



## 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 forwardlooking 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 industry and the telecommunications, computer and consumer electronics 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; the possible effects on us of changes in tax laws, tax treaties and other legislation; the risk that Deutsch's operations will not be successfully integrated into ours; and the risk that revenue opportunities, cost savings and other anticipated synergies from the Deutsch acquisition may not be fully realized or may take longer to realize than expected. 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. 30, 2011 as well as in our Quarterly Reports on Form 10-Q for the fiscal guarters ended Dec. 30, 2011, March 30, 2012 and June 29, 2012, 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.



## Q4 and Full Year Results

### **Fourth Quarter**

- Sales of \$3.36 billion down 3% organically versus prior year
- Adjusted EPS of \$0.76
- Free Cash Flow of \$569 million
- Repurchased ~5.5 million shares

## **Full Year**

- Sales of \$13.3 billion down 3% organically versus prior year
- Adjusted EPS of \$2.86
- Free Cash Flow of \$1.43 billion up 7% versus FY11

## Fourth Quarter Results in line with Guidance



## Q4 Revenue Summary

(\$ in Millions)

Segment	Q4 FY12	Q3 FY12	Q4 FY11 (13 weeks)			
Transportation Solutions	\$ 1,538	\$ 1,607	\$	1,423	8%	(4)%
Communications & Industrial Solutions	996	1,045		1,142	(13)%	(5)%
Network Solutions	830	847		921	(10)%	(2)%
Total	\$ 3,364	\$ 3,499	\$	3,486	(3)%	(4)%

(\$ in Millions)

			Q4 FY11	Y/Y	Q/Q
Region	Q4 FY12	Q3 FY12	(13 weeks)	Change	Change
Americas	\$1,108	\$1,163	\$1,112	-%	(5)%
EMEA	1,111	1,196	1,236	(10)%	(7)%
Asia Pacific	1,145	1,140	1,138	1%	_%
Total	\$ 3,364	\$ 3,499	\$ 3,486	(3)%	(4)%



## Transportation Solutions

Revenue Summary: (\$in Millions)	Q4	Q4 FY11	Q3	Y/Y	Q/Q
	FY12	(13 Weeks)	FY12	Organic	Organic
Automotive	\$ 1,281	\$ 1,237	\$ 1,347	4%	(3)%
Aerospace, Defense & Marine	257	186	260	2%	1%
<b>Transportation Solutions</b>	\$ 1,538	\$ 1,423	\$ 1,607	4%	(2)%

#### **Automotive**

- ✓ Organic sales growth by region
  - Asia up 12%
  - Americas up 10%
  - EMEA down 4%
- ✓ Global OEM production of ~19.5 million vehicles, up 2% vs. prior year
- ✓ Includes Deutsch sales of \$78 million

#### Aerospace, Defense & Marine

- ✓ Solid demand in commercial aviation market
- √ Strong growth in offshore markets
- ✓ Defense down slightly
- ✓ Includes Deutsch sales of \$75 million



## Communications & Industrial Solutions (CIS)

Revenue Summary: (\$in Millions)	Q4 Y12	•	FY11 Weeks)	Q3 Y12	Y/Y Organic	Q/Q Organic
Industrial	\$ 307	\$	384	\$ 336	(17)%	(8)%
Consumer Devices	297		309	285	(3)%	4%
Data Communications	223		255	229	(10)%	(2)%
Appliance	169		194	195	(9)%	(13)%
<b>Communications &amp; Industrial Solutions</b>	\$ 996	\$	1,142	\$ 1,045	(10)%	(5)%

#### **Industrial**

- ✓ Industrial equipment demand weak, especially in Europe and Asia
- ✓ Very weak solar market

#### **Consumer Devices**

✓ Solid demand on new mobile device program wins

#### **Data Communications**

√ Slowdown in IT infrastructure spending

### **Appliance**

- ✓ Weak housing market
- ✓ Significant weakness in EMEA and Asia offset by growth in N. America



## **Network Solutions**

Revenue Summary: (\$in Millions)	Q4 Y12	•	FY11 weeks)	Q3 FY12				Y/Y Organic	Q/Q Organic
Telecom Networks	\$ 337	\$	377	\$	342	(6)%	-%		
Energy	213		232		217	(2)%	(1)%		
Enterprise Networks	169		181		172	<b>-</b> %	(1)%		
Subsea Communications	111		131		116	(15)%	(5)%		
<b>Network Solutions</b>	\$ 830	\$	921	\$	847	(5)%	(1)%		

#### **Telecom Networks**

✓ Broadband wired network spending remains slow

#### **Energy**

✓ Slowdown in utilities and industrial spending particularly in EMEA and China

### **Enterprise Networks**

√ Weak global non-residential demand offsetting strong data center performance

#### **Subsea Communications**

✓ Project funding remains challenging; new project bookings of \$136 million in the quarter



## **Q4 Financial Summary**

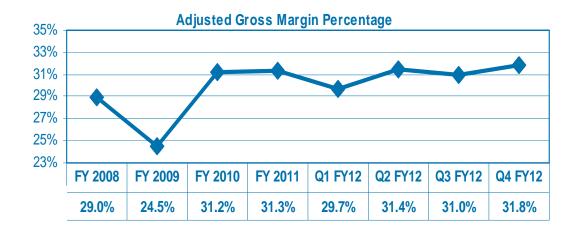
(\$ in Millions, except per share amounts)

	Q4	4 FY12	Q3 FY12		Q4 FY11		1 Q4 F	
					(14	weeks)	(13	weeks)
Net Sales	\$	3,364	\$	3,499	\$	3,753	\$	3,486
Operating Income	\$	401	\$	371	\$	445	\$	393
Restructuring & Other Charges		39		25		56		56
Acquisition Related Charges		14		94		23		23
Adj. Operating Income	\$	454	\$	490	\$	524	\$	472
Operating Margin		11.9%		10.6%		11.9%		11.3%
Adjusted Operating Margin		13.5%		14.0%		14.0%		13.5%
GAAP Earnings Per Share	\$	0.93	\$	0.60	\$	0.74	\$	0.66
Restructuring & Other Charges		0.07		0.04		0.09		0.09
Acquisition Related Charges		0.03		0.16		0.04		0.04
Tax Items		(0.27)		(0.02)		-		-
Adjusted EPS	\$	0.76	\$	0.79	\$	0.87	\$	0.79

Deutsch Charges								
	Q4	Q3						
Cash	\$7	\$26						
Non-cash	7	68						
Total	\$14	\$94						



## **Q4** Operating Results



#### **Adjusted Gross Margin Performance**

- Gross margin percentage in line with guidance
- Expect Q1 adjusted gross margin of 31%+

(\$ in Millions)	Q.	4 FY12	Q4	FY11*
RD&E	\$	165	\$	194
SG&A		452		467
Total	\$	617	\$	661
% of Sales RD&E SG&A		4.9% 13.4%		5.2% 12.4%

#### **Operating Expense Performance**

Expect Q1 RD&E of ~5.5% and
 SG&A of ~13.5% as percent of sales



## Q4 Other Items

(\$ in Millions)	Q4 FY12		Q4 FY11	
Interest Expense, Net	\$	(40)	\$	(38)
Adjusted Other Income, Net	\$	12	\$	14
Income Tax Benefit (Expense)  Effective Tax Rate	\$	18 <i>(5)%</i>	\$	(100) 24%
Adj. Income Tax (Expense)  Adj. Effective Tax Rate	\$	(100) 23%	\$	(124) 25%

### Net Interest Expense

✓ Expect ~\$32 million in Q1

#### • Other Income, Net

- ✓ Relates to Tax Sharing Agreement
- ✓ Expect ~\$9 million in Q1

### Income Taxes on Adjusted Income

- ✓ GAAP tax benefit due to reduction in valuation allowance associated with certain tax loss carry-forwards
- ✓ Expect adjusted effective tax rate of 24-25% in Q1



## Q4 Free Cash Flow and Working Capital

(\$ in Millions)

	Q4 FY12		Q4 FY11		
Cash from Continuing Operations Capital Expenditures Proceeds from Sale of PP&E Pre-separation tax payments, net	\$	714 (148) 10 (7)	\$	608 (204) 7 129	
Free Cash Flow	\$	569	\$	540	
A/R - \$ Days Sales Outstanding	\$	2,343 63	\$	2,341 61	
Inventory (ex. CIP) - \$ Days on Hand	\$	1,751 69	\$	1,815 69	
Accounts Payable - \$ Days Outstanding	\$	1,292 51	\$	1,454 55	

Capital spending expected to remain at 4-5% level

Working capital levels as expected



## Q4 Liquidity, Cash and Debt

(\$ in Millions)	Q4 FY12		Q4 FY11
Beginning Cash Balance	\$	1,302	\$ 1,212
Free Cash Flow		569	540
Dividends		(89)	(76)
Net decrease in commercial paper		(50)	-
Pre-Separation tax payments, net		7	(129)
Share repurchases		(168)	(325)
Other		18	(4)
Ending Cash Balance	\$	1,589	\$ 1,218
Total Debt	\$	3,711	\$ 2,667

#### Dividends

- √ \$0.21 per share paid in September
- Share repurchases restarted in Q4
- Expect ~\$3 billion of debt in fiscal 2013



## Segment Change Effective FY13

(\$ in Billions)

## FY12 Sales - Current Segments

Transportation Solutions	\$ 6.0
Automotive/ Commercial Vehicle Aerospace, Defense, & Marine	5.1 0.9
Communications & Industrial	
Solutions	\$ 4.0
Industrial	1.3
Consumer Devices	1.1
Data Communications	0.9
Appliance	0.7
Network Solutions	\$ 3.3
Telecom Networks	1.3
Enterprise Networks	0.7
Energy	0.8
Subsea Communications	0.5
Total	\$ 13.3



## FY12 Sales - New Segments

Total	\$ 13.3
Subsea Communications	0.5
Data Communications	0.9
Enterprise Networks	0.6
Telecom Networks	1.3
Network Solutions	\$ 3.3
Appliance	0.7
Consumer Devices	1.2
Consumer Solutions	\$ 1.9
Aerospace, Defense, & Marine	0.9
Industrial Energy	1.3 0.8
Industrial Solutions	\$ 3.0
Automotive/ Commercial Vehicle	5.1
Transportation Solutions	\$ 5.1

Aligning businesses with similar market drivers, technology, and products



## Q4 Orders Summary

(\$ in Millions)

Segment	Q4	FY12	Q3	FY12	4 FY11 weeks)	Y/Y Change	Q/Q Change
Transportation Solutions  Book to Bill	\$	1,482 <i>0.9</i> 6	\$	1,615 1.01	\$ 1,445 1.02	3%	(8)%
Communications & Industrial Solutions  Book to Bill		911 <i>0.91</i>		1,011 <i>0.97</i>	984 <i>0.86</i>	(7)%	(10)%
Network Solutions Excl. Subsea Communications Book to Bill		662 0.92		720 0.99	742 0.94	(11)%	(8)%
Total Excluding Subsea Communications  Book to Bill		3,055 0.94		3,347 0.99	3,172 0.95	(4)%	(9)%
Subsea Communications		136		111	81		
Total  Book to Bill	\$	3,190 <i>0.95</i>	\$	3,458 0.99	\$ 3,253 0.93	(2)%	(8)%



## Q1 FY 13 Outlook^

Sales

Actual

**Adjusted EPS\*** 

#### Q1 FY13 Outlook (\$ in Millions, except per share amounts) to \$3,250 \$3,150 Growth vs Prior Year: 3% (1)% Organic\* (4)% (1)%

\$0.62

(2)%

\$0.66

5%

#### **Q1 Guidance Mid-Point Reconciliation**

**Growth vs Prior Year** 

	<u>Sales</u>	Adjusted EPS
Q1 FY2012	\$3,170	\$0.63
Deutsch	150	0.05
Volume (net of price erosion)	(80)	(0.02)
Fx	(40)	(0.02)
Guidance Mid-Point	\$3,200	\$0.64
Guidance Range	\$3,150 to \$3,250	\$0.62 to \$0.66

### Versus prior year

#### **Transportation Solutions – about flat**

- ✓ Global auto production expected to be down slightly.
  - ✓ Asia up ~3%
  - ✓ North America up ~5%
  - ✓ EMEA down ~10%
- ✓ Deutsch adds ~\$75 million

#### Network Solutions - about flat

✓ Broadband wired spending continues to be slow

### Industrial Solutions – up low single digits

- ✓ Addition of Deutsch offsets continued weakness in industrial equipment market
- ✓ Deutsch adds ~\$75 million

#### Consumer Solutions – about flat

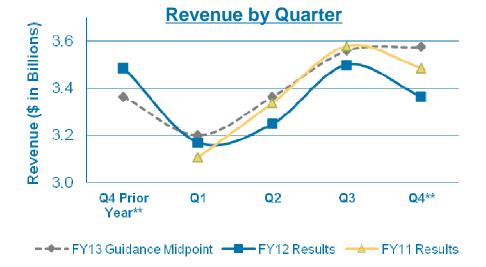
✓ Improvement in mobile device business offset by weaker PC market



Assumes current commodity and currency exchange rates.
 Organic sales growth and Adjusted EPS are non-GAAP measures; see Appendix for description.

## FY 13 Outlook^

FY13 O	<u>utlook</u>			
(\$ in Millions, except per share amounts)				
Sales	\$13,400	to	\$14,000	
Growth vs Prior Year:				
Actual	1%		5%	
Organic*	(2)%		3%	
Adjusted EPS*	\$3.00	to	\$3.30	
Growth vs Prior Year	5%		15%	
				1



### Versus prior year

### **Transportation Solutions**

- ✓ Global auto production expected to be about flat year over year
  - ✓ Asia up ~2%
  - ✓ North America up ~2%
  - EMEA down ~4%

#### **Networks Solutions**

- ✓ Broadband wired spending expected to be ~ flat
- ✓ SubCom sales about flat vs. prior year

#### **Industrial Solutions**

✓ Flat to slightly up including Deutsch

#### **Consumer Solutions**

✓ Growth in tablets and smartphones offset by further declines in PC market

> **Guidance mid-point:** 3% Revenue growth 10% Adjusted EPS growth



- \*\* Q4 FY 11 is 13-week basis
- Assumes current commodity and currency exchange rates.
   Organic sales growth and Adjusted EPS are non-GAAP measures; see Appendix for description.

## Summary

## Fiscal 2012 Recap

- Improved operating leverage
- Strong cash flow of \$1.4 billion
  - Over \$7 billion in free cash flow generated since 2007 with over 60% returned to shareholders
- Strengthened the portfolio with the addition of Deutsch

### **Fiscal 2013**

- Entering the year with a very strong product portfolio
- Positioned to deliver solid performance in a slow growth environment
  - Expect 10% adjusted EPS growth on 3% sales growth at guidance midpoint
  - Expect strong free cash flow that approximates net income
- Expanding restructuring to reduce excess capacity and improve margins



# Q & A



# **Appendix**



### Non-GAAP Measures

"Organic Sales Growth," "Adjusted Gross Margin," "Adjusted Gross Margin Percentage," "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," "Free Cash Flow" (FCF), and "EBITDA" are non-GAAP measures and should not be considered replacements for GAAP\* results.

"Organic Sales Growth" is a useful measure used by us to measure the underlying results and trends in the business. The difference between reported net sales growth (the most comparable GAAP measure) and Organic Sales Growth (the non-GAAP measure) consists of the impact from foreign currency exchange rates, acquisitions and divestitures, if any, and an additional week in the fourth quarter of the fiscal year for fiscal years which are 53 weeks in length. 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 and the impact of an additional week in the fourth quarter of the fiscal year for fiscal years which are 53 weeks in length. The limitation of this measure is that it excludes items that have an impact on our sales. This limitation is best addressed by using organic sales growth in combination with the GAAP results.

We present gross margin and adjusted gross margin percentage before special items including charges or income related to restructuring and other charges and acquisition related charges, if any ("Adjusted Gross Margin" and "Adjusted Gross Margin Percentage"). We present Adjusted Gross Margin and Adjusted Gross Margin Percentage before special items to give investors a perspective on the underlying business results. These measures should be considered in conjunction with gross margin calculated using our GAAP results in order to understand the amounts, character and impact of adjustments to gross margin.

We present operating income before special items including charges or income related to legal settlements and reserves, restructuring and other charges, acquisition related charges, impairment charges, and other income or charges, if any ("Adjusted Operating Income"). 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. The difference between Adjusted Operating Income and operating income (the most comparable GAAP measure) consists of the impact of charges or income related to legal settlements and reserves, restructuring and other charges, acquisition related charges, impairment charges, and other income or charges, if any, that may mask the underlying operating results and/or business trends. The limitation of this measure is that it excludes the financial impact of items that would otherwise either increase or decrease our reported operating income. This limitation is best addressed by using Adjusted Operating Income in combination with operating income (the most comparable GAAP measure) in order to better understand the amounts, character and impact of any increase or decrease on reported results.

We present operating margin before special items including charges or income related to legal settlements and reserves, restructuring and other charges, acquisition related charges, impairment charges, and other income or charges, if any ("Adjusted Operating Margin"). We present Adjusted Operating Margin before special items to give investors a perspective on the underlying business results. It also is a significant component in our incentive compensation plans. 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.

We present other income, net before special items including tax sharing income related to certain proposed adjustments to prior period tax returns and other tax items, if any ("Adjusted Other Income, Net"). 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. The difference between Adjusted Other Income, Net and other income, net (the most comparable GAAP measure) consists of tax sharing income related to certain proposed adjustments to prior period tax returns and other tax items, if any. The limitation of this measure is that it excludes the financial impact of items that would otherwise either increase or decrease other income, net. This limitation is best addressed by using Adjusted Other Income, Net in combination with other income, net (the most comparable GAAP measure) in order to better understand the amounts, character and impact of any increase or decrease in reported amounts.



## Non-GAAP Measures (cont.)

We present income tax expense 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 ("Adjusted Income Tax Expense"). 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). The difference between Adjusted Income Tax Expense and income tax expense (the most comparable GAAP measure) is the tax effect of adjusting items and certain significant special tax items, if any. The limitation of this measure is that it excludes the financial impact of items that would otherwise either increase or decrease income tax expense. This limitation is best addressed by using Adjusted Income Tax Expense in combination with income tax expense (the most comparable GAAP measure) in order to better understand the amounts, character and impact of any increase or decrease in reported amounts.

We present effective income tax rate 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 ("Adjusted Effective Tax Rate"). 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). The difference between Adjusted Effective Tax Rate and effective income tax rate (the most comparable GAAP measure) is the tax rate effect of the adjusting items and certain significant special tax items, if any. The limitation of this measure is that it excludes the financial impact of items that would otherwise either increase or decrease the effective income tax rate. This limitation is best addressed by using Adjusted Effective Tax Rate in combination with effective income tax rate (the most comparable GAAP measure) in order to better understand the amounts, character and impact of any increase or decrease in reported amounts.

We present income from continuing operations attributable to TE Connectivity Ltd. before special items including charges or income related to legal settlements and reserves, 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, related tax effects ("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. The difference between Adjusted Income from Continuing Operations and income from continuing operations attributable to TE Connectivity Ltd. (the most comparable GAAP measure) consists of the impact of charges or income related to legal settlements and reserves, 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, related tax effects. The limitation of this measure is that it excludes the financial impact of items that would otherwise either increase or decrease our reported results. This limitation is best addressed by using Adjusted Income from Continuing Operations in combination with income from continuing operations attributable to TE Connectivity Ltd. (the most comparable GAAP measure) in order to better understand the amounts, character and impact of any increase or decrease in reported amounts.

We present diluted earnings per share from continuing operations attributable to TE Connectivity Ltd. before special items, including charges or income related to legal settlements and reserves, 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, related tax effects ("Adjusted Earnings Per Share"). 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 a picture of our results that is more comparable among periods since it excludes the impact of special items, which may recur, but tend to be irregular as to timing, thereby making comparisons between periods more difficult. It also is a significant component in our incentive compensation plans. The limitation of this measure is that it excludes the financial impact of items that would otherwise either increase or decrease our reported results. This limitation is best addressed by using Adjusted Earnings Per Share in combination with diluted earnings per share from continuing operations attributable to TE Connectivity Ltd. (the most comparable GAAP measure) in order to better understand the amounts, character and impact of any increase or decrease on reported results.

"Free Cash Flow" (FCF) is a useful measure of our performance and ability to generate cash. It also is a significant component in our incentive compensation plans. The difference between net cash provided by continuing operating activities (the most comparable GAAP measure) and FCF (the non-GAAP measure) 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. The difference reflects the impact from net capital expenditures, voluntary pension contributions, and special items, if any.



## Non-GAAP Measures (cont.)

Net capital expenditures are subtracted because they represent long-term commitments. Voluntary pension contributions are subtracted 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, also are considered by management in evaluating free cash flow. We believe investors should consider these items in evaluating our free cash flow. We forecast our cash flow results excluding any voluntary pension contributions because we have not yet made a determination about the amount and timing of any such future contributions. In addition, our forecast excludes the cash impact of special items because we cannot predict the amount and timing of such items.

FCF as presented herein may not be comparable to similarly-titled measures reported by other companies. The primary limitation of this measure is that it excludes items that have an impact on our GAAP cash flow. Also, it 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. This limitation is best addressed by using FCF in combination with the GAAP cash flow results. 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.

"EBITDA" (earnings before interest, taxes, depreciation and amortization) is a non-GAAP measure and should not be considered a replacement for GAAP results. EBITDA is not intended to represent results of operations in accordance with GAAP and should not be considered a substitute for net income or any other operating measure prepared in accordance with GAAP.

Because we do not predict the amount and timing of special items that might occur in the future, and our forecasts are developed at a level of detail different than that used to prepare GAAP-based financial measures, we do not provide reconciliations to GAAP of our forward-looking financial measures.



## Net Sales Reconciliation – Q4 12 vs. Q3 12

Percentage of Segment's Total Change in Net Sales for the Quarter Ended September 28, 2012 Net Sales for the versus Net Sales for the Quarter Ended June 29, 2012 Quarter Ended September 28, **Translation** Organic (1) **Total** 2012 (\$ in millions) **Transportation Solutions** (3): Automotive (2.7)%(4.9) % 83 % (40)(26)(66)Aerospace, Defense, and Marine 2 1.3 (5) (3)(1.2)17 (38)(2.3)(31)(69)(4.3)100 % Communications and Industrial Solutions (3): Industrial (29)(8.3)(29)(8.6)31 Consumer Devices 11 4.0 12 4.2 30 (1) **Data Communications** 22 (5)(2.1)(6)(2.6)**Appliance** 17 (26)(13.1)(26)(13.3)Total 100 % (49)(4.7)(49)(4.7)**Network Solutions** (3): Telecom Networks (0.4)41 (2)(3)(1.5)(2) 26 Energy (2)(0.9)(4) (1.8)(2)**Enterprise Networks** (1) (0.7)(3)(1.7)20 Subsea Communications (5) 13 (6)(4.9)1 (4.3)(6)Total 100 % (11)(1.3)(17)(2.0)Total (98)(2.8) % (37)(135)(3.9) %

<sup>(3)</sup> Industry end market information about net sales is presented consistently with our internal management reporting and may be periodically revised as management deems necessary.



<sup>(1)</sup> Represents the change in net sales resulting from volume and price changes, before consideration of acquisitions, divestitures, and the impact of changes in foreign currency exchange rates. Organic net sales growth is a non-GAAP measure. See description of non-GAAP measures contained in this appendix.

<sup>(2)</sup> Represents the change in net sales resulting from changes in foreign currency exchange rates.

## Net Sales Reconciliation – Q4 12 vs. Q4 11

Segment's Total Change in Net Sales for the Quarter Ended September 28, 2012 Net Sales for the versus Net Sales for the Quarter Ended September 30, 2011 **Quarter Ended Translation** Impact of September 28, Organic (1) 14th Week (3) 2012 Acquisition Total (\$ in millions) **Transportation Solutions** (4): Automotive 54 4.0 % \$ (88)\$ (102)\$ 78 \$ (58)(4.3) % 83 % 75 17 Aerospace, Defense, and Marine 4 1.9 (8)(10)31.1 61 58 3.7 (96)153 3 0.2 100 % Total (112)Communications and Industrial Solutions (4): Industrial (30)(107)(25.8)31 (72)(17.1)(5)30 **Consumer Devices** (4) (23)(35)(10.5)(8)(2.5)**Data Communications** (27)(10.1)(5)(16)(48) (17.7) 22 **Appliance** 17 (19)(9.3)(6)(14)(39)(18.8)Total (126)(20)(83)(229)(18.7)100 % (10.3)**Network Solutions** (4): Telecom Networks (25)(6.2)(15)(32)(72)(17.6)41 26 Energy (4) (1.6)(15)(14)(33)(13.4)(16)**Enterprise Networks** (1) (0.1)(11)(28)(14.2)20 Subsea Communications (22)(15.4)2 (10)(30)(21.3)13 100 % Total (52)(5.2)(39)(72)(163)(16.4)

(155)

\$

(267)

153

(389)

(10.4) %

(120)

(3.2) %

<sup>(4)</sup> Industry end market information about net sales is presented consistently with our internal management reporting and may be periodically revised as management deems necessary.



**Total** 

Percentage of

<sup>(1)</sup> Represents the change in net sales resulting from volume and price changes, before consideration of acquisitions, divestitures, the impact of changes in foreign currency exchange rates, and the impact of an additional week in the fourth quarter of fiscal 2011. Organic net sales growth is a non-GAAP measure. See description of non-GAAP measures contained in this appendix.

<sup>(2)</sup> Represents the change in net sales resulting from changes in foreign currency exchange rates.

<sup>(3)</sup> Represents the impact of an additional week in the fourth quarter of fiscal 2011. The impact of the additional week was estimated using an average weekly sales figure for the last month of the fiscal year.

## Net Sales Reconciliation – FY 12 vs. FY 11

Change in Net Sales for the Year Ended September 28, 2012 versus Net Sales for the Year Ended September 30, 2011

Percentage of Segment's Total Net Sales for the Year Ended

	To load hot dated for the foar Ended deptember 69, 2011										rour Elaca		
		Organic <sup>(1)</sup>		Translation (2)			oact of Week <sup>(3)</sup>	Acquisitions			Total		September 28, 2012
						(\$ in n	nillions)						
Transportation Solutions (4):													
Automotive	\$	320	6.5 %	\$	(181)	\$	(102)	\$	174	\$	211	4.3 %	86 %
Aerospace, Defense, and Marine		40	5.6		(16)		(10)		153		167	23.8	14
Total		360	6.4		(197)		(112)		327		378	6.7	100 %
Communications and Industrial Solu	tions (4):												
Industrial		(232)	(14.9)		(16)		(30)		-		(278)	(17.9)	32
Consumer Devices		(79)	(6.5)		(1)		(23)		_		(103)	(8.4)	28
Data Communications		(169)	(15.9)		(7)		(16)		-		(192)	(18.0)	22
Appliance		(65)	(8.1)		(16)		(14)		_		(95)	(11.8)	18
Total		(545)	(11.7)		(40)		(83)		-		(668)	(14.3)	100 %
Network Solutions (4):													
Telecom Networks		(110)	(8.2)		(37)		(32)		117		(62)	(4.6)	39
Energy		14	1.5		(37)		(14)		_		(37)	(4.2)	25
Enterprise Networks		_	-		(29)		(16)		37		(8)	(1.2)	21
Subsea Communications		(91)	(15.8)		2		(10)		_		(99)	(17.1)	15
Total		(187)	(5.4)		(101)		(72)		154		(206)	(5.9)	100 %
Total	\$	(372)	(2.7) %	\$	(338)	\$	(267)	\$	481	\$	(496)	(3.6) %	

<sup>(1)</sup> Represents the change in net sales resulting from volume and price changes, before consideration of acquisitions, divestitures, the impact of changes in foreign currency exchange rates, and the impact of an additional week in the fourth quarter of fiscal 2011. Organic net sales growth is a non-GAAP measure. See description of non-GAAP measures contained in this appendix.

<sup>(4)</sup> Industry end market information about net sales is presented consistently with our internal management reporting and may be periodically revised as management deems necessary.



<sup>(2)</sup> Represents the change in net sales resulting from changes in foreign currency exchange rates.

<sup>(3)</sup> Represents the impact of an additional week in the fourth quarter of fiscal 2011. The impact of the additional week was estimated using an average weekly sales figure for the last month of the fiscal year.

# Reconciliation of Non-GAAP Financial Measures to GAAP Financial Measures for the Quarter Ended September 28, 2012

			Acq	uisition	Restr	ucturing						
				lated	and Other Charges, Net		Tax Items <sup>(2)</sup>		Ac	ljusted		
	U.S. GAAP		Cha	rges (1)					(Non	-GAAP) (3)		
			(\$ in millions, except per share data)									
Operating Income:												
Transportation Solutions	\$	214	\$	14	\$	15	\$	-	\$	243		
Communications and Industrial Solutions		105		-		7		-		112		
Network Solutions		82		-		17		-		99		
Total	\$	401	\$	14	\$	39	\$	-	\$	454		
Operating Margin		11.9%								13.5%		
Other Income, Net	\$	19	\$	-	\$	-	\$	(7)	\$	12		
Income Tax (Expense) Benefit	\$	18	\$	(1)	\$	(10)	\$	(107)	\$	(100)		
Effective Tax Rate		(4.7)%								23.5%		
Income from Continuing Operations Attributable to TE Connectivity Ltd.	\$	398	\$	13	\$	29	\$	(114)	\$	326		
Diluted Earnings per Share from Continuing Operations Attributable to TE Connectivity Ltd.	\$	0.93	\$	0.03	\$	0.07	\$	(0.27)	\$	0.76		
-								-				

<sup>(1)</sup> Includes \$7 million of non-cash amortization associated with acquisition-related adjustments recorded in cost of sales, \$4 million of acquisition and integration costs, and \$3 million of restructuring costs.

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



<sup>(2)</sup> Other income adjustment relates to reimbursements by Tyco International and Covidien in connection with pre-separation tax matters. Income tax expense adjustment includes income tax benefits recognized in connection with a reduction in the valuation allowance associated with certain tax loss carryforwards.

# Reconciliation of Non-GAAP Financial Measures to GAAP Financial Measures for the Quarter Ended September 30, 2011

				Adjust				
			Acq	uisition	Restructuring			
			Re	lated	and	Other	Ac	ljusted
	U.S. GAAP			rges (1)	Char	ges, Net	(Non	-GAAP) <sup>(2)</sup>
		(	\$ in mil	lions, exce	1)			
Operating Income:								
Transportation Solutions	\$	237	\$	-	\$	4	\$	241
Communications and Industrial Solutions		89		-		51		140
Network Solutions		119		23		1		143
Total	\$	445	\$	23	\$	56	\$	524
Operating Margin		11.9%						14.0%
Other Income, Net	\$	14	\$	-	\$	-	\$	14
Income Tax Expense	\$	(100)	\$	(7)	\$	(17)	\$	(124)
Effective Tax Rate		23.8%						24.8%
Income from Continuing Operations Attributable to TE Connectivity Ltd.	\$	320	\$	16	\$	39	\$	375
Diluted Earnings per Share from Continuing Operations Attributable to TE Connectivity Ltd.	\$	0.74	\$	0.04	\$	0.09	\$	0.87
to 12 confidentity Ltd.	Ψ	0.74	Ψ	0.04	Ψ	0.03	Ψ	0.07

<sup>(1)</sup> Includes \$22 million of restructuring charges and \$1 million of non-cash amortization associated with acquisition-related adjustments recorded in cost of sales.

<sup>(2)</sup> See description of non-GAAP measures contained in this appendix.



# Reconciliation of Non-GAAP Financial Measures to GAAP Financial Measures for the Year Ended September 28, 2012

			Acq	uisition	Restr	ucturing				
			Re	lated	and Other		Tax		Ac	ljusted
	U.S. GAAP		Charges (1)		Charges, Net		Items (2)		(Non	-GAAP) (3)
				(\$ in millio	ons, ex	cept per sl	hare da	ata)		
Operating Income:										
Transportation Solutions	\$	847	\$	116	\$	16	\$	-	\$	979
Communications and Industrial Solutions		337		-		58		-		395
Network Solutions		334		_		40		-		374
Total	\$	1,518	\$	116	\$	114	\$	-	\$	1,748
Operating Margin		11.4%								13.2%
Other Income, Net	\$	50	\$	-	\$	-	\$	(17)	\$	33
Income Tax Expense	\$	(249)	\$	(24)	\$	(33)	\$	(90)	\$	(396)
Effective Tax Rate		17.6%								24.3%
Income from Continuing Operations Attributable to TE Connectivity Ltd.	\$	1,163	\$	92	\$	81	\$	(107)	\$	1,229
Diluted Earnings per Share from Continuing Operations Attributable to TE Connectivity Ltd.	\$	2.70	\$	0.21	\$	0.19	\$	(0.25)	\$	2.86

<sup>(1)</sup> Includes \$75 million of non-cash amortization associated with fair value adjustments primarily related to acquired inventories and customer order backlog recorded in cost of sales, \$27 million of acquisition and integration costs, and \$14 million of restructuring costs.

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



<sup>(2)</sup> Other income adjustment relates to reimbursements by Tyco International and Covidien in connection with pre-separation tax matters. Income tax expense adjustments include income tax benefits recognized in connection with a reduction in the valuation allowance associated with certain tax loss carryforwards and income tax expense associated with certain non-U.S tax rate changes.

# Reconciliation of Non-GAAP Financial Measures to GAAP Financial Measures for the Year Ended September 30, 2011

			Acq	uisition	Restr	ucturing				
			Re	lated	and	Other		Tax	Ac	ljusted
	U.S. GAAP		Charges (1)		Charges, Net		Items (2)		(Non	-GAAP) <sup>(3)</sup>
				(\$ in millio	ons, ex	cept per s	hare da	ata)		
Operating Income:										
Transportation Solutions	\$	848	\$	-	\$	(14)	\$	-	\$	834
Communications and Industrial Solutions		515		-		65		-		580
Network Solutions		324		138		5		_		467
Total	\$	1,687	\$	138	\$	56	\$	-	\$	1,881
Operating Margin		12.2%								13.7%
Other Income, Net	\$	27	\$	-	\$	_	\$	14	\$	41
Income Tax Expense	\$	(347)	\$	(35)	\$	(18)	\$	(35)	\$	(435)
Effective Tax Rate		22.0%								24.4%
Income from Continuing Operations Attributable to TE Connectivity Ltd.	\$	1,223	\$	103	\$	38	\$	(21)	\$	1,343
Diluted Earnings per Share from Continuing Operations Attributable to TE Connectivity Ltd.	\$	2.76	\$	0.23	\$	0.09	\$	(0.05)	\$	3.03

<sup>(1)</sup> Includes \$80 million of restructuring charges, \$39 million of non-cash amortization associated with fair value adjustments primarily related to acquired inventories and customer order backlog recorded in cost of sales, and \$19 million of acquisition and integration costs.

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



<sup>(2)</sup> Includes income tax benefits associated with the settlement of certain tax matters related to an audit of prior year tax returns. Also includes the related impact to other income pursuant to the Tax Sharing Agreement with Tyco International and Covidien.

# Reconciliation of Non-GAAP Financial Measures to GAAP Financial Measures for the Quarter Ended December 30, 2011

					Adjus	stments				
			Acq	uisition	Restr	ucturing				
				elated	and	Other		Tax	Ad	justed
	U.S	S. GAAP	Ch	arges	Charges, Net		Items (1)		(Non-	-GAAP) (2)
				(\$ in millio	ıta)					
Operating Income:										
Transportation Solutions	\$	223	\$	4	\$	(4)	\$	-	\$	223
Communications and Industrial Solutions		61		-		17		-		78
Network Solutions		77		-		5		_		82
Total	\$	361	\$	4	\$	18	\$	-	\$	383
Operating Margin		11.4%								12.1%
Other Income, Net	\$	1	\$	_	\$	-	\$	-	\$	1
Income Tax Expense	\$	(88)	\$	-	\$	(8)	\$	17	\$	(79)
Effective Tax Rate		26.8%								22.6%
Income from Continuing Operations Attributable to TE Connectivity Ltd.	\$	238	\$	4	\$	10	\$	17	\$	269
Diluted Earnings per Share from Continuing Operations Attributable to TE Connectivity Ltd.	\$	0.55	\$	0.01	\$	0.02	\$	0.04	\$	0.63
· · · · · · · · · · · · · · · · · · ·			T		<del>-</del>					

<sup>(1)</sup> Primarily relates to income tax expense associated with certain non-U.S tax rate changes.

<sup>(2)</sup> See description of non-GAAP measures contained in this appendix.



# Reconciliation of Non-GAAP Financial Measures to GAAP Financial Measures for the Quarter Ended June 29, 2012

				uisition		ucturing		<b>T</b>		Daniel and
		0445		Related		Other		Tax	Adjusted	
	0.8	. GAAP	Charges (1)		Charges, Net			ems (2)	(Non	-GAAP) (3)
Out of the Leaves				(\$ in millio	ns, exc	cept per si	nare da	ata)		
Operating Income:	•	400	•	0.4	•		•		•	000
Transportation Solutions	\$	183	\$	94	\$	3	\$	-	\$	280
Communications and Industrial Solutions		96		-		16		-		112
Network Solutions		92		-		6				98
Total	\$	371	\$	94	\$	25	\$	-	\$	490
		40.007								4.4.007
Operating Margin		10.6%								14.0%
Other Income, Net	\$	19	\$	_	\$	_	\$	(10)	\$	9
Income Tax Expense	\$	(88)	\$	(23)	\$	(6)	\$	_	\$	(117)
Effective Tax Rate		25.3%								25.6%
Income from Continuing Operations	Φ.	000	Φ.	74	Φ.	40	•	(4.0)	Φ.	0.40
Attributable to TE Connectivity Ltd.	\$	260	\$	71	\$	19	\$	(10)	\$	340
Diluted Femilians and Ohers from										
Diluted Earnings per Share from										
Continuing Operations Attributable	Φ.	0.00	Φ.	0.40	Φ.	0.04	•	(0,00)	Φ.	0.70
to TE Connectivity Ltd.	\$	0.60	\$	0.16	\$	0.04	\$	(0.02)	\$	0.79

<sup>(1)</sup> Includes \$68 million of non-cash amortization associated with fair value adjustments primarily related to acquired inventories and customer order backlog recorded in cost of sales, \$15 million of acquisition and integration costs, and \$11 million of restructuring costs.

 $<sup>^{(3)}</sup>$  See description of non-GAAP measures contained in this appendix.



<sup>(2)</sup> Relates to reimbursements by Tyco International and Covidien in connection with pre-separation tax matters.

## **Gross Margin and Gross Margin Percentage Reconciliation**

	For the Years Ended								Fo	r the Quart	ers Ended			
		September 24, 2010		September 30, 2011		September 28, 2012		December 30, 2011		2012	June 29, 2012			ember 28, 2012
Net sales	\$	11,681	\$	13,778	\$	13,282	\$	3,170	\$	3,249	\$	3,499		\$3,364
Cost of sales		8,038		9,507		9,236		2,227		2,228		2,481		2,300
Gross margin		3,643		4,271		4,046		943		1,021		1,018		1,064
Gross margin percentage		31.2%		31.0%		30.5%		29.7%		31.4%		29.1%		31.6%
Restructuring and Other Charges (Credits)		(3)		-		-		-		-		-		-
Acquisition Related Charges		-		39		75		-		-		68		7
Adjusted gross margin (1)	\$	3,640	\$	4,310	\$	4,121	\$	943	\$	1,021	\$	1,086	\$	1,071
Adjusted gross margin percentage (1)		31.2%		31.3%		31.0%		29.7%		31.4%		31.0%		31.8%

<sup>(1)</sup> See description of non-GAAP measures contained in this appendix.



# Reconciliation of Non-GAAP Financial Measures to GAAP Financial Measures for the 13 Week Quarter Ended September 30, 2011

			Adjustments								Adju	stment		
	14 Weeks U.S. GAAP				Restructuring and Other Charges, Net		Tax Items		14 Weeks Adjusted (Non-GAAP) (2)		Impact of		13 Weeks Adjusted (Non-GAAP) (4)	
				(\$ in millions, except per share data)										
Operating Income	\$	445	\$	23	\$	56	\$	-	\$	524	\$	(52)	\$	472
Operating Margin		11.9%								14.0%				13.5%
Diluted Earnings per Share from Continuing Operations Attributable to TE Connectivity Ltd.	\$	0.74	\$	0.04	\$	0.09	\$	-	\$	0.87	\$	(0.08)	\$	0.79

<sup>(1)</sup> Includes \$22 million of restructuring charges and \$1 million of non-cash amortization associated with acquisition accounting-related adjustments recorded in cost of sales.



<sup>(2)</sup> See description of non-GAAP measures contained in this appendix.

<sup>(3)</sup> Estimated impact of the 14th week using an average weekly sales figure for the last month of the fiscal year.

<sup>(4)</sup> Excludes the impact of an additional week in the fourth quarter of fiscal 2011.

# Reconciliation of Non-GAAP Financial Measures to GAAP Financial Measures for the 52 Week Year Ended September 30, 2011

			Adjustments								Adjustment			
	53 Weeks U.S. GAAP		Acquisition Related Charges (1)		Restructuring and Other Charges, Net				53 Weeks Adjusted (Non-GAAP) (3)				52	Weeks
											Impact of 53rd Week (4)		Adjusted (Non-GAAP) (5)	
							Tax Items (2)							
			(\$ in millions, except per share data)											
Operating Income	\$	1,687	\$	138	\$	56	\$	-	\$	1,881	\$	(52)	\$	1,829
Operating Margin		12.2%								13.7%				13.5%
Diluted Earnings per Share from Continuing Operations Attributable to TE Connectivity Ltd.	\$	2.76	\$	0.23	\$	0.09	\$	(0.05)	\$	3.03	\$	(0.08)	\$	2.95

<sup>(1)</sup> Includes \$80 million of restructuring charges, \$39 million of non-cash amortization associated with fair value adjustments primarily related to acquired inventories and customer order backlog recorded in cost of sales, and \$19 million of acquisition and integration costs.



<sup>(2)</sup> Includes income tax benefits associated with the settlement of certain tax matters related to an audit of prior year tax returns. Also includes the related impact to other income pursuant to the Tax Sharing Agreement with Tyco International and Covidien.

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

<sup>(4)</sup> Estimated impact of the 53rd week using an average weekly sales figure for the last month of the fiscal year.

<sup>(5)</sup> Excludes the impact of an additional week in the fourth quarter of fiscal 2011.