

# inTEST Corporation

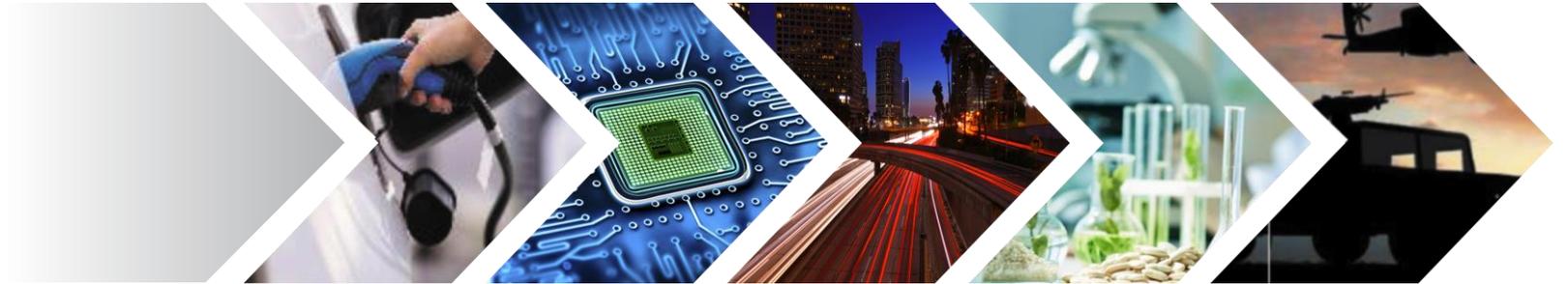
## Q1 2023 Financial Results Conference Call



**Nick Grant,  
President and  
CEO**



**Duncan Gilmour,  
CFO**



*May 5, 2023*

**inTEST**

## Forward-Looking Statements

This presentation includes forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, as amended. These statements do not convey historical information but relate to predicted or potential future events and financial results, such as statements of the Company's plans, strategies and intentions, or our future performance or goals, that are based upon management's current expectations. These forward-looking statements can often be identified by the use of forward-looking terminology such as "continue," "believe," "could," "expects," "may," "will," "should," "plan," "potential," "forecasts," "outlook," "anticipates," "targets," "estimates," or similar terminology. These statements are subject to risks and uncertainties that could cause actual results to differ materially from those expressed or implied by such statements. Such risks and uncertainties include, but are not limited to, any mentioned in this presentation as well as the Company's ability to execute on its 5-Point Strategy, achieve high single digit growth in 2023, realize the potential benefits of acquisitions and successfully integrate any acquired operations, grow the Company's presence in its key target and international markets, manage supply chain challenges, convert backlog to sales and to ship product in a timely manner; the success of the Company's strategy to diversify its markets; the impact of inflation on the Company's business and financial condition; indications of a change in the market cycles in the semi market or other markets served; changes in business conditions and general economic conditions both domestically and globally including rising interest rates and fluctuation in foreign currency exchange rates; changes in the demand for semiconductors; access to capital and the ability to borrow funds or raise capital to finance potential acquisitions or for working capital; changes in the rates and timing of capital expenditures by the Company's customers; and other risk factors set forth from time to time in the Company's Securities and Exchange Commission filings, including, but not limited to, the Annual Report on Form 10-K for the year ended December 31, 2022. Any forward-looking statement made by the Company in this presentation is based only on information currently available to management and speaks to circumstances only as of the date on which it is made. The Company undertakes no obligation to update the information in this presentation to reflect events or circumstances after the date hereof or to reflect the occurrence of anticipated or unanticipated events, except as required by law.

## Non-GAAP Financial Measures and Forward-Looking Non-GAAP Financial Measures

In addition to disclosing results that are determined in accordance with GAAP, we also disclose non-GAAP financial measures. These non-GAAP financial measures consist of adjusted net earnings, adjusted earnings per diluted share (adjusted EPS), adjusted EBITDA, adjusted EBITDA margin and free cash flow. The Company defines these non-GAAP measures as follows:

- Adjusted net earnings is derived by adding acquired intangible amortization, adjusted for the related income tax expense (benefit), to net earnings (loss).
- Adjusted earnings per diluted share (adjusted EPS) is derived by dividing adjusted net earnings by diluted weighted average shares outstanding.
- Adjusted EBITDA is derived by adding acquired intangible amortization, net interest expense, income tax expense, depreciation, and stock-based compensation expense to net earnings.
- Adjusted EBITDA margin is derived by dividing adjusted EBITDA by revenue.
- Free cash flow is derived by subtracting capital expenditures from net cash provided by or used in operating activities.

These results are provided as a complement to the results provided in accordance with GAAP. Adjusted net earnings and adjusted earnings per diluted share (adjusted EPS) are non-GAAP financial measures presented to provide investors with meaningful, supplemental information regarding our baseline performance before acquired intangible amortization charges as management believes this expense may not be indicative of our underlying operating performance. Adjusted EBITDA and adjusted EBITDA margin are non-GAAP financial measures presented primarily as a measure of liquidity as they exclude non-cash charges for acquired intangible amortization, depreciation and stock-based compensation. In addition, adjusted EBITDA and adjusted EBITDA margin also exclude the impact of interest income or expense and income tax expense or benefit, as management believes these expenses may not be indicative of our underlying operating performance. The non-GAAP financial measures presented in this presentation are used by management to make operational decisions, to forecast future operational results, and for comparison with our business plan, historical operating results and the operating results of our peers. Reconciliations from net earnings and earnings per diluted share (EPS) to adjusted net earnings and adjusted earnings per diluted share (adjusted EPS) and from net earnings to adjusted EBITDA and adjusted EBITDA margin, are contained in the tables below. Each of our non-GAAP measures have limitations as analytical tools. They should not be viewed in isolation or as a substitute for U.S. GAAP measures of earnings or cash flows. Limitations may include the cash portion of interest expense, income tax (benefit) provision, charges related to intangible asset amortization and stock-based compensation expense. These items could significantly affect our financial results. Management believes these Non-GAAP financial measures are important in evaluating our performance, results of operations, and financial position. We use non-GAAP financial measures to supplement our U.S. GAAP results in order to provide a more complete understanding of the factors and trends affecting our business. Adjusted net earnings, adjusted earnings per diluted share (adjusted EPS), adjusted EBITDA, and adjusted EBITDA margin are not alternatives to net earnings, earnings per diluted share or margin as calculated and presented in accordance with U.S. GAAP. As such, they should not be considered or relied upon as substitutes or alternatives for any such U.S. GAAP financial measure. We strongly urge you to review the reconciliations of adjusted net earnings, adjusted earnings per diluted share (adjusted EPS), adjusted EBITDA, and adjusted EBITDA margin along with our financial statements included elsewhere in this presentation. We also strongly urge you not to rely on any single financial measure to evaluate our business. In addition, because adjusted net earnings, adjusted earnings per diluted share (adjusted EPS), adjusted EBITDA, and adjusted EBITDA margin are not measures of financial performance under U.S. GAAP and are susceptible to varying calculations, the adjusted net earnings, adjusted earnings per diluted share (adjusted EPS), adjusted EBITDA, and adjusted EBITDA margin measures as presented in this presentation may differ from and may not be comparable to similarly titled measures used by other companies.

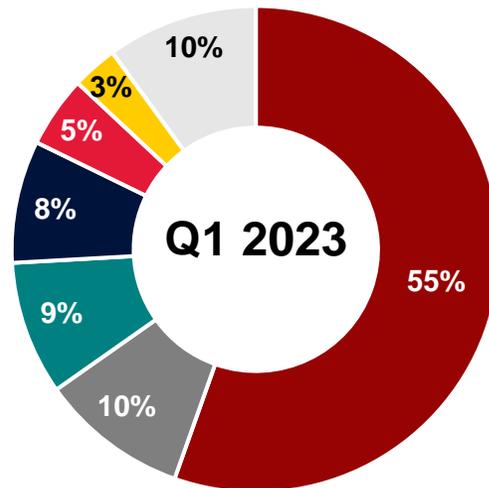
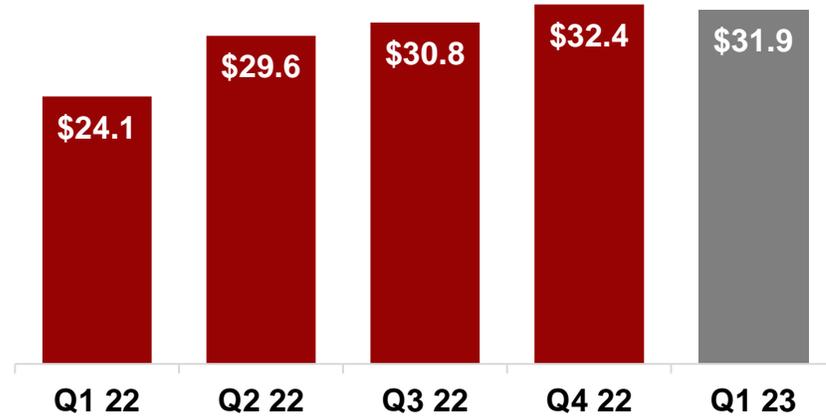
# Execution of 5-Point Strategy Driving Results

- Q1 revenue grew 32.5% y/y to \$31.9 million
  - Does not include any acquired revenue
- Demonstrating strong execution of 5-Point Strategy for Growth
  - Innovative solutions drive demand as new product introductions capture market share
  - Sales & marketing efforts expand geographic reach and broaden customer base
  - Continued growth with induction heating solutions for front-end semi silicon carbide (SiC) crystal growth and epitaxy applications
  - Favorable mix and pricing actions delivered strong results in quarter
- Q1 orders up 23.0% y/y on strong demand in semi, industrial, defense/aerospace, and life sciences markets. Q1 backlog remained strong at \$45.7 million
- Strengthening leadership team with new President of Environmental Technologies



# Revenue

(\$ in millions)

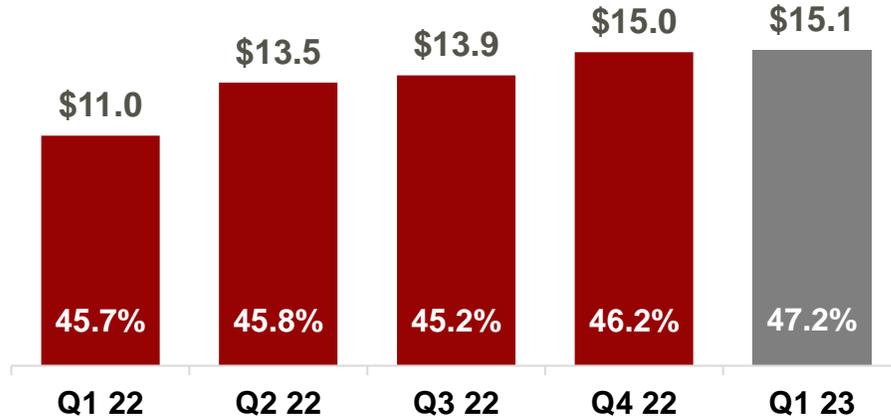


- Q1 revenue of \$31.9 million, up \$7.8 million, or 32.5% y/y
- Strong demand across most markets and technology offerings
  - Silicon carbide (SiC) crystal growth and epitaxy applications drove semi sales up 32.1%
- Despite modest sequential decline of 1.5%, revenue was at upper end of guidance range
  - Higher sales to defense/aero, industrial and life sciences offset declines in shipments to semi, auto/EV and other
  - Primarily due to timing of shipments

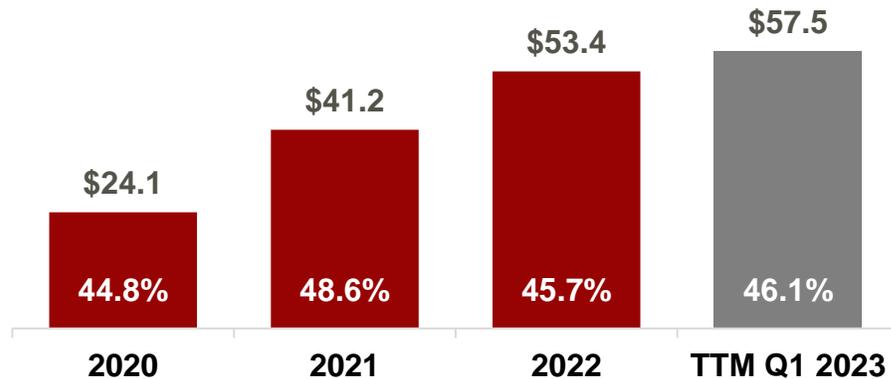
# Gross Profit and Margin

(\$ in millions)

## Quarters



## Years

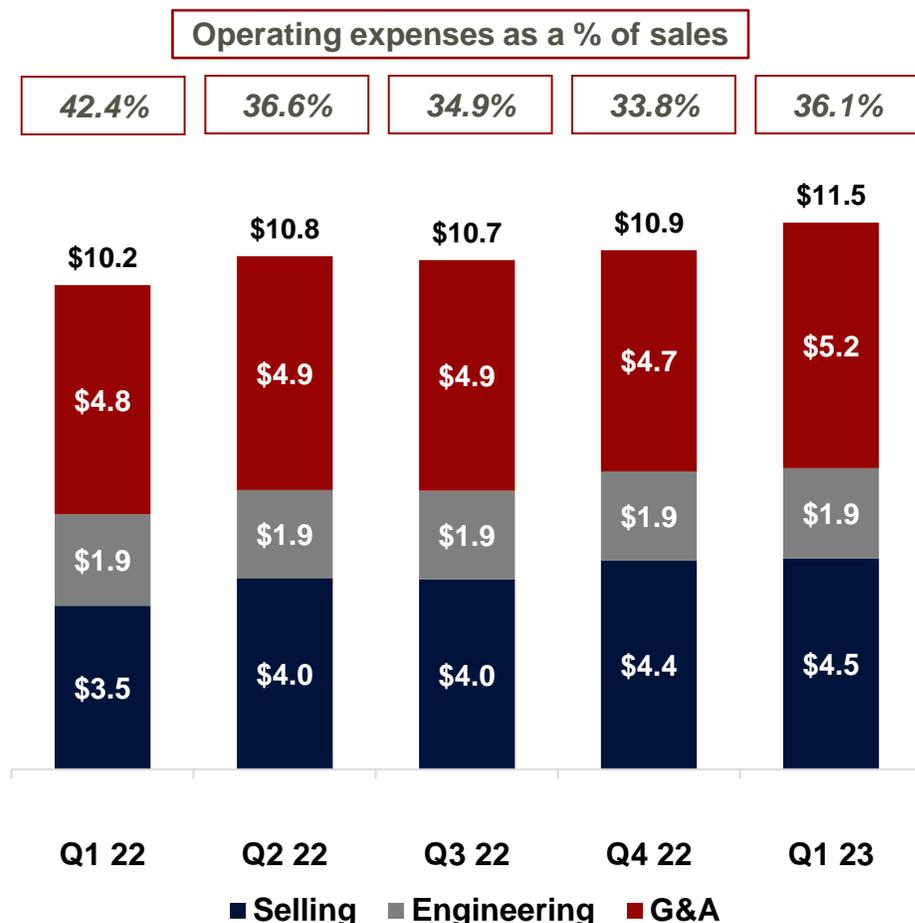


- Q1 margin of 47.2% improved 150 bp y/y and 100 bp sequentially
  - Q1 margin y/y reflects higher volume, better product mix and improved pricing
- Q1 gross profit increased \$4.0 million, or 36.7%, y/y and \$0.1 million sequentially to \$15.1 million
- TTM gross profit increased \$4.1 million
  - Reflects success at scaling business
  - Realizing benefits from pricing initiatives

# Operating Expenses

## Investing in people and marketing to support 5-Point Strategy for Growth

(\$ in millions)



NOTE: Components may not add up to totals due to rounding.

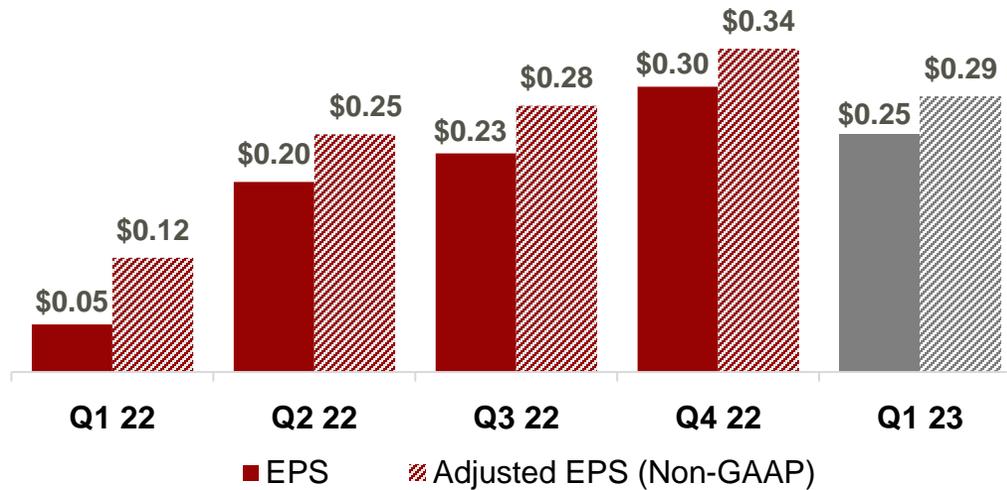
- As percent of revenue, operating expenses declined to 36.1% in Q1 2023 versus 42.4% in the prior year
- Q1 operating expenses up \$1.3 million y/y
  - Ongoing investment in sales & marketing
  - Higher than anticipated selling commissions and stock-based incentive compensation
  - Includes \$544,000 of pre-tax intangible asset amortization expense in Q1 2023 compared with \$782,000 in Q1 2022, and \$552,000 in Q4 2022
- Demonstrated strength of operating leverage

# Earnings and Adjusted EBITDA



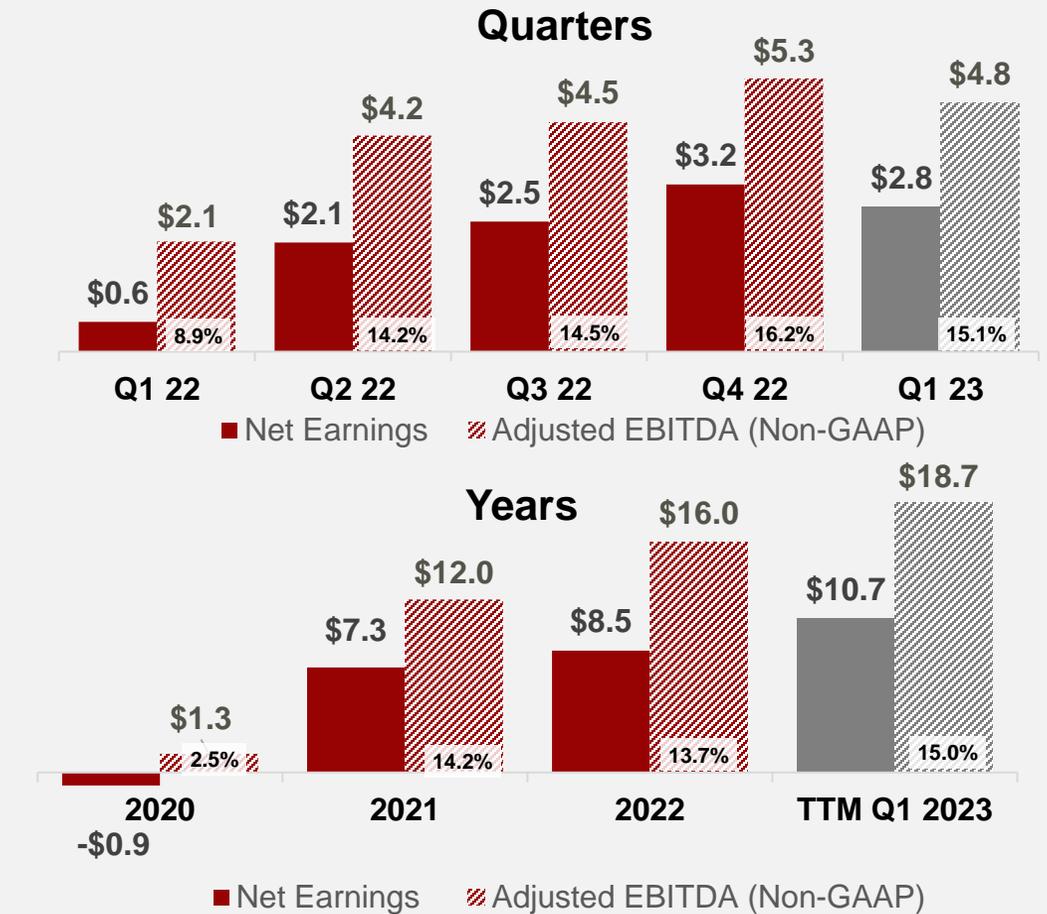
(\$ in millions, except per share data)

## EPS and Adjusted EPS (Non-GAAP)<sup>(1)</sup>



➤ Q1 2023 adjusted EPS (Non-GAAP) reflects \$452,000 (after tax) of acquired intangible amortization.

## Net Earnings and Adjusted EBITDA / Adjusted EBITDA Margin (Non-GAAP)<sup>(1)</sup>



(1) Adjusted EPS, adjusted EBITDA and adjusted EBITDA margin are non-GAAP financial measures. Further information can be found under "Non-GAAP Financial Measures and Forward-Looking Non-GAAP Financial Measures." See also the reconciliations of GAAP financial measures to non-GAAP financial measures that accompany this presentation.

# Capital Structure and Cash Flow



(\$ in millions)

Capitalization				
	3/31/23		12/31/22	
Cash and cash equivalents	\$	15.4	\$	13.4
Restricted cash	\$	0.5	\$	1.1
Total debt	\$	15.1	\$	16.1
Shareholders' equity	\$	68.5	\$	65.0
Total capitalization	\$	83.6	\$	81.1

Cash Flow	Three Months Ended		Year Ended
	3/31/23	3/31/22	12/31/22
Net cash provided by (used in) operating activities	\$ 2.5	\$ (2.8)	\$ (1.4)
Capital expenditures	(0.3)	(0.3)	(1.4)
<b>Free cash flow (FCF)<sup>(1)</sup> (Non-GAAP)</b>	<b>\$ 2.2</b>	<b>\$ (3.1)</b>	<b>\$ (2.8)</b>

- Generated \$2.5 million in cash from operations in Q1, up from \$2.3 million in the trailing quarter
- ~\$55.4 million in liquidity at year end
  - Includes \$15.4 million in cash (excludes restricted cash)
  - \$40 million loan capacity, including \$30 million delayed draw term loan, and the full \$10 million revolving credit line
- Measurable financial flexibility: Total debt / TTM adjusted EBITDA<sup>(1)</sup> leverage ratio was 0.81x

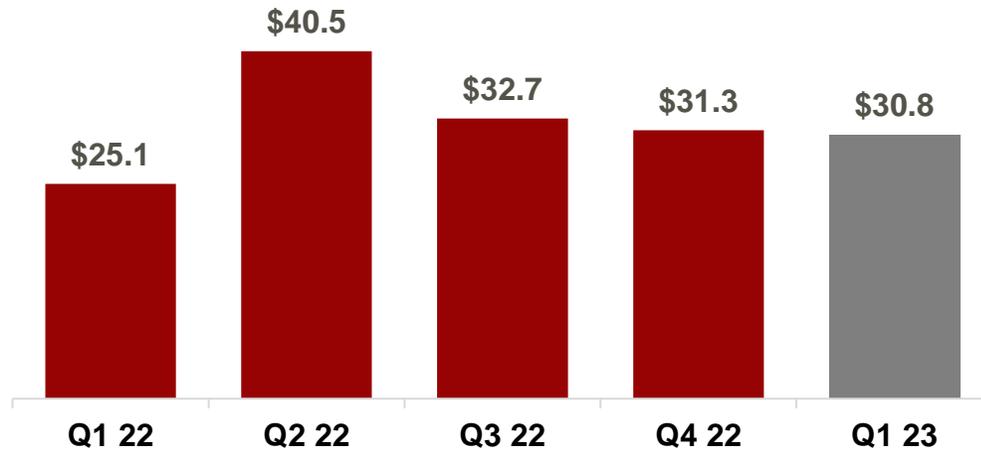
NOTE: Components may not add up to totals due to rounding.

(1) Free cash flow and adjusted EBITDA are non-GAAP financial measures. Further information can be found under "Non-GAAP Financial Measures and Forward-Looking Non-GAAP Financial Measures." See also the reconciliations of GAAP financial measures to non-GAAP financial measures that accompany this presentation.

# Orders and Backlog

(\$ in millions)

## Orders



## Backlog



- Q1 orders up 23.0% y/y with increases across most markets
- Sequentially, orders down modestly 1.6%
  - Strength in orders from both front-end and back-end semi, automotive/EV and industrial
  - Offset by softness in security, defense/aerospace, life sciences and other markets due to timing
- Backlog declined sequentially 2.3% mostly on variability in timing of orders and shipments
- Approximately 45%, or \$20.6 million, of backlog is expected to ship beyond Q2 2023

# Updating Outlook for 2023

## ➤ Second Quarter Outlook<sup>(1)</sup>

- Revenue: \$31 million to \$33 million
- Gross margin: ~46%
- Operating expenses: \$11.4 million to \$11.7 million
  - Amortization (after tax) ~\$450,000
- Interest expense: ~\$190,000
- Effective tax rate: 16% to 17%
- EPS: \$0.21 to \$0.26
- Adjusted EPS (Non-GAAP)<sup>(2)</sup>: \$0.25 to \$0.30

## ➤ Updated Full Year 2023 Outlook<sup>(1)</sup>

- Revenue: \$125 million to \$130 million
- Gross margin: 46% to 47%
- Operating expenses: \$45 million to \$47 million
  - Amortization (after tax) ~\$1.7 million
- Effective tax rate: 16% to 17%
- Capital expenditures: 1% to 2% of sales



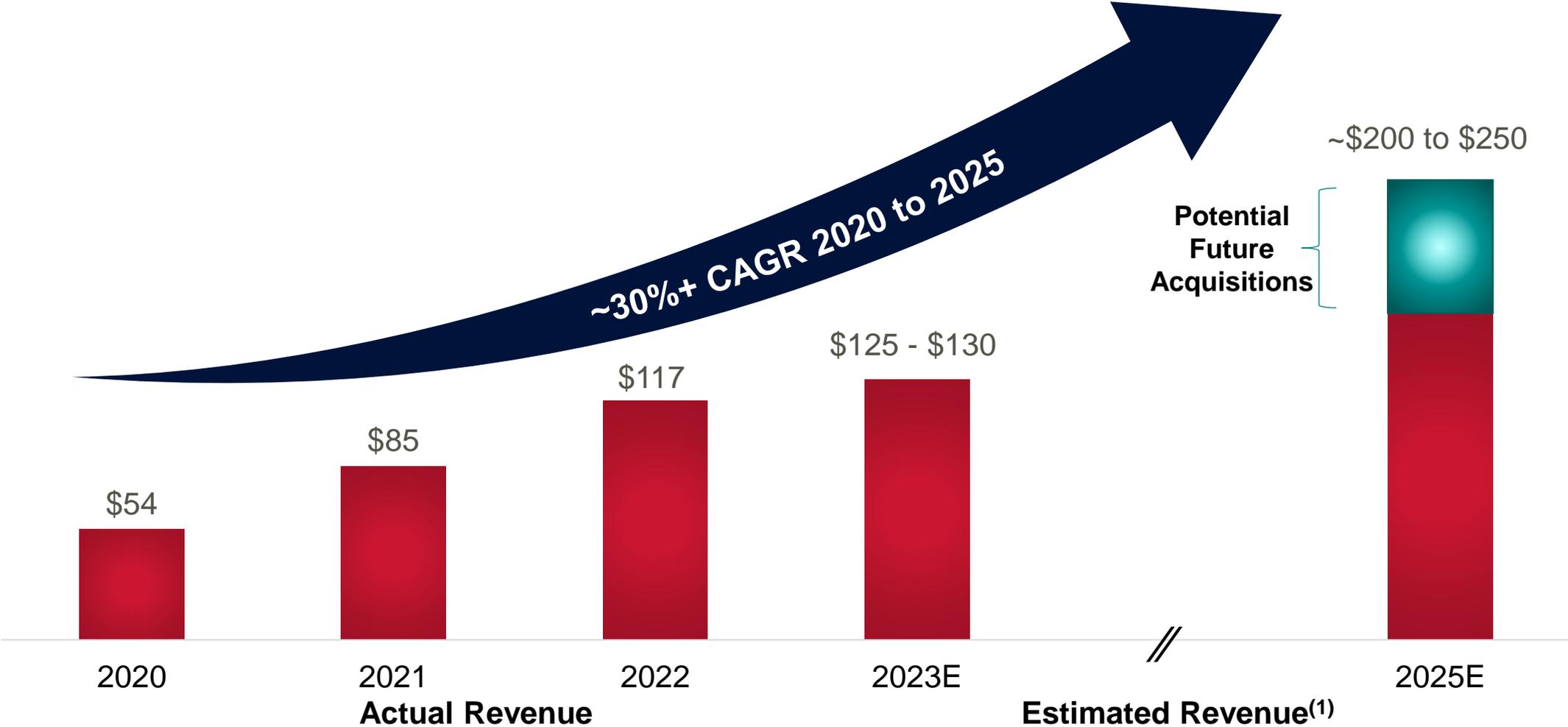
(1) Guidance provided May 5, 2023. The foregoing guidance is based on management's current views with respect to operating and market conditions and customers' forecasts. It also assumes macroeconomic conditions remain unchanged through the end of the year. Actual results may differ materially from what is provided here today as a result of, among other things, the factors described under "Forward-Looking Statements" on slide 2.

(2) Adjusted EPS is a non-GAAP financial measure. Further information can be found under "Non-GAAP Financial Measures and Forward-Looking Non-GAAP Financial Measures." See also the reconciliations of GAAP financial measures to non-GAAP financial measures that accompany this presentation.

# Executing to Plan



(\$ in millions)



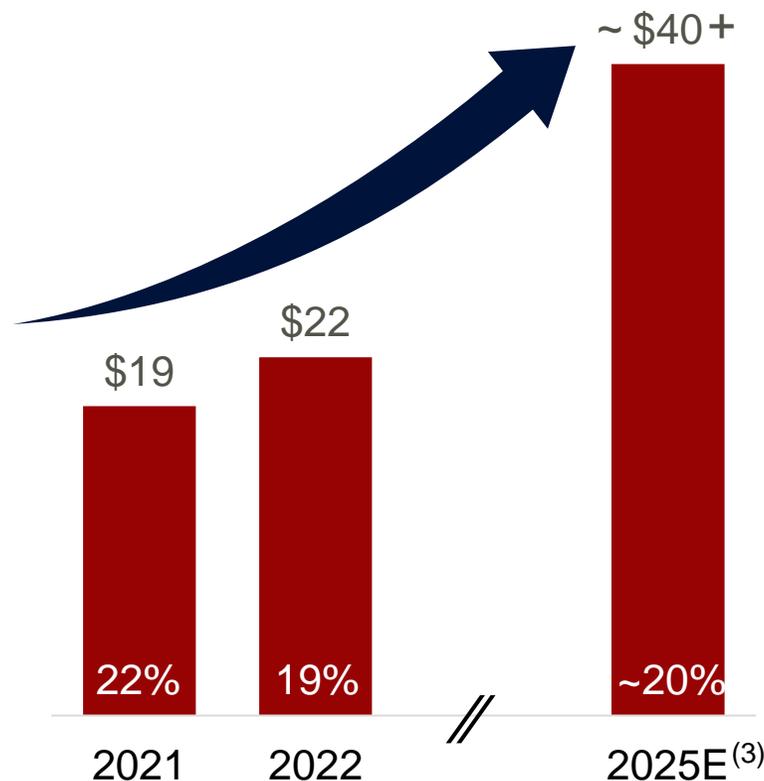
(1) Estimated 2025 revenue, including estimated revenue from future potential acquisitions, is based on management's current views with respect to operating and market conditions and customers' forecasts. It also assumes macroeconomic conditions remain unchanged through the end of the year, and that suitable acquisition targets are identified and can be effectively integrated into the Company's operations. Actual results may differ materially from what is provided here today as a result of, among other things, the factors described under "Forward-Looking Statements" above.

# Driving Scale to Deliver Growth in Earnings

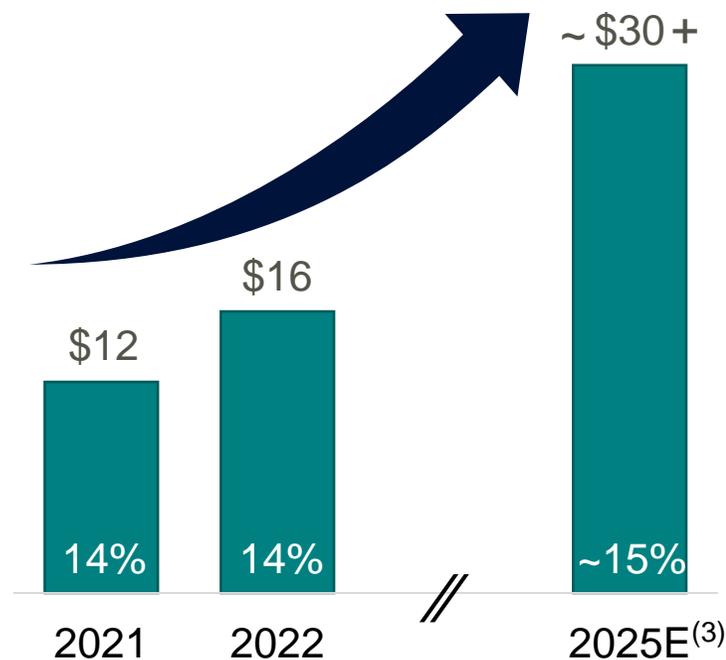


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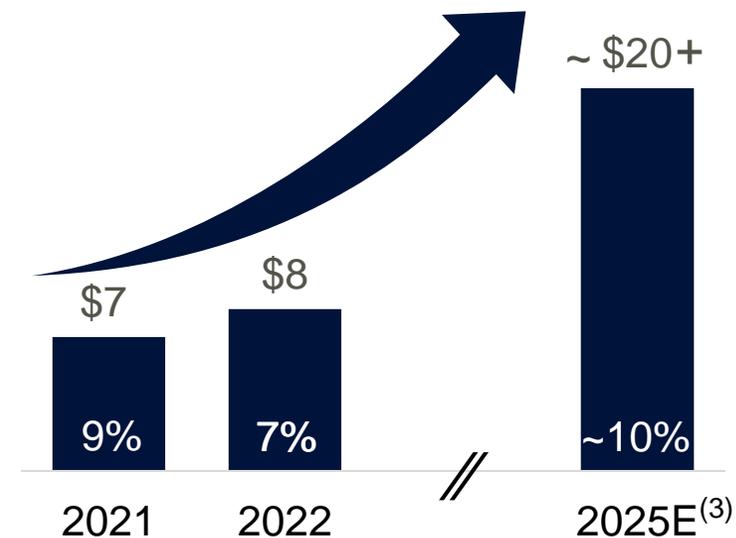
## Division Operating Income<sup>(1)</sup>



## Adjusted EBITDA<sup>(2)</sup>



## Net Earnings



(1) See segment reporting information on slide 20.

(2) Adjusted EBITDA is a non-GAAP financial measure. Further information can be found under "Non-GAAP Financial Measures and Forward-Looking Non-GAAP Financial Measures." See also the reconciliations of GAAP financial measures to non-GAAP financial measures that accompany this presentation. For forward-looking adjusted EBITDA, the reconciliation is unavailable without unreasonable effort.

(3) Estimated 2025 division operating income, estimated 2025 adjusted EBITDA and estimated 2025 net income, together with their respective percentages as a function of estimated 2025 revenue, is based on management's current views with respect to operating and market conditions and customers' forecasts. It also assumes macroeconomic conditions remain unchanged through the end of the year, and that suitable acquisition targets are identified and can be effectively integrated into the Company's operations. Actual results may differ materially from what is provided here today as a result of, among other things, the factors described under "Forward-Looking Statements" above.

# Execution on Track with Plan

-  **Strong demand for inTEST's innovative technologies and engineering expertise**
-  **Diversified end markets with strong secular growth drivers**
-  **Growing customer base, deepening customer reach and expanding geographically**
-  **Financial flexibility to execute growth strategy**
-  **Executing 5-Point Strategy and delivering results**

# Conference Call Playback Info



- Replay Number: (412) 317-6671 passcode: 13737864
- Telephone replay available through May 12, 2023
- Webcast / Presentation / Replay available at [www.intest.com/investor-relations](http://www.intest.com/investor-relations)
- Transcript, when available, at [www.intest.com/investor-relations](http://www.intest.com/investor-relations)

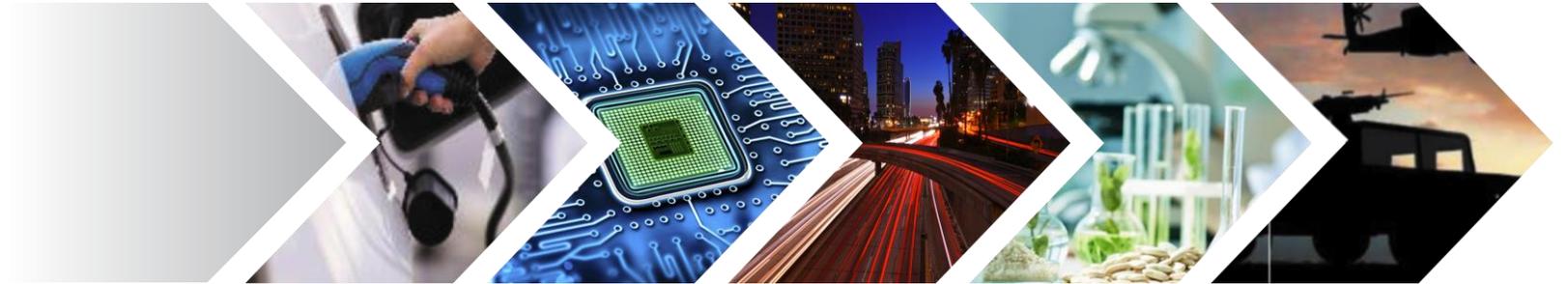
## Upcoming Events

- May 10, 2023 EF Hutton Inaugural Global Conference in New York

# inTEST Corporation

## Q1 2023 Financial Results Conference Call

*Supplemental Information*



*May 5, 2023*

**inTEST**

## Reconciliation of Net Earnings to Adjusted Net Earnings (Non-GAAP) and Earnings Per Share – Diluted to Adjusted Earnings Per Share – Diluted (Non-GAAP)

(\$ in thousands, except per share amounts)

	Three Months Ended					Years Ended	
	3/31/2022	6/30/2022	9/30/2022	12/31/2022	3/31/2023	12/31/2021	12/31/2022
Net earnings	\$ 577	\$ 2,116	\$ 2,524	\$ 3,244	\$ 2,817	\$ 7,283	\$ 8,461
Acquired intangible amortization	782	765	595	552	544	1,440	2,694
Tax adjustments	(93)	(162)	(103)	(89)	(92)	(22)	(447)
Adjusted net earnings (Non-GAAP)	\$ 1,266	\$ 2,719	\$ 3,016	\$ 3,707	\$ 3,269	\$ 8,701	\$ 10,708
Diluted weighted average shares outstanding	10,843	10,815	10,865	10,928	11,089	10,730	10,863
Net earnings per share – diluted:							
Net earnings	\$ 0.05	\$ 0.20	\$ 0.23	\$ 0.30	\$ 0.25	\$ 0.68	\$ 0.78
Acquired intangible amortization	0.08	0.07	0.06	0.05	0.05	0.13	0.25
Tax adjustments	(0.01)	(0.02)	(0.01)	(0.01)	(0.01)	-	(0.04)
Adjusted net earnings per share – diluted (Non-GAAP)	\$ 0.12	\$ 0.25	\$ 0.28	\$ 0.34	\$ 0.29	\$ 0.81	\$ 0.99

## Reconciliation of Net Earnings to Adjusted EBITDA (Non-GAAP) and Adjusted EBITDA Margin (Non-GAAP)

(\$ in thousands)

	Three Months Ended				
	3/31/2022	6/30/2022	9/30/2022	12/31/2022	3/31/2023
Net earnings	\$ 577	\$ 2,116	\$ 2,524	\$ 3,244	\$ 2,817
Acquired intangible amortization	782	765	595	552	544
Interest expense	137	133	166	164	169
Income tax expense	78	454	515	637	577
Depreciation	188	174	203	245	245
Non-cash stock-based compensation	372	551	450	414	474
Adjusted EBITDA (Non-GAAP)	\$ 2,134	\$ 4,193	\$ 4,453	\$ 5,256	\$ 4,826
Revenue	24,081	29,571	30,771	32,405	31,919
Adjusted EBITDA margin (Non-GAAP)	8.9%	14.2%	14.5%	16.2%	15.1%

## Reconciliation of Net Earnings to Adjusted EBITDA (Non-GAAP) and Adjusted EBITDA Margin (Non-GAAP)

(\$ in thousands)

	Years Ended December 31,			
	2019	2020	2021	2022
Net earnings (loss)	\$ 2,322	\$ (895)	\$ 7,283	\$ 8,461
Acquired intangible amortization	1,257	1,233	1,440	2,694
Interest expense	-	33	89	600
Income tax expense (benefit)	282	(336)	1,119	1,684
Depreciation	685	630	666	810
Non-cash stock-based compensation	884	671	1,450	1,787
Adjusted EBITDA (Non-GAAP)	\$ 5,430	\$ 1,336	\$ 12,047	\$ 16,036
Revenue	60,660	53,823	84,878	116,828
Adjusted EBITDA margin (Non-GAAP)	9.0%	2.5%	14.2%	13.7%

## Reconciliation of Second Quarter 2023 Estimated Earnings Per Share – Diluted to Estimated Adjusted Earnings Per Share – Diluted (Non-GAAP)

	<u>Low</u>	<u>High</u>
Estimated earnings per share – diluted	\$ 0.21	\$ 0.26
Estimated acquired intangible amortization	0.05	0.05
Estimated tax adjustments	(0.01)	(0.01)
Estimated adjusted earnings per share – diluted (Non-GAAP)	<u>\$ 0.25</u>	<u>\$ 0.30</u>

# Segment Reporting

(\$ in thousands)

	Quarter Ended					Year Ended								
	<u>3/31/2022</u>	<u>6/30/2022</u>	<u>9/30/2022</u>	<u>12/31/2022</u>	<u>3/31/2023</u>	<u>12/31/2021</u>	<u>12/31/2022</u>							
Electronic Test	\$ 8,778	\$ 9,797	\$ 10,408	\$ 11,236	\$ 10,371	\$ 32,509	\$ 40,219							
Environmental Technologies	6,993	7,507	7,631	8,041	8,042	26,896	30,172							
Process Technologies	8,310	12,267	12,732	13,128	13,506	25,473	46,437							
<b>Total Revenue</b>	<u>\$ 24,081</u>	<u>\$ 29,571</u>	<u>\$ 30,771</u>	<u>\$ 32,405</u>	<u>\$ 31,919</u>	<u>\$ 84,878</u>	<u>\$ 116,828</u>							
		<b>% of</b>												
		<b>divisional</b>												
		<b>revenue</b>												
Electronic Test	\$ 1,887	21%	\$ 2,193	22%	\$ 2,406	23%	\$ 3,445	31%	\$ 2,578	25%	\$ 10,926	34%	\$ 9,931	25%
Environmental Technologies	802	11%	1,070	14%	1,021	13%	924	11%	1,013	13%	4,236	16%	3,817	13%
Process Technologies	730	9%	2,569	21%	2,465	19%	2,466	19%	2,676	20%	3,819	15%	8,230	18%
<b>Total income from divisional operations</b>	3,419	14%	5,832	20%	5,892	19%	6,835	21%	6,267	20%	18,981	22%	21,978	19%
Corporate expense	(1,835)		(2,339)		(2,138)		(2,251)		(2,205)		(9,082)		(8,563)	
Acquired intangible amortization	(782)		(765)		(595)		(552)		(544)		(1,440)		(2,694)	
Other income (expense)	(147)		(158)		(120)		(151)		(124)		(57)		(576)	
<b>Earnings before income tax expense</b>	<u>\$ 655</u>		<u>\$ 2,570</u>		<u>\$ 3,039</u>		<u>\$ 3,881</u>		<u>\$ 3,394</u>		<u>\$ 8,402</u>		<u>\$ 10,145</u>	