

TTM Technologies, Inc. Q3'22 Earnings Results Presentation

November 2nd, 2022



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Disclaimers

Forward-Looking Statements

This communication may contain “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995, including statements related to the future business outlook, events, and expected performance of TTM Technologies, Inc. (“TTM”, “we” or the “Company”). The words “anticipate,” “believe,” “plan,” “forecast,” “foresee,” “estimate,” “project,” “expect,” “seek,” “target,” “intend,” “goal” and other similar expressions, among others, generally identify “forward-looking statements,” which speak only as of the date the statements were made and are not guarantees of performance. Actual results may differ materially from these forward-looking statements. Such statements relate to a variety of matters, including but not limited to the operations of TTM’s businesses. These statements reflect the current beliefs, expectations and assumptions of the management of TTM, and we believe such statements to have a reasonable basis.

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TTM does not undertake any obligation to update any of these statements to reflect any new information, subsequent events or circumstances, or otherwise, except as may be required by law, even if experience or future changes make it clear that any projected results expressed in this communication or future communications to stockholders, press releases or Company statements will not be realized. In addition, the inclusion of any statement in this communication does not constitute an admission by us that the events or circumstances described in such statement are material.

Use of Non-GAAP Financial Measures

In addition to the financial statements presented in accordance with U.S. generally accepted accounting principles (“GAAP”), TTM uses certain non-GAAP financial measures, including EBITDA, Adjusted EBITDA, Non-GAAP Operating Income, Non-GAAP Net Income, Non-GAAP Operating Margin, Non-GAAP Gross Margin, Non-GAAP EPS and Adjusted Operating Cash Flow. We present non-GAAP financial information to enable investors to see TTM through the eyes of management and to provide better insight into our ongoing financial performance.

A material limitation associated with the use of the above non-GAAP financial measures is that they have no standardized measurement prescribed by GAAP and may not be comparable to similar non-GAAP financial measures used by other companies. We compensate for these limitations by providing full disclosure of each non-GAAP financial measure and reconciliation to the most directly comparable GAAP financial measure. However, the non-GAAP financial measures should not be considered in isolation from, or as a substitute for, financial information prepared in accordance with GAAP.

See Appendix for reconciliations of Adjusted EBITDA and Non-GAAP Operating Income to the most comparable GAAP metric.

Data Used in This Presentation

Due to rounding, numbers presented throughout this and other documents may not add up precisely to the totals provided and percentages may not precisely reflect the absolute figures.

Third Party Information

The information contained herein does not purport to be all inclusive. This presentation has been prepared by the Company and includes information from other sources believed by the Company to be reliable. No representation or warranty, express or implied, is made as to the fairness, accuracy or completeness of any of the opinions and conclusions set forth herein based on such information. This presentation may contain descriptions or summaries of certain documents and agreements, but such descriptions or summaries are qualified in their entirety by reference to the actual documents or agreements. Unless otherwise indicated, the information contained herein speaks only as of the date hereof and is subject to change, completion or amendment without notice.

Key Messages from Q3 2022 Earnings Report and Call¹

- Revenue of \$671.1M in-line with guidance of \$655-\$695M
- GAAP EPS of \$0.42
- Non-GAAP EPS of \$0.56 above the high end of guidance of \$0.41-\$0.47
- Operating cash flow of \$80.0 million; free cash flow of \$53.7 million
- Cash balance of \$335.6M. Net leverage defined as net debt divided by last twelve months of EBITDA at 1.8x.
- Expect Q4 revenues of \$630 to \$670M and non-GAAP EPS of \$0.36 to \$0.42

¹Results for Q3'22 and guidance for Q4'22 include full quarter of Telephonics

Q3'22 End Market Commentary¹

End Market (% of Revenues)	Q3'22	Q3'21	Year on Year Growth	Q4'22 Guidance
Aerospace & Defense	38%	31%	46% (7% organic)	40%
Automotive	15%	18%	1.6%	16%
Medical, Industrial & Instrumentation	19%	20%	18%	17%
Networking and Communication	14%	16%	4.0%	13%
Data Center Computing	14%	14%	18%	14%

¹ Results in Q3'22 and Q4'22 guidance include full quarter of Telephonics

Q3 2022 Operational Metrics¹

Operating Metric	Q3'22	Q3'21
Advanced Technology	41%	29%
Asia Pacific PCB Capacity Utilization	78%	91%
North America PCB Capacity Utilization	45%	50%
Top 5 Customers	33%	28%
Backlog	\$672.9 mn	\$594.8 mn
A&D Program Backlog	\$1,164 mn	\$723 mn
Book to Bill	0.92	1.29

¹Results for Q3'22 include full quarter of Telephonics

Quarterly Financial Results and Guidance¹

Financial Metric (Non-GAAP) ²	Q3'22	Q3'21	Year on Year Change	Q4'22 Guide
Revenues	\$671.1 mn	\$556.8 mn	20.5% (8.3% organic)	\$630-\$670 mn
Operating Margin	10.2%	8.6%	1.6 pts	N/A
EBITDA Margin	15.3%	12.3%	3.0 pts	N/A
EPS	\$0.56	\$0.34	\$0.22	\$0.36-\$0.42
Cash flow from Ops	\$80.0 mn	\$18.6 mn	\$61.4 mn	N/A
Capex	\$26.3 mn	\$19.8 mn	\$6.5 mn	N/A
Free Cash flow	\$53.7 mn	(\$1.2) mn	\$54.9 mn	N/A
Net debt/EBITDA	1.8x	1.5x	0.3x	N/A

¹ Results for Q3'22 and guidance for Q4'22 include full quarter of Telephonics

²See Appendix for reconciliation to GAAP



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Thank You



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Appendix

End Market Growth Drivers and Outlook¹

		FY 2021 Net Sales	End Market Growth Drivers	2021 – 2025 CAGR (3rd Party)	2022 TTM View
Aerospace & Defense		33%	Increased Use of AESA Radar & Increased Military Equipment Builds	2-4%	In Line
Automotive		18%	Electric & Autonomous Vehicle & Safety/ADAS/Infotainment	3-6%	Above
Data Center Computing		14%	Semiconductor Development & Data Center expansion	1-3%	Above
Medical & Industrial Instrumentation		19%	Patient Monitoring & Automated Test Equipment	2-4%	Above
Networking & Communications		15%	5G Infrastructure Spend & Networking Infrastructure	5-8%	Below

¹ Does not include Telephonics which closed at the end of Q2 2022

Non-GAAP Reconciliations Q3 22

	Third Quarter	
	2022	2021
Non-GAAP gross profit reconciliation³:		
GAAP gross profit	\$ 128,567	\$ 93,179
Add back items:		
Amortization of definite-lived intangibles	1,384	1,384
Accelerated depreciation	19	-
Stock-based compensation	1,699	1,284
Unrealized loss on commodity hedge	385	164
Purchase accounting related inventory markup	248	-
Restructuring and other charges	-	-
Non-GAAP gross profit	\$ 132,302	\$ 96,011
Non-GAAP gross margin	19.7%	17.2%
Non-GAAP operating income reconciliation⁴:		
GAAP operating income	\$ 49,778	\$ 32,235
Add back items:		
Amortization of definite-lived intangibles	11,657	9,658
Accelerated depreciation	19	-
Stock-based compensation	5,470	4,944
Gain on sale of assets	-	-
Unrealized loss on commodity hedge	385	164
Purchase accounting related inventory markup	248	-
Restructuring, acquisition-related and other charges	655	699
Non-GAAP operating income	\$ 68,212	\$ 47,700
Non-GAAP operating margin	10.2%	8.6%
Non-GAAP net income and EPS reconciliation⁵:		
GAAP net income	\$ 43,528	\$ 20,958
Add back items:		
Amortization of definite-lived intangibles	11,657	9,658
Accelerated depreciation	19	-
Stock-based compensation	5,470	4,944
Non-cash interest expense	540	540
Gain on sale of assets	-	-
Change in fair value of warrant liabilities	-	(2,669)
Loss on extinguishment of debt	-	-
Unrealized loss on commodity hedge	385	164
Purchase accounting related inventory markup	248	-
Restructuring, acquisition-related and other charges	655	699
Income taxes ⁶	(4,586)	2,246
Non-GAAP net income	\$ 57,916	\$ 36,540
Non-GAAP earnings per diluted share	\$ 0.56	\$ 0.34
Adjusted EBITDA reconciliation⁷:		
GAAP net income	\$ 43,528	\$ 20,958
Add back items:		
Income tax provision	5,635	2,655
Interest expense	10,939	11,147
Amortization of definite-lived intangibles	11,657	9,658
Depreciation expense	24,017	20,994
Stock-based compensation	5,470	4,944
Gain on sale of assets	-	-
Change in fair value of warrant liabilities	-	(2,669)
Loss on extinguishment of debt	-	-
Unrealized loss on commodity hedge	385	164
Purchase accounting related inventory markup	248	-
Restructuring, acquisition-related and other charges	655	699
Adjusted EBITDA	\$ 102,534	\$ 68,550
Adjusted EBITDA margin	15.3%	12.3%
Free cash flow reconciliation:		
Operating cash flow	\$ 80,006	\$ 18,599
Capital expenditures, net	(26,281)	(19,766)
Free cash flow	\$ 53,725	\$ (1,167)

³ Non-GAAP gross profit and gross margin measures exclude amortization of intangibles, accelerated depreciation, stock-based compensation expense, unrealized loss on commodity hedge, purchase accounting related inventory markup, restructuring and other charges.

⁴ Non-GAAP operating income and operating margin measures exclude amortization of intangibles, accelerated depreciation, stock-based compensation expense, gain on sale of assets, unrealized loss on commodity hedge, purchase accounting related inventory markup, restructuring, acquisition-related costs, and other charges.

⁵ This information provides non-GAAP net income and non-GAAP EPS, which are non-GAAP financial measures. Management believes that both measures -- which add back amortization of intangibles, accelerated depreciation, stock-based compensation expense, non-cash interest expense on debt (before consideration of capitalized interest), gain on sale of assets, change in fair value of warrant liabilities, loss on extinguishment of debt, unrealized loss on commodity hedge, purchase accounting related inventory markup, restructuring, acquisition-related costs, and other charges as well as the associated tax impact of these charges and discrete tax items -- provide additional useful information to investors regarding the Company's ongoing financial condition and results of operations.

⁶ Income tax adjustments reflect the difference between income taxes based on a non-GAAP tax rate and a forecasted annual GAAP tax rate.

⁷ Adjusted EBITDA is defined as earnings before interest expense, income taxes, depreciation, amortization of intangibles, stock-based compensation expense, gain on sale of assets, change in fair value of warrant liabilities, loss on extinguishment of debt, unrealized loss on commodity hedge, purchase accounting related inventory markup, restructuring, acquisition-related costs, and other charges. We present adjusted EBITDA to enhance the understanding of our operating results, and it is a key measure we use to evaluate our operations. In addition, we provide our adjusted EBITDA because we believe that investors and securities analysts will find adjusted EBITDA to be a useful measure for evaluating our operating performance and comparing our operating performance with that of similar companies that have different capital structures and for evaluating our ability to meet our future debt service, capital expenditures, and working capital requirements. However, adjusted EBITDA should not be considered as an alternative to cash flows from operating activities as a measure of liquidity or as an alternative to net income as a measure of operating results in accordance with accounting principles generally accepted in the United States of America.