



Avnet Reports First Quarter Fiscal 2023 Financial Results

October 26, 2022

First quarter sales of \$6.8 billion up 21% year over year

Operating income of \$291 million grew three times faster than sales

PHOENIX--(BUSINESS WIRE)--Oct. 26, 2022-- Avnet, Inc. (Nasdaq: [AVT](#)) today announced results for its first quarter ended October 1, 2022.

Commenting on the Company's financial results, Avnet Chief Executive Officer Phil Gallagher stated, "Our first quarter saw meaningful sales growth across all regions as demand in most of our end markets continued to be strong. By delivering another quarter of solid sales and improved profitability, our team has once again demonstrated their ability to consistently execute given challenging business conditions. Although we can't control the overall market, we are confident we can continue to deliver value to our supplier and customer partners despite uncertain market conditions."

Fiscal First Quarter Key Financial Highlights:

- Sales of \$6.8 billion up 20.9% year over year from \$5.6 billion.
 - On a constant currency basis, sales increased 28.9% year over year.
- Diluted earnings per share increased to \$1.93, compared with \$1.10 in the prior year quarter.
 - Adjusted diluted earnings per share of \$2.00, compared with \$1.22 in the prior year quarter.
 - Higher interest expense and an increase in the effective income tax rate negatively impacted first quarter adjusted diluted earnings per share by \$0.23 year over year.
- Operating income margin of 4.3%, increased 129 basis points year over year.
 - Adjusted operating income margin of 4.4%, increased 115 basis points year over year.
- Electronic Components operating income margin of 4.2%, increased 106 basis points year over year.
- Farnell operating income margin of 12.1% increased 123 basis points year over year.
- Returned \$148 million to shareholders in the quarter from share repurchases, representing 3.6% of outstanding shares.
- Returned \$27 million to shareholders in dividends during the quarter.

Key Financial Metrics

(\$ in millions, except per share data)

First Quarter Results (GAAP)

	Sep – 22	Sep – 21	Change Y/Y	Jun – 22	Change Q/Q
Sales	\$6,750.1	\$5,584.7	20.9%	\$6,372.7	5.9%
Operating Income	290.5	168.2	72.7%	284.7	2.1%
Operating Income Margin	4.3%	3.0%	129 bps	4.5%	(17) bps
Diluted Earnings Per Share (EPS)	\$ 1.93	\$ 1.10	75.5%	\$ 2.51	(23.1)%

First Quarter Results (Non-GAAP)⁽¹⁾

	Sep – 22	Sep – 21	Change Y/Y	Jun – 22	Change Q/Q
Sales	\$6,750.1	\$5,584.7	20.9%	\$6,372.7	5.9%
Adjusted Operating Income	293.3	178.8	64.1%	287.6	2.0%
Adjusted Operating Income Margin	4.4%	3.2%	115 bps	4.5%	(16) bps
Adjusted Diluted Earnings Per Share (EPS)	\$ 2.00	\$ 1.22	63.9%	\$ 2.07	(3.4)%

Segment and Geographical Mix

	Sep – 22	Sep – 21	Change Y/Y	Jun – 22	Change Q/Q
Electronic Components (EC) Sales	\$6,324.2	\$5,129.5	23.3%	\$5,930.4	6.6%
EC Operating Income Margin	4.2%	3.2%	106 bps	4.3%	(8) bps
Farnell Sales	\$ 425.9	\$ 455.2	(6.4)%	\$ 442.3	(3.7)%
Farnell Operating Income Margin	12.1%	10.9%	123 bps	14.2%	(211) bps
Americas Sales	\$1,678.9	\$1,258.8	33.4%	\$1,618.4	3.7%
EMEA Sales	2,129.5	1,747.6	21.9%	2,064.0	3.2%
Asia Sales	2,941.7	2,578.3	14.1%	2,690.3	9.3%

(1) A reconciliation of non-GAAP financial measures to GAAP financial measures is presented in the "Non-GAAP Financial Information" section of this press release.

Outlook for the Second Quarter of Fiscal 2023 Ending on December 31, 2022

Guidance Range

Midpoint

Sales	\$6.35B – \$6.65B	\$6.50B
Adjusted Diluted EPS ⁽¹⁾	\$1.80 – \$1.90	\$1.85

(1) A reconciliation of non-GAAP guidance to GAAP guidance is presented in the “Non-GAAP Financial Information” section of this press release.

The above guidance is based upon current market conditions, including a \$60 million negative impact on sales at the mid-point of guidance from the continued strengthening of the U.S. Dollar as compared to the first quarter of fiscal 2023. This guidance implies a sequential growth rate range of down 1% to down 5% in constant currency, and assumes a typical seasonal decline in sales from the western regions primarily due to holidays.

The above guidance also excludes amortization of intangibles and certain income tax adjustments. The above guidance assumes similar interest expense to the first quarter and an effective tax rate of between 21% and 25%. The above guidance assumes 94 million average diluted shares outstanding and average currency exchange rates as shown in the table below:

	Q2 Fiscal 2023 Guidance	Q1 Fiscal 2023	Q2 Fiscal 2022
Euro to U.S. Dollar	\$0.98	\$1.01	\$1.14
GBP to U.S. Dollar	\$1.11	\$1.18	\$1.35

Today's Conference Call and Webcast Details

Avnet will host a quarterly webcast and teleconference today at 1:30 p.m. PT and 4:30 p.m. ET to discuss its financial results and provide a corporate update. The webcast can be accessed via Avnet's Investor Relations web page at: <https://ir.avnet.com>.

Those who would still like to participate in the live call can dial 877-407-8112 or 201-689-8840. A replay of the conference call will be available for 90 days, through January 23, 2023 at 5:00 p.m. ET, and can be accessed by dialing: 877-660-6853 or 201-612-7415 and using Conference ID: 13732842.

Forward-Looking Statements

This document contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, with respect to the financial condition, results of operations and business of the Company. You can find many of these statements by looking for words like “believes,” “projected,” “plans,” “expects,” “anticipates,” “should,” “will,” “may,” “estimates” or similar expressions. These forward-looking statements are subject to numerous assumptions, risks and uncertainties. The following important factors, in addition to those discussed elsewhere in the Company's Annual Report on Form 10-K for the fiscal year ended July 2, 2022 and subsequent Quarterly Reports on Form 10-Q and Current Reports on Form 8-K, could affect the Company's future results of operations, and could cause those results or other outcomes to differ materially from those expressed or implied in the forward-looking statements: geopolitical events and military conflicts; pandemics and other health-related crises, including COVID-19; competitive pressures among distributors of electronic components; an industry down-cycle in semiconductors, including supply shortages; relationships with key suppliers and allocations of products by suppliers, including increased non-cancellable/non-returnable orders; accounts receivable defaults; risks relating to the Company's international sales and operations, including risks relating to the ability to repatriate cash, foreign currency fluctuations, inflation, duties and taxes, sanctions and trade restrictions, and compliance with international and U.S. laws; risks relating to acquisitions, divestitures and investments; adverse effects on the Company's supply chain, operations of its distribution centers, shipping costs, third-party service providers, customers and suppliers, including as a result of issues caused by military conflicts, terrorist attacks, natural and weather-related disasters, pandemics and health related crisis, warehouse modernization and relocation efforts; risks related to cyber security attacks, other privacy and security incidents and information systems failures, including related to current or future implementations, integrations or upgrades; general economic and business conditions (domestic, foreign and global) affecting the Company's operations and financial performance and, indirectly, the Company's credit ratings, debt covenant compliance, liquidity and access to financing; constraints on employee retention and hiring; and legislative or regulatory changes affecting the Company's businesses.

Any forward-looking statement speaks only as of the date on which that statement is made. Except as required by law, the Company assumes no obligation to update any forward-looking statement to reflect events or circumstances that occur after the date on which the statement is made.

About Avnet

As a leading global technology distributor and solutions provider, Avnet has served customers' evolving needs for an entire century. We support customers at each stage of a product's lifecycle, from idea to design and from prototype to production. Our unique position at the center of the technology value chain enables us to accelerate the design and supply stages of product development so customers can realize revenue faster. Decade after decade, Avnet helps its customers and suppliers around the world realize the transformative possibilities of technology. Learn more about Avnet at www.avnet.com. (AVT_IR)

AVNET, INC. CONSOLIDATED STATEMENTS OF OPERATIONS (UNAUDITED)

	First Quarters Ended	
	October 1, 2022	October 2, 2021
	(Thousands, except per share data)	
Sales	\$ 6,750,133	\$ 5,584,695
Cost of sales	5,981,960	4,925,002
Gross profit	768,173	659,693

Selling, general and administrative expenses	477,636	486,178
Restructuring, integration and other expenses	—	5,272
Operating income	290,537	168,243
Other income (expense), net	323	(409)
Interest and other financing expenses, net	(45,098)	(22,844)
Income before taxes	245,762	144,990
Income tax expense	61,501	33,672
Net income	<u>\$ 184,261</u>	<u>\$ 111,318</u>

Earnings per share:

Basic	<u>\$ 1.96</u>	<u>\$ 1.12</u>
Diluted	<u>\$ 1.93</u>	<u>\$ 1.10</u>

Shares used to compute earnings per share:

Basic	<u>94,051</u>	<u>99,647</u>
Diluted	<u>95,636</u>	<u>101,116</u>
Cash dividends paid per common share	<u>\$ 0.29</u>	<u>\$ 0.24</u>

AVNET, INC.
CONDENSED CONSOLIDATED BALANCE SHEETS
(UNAUDITED)

	<u>October 1,</u> <u>2022</u>	<u>July 2,</u> <u>2022</u>
	(Thousands)	
ASSETS		
Current assets:		
Cash and cash equivalents	\$ 80,881	\$ 153,693
Receivables	4,591,020	4,301,002
Inventories	4,654,985	4,244,148
Prepaid and other current assets	183,019	177,783
Total current assets	<u>9,509,905</u>	<u>8,876,626</u>
Property, plant and equipment, net	300,068	315,204
Goodwill	703,828	758,833
Operating lease assets	226,960	227,138
Other assets	227,645	210,731
Total assets	<u>\$ 10,968,406</u>	<u>\$ 10,388,532</u>
LIABILITIES AND SHAREHOLDERS' EQUITY		
Current liabilities:		
Short-term debt	\$ 513,000	\$ 174,422
Accounts payable	3,466,620	3,431,683
Accrued expenses and other	624,959	591,020
Short-term operating lease liabilities	54,612	54,529
Total current liabilities	<u>4,659,191</u>	<u>4,251,654</u>
Long-term debt	1,825,514	1,437,400
Long-term operating lease liabilities	196,908	199,418
Other liabilities	267,458	307,300
Total liabilities	<u>6,949,071</u>	<u>6,195,772</u>
Shareholders' equity	<u>4,019,335</u>	<u>4,192,760</u>
Total liabilities and shareholders' equity	<u>\$ 10,968,406</u>	<u>\$ 10,388,532</u>

AVNET, INC.
CONSOLIDATED STATEMENTS OF CASH FLOWS
(UNAUDITED)

	<u>First Quarters Ended</u>	
	<u>October 1,</u> <u>2022</u>	<u>October 2,</u> <u>2021</u>
	(Thousands)	
Cash flows from operating activities:		

Net income	\$ 184,261	\$ 111,318
Non-cash and other reconciling items:		
Depreciation	19,640	21,833
Amortization	2,755	5,210
Amortization of operating lease assets	13,141	13,751
Deferred income taxes	(7,296)	(3,259)
Stock-based compensation	8,924	9,178
Other, net	8,224	2,603
Changes in (net of effects from businesses acquired and divested):		
Receivables	(419,852)	(169,992)
Inventories	(559,044)	(73,971)
Accounts payable	120,938	85,217
Accrued expenses and other, net	(16,840)	(32,856)
Net cash flows used for operating activities	<u>(645,149)</u>	<u>(30,968)</u>
Cash flows from financing activities:		
Borrowings under accounts receivable securitization, net	152,200	59,300
Borrowings under senior unsecured credit facility, net	701,987	118,716
Repayments under bank credit facilities and other debt, net	(85,432)	(734)
Repurchases of common stock	(152,408)	(9,566)
Dividends paid on common stock	(26,998)	(23,893)
Other, net	(964)	(1,337)
Net cash flows provided by financing activities	<u>588,385</u>	<u>142,486</u>
Cash flows from investing activities:		
Purchases of property, plant and equipment	(28,208)	(12,025)
Other, net	7,303	318
Net cash flows used for investing activities	<u>(20,905)</u>	<u>(11,707)</u>
Effect of currency exchange rate changes on cash and cash equivalents	4,857	(401)
Cash and cash equivalents:		
— (decrease) increase	(72,812)	99,410
— at beginning of period	153,693	199,691
— at end of period	<u>\$ 80,881</u>	<u>\$ 299,101</u>

Non-GAAP Financial Information

In addition to disclosing financial results that are determined in accordance with generally accepted accounting principles in the United States ("GAAP"), the Company also discloses certain non-GAAP financial information including (i) adjusted operating income, (ii) adjusted operating expenses, (iii) adjusted other income (expense), (iv) adjusted income before income taxes, (v) adjusted income tax expense (benefit), (vi) adjusted diluted earnings per share, and (vii) sales adjusted for the impact of significant acquisitions and other items (as defined in the Organic Sales section of this document).

There are also references to the impact of foreign currency in the discussion of the Company's results of operations. When the U.S. Dollar strengthens and the stronger exchange rates of the current year are used to translate the results of operations of Avnet's subsidiaries denominated in foreign currencies, the resulting impact is a decrease in U.S. Dollars of reported results. Conversely, when the U.S. Dollar weakens and the weaker exchange rates of the current year are used to translate the results of operations of Avnet's subsidiaries denominated in foreign currencies, the resulting impact is an increase in U.S. Dollars of reported results. In the discussion of the Company's results of operations, results excluding this impact are referred to as "constant currency." Management believes organic sales and sales in constant currency are useful measures for evaluating current period performance as compared with prior periods and for understanding underlying trends. In order to determine the translation impact of changes in foreign currency exchange rates on sales, income or expense items for subsidiaries reporting in currencies other than the U.S. Dollar, the Company adjusts the average exchange rates used in current periods to be consistent with the average exchange rates in effect during the comparative period.

Management believes that operating income and operating expenses adjusted for restructuring, integration and other expenses, and amortization of acquired intangible assets and other, are useful measures to help investors better assess and understand the Company's operating performance. This is especially the case when comparing results with previous periods or forecasting performance for future periods, primarily because management views the excluded items to be outside of Avnet's normal operating results or non-cash in nature. Management analyzes operating income and operating expenses without the impact of these items as an indicator of ongoing margin performance and underlying trends in the business. Management also uses these non-GAAP measures to establish operational goals and, in most cases, for measuring performance for compensation purposes. Management measures operating income for its reportable segments excluding restructuring, integration and other expenses, and amortization of acquired intangible assets and other.

Additional non-GAAP metrics management uses is adjusted operating income margin, which is defined as adjusted operating income (as defined above) divided by sales.

Management also believes income tax expense (benefit), net income and diluted earnings per share adjusted for the impact of the items described above and certain items impacting other income (expense) and income tax expense (benefit) are useful to investors because they provide a measure

of the Company's net profitability on a more comparable basis to historical periods and provide a more meaningful basis for forecasting future performance. Adjustments to income tax expense (benefit) and the effective income tax rate include the effect of changes in tax laws, certain changes in valuation allowances and unrecognized tax benefits, income tax audit settlements and adjustments to the adjusted interim effective tax rate based upon the expected annual adjusted effective tax rate. Additionally, because of management's focus on generating shareholder value, of which net profitability is a primary driver, management believes net income and diluted earnings per share excluding the impact of these items provides an important measure of the Company's net profitability for the investing public.

Any analysis of results and outlook on a non-GAAP basis should be used as a complement to, and in conjunction with, results presented in accordance with GAAP.

	Fiscal Year 2023	
	Quarter Ended	
	October 1, 2022	
	<i>(\$ in thousands, except per share amounts)</i>	
GAAP selling, general and administrative expenses	\$	477,636
Amortization of intangible assets and other		(2,759)
Adjusted operating expenses		474,877
GAAP operating income	\$	290,537
Amortization of intangible assets and other		2,759
Adjusted operating income		293,296
GAAP income before income taxes	\$	245,762
Amortization of intangible assets and other		2,759
Adjusted income before income taxes		248,521
GAAP income tax expense	\$	61,501
Amortization of intangible assets and other		605
Income tax expense items, net		(4,946)
Adjusted income tax expense		57,160
GAAP net income	\$	184,261
Amortization of intangible assets and other (net of tax)		2,154
Income tax expense items, net		4,946
Adjusted net income		191,361
GAAP diluted earnings per share	\$	1.93
Amortization of intangible assets and other (net of tax)		0.02
Income tax expense items, net		0.05
Adjusted diluted EPS		2.00

	Quarters Ended				
	Fiscal Year	July 2,	April 2,	January 1,	October 2,
	2022*	2022*	2022*	2022*	2021*
	<i>(\$ in thousands, except per share amounts)</i>				
GAAP selling, general and administrative expenses	\$ 1,994,847	\$ 494,943	\$ 512,364	\$ 501,363	\$ 486,178
Amortization of intangible assets and other	(15,038)	(2,929)	(3,074)	(3,796)	(5,239)
Adjusted operating expenses	1,979,809	492,014	509,290	497,567	480,939
GAAP operating income	\$ 939,011	\$ 284,688	\$ 274,408	\$ 211,672	\$ 168,243
Restructuring, integration and other expenses	5,272	-	-	-	5,272
Russian-Ukraine conflict related expenses	26,261	-	26,261	-	-
Amortization of intangible assets and other	15,038	2,929	3,074	3,796	5,239
Adjusted operating income	985,582	287,617	303,743	215,468	178,754
GAAP income before income taxes	\$ 833,334	\$ 248,541	\$ 248,025	\$ 191,779	\$ 144,990
Restructuring, integration and other expenses	5,272	-	-	-	5,272
Russian-Ukraine conflict related expenses	26,261	-	26,261	-	-
Amortization of intangible assets and other	15,038	2,929	3,074	3,796	5,239
Other expenses	4,935	4,494	-	-	441
Adjusted income before income taxes	884,840	255,964	277,360	195,575	155,942

GAAP income tax expense	\$ 140,955	\$ 1,718	\$ 64,608	\$ 40,958	\$ 33,672
Restructuring, integration and other expenses	1,012	-	-	-	1,012
Russian-Ukraine conflict related expenses	6,836	-	6,836	-	-
Amortization of intangible assets and other	3,080	711	667	704	998
Other expenses	1,092	956	-	-	136
Income tax benefit (expense) items, net	40,376	49,142	(8,613)	2,917	(3,070)
Adjusted income tax expense	193,351	52,527	63,498	44,579	32,748
GAAP net income	\$ 692,379	\$ 246,823	\$ 183,417	\$ 150,821	\$ 111,318
Restructuring, integration and other expenses (net of tax)	4,260	-	-	-	4,260
Russian-Ukraine conflict related expenses (net of tax)	19,425	-	19,425	-	-
Amortization of intangible assets and other (net of tax)	11,958	2,218	2,407	3,092	4,241
Other expenses (net of tax)	3,843	3,538	-	-	305
Income tax (benefit) expense items, net	(40,376)	(49,142)	8,613	(2,917)	3,070
Adjusted net income	691,489	203,437	213,862	150,996	123,194
GAAP diluted earnings per share	\$ 6.94	\$ 2.51	\$ 1.84	\$ 1.50	\$ 1.10
Restructuring, integration and other expenses (net of tax)	0.04	-	-	-	0.04
Russian-Ukraine conflict related expenses (net of tax)	0.19	-	0.20	-	-
Amortization of intangible assets and other (net of tax)	0.12	0.02	0.02	0.03	0.04
Other expenses (net of tax)	0.04	0.04	-	-	0.00
Income tax (benefit) expense items, net	(0.40)	(0.50)	0.09	(0.03)	0.03
Adjusted diluted EPS	6.93	2.07	2.15	1.51	1.22

* May not foot/cross due to rounding and differences in average diluted shares between quarterly periods compared to the fiscal year.

Organic Sales

Organic sales is defined as sales adjusted for the impact of significant acquisitions, divestitures and other items by adjusting Avnet's prior and current periods (if necessary) to include the sales of acquired businesses and exclude the sales of divested businesses as if the acquisitions and divestitures had occurred at the beginning of the earliest period presented. Organic sales in constant currency is defined as organic sales (as defined above) excluding the impact of changes in foreign currency exchange rates.

Reported sales were the same as organic sales for the first quarter of fiscal 2023 and fiscal 2022. The following table presents reported and organic sales growth rates for the first quarter of fiscal 2023 compared to the first quarter of fiscal 2022.

	Quarter Ended			
	Sales and Organic Year-Year % Change	Sales Year-Year % Change in Constant Currency	Sales Sequential % Change	Sales Sequential % Change in Constant Currency
Avnet	20.9%	28.9%	5.9%	8.3%
Avnet by region				
Americas	33.4%	33.4%	3.7%	3.7%
EMEA	21.9	42.4	3.2	9.0
Asia	14.1	17.5	9.3	10.4
Avnet by segment				
EC	23.3%	31.4%	6.6%	8.9%
Farnell	(6.4)	1.6	(3.7)	(0.6)

Historical Segment Financial Information

	Fiscal Year 2023 First Quarter October 1, 2022 (in millions)
Sales:	
Electronic Components	\$ 6,324.2
Farnell	425.9
Avnet sales	\$ 6,750.1
Operating income:	
Electronic Components	\$ 267.3

Farnell	51.6
	<u>318.9</u>
Corporate expenses	(25.6)
Amortization of acquired intangible assets and other	(2.8)
Avnet operating income	<u>\$ 290.5</u>
Sales by geographic area:	
Americas	\$ 1,678.9
EMEA	2,129.5
Asia	2,941.7
Avnet sales	<u>\$ 6,750.1</u>

	Fiscal Year 2022				
	Quarters Ended				
Fiscal Year 2022*	Fourth Quarter July 2, 2022*	Third Quarter April 2, 2022	Second Quarter January 1, 2022	First Quarter October 2, 2021	
<i>(in millions)</i>					
Sales:					
Electronic Components	\$ 22,503.3	\$ 5,930.4	\$ 6,019.1	\$ 5,424.3	\$ 5,129.5
Farnell	1,807.4	442.3	469.0	440.9	455.2
Avnet sales	<u>\$ 24,310.7</u>	<u>\$ 6,372.7</u>	<u>\$ 6,488.1</u>	<u>\$ 5,865.2</u>	<u>\$ 5,584.7</u>
Operating income:					
Electronic Components	\$ 872.0	\$ 255.6	\$ 265.0	\$ 188.9	\$ 162.4
Farnell	242.5	62.9	69.8	60.2	49.6
	1,114.5	318.5	334.8	249.1	212.0
Corporate expenses	(128.9)	(30.9)	(31.1)	(33.6)	(33.3)
Restructuring, integration and other expenses	(5.3)	-	-	-	(5.3)
Russian-Ukraine conflict related expenses	(26.3)	-	(26.3)	-	-
Amortization of acquired intangible assets and other	(15.0)	(2.9)	(3.1)	(3.8)	(5.2)
Avnet operating income	<u>\$ 939.0</u>	<u>\$ 284.7</u>	<u>\$ 274.4</u>	<u>\$ 211.7</u>	<u>\$ 168.2</u>
Sales by geographic area:					
Americas	\$ 5,896.0	\$ 1,618.4	\$ 1,627.2	\$ 1,391.5	\$ 1,258.8
EMEA	7,838.1	2,064.0	2,185.7	1,840.8	1,747.6
Asia	10,576.6	2,690.3	2,675.2	2,632.9	2,578.3
Avnet sales	<u>\$ 24,310.7</u>	<u>\$ 6,372.7</u>	<u>\$ 6,488.1</u>	<u>\$ 5,865.2</u>	<u>\$ 5,584.7</u>

* May not foot/cross due to rounding.

Guidance Reconciliation

There are no significant differences expected between the above adjusted diluted earnings per share guidance and GAAP diluted earnings per share guidance for the second quarter of fiscal 2023.

View source version on [businesswire.com](https://www.businesswire.com/news/home/20221026005628/en/): <https://www.businesswire.com/news/home/20221026005628/en/>

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