



## Vishay Reports Results for Third Quarter 2019

- | Revenues for Q3 2019 of \$628 million
- | Gross Margin Q3 of 23.9%
- | Operating Margin Q3 of 8.1%
- | Adjusted Operating Margin 9.3%
- | EPS Q3 of \$0.21
- | Adjusted EPS Q3 of \$0.26
- | Free cash for trailing 12 months Q3 2019 of \$205 million
- | Guidance for Q4 2019 for revenues of \$580 to \$620 million and gross margins of 23% to 24% at Q3 exchange rates

MALVERN, Pa., Oct. 28, 2019 (GLOBE NEWSWIRE) -- Vishay Intertechnology, Inc. (NYSE: VSH), one of the world's largest manufacturers of discrete semiconductors and passive components, today announced its results for the fiscal quarter and nine fiscal months ended September 28, 2019.

Revenues for the fiscal quarter ended September 28, 2019 were \$628.3 million, compared to \$685.2 million for the fiscal quarter ended June 29, 2019, and \$781.0 million for the fiscal quarter ended September 29, 2018. Net earnings attributable to Vishay stockholders for the fiscal quarter ended September 28, 2019 were \$30.0 million, or \$0.21 per diluted share, compared to \$44.5 million, or \$0.31 per diluted share for the fiscal quarter ended June 29, 2019, and \$77.9 million, or \$0.51 per diluted share for the fiscal quarter ended September 29, 2018.

As summarized on the attached reconciliation schedule, all periods presented include items affecting comparability. Adjusted earnings per diluted share, which exclude these items net of tax and the unusual tax items, were \$0.26, \$0.36, and \$0.60 for the fiscal quarters ended September 28, 2019, June 29, 2019, and September 29, 2018, respectively.

Commenting on results for the third quarter 2019, Dr. Gerald Paul, President and Chief Executive Officer stated, "Vishay's financial performance has been negatively impacted by low demand, especially from distribution. However, during the third quarter inventories of Vishay's products at distribution started to come down noticeably. Still high levels of inventories in the global supply chain should impact our business for another two quarters. We are managing the slowdown by adapting costs as we have done in the past. On the other hand, our increased machine capacities will enable Vishay to participate in the next upturn to the full extent."

Commenting on the outlook Dr. Paul stated, "For the fourth quarter we expect a continuation of the inventory reduction in the supply chain and guide for revenues in a range of \$580 to \$620 million and gross margins of 23% to 24%."

A conference call to discuss Vishay's third quarter financial results is scheduled for Tuesday, October 29, 2019 at 9:00 a.m. ET. The dial-in number for the conference call is 877-589-6174 (+1 706-643-1406, if calling from outside the United States or Canada) and the access code is 9882458.

A live audio webcast of the conference call and a PDF copy of the press release and the quarterly presentation will be accessible directly from the Investor Relations section of the Vishay website at <http://ir.vishay.com>.

There will be a replay of the conference call from 12:00 p.m. ET on Tuesday, October 29, 2019 through 11:59 p.m. ET on Tuesday, November 12, 2019. The telephone number for the replay is +1 855-859-2056 (+1 404-537-3406, if calling from outside the United States or Canada) and the access code is 9882458.

### About Vishay

Vishay Intertechnology, Inc., a Fortune 1000 Company listed on the NYSE ([VSH](#)), is one of the world's largest manufacturers of discrete semiconductors (diodes, MOSFETs, and infrared optoelectronics) and passive electronic components (resistors, inductors, and capacitors). These components are used in virtually all types of electronic devices and equipment, in the industrial, computing, automotive, consumer, telecommunications, military, aerospace, power supplies, and medical markets. Vishay's product innovations, successful acquisition strategy, and "one-stop shop" service have made it a global industry leader. Vishay can be found on the Internet at <http://www.vishay.com>.

This press release includes certain financial measures which are not recognized in accordance with U.S. generally accepted accounting principles ("GAAP"), including adjusted net earnings; adjusted earnings per share; adjusted operating margin; free cash; earnings before interest, taxes, depreciation and amortization ("EBITDA"); adjusted EBITDA; and adjusted EBITDA margin; which are considered "non-GAAP financial measures" under the U.S. Securities and Exchange Commission rules. These non-GAAP measures supplement our GAAP measures of performance or liquidity and should not be viewed as an alternative to GAAP measures of performance or liquidity. Non-GAAP measures such as adjusted net earnings, adjusted earnings per share, adjusted operating margin, free cash, EBITDA, adjusted EBITDA, and adjusted EBITDA margin do not have uniform definitions. These measures, as calculated by Vishay, may not be comparable to similarly titled measures used by other companies. Management believes that such measures are meaningful to investors because they provide insight with respect to intrinsic operating results of the Company. Although the terms "free cash" and "EBITDA" are not defined in GAAP, the measures are derived using various line items measured in accordance with GAAP. Reconciling items to arrive at adjusted net earnings represent significant charges or credits that are important to understanding the Company's intrinsic operations. Reconciling items to calculate adjusted operating margin and adjusted EBITDA represent those same items used in computing adjusted net earnings, as relevant. Furthermore, the presented calculation of adjusted EBITDA is substantially similar to, but not identical to, a measure used in the

calculation of financial ratios required for covenant compliance under Vishay's revolving credit facility. These reconciling items are indicated on the accompanying reconciliation schedules and are more fully described in the Company's financial statements presented in its annual report on Form 10-K and its quarterly reports presented on Forms 10-Q.

Statements contained herein that relate to the Company's future performance, including statements with respect to forecasted revenues, margins, inventories, product demand, manufacturing capacities, restructuring activity savings and costs, global growth markets generally and the performance of the economy in general, are forward-looking statements within the safe harbor provisions of Private Securities Litigation Reform Act of 1995. Words such as "believe," "estimate," "will be," "will," "would," "expect," "anticipate," "plan," "project," "intend," "could," "should," or other similar words or expressions often identify forward-looking statements. Such statements are based on current expectations only, and are subject to certain risks, uncertainties and assumptions, many of which are beyond our control. Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results, performance, or achievements may vary materially from those anticipated, estimated or projected. Among the factors that could cause actual results to materially differ include: general business and economic conditions; delays or difficulties in implementing our cost reduction strategies; delays or difficulties in expanding our manufacturing capacities; an inability to attract and retain highly qualified personnel; changes in foreign currency exchange rates; uncertainty related to the effects of changes in foreign currency exchange rates; competition and technological changes in our industries; difficulties in new product development; difficulties in identifying suitable acquisition candidates, consummating a transaction on terms which we consider acceptable, and integration and performance of acquired businesses; changes in U.S. and foreign trade regulations and tariffs, and uncertainty regarding the same; changes in applicable domestic and foreign tax regulations, and uncertainty regarding the same; changes in applicable accounting standards and other factors affecting our operations that are set forth in our filings with the Securities and Exchange Commission, including our annual reports on Form 10-K and our quarterly reports on Form 10-Q. We undertake no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

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VISHAY INTERTECHNOLOGY, INC.  
Summary of Operations  
(Unaudited - In thousands, except per share amounts)

|  | Fiscal quarters ended |               |                    |
|--|-----------------------|---------------|--------------------|
|  | September 28, 2019    | June 29, 2019 | September 29, 2018 |
| Net revenues   | \$ 628,329            | \$ 685,240    | \$ 780,972         |
| Costs of products sold   | 478,250               | 510,639       | 544,676            |
| Gross profit   | 150,079               | 174,601       | 236,296            |
| Gross margin   | 23.9%                 | 25.5%         | 30.3%              |
| Selling, general, and administrative expenses                  | 91,796                | 95,112        | 98,198             |
| Restructuring and severance costs                              | 7,255                 | -             | -                  |
| Operating income   | 51,028                | 79,489        | 138,098            |
| Operating margin   | 8.1%                  | 11.6%         | 17.7%              |
| Other income (expense):  |                       |               |                    |
| Interest expense   | (8,564)               | (8,204)       | (10,813)           |
| Other components of net periodic pension cost                  | (3,348)               | (3,367)       | (3,367)            |
| Other  | 5,066                 | 2,970         | 2,890              |
| Total other income (expense) - net                             | (6,846)               | (8,601)       | (11,290)           |
| Income before taxes  | 44,182                | 70,888        | 126,808            |
| Income tax expense   | 13,917                | 26,153        | 48,737             |
| Net earnings   | 30,265                | 44,735        | 78,071             |
| Less: net earnings attributable to noncontrolling interests    | 227                   | 258           | 195                |
| Net earnings attributable to Vishay stockholders               | \$ 30,038             | \$ 44,477     | \$ 77,876          |
| Basic earnings per share attributable to Vishay stockholders   | \$ 0.21               | \$ 0.31       | \$ 0.54            |
| Diluted earnings per share attributable to Vishay stockholders | \$ 0.21               | \$ 0.31       | \$ 0.51            |
| Weighted average shares outstanding - basic                    | 144,628               | 144,621       | 144,383            |
| Weighted average shares outstanding - diluted                  | 145,027               | 145,023       | 152,946            |

|                          |    |       |    |       |    |       |
|--------------------------|----|-------|----|-------|----|-------|
| Cash dividends per share | \$ | 0.095 | \$ | 0.095 | \$ | 0.085 |
|--------------------------|----|-------|----|-------|----|-------|

VISHAY INTERTECHNOLOGY, INC.  
Summary of Operations  
(Unaudited - In thousands, except per share amounts)

|  | Nine fiscal months ended |                    |
|--|--------------------------|--------------------|
|  | September 28, 2019       | September 29, 2018 |
| Net revenues   | \$ 2,058,728             | \$ 2,258,797       |
| Costs of products sold   | 1,522,889                | 1,589,963          |
| Gross profit   | 535,839                  | 668,834            |
| Gross margin   | 26.0%                    | 29.6%              |
| Selling, general, and administrative expenses                  | 290,332                  | 303,381            |
| Restructuring and severance costs                              | 7,255                    | -                  |
| Operating income   | 238,252                  | 365,453            |
| Operating margin   | 11.6%                    | 16.2%              |
| Other income (expense):  |                          |                    |
| Interest expense   | (25,160)                 | (26,862)           |
| Other components of net periodic pension cost                  | (10,111)                 | (10,336)           |
| Other  | 13,344                   | 5,440              |
| Loss on early extinguishment of debt                           | (1,307)                  | (17,309)           |
| Total other income (expense) - net                             | (23,234)                 | (49,067)           |
| Income before taxes  | 215,018                  | 316,386            |
| Income tax expense   | 64,377                   | 72,508             |
| Net earnings   | 150,641                  | 243,878            |
| Less: net earnings attributable to noncontrolling interests    | 667                      | 539                |
| Net earnings attributable to Vishay stockholders               | \$ 149,974               | \$ 243,339         |
| Basic earnings per share attributable to Vishay stockholders   | \$ 1.04                  | \$ 1.69            |
| Diluted earnings per share attributable to Vishay stockholders | \$ 1.03                  | \$ 1.55            |
| Weighted average shares outstanding - basic                    | 144,602                  | 144,364            |
| Weighted average shares outstanding - diluted                  | 145,114                  | 156,702            |
| Cash dividends per share                                       | \$ 0.2750                | \$ 0.2375          |

VISHAY INTERTECHNOLOGY, INC.  
Consolidated Condensed Balance Sheets  
(In thousands)

|   | September 28, 2019<br>(Unaudited) | December 31, 2018 |
|---|-----------------------------------|-------------------|
| Assets                                    |                                   |                   |
| Current assets:                           |                                   |                   |
| Cash and cash equivalents                 | \$ 731,483                        | \$ 686,032        |
| Short-term investments                    | 56,043                            | 78,286            |
| Accounts receivable, net                  | 335,189                           | 397,020           |
| Inventories:                              |                                   |                   |
| Finished goods                            | 129,485                           | 138,112           |
| Work in process                           | 189,757                           | 190,982           |
| Raw materials                             | 125,411                           | 150,566           |
| Total inventories                         | 444,653                           | 479,660           |
| Prepaid expenses and other current assets | 123,712                           | 142,888           |
| Total current assets                      | 1,691,080                         | 1,783,886         |

|                                  |                     |                     |
|----------------------------------|---------------------|---------------------|
| Property and equipment, at cost: |                     |                     |
| Land                             | 74,053              | 87,622              |
| Buildings and improvements       | 570,727             | 619,445             |
| Machinery and equipment          | 2,551,127           | 2,510,001           |
| Construction in progress         | 113,639             | 125,109             |
| Allowance for depreciation       | (2,381,868)         | (2,373,176)         |
|                                  | <u>927,678</u>      | <u>969,001</u>      |
| Right of use assets              | 93,103              | -                   |
| Goodwill                         | 150,309             | 147,480             |
| Other intangible assets, net     | 62,265              | 65,688              |
| Other assets                     | 147,751             | 140,143             |
| Total assets                     | <u>\$ 3,072,186</u> | <u>\$ 3,106,198</u> |

VISHAY INTERTECHNOLOGY, INC.  
Consolidated Condensed Balance Sheets (continued)  
(In thousands)

|   | September 28, 2019<br>(Unaudited) | December 31, 2018   |
|---|-----------------------------------|---------------------|
| Liabilities and stockholders' equity            |                                   |                     |
| Current liabilities:                            |                                   |                     |
| Notes payable to banks                          | \$ 7                              | \$ 18               |
| Trade accounts payable                          | 141,472                           | 218,322             |
| Payroll and related expenses                    | 131,751                           | 141,670             |
| Lease liabilities                               | 16,932                            | -                   |
| Other accrued expenses                          | 164,995                           | 229,660             |
| Income taxes                                    | 25,945                            | 54,436              |
| Total current liabilities                       | <u>481,102</u>                    | <u>644,106</u>      |
| Long-term debt less current portion             | 496,262                           | 494,509             |
| U.S. transition tax payable                     | 140,196                           | 154,953             |
| Deferred income taxes                           | 47,246                            | 85,471              |
| Long-term lease liabilities                     | 80,998                            | -                   |
| Other liabilities                               | 90,174                            | 79,489              |
| Accrued pension and other postretirement costs  | 248,357                           | 260,984             |
| Total liabilities                               | <u>1,584,335</u>                  | <u>1,719,512</u>    |
| Redeemable convertible debentures               | -                                 | 2,016               |
| Equity:   |                                   |                     |
| Vishay stockholders' equity                     |                                   |                     |
| Common stock                                    | 13,235                            | 13,212              |
| Class B convertible common stock                | 1,210                             | 1,210               |
| Capital in excess of par value                  | 1,427,049                         | 1,436,011           |
| Retained earnings (accumulated deficit)         | 71,956                            | (61,258)            |
| Accumulated other comprehensive income (loss)   | (27,952)                          | (6,791)             |
| Total Vishay stockholders' equity               | <u>1,485,498</u>                  | <u>1,382,384</u>    |
| Noncontrolling interests                        | 2,353                             | 2,286               |
| Total equity                                    | <u>1,487,851</u>                  | <u>1,384,670</u>    |
| Total liabilities, temporary equity, and equity | <u>\$ 3,072,186</u>               | <u>\$ 3,106,198</u> |

VISHAY INTERTECHNOLOGY, INC.  
Consolidated Condensed Statements of Cash Flows  
(Unaudited - in thousands)

|                      | Nine fiscal months ended |                    |
|----------------------|--------------------------|--------------------|
|                      | September 28, 2019       | September 29, 2018 |
| Operating activities |                          |                    |
| Net earnings         | \$ 150,641               | \$ 243,878         |

|  |                   |                   |
|--|-------------------|-------------------|
| Adjustments to reconcile net earnings (loss) to net cash provided by operating activities: |                   |                   |
| Depreciation and amortization  | 122,302           | 121,888           |
| (Gain) loss on disposal of property and equipment  | (168)             | (2,216)           |
| Accretion of interest on convertible debt instruments                                      | 10,558            | 6,966             |
| Inventory write-offs for obsolescence  | 19,214            | 17,059            |
| Loss on early extinguishment of debt   | 1,307             | 17,309            |
| Deferred income taxes  | (4,481)           | (12,348)          |
| Other  | 9,029             | 13,021            |
| Change in U.S. transition tax liability  | (14,757)          | (14,400)          |
| Change in repatriation tax liability   | (38,814)          | (156,767)         |
| Changes in operating assets and liabilities, net of effects of businesses acquired         | (42,810)          | (125,499)         |
| Net cash provided by operating activities  | 212,021           | 108,891           |
| Investing activities   |                   |                   |
| Purchase of property and equipment   | (100,267)         | (126,391)         |
| Proceeds from sale of property and equipment   | 486               | 8,455             |
| Purchase of businesses, net of cash acquired   | (11,862)          | (14,880)          |
| Purchase of short-term investments   | (59,440)          | (172,732)         |
| Maturity of short-term investments   | 79,765            | 577,524           |
| Other investing activities   | 4,021             | (1,608)           |
| Net cash provided by (used in) investing activities  | (87,297)          | 270,368           |
| Financing activities   |                   |                   |
| Proceeds from long-term borrowings   | -                 | 600,000           |
| Issuance costs   | (5,394)           | (15,621)          |
| Repurchase of convertible debentures   | (22,695)          | (584,991)         |
| Net proceeds (payments) on revolving credit lines  | -                 | (150,000)         |
| Net changes in short-term borrowings   | (12)              | -                 |
| Dividends paid to common stockholders  | (36,396)          | (31,378)          |
| Dividends paid to Class B common stockholders  | (3,327)           | (2,873)           |
| Distributions to noncontrolling interests  | (600)             | (525)             |
| Cash withholding taxes paid when shares withheld for vested equity awards                  | (2,708)           | (2,297)           |
| Net cash used in financing activities  | (71,132)          | (187,685)         |
| Effect of exchange rate changes on cash and cash equivalents                               | (8,141)           | (11,501)          |
| Net increase in cash and cash equivalents  | 45,451            | 180,073           |
| Cash and cash equivalents at beginning of period   | 686,032           | 748,032           |
| Cash and cash equivalents at end of period   | <u>\$ 731,483</u> | <u>\$ 928,105</u> |

VISHAY INTERTECHNOLOGY, INC.

Reconciliation of Adjusted Earnings Per Share

(Unaudited - In thousands, except per share amounts)

|  | Fiscal quarters ended |               |                       | Nine fiscal months ended |                       |
|--|-----------------------|---------------|-----------------------|--------------------------|-----------------------|
|  | September 28,<br>2019 | June 29, 2019 | September 29,<br>2018 | September 28,<br>2019    | September 29,<br>2018 |
| GAAP net earnings attributable to Vishay stockholders        | \$ 30,038             | \$ 44,477     | \$ 77,876             | \$ 149,974               | \$ 243,339            |
| <u>Reconciling items affecting operating income:</u>         |                       |               |                       |                          |                       |
| Restructuring and severance costs                            | \$ 7,255              | \$ -          | \$ -                  | \$ 7,255                 | \$ -                  |
| <u>Reconciling items affecting other income (expense):</u>   |                       |               |                       |                          |                       |
| Loss on early extinguishment of debt                         | \$ -                  | \$ -          | \$ -                  | \$ 1,307                 | \$ 17,309             |
| <u>Reconciling items affecting tax expense (benefit):</u>    |                       |               |                       |                          |                       |
| Effects of tax-basis foreign exchange gain                   | \$ -                  | \$ 7,554      | \$ -                  | \$ 7,554                 | \$ -                  |
| Enactment of TCJA  | -                     | -             | 13,496                | -                        | 25,496                |
| Effects of cash repatriation program                         | 2,604                 | (48)          | 680                   | 1,971                    | (7,010)               |
| Change in deferred taxes due to early extinguishment of debt | -                     | -             | -                     | (1,312)                  | (33,963)              |
| Tax effects of pre-tax items above                           | (1,644)               | -             | -                     | (1,934)                  | (3,784)               |

|  |                  |                  |                  |                   |                   |
|--|------------------|------------------|------------------|-------------------|-------------------|
| Adjusted net earnings                                | <u>\$ 38,253</u> | <u>\$ 51,983</u> | <u>\$ 92,052</u> | <u>\$ 164,815</u> | <u>\$ 241,387</u> |
| Adjusted weighted average diluted shares outstanding | 145,027          | 145,023          | 152,946          | 145,114           | 156,702           |
| Adjusted earnings per diluted share                  | \$ 0.26          | \$ 0.36          | \$ 0.60          | \$ 1.14           | \$ 1.54           |

VISHAY INTERTECHNOLOGY, INC.  
Reconciliation of Free Cash  
(Unaudited - In thousands)

|  | Fiscal quarters ended |                  |                    | Nine fiscal months ended |                    |
|--|-----------------------|------------------|--------------------|--------------------------|--------------------|
|  | September 28, 2019    | June 29, 2019    | September 29, 2018 | September 28, 2019       | September 29, 2018 |
| Net cash provided by operating activities    | \$ 76,202             | \$ 56,301        | \$ 70,721          | \$ 212,021               | \$ 108,891         |
| Proceeds from sale of property and equipment | 22                    | 69               | 77                 | 486                      | 8,455              |
| Less: Capital expenditures                   | (30,119)              | (33,781)         | (49,745)           | (100,267)                | (126,391)          |
| Free cash                                    | <u>\$ 46,105</u>      | <u>\$ 22,589</u> | <u>\$ 21,053</u>   | <u>\$ 112,240</u>        | <u>\$ (9,045)</u>  |

VISHAY INTERTECHNOLOGY, INC.  
Reconciliation of EBITDA and Adjusted EBITDA  
(Unaudited - In thousands)

|   | Fiscal quarters ended |                   |                    | Nine fiscal months ended |                    |
|---|-----------------------|-------------------|--------------------|--------------------------|--------------------|
|   | September 28, 2019    | June 29, 2019     | September 29, 2018 | September 28, 2019       | September 29, 2018 |
| GAAP net earnings attributable to Vishay stockholders | \$ 30,038             | \$ 44,477         | \$ 77,876          | \$ 149,974               | \$ 243,339         |
| Net earnings attributable to noncontrolling interests | 227                   | 258               | 195                | 667                      | 539                |
| Net earnings  | \$ 30,265             | \$ 44,735         | \$ 78,071          | \$ 150,641               | \$ 243,878         |
| Interest expense                                      | \$ 8,564              | \$ 8,204          | \$ 10,813          | \$ 25,160                | \$ 26,862          |
| Interest income                                       | (2,365)               | (2,147)           | (3,504)            | (6,711)                  | (8,302)            |
| Income taxes  | 13,917                | 26,153            | 48,737             | 64,377                   | 72,508             |
| Depreciation and amortization                         | 40,956                | 40,918            | 40,714             | 122,302                  | 121,888            |
| EBITDA  | \$ 91,337             | \$ 117,863        | \$ 174,831         | \$ 355,769               | \$ 456,834         |
| <u>Reconciling items</u>                              |                       |                   |                    |                          |                    |
| Restructuring and severance costs                     | \$ 7,255              | \$ -              | \$ -               | \$ 7,255                 | \$ -               |
| Loss on early extinguishment of debt                  | -                     | -                 | -                  | 1,307                    | 17,309             |
| Adjusted EBITDA                                       | <u>\$ 98,592</u>      | <u>\$ 117,863</u> | <u>\$ 174,831</u>  | <u>\$ 364,331</u>        | <u>\$ 474,143</u>  |
| Adjusted EBITDA margin**                              | 15.7%                 | 17.2%             | 22.4%              | 17.7%                    | 21.0%              |

\*\* Adjusted EBITDA as a percentage of net revenues