

## Amphenol & TE Market Sectors 3Q17 Results and 4Q17 Outlook

Amphenol Corporation and TE Connectivity announced their calendar 3Q17 results recently. The following table is a comparison of their Q3 sales performance and calendar 4Q17 outlooks by market sector.

Market	TE CY 3Q17 YOY	TE CY 3Q17 Organic YOY	TE Next Qtr Guidance	Amphenol 3Q17 YOY	Amphenol 3Q17 Organic YOY	Amphenol Next Qtr Guidance
Appliances	10%	10%	Up LSD YOY*			
Automotive	12%	10%	Up MSD YOY*	18%	10%	Increase Sequentially
Broadband				9%		Moderate
Commercial Aerospace				3%		Up L to MSD
Commercial Transportatio	37%	37%	Strong Momentum			
Data & Devices	5%	6%	Up LSD YOY*			
Energy	0%	-2%				
Industrial	24%	13%	Up MSD YOY*	20%	20%	Moderate Slightly
IT/Data				2%		Moderate
Military				12%	11%	Up LDD
Mil/Aero/Marine	2%	1%				
Mobile Devices				15%		Moderate
Mobile Networks				Moderated Slightly		Remain at Current Level
Sensors	12%	9%	Strong Momentum			
Subsea Communications	-3%	-3%				

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, DD = Double-Digits

## Bishop & Associates' Comments

The table below shows the calendar third quarter actual, the fourth quarter forecast and the 2017 forecast for Amphenol, TE and the industry.

### Sales Results & Forecast Industry Vs. Amphenol & TE

Company	3Q17 Actual	YOY Change	4Q17 Forecast	YOY Change	2017 Forecast	YOY Change
Amphenol	\$1,841	12.5%	\$1,780	7.8%	\$6,848	8.9%
TE	\$3,456	11.7%	\$3,400	10.0%	\$13,450	7.9%
Industry	\$15,650	8.4%	\$14,635	6.4%	\$59,020	9.0%

\$ Millions, Company forecasts to midpoint, TE Calendar 2017 Forecast

The industry achieved growth of +8.4% in the third quarter. Amphenol and TE both had very good quarters achieving sales growth of +12.5% and +11.7% (on a 13-week basis for 4Q16), respectively.

Amphenol and TE are forecasting growth in the fourth quarter in high single-digits to low double-digits. This is higher than our industry forecast of +6.4%. Our lower forecasts for sales growth in 4Q17 is a function of tougher year over year sales comparisons and not a forecast of lessening demand for interconnects.

The full-year 2017 industry forecast is for sales growth of +9.0%. Amphenol and TE's forecasts are fairly close. Amphenol forecasts growth of +8.9% while TE expects full calendar year growth of +7.9%.

### Sales Results & 4Q17 Forecast Industry Vs. Amphenol & TE

