Third-Quarter 2023
Earnings Conference Call

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Fourth-Quarter 2023 GAAP to non-GAAP Outlook Reconciliation

($ in billions, except per share data)

NON-GAAP SALES RECONCILIATION

	Quarter Ended			Quarter Ended		
	31-Dec-23	31-Dec-22	% Change	31-Dec-23	30-Sep-23	% Change
Global components sales, GAAP	$5.40 - 5.80	$ 6.83	(21%) - (15%)	$5.40 - 5.80	$ 6.25	(14%) - (7%)
Impact of changes in foreign currencies	—	0.03		—	(0.06)	
Global components sales, constant currency	$5.40 - 5.80	$ 6.86	(21%) - (15%)	$5.40 - 5.80	$ 6.19	(13%) - (6%)
Global ECS sales, GAAP	$2.10 - 2.30	$ 2.50	(16%) - (8%)	$2.10 - 2.30	$ 1.76	19% - 31%
Impact of changes in foreign currencies	—	0.02		—	(0.02)	
Global ECS sales, constant currency	$2.10 - 2.30	$ 2.52	(17%) - (9%)	$2.10 - 2.30	$ 1.74	21% - 32%

NON-GAAP EARNINGS RECONCILIATION

	REPORTED GAAP MEASURE	INTANGIBLE AMORTIZATION EXPENSE	RESTRUCTURING & INTEGRATION CHARGES	NON-GAAP MEASURE
Net income per diluted share	$3.30 to $3.50	$0.10	$0.21	$3.61 to $3.81

Earnings Reconciliation

($ in thousands, except per share data)

Three months ended September 30, 2023

	Reported GAAP measure	Intangible Amortization Expense	Restructuring & Integration charges (1)	Non- recurring tax items	Other (2)	Non-GAAP measure
Operating income	$ 340,083	$ 7,863	$ 31,359	$ -	$ -	$ 379,305
Income before income taxes	252,282	7,863	31,359	-	6,159	297,663
Provision for income taxes	52,241	1,959	7,321	-	1,476	62,997
Consolidated net income	200,041	5,904	24,038	-	4,683	234,666
Noncontrolling interests	1,382	138	-	-	-	1,520
Net income attributable to shareholders	$ 198,659	$ 5,766	$ 24,038	$ -	$ 4,683	$ 233,146
Net income per diluted share (3)	$ 3.53	$ 0.10	$ 0.43	$ -	$ 0.08	$ 4.14
Effective tax rate (4)	20.7%					21.2%

Three months ended October 1, 2022

	Reported GAAP measure	Intangible Amortization Expense	Restructuring & Integration charges (1)	Non- recurring tax items	Other (2)	Non-GAAP measure
Operating income	$ 502,694	$ 8,674	$ 3,635	$ -	$ -	$ 515,003
Income before income taxes	449,106	8,674	3,635	-	3,480	464,895
Provision for income taxes	105,500	2,219	892	-	841	109,452
Consolidated net income	343,606	6,455	2,743	-	2,639	355,443
Noncontrolling interests	1,207	125	-	-	-	1,332
Net income attributable to shareholders	$ 342,399	$ 6,330	$ 2,743	$ -	$ 2,639	$ 354,111
Net income per diluted share (3)	$ 5.27	$ 0.10	$ 0.04	$ -	$ 0.04	$ 5.45
Effective tax rate (4)	23.5%					23.5%

Three months ended July 1, 2023

	Reported GAAP measure	Intangible Amortization Expense	Restructuring & Integration charges (1)	Non- recurring tax items	Other (2)	Non-GAAP measure
Operating income	$ 392,250	$ 7,908	$ 10,333	$ -	$ -	$ 410,491
Income before income taxes	310,171	7,908	10,333	-	(497)	327,915
Provision for income taxes	72,380	1,992	2,597	(942)	(119)	75,908
Consolidated net income	237,791	5,916	7,736	942	(378)	252,007
Noncontrolling interests	1,232	136	-	-	-	1,368
Net income attributable to shareholders	$ 236,559	$ 5,780	$ 7,736	$ 942	$ (378)	$ 250,639
Net income per diluted share (3)	$ 4.12	$ 0.10	$ 0.13	$ 0.02	$ (0.01)	$ 4.37
Effective tax rate (4)	23.3%					23.1%

(1) Includes charges to increase the environmental remediation reserves in the amount of $20.9 million and for third quarter of 2023, $1.9 million for the third quarter of 2022, and $2.4 million for the second quarter of 2023.

(2) Other includes (gain) loss on investments, net.

(3) The sum of the components for non-GAAP diluted EPS may not agree to totals, as presented, due to rounding.

(4) The items as shown in this table, represent the reconciling items for the tax rate as reported by GAAP measure and as a non-GAAP measure.

Return on Working Capital Reconciliation

($ in thousands)

	Quarter Ended			
	September 30, 2023		October 1, 2022	
Numerator:	(unaudited)		(unaudited)	
Consolidated operating income, as reported	$	340,083	$	502,694
		x 4		x 4
Annualized consolidated operating income	$	1,360,332	$	2,010,776
Non-GAAP consolidated operating income	$	379,305	$	515,003
		x 4		x 4
Annualized non-GAAP consolidated operating income	$	1,517,220	$	2,060,012
Denominator:				
Accounts receivable, net	$	10,663,164	$	11,218,611
Inventories	$	5,805,520	$	5,083,378
Less: Accounts payable	$	9,090,554	$	9,540,449
Working capital	$	7,378,130	$	6,761,540
Return on working capital		18.4%		29.7%
Return on working capital (Non-GAAP)		20.6%		30.5%

Return on Invested Capital Reconciliation

($ in thousands)

	Quarter Ended	
	September 30, 2023	October 1, 2022
Numerator:		
Consolidated operating income, as reported	$ 340,083	$ 502,694
Equity in earnings of affiliated companies (1)	1,392	1,718
Less: Noncontrolling interests (1)	1,382	1,207
Consolidated operating income, as adjusted	340,093	503,205
Less: Tax effect (2)	70,704	118,497
After-tax consolidated operating income, as adjusted	269,389	384,708
	x 4	x 4
Annualized after-tax consolidated operating income, as adjusted	$ 1,077,556	$ 1,538,832
Non-GAAP consolidated operating income	$ 379,305	$ 515,003
Equity in earnings of affiliated companies (1)	1,392	1,718
Less: Noncontrolling interests (1)	1,520	1,332
Non-GAAP consolidated operating income, as adjusted	379,177	515,389
Less: Tax effect (3)	80,600	121,631
After-tax non-GAAP consolidated operating income, as adjusted	298,577	393,758
	x 4	x 4
Annualized after-tax non-GAAP operating income, as adjusted	$ 1,194,308	$ 1,575,032
Denominator:		
Average short-term borrowings, including current portion of long-term debt (4)	$ 1,038,415	$ 615,285
Average long-term debt (4)	3,143,915	3,021,758
Average total equity (4)	5,603,974	5,350,485
Average cash and cash equivalents	286,838	279,790
Invested capital	$ 9,499,466	$ 8,707,738
Return on invested capital	11.3%	17.7%
Return on invested capital (Non-GAAP)	12.6%	18.1%

(1) Operating income, as reported, and non-GAAP operating income is adjusted for noncontrolling interest and equity in earnings of affiliated companies to include the pro-rata ownership of non-wholly owned subsidiaries.

(2) The tax effect is calculated by applying the effective tax rate for the three months ended September 30, 2023 and October 1, 2022 to consolidated operating income, as adjusted. The tax rate is adjusted to exclude the impacts of interest expense, gain (loss) on investments, net, and employee benefit plan expense, net.

(3) The tax effect is calculated by applying the non-GAAP effective tax rate for the three months ended September 30, 2023 and October 1, 2022 to non-GAAP consolidated operating income, as adjusted. The tax rate is adjusted to exclude the impacts of interest expense and employee benefit plan expense, net.

(4) The quarter ended average is based on the addition of the account balance at the end of the most recently-ended quarter to the account balance at the end of the prior quarter and dividing by two.