

## Amphenol & TE Market Sectors 3Q16 Results and Outlook

Amphenol Corporation and TE Connectivity announced their calendar 3Q16 results recently. The following table is a comparison of their Q3 sales performance and Q4 outlooks by market sector.

Market	TE 3Q16** YOY	TE 3Q16** Organic YOY	TE Next Qtr Guidance	Amphenol 3Q16 YOY	Amphenol 3Q16 Organic YOY	Amphenol Next Qtr Guidance
Appliances	11%	10%	Up MSD			
Automotive	16%	15%	Up MSD YOY	11%	9%	Growth Over Q3
Broadband				10%	8%	Growth Over Q3
Commercial Aerospace				7%		Moderate Growth
Commercial Transportation	13%	12%	Up MSD YOY			
Data & Devices	-19%	-6%				
Energy	12%	13%				
Industrial	25%	1%	Flat Organic	22%	2%	Moderate Growth
IT/Data				55%	19%	Modest Increase
Military				6%		Modest Growth
Mil/Aero/Marine	14%	13%				
Mobile Devices				-22%		Mid-Teens Decline
Mobile Networks				20%	4%	Further Moderation
Oil & Gas	-25%	-23%	Down			
Sensors	11%	4%				
Subsea Communications	18%	18%	Up LSD			

Pink shading indicates decline in YOY sales. Next quarter guidance is sequential unless otherwise stated. \*= Organic. \*\*= 14-week quarter. SD = Single Digits. MSD = Mid-Single-Digits, LSD = Low-Single-Digits

- Both companies had good growth in automotive and industrial in Q3.
- TE projects calendar Q4 YOY growth of +6% to midpoint. Amphenol projects calendar Q4 YOY growth of +12% to midpoint.
- TE projects fiscal 2017 YOY sales to be up +5% to fiscal 2016 (3% organic) to midpoint.
- Amphenol projects 2016 sales to be up +12% YOY.

**Bishop & Associates' Comments**

Bishop measured growth of +8.9% in 3Q16 and a YTD September growth of +2.0%. Connector industry sales are projected to grow +11.1% YOY in Q4. Full-year sales are expected to be up +4.5% to \$54,405 million.

**Connector Industry Quarterly Sales & Forecast  
2014, 2015 and 2016**

	2014	2015	YOY	2016	YOY
Quarter	Actual	Actual	Change	Forecast	Change
1Q	\$13,406	\$13,060	-2.6%	\$12,640	-3.2%
2Q	\$14,046	\$13,135	-6.5%	\$13,330	1.5%
3Q	\$14,229	\$13,250	-6.9%	\$14,435	8.9%
4Q	\$13,721	\$12,605	-8.1%	<b>\$14,000</b>	11.1%
<b>Total</b>	<b>\$55,402</b>	<b>\$52,050</b>	<b>-6.1%</b>	<b>\$54,405</b>	<b>4.5%</b>

\$ Millions, Red = Forecast

The following chart shows the YOY change by quarter for the last 14 quarters and the projection for Q416.

