

Amphenol & TE Market Sectors 4Q18 Results and 1Q19 Outlook

Amphenol Corporation and TE Connectivity announced their calendar year 4Q18 results recently. The following table is a comparison of their Q4 sales performance and calendar 1Q19 outlooks by market sector.

Market	TE CY 4Q18 YOY	TE CY 4Q18 Organic YOY	TE Next Qtr Guidance	Amphenol 4Q18 YOY	Amphenol 4Q18 Organic YOY	Amphenol Next Qtr Guidance
Appliances	-4%	-2%	Down LSD			
Automotive	-3%	-1%	Down MSD	Up Slightly	Flat	Increase from Q4
Broadband				7%	9%	Flat to Q4
Commercial Aerospace				10%		Slight Moderation
Commercial Transportatio	-1%	2%	Down LSD			
Data & Devices	8%	9%	Down MSD			
Energy	2%	6%	Up LSD			
Industrial	33%	-1%	Up LSD	Up Slightly	9% for year	Modest Increase
IT/Data				15%	13%	LDD Decline from Q4
Military				15%	16%	Increase Modestly
Mil/Aero/Marine	12%	13%	Up LSD			
Mobile Devices				47%		Decline from Q4
Mobile Networks				9%	12%	Moderation from Q4
Sensors	2%	4%	Up LSD			

Pink shading indicates decline in YOY sales. Next quarter guidance is sequential unless otherwise stated. *= Organic. SD = Single Digits.

MSD = Mid-Single-Digits, LSD = Low-Single-Digits, DD = Double-Digits

Bishop & Associates' Comments

The table below shows the 2018 calendar fourth quarter actual, the first quarter 2019 forecast and the 2018 results for Amphenol, TE and the industry.

Sales Results & Forecast Industry Vs. Amphenol & TE

Company	4Q18 Actual	YOY Change	1Q19 Forecast	YOY Change	2018 Actual	YOY Change
Amphenol	\$2,225	14.4%	\$1,918	2.7%	\$8,202	17.0%
TE	\$3,347	0.3%	\$3,350	-6.0%	\$13,988	14.8%
Industry	\$16,473	4.7%	\$17,300	6.7%	\$66,710	11.0%

\$ Millions, Company forecasts to midpoint, TE Fiscal 2018 Forecast ended in September

The industry achieved growth of +4.7% in the fourth quarter. Amphenol had very good quarters achieving sales growth of +14.4%. TE's sales were flat year-over-year.

Amphenol is forecasting +2.7% growth in the first quarter while TE is forecasting a sales decline of -6%. Both companies are forecasting below the industry forecast of +6.7%.

The full-year 2018 industry results were sales growth of +11.0%. TE's fiscal year ended with +14.8% growth. Amphenol's sales growth was +17.0%. Both company's projections include FX impact. Industry projections are going down each quarter based on harder comparisons to the prior year. Amphenol is forecasting the full-year 2019 to grow +0.8% to midpoint. TE is projecting their fiscal year 2019 to be down -2% to midpoint. Bishop is forecasting the industry to grow +4.3% in 2019.

Sales Results & 1Q19 Forecast Industry Vs. TE & Amphenol

