



## Avnet Reports Third Quarter Fiscal 2021 Financial Results

April 28, 2021

*Sales of \$4.9 billion, up 14% year over year with diluted EPS of \$1.07*

*Adjusted diluted EPS of \$0.74, up 95% year over year*

*Operating margin expansion across all regions, including Farnell*

PHOENIX--(BUSINESS WIRE)--Apr. 28, 2021-- Avnet, Inc. (Nasdaq: [AVT](#)) today announced results for its third quarter ended April 3, 2021.

### Fiscal Third Quarter Key Financial Highlights:

- Sales of \$4.9 billion, up from \$4.7 billion sequentially and compared to \$4.3 billion in the prior year quarter. Sales exceeded guidance, driven by broad end-market strength.
  - On a constant currency basis, sales grew 10.7% year over year and 4.8% sequentially.
  - Excluding Texas Instruments from both periods, sales grew 22% in constant currency year over year.
- GAAP diluted earnings per share of \$1.07, compared with a GAAP diluted loss per share of \$1.29 in the prior year quarter.
  - Non-GAAP adjusted diluted earnings per share of \$0.74, compared with \$0.38 earnings per share in the prior year quarter.
- GAAP operating margin was up 447 basis points to 1.8% compared with negative 2.7% in the prior year quarter.
  - Adjusted operating margin of 2.3% increased 62 basis points from 1.6% in the prior year quarter.
- Farnell operating margins increased sequentially 154 basis points to 6.0%.
- Sales of Texas Instruments' products were less than \$2 million compared with \$400.6 million in the prior year quarter.
- As expected, cash used for operations totaled \$9.9 million in the quarter as strong demand drives investment in working capital.

### CEO Commentary

"In the third quarter, the impact of our back-to-basics strategy resulted in strong execution and performance across all regions," said Avnet Chief Executive Officer Phil Gallagher. "As we continue to navigate supply constraints, extended lead times and a shifting operating environment, our deep relationships with our partners and tight management of our backlog will continue to be of utmost importance. Our prioritization of these relationships and focus on execution to date have put Avnet on a more linear growth path. Further, our ability to enhance value through demand creation for our partners has continued to contribute to our success at the center of the technology supply chain. We remain confident in our ability to execute and create value for our customers and suppliers."

### Key Financial Metrics

(\$ in millions, except per share data)

#### Third Quarter Results (GAAP)

	Mar – 21	Mar – 20	Change Y/Y	Dec – 20	Change Q/Q
Sales	\$ 4,916.7	\$ 4,309.8	14.1%	\$ 4,668.2	5.3%
Operating Income (Loss)	87.7	(115.8)	175.7%	57.2	53.2%
Operating Income (Loss) Margin	1.8%	(2.7)%	447 bps	1.2%	55 bps
Diluted Earnings (Loss) Per Share (EPS)	\$ 1.07	\$ (1.29)	182.9%	\$ 0.19	463.2%

#### Third Quarter Results (Non-GAAP)<sup>(1)</sup>

	Mar – 21	Mar – 20	Change Y/Y	Dec – 20	Change Q/Q
Sales	\$ 4,916.7	\$ 4,309.8	14.1%	\$ 4,668.2	5.3%
Adjusted Operating Income	110.5	70.4	57.1%	79.6	38.9%
Adjusted Operating Income Margin	2.3%	1.6%	62 bps	1.7%	55 bps
Adjusted Diluted Earnings Per Share (EPS)	\$ 0.74	\$ 0.38	94.7%	\$ 0.48	54.2%

#### Segment and Geographical Mix

	Mar – 21	Mar – 20	Change Y/Y	Dec – 20	Change Q/Q
Electronic Components (EC) Sales	\$ 4,520.6	\$ 3,974.7	13.7%	\$ 4,342.4	4.1%
EC Operating Income Margin	2.6%	2.1%	49 bps	2.4%	23 bps
Farnell Sales	\$ 396.1	\$ 335.1	18.2%	\$ 325.8	21.6%
Farnell Operating Income Margin	6.0%	7.0%	(95) bps	4.5%	154 bps
Americas Sales	\$ 1,161.0	\$ 1,203.6	(3.5)%	\$ 1,101.5	5.4%
EMEA Sales	1,585.6	1,512.5	4.8%	1,346.3	17.8%
Asia Sales	2,170.1	1,593.7	36.2%	2,220.4	(2.3)%

## TI Sales

	Mar – 21	Mar – 20	Change Y/Y	Dec – 20	Change Q/Q
Sales of TI Products	\$ 1.7	\$ 400.6	(99.6)%	\$ 49.6	(96.7)%

(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.

## CFO Commentary

“In the third quarter, we grew our top line by 14% year over year and expanded operating margins for the third consecutive quarter, demonstrating the increasing value we provide to customers and suppliers as well as our continued strong execution,” said Avnet Chief Financial Officer Tom Liguori. “Over the past year, our team has successfully implemented a number of measures to strengthen our financial profile. As a more nimble and efficient organization that is investing across its business lines and geographies, Avnet is in a better position today to deliver for all stakeholders in this dynamic market.”

## Additional Third Quarter Fiscal 2021 Highlights

- Returned \$21 million to shareholders with dividends paid during the quarter.
- Awarded Best Global Performance and Best Asia Performance Awards by Amphenol.
- Partnered with ON Semiconductor to establish a framework to help OEMs more rapidly develop end-to-end IoT solutions.
- Kicked off 100<sup>th</sup> year anniversary celebration with the launch of Avnet’s Centennial Central platform, which details Avnet’s 100-year journey to date. To learn more, visit <https://www.centennialcentral.com/>.

## Outlook for the Fourth Quarter of Fiscal 2021 Ending on July 3, 2021

	Guidance Range	Midpoint
Sales	\$4.7B – \$5.1B	\$4.9B
Non-GAAP Diluted EPS <sup>(1)</sup>	\$0.71 – \$0.77	\$0.74

(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 and inventory availability. It excludes amortization of intangibles, any potential restructuring, integration, and other expenses and certain income tax adjustments. The above guidance assumes 100 million average diluted shares outstanding and average U.S. Dollar to Euro and GBP currency exchange rates are as shown below:

	Q4 Fiscal 2021 Guidance	Q3 Fiscal 2021	Q4 Fiscal 2020
Euro	\$1.20	\$1.20	\$1.10
GBP	\$1.38	\$1.38	\$1.24

## Today’s Conference Call and Webcast Details

Avnet will host a quarterly webcast and teleconference today at 1:30 p.m. PDT and 4:30 p.m. EDT 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 July 28 at 5:00 p.m. EDT, and can be accessed by dialing: 877-660-6853 or 201-612-7415 and using Conference ID: 13716605.

## 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,” “plans,” “expects,” “anticipates,” “should,” “will,” “may,” “estimates” or similar expressions. These forward-looking statements are subject to numerous assumptions, risks and uncertainties. You should understand that 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 June 27, 2020 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: the scope and duration of the COVID-19 pandemic and its impact on global economic systems, access to financial markets and the Company’s employees, operations, customers, and supply chain; competitive pressures among distributors of electronic components; an industry down-cycle in semiconductors; relationships with key suppliers and allocations of products by suppliers; risks relating to the Company’s international sales and operations, including risks relating to the ability to repatriate cash, foreign currency fluctuations, duties and taxes, 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 natural and weather-related disasters, pandemics and health related crisis, social unrest or warehouse modernization and relocation efforts; risks related to cyber-attacks, other privacy and security incidents and information systems, 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, and liquidity and access to financing; geopolitical events, including the uncertainty caused by the United Kingdom’s exit from, and agreement for a new partnership with, the European Union; 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

Avnet is a global electronic components distributor with extensive design, product, marketing and supply chain expertise for customers and suppliers at every stage of the product lifecycle. For the past 100 years, Avnet has helped its customers and suppliers around the world realize the transformative possibilities of technology. Learn more about Avnet at [www.avnet.com](http://www.avnet.com). (AVT\_IR)

### AVNET, INC. CONSOLIDATED STATEMENTS OF OPERATIONS (UNAUDITED)

	Third Quarters Ended		Nine Months Ended	
	April 3, 2021	March 28, 2020	April 3, 2021	March 28, 2020
	(Thousands, except per share data)			
Sales	\$ 4,916,714	\$ 4,309,818	\$ 14,307,945	\$ 13,474,632
Cost of sales	4,348,364	3,790,885	12,712,262	11,886,247
Gross profit	568,350	518,933	1,595,683	1,588,385
Selling, general and administrative expenses	463,092	469,646	1,376,333	1,391,024
Goodwill and long-lived asset impairment expense	—	145,836	—	145,836
Restructuring, integration and other expenses	17,574	19,211	55,943	58,073
Operating income (loss)	87,684	(115,760)	163,407	(6,548)
Other income (expense), net	4,779	(12,608)	(16,052)	(9,640)
Interest and other financing expenses, net	(22,342)	(29,718)	(66,128)	(97,254)
Income (loss) before taxes	70,121	(158,086)	81,227	(113,442)
Income tax benefit	(37,363)	(29,425)	(26,532)	(30,200)
Net income (loss)	<u>\$ 107,484</u>	<u>\$ (128,661)</u>	<u>\$ 107,759</u>	<u>\$ (83,242)</u>
Earnings (loss) per share:				
Basic	<u>\$ 1.08</u>	<u>\$ (1.29)</u>	<u>\$ 1.09</u>	<u>\$ (0.82)</u>
Diluted	<u>\$ 1.07</u>	<u>\$ (1.29)</u>	<u>\$ 1.08</u>	<u>\$ (0.82)</u>
Shares used to compute earnings per share:				
Basic	<u>99,542</u>	<u>99,479</u>	<u>99,125</u>	<u>101,013</u>
Diluted	<u>100,247</u>	<u>99,479</u>	<u>100,013</u>	<u>101,013</u>
Cash dividends paid per common share	<u>\$ 0.21</u>	<u>\$ 0.21</u>	<u>\$ 0.63</u>	<u>\$ 0.63</u>

### AVNET, INC. CONDENSED CONSOLIDATED BALANCE SHEETS (UNAUDITED)

	April 3, 2021	June 27, 2020
	(Thousands)	
<b>ASSETS</b>		
Current assets:		
Cash and cash equivalents	\$ 322,749	\$ 477,038
Receivables, net	3,365,677	2,928,386
Inventories	2,760,156	2,731,988
Prepaid and other current assets	156,023	191,394
Total current assets	<u>6,604,605</u>	<u>6,328,806</u>
Property, plant and equipment, net	381,083	404,607
Goodwill	838,460	773,734
Intangible assets, net	33,770	65,437
Operating lease assets	275,662	275,917
Other assets	232,335	256,696
Total assets	<u>\$ 8,365,915</u>	<u>\$ 8,105,197</u>

**LIABILITIES AND SHAREHOLDERS' EQUITY**

## Current liabilities:

Short-term debt	\$ 300,043	\$ 51
Accounts payable	2,001,743	1,754,078
Accrued expenses and other	526,974	472,924
Short-term operating lease liabilities	<u>57,182</u>	<u>53,313</u>
Total current liabilities	2,885,942	2,280,366
Long-term debt	895,913	1,424,791
Long-term operating lease liabilities	250,108	253,719
Other liabilities	<u>396,065</u>	<u>419,923</u>
Total liabilities	4,428,028	4,378,799
Shareholders' equity	<u>3,937,887</u>	<u>3,726,398</u>
Total liabilities and shareholders' equity	<u>\$ 8,365,915</u>	<u>\$ 8,105,197</u>

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

	<u>Nine Months Ended</u>	
	<u>April 3, 2021</u>	<u>March 28, 2020</u>
	(Thousands)	
Cash flows from operating activities:		
Net income (loss)	\$ 107,759	\$ (83,242)
Non-cash and other reconciling items:		
Depreciation	67,462	75,535
Amortization	35,730	62,240
Amortization of operating lease assets	42,054	46,560
Deferred income taxes	11,510	(42,529)
Stock-based compensation	22,293	20,757
Goodwill, long-lived asset and other impairments	15,166	145,836
Other, net	7,558	36,548
Changes in (net of effects from businesses acquired and divested):		
Receivables	(405,700)	150,095
Inventories	63,017	227,996
Accounts payable	224,151	(112,923)
Accrued expenses and other, net	<u>6,526</u>	<u>(84,263)</u>
Net cash flows provided by operating activities	<u>197,526</u>	<u>442,610</u>
Cash flows from financing activities:		
Repayments under accounts receivable securitization, net	—	(127,400)
Repayments under senior unsecured credit facility, net	(232,347)	(1,194)
Repayments under bank credit facilities and other debt, net	(2,192)	(1,639)
Repurchases of common stock	—	(235,830)
Dividends paid on common stock	(62,400)	(63,235)
Other, net	<u>(11,455)</u>	<u>(15,132)</u>
Net cash flows used for financing activities	<u>(308,394)</u>	<u>(444,430)</u>
Cash flows from investing activities:		
Purchases of property, plant and equipment	(39,001)	(61,156)
Acquisitions of assets	(18,371)	(51,509)
Other, net	<u>6,201</u>	<u>(12,547)</u>
Net cash flows used for investing activities	<u>(51,171)</u>	<u>(125,212)</u>
Effect of currency exchange rate changes on cash and cash equivalents	7,750	(16,418)
Cash and cash equivalents:		
— decrease	(154,289)	(143,450)
— at beginning of period	<u>477,038</u>	<u>546,105</u>
— at end of period	<u>\$ 322,749</u>	<u>\$ 402,655</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 tax expense, (v) adjusted income from continuing operations, (vi) adjusted diluted earnings per share from continuing operations, 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, goodwill and intangible asset impairment 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, goodwill and intangible asset impairment 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 (loss) 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. Adjustment to income tax expense (benefit) and the effective income tax rate include the effect of changes in tax laws including recent tax law changes in the U.S., 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 (loss) 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. All amounts below relate to Avnet's continuing operations.

	Fiscal Year to Date 2021*	Quarters Ended		
		April 3, 2021	January 2, 2021	October 3, 2020
<i>(\$ in thousands, except per share amounts)</i>				
GAAP selling, general and administrative expenses	\$ 1,376,333	\$ 463,092	\$ 442,084	\$ 471,158
Amortization of intangible assets and other	(35,875)	(5,283)	(10,417)	(20,175)
Adjusted operating expenses	1,340,458	457,809	431,667	450,983
GAAP operating income	\$ 163,407	\$ 87,684	\$ 57,221	\$ 18,502
Restructuring, integration and other expenses	55,943	17,574	11,948	26,420
Amortization of intangible assets and other	35,875	5,283	10,417	20,175
Adjusted operating income	255,225	110,541	79,586	65,097
GAAP income (loss) before income taxes	\$ 81,227	\$ 70,121	\$ 34,403	\$ (23,297)
Restructuring, integration and other expenses	55,943	17,574	11,948	26,420
Amortization of intangible assets and other	35,875	5,283	10,417	20,175
Other expenses - equity investment impairments	15,274	-	51	15,223
Adjusted income before income taxes	188,319	92,978	56,819	38,521
GAAP income tax expense (benefit)	\$ (26,532)	\$ (37,363)	\$ 15,240	\$ (4,408)
Restructuring, integration and other expenses	11,296	4,118	2,577	4,601
Amortization of intangible assets and other	8,074	1,008	2,037	5,029
Other expenses - equity investment impairments	52	-	26	26
Income tax benefit (expense) items, net	37,184	50,682	(10,788)	(2,710)
Adjusted income tax expense	30,074	18,445	9,092	2,538

GAAP net income (loss)	\$	107,759	\$	107,484	\$	19,163	\$	(18,889)
Restructuring, integration and other expenses (net of tax)		44,647		13,456		9,371		21,819
Amortization of intangible assets and other (net of tax)		27,801		4,275		8,380		15,146
Other expenses - equity investment impairments (net of tax)		15,222		-		25		15,197
Income tax (benefit) expense items, net		(37,184)		(50,682)		10,788		2,710
Adjusted net income		158,245		74,533		47,727		35,983
GAAP diluted earnings (loss) per share	\$	1.08	\$	1.07	\$	0.19	\$	(0.19)
Restructuring, integration and other expenses (net of tax)		0.44		0.13		0.09		0.22
Amortization of intangible assets and other (net of tax)		0.28		0.04		0.09		0.15
Other expenses - equity investment impairments (net of tax)		0.15		-		0.00		0.15
Income tax (benefit) expense items, net		(0.37)		(0.50)		0.11		0.03
Adjusted diluted EPS		1.58		0.74		0.48		0.36

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

	Fiscal Year 2020*	Quarters Ended			
		June 27, 2020*	March 28, 2020*	December 29, 2019*	September 29, 2019*
		(\$ in thousands, except per share amounts)			
GAAP selling, general and administrative expenses	\$ 1,842,122	\$ 451,099	\$ 469,646	\$ 464,873	\$ 456,503
Amortization of intangible assets and other	(81,555)	(18,952)	(21,071)	(21,454)	(20,078)
Adjusted operating expenses	1,760,567	432,147	448,576	443,419	436,426
GAAP operating (loss) income	\$ (4,628)	\$ 1,920	\$ (115,760)	\$ 46,475	\$ 62,738
Restructuring, integration and other expenses	81,870	23,796	19,211	14,265	24,598
Goodwill and long-lived asset impairment expenses (benefits)	144,092	(1,744)	145,836	-	-
Amortization of intangible assets and other	81,555	18,952	21,071	21,454	20,078
Adjusted operating income	302,889	42,924	70,358	82,194	107,414
GAAP (loss) income before income taxes	\$ (128,107)	\$ (16,144)	\$ (158,086)	\$ 12,086	\$ 34,038
Restructuring, integration and other expenses	81,870	23,796	19,211	14,265	24,598
Goodwill and long-lived asset impairment expenses (benefits)	144,092	(1,744)	145,836	-	-
Amortization of intangible assets and other	81,555	18,952	21,071	21,454	20,078
Other expenses and early debt redemption	21,582	2,054	15,526	4,002	-
Adjusted income before income taxes	200,992	26,914	43,558	51,807	78,713
GAAP income tax expense (benefit)	\$ (98,574)	\$ (68,304)	\$ (29,425)	\$ 6,870	\$ (7,714)
Restructuring, integration and other expenses	18,648	4,659	4,372	3,377	6,240
Goodwill and long-lived asset impairment expenses	6,433	207	6,226	-	-
Amortization of intangible assets and other	16,119	3,613	4,307	3,964	4,235
Other expenses and early debt redemption	6,238	506	4,992	740	-
Income tax benefit (expense) items, net	47,655	22,996	15,119	(4,071)	13,611
Adjusted income tax (benefit) expense	(3,481)	(36,323)	5,591	10,880	16,372
GAAP net (loss) income	\$ (29,533)	\$ 52,160	\$ (128,661)	\$ 5,216	\$ 41,752
Restructuring, integration and other expenses (net of tax)	63,222	19,137	14,839	10,888	18,358
Goodwill and long-lived asset impairment expenses (benefits) (net of tax)	137,659	(1,951)	139,610	-	-
Amortization of intangible assets and other (net of tax)	65,436	15,339	16,764	17,490	15,843
Other expenses and early debt redemption (net of tax)	15,344	1,548	10,534	3,262	-
Income tax (benefit) expense items, net	(47,655)	(22,996)	(15,119)	4,071	(13,611)
Adjusted net income	204,473	63,237	37,967	40,927	62,341
GAAP diluted (loss) earnings per share	\$ (0.29)	\$ 0.53	\$ (1.29)	\$ 0.05	\$ 0.40
Restructuring, integration and other expenses (net of tax)	0.63	0.19	0.15	0.11	0.18



	Year-Year % Change	Constant Currency	Constant Currency <sup>(1)</sup>	Year-Year % Change	Constant Currency	Year-Year % Change	Constant Currency	Constant Currency <sup>(1)</sup>
Avnet	14.1 %	10.7 %	22.0%	6.2 %	3.9 %	3.9 %	1.6 %	9.5 %
Avnet by region								
Americas	(3.5) %	(3.5) %	4.9%	(3.8) %	(3.8) %	(6.0) %	(6.0) %	(0.2) %
EMEA	4.8	(3.4)	6.5	0.1	(6.0)	(2.1)	(8.2)	(1.8)
Asia	36.2	35.0	50.3	17.7	17.0	15.3	14.6	25.4
Avnet by segment								
EC	13.7 %	10.5 %	22.9%	6.2 %	4.0 %	3.9 %	1.7 %	10.4 %
Farnell	18.2	12.3	12.3	6.1	2.4	3.9	0.2	0.2

(1) Sales growth rates excluding the impact of the termination of the TI distribution agreement.

### Historical Segment Financial Information

	Fiscal Year to Date 2021*	Fiscal 2021 Quarters Ended		
		Third Quarter April 3, 2021	Second Quarter January 2, 2021	First Quarter October 3, 2020
		(in millions)		
Sales:				
Electronic Components	\$ 13,245.1	\$ 4,520.6	\$ 4,342.4	\$ 4,382.2
Farnell	1,062.8	396.1	325.8	340.9
Avnet sales	<u>\$ 14,307.9</u>	<u>\$ 4,916.7</u>	<u>\$ 4,668.2</u>	<u>\$ 4,723.1</u>
Operating income:				
Electronic Components	\$ 306.9	\$ 118.6	\$ 103.9	\$ 84.4
Farnell	50.4	23.9	14.6	12.0
	357.3	142.5	118.5	96.4
Corporate expenses	(102.1)	(31.9)	(39.0)	(31.3)
Restructuring, integration and other expenses	(55.9)	(17.6)	(11.9)	(26.4)
Amortization of acquired intangible assets and other	(35.9)	(5.3)	(10.4)	(20.2)
Avnet operating income	<u>\$ 163.4</u>	<u>\$ 87.7</u>	<u>\$ 57.2</u>	<u>\$ 18.5</u>
Sales by geographic area:				
Americas	\$ 3,468.1	\$ 1,161.0	\$ 1,101.5	\$ 1,205.7
EMEA	4,412.6	1,585.6	1,346.3	1,480.7
Asia	6,427.2	2,170.1	2,220.4	2,036.7
Avnet sales	<u>\$ 14,307.9</u>	<u>\$ 4,916.7</u>	<u>\$ 4,668.2</u>	<u>\$ 4,723.1</u>

\* May not foot/cross foot due to rounding

	Fiscal Year 2020*	Fiscal Year 2020 Quarters Ended			
		Fourth Quarter June 27, 2020*	Third Quarter March 28, 2020*	Second Quarter December 28, 2019	First Quarter September 28, 2019
		(in millions)			
Sales:					
Electronic Components	\$ 16,340.1	\$ 3,867.6	\$ 3,974.7	\$ 4,203.6	\$ 4,294.2
Farnell	1,294.2	292.1	335.1	331.2	335.8
Avnet	<u>\$ 17,634.3</u>	<u>\$ 4,159.7</u>	<u>\$ 4,309.8</u>	<u>\$ 4,534.8</u>	<u>\$ 4,630.0</u>
Operating income (loss):					
Electronic Components	\$ 349.1	\$ 58.9	\$ 84.8	\$ 93.1	\$ 112.3
Farnell	75.5	10.4	23.4	20.0	21.8
	424.6	69.3	108.2	113.1	134.1
Corporate expenses	(121.6)	(26.3)	(37.8)	(30.9)	(26.7)

Restructuring, integration and other expenses	(81.9)	(23.8)	(19.2)	(14.3)	(24.6)
Goodwill and long-lived asset impairment expenses	(144.1)	1.7	(145.8)	-	-
Amortization of acquired intangible assets and other	(81.6)	(19.0)	(21.1)	(21.4)	(20.1)
Avnet operating (loss) income	<u>\$ (4.6)</u>	<u>\$ 1.9</u>	<u>\$ (115.8)</u>	<u>\$ 46.5</u>	<u>\$ 62.7</u>

Sales by geographic area:

Americas	\$ 4,755.3	\$ 1,149.3	\$ 1,203.6	\$ 1,186.6	\$ 1,215.8
EMEA	5,753.4	1,344.2	1,512.5	1,425.8	1,470.9
Asia	7,125.6	1,666.2	1,593.7	1,922.4	1,943.3
Avnet	<u>\$ 17,634.3</u>	<u>\$ 4,159.7</u>	<u>\$ 4,309.8</u>	<u>\$ 4,534.8</u>	<u>\$ 4,630.0</u>

\* May not foot/cross foot due to rounding

**Guidance Reconciliation**

The following table presents the reconciliation of non-GAAP adjusted diluted earnings per share guidance to the expected GAAP diluted earnings per share guidance for the fourth quarter of fiscal 2021.

	Low End of Guidance Range	High End of Guidance Range
Adjusted diluted earnings per share guidance	\$ 0.71	\$ 0.77
Restructuring, integration and other expense (net of tax)	(0.15)	(0.10)
Amortization of intangibles and other (net of tax)	(0.06)	(0.03)
Income tax expense adjustments	(0.05)	0.05
GAAP diluted earnings per share guidance	<u>\$ 0.45</u>	<u>\$ 0.69</u>

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