

Ingram Micro Reports Fourth Quarter Earnings

Strong Revenue Growth Drives 17% Increase in Non-GAAP Operating Income

SANTA ANA, Calif., Feb. 26, 2015 /PRNewswire/ -- Ingram Micro Inc. (NYSE: IM) today announced financial results for the fourth quarter ended Jan. 3, 2015.

(US\$ in millions, except EPS and diluted	Fourth Qua	arter Ended		Year Ended				
shares)	Jan. 3,	Dec. 28,	Change	Jan. 3,	Dec. 28,	Change		
	2015	2013		2015	2013			
Net sales	\$13,956	\$11,833	18%	\$46,487	\$42,554	9%		
Non-GAAP operating								
income Non-GAAP operating	\$247	\$211	17%	\$676	\$598	13%		
margin	1.77%	1.78%	-1 bps	1.45%	1.41%	4 bps		
Operating income	\$201	\$173	16%	\$487	\$515	-5%		
Operating margin	1.44%	1.46%	-2 bps	1.05%	1.21%	-16 bps		
Non-GAAP net income	\$156	\$139	12%	\$409	\$371	10%		
Net income	\$119	\$112	6%	\$267	\$311	-14%		
Non-GAAP earnings								
per diluted share Earnings per diluted	\$0.98	\$0.88	11%	\$2.56	\$2.37	8%		
share	\$0.74	\$0.71	4%	\$1.67	\$1.99	-16%		
Diluted shares								

A reconciliation of GAAP financial measures to non-GAAP financial measures is presented in the Supplementary Information section in this press release.

Alain Monie, Ingram Micro CEO, commented, "As illustrated by strong financial performance, the fourth quarter was an excellent finish to another year of executing on our long-term plans and financial commitments. We continued to grow revenue well above market rates, resulting from strong performance across all regions and in all of our major product and services lines, including accelerated growth rates in mobility, supply chain solutions and cloud. We are consistently winning important customer contracts and vendor authorizations globally and we are profitably gaining share in a number of markets as illustrated by a 17

percent increase in non-GAAP operating income and 11 percent growth in non-GAAP earnings per diluted share. As our full year financial expectations indicate, we remain confident in our ability to deliver continued strong earnings growth, improved returns on capital and meaningful local currency revenue growth, particularly in our services business."

Fourth Quarter Results of Operations

Driven by strong growth across all geographies, worldwide sales increased year-over-year by more than \$2 billion to \$14.0 billion versus \$11.8 billion in the 2013 fourth quarter. The addition of a 14th week in the 2014 fourth quarter benefited worldwide sales by approximately 7 percentage points when compared to last year. The translation of foreign currencies resulted in a year-over-year headwind to fourth quarter revenue growth of more than 4 percentage points. Non-GAAP operating income was up 17% over last year benefiting from strong performance in North America and Asia Pacific, driven by solid operating leverage and increasing revenue contribution from key strategic initiatives, including mobility, supply chain solutions and cloud. Europe's profitability was negatively impacted by the strengthening U.S. Dollar, a greater mix of consumer product sales and increased competitive pricing pressure. Interest and other expense increased by more than \$10 million over the 2013 fourth quarter, due primarily to higher interest expense and nearly \$4 million in higher foreign currency exchange losses.

2014 fourth quarter non-GAAP net income was \$156 million, leading to an historical high in earnings of 98 cents per diluted share, up from non-GAAP net income of \$139 million, or 88 cents per diluted share in the prior year's fourth quarter. The translation of foreign currencies negatively impacted 2014 fourth quarter non-GAAP net income by \$8 million, or 5 cents per diluted share, when compared to the 2013 fourth quarter.

Key 2014 fourth quarter business highlights:

- Ingram Micro is strengthening its position as a leading global provider of device lifecycle services with the acquisition of ANOVO, a provider of reverse logistics and repair services for high-tech products such as smartphones and set-top boxes. The acquisition is expected to close in the 2015 first quarter. ANOVO generates annual revenue in excess of \$300 million from operations in 11 countries across Europe and Latin America.
- The company broadened its geographic reach and expanded its capabilities around high value solutions with the acquisition of a majority interest in Armada, the largest value-added technology distributor in Turkey with annual revenues of approximately \$300 million.
- Gartner, Inc. named CloudBlue, an Ingram Micro company and a leading provider of IT <u>asset disposition services</u> (ITAD), a "Leader" in the recently released "Magic Quadrant for IT Asset Disposition, Worldwide."
- Ingram Micro further expanded its cloud marketplace to channel partners in Canada and Mexico, bringing an automated platform that makes it easier and more profitable for channel partners to deliver cloud services to small and mid-sized businesses. For the 2014 year, the company's cloud business grew in excess of 100 percent.
- Google has teamed with Ingram Micro to handle inventory and shipping for a "modular" smartphone in a pilot region.
- Ingram Micro further expanded its government business with the addition of VMWare's

- line of solutions.
- Dell named Ingram Micro "Distribution Partner of the Year" for the second consecutive year.
- Microsoft awarded Ingram Micro the Gold Level of Excellence in Operations for delivering market-leading operational excellence supporting Microsoft technology over the past year.
- Cisco honored the company as its <u>Global Collaboration Midmarket Distributor of the Year</u>.

Outlook

The following statements are based on the company's current expectations for the 2015 first quarter and fiscal year and exclude the amortization of intangible assets, charges associated with acquisition-related costs, reorganization, integration and transition costs and other expense reduction programs and the impact of foreign exchange gains or losses related to the translation effect on Euro-based inventory purchases in Ingram Micro's pan-European entity. These statements are forward-looking and actual results may differ materially.

For 2015, Ingram Micro expects the demand environment to remain stable and expects that the company will continue to outpace IT spending growth in local currency in the majority of its countries.

For the 2015 year, revenue is expected to grow mid-single digits in local currency and to be relatively flat in U.S. dollars. The negative effect of currency translation versus last year impacts Ingram Micro's previously provided earnings expectations for 2015 by approximately 15 cents per diluted share. The company's financial expectations assume the average exchange rate for the 2015 year to be a \$1.15 per Euro.

For the 2015 first quarter, revenue in U.S. dollars is expected to be flat to up 3 percent versus last year. The company anticipates, however, that it will continue to face increased competitive pricing pressure in Europe. Non-GAAP earnings per diluted share for the 2015 first quarter is expected to be in the range of 40 to 47 cents, which includes a negative impact of 4 cents related to currency movement, when compared with the first quarter last year.

Non-GAAP Disclosures

In addition to GAAP results, Ingram Micro is reporting non-GAAP operating income, non-GAAP operating margin, non-GAAP net income and non-GAAP earnings per diluted share. These non-GAAP measures exclude charges associated with reorganization, integration and transition costs, including those associated with the company's previously announced organizational effectiveness program and integration of BrightPoint, as well as acquisition-related costs and the amortization of intangible assets. These non-GAAP financial measures also exclude a benefit related to the receipt of an LCD flat panel class action settlement and the impact of a reserve recorded in 2013 for estimated potential charges related to indirect tax declarations in Europe. Non-GAAP net income and non-GAAP earnings per diluted share also exclude the impact of foreign exchange gains or losses related to the translation effect on Euro-based inventory purchases in Ingram Micro's pan-European entity.

The non-GAAP measures noted above are primary indicators that Ingram Micro's management uses internally to conduct and measure its business and evaluate the performance of its consolidated operations and operating segments. Ingram Micro's management believes these non-GAAP financial measures are useful because they provide meaningful comparisons to prior periods and an alternate view of the impact of acquired businesses. These non-GAAP financial measures are used in addition to and in conjunction with results presented in accordance with GAAP. These non-GAAP financial measures reflect an additional way of viewing aspects of our operations that, when viewed with our GAAP results and the accompanying reconciliations to corresponding GAAP financial measures, provide a more complete understanding of factors and trends affecting Ingram Micro's business. A material limitation associated with these non-GAAP measures as compared to the GAAP measures is that they may not be comparable to other companies with similar items that present related measures differently. The non-GAAP measures should be considered as a supplement to, and not as a substitute for or superior to, the corresponding measures calculated in accordance with GAAP and may not be comparable to similarly titled measures used by other companies.

Reconciliation of GAAP to non-GAAP financial measures for the periods presented are attached to the press release.

Conference Call and Webcast

Additional information about Ingram Micro's financial results will be presented in a conference call with presentation slides today at 5 p.m. ET. To listen to the conference call webcast and view the accompanying presentation slides, visit the company's website at www.ingrammicro.com (Investor Relations section). The conference call is also accessible by telephone at (877) 869-3847 (toll-free within the United States and Canada) or (201) 689-8261 (other countries).

The replay of the conference call with presentation slides will be available for one week at www.ingrammicro.com (Investor Relations section) or by calling (877) 660-6853 or (201) 612-7415, conference ID "13599198."

About Ingram Micro Inc.

Ingram Micro helps businesses realize the promise of technology. It delivers a full spectrum of global technology and supply chain services to businesses around the world. Deep expertise in technology solutions, mobility, cloud, and supply chain solutions enables its business partners to operate efficiently and successfully in the markets they serve. More at www.ingrammicro.com.

Cautionary Statement for the Purpose of the Safe Harbor Provisions of the Private Securities Litigation Reform Act of 1995

The matters in this press release that are forward-looking statements within the meaning of the Private Securities Litigation Reform Act, including statements relating to the expected benefits from new wins and market share and our ability to enhance earnings power, are based on current management expectations. Certain risks may cause such expectations to not be achieved and, in turn, may have a material adverse effect on Ingram Micro's business, financial condition and results of operations. Ingram Micro disclaims any duty to

update any forward-looking statements. Important risk factors that could cause actual results to differ materially from those discussed in the forward-looking statements include, without limitation: (1) changes in macro-economic conditions can affect our business and results of operations; (2) our acquisition and investment strategies may not produce the expected benefits, which may adversely affect results of operations; (3) we are dependent on a variety of information systems, which, if not properly functioning, and available, or if we experience system security breaches, data protection breaches or other cyber-attacks, could adversely disrupt our business and harm our reputation and net sales; (4) failure to retain and recruit key personnel would harm our ability to meet key objectives; (5) we operate a global business that exposes us to risks associated with conducting business in multiple jurisdictions; (6) our failure to adequately adapt to industry changes could negatively impact our future operating results; (7) we continually experience intense competition across all markets for our products and services; (8) termination of a key supply or services agreement or a significant change in supplier terms or conditions of sale could negatively affect our operating margins, revenue or the level of capital required to fund our operations; (9) substantial defaults by our customers or the loss of significant customers could negatively impact our business, results of operations, financial condition or liquidity; (10) changes in, or interpretations of, tax rules and regulations, changes in the mix of our business amongst different tax jurisdictions, and deterioration of the performance of our business may adversely affect our effective income tax rates or operating margins and we may be required to pay additional taxes and/or tax assessments, as well as record valuation allowances relating to our deferred tax assets; (11) our goodwill and identifiable intangible assets could become impaired, which could reduce the value of our assets and reduce our net income in the year in which the write-off occurs; (12) changes in our credit rating or other market factors, such as adverse capital and credit market conditions or reductions in cash flow from operations may affect our ability to meet liquidity needs, reduce access to capital, and/or increase our costs of borrowing; (13) we cannot predict the outcome of litigation matters and other contingencies that we may be involved with from time to time; (14) We may become involved in intellectual property disputes that could cause us to incur substantial costs, divert the efforts of management or require us to pay substantial damages or licensing fees; (15) Our failure to comply with the requirements of environmental regulations could adversely affect our business; (16) we face a variety of risks in our reliance on third-party service companies, including shipping companies, for the delivery of our products and outsourcing arrangements; (17) changes in accounting rules could adversely affect our future operating results; and (18) our quarterly results have fluctuated significantly. There are additional contingencies associated with each of the above identified risks. For example, in connection with our acquisition strategy, we risk failing to realize the anticipated benefits of an acquisition due to, among other things, the unsuccessful integration of an acquired business. Despite its global presence, Ingram Micro may fail to proactively identify and tap into emerging markets and geographies. We have historically instituted, and will continue to institute, changes to our strategies, operations and processes in an effort to address and mitigate risks; however, there are no assurances that Ingram Micro will be successful in these efforts. For a further discussion of significant factors to consider in connection with forward-looking statements concerning Ingram Micro, reference is made to our SEC filings, and specifically to Item 1A- Risk Factors, of our latest Annual Report on Form 10K.

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Ingram Micro Inc. Consolidated Balance Sheet (Amounts in 000s) (Unaudited)

		January 3, 2015	December 28, 2013		
ACCETO					
ASSETS					
Current assets:	•	000 777	•	274 222	
Cash and cash equivalents	\$	692,777	\$	674,390	
Trade accounts receivable, net		6,115,328		5,454,832	
Inventory		4,145,012		3,724,447	
Other current assets		532,406		521,902	
Total current assets		11,485,523		10,375,571	
Property and equipment, net		432,430		488,699	
Goodwill		532,483		527,526	
Intangible assets, net		318,689		375,423	
Other assets		62,318		23,976	
Total assets	\$	12,831,443	\$	11,791,195	
LIABILITIES AND STOCKHOLDERS' EQUITY					
Current liabilities:					
Accounts payable	\$	6,522,369	\$	6,175,604	
Accrued expenses		542,038		710,040	
Short-term debt and current maturities of long-term debt		372,026		48,772	
Total current liabilities		7,436,433		6,934,416	
Long-term debt, less current maturities		1,096,889		797,454	
Other liabilities		132,295		109,700	
Total liabilities		8,665,617		7,841,570	
Stockholders' equity		4,165,826		3,949,625	
Total liabilities and stockholders' equity	\$	12,831,443	\$	11,791,195	

Ingram Micro Inc. Consolidated Statement of Income (Amounts in 000s, except per share data) (Unaudited)

		Fourteen	Thirteen			
	W	eeks Ended	W	eeks Ended		
	Jar	nuary 3, 2015	Dece	mber 28, 2013		
Net sales	\$	13,956,218	\$	11,832,844		
Cost of sales		13,180,915		11,123,179		
Gross profit		775,303		709,665		
Operating expenses:						
Selling, general and administrative		544,205		509,414		
Amortization of intangible assets		15,822		13,080		
Reorganization costs		14,308		14,579		
		574,335	-	537,073		
Income from operations		200,968		172,592		
Other expense (income):						
Interest income		(1,100)		(1,766)		
Interest expense		23,322		13,192		
Net foreign currency exchange loss		5,413	1,713			
Other		2,394	6,536			
		30,029		19,675		
Income before income taxes		170,939		152,917		
Provision for income taxes		51,928		40,717		
Net income	\$	119,011	\$	112,200		
Diluted earnings per share	\$	0.74	\$	0.71		
Diluted weighted average						
shares outstanding		159,948		158,132		

Ingram Micro Inc.
Consolidated Statement of Income
(Amounts in 000s, except per share data)
(Unaudited)

Fifty-three Weeks Ended January 3, 2015 Fifty-two Weeks Ended December 28, 2013

Net sales	\$ 46,487,426	\$	42,553,918		
Cost of sales	43,821,709		40,064,361		
Gross profit	2,665,717		2,489,557		
Operating expenses:					
Selling, general and administrative	2,025,948	1,891,573			
Amortization of intangible assets	58,962		48,480		
Reorganization costs	93,545		34,629		
	2,178,455		1,974,682		
Income from operations	487,262	514,875			
Other expense (income):					
Interest income	(4,882)		(7,652)		
Interest expense	77,728		59,165		
Net foreign currency exchange loss	4,260		11,578		
Other	15,405	15,685			
	92,511		78,776		
Income before income taxes	394,751		436,099		
Provision for income taxes	128,060		125,516		
Net income	\$ 266,691	\$	310,583		
Diluted earnings per share	\$ 1.67	\$	1.99		
.					
Diluted weighted average					
shares outstanding	159,452		156,272		

Ingram Micro Inc. Consolidated Statement of Cash Flows (Amounts in 000s) (Unaudited)

	Wee	fty-three eks Ended aary 3, 2015	Fifty-two Weeks Ended December 28, 2013		
Cash flows from operating activities:					
Net income	\$	266,691	\$	310,583	
Adjustments to reconcile net income to cash					
(used) provided by operating activities:					
Depreciation and amortization Stock-based compensation		146,028		128,915	
Clock based compensation		36,022		30,340	
Excess tax benefit from stock-based compensation		(5,572)		(1,944)	

Gain on sale of land and building Noncash charges for interest and bond discount amortization Deferred income taxes (29,282) Changes in operating assets and liabilities, net of effects of acquisitions: Trade accounts receivable (601,083) Inventory (405,611) Other current assets Accounts payable 252,977 Change in book overdrafts 52,486 Accrued expenses (192,086) Cash (used) provided by operating activities (249,086) Capital expenditures (88,651) Sale (purchase) of marketable securities, net (187) Proceeds from sale of land and building Cost-based investment (10,000) Acquisitions and earn-out payment, net of cash acquired Cash flows from financing activities: (72,292) Cash flows from financing activities:	(1,045) 2,554 (33,087)
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Acquisitions and earn-out payment, net of cash acquired (40,924) Cash used by investing activities (72,292)	1,109
Cash used by investing activities (72,292)	(125.762)
	(135,763)
Cash flows from financing activities:	(228,356)
Proceeds from exercise of stock options 19,334	43,384
Excess tax benefit from stock-based compensation 5,572	1,944
Net proceeds from issuance of senior unsecured notes, net of issuance costs 494,995	-
Fees associated with the amendment and extension of credit facilities -	(1,086)
Net proceeds from (repayments of) revolving credit facilities 99,789	(195,729)
Other	(4,423)
Cash provided (used) by financing activities 619,690	(155,910)
Effect of exchange rate changes on cash and cash equivalents (38,909)	(2,531)
Increase in cash and cash equivalents 18,387	79,243
Cash and cash equivalents, beginning of year674,390	595,147
Cash and cash equivalents, end of year \$ 692,777 \$	

Ingram Micro Inc. Supplementary Information Income from Operations - Reconciliation of GAAP to Non-GAAP Information (Amounts in Millions) (Unaudited)

Fourteen Weeks Ended January 3, 2015

Stock-base
North America Europe Asia-Pacific Latin America compensation

Net Sales	\$ 6,041.7	\$ 4,186.0	\$ 2,964.8	\$ 763.7	\$
GAAP Operating Income Reorganization,	\$ 124.2	\$ 34.2	\$ 37.3	\$ 16.6	\$ (11.
integration and transition costs Amortization of intangible	12.3	16.4	2.4	1.4	
assets LCD class action settlement	11.5 (2.8)	2.7	1.4	0.2	
Non-GAAP Operating	 (2.0)	 	 	 	
Income	\$ 145.2	\$ 53.3	\$ 41.1	\$ 18.2	\$ (11.
GAAP					
Operating Margin Non-GAAP Operating	2.06%	0.82%	1.26%	2.17%	
Margin	2.40%	1.27%	1.39%	2.38%	

	Thirteen Weeks Ended December 28, 2013									
	North America		Europe		As	Asia-Pacific		Latin America		ck-baser pensatic
Net Sales	\$	4,719.9	\$	4,047.1	\$	2,384.3	\$	681.5	\$	
GAAP Operating Income Reorganization,	\$	85.5	\$	62.1	\$	15.3	\$	18.4	\$	(8.
integration and transition costs Amortization of		8.6		10.9		5.6		-		
intangible assets		8.6		2.9		1.4		0.2		
Non-GAAP Operating Income	\$	102.7	\$	75.9	\$	22.3	\$	18.6	\$	(8.
GAAP Operating Margin Non-GAAP		1.81%		1.53%		0.64%		2.70%		
Operating Margin		2.18%		1.88%		0.94%		2.73%		

Ingram Micro Inc. Supplementary Information Income from Operations - Reconciliation of GAAP to Non-GAAP Information (Amounts in Millions) (Unaudited)

				Fifty-three Weeks Ended January 3, 2015				1441 9 0, 2010	Sto	ck-bas
	Noi	rth America		Europe		Asia-Pacific		Latin America		pensat
Net Sales	\$	19,929.1	\$	14,263.4	\$	9,991.2	\$	2,303.7	\$	
GAAP Operating Income Reorganization,	\$	343.5	\$	28.2	\$	108.8	\$	42.8	\$	(36
integration and transition costs Amortization of		52.2		78.0		6.9		2.5		
intangible assets LCD class		41.1		11.4		5.6		0.8		
action settlement		(9.4)								
Non-GAAP Operating Income	\$	427.4	\$	117.6	\$	121.3	\$	46.1	\$	(36
GAAP Operating Margin Non-GAAP		1.72%		0.20%		1.09%		1.86%		
Operating Margin		2.14%		0.82%		1.21%		2.00%		
					Fifty-t	wo Weeks End	ed Dece	mber 28, 2013		
	North America			Europe	As	ia-Pacific	Latin America		Stock-base compensat	
Net Sales	\$	17,367.1	\$	13,184.2	\$	9,950.7	\$	2,051.9	\$	
GAAP Operating	¢	320.3	¢	02.8	¢	80.0	¢	43.1	¢	(2

\$

92.8

23.3

11.4

5.0

329.3

23.9

30.4

(28.5)

Income Reorganization, integration and transition costs

Amortization of intangible assets

LCD class action

settlement European indirect tax declarations charge \$

\$

43.1

0.9

(1.0)

\$

(30

80.0

12.3

5.8

Non-GAAP Operating Income	\$ 355.1	\$ 132.5	_\$	98.1	\$ 43.0	_\$	(30
GAAP Operating Margin Non-GAAP Operating Margin	1.90% 2.04%	0.70%		0.80%	2.10%		

Ingram Micro Inc. Supplementary Information Reconciliation of GAAP to Non-GAAP Financial Measures (Amounts in Millions, except per share data) (Unaudited)

	Fourteen Weeks Ended January 3, 2015					
			Diluted			
	Net Income		Earnings per Share (a			
	\$					
As Reported Under GAAP		119.0	\$	0.74		
Reorganization, integration and transition costs		27.3		0.17		
Amortization of intangible assets		11.2		0.07		
Pan-Europe foreign exchange loss		0.5		0.01		
LCD class action settlement		(2.0)	-	(0.01)		
	\$					
Non-GAAP Financial Measure	•	156.0	\$	0.98		

	Thirteen Weeks Ended December 28, 2013						
			Diluted				
	Net Income		Earnings p	er Share (a)			
	\$						
As Reported Under GAAP		112.2	\$	0.71			
Reorganization, integration and transition costs		18.4		0.12			
Amortization of intangible assets		9.6		0.06			
Pan-Europe foreign exchange gain		(1.1)		(0.01)			
	\$						
Non-GAAP Financial Measure		139.1	\$	0.88			

⁽a) Per share impact is calculated by dividing net income amount by the diluted weighted average shares outstanding of 159.9 and 158.1 for the fourteen weeks ended January 3, 2015 and thirteen weeks ended December 28, 2013, respectively.

Ingram Micro Inc. Supplementary Information Reconciliation of GAAP to Non-GAAP Financial Measures (Amounts in Millions, except per share data) (Unaudited)

	Fifty-three Weeks Ended January 3, 2015			
	Net Income		Diluted Earnings per Share (a)	
_				
	\$			
As Reported Under GAAP		266.7	\$	1.67
Reorganization, integration and transition costs		112.4		0.71
Amortization of intangible assets		41.8		0.26
Pan-Europe foreign exchange gain		(5.6)		(0.04)
LCD class action settlement		(6.7)		(0.04)
	\$			
Non-GAAP Financial Measure		408.6	\$	2.56

	Fifty-two Weeks Ended December 28, 2013				
		Diluted Earnings per Share (a)			
	Net Income				
	\$				
As Reported Under GAAP	310.6	\$	1.99		
Reorganization, integration and transition costs	43.2		0.28		
Amortization of intangible assets	35.1		0.22		
Pan-Europe foreign exchange loss	0.0		0.00		
LCD class action settlement	(21.4)		(0.14)		
European indirect tax declarations charge	3.6		0.02		
	\$				
Non-GAAP Financial Measure	371.1	\$	2.37		

⁽a) Per share impact is calculated by dividing net income amount by the diluted weighted average shares outstanding of 159.5 and 156.3 for the fifty-three weeks ended January 3, 2015 and fifty-two weeks ended December 28, 2013, respectively.



To view the original version on PR Newswire, visit<u>http://www.prnewswire.com/news-releases/ingram-micro-reports-fourth-quarter-earnings-300042373.html</u>

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