

# Q1 Fiscal Year 2019 Financial Highlights

---

For the quarter ended April 30, 2018

May 31, 2018

## Forward-Looking Statements

Certain statements in this communication may contain “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. These statements, including statements regarding Tech Data’s plans, objectives, expectations and intentions, Tech Data’s financial results and estimates and/or business prospects, involve a number of risks and uncertainties and actual results could differ materially from those projected. These forward looking statements are based on current expectations, estimates, forecasts, and projections about the operating environment, economies and markets in which Tech Data operates and the beliefs and assumptions of our management. Words such as “expects,” “anticipates,” “targets,” “goals,” “projects,” “intends,” “plans,” “believes,” “seeks,” “estimates,” variations of such words, and similar expressions are intended to identify such forward looking statements. In addition, any statements that refer to Tech Data’s future financial performance, our anticipated growth and trends in our businesses, and other characterizations of future events or circumstances, are forward looking statements. These forward looking statements are only predictions and are subject to risks, uncertainties, and assumptions. Therefore, actual results may differ materially and adversely from those expressed in any forward looking statements.

For additional information with respect to important risks and other factors that could cause actual results to differ materially from those in the forward-looking statements, see Tech Data’s Annual Report on Form 10-K for the year ended January 31, 2018, including Part I, Item 1A, “Risk Factors” therein, Quarterly Reports on Form 10-Q, Current Reports on Form 8-K and other securities filings with the Securities and Exchange Commission (the “SEC”) that are available at the SEC’s website at [www.sec.gov](http://www.sec.gov) and other securities regulators. Readers are cautioned not to place undue reliance upon any such forward-looking statements, which speak only as of the date made. Many of these factors are beyond Tech Data’s control. Unless otherwise required by applicable securities laws, Tech Data disclaims any intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. Tech Data undertakes no duty to update any forward looking statements contained herein to reflect actual results or changes in Tech Data’s expectations.

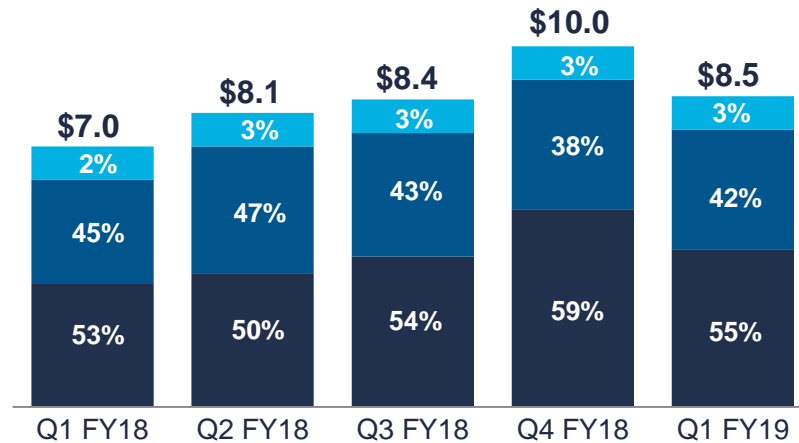
## Use of Non-GAAP Financial Information

This document includes financial results prepared in accordance with generally accepted accounting principles (“GAAP”). In addition to GAAP results, Tech Data management believes that the presentation of non-GAAP financial measures is useful to investors because it provides investors with a more complete understanding of our operational results and a meaningful comparison of our performance between periods. The non-GAAP results and outlook should only be used in conjunction with results reported in accordance with GAAP and are not intended to be a substitute for results reported in accordance with GAAP. Non-GAAP financial measures presented in this presentation or other presentations, press releases and similar documents issued by Tech Data, include but are not limited to sales, income or expense items as adjusted for the impact of changes in foreign currencies (referred to as “constant currency”), non-GAAP selling, general and administrative expenses (“SG&A”), non-GAAP operating income, non-GAAP operating margin, non-GAAP net income, non-GAAP earnings per diluted share and Adjusted Return on Invested Capital. These non-GAAP financial measures do not have any standardized meaning and are therefore unlikely to be comparable to similar measures presented by comparable companies. Management may also use these non-GAAP financial measures to establish operational goals and, in some cases, for measuring performance for compensation purposes. This presentation provides a detailed reconciliation between results reported in accordance with GAAP and non-GAAP financial measures.

# Worldwide

## Net Sales

\$ in Billions



■ Asia Pacific  
 ■ Americas  
 ■ Europe

Y/Y Growth	28%	38%	39%	48%	22%
Y/Y CC Growth <sup>(1)</sup>	32%	39%	35%	39%	13%

### Q1 FY19:

- Worldwide reported net sales of \$8.5 billion increased 22% year-over-year and declined 15% sequentially.
- The increase in net sales year-over-year is primarily attributed to changes in foreign currency exchange rates and an additional month of Technology Solutions' ("TS") results.
- On a constant currency basis, net sales increased 13% year-over-year and declined 16% sequentially.
- Three of our vendor partners represented 10% or more of our net sales; Apple represented 14%, HP Inc. represented 12% and Cisco represented 11% of net sales.

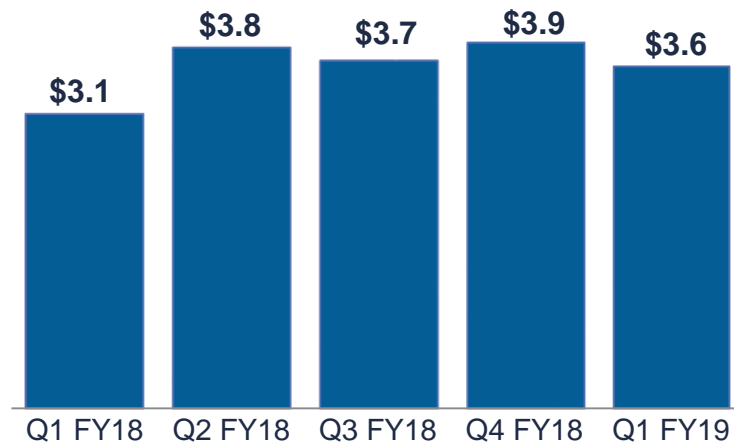
<sup>(1)</sup> CC: constant currency

Note: Net sales and related growth rates adjusted to reflect adoption of new revenue recognition standard ASC 606.

# Americas

## Net Sales

\$ in Billions



Americas	Q1 FY18	Q2 FY18	Q3 FY18	Q4 FY18	Q1 FY19
Y/Y growth	42%	53%	52%	57%	15%
Y/Y CC growth <sup>(1)</sup>	42%	53%	52%	56%	15%

### Q1 FY19:

- On a reported, and constant currency basis, Americas' net sales of \$3.6 billion increased 15% year-over-year and declined 6% sequentially.
- The increase in net sales year-over-year is primarily attributed to an additional month of TS results.

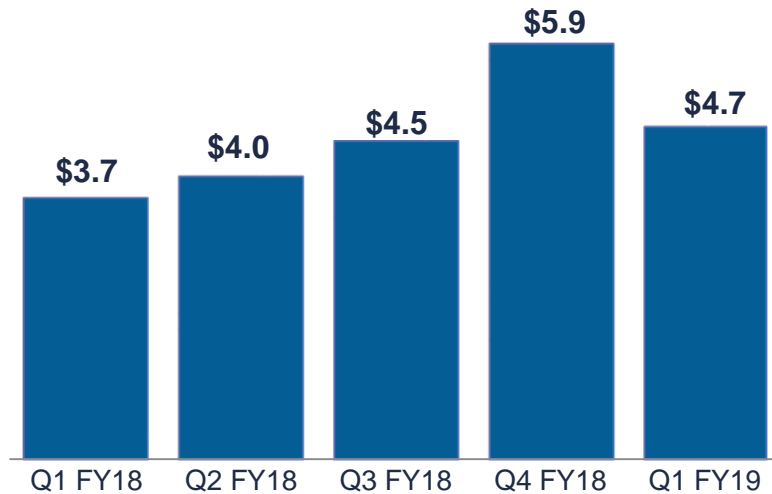
<sup>(1)</sup> CC: constant currency

Note: Net sales and related growth rates adjusted to reflect adoption of new revenue recognition standard ASC 606.

# Europe

## Net Sales

\$ in Billions



Europe	Q1 FY18	Q2 FY18	Q3 FY18	Q4 FY18	Q1 FY19
Y/Y growth	13%	19%	23%	36%	26%
Y/Y CC growth <sup>(1)</sup>	20%	21%	17%	23%	10%

### Q1 FY19:

- Europe's reported net sales of \$4.7 billion increased 26% year-over-year and declined 21% sequentially.
- The increase in net sales year-over-year is primarily attributed to changes in foreign currency exchange rates and an additional month of TS results.
- On a constant currency basis, net sales increased 10% year-over-year and declined 23% sequentially.

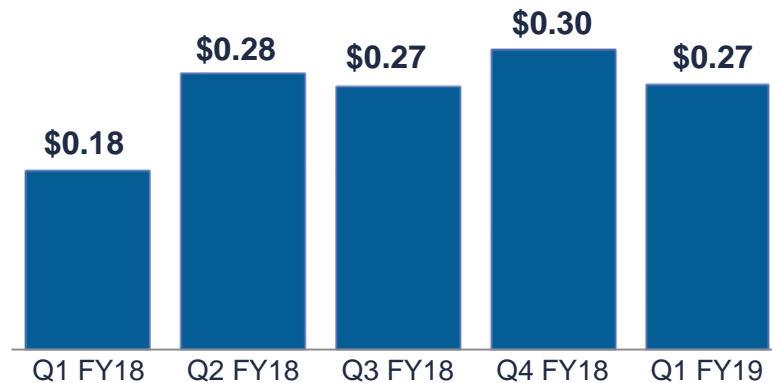
<sup>(1)</sup> CC: constant currency

Note: Net sales and related growth rates adjusted to reflect adoption of new revenue recognition standard ASC 606.

# Asia Pacific

## Net Sales

\$ in Billions



Asia Pacific

Y/Y growth<sup>(1)</sup>      N/A      N/A      N/A      N/A      48%

Y/Y CC growth<sup>(2)</sup>      N/A      N/A      N/A      N/A      46%

### Q1 FY19:

- Asia Pacific reported net sales of \$0.27 billion increased 48% year-over-year and declined 12% sequentially.
- The increase in net sales is primarily attributed to an additional month of TS results.
- On a constant currency basis, net sales increased 46% year-over-year and declined 12% sequentially.

<sup>(1)</sup> Tech Data had no operations in the Asia Pacific region prior to the acquisition of Technology Solutions on February 27, 2017.

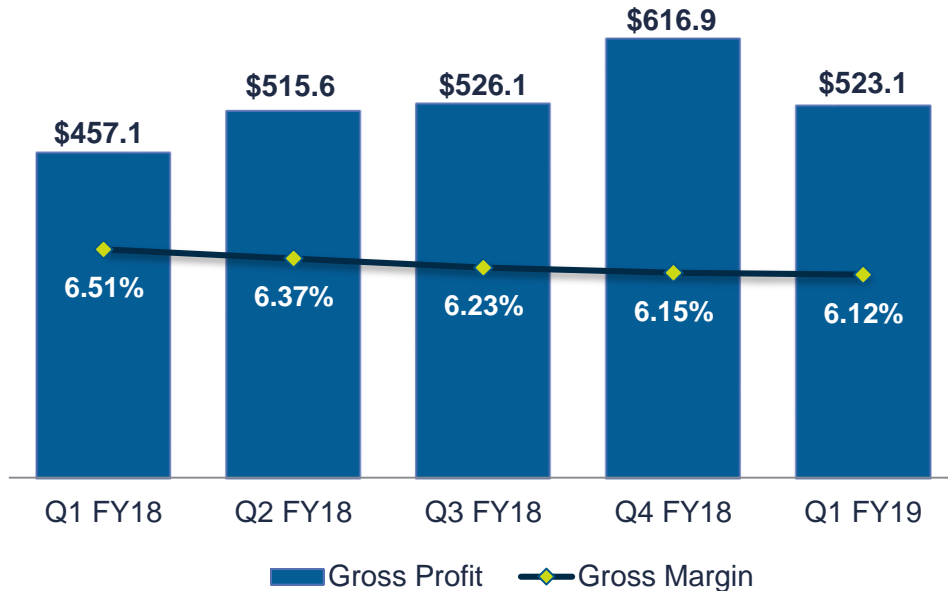
<sup>(2)</sup> CC: constant currency

Note: Net sales and related growth rates adjusted to reflect adoption of new revenue recognition standard ASC 606.

# Worldwide

## Gross Profit and Margin

\$ in Millions



### Q1 FY19:

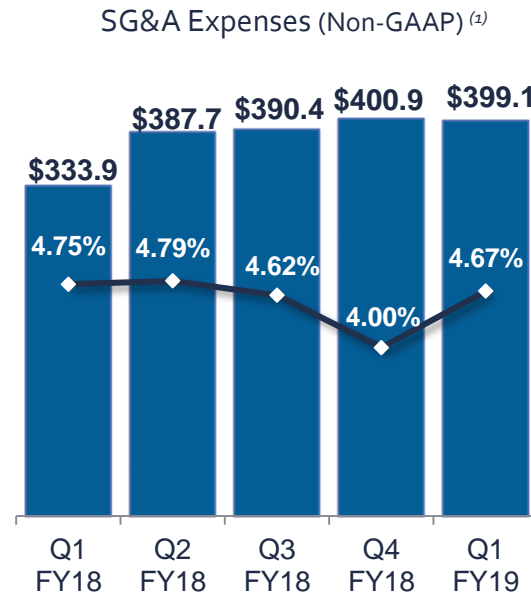
- Gross profit of \$523.1 million increased \$66 million or 14% compared to the prior-year quarter.
- Gross profit margin declined 39 basis points from the prior-year quarter.
- The increase in gross profit is primarily attributed to an additional month of TS results and changes in foreign currency exchange rates.

Note: Gross margin percentage adjusted to reflect adoption of ASC 606.

# Worldwide

## SG&A Expenses

\$ in Millions



### Q1 FY19:

- Non-GAAP SG&A expenses of \$399.1 million increased \$65.2 million or 20% compared to the prior-year quarter.
- Non-GAAP SG&A as a percentage of net sales decreased 8 basis points from the prior-year quarter.
- The increase in dollars, on both a GAAP and non-GAAP basis, is primarily attributed to an additional month of TS results and changes in foreign currency exchange rates.
- GAAP depreciation and amortization expense was \$40.5 million compared to \$31.7 million in the prior-year quarter.

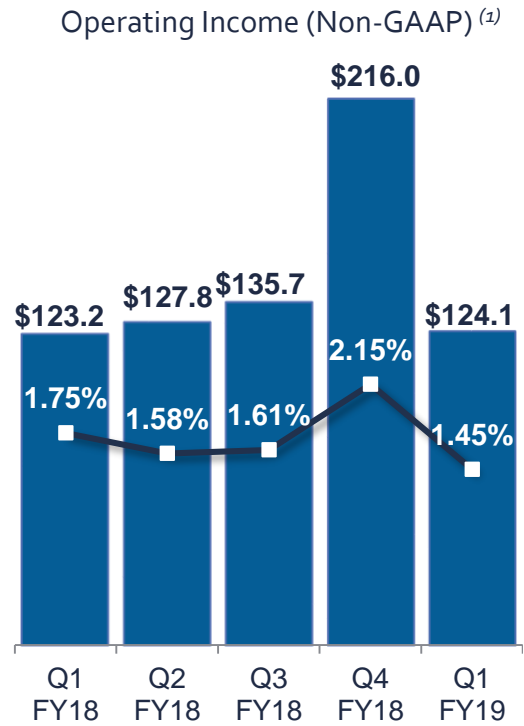
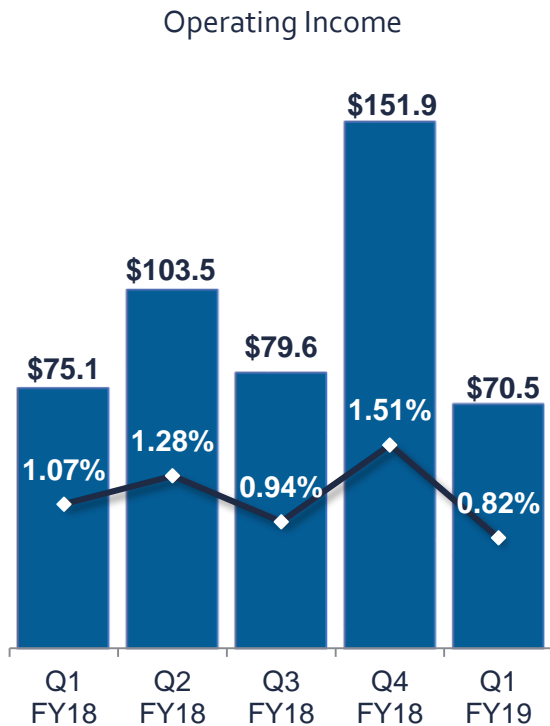
(1) Non-GAAP SG&A excludes acquisition-related amortization of intangibles expenses and tax indemnifications. See GAAP to Non-GAAP reconciliation in the appendix.  
 Note: Both GAAP and non-GAAP SG&A percentage of net sales adjusted to reflect adoption of ASC 606.



# Worldwide

## Operating Income

\$ in Millions



### Q1 FY19:

- Worldwide non-GAAP operating income of \$124.1 million increased \$0.9 million or 1% compared to the prior-year quarter.
- Worldwide non-GAAP operating margin declined 30 basis points from the prior-year quarter.

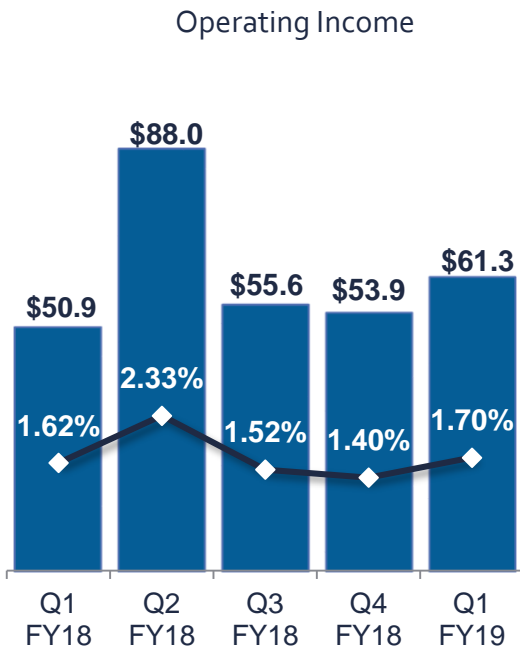
<sup>(1)</sup> See the GAAP to Non-GAAP reconciliation in the appendix.

Note: Both GAAP and non-GAAP operating margin percentage adjusted to reflect adoption of ASC 606.

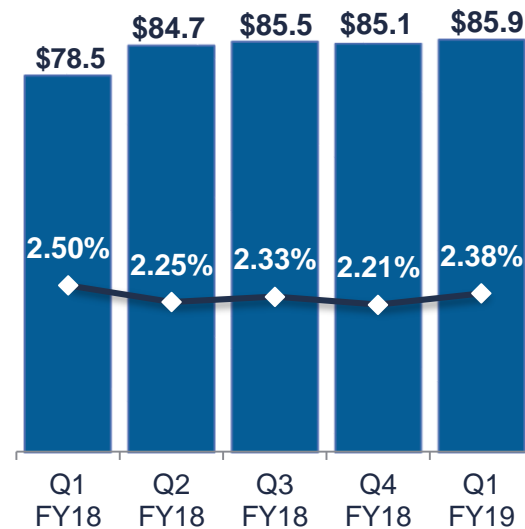
# Americas

## Operating Income <sup>(1)</sup>

\$ in Millions



## Operating Income (Non-GAAP) <sup>(2)</sup>



### Q1 FY19:

- Americas' non-GAAP operating income of \$85.9 million increased \$7.4 million or 9% compared to the prior-year quarter.
- Non-GAAP operating margin declined 12 basis points over the prior-year quarter.

<sup>(1)</sup> Before stock compensation expense.

<sup>(2)</sup> See the GAAP to non-GAAP reconciliation in the appendix.

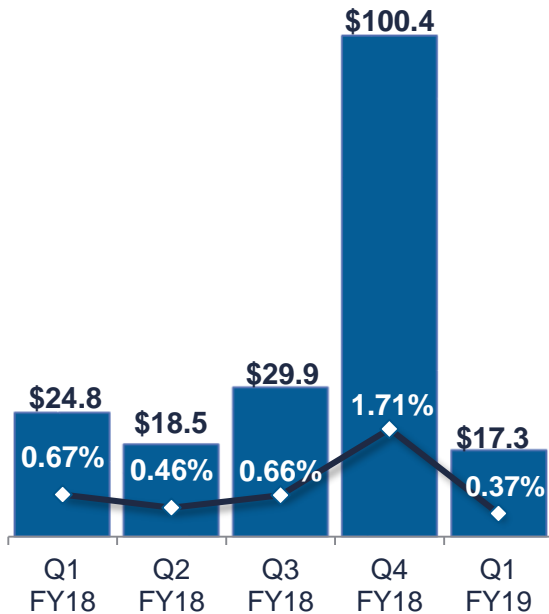
Note: Both GAAP and non-GAAP operating margin percentage adjusted to reflect adoption of ASC 606.

# Europe

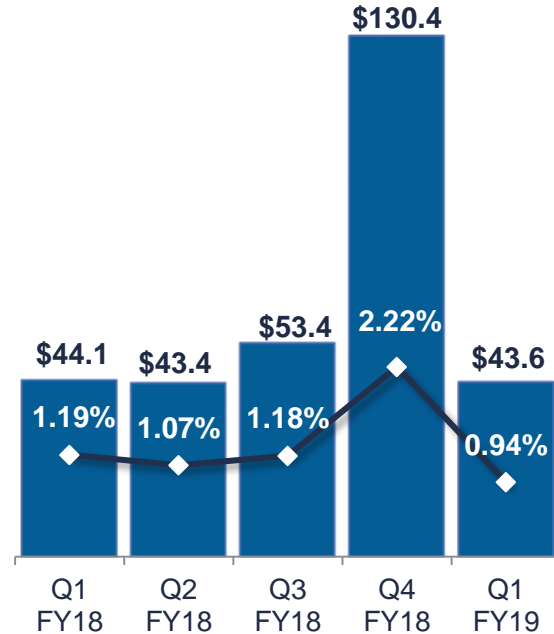
## Operating Income <sup>(1)</sup>

\$ in Millions

Operating Income



Operating Income (Non-GAAP) <sup>(2)</sup>



### Q1 FY19:

- Europe's non-GAAP operating income of \$43.6 million decreased \$0.5 million or 1% compared to the prior-year quarter.
- Non-GAAP operating margin decreased 25 basis points from the prior-year quarter.

<sup>(1)</sup> Before stock compensation expense.

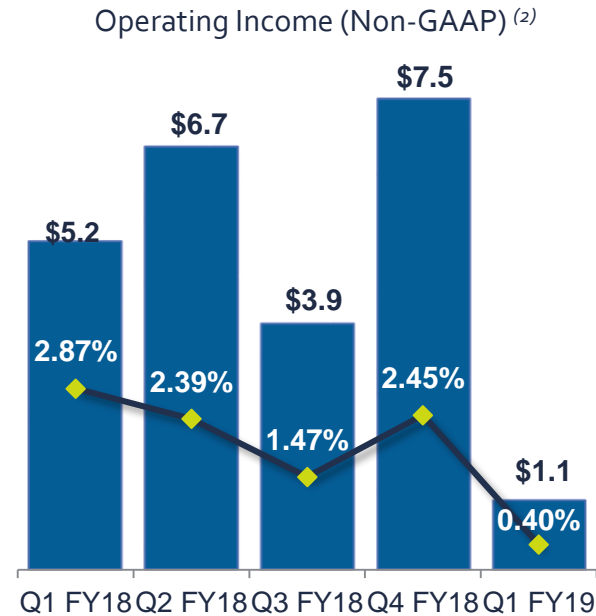
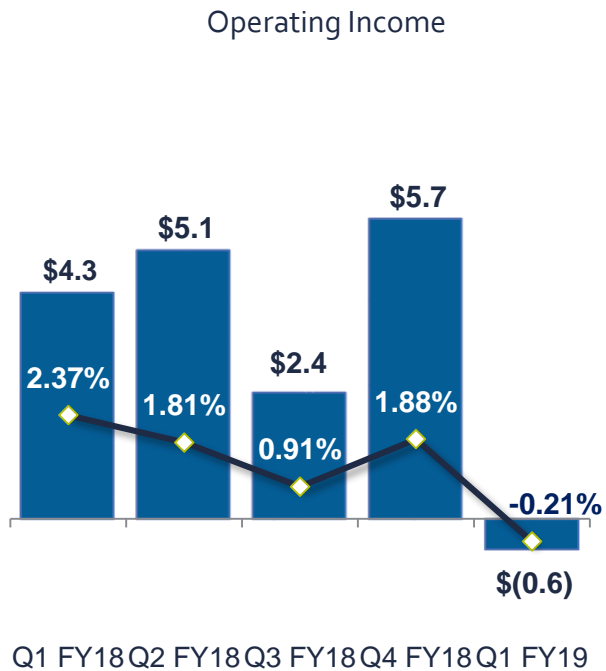
<sup>(2)</sup> See the GAAP to non-GAAP reconciliation in the appendix.

Note: Both GAAP and non-GAAP operating margin percentage adjusted to reflect adoption of ASC 606.

# Asia Pacific

## Operating Income <sup>(1)</sup>

\$ in Millions



### Q1 FY19:

- The Asia Pacific region's non-GAAP operating income of \$1.1 million decreased \$4.1 million or 79% compared to the prior-year quarter.
- Non-GAAP operating margin decreased 247 basis points from the prior-year quarter.

<sup>(1)</sup> Before stock compensation expense.

<sup>(2)</sup> See the GAAP to non-GAAP reconciliation in the appendix.

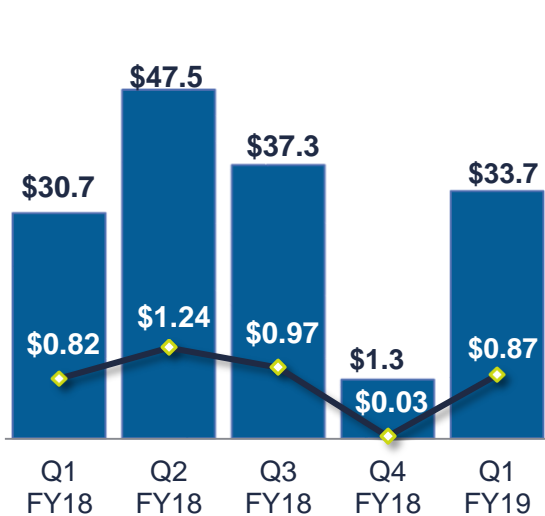
Note: Both GAAP and non-GAAP operating margin percentage adjusted to reflect adoption of ASC 606.

# Worldwide

## Net Income and EPS

\$ in Millions (except EPS)

Net Income and EPS



Net Income and EPS (Non-GAAP) <sup>(1)</sup>



### Q1 FY19:

- The effective tax rate was 21%, compared to 31% in the prior-year quarter. Excluding non-GAAP adjustments, the effective tax rate was 26%, compared to 31% in the prior-year quarter.
- Non-GAAP net income of \$70.8 million increased \$0.8 million or 1% compared to the prior-year quarter.
- Non-GAAP earnings per diluted share of \$1.84 decreased \$0.03 or 2% compared to the prior-year quarter.

<sup>(1)</sup>See the GAAP to non-GAAP reconciliation in the appendix.

# Worldwide

## Cash Metrics

### Cash Conversion Cycle<sup>(1)</sup>

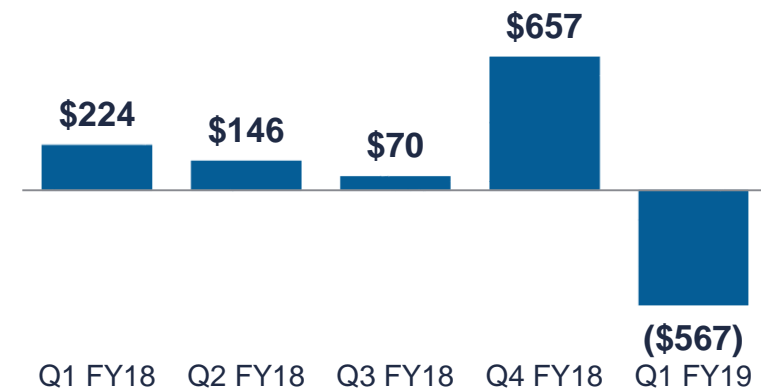
	Q1 FY18	Q2 FY18	Q3 FY18	Q4 FY18	Q1 FY19
Days of Sales Outstanding	56	58	54	55	56
Days of Supply	32	32	32	29	33
Days of Purchases Outstanding	(63)	(66)	(63)	(68)	(65)
<b>Cash Conversion Cycle</b>	<b>25</b>	<b>24</b>	<b>23</b>	<b>16</b>	<b>24</b>

### Q1 FY19:

- Net cash used by operations was \$567 million.
- The cash balance at the end of the quarter was \$346 million.

### Cash Flow from Operations

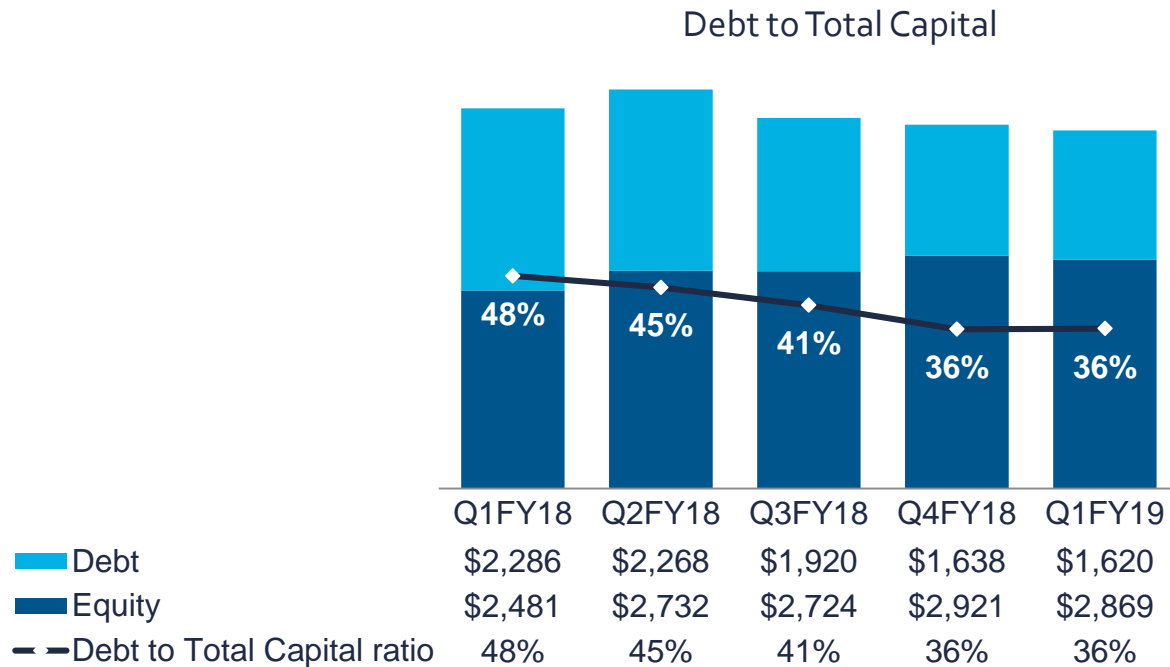
\$ in Millions



<sup>(1)</sup> Adjusted to reflect adoption of ASC 606.

# Worldwide

## Balance Sheet Highlights

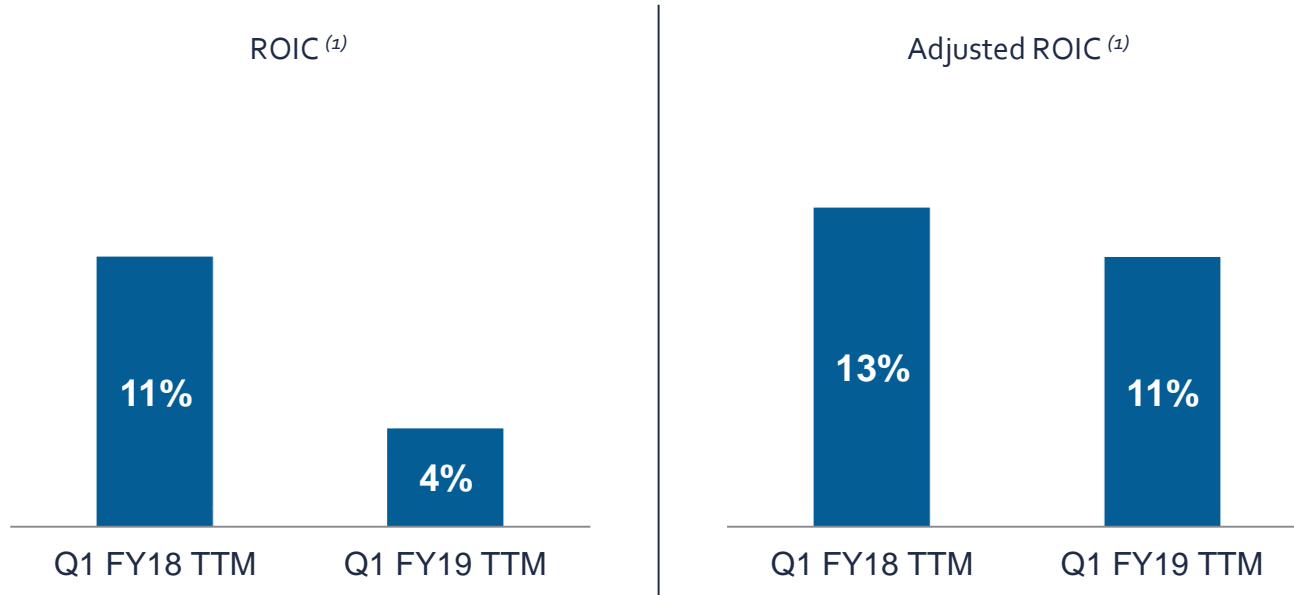


### Q1 FY19:

- Accumulated other comprehensive income, which consists of currency translation, net of applicable taxes, was \$200 million.
- Capital expenditures were \$8.5 million.
- At April 30, 2018, the company had \$2.9 billion of equity, and 38.32 million shares outstanding resulting in book value of \$74.87 per share.
- At April 30, 2018, the company had approximately \$1.9 billion of goodwill and acquired intangibles.

# Worldwide

## Return on Invested Capital



- Company's Weighted Average Cost of Capital is approximately 9%<sup>(2)</sup>

(1) See reconciliation of ROIC calculation in appendix.

(2) Source: Bloomberg, May 24, 2018.



# Business Outlook

*For the quarter ending July 31, 2018*

Net Sales	\$8.6 billion - \$8.9 billion
EPS	\$1.13 - \$1.43
Non-GAAP EPS <sup>(1)</sup>	\$1.95 - \$2.25

## Q2 FY19 business outlook assumes the following:

- U.S. dollar to euro exchange rate of \$1.18 to €1.00
- Weighted average diluted shares outstanding of 38.8 million
- For the quarter ending July 31, 2018, and the fiscal year ending January 31, 2019, the Company anticipates its effective tax rate will be in the range of 25 percent to 27 percent.

(1) See reconciliation in appendix.

## Forward-Looking Statements

Certain statements made in this document are “Forward-Looking Statements” as described in the Private Securities Litigation Reform Act of 1995. These statements are subject to risks and uncertainties further described in Tech Data Corporation’s (the “Company”) Annual Report on Form 10-K for the year ended January 31, 2018, a copy of which can be obtained from the Company’s Investor Relations website at [www.techdata.com/investor](http://www.techdata.com/investor). A number of important factors, some of which are beyond the Company’s control, could cause actual events and results to differ materially from those contained in or implied by the forward-looking statements. Forward-looking statements reflect management’s analysis as of the filing date of this presentation. The Company does not undertake to update or revise these statements to reflect subsequent developments.

# APPENDIX

---

## GAAP to Non-GAAP Reconciliations

# ASC 606 Impact to Previously Reported Results

	Three months ended							
	April 30, 2017		July 31, 2017		October 31, 2017		January 31, 2018	
	As reported	Adjusted for ASC 606	As reported	Adjusted for ASC 606	As reported	Adjusted for ASC 606	As reported	Adjusted for ASC 606
<b>Net sales</b>	<b>\$7,664,063</b>	<b>\$7,023,620</b>	<b>\$8,882,691</b>	<b>\$8,092,353</b>	<b>\$9,135,728</b>	<b>\$8,448,471</b>	<b>\$11,092,529</b>	<b>\$10,033,397</b>
<b>Gross profit margin</b>	<b>5.96%</b>	<b>6.51%</b>	<b>5.80%</b>	<b>6.37%</b>	<b>5.76%</b>	<b>6.23%</b>	<b>5.56%</b>	<b>6.15%</b>
<b>SG&amp;A percentage of net sales</b>	<b>4.60%</b>	<b>5.02%</b>	<b>4.62%</b>	<b>5.07%</b>	<b>4.56%</b>	<b>4.93%</b>	<b>3.87%</b>	<b>4.28%</b>
<b>Operating income margin</b>	<b>0.98%</b>	<b>1.07%</b>	<b>1.17%</b>	<b>1.28%</b>	<b>0.87%</b>	<b>0.94%</b>	<b>1.37%</b>	<b>1.51%</b>
<b>Non- GAAP SG&amp;A percentage of net sales</b>	<b>4.36%</b>	<b>4.75%</b>	<b>4.37%</b>	<b>4.79%</b>	<b>4.27%</b>	<b>4.62%</b>	<b>3.61%</b>	<b>4.00%</b>

# SG&A

Selling, general and administrative ("SG&A")	Three months ended				Three months ended
	April 30, 2017	July 31, 2017	October 31, 2017	January 31, 2018	April 30, 2018
<b>(In thousands)</b>					
<b>Net Sales</b>	<b>\$ 7,023,620</b>	<b>\$ 8,092,353</b>	<b>\$ 8,448,471</b>	<b>\$ 10,033,397</b>	<b>\$ 8,548,319</b>
GAAP SG&A expenses	\$ 352,632	\$ 410,598	\$ 416,766	\$ 428,965	\$ 422,361
Tax indemnifications	-	-	-	(6,526)	-
Acquisition-related intangible assets amortization expense	(18,749)	(22,855)	(26,385)	(21,529)	(23,304)
<b>Non-GAAP SG&amp;A expenses</b>	<b>\$ 333,883</b>	<b>\$ 387,743</b>	<b>\$ 390,381</b>	<b>\$ 400,910</b>	<b>\$ 399,057</b>
<b>GAAP SG&amp;A percentage of net sales</b>	<b>5.02%</b>	<b>5.07%</b>	<b>4.93%</b>	<b>4.28%</b>	<b>4.94%</b>
<b>Non-GAAP SG&amp;A percentage of net sales</b>	<b>4.75%</b>	<b>4.79%</b>	<b>4.62%</b>	<b>4.00%</b>	<b>4.67%</b>

# Operating Income Q1 FY19

(In thousands)	Three months ended April 30, 2018				
	Americas <sup>(1)</sup>	Europe <sup>(1)</sup>	APAC <sup>(1)</sup>	Stock Compensation Expense	Consolidated
<b>Net Sales</b>	<b>\$ 3,618,206</b>	<b>\$ 4,661,702</b>	<b>\$ 268,411</b>		<b>\$ 8,548,319</b>
GAAP operating income (loss) <sup>(1)</sup>	\$ 61,342	\$ 17,318	\$ (577)	\$ (7,587)	\$ 70,496
Acquisition, integration and restructuring expenses	13,916	17,988	321	1,000	33,225
Acquisition-related intangible assets amortization expense	13,643	8,329	1,332		23,304
LCD settlements and other, net	(2,965)	-	-		(2,965)
Total non-GAAP operating income adjustments	\$ 24,594	\$ 26,317	\$ 1,653	\$ 1,000	\$ 53,564
<b>Non-GAAP operating income</b>	<b>\$ 85,936</b>	<b>\$ 43,635</b>	<b>\$ 1,076</b>	<b>\$ (6,587)</b>	<b>\$ 124,060</b>
<b>GAAP operating margin</b>	<b>1.70%</b>	<b>0.37%</b>	<b>-0.21%</b>		<b>0.82%</b>
<b>Non-GAAP operating margin</b>	<b>2.38%</b>	<b>0.94%</b>	<b>0.40%</b>		<b>1.45%</b>

<sup>(1)</sup> GAAP operating income does not include stock compensation expense at the regional level.

# Operating Income Q4 FY18

(In thousands)	Three months ended January 31, 2018				
	Americas <sup>(1)</sup>	Europe <sup>(1)</sup>	APAC <sup>(1)</sup>	Stock Compensation Expense	Consolidated
<b>Net Sales</b>	<b>\$ 3,850,705</b>	<b>\$ 5,878,873</b>	<b>\$ 303,819</b>		<b>\$ 10,033,397</b>
GAAP operating income <sup>(1)</sup>	\$ 53,924	\$ 100,439	\$ 5,704	\$ (8,164)	\$ 151,903
Acquisition, integration and restructuring expenses	16,990	15,807	322	1,222	34,341
Acquisition-related intangible assets amortization expense	13,664	6,434	1,431		21,529
Value added tax assessments	494	1,158			1,652
Tax indemnifications		6,526			6,526
Total non-GAAP operating income adjustments	\$ 31,148	\$ 29,925	\$ 1,753	\$ 1,222	\$ 64,048
<b>Non-GAAP operating income</b>	<b>\$ 85,072</b>	<b>\$ 130,364</b>	<b>\$ 7,457</b>	<b>\$ (6,942)</b>	<b>\$ 215,951</b>
<b>GAAP operating margin</b>	<b>1.40%</b>	<b>1.71%</b>	<b>1.88%</b>		<b>1.51%</b>
<b>Non-GAAP operating margin</b>	<b>2.21%</b>	<b>2.22%</b>	<b>2.45%</b>		<b>2.15%</b>

<sup>(1)</sup> GAAP operating income does not include stock compensation expense at the regional level.

# Operating Income Q3 FY18

(In thousands)	Three months ended October 31, 2017				
	Americas <sup>(1)</sup>	Europe <sup>(1)</sup>	APAC <sup>(1)</sup>	Stock Compensation Expense	Consolidated
<b>Net Sales</b>	<b>\$ 3,663,498</b>	<b>\$ 4,518,669</b>	<b>\$ 266,304</b>		<b>\$ 8,448,471</b>
GAAP operating income <sup>(1)</sup>	\$ 55,551	\$ 29,909	\$ 2,432	\$ (8,325)	\$ 79,567
Acquisition, integration and restructuring expenses	14,149	14,128	287	1,184	29,748
Acquisition-related intangible assets amortization expense	15,816	9,362	1,207		26,385
Total non-GAAP operating income adjustments	\$ 29,965	\$ 23,490	\$ 1,494	\$ 1,184	\$ 56,133
<b>Non-GAAP operating income</b>	<b>\$ 85,516</b>	<b>\$ 53,399</b>	<b>\$ 3,926</b>	<b>\$ (7,141)</b>	<b>\$ 135,700</b>
<b>GAAP operating margin</b>	<b>1.52%</b>	<b>0.66%</b>	<b>0.91%</b>		<b>0.94%</b>
<b>Non-GAAP operating margin</b>	<b>2.33%</b>	<b>1.18%</b>	<b>1.47%</b>		<b>1.61%</b>

<sup>(1)</sup> GAAP operating income does not include stock compensation expense at the regional level.

# Operating Income Q2 FY18

(In thousands)	Three months ended July 31, 2017				
	Americas <sup>(1)</sup>	Europe <sup>(1)</sup>	APAC <sup>(1)</sup>	Stock Compensation Expense	Consolidated
<b>Net Sales</b>	<b>\$ 3,769,696</b>	<b>\$ 4,043,110</b>	<b>\$ 279,547</b>		<b>\$ 8,092,353</b>
GAAP operating income <sup>(1)</sup>	\$ 87,975	\$ 18,464	\$ 5,066	\$ (7,974)	\$ 103,531
LCD settlements and other, net	(29,971)	1,316	-		(28,655)
Acquisition, integration and restructuring expenses	14,242	14,685	145	1,045	30,117
Acquisition-related intangible assets amortization expense	12,413	8,965	1,477		22,855
Total non-GAAP operating income adjustments	\$ (3,316)	\$ 24,966	\$ 1,622	\$ 1,045	\$ 24,317
<b>Non-GAAP operating income</b>	<b>\$ 84,659</b>	<b>\$ 43,430</b>	<b>\$ 6,688</b>	<b>\$ (6,929)</b>	<b>\$ 127,848</b>
<b>GAAP operating margin</b>	<b>2.33%</b>	<b>0.46%</b>	<b>1.81%</b>		<b>1.28%</b>
<b>Non-GAAP operating margin</b>	<b>2.25%</b>	<b>1.07%</b>	<b>2.39%</b>		<b>1.58%</b>

<sup>(1)</sup> GAAP operating income does not include stock compensation expense at the regional level.



# Operating Income Q1 FY18

(In thousands)	Three months ended April 30, 2017				
	Americas <sup>(1)</sup>	Europe <sup>(1)</sup>	APAC <sup>(1)</sup>	Stock Compensation Expense	Consolidated
<b>Net Sales</b>	<b>\$ 3,135,322</b>	<b>\$ 3,707,265</b>	<b>\$ 181,033</b>		<b>\$ 7,023,620</b>
GAAP operating income <sup>(1)</sup>	\$ 50,900	\$ 24,799	\$ 4,297	\$ (4,918)	\$ 75,078
LCD settlements and other, net	(12,688)	-	-		(12,688)
Acquisition, integration and restructuring expenses	30,182	11,572	-	312	42,066
Acquisition-related intangible assets amortization expense	10,101	7,748	900		18,749
Total non-GAAP operating income adjustments	\$ 27,595	\$ 19,320	\$ 900	\$ 312	\$ 48,127
<b>Non-GAAP operating income</b>	<b>\$ 78,495</b>	<b>\$ 44,119</b>	<b>\$ 5,197</b>	<b>\$ (4,606)</b>	<b>\$ 123,205</b>
<b>GAAP operating margin</b>	<b>1.62%</b>	<b>0.67%</b>	<b>2.37%</b>		<b>1.07%</b>
<b>Non-GAAP operating margin</b>	<b>2.50%</b>	<b>1.19%</b>	<b>2.87%</b>		<b>1.75%</b>

<sup>(1)</sup> GAAP operating income does not include stock compensation expense at the regional level.

# Net Income and EPS

(In thousands, except per share data)	Three months ended,									
	April 30, 2017		July 31, 2017		October 31, 2017		January 31, 2018		April 30, 2018	
	Net Income	Diluted EPS	Net Income	Diluted EPS	Net Income	Diluted EPS	Net Income	Diluted EPS	Net Income	Diluted EPS
<b>GAAP Results</b>	<b>\$30,654</b>	<b>\$0.82</b>	<b>\$47,459</b>	<b>\$1.24</b>	<b>\$37,268</b>	<b>\$0.97</b>	<b>\$1,260</b>	<b>\$0.03</b>	<b>\$33,699</b>	<b>\$0.87</b>
LCD settlements and other, net	(12,688)	(0.34)	(28,332)	(0.74)	-	-	-	-	(2,965)	(0.08)
Value added tax assessments and related interest expense	-	-	-	-	-	-	2,568	0.07	(928)	(0.02)
Acquisition, integration and restructuring expenses	42,066	1.12	30,117	0.78	29,748	0.77	34,341	0.89	33,225	0.86
Acquisition-related intangible assets amortization expense	18,749	0.50	22,855	0.60	26,385	0.69	21,529	0.56	23,304	0.61
Acquisition-related financing expenses	8,807	0.24	-	-	-	-	-	-	-	-
Tax indemnifications	-	-	-	-	-	-	6,526	0.17	-	-
Income tax effect of tax indemnifications	-	-	-	-	-	-	(6,526)	(0.17)	-	-
Income tax effect of other adjustments above	(17,529)	(0.47)	(5,367)	(0.14)	(16,652)	(0.43)	(21,565)	(0.56)	(12,908)	(0.33)
Change in deferred tax valuation allowances	-	-	-	-	-	-	1,224	0.03	(2,600)	(0.07)
Impact of US tax reform	-	-	-	-	-	-	95,369	2.48	-	-
<b>Non-GAAP results</b>	<b>\$70,059</b>	<b>\$1.87</b>	<b>\$66,732</b>	<b>\$1.74</b>	<b>\$76,749</b>	<b>\$2.00</b>	<b>\$134,726</b>	<b>\$3.50</b>	<b>\$70,827</b>	<b>\$1.84</b>
Weighted average shares outstanding - diluted	37,468		38,388		38,433		38,529		38,561	

# Return on Invested Capital

\$ in thousands

	<b>Twelve months ended April 30,</b>	
	<b>2018</b>	<b>2017</b>
<b>TTM Net Operating Profit After Tax (NOPAT)*:</b>		
Operating income	\$ 405,497	\$ 314,422
Income taxes on operating income <sup>(1)</sup>	(242,229)	(75,583)
NOPAT	<u>\$ 163,268</u>	<u>\$ 238,839</u>
<b>Average Invested Capital:</b>		
Short-term debt (5-qtr end average)	\$ 262,413	\$ 251,115
Long-term debt (5-qtr end average)	1,683,828	697,482
Shareholders' Equity (5-qtr end average)	2,745,501	2,197,319
Total average capital	4,691,742	3,145,916
Less: Cash (5-qtr end average)	(751,732)	(1,040,295)
Average invested capital less average cash	<u>\$ 3,940,010</u>	<u>\$ 2,105,621</u>
<b>ROIC</b>	<b>4%</b>	<b>11%</b>

\* Trailing Twelve Months is abbreviated as TTM.

<sup>(1)</sup> Income taxes on operating income was calculated using the trailing 12 months effective tax rate

# Adjusted Return on Invested Capital

\$ in thousands

	Twelve months ended April 30,	
	2018	2017
<b>TTM Net Operating Profit After Tax (NOPAT), as adjusted *:</b>		
Non-GAAP operating income <sup>(1)</sup>	\$ 603,559	\$ 404,583
Income taxes on non-GAAP operating income <sup>(2)</sup>	(178,518)	(117,875)
NOPAT, as adjusted	<u>\$ 425,041</u>	<u>\$ 286,708</u>
<b>Average Invested Capital, as adjusted:</b>		
Short-term debt (5-qtr end average)	\$ 262,413	\$ 251,115
Long-term debt (5-qtr end average)	1,683,828	697,482
Shareholders' Equity (5-qtr end average)	2,745,501	2,197,319
Tax effected impact of non-GAAP adjustments <sup>(3)</sup>	95,713	20,249
Total average capital, as adjusted	<u>4,787,455</u>	<u>3,166,165</u>
Less: Cash (5-qtr end average)	<u>(751,732)</u>	<u>(1,040,295)</u>
Average invested capital less average cash	<u>\$ 4,035,723</u>	<u>\$ 2,125,870</u>
<b>Adjusted ROIC</b>	<b>11%</b>	<b>13%</b>

<sup>(1)</sup> Represents operating income as adjusted to exclude acquisition, integration and restructuring expenses, LCD settlements and other, net, value added tax assessments and acquisition-related intangible assets amortization expense

<sup>(2)</sup> Income taxes on non-GAAP operating income was calculated using the trailing 12 months effective tax rate adjusted for the impact of non-GAAP adjustments during the respective periods.

<sup>(3)</sup> Represents the 5 quarter average of the year-to-date impact of non-GAAP adjustments.

# Guidance Reconciliation

	<b>Three months ending July 31, 2018</b>	
	<b>Low end of guidance range</b>	<b>High end of guidance range</b>
<b>Earnings per share - diluted</b>	<b>\$1.13</b>	<b>\$1.43</b>
Acquisition, integration and restructuring expenses	0.49	0.49
Acquisition-related intangible assets amortization expense	0.60	0.60
Income tax effect of the above adjustments	(0.27)	(0.27)
<b>Non-GAAP earnings per share - diluted</b>	<b>\$1.95</b>	<b>\$2.25</b>