



SEMTECH®

# QUARTERLY EARNINGS PRESENTATION

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Q1 FY25

NASDAQ: SMTC

# Safe Harbor Statement

This presentation contains "forward-looking statements" within the meaning of the "safe harbor" provisions of the U.S. Private Securities Litigation Reform Act of 1995, as amended, which are based on the Company's current expectations, estimates and projections about its operations, industry, financial condition, performance, results of operations, and liquidity. Forward-looking statements are statements other than historical information or statements of current condition and relate to matters such as future financial performance including the second quarter of fiscal year 2025 outlook; future operational performance; the anticipated impact of specific items on future earnings; the Company's expectations regarding near term growth trends; and the Company's plans, objectives and expectations. Statements containing words such as "may," "believes," "anticipates," "expects," "intends," "plans," "projects," "estimates," "should," "could," "designed to," "projections," or "business outlook," or other similar expressions constitute forward-looking statements.

Forward-looking statements involve known and unknown risks and uncertainties that could cause actual results and events to differ materially from those projected. Potential factors that could cause actual results to differ materially from those in the forward-looking statements include, but are not limited to: the Company's ability to comply with, or pursue business strategies due to the covenants under the agreements governing its indebtedness; the Company's ability to remediate material weakness in its internal control over financial reporting, discovery of additional weaknesses, and its inability to achieve and maintain effective disclosure controls and procedures and internal control over financial reporting; the Company's ability to forecast and achieve anticipated net sales and earnings estimates in light of periodic economic uncertainty; the inherent risks, costs and uncertainties associated with integrating Sierra Wireless, Inc. successfully and risks of not achieving all or any of the anticipated benefits, or the risk that the anticipated benefits may not be fully realized or take longer to realize than expected; the uncertainty surrounding the impact and duration of supply chain constraints and any associated disruptions; export restrictions and laws affecting the Company's trade and investments, and tariffs or the occurrence of trade wars; worldwide economic and political disruptions, including as a result of inflation and current geopolitical conflicts; tightening credit conditions related to the United States banking system concerns; competitive changes in the marketplace including, but not limited to, the pace of growth or adoption rates of applicable products or technologies; downturns in the business cycle; decreased average selling prices of the Company's products; the Company's reliance on a limited number of suppliers and subcontractors for components and materials; changes in projected or anticipated end-user markets; future responses to and effects of public health crises; and the Company's ability to forecast its annual non-GAAP normalized tax rate due to material changes that could occur during the fiscal year, which could include, but are not limited to, significant changes resulting from tax legislation, acquisitions, entity structures or operational changes and other significant events. Additionally, forward-looking statements should be considered in conjunction with the cautionary statements contained in the risk factors disclosed in the Company's filings with the Securities and Exchange Commission (the "SEC"), including the Company's Annual Report on Form 10-K for the fiscal year ended January 28, 2024, filed with the SEC on March 28, 2024 as such risk factors may be amended, supplemented or superseded from time to time by subsequent reports the Company files with the SEC. In light of the significant risks and uncertainties inherent in the forward-looking information included herein that may cause actual performance and results to differ materially from those predicted, any such forward-looking information should not be regarded as representations or guarantees by the Company of future performance or results, or that its objectives or plans will be achieved or that any of its operating expectations or financial forecasts will be realized. Reported results should not be considered an indication of future performance. Investors are cautioned not to place undue reliance on any forward-looking information contained herein, which reflect management's analysis only as of the date hereof. Except as required by law, the Company assumes no obligation to publicly release the results of any update or revision to any forward-looking statements that may be made to reflect new information, events or circumstances after the date hereof or to reflect the occurrence of unanticipated or future events, or otherwise.

# Non-GAAP Financial Measures

To supplement the Company's consolidated financial statements prepared in accordance with GAAP, this presentation includes a presentation of select non-GAAP financial measures. The Company's non-GAAP measures of gross margin, SG&A expense, product development and engineering expense, operating expenses, net, operating income or loss, operating margin, interest expense, net, diluted (loss) earnings per share, normalized tax rate, adjusted EBITDA and adjusted EBITDA margin exclude the following items, if any and as applicable, as set forth in the reconciliations in the tables below under "Supplemental Information: Reconciliation of GAAP to Non-GAAP Results:

- Share-based compensation
- Intangible amortization
- Transaction and integration related costs or recoveries (including costs associated with the acquisition and integration of Sierra Wireless, Inc.)
- Restructuring and other reserves, including cumulative other reserves associated with historical activity including environmental, pension, deferred compensation and right-of-use asset impairments
- Litigation costs or dispute settlement charges or recoveries
- Gain on sale of business
- Equity method income or loss
- Investment gains, losses, reserves and impairments, including interest income from debt investments
- Write-off and amortization of deferred financing costs
- Debt commitment fee
- Goodwill and intangible impairment
- Amortization of inventory step-up

Effective as of the third quarter of fiscal year 2024, the Company's non-GAAP measures have been adjusted to exclude amortization of deferred financing costs, which had the impact of decreasing non-GAAP interest expense, net and increasing non-GAAP net income (loss) attributable to common stockholders and non-GAAP earnings (loss) per diluted share. This adjustment was applied retrospectively, and all prior period amounts have been revised to conform to the current presentation.

# Non-GAAP Financial Measures

In the financial results provided in this presentation, the Company also presents adjusted EBITDA, adjusted EBITDA margin and free cash flow. Adjusted EBITDA is defined as net (loss) income plus interest expense, interest income, provision (benefit) for income taxes, depreciation and amortization and share-based compensation, and adjusted to exclude certain expenses, gains and losses that the Company believes are not indicative of its core results over time. Adjusted EBITDA margin is defined as adjusted EBITDA as a percentage of net sales. The Company considers free cash flow, which may be positive or negative, a non-GAAP financial measure defined as cash flows provided by (used in) operating activities less net capital expenditures. Management believes that the presentation of these non-GAAP measures provides useful information to investors regarding the Company's financial condition and results of operations. These non-GAAP financial measures are adjusted to exclude the items identified above because such items are either operating expenses that would not otherwise have been incurred by the Company in the normal course of the Company's business operations or are not reflective of the Company's core results over time. These excluded items may include recurring as well as non-recurring items, and no inference should be made that all of these adjustments, charges, costs or expenses are unusual, infrequent or non-recurring. For example: certain restructuring and integration-related expenses (which consist of employee termination costs, facility closure or lease termination costs, and contract termination costs) may be considered recurring given the Company's ongoing efforts to be more cost effective and efficient; certain acquisition and disposition-related adjustments or expenses may be deemed recurring given the Company's regular evaluation of potential transactions and investments; and certain litigation expenses or dispute settlement charges or gains (which may include estimated losses for which the Company may have established a reserve, as well as any actual settlements, judgments, or other resolutions against, or in favor of, the Company related to litigation, arbitration, disputes or similar matters, and insurance recoveries received by the Company related to such matters) may be viewed as recurring given that the Company may from time to time be involved in, and may resolve, litigation, arbitration, disputes, and similar matters.

Notwithstanding that certain adjustments, charges, costs or expenses may be considered recurring, in order to provide meaningful comparisons, the Company believes that it is appropriate to exclude such items because they are not reflective of the Company's core results and tend to vary based on timing, frequency and magnitude.

These non-GAAP financial measures are provided to enhance the user's overall understanding of the Company's comparable financial performance between periods. In addition, the Company's management generally excludes the items noted above when managing and evaluating the performance of the business. The financial statements contained in this presentation include reconciliations of these non-GAAP financial measures to their most comparable GAAP measures for the first and fourth quarters of fiscal year 2024.

The Company adopted a full-year, normalized tax rate for the computation of the non-GAAP income tax provision in order to provide better comparability across the interim reporting periods by reducing the quarterly variability in non-GAAP tax rates that can occur throughout the year. In estimating the full-year non-GAAP normalized tax rate, the Company utilized a full-year financial projection that considers multiple factors such as changes to the Company's current operating structure, existing positions in various tax jurisdictions, the effect of key tax law changes, and other significant tax matters to the extent they are applicable to the full fiscal year financial projection. In addition to the adjustments described above, this normalized tax rate excludes the impact of share-based awards and the amortization of acquisition-related intangible assets. For fiscal year 2024, the Company's projected non-GAAP normalized tax rate was 12% and was applied to each quarter of fiscal year 2024. For fiscal year 2025 ending January 26, 2025 ("fiscal year 2025"), the Company's projected non-GAAP normalized tax rate is 15% and will be applied to each quarter of fiscal year 2025. The Company's non-GAAP normalized tax rate on non-GAAP net income may be adjusted during the year to account for events or trends that the Company believes materially impact the original annual non-GAAP normalized tax rate including, but not limited to, significant changes resulting from tax legislation, acquisitions, entity structures or operational changes and other significant events. These additional non-GAAP financial measures should not be considered substitutes for any measures derived in accordance with GAAP and may be inconsistent with similar measures presented by other companies.

To provide additional insight into the Company's second quarter outlook, this presentation also presents certain of the forementioned non-GAAP measures on a forward-looking basis. The Company is unable to include a reconciliation of forward-looking non-GAAP results to the corresponding GAAP measures as this is not available without unreasonable efforts due to the high variability and low visibility with respect to the impact of transaction, integration and restructuring expenses, share-based awards, amortization of acquisition-related intangible assets and other items that are excluded from these non-GAAP measures. The Company expects the variability of the above charges to have a potentially significant impact on its GAAP financial results.

# Q1'25 RESULTS

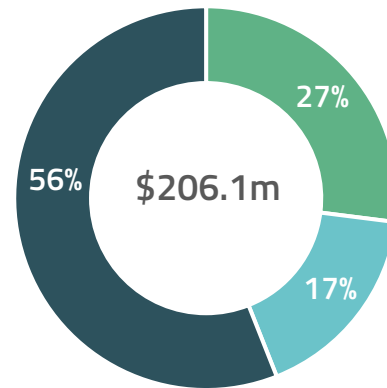




# Q1'25 Net Sales

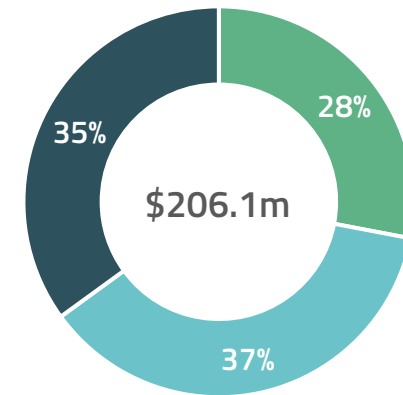
"I am pleased with Semtech's solid first quarter financial performance, with net sales above the high-end of our guidance range, along with meaningful declines in channel inventories across each of our end markets," said Paul H. Pickle, Semtech's president and chief executive officer. "Our semiconductor business continues to grow, and we believe our hardware business has reached bedrock, with expectations for a recovery profile in the second half of the year."

## END MARKET



■ Infrastructure ■ High-End Consumer ■ Industrial

## SEGMENT



■ Signal Integrity ■ Analog Mixed Signal & Wireless  
■ IoT Systems and Connectivity



# Infrastructure End Market

Data Center, PON/FTTH, Wireless, Infrastructure Circuit Protection

## Q1'25 NET SALES



Q/Q Change +42%  
Y/Y Change +44%

- In hyperscale data center applications, net sales more than doubled Y/Y, with powerful secular trends in AI continuing to support our copper and optical portfolios
- Timing and market opportunity for 1.6T active copper cables remain largely consistent with last quarter; cable suppliers have received purchase orders for designs specifying our chips
- Engaged with system vendors on 50G, 100G and 200G retimed solutions
- Multiple 100G per lane FiberEdge design wins with Tier-1 and Tier-2 customers
- Strong demand for Tri-Edge 50G PAM4 in 200G and 400G AOCs in AI and cloud applications
- Robust demand for XGPON and XGSPON solutions
- Well-positioned to lead 5G-Advanced front haul deployments

# High-End Consumer End Market

PerSe<sup>®</sup> Smart Sensing, Consumer Circuit Protection

## Q1'25 NET SALES



Q/Q Change	+8%
Y/Y Change	+60%

- Net sales in consumer TVS grew 20% Q/Q and 108% Y/Y; we believe our market share at several leading consumer products companies continued to grow
- Secured top-tier scorecard rating at our largest consumer electronics customer
- Power Management solutions that combine over-voltage, over-current, over-temperature and surge protection saw increased interest and adoption
- Consumption for PerSe<sup>®</sup> Smart Sensing products up 19% Q/Q and 62% Y/Y, and benefitted from specific absorption rate standards supplemented by design wins in several markets, covering tablets, ear buds, notebook computers and smartphones



# Industrial End Market

Modules, Routers, Smart Connectivity, RF Industrial, Industrial Circuit Protection, Professional AV

## Q1'25 NET SALES



Q/Q Change	-5%
Y/Y Change	-34%

- IoT Systems net sales down 26% Q/Q and down 57% Y/Y, with shipment volume reflecting desire for healthier channel and end customer inventories.
- IoT Systems showing signs of recovery with booking up 47% Q/Q; router bookings more than doubled Q/Q and Y/Y, and were skewed towards our higher gross margin products
- Completed major network operator certification for XR60 and have commenced shipments on commercial programs
- Module bookings up 22% Q/Q, with growth driven by 5G offerings.
- Net sales of RF industrial products, including LoRa®-enabled solutions increased 76% Q/Q and 19% Y/Y
- Booking for industrial TVS increased 61% Q/Q

# Summary Financial Results

## GAAP FINANCIAL RESULTS

<i>(in millions, except per share data)</i>	QUARTER ENDED					
	Q125		Q424		Q124	
Net sales	\$	206.1	\$	192.9	\$	236.5
Gross margin		48.3%		(0.2)%		43.5%
Operating costs and expenses, net	\$	96.4	\$	619.6	\$	114.8
Operating income (loss)	\$	3.1	\$	(620.0)	\$	(11.9)
Operating margin		1.5%		(321.3)%		(5.0)%
Interest expense, net	\$	22.7	\$	22.1	\$	19.4
Net loss attributable to common stockholders	\$	23.2	\$	642.4	\$	29.4
Diluted loss per share	\$	(0.36)	\$	(9.98)	\$	(0.46)

## NON-GAAP FINANCIAL RESULTS

<i>(in millions, except per share data)</i>	QUARTER ENDED					
	Q125		Q424		Q124	
Net sales	\$	206.1	\$	192.9	\$	236.5
Gross margin		49.8%		48.9%		48.5%
Operating costs and expenses, net	\$	77.4	\$	76.5	\$	92.7
Operating income	\$	25.2	\$	17.8	\$	22.0
Operating margin		12.2%		9.2%		9.3%
Interest expense, net	\$	20.5	\$	19.9	\$	18.4
Net income (loss) attributable to common stockholders	\$	4.1	\$	(3.7)	\$	2.8
Diluted earnings (loss) per share	\$	0.06	\$	(0.06)	\$	0.04
Adjusted EBITDA	\$	33.1	\$	24.0	\$	30.8
Adjusted EBITDA margin		16.1%		12.5%		13.0%

# Q2'25 OUTLOOK



# Q2'25 Outlook\*

*(in millions, except per share data)*

Net sales	\$	212.0	+/-	\$	5.0
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## Non-GAAP Financial Measures

Gross margin		50.0 %	+/-		50 bps
Operating expenses, net	\$	77.5	+/-	\$	1.0
Operating income	\$	28.5	+/-	\$	2.6
Operating margin		13.4 %	+/-		90 bps
Interest expense, net	\$	20.5			
Normalized tax rate		15 %			
Diluted earnings (loss) per share	\$	0.09	+/-	\$	0.03
Adjusted EBITDA	\$	36.3	+/-	\$	2.6
Diluted share count		72.4			

\*See Non-GAAP Financial Measures above.

## Net Sales Outlook

- Infrastructure market is expected to be up with data center gains offset by PON
- High-end consumer is expected to be slightly up
- The industrial end market is expected to be flat to slightly up



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# Q&A

APPENDIX

# NET SALES SCHEDULES



# Net Sales Schedules

END MARKET	Q1 FY25	Q4 FY24	Q3 FY24	Q2 FY24	Q1 FY24
Infrastructure	\$56.0	\$39.4	\$43.1	\$42.4	\$39.0
High-End Consumer	34.5	32.1	37.6	34.0	21.6
Industrial	115.6	121.5	120.2	162.0	175.9
Total	\$206.1	\$192.9	\$200.9	\$238.4	\$236.5

REPORTABLE SEGMENT	Q1 FY25	Q4 FY24	Q3 FY24	Q2 FY24	Q1 FY24
Signal Integrity	\$58.3	\$42.8	\$47.2	\$46.1	\$40.9
Analog Mixed Signal & Wireless	75.3	60.4	70.2	70.0	59.6
IoT Systems and Connectivity	72.5	89.7	83.5	122.3	136.0
Total	\$206.1	\$192.9	\$200.9	\$238.4	\$236.5

GEOGRAPHIC REGION	Q1 FY25	Q4 FY24	Q3 FY24	Q2 FY24	Q1 FY24
Asia-Pacific	\$131.5	\$111.4	\$119.1	\$146.9	\$128.2
North America	46.3	54.9	51.5	57.9	72.8
Europe	28.3	26.6	30.4	33.5	35.5
Total	\$206.1	\$192.9	\$200.9	\$238.4	\$236.5

Amounts in millions and may not add precisely due to rounding

APPENDIX

# RECONCILIATION OF GAAP TO NON- GAAP RESULTS



# Reconciliation of GAAP to Non-GAAP Results

	QUARTER ENDED		
	April 28, 2024	January 28, 2024	April 30, 2023
	Q125	Q424	Q124
<b>Gross margin (GAAP)</b>	<b>48.3 %</b>	<b>(0.2) %</b>	<b>43.5 %</b>
Share-based compensation	0.4 %	0.3 %	0.2 %
Amortization of acquired technology	1.1 %	1.2 %	4.6 %
Restructuring and other reserves, net	— %	— %	0.2 %
Acquired technology impairments	— %	47.6 %	— %
<b>Adjusted gross margin (Non-GAAP)</b>	<b>49.8 %</b>	<b>48.9 %</b>	<b>48.5 %</b>

# Reconciliation of GAAP to Non-GAAP Results

	QUARTER ENDED		
	April 28, 2024	January 28, 2024	April 30, 2023
	Q125	Q424	Q124
<b>Operating expense, net (GAAP)</b>	<b>\$ 96,449</b>	<b>\$ 619,570</b>	<b>\$ 114,826</b>
Share-based compensation	(14,552)	(11,229)	(8,041)
Intangible amortization	(307)	(307)	(4,882)
Transaction and integration related costs, net	(1,845)	(8,908)	(7,602)
Restructuring and other reserves, net	(2,269)	(9,167)	(1,563)
Litigation costs, net	(98)	(36)	(26)
Intangible impairments	—	(39,593)	—
Goodwill impairment	—	(473,800)	—
<b>Adjusted operating expense, net (Non-GAAP)</b>	<b>\$ 77,378</b>	<b>\$ 76,530</b>	<b>\$ 92,712</b>

*Amounts in thousands and may not add precisely due to rounding*

# Reconciliation of GAAP to Non-GAAP Results

	QUARTER ENDED		
	April 28, 2024	January 28, 2024	April 30, 2023
	Q125	Q424	Q124
<b>Operating income (loss) (GAAP)</b>	<b>\$ 3,143</b>	<b>\$ (619,960)</b>	<b>\$ (11,880)</b>
Share-based compensation	15,234	11,829	8,404
Intangible amortization	2,588	2,587	15,737
Transaction and integration related costs, net	1,845	8,908	7,651
Restructuring and other reserves, net	2,269	9,167	2,060
Litigation costs, net	98	36	26
Intangible impairments	—	131,385	—
Goodwill impairment	—	473,800	—
<b>Adjusted operating income (Non-GAAP)</b>	<b>\$ 25,177</b>	<b>\$ 17,752</b>	<b>\$ 21,998</b>

*Amounts in thousands and may not add precisely due to rounding*

# Reconciliation of GAAP to Non-GAAP Results

	QUARTER ENDED		
	April 28, 2024	January 28, 2024	April 30, 2023
	Q125	Q424	Q124
<b>Operating margin (GAAP)</b>	<b>1.5 %</b>	<b>(321.3) %</b>	<b>(5.0) %</b>
Share-based compensation	7.4 %	6.1 %	3.6 %
Intangible amortization	1.3 %	1.3 %	6.6 %
Transaction and integration related costs, net	0.9 %	4.6 %	3.2 %
Restructuring and other reserves, net	1.1 %	4.8 %	0.9 %
Intangible impairments	— %	68.1 %	— %
Goodwill impairment	— %	245.6 %	— %
<b>Adjusted operating margin (Non-GAAP)</b>	<b>12.2 %</b>	<b>9.2 %</b>	<b>9.3 %</b>

# Reconciliation of GAAP to Non-GAAP Results

	QUARTER ENDED		
	April 28, 2024	January 28, 2024	April 30, 2023
	Q125	Q424	Q124
<b>Interest expense, net (GAAP)</b>	\$ 22,687	\$ 22,093	\$ 19,441
Amortization of deferred financing costs	(2,379)	(2,380)	(1,414)
Investment income	170	201	350
<b>Adjusted interest expense, net (Non-GAAP)</b>	<b>\$ 20,478</b>	<b>\$ 19,914</b>	<b>\$ 18,377</b>

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# Reconciliation of GAAP to Non-GAAP Results

	QUARTER ENDED		
	April 28, 2024	January 28, 2024	April 30, 2023
	Q125	Q424	Q124
<b>GAAP net loss attributable to common stockholders</b>	<b>\$ (23,159)</b>	<b>\$ (642,363)</b>	<b>\$ (29,415)</b>
Adjustments to GAAP net loss attributable to common stockholders:			
Share-based compensation	15,234	11,829	8,404
Intangible amortization	2,588	2,587	15,737
Transaction and integration related costs, net	1,845	8,908	7,651
Restructuring and other reserves, net	2,269	9,167	2,060
Litigation costs, net	98	36	26
Investment losses (gains), reserves and impairments, net	662	1,478	(317)
Amortization of deferred financing costs	2,379	2,380	1,414
Intangible impairments	—	131,385	—
Goodwill impairment	—	473,800	—
<b>Total Non-GAAP adjustments before taxes</b>	<b>25,075</b>	<b>641,570</b>	<b>34,975</b>
Associated tax effect	2,233	(2,840)	(2,795)
Equity method (income) loss	(50)	(75)	7
Total of supplemental information, net of taxes	27,258	638,655	32,187
<b>Non-GAAP net income (loss) attributable to common stockholders</b>	<b>\$ 4,099</b>	<b>\$ (3,708)</b>	<b>\$ 2,772</b>
<b>GAAP diluted loss per share</b>	<b>\$ (0.36)</b>	<b>\$ (9.98)</b>	<b>\$ (0.46)</b>
Adjustments per above	0.42	9.92	0.50
<b>Non-GAAP diluted earnings (loss) per share</b>	<b>\$ 0.06</b>	<b>\$ (0.06)</b>	<b>\$ 0.04</b>
<b>Weighted-average number of shares used in computing diluted earnings (loss) per share:</b>			
<b>GAAP</b>	64,509	64,363	63,924
<b>Non-GAAP</b>	67,620	64,363	63,924

# Reconciliation of Adjusted EBITDA

	QUARTER ENDED		
	April 28, 2024	January 28, 2024	April 30, 2023
	Q125	Q424	Q124
<b>GAAP net loss attributable to common stockholders</b>	<b>\$ (23,159)</b>	<b>\$ (642,363)</b>	<b>\$ (29,415)</b>
Interest expense	23,229	22,827	20,510
Interest income	(542)	(734)	(1,069)
Non-operating (income) expense, net	(400)	2,045	473
Investment impairments and credit loss reserves, net	1,109	1,679	33
Provision (benefit) for income taxes	2,956	(3,345)	(2,417)
Equity method (income) loss	(50)	(75)	7
Net income (loss) attributable to noncontrolling interest	—	6	(2)
Share-based compensation	15,234	11,829	8,404
Depreciation and amortization	10,504	8,864	24,523
Transaction and integration related costs, net	1,845	8,908	7,651
Restructuring and other reserves, net	2,269	9,167	2,060
Litigation costs, net	98	36	26
Intangible impairments	—	131,385	—
Goodwill impairment	—	473,800	—
<b>Adjusted EBITDA</b>	<b>\$ 33,093</b>	<b>\$ 24,029</b>	<b>\$ 30,784</b>
<b>Adjusted EBITDA margin</b>	<b>16.1%</b>	<b>12.5%</b>	<b>13.0%</b>

Amounts in thousands and may not add precisely due to rounding

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# THANK YOU

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