SECURITIES AND EXCHANGE COMMISSION Room 1004 450 Fifth Street, NW Washington, DC 20549

RE: Quarterly Report on Form 10-Q

Gentlemen:

We are transmitting for filing the quarterly report of Vishay Intertechnology, Inc. On Form 10-Q for the quarter ended March 31, 1995.

Sincerely yours. Vishay Intertechnology, Inc.

SECURITIES AND EXCHANGE COMMISSION

WASHINGTON, D.C. 20549

FORM 10-Q

(Mark One)

X QUARTERLY REPORT UNDER SECTION 13 OR 15(d) OF THE

--- SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended

March 31, 1995

TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE --- SECURITIES EXCHANGE ACT OF 1934

For the transition period from ----- to -----

Commission File Number 1-7416

VISHAY INTERTECHNOLOGY, INC. (Exact name of registrant as specified in its charter)

DELAWARE 38-1686453 (State or other jurisdiction of incorporation or organization) Number)

63 Lincoln Highway, Malvern, Pennsylvania 19355 (Address of principal executive offices) (Zip Code)

Registrant's telephone number, including area code (610) 644-1300

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes x No

As of May 5, 1995 registrant had 22,642,133 shares of its Common Stock and 3,716,047 shares of its Class B Common Stock outstanding.

## VISHAY INTERTECHNOLOGY, INC.

#### FORM 10-Q MARCH 31, 1995

#### CONTENTS

|          |  | Page No |
|----------|--|---------|
| PART I.  | FINANCIAL INFORMATION  |         |
| Item 1.  | Consolidated Condensed Balance Sheets -<br>March 31, 1995 and December 31, 1994                    | 3-4     |
|          | Consolidated Condensed Statements of<br>Operations - Three Months Ended<br>March 31, 1995 and 1994 | 5       |
|          | Consolidated Condensed Statements of<br>Cash Flows - Three Months Ended<br>March 31, 1995 and 1994 | 6       |
|          | Notes to Consolidated Condensed<br>Financial Statements  | 7       |
| Item 2.  | Management's Discussion and Analysis<br>of Financial Condition and Results of<br>Operations        | 8-10    |
| PART II. | OTHER INFORMATION  | 11      |

# VISHAY INTERTECHNOLOGY, INC. AND SUBSIDIARIES Consolidated Condensed Balance Sheets (Unaudited - In thousands)

| ASSETS  | March 31<br>1995                                    | December 31<br>1994                                 |
|---|---|---|
| CURRENT ASSETS  Cash and cash equivalents Accounts receivable Inventories:  | \$24,743<br>201,242                                 | \$26,857<br>165,188                                 |
| Finished goods Work in process Raw materials Prepaid expenses and   | 113,678<br>93,983<br>121,754                        | 101,008<br>94,005<br>108,594                        |
| other current assets  | 67,711  | 64,909  |
| TOTAL CURRENT ASSETS  | 623,111   | 560,561   |
| PROPERTY AND EQUIPMENT - AT COST<br>Land<br>Buildings and improvements<br>Machinery and equipment<br>Construction in progress<br>Allowance for depreciation | 47,413<br>180,229<br>505,782<br>64,335<br>(222,141) | 40,113<br>171,689<br>473,471<br>48,689<br>(201,671) |
| Allowance for depresentation  | 575,618   | 532, 291  |
| GOODWILL  | 232,595   | 226,534   |
| OTHER ASSETS  | 18,192<br><br>\$1,449,516<br>=======                | 14,573<br><br>\$1,333,959<br>======                 |

| LIABILITIES AND STOCKHOLDERS' EQUITY   | March 31<br>1995 | December 31<br>1994 |
|--|------------------|---------------------|
| LIABILITIES AND STOCKHOLDERS EQUIT     | 1993             | 1994                |
| CURRENT LIABILITIES                    |                  |                     |
| Notes payable to banks                 | \$27,887         | \$28,285            |
| Trade accounts payable                 | 67,921           | 63,318              |
| Payroll and related expenses           | 46,196           | 39,155              |
| Other accrued expenses                 | 65,051           | 64,505              |
| Income taxes                           | 6,735            | 1,849               |
| Current portion of long-term debt      | 36,889           | 35, 127             |
|  |                  |                     |
| TOTAL CURRENT LIABILITIES              | 250,679          | 232,239             |
| LONG-TERM DEBT                         | 434,952          | 402,337             |
| DEFERRED INCOME TAXES                  | 42,468           | 39,889              |
| OTHER LIABILITIES                      | 21,961           | 19,177              |
| ACCRUED RETIREMENT COSTS               | 82,389           | 75,229              |
| CTOCKUOLDEDG L FOUTTV                  |                  |                     |
| STOCKHOLDERS' EQUITY Common stock      | 2 264            | 2 257               |
| Class B common stock                   | 2,264<br>372     | 2,257<br>377        |
| Capital in excess of par value         | 510,595          | 509,966             |
| Retained earnings                      | 75,737           | 53,734              |
| Foreign currency translation adjustmen |                  | 4,584               |
| Unearned compensation                  | (311)            | (20)                |
| Pension adjustment                     | (5,810)          | (5,810)             |
|  | 617,067          | 565,088             |
|  | \$1,449,516      | \$1,333,959         |
|  | ========         | ========            |

See notes to consolidated condensed financial statements.

VISHAY INTERTECHNOLOGY, INC. AND SUBSIDIARIES Consolidated Condensed Statements of Operations (Unaudited - In thousands except earnings per share)

|                          | March 3   | 31        |
|--------------------------|-----------|-----------|
|                          | 1995      | 1994      |
|                          |           |           |
| Net sales                | \$310,284 | \$226,015 |
| Costs of products sold   | 231,019   | 175,215   |
|                          |           |           |
| GROSS PROFIT             | 79,265    | 50,800    |
| Selling, general, and    |           |           |
| administrative expenses  | 41,120    | 30,176    |
| Amortization of goodwill | 1,600     | 801       |
|                          |           |           |

Three Months Ended

| OPERATING INCOME                                     | 36,545             | 19,823              |
|--|--------------------|---------------------|
| Other income (expense):<br>Interest expense<br>Other | (8,319)<br>(13)    | (5,040)<br>468      |
|  | (8,332)            | (4,572)             |
| EARNINGS BEFORE INCOME TAXES                         | 28,213             | 15,251              |
| Income taxes   | 6,179              | 2,593               |
| NET EARNINGS   | \$22,034<br>====== | \$12,658<br>======= |
| Net earnings per share                               | \$0.84<br>======   | \$0.54<br>======    |
| Weighted average shares outstanding                  | 26,351             | 23,406              |

See notes to consolidated condensed financial statements.

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

|   | Three Month<br>March          |                              |
|---|-------------------------------|------------------------------|
|   | 1995                          | 1994                         |
| OPERATING ACTIVITIES  Net earnings  Adjustments to reconcile net  earnings to net cash provided by operating activities:                  | \$22,034                      | \$12,658                     |
| Depreciation and amortization<br>Other  | 16,871<br>1,855               | 12,997<br>(3,139)            |
| Changes in operating assets and liabilities   | (35,114)                      | (21,941)                     |
| NET CASH PROVIDED BY OPERATING ACTIVITIES   | 5,646                         | 575                          |
| INVESTING ACTIVITIES Purchases of property and equipment-net  | (33,008)                      | (18,534)                     |
| NET CASH USED IN INVESTING ACTIVITIES   | (33,008)                      | (18,534)                     |
| FINANCING ACTIVITIES Proceeds from long-term borrowings Payments on long-term borrowings Net increase (decrease) in short-term borrowings | 80,131<br>(54,552)<br>(1,607) | 51,521<br>(37,348)<br>12,054 |
| NET CASH PROVIDED BY FINANCING ACTIVITIES Effect of exchange rate changes on cash   | 23,972                        | 26,227                       |
| INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS  | (2,114)                       | 8,224                        |
| Cash and cash equivalents at beginning of period  | 26,857                        | 10,931                       |
| CASH AND CASH EQUIVALENTS<br>AT END OF PERIOD   | \$24,743<br>======            | \$19,155<br>======           |

See notes to consolidated condensed financial statements.

NOTES TO CONSOLIDATED CONDENSED FINANCIAL STATEMENTS (unaudited)
March 31, 1995

## Note 1: Basis of Presentation

The accompanying unaudited consolidated condensed financial statements have been prepared in accordance with the instructions to Form 10-Q and therefore do not include all information and footnotes necessary for presentation of financial position, results of operations, and cash flows required by generally accepted accounting principles for complete financial statements. The information furnished reflects all adjustments (consisting of normal recurring adjustments) which are, in the opinion of management, necessary for a fair summary of the financial position, results of operations and cash flows for the interim periods presented. The financial statements should be read in conjunction with the financial statements and notes thereto filed with Form 10-K for the year ended December 31, 1994.

# Note 2: Earnings Per Share

Earnings per share amounts for all periods presented reflect 5% stock dividends paid on June 13, 1994 and March 31, 1995. Earnings per share for the three month period ended March 31, 1995 reflect the issuance of 2.79 million shares of common stock in August 1994.

## Note 3: Acquisition

In July 1994, the Company purchased all of the capital stock of Vitramon, Incorporated and Vitramon Limited U.K. (collectively, "Vitramon") for \$184,000,000 in cash. Vitramon is a leading producer of multi-layer ceramic chip capacitors with manufacturing facilities primarily in the United States, France, Germany and the United Kingdom. The results of operations of Vitramon have been included in the Company's results from July 1994.

Pro forma unaudited results of operations for the three months ended March 31, 1994, assuming consummation of the Vitramon acquisition and related financing as of January 1, 1994, is as follows (in thousands, except net earnings per share):

Pro Forma Three Months Ended March 31, 1994

#### Results of Operations

Net sales for the quarter ended March 31, 1995 increased \$84,269,000 or 37% from the comparable period of the prior year. The increase reflects the acquisition of Vitramon in July 1994 and the strong performance of Vishay's surface mount components businesses. Net sales of Vitramon were \$43,698,000 for the quarter ended March 31, 1995. Net sales, exclusive of Vitramon, increased by \$40,571,000 or 18% for the quarter ended March 31, 1995.

In addition, the weakening of the U.S. dollar against foreign currencies in the first quarter of 1995 in comparison to the prior year's quarter resulted in an increase in reported sales of \$16,632,000.

Net sales, exclusive of Vitramon and foreign currency fluctuations, in the United States and Europe increased 11% over the first quarter of the prior year. Net bookings, exclusive of Vitramon, for the quarter ended March 31, 1995 increased by 22.3% over the comparable prior year period. Net bookings of Vitramon for the quarter ended March 31, 1995 increased by 31.3% over the prior year's quarter.

Income statement captions as a percentage of sales and the effective tax rates were as follows:

|                              | Three Months Ended<br>March 31 |      |
|------------------------------|--------------------------------|------|
|                              | 1995                           | 1994 |
|                              |                                |      |
| Costs of products sold       | 74.5                           | 77.5 |
| Gross profit                 | 25.5                           | 22.5 |
| Selling, general and         |                                |      |
| administrative expenses      | 13.3                           | 13.4 |
| Operating income             | 11.8                           | 8.8  |
| Earnings before income taxes | 9.1                            | 6.7  |
| Effective tax rate           | 21.9                           | 17.0 |
| Net earnings                 | 7.1                            | 5.6  |

Costs of products sold for the quarter ended March 31, 1995 were 74.5% of net sales, as compared to 77.5% for the comparable prior year period. The factors contributing to this decrease included: i) the effect of the peso devaluation, which contributed approximately \$900,000 to the gross profit for the quarter ended March 31, 1995, ii) the fact that gross profits for Vitramon were higher than Vishay's other operating companies, iii) Israeli government grants of \$2,589,000 for the quarter ended March 31, 1995, as compared to \$1,821,000 for the comparable prior year period, and iv) an increase in production in Israel where labor costs are lower than in most other regions in which Vishay manufactures.

The increase in Israeli government grants resulted primarily from an increase in the Company's work force in Israel. Future grants and other incentive programs offered to the Company by the Israeli government will likely depend on the Company's continuing to increase capital investment and the number of the Company's employees in Israel.

Selling, general, and administrative expenses for the quarter ended March 31, 1995 were 13.3% of net sales, as compared to 13.4% for the comparable prior year period. While management believes these percentages to be acceptable, management continues to explore additional cost saving opportunities.

Interest costs increased by \$3,279,000 for the quarter ended March 31, 1995 over the comparable prior year period as a result of an increase in the floating rates of Vishay's bank indebtedness and an overall increase in debt incurred for the acquisition of Vitramon and purchases of property and equipment.

The effective tax rate for the quarter ended March 31, 1995 was 21.9% compared to 17.0% for the comparable prior year period. The effective tax rate for calendar year 1994 was 20.5%. The higher tax rate for the quarter ended March 31, 1995 reflects the inclusion of Vitramon earnings which tend to be generated in higher tax jurisdictions.

The continuing effect of low tax rates in Israel (as compared to the statutory rate in the United States) has been to increase net earnings by

\$4,072,000 and \$2,521,000 for the quarter ended March 31, 1995 and 1994, respectively. This period to period increase is primarily a result of increased earnings for the Israeli operations. The more favorable Israeli tax rates are applied to specific approved projects and normally continue to be available for a period of ten years. New projects are continually being introduced.

### Financial Condition

Cash flows from operations were \$5,646,000 for the quarter ended March 31, 1995 compared to \$575,000 for the prior year's period. Included in net cash provided by operating activities is \$3,778,000 and \$6,500,000 of cash payments made in the first quarter of 1995 and 1994, respectively, for accruals the Company established in connection with acquisitions. Net purchases of property and equipment for the quarter ended March 31, 1995

purchases of property and equipment for the quarter ended March 31, 1995 were \$33,008,000 compared to \$18,534,000 in the prior year's period. This increase reflects the Company's on-going program to purchase additional equipment to meet growing customer demand for surface mount components. Net cash provided by financing activities of \$23,972,000 for the quarter ended March 31, 1995 includes increased borrowings used primarily to finance the additions to property and equipment.

The Company has established accruals relating to the Vitramon acquisition of \$14,045,000. These accruals, which are included in other accrued expenses, will not affect future earnings but will require cash expenditures over the next twelve months.

The Company's financial condition at March 31, 1995 is strong, with a current ratio of 2.5 to 1. The Company's ratio of long-term debt (less current portion) to stockholders' equity was .7 to 1 at March 31, 1995 and December 31, 1994.

Management believes that available sources of credit, together with cash expected to be generated from operations, will be sufficient to satisfy the Company's anticipated financing needs for working capital and capital expenditures during the next twelve months.

## Inflation

Normally, inflation does not have a significant impact on the Company's operations. The Company's products are not generally sold on long-term contracts. Consequently, selling prices, to the extent permitted by competition, can be adjusted to reflect cost increases caused by inflation.

# VISHAY INTERTECHNOLOGY, INC. PART II - OTHER INFORMATION

- Item 1. Legal Proceedings Not applicable
- Item 2. Changes in Securities
  Not applicable
- Item 3. Defaults Upon Senior Securities
  Not applicable
- Item 4. Submission of Matters to a Vote of Security Holders
  Not applicable
- Item 5. Other Information
  Not applicable
- Item 6. Exhibits and Reports on Form 8-K
  - (a) Exhibits27. Financial Data Schedule
  - (b) Reports on Form 8-K Not applicable

#### SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

VISHAY INTERTECHNOLOGY, INC.

/s/ Richard N. Grubb

Richard N. Grubb Vice President, Treasurer (Duly Authorized and Chief Financial Officer)

Date: May 5, 1995

THIS SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM VISHAY INTERTECHNOLOGY, INC.'S QUARTERLY REPORT UNDER SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934 FOR THE QUARTERLY PERIOD ENDED MARCH 31, 1995 AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FINANCIAL STATEMENTS.

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