



## Citi Global Technology Conference

September, 2016



Tom Lynch
Chief Executive Officer



# Forward-Looking Statements and Non-GAAP Measures

#### Forward-Looking Statements

This presentation contains certain "forward-looking statements" within the meaning of the U.S. Private Securities Litigation Reform Act of 1995. These statements are based on management's current expectations and are subject to risks, uncertainty and changes in circumstances, which may cause actual results, performance, financial condition or achievements to differ materially from anticipated results, performance, financial condition or achievements. All statements contained herein that are not clearly historical in nature are forward-looking and the words "anticipate," "believe," "expect," "estimate," "plan," and similar expressions are generally intended to identify forward-looking statements. We have no intention and are under no obligation to update or alter (and expressly disclaim any such intention or obligation to do so) our forward-looking statements whether as a result of new information, future events or otherwise, except to the extent required by law. The forward-looking statements in this presentation include statements addressing our future financial condition and operating results. Examples of factors that could cause actual results to differ materially from those described in the forward-looking statements include, among others, business, economic, competitive and regulatory risks, such as conditions affecting demand for products, particularly in the automotive and data and devices industries; competition and pricing pressure; fluctuations in foreign currency exchange rates and commodity prices; natural disasters and political, economic and military instability in countries in which we operate; developments in the credit markets; future goodwill impairment; compliance with current and future environmental and other laws and regulations; and the possible effects on us of changes in tax laws, tax treaties and other legislation. More detailed information about these and other factors is set forth in TE Connectivity Ltd.'s Annual Report on Form 10-K for the fiscal year ended Sept. 25, 2015 as well as in our Quarterly Reports on Form 10-Q, Current Reports on Form 8-K and other reports filed by us with the U.S. Securities and Exchange Commission.

#### Non-GAAP Measures

Where we have used non-GAAP financial measures, reconciliations to the most comparable GAAP measure are provided, along with a disclosure on the usefulness of the non-GAAP measure, in this presentation.







TE Connectivity is the **world leader** in connectivity and sensor solutions with the broadest range of technologies

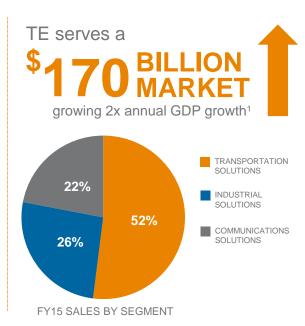
TE's **highly engineered products** and integrated solutions perform in harsh environments where failure is not an option

**\$12.2B in FY15 sales** 

Strong global presence close to our customers

Recognized as **Top 100 Global Innovator**<sup>2</sup>

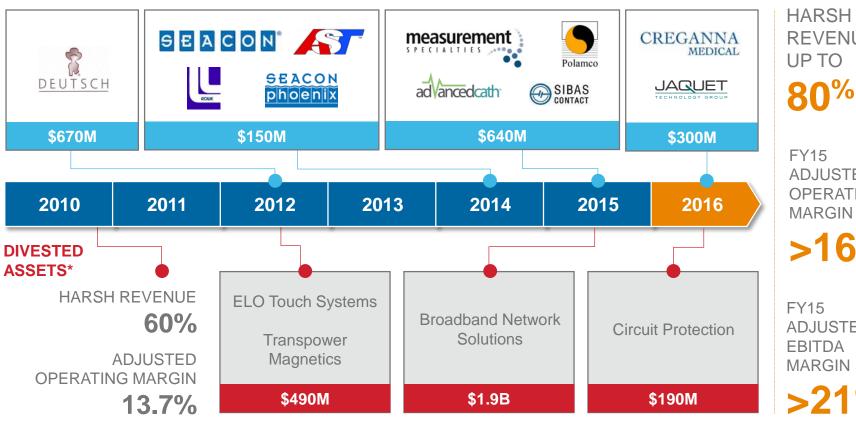
Recognized as one of the World's Most Ethical Companies<sup>3</sup>





### **Our Successful Portfolio Transformation**

#### **ACQUIRED COMPANIES\***



**REVENUE** 

**ADJUSTED OPERATING** 

>16%

**ADJUSTED** 

>21%

EACH DOLLAR OF REVENUE TODAY GENERATES 40% MORE ADJUSTED EPS1



<sup>\*</sup>Figures represent annual revenues at time of acquisition/divestiture

<sup>1</sup> YTD Q2 2016 revenue flow through versus 2010

Adjusted Operating Margin, Adjusted EBITDA margin, and Adjusted Earnings Per Share are non-GAAP measures; See Appendix for description and reconciliation

# **Electronic Content Growth is a Secular Trend Across Our Businesses**

#### **FISCAL 2015 SALES**

#### **SECULAR GROWTH DRIVERS**

TRANSPORTATION SOLUTIONS

\$6.3B

ADAS/ Safety



Emissions & Infotainment



Sensor Expansion



- Auto content growth 4-6% per year
- Sensors double the auto opportunity from \$200 to \$400 per vehicle

INDUSTRIAL SOLUTIONS

\$3.2B

Digital Factory



New Aircraft Designs



Medical Components Integration



- 2.5x increase in robotics in Smart factories, driving more connectors & sensors
- New aircraft platforms increasing content by >2X
- Minimally invasive medical market growing 7% annually

**COMMUNICATIONS**SOLUTIONS

\$2.7B

IoT



Data Proliferation



Smart Appliances



- Enable the physical layer of the IoT
- 6.4B connected things today growing to 20.8B connected things in 2020
- Adoption of more smart appliances results in content growth of 3X

Source: Gartner



## **Electronic Content Growth in Auto**

#### **CONTENT PER VEHICLE YESTERDAY TOMORROW TODAY Advanced Driver Airbags** Assistance Systems / SAFE **Automated Breaking Autonomous Driving Traction Control Powertrain** Emmission Controls / **Diesel / Petroleum GREEN** Full Hybrid & Vehicle **Hybrid** Electrification **Electric** Convenience Connected Vehicles CONNECTED Infotainment **Dynamic Lighting** Lighting TE CAPABILITIES ~6% ~4% Integrated Solutions Connection Integrity CAGR CAGR Reliability Sensors Harsh Performance Miniaturization ~6% content CAGR over the next 5 years



<sup>\*</sup> Includes Sensors. FY20 content per vehicle may vary based upon foreign currency exchange rates

### **Focused Portfolio Positioned for Growth**

**Strong Track Record of Profitability Improvement and Capital Allocation** 



Portfolio Transformation

HARSH REVENUE 80%

FROM **60%** IN 2010

Capital Allocation
& Profitability
Improvement

>16% FY15 ADJUSTED OPERATING MARGIN

**+260bps** FROM 2010

~2/3 OF FREE CASH FLOW RETURNED TO SHAREHOLDERS

- World leader in connectivity and sensor solutions
- Benefit from megatrends of safe, green, and connected
- Secular trend of electronic content growth across businesses
- Integrated, system-level solutions
- Focused acquisition strategy on harsh and sensors
- TE Operating Advantage, TEOA driving productivity
- Return of capital strategy
- 50 bps of Ol% expansion on 5-7% organic growth



## **Appendix**



### **Non-GAAP Measures**

"Organic Sales Growth," "Adjusted Operating Income," "Adjusted Operating Margin," "Adjusted Other Income, Net," "Adjusted Income Tax Expense," "Adjusted Effective Tax Rate," "Adjusted Income from Continuing Operations," "Adjusted Earnings Per Share," "Adjusted EBITDA," Adjusted EBITDA Margin," and "Free Cash Flow" are non-GAAP measures and should not be considered replacements for results in accordance with accounting principles generally accepted in the U.S. ("GAAP"). These non-GAAP measures may not be comparable to similarly-titled measures reported by other companies. The primary limitation of these measures is that they exclude the financial impact of items that would otherwise either increase or decrease our reported results. This limitation is best addressed by using these non-GAAP measures in order to better understand the amounts, character and impact of any increase or decrease in reported amounts. The following provides additional information regarding these non-GAAP measures:

Organic Sales Growth – is a useful measure of our underlying results and trends in the business. It is also a significant component in our incentive compensation plans. The difference between reported net sales growth (the most comparable GAAP measure) and Organic Sales Growth consists of the impact from foreign currency exchange rates and acquisitions and divestitures, if any. Organic Sales Growth is a useful measure of our performance because it excludes items that: i) are not completely under management's control, such as the impact of changes in foreign currency exchange rates; or ii) do not reflect the underlying growth of the company, such as acquisition and divestiture activity.

Adjusted Operating Income – represents operating income (the most comparable GAAP measure) before special items including charges or income related to restructuring and other charges, acquisition related charges, impairment charges, and other income or charges, if any. We utilize Adjusted Operating Income to assess segment level core operating performance and to provide insight to management in evaluating segment operating plan execution and underlying market conditions. It also is a significant component in our incentive compensation plans. Adjusted Operating Income is a useful measure for investors because it provides insight into our underlying operating results, trends, and the comparability of these results between periods.

Adjusted Operating Margin – represents operating margin (the most comparable GAAP measure) before special items including charges or income related to restructuring and other charges, acquisition related charges, impairment charges, and other income or charges, if any. We present Adjusted Operating Margin before special items to give investors a perspective on the underlying business results. This measure should be considered in conjunction with operating margin calculated using our GAAP results in order to understand the amounts, character and impact of adjustments to operating margin.

Adjusted Other Income, Net – represents other income, net (the most comparable GAAP measure) before special items including tax sharing income related to certain proposed adjustments to prior period tax returns and other tax items, if any. We present Adjusted Other Income, Net as we believe that it is appropriate for investors to consider results excluding these items in addition to results in accordance with GAAP.

Adjusted Income Tax Expense – represents income tax expense (the most comparable GAAP measure) after adjusting for the tax effect of special items including charges related to restructuring and other charges, acquisition related charges, impairment charges, other income or charges, and certain significant special tax items, if any. We present Adjusted Income Tax Expense to provide investors further information regarding the tax effects of adjustments used in determining the non-GAAP financial measure Adjusted Income from Continuing Operations (as defined below).



## Non-GAAP Measures (cont.)

Adjusted Effective Tax Rate – represents effective income tax rate (the most comparable GAAP measure) after adjusting for the tax effect of special items including charges related to restructuring and other charges, acquisition related charges, impairment charges, other income or charges, and certain significant special tax items, if any. We present Adjusted Effective Tax Rate to provide investors further information regarding the tax rate effects of adjustments used in determining the non-GAAP financial measure Adjusted Income from Continuing Operations (as defined below).

Adjusted Income from Continuing Operations – represents income from continuing operations (the most comparable GAAP measure) before special items including charges or income related to restructuring and other charges, acquisition related charges, impairment charges, tax sharing income related to certain proposed adjustments to prior period tax returns and other tax items, certain significant special tax items, other income or charges, if any, and, if applicable, the related tax effects. We present Adjusted Income from Continuing Operations as we believe that it is appropriate for investors to consider results excluding these items in addition to results in accordance with GAAP. Adjusted Income from Continuing Operations provides additional information regarding our underlying operating results, trends and the comparability of these results between periods.

Adjusted Earnings Per Share – represents diluted earnings per share from continuing operations (the most comparable GAAP measure) before special items, including charges or income related to restructuring and other charges, acquisition related charges, impairment charges, tax sharing income related to certain proposed adjustments to prior period tax returns and other tax items, certain significant special tax items, other income or charges, if any, and, if applicable, the related tax effects. We present Adjusted Earnings Per Share because we believe that it is appropriate for investors to consider results excluding these items in addition to results in accordance with GAAP. We believe such a measure provides insight into our underlying operating results, trends, and the comparability of these results between periods, since it excludes the impact of special items, which may recur, but tend to be irregular as to timing. It also is a significant component in our incentive compensation plans.

Adjusted EBITDA and Adjusted EBITDA Margin -represent net income and net income as a percentage of net sales (the most comparable GAAP measures) before interest expense, interest income, income taxes, depreciation, and amortization, as adjusted for net other income, income from discontinued operations, and special items including charges or income related to restructuring and other charges, acquisition related charges, impairment charges, and other income or charges, if any. We present Adjusted EBITDA and Adjusted EBITDA Margin to give investors a perspective in assessing our operating performance, trends, and the comparability of our results between periods.

Free Cash Flow (FCF) –is a useful measure of our ability to generate cash. The difference between net cash provided by continuing operating activities (the most comparable GAAP measure) and Free Cash Flow consists mainly of significant cash outflows and inflows that we believe are useful to identify. We believe Free Cash Flow provides useful information to investors as it provides insight into the primary cash flow metric used by management to monitor and evaluate cash flows generated from our operations.

Free Cash Flow is defined as net cash provided by continuing operating activities excluding voluntary pension contributions and the cash impact of special items, if any, minus net capital expenditures. Net capital expenditures consist of capital expenditures less proceeds from the sale of property, plant, and equipment. These items are subtracted because they represent long-term commitments. Voluntary pension contributions are excluded from the GAAP measure because this activity is driven by economic financing decisions rather than operating activity. Certain special items, including net payments related to pre-separation tax matters, are also considered by management in evaluating Free Cash Flow.

Free Cash Flow subtracts certain cash items that are ultimately within management's and the Board of Directors' discretion to direct and may imply that there is less or more cash available for our programs than the most comparable GAAP measure indicates. It should not be inferred that the entire Free Cash Flow amount is available for future discretionary expenditures, as our definition of Free Cash Flow does not consider certain non-discretionary expenditures, such as debt payments. In addition, we may have other discretionary expenditures, such as discretionary dividends, share repurchases, and business acquisitions, that are not considered in the calculation of Free Cash Flow.



### Reconciliation of Net Income to Adjusted EBITDA

	For the
	Year Ended
	September 25,
	2015
	(\$ in millions)
Net Income	\$ 2,420
Income from discontinued operations	(1,182)
Income tax expense	337
Other (income) expense, net	55
Interest expense	136
Interest income	(17)
Operating Income	\$ 1,749
Acquisition related charges	94
Restructuring and other charges, net	149_
Adjusted Operating Income <sup>(1)</sup>	\$ 1,992
Depreciation and amortization <sup>(2)</sup>	600
Adjusted EBITDA (1)	\$ 2,592
Net Sales	\$ 12,233
Net income as a percentage of net sales	19.8%
Adjusted EBITDA margin <sup>(1)</sup>	21.2%

 $<sup>^{(1)}</sup>$  See description of non-GAAP measures contained in this Appendix.



<sup>&</sup>lt;sup>(2)</sup> Excludes \$16 million of non-cash amortization associated with fair value adjustments related to acquired customer order backlog as these charges are included in the acquisition related charges line.

## Reconciliation of Non-GAAP Financial Measures for the Year Ended September 24, 2010

			Adjustments							
	U.S. GAAP		Restructuring and Other Charges, Net (2)		Tax Items <sup>(3)</sup>		Other Items, Net (4)		Adjusted (Non-GAAP) (5)	
			(\$ in millions, except per share data)							
Net Sales	\$	12,070	\$		\$	-	\$		\$	12,070
Operating Income	\$	1,516	\$	134	\$		\$	1	\$	1,651
Operating Margin		12.6%								13.7%
Other Income, Net	\$	177	\$		\$	(137)	\$		\$	40
Income Tax Expense	\$	(493)	\$	(30)	\$	134	\$		\$	(389)
Income from Continuing Operations Attributable to TE Connectivity Ltd.	\$	1,059	\$	104	\$	(3)	\$	1	\$	1,161
Diluted Earnings per Share from Continuing Operations Attributable to TE Connectivity Ltd.	\$	2.32	\$	0.23	\$	(0.01)	\$		\$	2.54

<sup>(1)</sup> Fiscal 2010 amounts have not been recast to reflect the Broadband Network Solutions, Touch Solutions, and TE Professional Services businesses as discontinued operations.



<sup>(2)</sup> Includes \$137 million recorded in net restructuring and other charges and a \$3 million credit recorded in cost of sales.

<sup>(3)</sup> Includes income tax expense related to certain proposed adjustments to prior year tax returns and income tax benefits associated with the settlement of an audit of prior year tax returns as well as the related impact to other income pursuant to the Tax Sharing Agreement with Tyco International and Covidien. Also includes an income tax benefit recognized in connection with a reduction in the valuation allowance associated

<sup>(4)</sup> Consists of \$8 million of acquisition and integration costs and \$7 million of income related to pre-separation securities litigation.

<sup>(5)</sup> See description of non-GAAP measures contained in this Appendix.

## Reconciliation of Non-GAAP Financial Measures for the Year Ended September 25, 2015

			Adjustments							
	U.S. GAAP		Acquisition Related Charges (1)		Restructuring and Other Charges, Net		Tax Items (2)		Adjusted (Non-GAAP) (3)	
			(\$ in millions, except per share data)							
Operating Income:										
Transportation Solutions	\$	1,193	\$	61	\$	39	\$	-	\$	1,293
Industrial Solutions		352		33		44		-		429
Communications Solutions		204				66				270
Total	\$	1,749	\$	94	\$	149	\$		\$	1,992
Operating Margin		14.3%								16.3%
Other Income (Expense), Net	\$	(55)	\$		\$		\$	84	\$	29
Income Tax Expense	\$	(337)	\$	(22)	\$	(29)	\$	(36)	\$	(424)
Effective Tax Rate		21.4%								22.3%
Income from Continuing Operations Attributable to TE Connectivity Ltd.	\$	1,238	\$	72	\$	120	\$	48	\$	1,478
Diluted Earnings per Share from Continuing Operations Attributable to TE Connectivity Ltd.	\$	3.01	\$	0.18	\$	0.29	\$	0.12	\$	3.60

<sup>(1)</sup> Includes \$55 million of acquisition and integration costs, \$36 million of non-cash amortization associated with fair value adjustments related to acquired inventories and customer order backlog recorded in cost of sales, and \$3 million of restructuring costs.



<sup>(2)</sup> Includes \$264 million of income tax benefits associated with the settlement of audits of prior year income tax returns as well as the related impact of \$84 million to other expense pursuant to the tax sharing agreement with Tyco International and Covidien. Also includes \$216 million of income tax charges associated with the tax impacts of certain intercompany legal entity restructurings made in connection with our integration of Measurement Specialties, Inc. and \$29 million of income tax charges for the tax impacts of certain intercompany dividends related to the restructuring and sale of the Broadband Network Solutions business.

<sup>(3)</sup> See description of non-GAAP measures contained in this Appendix.