



Avnet Reports Fourth Quarter and Fiscal 2021 Financial Results

August 11, 2021

Corrected on August 17, 2021 from Earnings Release August 11, 2021. The correction relates solely to immaterial non-financial information presented in the press release.

Record fourth quarter sales of \$5.2 billion, up 25.7% year over year with diluted EPS of \$0.85

Fourth quarter adjusted diluted EPS of \$1.12, up 75% year over year

PHOENIX--Aug. 11, 2021-- Avnet, Inc. (Nasdaq: [AVT](#)) today announced results for its fourth quarter and fiscal year ended July 3, 2021.

Commenting on the Company's financial results, Avnet Chief Executive Officer Phil Gallagher stated, "In the fourth quarter, we delivered strong sales growth with record sales in our Electronic Components business and at Farnell, driving operating margin improvement approaching our 3% and 10% near-term targets, respectively. We remain well-positioned across all operating regions and are continuing to capitalize on the strong demand environment to capture additional market opportunities. Avnet's role at the center of the technology supply chain continues to be more vital than ever. As a result, our focus on providing trusted support to our customers and suppliers is driving robust financial performance which is demonstrated in our results."

Fiscal Fourth Quarter Key Financial Highlights:

- Sales of \$5.2 billion, up from \$4.9 billion sequentially and \$4.2 billion in the prior year quarter.
 - On a constant currency basis, sales grew 21.5% year over year and 6.4% sequentially.
- GAAP diluted earnings per share of \$0.85, compared with \$0.53 in the prior year quarter.
 - Non-GAAP adjusted diluted earnings per share of \$1.12, compared with \$0.64 in the prior year quarter.
- GAAP operating margin of 2.3% increased 221 basis points year over year.
 - Adjusted operating margin of 2.9% increased 187 basis points year over year.
- Farnell operating margins increased 469 basis points year over year and 224 basis points sequentially to 8.3%.

Key Financial Metrics

(\$ in millions, except per share data)

Fourth Quarter Results (GAAP)

	Jun – 21	Jun – 20	Change Y/Y	Mar – 21	Change Q/Q
Sales	\$ 5,226.7	\$ 4,159.7	25.7%	\$ 4,916.7	6.3%
Operating Income	118.0	1.9	6,045.9%	87.7	34.6%
Operating Income Margin	2.3%	0.1%	221bps	1.8%	48bps
Diluted Earnings Per Share (EPS)	\$ 0.85	\$ 0.53	60.4%	\$ 1.07	(20.6)%

Fourth Quarter Results (Non-GAAP)⁽¹⁾

	Jun – 21	Jun – 20	Change Y/Y	Mar – 21	Change Q/Q
Sales	\$ 5,226.7	\$ 4,159.7	25.7%	\$ 4,916.7	6.3%
Adjusted Operating Income	151.8	42.9	253.7%	110.5	37.3%
Adjusted Operating Income Margin	2.9%	1.0%	187bps	2.3%	65bps
Adjusted Diluted Earnings Per Share (EPS)	\$ 1.12	\$ 0.64	75.0%	\$ 0.74	51.4%

Segment and Geographical Mix

	Jun – 21	Jun – 20	Change Y/Y	Mar – 21	Change Q/Q
Electronic Components (EC) Sales	\$ 4,785.3	\$ 3,867.6	23.7%	\$ 4,520.6	5.9%
EC Operating Income Margin	3.1%	1.5%	157bps	2.6%	47bps
Farnell Sales	\$ 441.4	\$ 292.1	51.1%	\$ 396.1	11.4%
Farnell Operating Income Margin	8.3%	3.6%	469bps	6.0%	224bps
Americas Sales	\$ 1,194.4	\$ 1,149.3	3.9%	\$ 1,161.0	2.9%
EMEA Sales	1,737.3	1,344.2	29.3%	1,585.6	9.6%
Asia Sales	2,295.0	1,666.2	37.7%	2,170.1	5.8%

TI Sales

	Jun – 21	Jun – 20	Change Y/Y	Mar – 21	Change Q/Q
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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)

	<u>Fourth Quarters Ended</u>		<u>Years Ended</u>	
	<u>July 3, 2021</u>	<u>June 27, 2020</u>	<u>July 3, 2021</u>	<u>June 27, 2020</u>
	(Thousands, except per share data)			
Sales	\$ 5,226,734	\$ 4,159,700	\$ 19,534,679	\$ 17,634,333
Cost of sales	4,581,787	3,684,629	17,294,049	15,570,877
Gross profit	644,947	475,071	2,240,630	2,063,456
Selling, general and administrative expenses	498,497	451,099	1,874,831	1,842,122
Restructuring, integration, impairment and other expenses	28,449	22,052	84,391	225,962
Operating income (loss)	118,001	1,920	281,408	(4,628)
Other (expense) income, net	(2,955)	7,425	(19,006)	(2,215)
Interest and other financing expenses, net	(23,345)	(25,489)	(89,473)	(122,742)
Income (loss) before taxes	91,701	(16,144)	172,929	(129,585)
Income tax expense (benefit)	6,346	(68,304)	(20,185)	(98,504)
Net income (loss)	<u>\$ 85,355</u>	<u>\$ 52,160</u>	<u>\$ 193,114</u>	<u>\$ (31,081)</u>
Earnings (loss) per share:				
Basic	<u>\$ 0.86</u>	<u>\$ 0.53</u>	<u>\$ 1.95</u>	<u>\$ (0.31)</u>
Diluted	<u>\$ 0.85</u>	<u>\$ 0.53</u>	<u>\$ 1.93</u>	<u>\$ (0.31)</u>
Shares used to compute earnings per share:				
Basic	<u>99,655</u>	<u>98,855</u>	<u>99,258</u>	<u>100,474</u>
Diluted	<u>100,630</u>	<u>99,025</u>	<u>100,168</u>	<u>100,474</u>
Cash dividends paid per common share	<u>\$ 0.22</u>	<u>\$ 0.21</u>	<u>\$ 0.85</u>	<u>\$ 0.84</u>

AVNET, INC.
CONDENSED CONSOLIDATED BALANCE SHEETS
(UNAUDITED)

	<u>July 3, 2021</u>	<u>June 27, 2020</u>
	(Thousands)	
ASSETS		
Current assets:		
Cash and cash equivalents	\$ 199,691	\$ 477,038
Receivables, net	3,576,130	2,928,386
Inventories	3,236,837	2,731,988
Prepaid and other current assets	150,763	191,394
Total current assets	<u>7,163,421</u>	<u>6,328,806</u>
Property, plant and equipment, net	368,452	404,607
Goodwill	838,105	773,734
Intangible assets, net	28,539	65,437
Operating lease assets	265,988	275,917
Other assets	260,917	256,696
Total assets	<u>\$ 8,925,422</u>	<u>\$ 8,105,197</u>
LIABILITIES AND SHAREHOLDERS' EQUITY		
Current liabilities:		
Short-term debt	\$ 23,078	\$ 51
Accounts payable	2,401,357	1,754,078
Accrued expenses and other	572,457	472,924
Short-term operating lease liabilities	<u>58,346</u>	<u>53,313</u>

Total current liabilities	3,055,238	2,280,366
Long-term debt	1,191,329	1,424,791
Long-term operating lease liabilities	239,838	253,719
Other liabilities	354,833	419,923
Total liabilities	4,841,238	4,378,799
Shareholders' equity	4,084,184	3,726,398
Total liabilities and shareholders' equity	\$ 8,925,422	\$ 8,105,197

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

	<u>Years Ended</u>	
	<u>July 3, 2021</u>	<u>June 27, 2020</u>
	(Thousands)	
Cash flows from operating activities:		
Net income (loss)	\$ 193,114	\$ (31,081)
Non-cash and other reconciling items:		
Depreciation	90,884	101,100
Amortization	41,033	81,139
Amortization of operating lease assets	56,782	60,656
Deferred income taxes	14,650	(34,264)
Stock-based compensation	29,339	26,832
Goodwill, long-lived asset and other impairments	15,166	159,346
Other, net	22,512	31,343
Changes in (net of effects from businesses acquired and divested):		
Receivables	(615,353)	221,486
Inventories	(409,075)	266,791
Accounts payable	620,973	(106,990)
Accrued expenses and other, net	30,924	(46,176)
Net cash flows provided by operating activities	<u>90,949</u>	<u>730,182</u>
Cash flows from financing activities:		
Issuance of notes, net of discounts	297,660	—
Repayments of public notes	(305,077)	(302,038)
Borrowings (repayments) under accounts receivable securitization, net	22,900	(227,300)
Borrowings (repayments) under senior unsecured credit facility, net	(231,680)	223,058
Repayments under bank credit facilities and other debt, net	(2,789)	(2,123)
Repurchases of common stock	—	(237,842)
Dividends paid on common stock	(84,309)	(83,975)
Other, net	(10,718)	(14,330)
Net cash flows used for financing activities	<u>(314,013)</u>	<u>(644,550)</u>
Cash flows from investing activities:		
Purchases of property, plant and equipment	(50,363)	(73,516)
Acquisitions of assets and businesses	(18,381)	(51,509)
Other, net	7,548	(9,992)
Net cash flows used for investing activities	<u>(61,196)</u>	<u>(135,017)</u>
Effect of currency exchange rate changes on cash and cash equivalents	6,913	(19,682)
Cash and cash equivalents:		
— decrease	(277,347)	(69,067)
— at beginning of period	477,038	546,105
— at end of period	<u>\$ 199,691</u>	<u>\$ 477,038</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 before income taxes, (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, 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	Quarters Ended				
	July 3, 2021	April 3, 2021	January 2, 2021	October 3, 2020	
2021*					
<i>(\$ in thousands, except per share amounts)</i>					
GAAP selling, general and administrative expenses	\$ 1,874,831	\$ 498,497	\$ 463,092	\$ 442,084	\$ 471,158
Amortization of intangible assets and other	(41,245)	(5,370)	(5,283)	(10,417)	(20,175)
Adjusted operating expenses	1,833,586	493,127	457,809	431,667	450,983
GAAP operating income	\$ 281,408	\$ 118,001	\$ 87,684	\$ 57,221	\$ 18,502
Restructuring, integration and other expenses	84,391	28,449	17,574	11,948	26,420
Amortization of intangible assets and other	41,245	5,370	5,283	10,417	20,175
Adjusted operating income	407,044	151,820	110,541	79,586	65,097
GAAP income (loss) before income taxes	\$ 172,929	\$ 91,701	\$ 70,121	\$ 34,403	\$ (23,297)
Restructuring, integration and other expenses	84,391	28,449	17,574	11,948	26,420
Amortization of intangible assets and other	41,245	5,370	5,283	10,417	20,175
Other expenses - equity investment impairments and other	20,413	5,139	-	51	15,223
Adjusted income before income taxes	318,978	130,659	92,978	56,819	38,521
GAAP income tax expense (benefit)	\$ (20,185)	\$ 6,346	\$ (37,363)	\$ 15,240	\$ (4,408)
Restructuring, integration and other expenses	17,468	6,172	4,118	2,577	4,601
Amortization of intangible assets and other	9,099	1,025	1,008	2,037	5,029
Other expenses - equity investment impairments and other	90	38	-	26	26
Income tax benefit (expense) items, net	41,275	4,091	50,682	(10,788)	(2,710)
Adjusted income tax expense	47,747	17,672	18,445	9,092	2,538
GAAP net income (loss)	\$ 193,114	\$ 85,355	\$ 107,484	\$ 19,163	\$ (18,889)

Restructuring, integration and other expenses (net of tax)	66,923	22,277	13,456	9,371	21,819
Amortization of intangible assets and other (net of tax)	32,146	4,345	4,275	8,380	15,146
Other expenses - equity investment impairments and other (net of tax)	20,323	5,101	-	25	15,197
Income tax (benefit) expense items, net	(41,275)	(4,091)	(50,682)	10,788	2,710
Adjusted net income	271,231	112,987	74,533	47,727	35,983

GAAP diluted earnings (loss) per share	\$ 1.93	\$ 0.85	\$ 1.07	\$ 0.19	\$ (0.19)
Restructuring, integration and other expenses (net of tax)	0.67	0.22	0.13	0.09	0.22
Amortization of intangible assets and other (net of tax)	0.32	0.04	0.04	0.09	0.15
Other expenses - equity investment impairments and other (net of tax)	0.20	0.05	-	0.00	0.15
Income tax (benefit) expense items, net	(0.41)	(0.04)	(0.50)	0.11	0.03
Adjusted diluted EPS	2.71	1.12	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.

	Quarters Ended				
	Fiscal Year 2020*	June 27, 2020*	March 28, 2020*	December 29, 2019*	September 29, 2019*
	<i>(\$ in thousands, except per share amounts)</i>				
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
Goodwill and long-lived asset impairment expenses (benefits) (net of tax)	1.37	(0.02)	1.39	-	-
Amortization of intangible assets and other (net of tax)	0.65	0.15	0.17	0.17	0.15
Other expenses and early debt redemption (net of tax)	0.15	0.02	0.11	0.03	-
Income tax (benefit) expense items, net	(0.47)	(0.23)	(0.15)	0.04	(0.13)
Adjusted diluted EPS	2.04	0.64	0.38	0.40	0.60

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

Sales of TI Products

In December 2020, the termination of the Company's electronic components distribution agreement with Texas Instruments ("TI") was completed. Sales of TI products by quarter are outlined in the following table:

	Fourth Quarter July 3, 2021	Third Quarter April 3, 2021	Second Quarter January 2, 2021	First Quarter October 3, 2020	Fourth Quarter June 27, 2020
	<i>(in millions)</i>				
Sales of TI Products	\$ -	\$ 1.7	\$ 49.6	\$ 241.0	\$ 322.5

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. Additionally, fiscal 2021 sales are adjusted for the estimated impact of the extra week of sales in the first quarter of fiscal 2021 due to the 14-week fiscal first quarter and the 53-week fiscal year. Organic sales in constant currency is defined as organic sales (as defined above) excluding the impact of changes in foreign currency exchange rates.

As a result of declining sales due to the termination of the TI distribution agreement discussed further above, organic sales growth rates have also been adjusted to exclude sales of TI products.

The following table presents the reconciliation of reported sales to organic sales for the fourth quarter and full year of fiscal 2021.

	Quarter Ended			Year Ended				
	Sales As Reported and Organic Q4-Fiscal 2021	TI Sales Q4-Fiscal 2021 ⁽¹⁾	Organic Sales Adj for TI Q4-Fiscal 2021 ⁽¹⁾	Sales As Reported Q4-Fiscal 2021	Estimated Extra Week ⁽²⁾	Organic Sales Q4-Fiscal 2021	TI Sales Q4-Fiscal 2021 ⁽¹⁾	Organic Sales Adj for TI Q4-Fiscal 2021 ⁽¹⁾
	<i>(in millions)</i>							
Avnet	\$ 5,226.7	\$ —	\$ 5,226.7	\$ 19,534.7	\$ 306.0	\$ 19,228.7	\$ 292.2	\$ 18,936.5
Avnet by region								
Americas	\$ 1,194.4	\$ —	\$ 1,194.4	\$ 4,662.5	\$ 77.0	\$ 4,585.5	\$ 82.9	\$ 4,502.6
EMEA	1,737.3	—	1,737.3	6,149.9	97.0	6,052.9	124.2	5,928.7
Asia	2,295.0	—	2,295.0	8,722.3	132.0	8,590.3	85.1	8,505.2
Avnet by segment								
EC	\$ 4,785.3	\$ —	\$ 4,785.3	\$ 18,030.5	\$ 284.0	\$ 17,746.5	\$ 292.2	\$ 17,454.3
Farnell	441.4	—	441.4	1,504.2	22.0	1,482.2	—	1,482.2

(1) Sales adjusted for the impact of the termination of the TI distribution contract.

(2) The impact of the additional week of sales in the first quarter of fiscal 2021 is estimated.

The following table presents reported and organic sales growth rates for the fourth quarter and full year of fiscal 2021 compared to fiscal 2020.

	Quarter Ended			Year Ended					
	Sales As Reported	Organic Sales	Organic Adj for TI	Sales As Reported	Organic Sales	Organic Adj for TI	Sales As Reported	Organic Sales	Organic Adj for TI
	Year-Year % Change	Year-Year % Change	Year-Year % Change	Year-Year % Change	Year-Year % Change	Year-Year % Change	Year-Year % Change	Year-Year % Change	Year-Year % Change
	Constant Currency	Constant Currency	Constant Currency	Constant Currency	Constant Currency	Constant Currency	Constant Currency	Constant Currency	Constant Currency
	% Change	% Change	% Change	% Change	% Change	% Change	% Change	% Change	% Change
Avnet	25.7%	21.5%	31.7%	10.8 %	8.0%	9.0%	6.3%	14.8%	
Avnet by region									
Americas	3.9%	3.9%	12.3%	(2.0) %	(2.0)%	(3.6)%	(3.6)%	2.8%	
EMEA	29.3	18.2	28.7	6.9	(0.4)	5.2	(2.1)	5.4	
Asia	37.7	36.9	48.2	22.4	21.7	20.6	19.8	30.8	
Avnet by segment									
EC	23.7%	20.0%	30.9%	10.3 %	7.8%	8.6%	6.0%	15.3%	
Farnell	51.1	41.1	41.1	16.2	11.2	14.5	9.5	9.5	

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

Historical Segment Financial Information

	Fiscal 2021				
	Quarters Ended				
	Fourth Quarter	Third Quarter	Second Quarter	First Quarter	
	July 3,	January 2,	January 2,	October 3,	
	2021*	2021	2021	2020	
	(in millions)				
Sales:					
Electronic Components	\$ 18,030.5	\$ 4,785.3	\$ 4,520.6	\$ 4,342.4	\$ 4,382.2
Farnell	1,504.2	441.4	396.1	325.8	340.9
Avnet sales	<u>\$ 19,534.7</u>	<u>\$ 5,226.7</u>	<u>\$ 4,916.7</u>	<u>\$ 4,668.2</u>	<u>\$ 4,723.1</u>
Operating income:					
Electronic Components	\$ 454.8	\$ 147.8	\$ 118.6	\$ 103.9	\$ 84.4
Farnell	86.9	36.5	23.9	14.6	12.0
	541.7	184.3	142.5	118.5	96.4
Corporate expenses	(134.7)	(32.5)	(31.9)	(39.0)	(31.3)
Restructuring, integration and other expenses	(84.4)	(28.4)	(17.6)	(11.9)	(26.4)
Amortization of acquired intangible assets and other	(41.2)	(5.4)	(5.3)	(10.4)	(20.2)
Avnet operating income	<u>\$ 281.4</u>	<u>\$ 118.0</u>	<u>\$ 87.7</u>	<u>\$ 57.2</u>	<u>\$ 18.5</u>
Sales by geographic area:					
Americas	\$ 4,662.5	\$ 1,194.4	\$ 1,161.0	\$ 1,101.5	\$ 1,205.7
EMEA	6,149.9	1,737.3	1,585.6	1,346.3	1,480.7
Asia	8,722.3	2,295.0	2,170.1	2,220.4	2,036.7
Avnet sales	<u>\$ 19,534.7</u>	<u>\$ 5,226.7</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			
	Quarters Ended			
	Fourth Quarter	Third Quarter	Second Quarter	First Quarter
	June 27,	March 28,	December 28,	September 28,
	Fiscal Year	Fiscal Year	Fiscal Year	Fiscal Year

	<u>2020*</u>	<u>2020*</u>	<u>2020*</u>	<u>2019</u>	<u>2019</u>
	(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 first quarter of fiscal 2022.

	Low End of Guidance Range	High End of Guidance Range
Adjusted diluted earnings per share guidance	\$ 1.02	\$ 1.12
Restructuring, integration and other expense (net of tax)	(0.08)	(0.04)
Amortization of intangibles and other (net of tax)	(0.04)	(0.02)
Income tax expense adjustments	(0.05)	0.05
GAAP diluted earnings per share guidance	<u>\$ 0.85</u>	<u>\$ 1.11</u>



Investor Relations Contacts

Joe Burke, 480-643-7431
Joseph.Burke@avnet.com

Media Relations Contact

Jeanne Forbis, 480-643-7499
Jeanne.Forbis@Avnet.com

Source: Avnet, Inc.