue	\$193.5M	\$160.4M	\$147.8M	\$62.5M	\$39.1M	\$603.4M
EBITDA <sup>(1)</sup>	\$29.5M	\$29.6M	\$27.1M	\$12.7M	\$9.5M	\$108.1M
EBITDA Margin	15.2%	18.4%	18.3%	20.3%	24.3%	17.9%
Q1 2016						
Revenue	\$171.3M	\$135.9M	\$141.1M	\$53.9M	\$41.7M	\$543.8M
EBITDA <sup>(1)</sup>	\$23.3M	\$23.7M	\$23.0M	\$8.6M	\$11.5M	\$89.1M
EBITDA Margin	13.6%	17.5%	16.3%	16.0%	27.5%	16.4%
Q2 2015						
Revenue	\$174.9M	\$161.8M	\$160.9M	\$61.3M	\$39.6M	\$598.5M
EBITDA <sup>(1)</sup>	\$22.9M	\$30.0M	\$28.7M	\$10.2M	\$8.8M	\$100.1M
EBITDA Margin	13.1%	18.4%	17.8%	16.6%	22.1%	16.7%

Consolidated are adjusted results. See Appendix for reconciliation to comparable GAAP results.

(1) Consolidated results include income from our equity method investment.





### **Q2 2016 Balance Sheet Highlights**

	Q2 2016	Q1 2016	Q2 2015
Cash and cash equivalents	\$176M	\$146M	\$208M
Inventory turns	7.1x	5.9x	6.0x
Days sales outstanding	60 days	60 days	64 days
PP&E turns	7.6x	6.8x	7.3x
Total debt principal amount	\$1.71B	\$1.72B	\$1.92B
Net Leverage <sup>1</sup>	3.6x	3.7x	3.9x

<sup>(1)</sup> Net leverage calculated as (A) total debt less cash and cash equivalents divided by (B) trailing twelve months Adjusted EBITDA plus trailing twelve months stock based compensation expense plus trailing twelve months long-term incentive plan expense for certain acquired companies.





### **Q2 2016 Cash Flow Highlights**

	Q2 2016	Q2 2015	YTD 2016	YTD 2015
Cash flows from operating activities	\$ 47.8M	\$ 53.3M	\$60.5M	\$ 5.0M
Less: Net capital expenditures <sup>(1)</sup>	\$ 11.7M	\$ 11.7M	\$ 25.1M	\$ 27.1M
Free cash flow (2)	\$ 36.1M	\$ 41.6M	\$ 35.4M	\$ (22.1M)
Cash used to acquire businesses <sup>(3)</sup>	\$ 2.5M	\$ 0.0M	\$ 17.8M	\$ 695.3M
Cash dividends paid	\$ 2.1M	\$ 2.1M	\$ 4.2M	\$ 4.2M





<sup>(1)</sup> Capital expenditures, net of proceeds from the disposal of tangible assets. See Appendix for reconciliation.

<sup>(2)</sup> Free cash flow is not a term defined by generally accepted accounting principles (GAAP) and our definition may or may not be used consistently with other companies that define this term. See Appendix for reconciliation to comparable GAAP results.

<sup>(3)</sup> Net of cash acquired.

### **Outlook**

### Q3 2016<sup>(1)</sup>

- Revenue of \$595 \$615 million
- Earnings Per Share<sup>2</sup> of \$1.35 \$1.45

#### 2016 Full Year<sup>(1)</sup>

- Revenue of \$2.355 \$2.385 billion
- Earnings Per Share<sup>2</sup> of \$5.50 \$5.70

- (1) Adjusted Outlook. See Appendix for reconciliation to comparable GAAP outlook.
- (2) All references to EPS refer to income per diluted share attributable to Belden stockholders.





# **Questions?**





# **Appendix**



# **Statement of Operations**

naudited		<b>Three Months Ended</b>				Six Months	s Ende	ed	
	Ju	ly 3, 2016	Jur	ne 28, 2015	Ju	ly 3, 2016	Jun	ne 28, 2015	
			(In th	ousands, exc	ept per	share data)			
Revenues	\$	601,631	\$	585,755	\$	1,143,128	\$	1,132,712	
Cost of sales		(353,418)		(351,479)		(669,880)		(690,787)	
Gross profit		248,213		234,276		473,248		441,925	
Selling, general and administrative expenses		(123,057)		(127,584)		(245,463)		(267,632)	
Research and development		(36,652)		(36,632)		(72,785)		(72,831)	
Amortization of intangibles		(26,263)		(25,917)		(51,795)		(52,421)	
Operating income		62,241		44,143		103,205	,	49,041	
Interest expense, net		(24,049)		(24,769)		(48,445)		(48,615)	
Income from continuing operations before taxes		38,192		19,374		54,760		426	
Income tax benefit		3,558		2,303		3,415		1,615	
Income from continuing operations		41,750		21,677		58,175		2,041	
Loss from disposal of discontinued operations, net of tax		-		(86)		-		(86)	
Net income		41,750		21,591		58,175		1,955	
Less: Net loss attributable to noncontrolling interest		(99)		-		(198)		-	
Net income attributable to Belden stockholders	\$	41,849	\$	21,591	\$	58,373	\$	1,955	
Weighted average number of common									
shares and equivalents:									
Basic		42,085		42,655		42,046		42,596	
Diluted		42,548		43,233		42,493		43,224	
Basic income per share attributable to Belden stockholders:									
Continuing operations	\$	0.99	\$	0.51	\$	1.39	\$	0.05	
Disposal of discontinued operations		-		-		-		-	
Net income	\$	0.99	\$	0.51	\$	1.39	\$	0.05	
Diluted income per share attributable to Belden stockholders:									
Continuing operations	\$	0.98	\$	0.50	\$	1.37	\$	0.05	
Disposal of discontinued operations	Ŧ	-	-	-	-		-	-	
Net income	\$	0.98	\$	0.50	\$	1.37	\$	0.05	
		·					-		





# **Operating Segment Information**

Unaudited		Broadcast Solutions		Enterprise Connectivity		Industrial Connectivity		Industrial IT		Network Security		Total Segments	
				in our (10)		ousands, excep	ot percen			courry		o oginenes	
For the three months ended July 3, 2016											39,141 \$ 9,515 24.3% 1,128 10,304 29 1,256 \$ 8,772 22.1% 919 0,607 378 4,364 \$ 1,663 \$ 1,467 27.5%		
Segment Revenues	\$	193,521	\$	160,401	\$	147,808	\$	62,510	\$	39,141	\$	603,381	
Segment EBITDA		29,505		29,575		27,064		12,676		9,515		108,335	
Segment EBITDA margin		15.2%		18.4%		18.3%		20.3%		24.3%		18.0%	
Depreciation expense		4,061		3,429		2,709		660		1,128		11,987	
Amortization of intangibles		13,420		432		601		1,506		10,304		26,263	
Severance, restructuring, and acquisition integration costs		1,319		1,207		2,371		943		29		5,869	
Deferred gross profit adjustments		494		-		-		-		1,256		1,750	
For the three months ended June 28, 2015													
Segment Revenues	\$	174,923	\$	161,827	\$	160,875	\$	61,270	\$	39,618	\$	598,513	
Segment EBITDA		22,878		29,792		28,680		10,178		8,772		100,300	
Segment EBITDA margin		13.1%		18.4%		17.8%		16.6%		22.1%		16.8%	
Depreciation expense		4,140		3,180		2,869		584		919		11,692	
Amortization of intangibles		12,595		429		807		1,479		10,607		25,917	
Severance, restructuring, and acquisition integration costs		3,283		83		1,163		-		378		4,907	
Deferred gross profit adjustments		(924)		-		-		-		14,364		13,440	
For the three months ended April 3, 2016													
Segment Revenues	\$	171,272	\$	135,892	\$	141,091	\$	53,882	\$	41,663	\$	543,800	
Segment EBITDA		23,267		23,736		22,987		8,609		11,467		90,066	
Segment EBITDA margin		13.6%		17.5%		16.3%		16.0%		27.5%		16.6%	
Depreciation expense		3,962		3,389		2,718		524		1,070		11,663	
Amortization of intangibles		12,931		429		591		1,510		10,071		25,532	
Severance, restructuring, and acquisition integration costs		4,378		500		865		2,665		-		8,408	
Purchase accounting effects of acquisitions		195		-		-		-		-		195	
Deferred gross profit adjustments		614		-		-		-		1,689		2,303	





# **Operating Segment Reconciliation to Consolidated Results**

Unaudited

Orlaudited	Three Months Ende					
	Jul	ly 3, 2016	Jun	e 28, 2015	Apr	ril 3, 2016
			(In	n thousands)		
Total Segment Revenues	\$	603,381	\$	598,513	\$	543,800
Deferred revenue adjustments		(1,750)		(12,758)		(2,303)
Consolidated Revenues	\$	601,631	\$	585,755	\$	541,497
Total Segment EBITDA	\$	108,335	\$	100,300	\$	90,066
Income from equity method investment		661		343		(170)
Eliminations		(886)		(544)		(831)
Consolidated Adjusted EBITDA (1)		108,110		100,099	•	89,065
Amortization of intangibles		(26,263)		(25,917)		(25,532)
Deferred gross profit adjustments		(1,750)		(13,440)		(2,303)
Severance, restructuring, and acquisition integration costs		(5,869)		(4,907)		(8,408)
Depreciation expense		(11,987)		(11,692)		(11,663)
Purchase accounting effects related to acquisitions		-		-		(195)
Consolidated operating income		62,241		44,143		40,964
Interest expense, net		(24,049)		(24,769)		(24,396)
Consolidated income from continuing operations before taxes	\$	38,192	\$	19,374	\$	16,568

<sup>(1)</sup> Consolidated Adjusted EBITDA is a non-GAAP measure. See Reconciliation of Non-GAAP Measures for additional information.



### **Balance Sheet**

		July 3, 2016	Decem	ber 31, 2015
		(Unaudited)		
		(In thou	ısands)	
ASSE	TS			
Current assets:				
Cash and cash equivalents	\$	175,772	\$	216,751
Receivables, net		393,436		387,386
Inventories, net		198,625		195,942
Other current assets		51,403		37,079
Total current assets		819,236		837,158
Property, plant and equipment, less accumulated depreciation		314,697		310,629
Goodwill		1,404,099		1,385,115
Intangible assets, less accumulated amortization		614,422		655,871
Deferred income taxes		34,747		34,295
Other long-lived assets		67,689		67,534
	\$	3,254,890	\$	3,290,602
LIABILITIES AND STOO	KHOLD	ERS' EOUITY		
Current liabilities:				
Accounts payable	\$	204,272	\$	223,514
Accrued liabilities		291,944		323,249
Current maturities of long-term debt		2,500		2,500
Total current liabilities		498,716		549,263
Long-term debt		1,681,866		1,725,282
Postretirement benefits		106,862		105,230
Deferred income taxes		43,700		46,034
Other long-term liabilities		39,291		39,270
Stockholders' equity:				
Common stock		503		503
Additional paid-in capital		609,061		605,660
Retained earnings		733,852		679,716
Accumulated other comprehensive loss		(59,069)		(58,987)
Treasury stock		(401,089)		(402,793)
Total Belden stockholders' equity		883,258		824,099
Noncontrolling interest		1,197		1,424
Total stockholders' equity		884,455		825,523
	\$	3,254,890	\$	3,290,602





## **Cash Flow Statement**

Unaudited Six Months Ended

	July 3, 2016	June 28, 2015	
	(In the	ousands)	
Cash flows from operating activities:			
Net income	\$ 58,175	\$ 1,955	
Adjustments to reconcile net income to net cash provided by operating activities:			
Depreciation and amortization	75,445	75,654	
Share-based compensation	8,587	9,891	
Tax benefit related to share-based compensation	(116)	(5,288)	
Changes in operating assets and liabilities, net of the effects of currency exchange			
rate changes and acquired businesses:			
Receivables	(3,750)	(6,250)	
Inventories	368	(11,837)	
Accounts payable	(20,730)	(43,689)	
Accrued liabilities	(39,356)	(4,363)	
Accrued taxes	(17,759)	(10,214)	
Other assets	2,457	(1,736)	
Other liabilities	(2,867)	923	
Net cash provided by operating activities	60,454	5,046	
Cash flows from investing activities:			
Capital expenditures	(25,124)	(27,224)	
Cash used to acquire businesses, net of cash acquired	(17,848)	(695,345)	
Proceeds from disposal of tangible assets	41	80	
Net cash used for investing activities	(42,931)	(722,489)	
Cash flows from financing activities:			
Payments under borrowing arrangements	(51,250)	(625)	
Cash dividends paid	(4,204)	(4,235)	
Withholding tax payments for share-based payment awards, net of proceeds from the exercise of stock options	(3,598)	(11,439)	
Borrowings under credit arrangements	-	200,000	
Debt issuance costs paid	-	(643)	
Tax benefit related to share-based compensation	116	5,288	
Net cash provided by (used for) financing activities	(58,936)	188,346	
Effect of foreign currency exchange rate changes on cash and cash equivalents	434	(3,646)	
Decrease in cash and cash equivalents	(40,979)	(532,743)	
Cash and cash equivalents, beginning of period	216,751	741,162	
Cash and cash equivalents, end of period	\$ 175,772	\$ 208,419	





### **GAAP to Non-GAAP Reconciliation**

#### Unaudited

In addition to reporting financial results in accordance with accounting principles generally accepted in the United States, we provide non-GAAP operating results adjusted for certain items, including: asset impairments; accelerated depreciation expense due to plant consolidation activities; purchase accounting effects related to acquisitions, such as the adjustment of acquired inventory and deferred revenue to fair value and transaction costs; severance, restructuring, and acquisition integration costs; gains (losses) recognized on the disposal of businesses and tangible assets; amortization of intangible assets; gains (losses) on debt extinguishment; discontinued operations; and other costs. We adjust for the items listed above in all periods presented, unless the impact is clearly immaterial to our financial statements. When we calculate the tax effect of the adjustments, we include all current and deferred income tax expense commensurate with the adjusted measure of pre-tax profitability.

We utilize the adjusted results to review our ongoing operations without the effect of these adjustments and for comparison to budgeted operating results. We believe the adjusted results are useful to investors because they help them compare our results to previous periods and provide important insights into underlying trends in the business and how management oversees our business operations on a day-to-day basis. As an example, we adjust for the purchase accounting effect of recording deferred revenue at fair value in order to reflect the revenues that would have otherwise been recorded by acquired businesses had they remained as independent entities. We believe this presentation is useful in evaluating the underlying performance of acquired companies. Similarly, we adjust for other acquisition-related expenses, such as amortization of intangibles and other impacts of fair value adjustments because they generally are not related to the acquired business' core business performance. As an additional example, we exclude the costs of restructuring programs, which can occur from time to time for our current businesses and/or recently acquired businesses. We exclude the costs in calculating adjusted results to allow us and investors to evaluate the performance of the business based upon its expected ongoing operating structure. We believe the adjusted measures, accompanied by the disclosure of the costs of these programs, provides valuable insight.

Adjusted results should be considered only in conjunction with results reported according to accounting principles generally accepted in the United States.

	July 3, 2016			Months Ended ne 28, 2015	April 3, 2016		
	Jui					11 3, 2010	
		(In thous and	s, except per	centages and persh	ire amounts)		
GAAP revenues	\$	601,631	\$	585,755	\$	541,497	
Deferred revenue adjustments		1,750		12,758		2,303	
Adjusted revenues	\$	603,381	\$	598,513	\$	543,800	
	-						
GAAP gross profit	\$	248,213	\$	234,276	\$	225,034	
Severance, restructuring, and integration costs		1,826		1,783		2,092	
Deferred gross profit adjustments		1,750		13,440		2,303	
Accelerated depreciation		206		25		206	
Purchase accounting effects related to acquisitions		-		-		195	
Adjusted gross profit	\$	251.995	\$	249.524	\$	229,830	
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GAAP gross profit margin		41.3%		40.0%		41.6%	
Adjusted gross profit margin		41.8%		41.7%		42.3%	
Tugusta gross programu gu		41.070		41.770		42.570	
GAAP net income attributable to Belden stockholders	\$	41,849	\$	21,591	\$	16,524	
Interest expense, net		24,049		24,769		24,396	
Loss from disposal of discontinued operations		24,049		24,769		24,390	
Noncontrolling interest		(99)		80		(99)	
Income tax expense (benefit)		(3,558)		(2,303)		143	
Total non-operating adjustments		20,392		22,552		24,440	
	-						
Amortization of intangible assets		26,263		25,917		25,532	
Severance, restructuring, and integration costs		5,869		4,907		8,408	
Deferred gross profit adjustments		1,750		13,440		2,303	
Accelerated depreciation		206		42		206	
Purchase accounting effects related to acquisitions		-		-		195	
Total operating income adjustments		34,088		44,306		36,644	
Depreciation expense		11,781		11,650		11,457	
Adjusted EBITDA	\$	108,110	\$	100,099	\$	89,065	
GAAP net income margin		7.0%		3.7%		3.1%	
Adjusted EBITDA margin		17.9%		16.7%		16.4%	
GAAP income from continuing operations	\$	41,750	\$	21,677	\$	16,425	
Operating income adjustments from above		34,088		44,306		36,644	
Tax effect of adjustments		(10,420)		(13,768)		(10,494)	
Adjusted income from continuing operations	\$	65,418	\$	52,215	\$	42,575	
GAAP income from continuing operations	\$	41,750	\$	21,677	\$	16,425	
Less: Net loss attributable to noncontrolling interest		(99)		-		(99)	
GAAP income from continuing operations attributable to Belden stockholders	\$	41,849	\$	21,677	\$	16,524	
Adjusted income from continuing operations	\$	65,418	\$	52,215	\$	42,575	
Less: Net loss attributable to noncontrolling interest		(99)		-		(99)	
Less: Amortization expense attributable to noncontrolling interest, net of tax		16		-		16	
Adjusted income from continuing operations attributable to Belden stockholders	\$	65,501	\$	52,215	\$	42,658	
GAAP income from continuing operations per diluted share attributable to Belden stockholders	\$	0.98	\$	0.50	\$	0.39	
Adjusted income from continuing operations per diluted share attributable to Belden stockholders	\$	1.54	\$	1.21	\$	1.01	
GAAP and Adjusted diluted weighted average shares		42,548		43,233		42,440	

### Free Cash Flow GAAP To Non-GAAP Reconciliation

Unaudited

We define free cash flow, which is a non-GAAP financial measure, as net cash from operating activities adjusted for capital expenditures net of the proceeds from the disposal of tangible assets. We believe free cash flow provides useful information to investors regarding our ability to generate cash from business operations that is available for acquisitions and other investments, service of debt principal, dividends and share repurchases. We use free cash flow, as defined, as one financial measure to monitor and evaluate performance and liquidity. Non-GAAP financial measures should be considered only in conjunction with financial measures reported according to accounting principles generally accepted in the United States. Our definition of free cash flow may differ from definitions used by other companies.

	<b>Three Months Ended</b>					Six Months Ended			
	<b>July 3, 2016</b>		Jun	June 28, 2015		y 3, 2016	Jun	e 28, 2015	
				(In tho	us ands )	)			
GAAP net cash provided by operating activities	\$	47,775	\$	53,251	\$	60,454	\$	5,046	
Capital expenditures, net of proceeds from									
the disposal of tangible assets		(11,662)		(11,694)		(25,083)		(27,144)	
Non-GAAP free cash flow	\$	36,113	\$	41,557	\$	35,371	\$	(22,098)	





# Reconciliation of Non-GAAP Measures 2016 Revenue and Earnings Guidance

	Year Ended	Three Months Ended
	<b>December 31, 2016</b>	October 2, 2016
Adjusted revenues	\$2.355 - \$2.385 billion	\$595 - \$615 million
Deferred revenue adjustments	(\$7 million)	(\$2 million)
GAAP revenues	\$2.348 - \$2.378 billion	\$593 - \$613 million
	<b>47.70 47.70</b>	01.07.01.47
Adjusted income per diluted share attributable to Belden stockholders	\$5.50 - \$5.70	\$1.35 - \$1.45
Amortization of intangible assets	(\$1.61)	(\$0.41)
Severance, restructuring, and acquisition integration costs	(\$0.55)	(\$0.26)
Deferred gross profit adjustments	(\$0.11)	(\$0.02)
GAAP income per diluted share attributable to Belden stockholders	\$3.23 - \$3.43	\$0.66 - \$0.76

Our guidance for revenues and income per diluted share attributable to Belden stockholders is based upon information currently available regarding events and conditions that will impact our future operating results. In particular, our results are subject to the factors listed under the Safe Harbor Statement in this slide presentation. In addition, our actual results are likely to be impacted by other additional events for which information is not available, such as asset impairments, purchase accounting effects related to acquisitions, severance, restructuring, and acquisition integration costs, gains (losses) recognized on the disposal of tangible assets, gains (losses) on debt extinguishment, discontinued operations, and other gains (losses) related to events or conditions that are not yet known.



