## Third Quarter 2022 Financial Results

October 25, 2022

Celestica

## Cautionary Note Regarding Forward- Looking Statements



 similar expressions, or may employ such future or conditional verbs as "may," "might," "will," "could," "Should," or "Would," or may otherwise be
for forward-looking statements contained in the U.S. Private Securities Litigation Reform Act of 1995 and applicable Canadian securities laws.















 under any NCIB; the impact of climate change; and our ability to achieve our environmental, social and governance (ESG) initiative goals, inc/uding with respect to climate change and greenhouse gas emissions reduction.
 commission, and as applicable, the Canadian Securities Administrators.







 and we disclaim any intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as required by applicable law.

All forward-looking statements attributable to us are expressly qualified by these cautionary statements

## NOTE REGARDING NON-IFRS FINANCIAL MEASURES


 financial measures may vary materially from the corresponding IFRS financial measures.

## CEO Remarks

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## Updated Annual Outlook ${ }^{1}$

| \$US | 2020 Actual | 2021 Actual | 2022 Outlook | 2023 Outlook |
| :---: | :---: | :---: | :---: | :---: |
| Revenue outlook | \$5.75B | \$5.64B | $\$ 7.08 \mathrm{~B}$ to $\$ 7.23 \mathrm{~B}^{2}$ <br> (Mid-point: \$7.16B) | At least \$7.50B |
| Non-IFRS operating margin | 3.5\% | 4.2\% | 4.9\% ${ }^{3}$ | 4.5\% to 5.5\% |
| Non-IFRS Adjusted EPS | \$0.98 | \$1.30 | $\$ 1.83 \text { to } \$ 1.89^{2}$ <br> (Mid-point: \$1.86) | \$1.95 to \$2.05 |
| \$US | 2020 Actual | 2021 Actual |  |  |
| Earnings from Operations as a Percentage of Revenue ${ }^{4}$ | 2.2\% | 3.0\% |  |  |
| EPS - diluted | \$0.47 | \$0.82 |  |  |

[^0][^1]
## Q3 2022 Highlights

| \$US | Q3 2022 | Comments |
| :---: | :---: | :---: |
| Revenue | \$1.92B | Aggregate 31\% YTY Increase; <br> 30\% YTY Increase in ATS <br> 32\% YTY Increase in CCS |
| Non-IFRS Operating Margin ${ }^{1,2}$ | 5.1\% | Up 0.9\% YTY |
| Non-IFRS Adjusted EPS - diluted ${ }^{1}$ | \$0.52 | Up 17 cents YTY |
| IFRS financial measures <br> (Directly comparable to non-IFRS financial measures above) | Q3 2022 | Comments |
| Earnings from Operations as a Percentage of Revenue ${ }^{2}$ | 4.1\% | Up 0.6\% YTY |
| EPS - diluted | \$0.37 | Up 9 cents YTY |

[^2]
## ATS ${ }^{1}$ and CCS ${ }^{2}$ Segment Revenue and Profitability

Q3 2021 Revenue ${ }^{4}$


Q3 2022 Revenue ${ }^{5}$


Q3 $2021 \%$ of Total Segment Income Q3 $2022 \%$ of Total Segment Income


| Q3 2022 <br> Revenue \$ | Sequential | Year over Year |
| :---: | :---: | :---: |
| ATS | Up 10\% | Up 30\% |
| CCS | Up 13\% | Up 32\% |
| Communications | Up 22\% | Up 42\% |
| Enterprise ${ }^{3}$ | Down 3\% | Up 13\% |


| Segment Income ${ }^{6} \$$ | Q3 2021 | Q3 2022 |
| :---: | :---: | :---: |
| ATS | 25.1M | 38.0M |
| CCS | 36.2M | 60.2M |


| Segment <br> Margin | Q3 2021 | Q3 2022 |
| :---: | :---: | :---: |
| ATS | $4.3 \%$ | $5.0 \%$ |
| CCS | $4.1 \%$ | $5.2 \%$ |

[^3]
## Q3 2022 Highlights ${ }^{1}$

| \$US Millions (Except for per share amounts and \%) | Q3 2022 | B/(W) QTQ (vs. Q2 2022) | B/(W) YTY (vs. Q3 2021) |
| :---: | :---: | :---: | :---: |
| Revenue | \$1,923 | \$206 | \$456 |
| Non-IFRS Adjusted Gross Margin | 8.9\% | (0.1\%) | 0.1\% |
| Non-IFRS Adjusted SG\&A | \$60.9 | \$2.2 | (\$4.4) |
| Non-IFRS Operating Earnings (adjusted EBIAT) ${ }^{2}$ | \$98.2 | \$15.5 | \$36.9 |
| Non-IFRS Operating Margin ${ }^{2}$ | 5.1\% | 0.3\% | 0.9\% |
| Non-IFRS Adjusted Effective Tax Rate | 21\% | 1\% | (2\%) |
| Non-IFRS Adjusted Net Earnings | \$63.6 | \$9.4 | \$20.2 |
| Non-IFRS Adjusted EPS - diluted | \$0.52 | \$0.08 | \$0.17 |
| Non-IFRS Adjusted ROIC ${ }^{3}$ | 19.2\% | 3.0\% | 4.0\% |
| IFRS financial measures (Directly comparable to non-IFRS financial measures above) | Q3 2022 | $\mathrm{B} / \mathrm{W}) \mathrm{QTQ}$ (vs. Q2 2022) | B/(W) YTY (vs. Q3 2021) |
| Gross Margin | 8.7\% | 0.0\% | 0.2\% |
| SG\&A | \$66.1 | \$4.9 | (\$4.1) |
| Earnings from Operations ${ }^{2}$ | \$78.4 | \$15.7 | \$26.7 |
| Earnings from Operations as a Percentage of Revenue ${ }^{2}$ | 4.1\% | 0.4\% | 0.6\% |
| Effective Tax Rate | 25\% | 3\% | (5\%) |
| Net Earnings | \$45.7 | \$10.1 | \$10.5 |
| EPS - diluted | \$0.37 | \$0.08 | \$0.09 |
| IFRS ROIC ${ }^{3}$ | 15.3\% | 3.0\% | 2.5\% |

[^4]Working Capital / Capex / Non-IFRS Adjusted Free Cash Flow ${ }^{1}$

| Q3 2022 (\$US) |  |  |
| :---: | :---: | :---: |
| 3.2 inventory turns ${ }^{2}$ | $\Rightarrow$ | Inventory turns increased by 0.1 x sequentially (Inventory up $\$ 920 \mathrm{M}$ YTY and up $\$ 218 \mathrm{M}$ sequentially) |
| \$38.7 Capex | $\Rightarrow$ | 2.0\% of Revenue |
| \$7.4M Non-IFRS Adjusted Free Cash Flow ${ }^{1}$ \$74.4M IFRS Cash Provided by Operations | $\Rightarrow$ | Achieved positive non-IFRS adjusted free cash flow for the $15^{\text {th }}$ consecutive quarter |

## Cash Cycle Days

|  | Q3 2021 | Q2 2022 | Q3 2022 |
| :--- | :---: | :---: | :---: |
| Days in A/R | 3 | 69 | 65 |
| Days in Inventory |  |  |  |
| Days in A/P |  |  |  |
| Days in Cash Deposits ${ }^{3,4}$ | 89 | 118 | 115 |
| Cash Cycle Days | $(70)$ | $(85)$ | $(78)$ |

[^5]
## Balance Sheet

| sus | At September 30, 2022 |
| :---: | :---: |
| Cash and cash equivalents | \$363M |
| Revolver (exesuding cas) | - |
| Term Loans | \$647M |
| Net Debt: \$284M |  |
|  |  |
|  |  |
|  |  |

[^6]
## Q4 2022 Guidance ${ }^{1}$

| \$US |
| :--- |
| Revenue |
| Non-IFRS Operating Margin |
| Non-IFRS Adjusted EPS - diluted |
| Non-IFRS Adjusted SG\&A |

## Q4 2022 Non-IFRS Tax Rate Estimate ${ }^{1}$

Non-IFRS Adjusted Effective Tax Rate of approximately $21 \%^{2}$

[^7]
## Q4 2022 End Market Revenue Outlook ${ }^{1}$

| Year-over-Year Revenue \% Change |
| :--- |
| ATS $^{2}$ |
| Increase mid-twenties |
| Communications |
| Enterprise ${ }^{3}$ |
| Increase low-thirties |
| Increase mid-twenties |

${ }^{2}$ ATS consists of A\&D, Industrial, HealthTech, and Capital Equipment.
${ }^{3}$ Enterprise consists of Servers and Storage.

Higher Lifecycle Solutions revenue (non-IFRS) ${ }^{1}$ concentration is enabling long term profitable growth

Lifecycle Solutions


- Long program lifecycles
- Extensive patent portfolio
- Highly regulated
- Product roadmaps
- High reliability applications
- Ecosystem of partnerships
- Supports our customers across the product lifecycle
- Strong anticipated growth

Lifecycle Solutions Revenue (non-IFRS) ${ }^{1}$ as \% of Total


Lifecycle Solutions comprises $67 \%$ of CLS Consolidated Revenue for the 9 months ended September 30, 2022 (YTD 2022)

- $10 \%$ growth CAGR² from 2017 to 2021
- Higher concentration, enabled by $30 \%$ or more growth compared to 2021, is anticipated in 2022
- Accretive margins


## Business Outlook and Concluding Remarks



## Q\&A

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## Appendix

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# Segment Income and Margin¹ 


*Refers to notes to our Q3 2022 unaudited interim condensed consolidated financial statements (Q3 2022 Interim Financial Statements)

[^8]
## Non-IFRS Supplementary Information




 that impact our core operations












 related to acquisitions, and certain other tax costs or recoveries related to restructuring actions or restructured sites), quantified on slide 22.






 these limitations primarily by issuing IFRS results to show a complete picture of our performance, and reconciling non-IFRS financial measures back to the most directly comparable financial measures determined under IFRS.

The economic substance of the exclusions described above (where applicable to the periods presented) and management's rationale for excluding them from non-IFRS financial measures is provided below:

 granting patterns and types of equity awards, and who may use different valuation assumptions than we do.
 believe that excluding these charges permits a better comparison of core operating results with those of our competitors who also generally exclude amortization charges in assessing operating performance.



 the determination of non-IFRS adjusted free cash flow, because we believe that excluding these costs provides useful insight for assessing the performance of our core operations.
 operating performance.

## IFRS to non-IFRS Reconciliation*

| IFRS | Revenue | Q4 2020 |  | 012021 |  | Q2 2021 |  | Q3 2021 |  | Q4 2021 |  | Q1 2022 |  | Q2 2022 |  | Q3 2022 |  | YTD 2022 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | \$ 1,386.6 | \$ | 1,234.9 | \$ | 1,420.3 | \$ | 1,467.4 | \$ | 1,512.1 | \$ | 1,566.9 | \$ | 1,717.2 | \$ | 1,923.3 | \$ | 5,207.4 |
|  | Net earnings (loss) |  | 20.1 |  | 10.5 |  | 26.3 |  | 35.2 |  | 31.9 |  | 21.8 |  | 35.6 |  | 45.7 |  | 103.1 |
|  | Earnings (loss) per share - diluted |  | \$ 0.16 | \$ | 0.08 | \$ | 0.21 | \$ | 0.28 | \$ | 0.26 | \$ | 0.17 | \$ | 0.29 | \$ | 0.37 | \$ | 0.83 |
|  | W.A. \# of shares (in millions), on a diluted basis, used to determine IFRS earnings (loss) per share and non-IFRS adjusted EPS |  | 129.1 |  | 129.0 |  | 127.6 |  | 125.5 |  | 124.8 |  | 124.7 |  | 124.0 |  | 123.2 |  | 124.0 |
|  | Actual \# of shares o/s (in millions) as of period end |  | 129.1 |  | 128.4 |  | 126.8 |  | 124.7 |  | 124.7 |  | 124.1 |  | 123.2 |  | 122.6 |  | 122.6 |
| Non-IFRS adjusted gross profit | IFRS gross profit | \$ | \$ 113.8 | \$ | 101.5 | \$ | 118.0 | \$ | 125.4 | \$ | 142.1 | \$ | 132.5 | \$ | 149.9 | \$ | 167.7 | \$ | 450.1 |
|  | As a percentage of revenue |  | 8.2\% |  | 8.2\% |  | 8.3\% |  | 8.5\% |  | 9.4\% |  | 8.5\% |  | 8.7\% |  | 8.7\% |  | 8.6\% |
|  | Employee stock-based compensation expense |  | 2.2 |  | 4.9 |  | 1.4 |  | 3.1 |  | 3.6 |  | 5.6 |  | 5.3 |  | 3.8 |  | 14.7 |
|  | Non-IFRS adjusted gross profit |  | \$ 116.0 | \$ | 106.4 | \$ | 119.4 | \$ | 128.5 | \$ | 145.7 | \$ | 138.1 | \$ | 155.2 | \$ | 171.5 | \$ | 464.8 |
|  | As a percentage of revenue |  | 8.4\% |  | 8.6\% |  | 8.4\% |  | 8.8\% |  | 9.6\% |  | 8.8\% |  | 9.0\% |  | 8.9\% |  | 8.9\% |
| Non-IFRS SG\&A | IFRS SG\&A <br> As a percentage of revenue <br> Employee stock-based compensation expense Non-IFRS SG\&A <br> As a percentage of revenue | \$ | 59.4 | \$ | 58.8 | \$ | 58.8 | \$ | 62.0 | \$ | 65.5 | \$ | 65.7 | \$ | 71.0 | \$ | 66.1 | \$ | 202.8 |
|  |  |  | 4.3\% |  | 4.8\% |  | 4.1\% |  | 4.2\% |  | 4.3\% |  | 4.2\% |  | 4.1\% |  | 3.4\% |  | 3.9\% |
|  |  |  | (2.9) |  | (5.2) |  | (4.1) |  | (5.5) |  | (5.6) |  | (9.0) |  | (7.9) |  | (5.2) |  | (22.1) |
|  |  |  | \$ 56.5 | \$ | 53.6 | \$ | 54.7 | \$ | 56.5 | \$ | 59.9 | \$ | 56.7 | \$ | 63.1 | \$ | 60.9 | \$ | 180.7 |
|  |  |  | 4.1\% |  | 4.3\% |  | 3.9\% |  | 3.9\% |  | 4.0\% |  | 3.6\% |  | 3.7\% |  | 3.2\% |  | 3.5\% |
| Non-IFRS operating earnings (adjusted EBIAT) ${ }^{(1)}$ and non-IFRS adjusted EBITDA ${ }^{(2)}$ | IFRS Earnings from operations <br> As a percentage of revenue <br> Other Charges (recoveries) <br> Employee stock-based compensation expense <br> Amortization of intangible assets (excluding computer software) <br> Non-IFRS adjusted EBIAT <br> As a percentage of revenue <br> Depreciation expense under IFRS16 Depreciation expense (Property, plant, equipment and computer software) Non-IFRS adjusted EBITDA <br> As a percentage of revenue | \$ | 35.5 | \$ | 23.7 | \$ | 42.4 | \$ | 51.7 | \$ | 49.9 | \$ | 40.6 | \$ | 62.7 | \$ | 78.4 | \$ | 181.7 |
|  |  |  | 2.6\% |  | 1.9\% |  | 3.0\% |  | 3.5\% |  | 3.3\% |  | 2.6\% |  | 3.7\% |  | 4.1\% |  | 3.5\% |
|  |  |  | 4.5 |  | 4.6 |  | 2.2 5 |  | (3.9) |  | 7.4 |  | 4.8 |  | (2.5) |  | 1.6 |  | 3.9 |
|  |  |  | 5.1 |  | 10.1 |  | 5.5 |  | 8.6 |  | 9.2 |  | 14.6 |  | 13.2 |  | 9.0 |  | 36.8 |
|  |  |  | $\begin{array}{r}4.9 \\ \hline\end{array}$ | \$ | 4.9 | \$ | 4.9 | \$ | 4.9 | \$ | 7.8 | \$ | $\begin{array}{r}9.3 \\ 693 \\ \hline\end{array}$ | \$ | 9.3 | s | 9.2 | s | 27.8 |
|  |  |  | 3.6\% |  | 3.5\% |  | 3.9\% |  | 4.2\% |  | 4.9\% |  | 4.4\% |  | 4.8\% |  | 5.1\% |  | 4.8\% |
|  |  |  | 7.6 |  | 7.7 |  | 7.7 |  | 8.0 |  | 8.6 |  | 8.5 |  | 8.9 |  | 8.9 |  | 26.3 |
|  |  |  | 18.3 |  | 17.7 |  | 18.0 |  | 17.7 |  | 18.4 |  | 18.1 |  | 17.6 |  | 17.5 |  | 53.2 |
|  |  | \$ | 75.9 | \$ | 68.7 | \$ | 80.7 | \$ | 87.0 | \$ | 101.3 | \$ | 95.9 | \$ | 109.2 | \$ | 124.6 | \$ | 329.7 |
|  |  |  | 5.5\% |  | 5.6\% |  | 5.7\% |  | 5.9\% |  | 6.7\% |  | 6.1\% |  | 6.4\% |  | 6.5\% |  | 6.3\% |
| Non-IFRS Adjusted Debt Leverage Ratio Reconciliation | Borrowings under the Revolver** Borrowings under the Term Loans Gross Debt <br> TTM earnings from operations ${ }^{(3)}$ Gross debt to TTM earnings from operations (IFRS debt leverage ratio) <br> Non-IFRS TTM adjusted EBITDA ${ }^{(3)}$ <br> Gross debt to non-IFRS TTM adjusted EBITDA <br> (non-IFRS adjusted debt leverage ratio) |  |  |  |  |  |  | \$ | 4 | \$ | - | \$ | - 6 | \$ | - ${ }^{-13}$ | \$ | $\stackrel{-7}{64}$ |  |  |
|  |  |  |  |  |  |  |  |  | 440.4 |  | 660.4 |  | 655.8 |  | 651.3 |  | 646.7 6467 |  |  |
|  |  |  |  |  |  |  |  | \$ | 440.4 | \$ | 660.4 | \$ | 655.8 | \$ | 651.3 | \$ | 646.7 |  |  |
|  |  |  |  |  |  |  |  | \$ | 153.3 | \$ | 167.7 | \$ | 184.6 | \$ | 204.9 | \$ | 231.6 |  |  |
|  |  |  |  |  |  |  |  |  | 2.9x |  | 3.9x |  | 3.6x |  | 3.2x |  | 2.8 x |  |  |
|  |  |  |  |  |  |  |  | \$ | 312.3 | \$ | 337.7 | \$ | 364.9 | \$ | 393.4 | \$ | 431.0 |  |  |
|  |  |  |  |  |  |  |  |  | 1.4x |  | 2.0x |  | 1.8x |  | 1.7x |  | 1.5x |  |  |


| FY 2020 |  | FY 2021 |  |
| :---: | :---: | :---: | :---: |
| \$ | 5,748.1 | \$ | 5,634.7 |
|  | 60.6 |  | 103.9 |
| \$ | 0.47 | \$ | 0.82 |
|  | 129.1 |  | 126.7 |
|  | 129.1 |  |  | 124.7 |
|  |  |  | \$ | 487.0 |
|  |  |  |  | 8.6\% |
|  |  |  |  | 13.0 |
|  |  |  | \$ | 500.0 |
|  |  |  |  | 8.9\% |
|  |  |  | \$ | 245.1 |
|  |  |  |  | 4.3\% |
|  |  |  |  | (20.4) |
|  |  |  | \$ | 224.7 |
|  |  |  |  | 4.0\% |
| \$ | 127.9 | \$ | 167.7 |
|  | 2.2\% |  | 3.0\% |
|  | 23.5 |  | 10.3 |
|  | 25.8 |  | 33.4 |
|  | 21.8 |  | 22.5 |
| \$ | 199.0 | \$ | 233.9 |
|  | 3.5\% |  | 4.2\% |
|  |  |  | 32.0 |
|  |  |  | 71.8 |
|  |  | \$ | 337.7 |

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## IFRS to non-IFRS Reconciliation...continued*



[^10]
## IFRS to non-IFRS Reconciliation...continued*

(1) Management uses non-IFRS operating earnings (adjusted EBIAT) as a measure to assess performance related to our core operations. Non-IFRS operating earnings (adjusted EBIAT) is defined as earnings from operations before Other Charges (recoveries) (defined on slide 17), employee stock-based compensation (SBC) expense, and amortization of intangible assets (excluding computer software). Non-IFRS operating margin is defined as non-IFRS operating earnings as a percentage of revenue.
(2) Non-IFRS adjusted EBITDA is defined as earnings from operations before Other Charges (recoveries) (defined on slide 17), employee SBC expense, amortization of intangible assets (excluding computer software), and depreciation expense (under IFRS 16 and in relation to PP\&E and computer software).
 adjusted EBITDA as of any quarter-end is defined as the sum of non-IFRS adjusted EBITDA as of such quarter-end plus non-IFRS adjusted EBITDA as of the end of each of the preceding three fiscal quarters.

 tax adjustments and non-core tax impacts for each such period shown.



 measure to non-IFRS adjusted ROIC determined using IFRS measures would be calculated by dividing annualized IFRS earnings from operations by average net invested capital for the period.




 discretionary expenditures.

[^11]
## Non-IFRS Supplementary Information...continued

The following table sets forth a reconciliation of our non-IFRS adjusted tax expense and our non-IFRS adjusted effective tax rate to our IFRS tax expense and IFRS effective tax rate for the periods indicated, in each case determined by excluding the tax benefits or costs associated with the listed items (in millions, except percentages) from our IFRS tax expense for such periods:

| \$US millions | Q4 2020 |  | Q1 2021 |  | Q2 2021 |  | Q3 2021 |  | Q4 2021 |  | Q1 2022 |  | Q2 2022 |  | Q3 2022 |  | 2022 YTD |  | FY 2020 |  | FY2021 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| IFRS tax expense | \$ | 6.3 | \$ | 5.2 | \$ | 8.5 | \$ | 8.7 | \$ | 9.7 | \$ | 9.0 | \$ | 14.0 | \$ | 15.2 | \$ | 38.2 | \$ | 29.6 | \$ | 32.1 |
| Effective tax rate |  | 24\% |  | 33\% |  | 24\% |  | 20\% |  | 23\% |  | 29\% |  | 28\% |  | 25\% |  | 29\% |  | 33\% |  | 24\% |
| Employee stock-based compensation expense |  | 0.5 |  | 0.9 |  | 0.6 |  | 1.4 |  | (0.1) |  | 1.5 |  | 1.5 |  | 0.5 |  | 3.5 |  | 1.7 |  | 2.8 |
| Amortization of intangible assets (excluding computer software) |  | - |  | - |  | - |  | - |  | 0.5 |  | 0.8 |  | 0.7 |  | 0.8 |  | 2.3 |  | - |  | 0.5 |
| Other charges (recoveries) |  | 0.2 |  | 0.3 |  | 0.4 |  | - |  | 0.7 |  | - |  | (0.8) |  | 0.6 |  | (0.2) |  | 2.4 |  | 1.4 |
| Non-core tax impacts related to tax uncertainties |  | (1.1) |  |  |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | (0.7) |  | - |
| Non-core tax impact related to prior acquisition |  | 1.7 |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | 1.7 |  | - |
| Non-core tax impact related to restructured sites |  | - |  | 1.1 |  | - |  |  |  | - |  | - |  | - |  | - |  | - |  | - |  | 1.1 |
| Non-IFRS adjusted tax expense | \$ | 7.6 | \$ | 7.5 | \$ | 9.5 | \$ | 10.1 | \$ | 10.8 | \$ | 11.3 | \$ | 15.4 | \$ | 17.1 | \$ | 43.8 | \$ | 34.7 | \$ | 37.9 |
| Non-IFRS adjusted effective tax rate |  | 19\% |  | 21\% |  | 20\% |  | 19\% |  | 16\% |  | 19\% |  | 22\% |  | 21\% |  | 21\% |  | 22\% |  | 19\% |

Non-IFRS Lifecycle Solutions portfolio revenue consists of our combined ATS segment and HPS business revenues. We disclose the combined revenue of these businesses as they share several key characteristics and commercial strategy focus, including robust long-term growth prospects, higher-value added solutions throughout the product lifecycle, and higher margins than our traditional CCS segment businesses. See below for a reconciliation of non-IFRS Lifecycle Solutions revenue to IFRS revenue for the periods indicated:

| \$US millions | FY 2017 |  | FY 2018 |  |  | FY 2019 |  |  | FY 2020 |  |  | FY 2021 |  |  | YTD 2022 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue | \$ 6,143 |  | \$ | 6,633 |  | \$ | 5,888 |  | \$ | 5,748 |  | \$ | 5,635 |  |  | 5,207 |  |
| HPS Revenue | 413 |  |  | 542 |  |  | 479 |  |  | 862 |  |  | 1,152 |  |  | 1,338 |  |
| \% of revenue |  | 7\% |  |  | 8\% |  |  | 8\% |  |  | 15\% |  |  | 20\% |  |  | 26\% |
| ATS Segment Revenue | 1,959 |  |  | 2,209 |  |  | 2,286 |  |  | 2,086 |  |  | 2,315 |  |  | 2,158 |  |
| \% of revenue |  | 32\% |  |  | 33\% |  |  | 39\% |  |  | 36\% |  |  | 41\% |  |  | 41\% |
| Lifecycle Solution Revenue | \$ 2,371 |  | \$ | 2,751 |  | \$ | 2,765 |  | \$ | 2,948 |  | \$ | 3,467 |  |  | 3,496 |  |
| \% of revenue |  | 39\% |  |  | 41\% |  |  | 47\% |  |  | 51\% |  |  | 61\% |  |  | 67\% |

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[^0]:    
    
    
    
    
     announcement.
    ${ }^{2}$ Achievement of the mid-point of these ranges would represent $27 \%$ and $43 \%$ year-over-year growth for revenue and non-IFRS adjusted EPS, respectively.
    ${ }^{3}$ Assumes achievement of the mid-point of our Q4 2022 revenue and non-IFRS adjusted EPS guidance ranges. Guidance for Q4 2022 is provided on slide 10
     directly comparable IFRS financial measure), with no change to the resultant non-IFRS financial measure. Prior period reconciliations herein reflect the current presentation.

[^1]:    Third Quarter 2022 Financial Results | October 25, 2022 | Celestica

[^2]:     measure used in calculating such ratio) to the most directly comparable IFRS financial measures.
     most directly comparable IFRS financial measure), with no change to the resultant non-IFRS financial measure. Prior period reconciliations herein reflect the current presentation.

[^3]:    ${ }^{1}$ Our ATS segment consists of our ATS end market, and is comprised of our Aerospace \& Defense (A\&D), Industrial, HealthTech, and Capital Equipment businesses.
    ${ }^{2}$ Our CCS segment consists of our Communications and Enterprise end markets.
    ${ }^{3}$ Our Enterprise end market consists of our Servers and Storage businesses.
    ${ }^{4}$ In Q3 2021, Communications represented $39 \%$ of total revenue and Enterprise represented $21 \%$ of total revenue.
    ${ }^{5}$ In Q3 2022, Communications represented $42 \%$ of total revenue and Enterprise represented $18 \%$ of total revenue.
    ${ }^{6}$ See footnote 1 on slide 17 for the definition of segment income and segment margin.

[^4]:     meeasure usped in calculating such ratio) to the most directly comparable IFRS financial measures.
    
    
    
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[^5]:    See the Appendix for, among other things, the definition and use of this non-IFRS financial measure, and a reconciliation of historic non-IFRS adjusted free cash flow to IFRS cash provided by operations. Prior to Q2 2022, non-IFRS adjusted free cash flow was referred to as non-IFRS free cash flow, but has been renamed. Its composition remains unchanged.
    ${ }^{2}$ Inventory turns are determined by dividing 365 by the number of days in inventory. Days in inventory are calculated by dividing the average inventory balance for the quarter by the average daily cost of sales
    ${ }^{3}$ Days in $A / R$ is defined as the average $A / R$ for the quarter divided by the average daily revenue. Days in inventory, days in $A / P$ and days in cash deposits are calculated by dividing the average balance for each item for the quarter by the average daily cost of sales. Cash cycle days is defined as the sum of days in $A / R$ and days in inventory minus the days in $A / P$ and days in cash deposits.
    ${ }^{4}$ Celestica receives cash deposits from certain customers to help mitigate the impact of higher inventory levels carried due to the current constrained materials environment, and to reduce risks related to excess and/or obsolete inventory. Third Quarter 2022 Financial Results | October 25, 2022 | Celestica

[^6]:    
    
     reconciliations herein reflect the current presentation.
    
     GAAP financial measures to describe similar operating metrics
    Gross Debt is defined as the total borrowings under our credit facility, excluding ordinary course letters of credit (\$647M as of September 30, 2022).
    
    
     reconciliations herein reflect the current presentation.

[^7]:    ${ }^{1}$ Although we have incorporated the anticipated impact of supply chain constraints into our guidance to the best of our ability, their adverse impact (in terms of duration and severity) cannot be estimated with certainty, and may be
    
    
     address the probable significance of the unavailable information. Forward-looking non-IFRS financial measures may vary materially from the corresponding IFRS financial measures
    ${ }^{2}$ Our Q4 2022 non-IFRS Adjusted Effective Tax Rate estimate does not account for the impact of taxable foreign exchange or unanticipated tax settlements.

[^8]:    
    
    
    
    
    
    
    
     income as a percentage of segment revenue.

[^9]:    * The footnotes to this reconciliation table are set forth on slide 21
    ** Excluding ordinary course letters of credit.

[^10]:    * The footnotes to this reconciliation table are set forth on slide 21

[^11]:    * Reconciliation tables on slides 19 and 20

