



FINANCIALS AND METRICS

Q3 2021

Highlights Q3 2021

- Revenues Q3 of \$814 million.
- Gross margin Q3 of 27.7%.
- Operating margin Q3 of 15.2%.
- EPS Q3 of \$0.67; adjusted EPS of \$0.63.
- Free Cash for the trailing 12 months Q3 of \$267 million.
- Guidance Q4 2021 for revenues of \$805 to \$845 million and at a gross margin of 27.7% plus/minus 50 basis points at Q3 exchange rates.

Quarterly Financials Results

in millions, except per share amounts	Q3 2021	Q2 2021	Q3 2020
Net revenues	\$814	\$819	\$640
Gross profit	\$226 27.7%	\$229 28.0%	\$152 23.7%
Operating income	\$124 15.2%	\$125 15.3%	\$61 9.6%
Net earnings attributable to Vishay stockholders	\$97	\$93	\$33
Weighted average shares outstanding for EPS	145	145	145
EPS	\$0.67	\$0.64	\$0.23
EBITDA	\$162 19.9%	\$163 19.9%	\$94 14.7%

Adjusted Quarterly Financials Results

in millions, except per share amounts	Q3 2021	Q2 2021	Q3 2020
Net revenues	\$814	\$819	\$640
Gross profit	\$226 27.7%	\$229 28.0%	\$152 23.7%
Operating income	\$124 15.2%	\$125 15.3%	\$61 9.6%
Net earnings attributable to Vishay stockholders	\$91	\$89	\$36
Weighted average shares outstanding for EPS	145	145	145
EPS	\$0.63	\$0.61	\$0.25
EBITDA	\$162 19.9%	\$163 19.9%	\$97 15.2%

Reconciliation of GAAP to Adjusted

Change in deferred taxes due to early extinguishment of debt	Q3 2021	Q2 2021	Q3 2020
GAAP net earnings attributable to Vishay stockholders	\$97	\$93	\$33
<u>Reconciling items affecting gross profit</u>			
Impact of the COVID-19 pandemic	-	-	\$0
<u>Other reconciling items affecting operating income</u>			
Impact of the COVID-19 pandemic	-	-	(\$0)
<u>Reconciling items affecting other income (expense)</u>			
Loss on early extinguishment of debt	-	-	\$3
<u>Reconciling items affecting tax expense (benefit):</u>			
Change in tax regulation	-	(\$4)	-
Effects of changes in valuation allowances	(\$6)	-	-
Tax effects of pre-tax items above	-	-	(\$1)
Adjusted net earnings	\$91	\$89	\$36

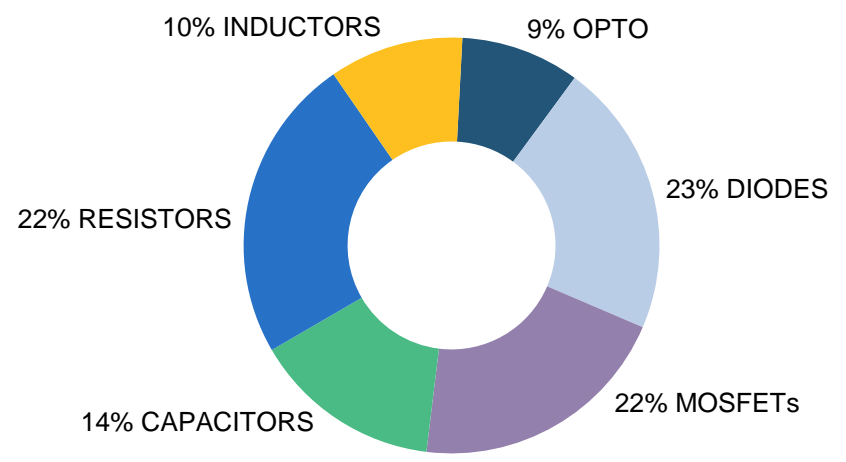
Book-to-Bill Detail

	Q3 2021	Q2 2021	Q1 2021	Q4 2020	Q3 2020
Book-to-bill Vishay	1.26	1.38	1.67	1.44	0.99
Book-to-bill distribution	1.29	1.41	1.89	1.89	0.99
Book-to-bill OEMs	1.23	1.34	1.41	0.96	1.01
Book-to-bill semiconductors	1.27	1.41	1.86	1.61	0.98
Book-to-bill passive components	1.26	1.35	1.50	1.27	1.00
Book-to-bill Americas	1.30	1.33	1.42	1.15	0.92
Book-to-bill Asia	1.14	1.29	1.86	1.75	1.04
Book-to-bill Europe	1.41	1.54	1.62	1.27	1.01

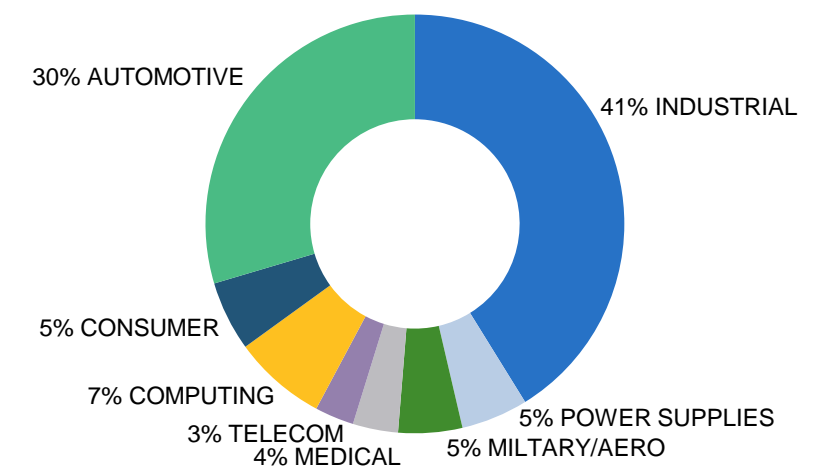
Operational Metrics

		Q3 2021	Q2 2021	Q1 2021	Q4 2020	Q3 2020
Change in ASP Vishay	vs. prior quarter	1.3	1.0	(0.5)	(0.3)	(1.1)
	vs. prior year	2.2	(0.3)	(1.4)	(2.8)	(2.7)
Change in ASP semiconductors	vs. prior quarter	2.2	1.5	(1.0)	(0.2)	(1.2)
	vs. prior year	3.8	(0.7)	(2.1)	(3.9)	(4.1)
Change in ASP passive components	vs. prior quarter	0.3	0.4	(0.1)	(0.5)	(0.9)
	vs. prior year	0.5	0.1	(0.7)	(1.7)	(1.3)
FX effect on revenues	vs. prior quarter	(\$5)	(\$0)	\$3	\$4	\$11
	vs. prior year	\$2	\$22	\$21	\$14	\$9
Backlog	at quarter end	\$2,244	\$2,050	\$1,731	\$1,240	\$928
	in months	8.3	7.5	6.8	5.6	4.3

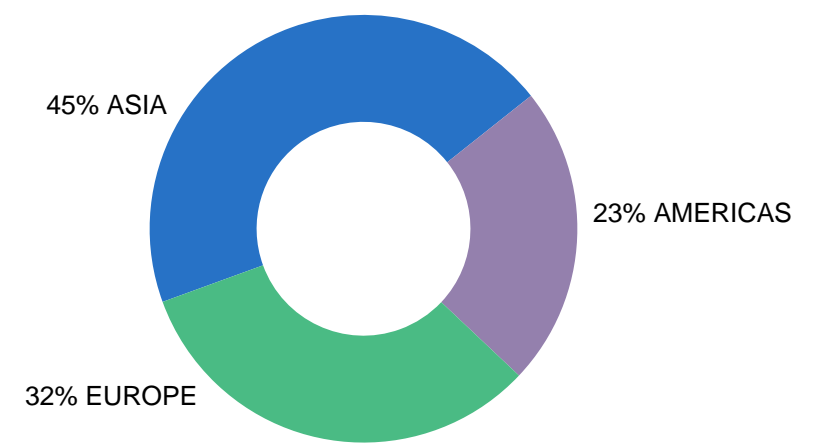
Revenues Q3 2021: \$814 million



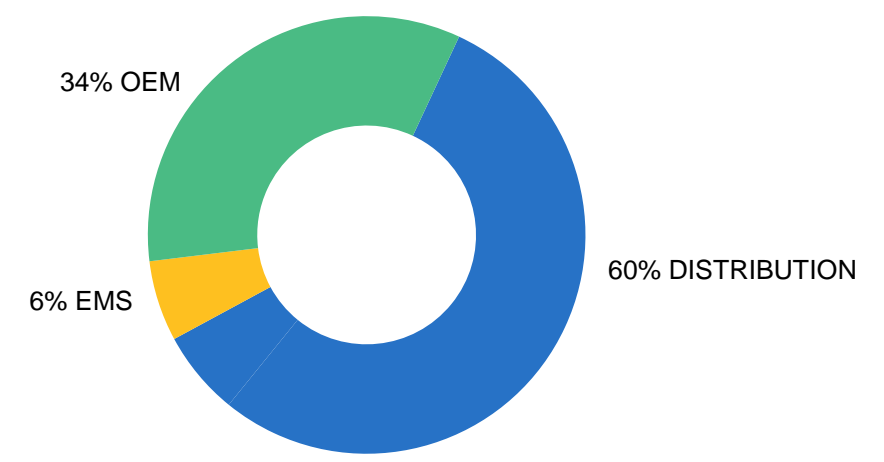
BUSINESS SEGMENTS



END MARKETS

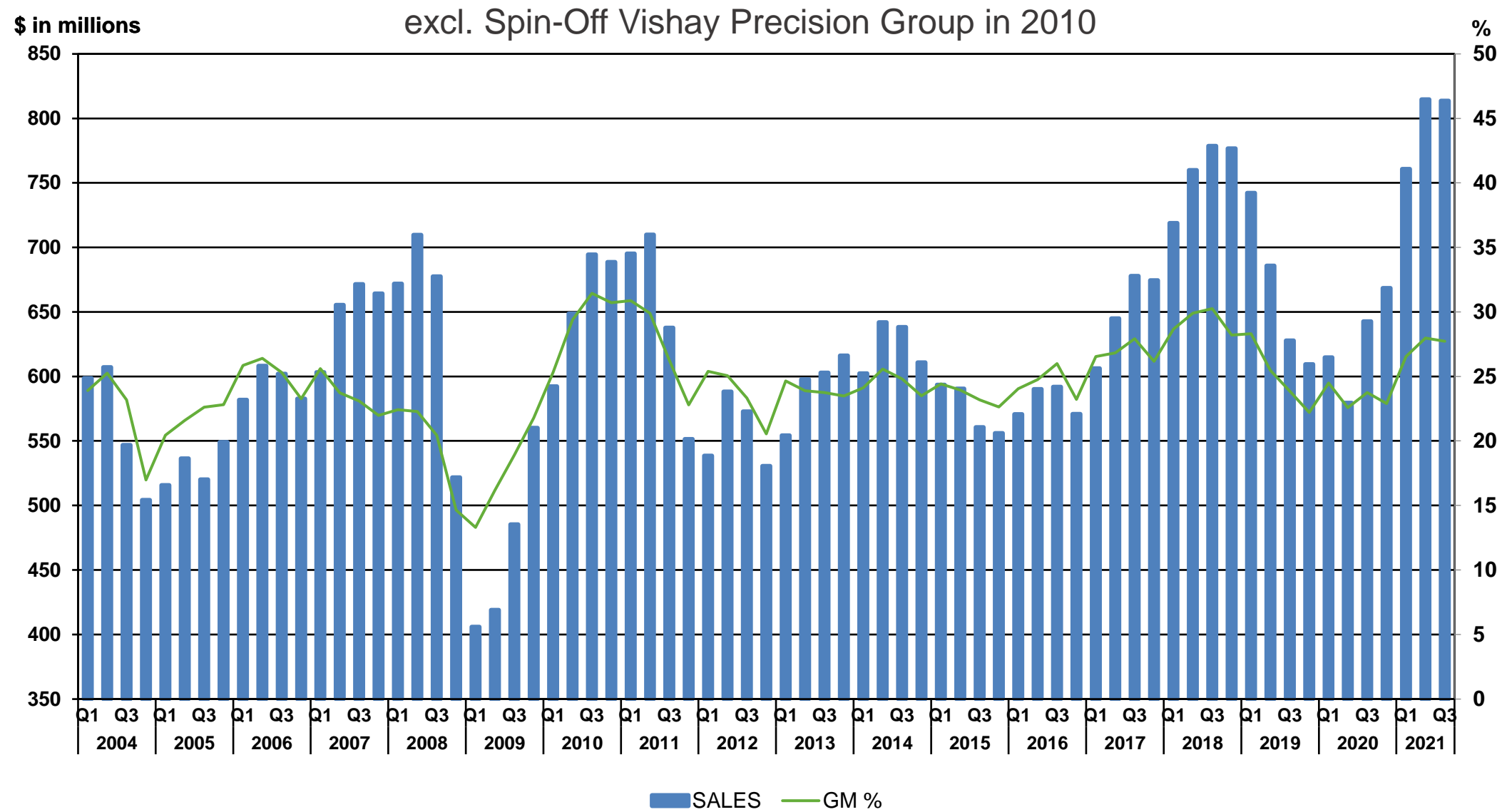


REGIONS



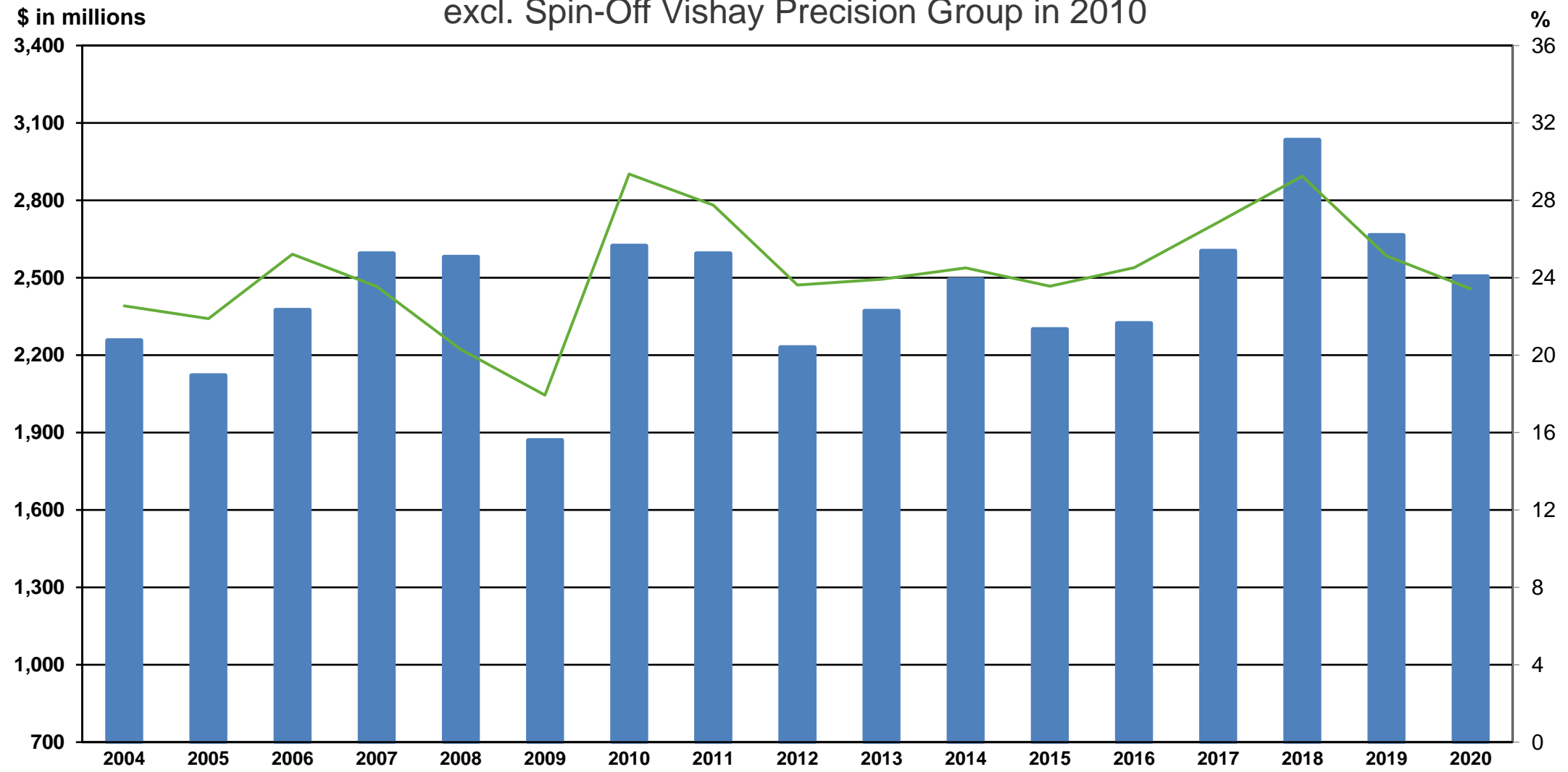
SALES CHANNELS

Vishay Revenues and Gross Margin % Quarterly

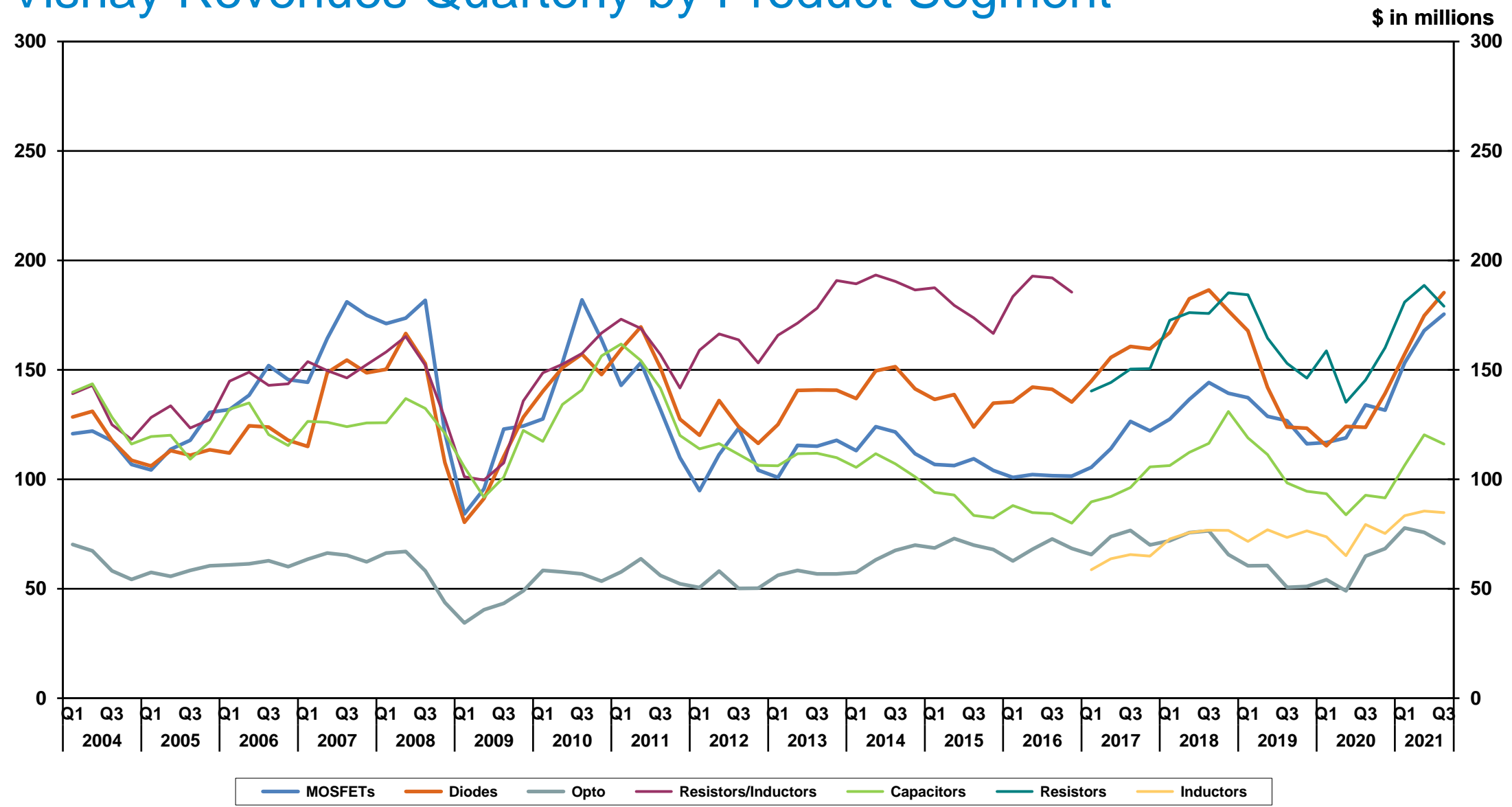


Vishay Revenues and Gross Margin % Yearly

excl. Spin-Off Vishay Precision Group in 2010

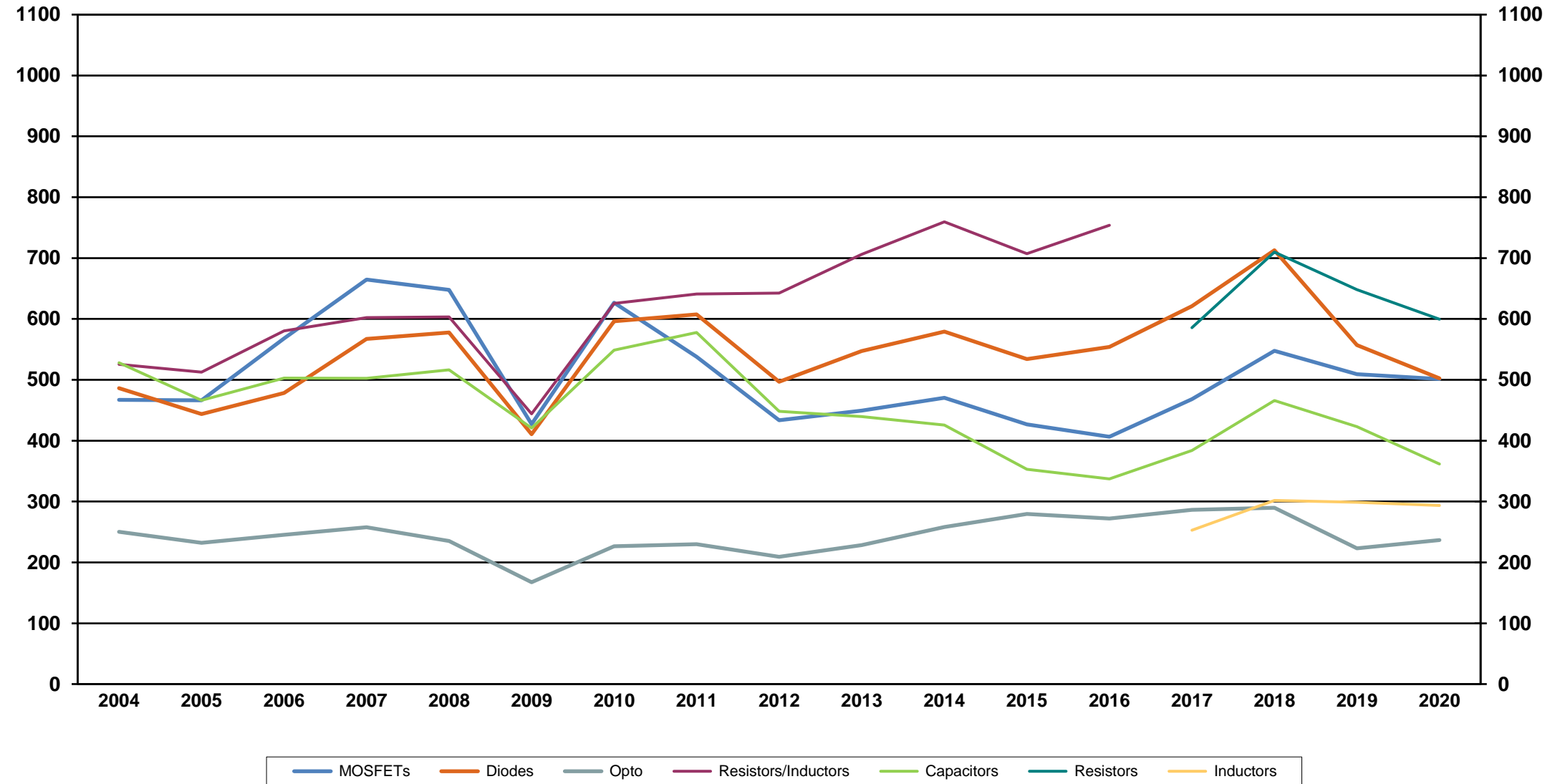


Vishay Revenues Quarterly by Product Segment

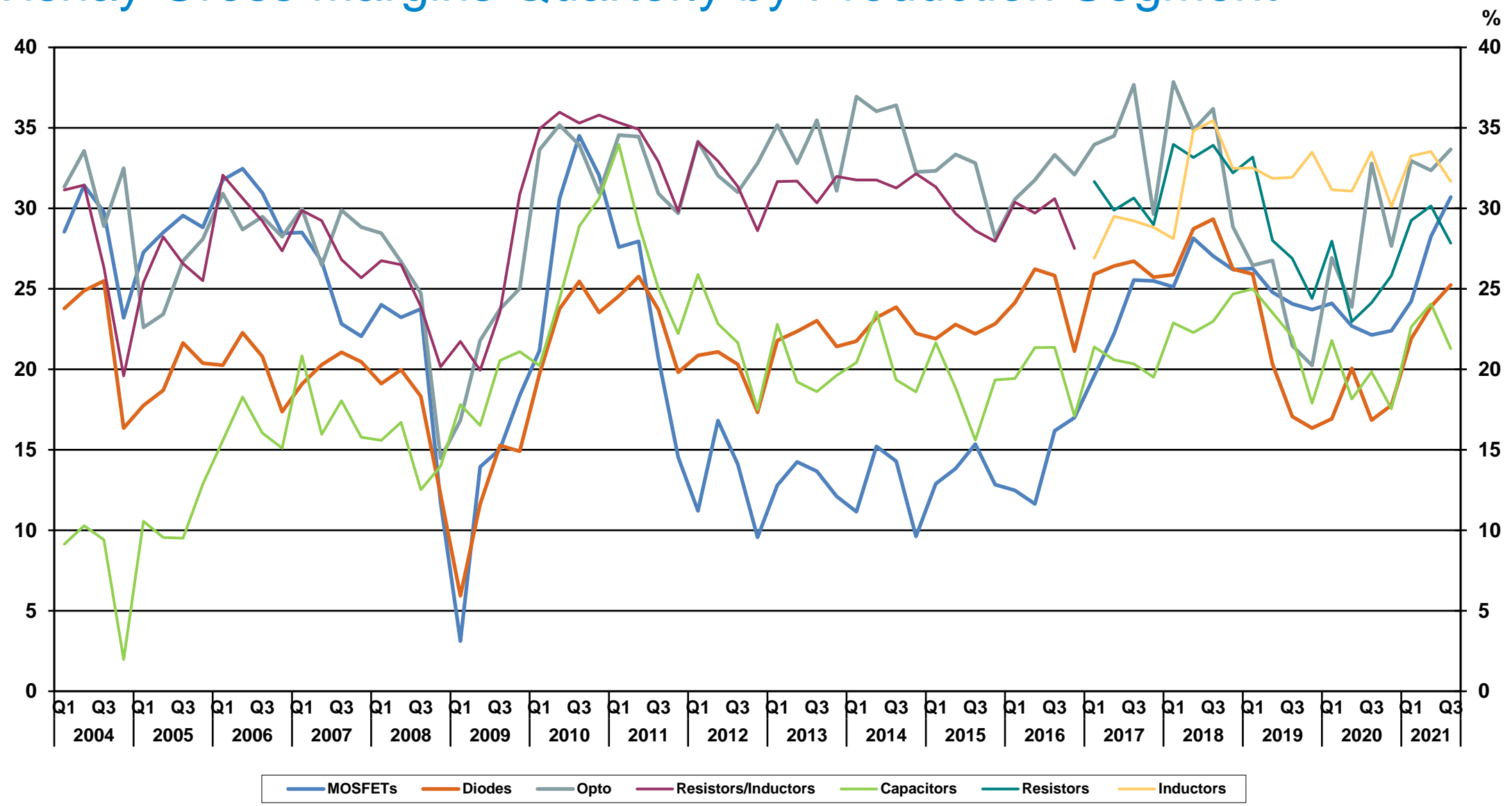


Vishay Revenues Yearly by Product Segment

\$ in millions



Vishay Gross Margins Quarterly by Production Segment



Vishay Gross Margins Yearly by Product Segment

