



# Accelerating CommScope's Vision to Shape the Communications Networks of the Future

November 8, 2018

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and Chief Executive Officer

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# Safe Harbor

## Caution Regarding Forward Looking Statements

This presentation or any other oral or written statements made by us or on our behalf may include forward-looking statements that reflect the current views of CommScope Holding Company, Inc. ("CommScope," "us," "we" or "our") or ARRIS International plc ("ARRIS") with respect to future events and financial performance, including the proposed acquisition by us of ARRIS. These statements may discuss goals, intentions or expectations as to future plans, trends, events, results of operations or financial condition or otherwise, in each case, based on current beliefs of the management of CommScope and/or ARRIS, as well as assumptions made by, and information currently available to, such management. These forward-looking statements are generally identified by their use of such terms and phrases as "intend," "goal," "estimate," "expect," "project," "projections," "plans," "potential," "anticipate," "should," "could," "designed to," "foreseeable future," "believe," "think," "scheduled," "outlook," "target," "guidance" and similar expressions, although not all forward-looking statements contain such terms. This list of indicative terms and phrases is not intended to be all-inclusive.

These statements are subject to various risks and uncertainties, many of which are outside of our control, including, without limitation: our dependence on customers' capital spending on data and communication systems; concentration of sales among a limited number of customers and channel partners; changes in technology; industry competition and the ability to retain customers through product innovation, introduction and marketing; risks associated with our sales through channel partners; changes to the regulatory environment in which our customers operate; product quality or performance issues and associated warranty claims; our ability to maintain effective management information systems and to implement major systems initiatives successfully; cyber-security incidents, including data security breaches, ransomware or computer viruses; the risk our global manufacturing operations suffer production or shipping delays, causing difficulty in meeting customer demands; the risk that internal production capacity or that of contract manufacturers may be insufficient to meet customer demand or quality standards; changes in cost and availability of key raw materials, components and commodities and the potential effect on customer pricing; risks associated with our dependence on a limited number of key suppliers for certain raw materials and components; the risk that contract manufacturers we rely on encounter production, quality, financial or other difficulties; our ability to integrate and fully realize anticipated benefits from prior or future acquisitions or equity investments; potential difficulties in realigning global manufacturing capacity and capabilities among our global manufacturing facilities or those of our contract manufacturers that may affect our ability to meet customer demands for products; possible future restructuring actions; substantial indebtedness and maintaining compliance with debt covenants; our ability to incur additional indebtedness; our ability to generate cash to service our indebtedness; possible future impairment charges for fixed or intangible assets, including goodwill; income tax rate variability and ability to recover amounts recorded as deferred tax assets; our ability to attract and retain qualified key employees; labor unrest; obligations under our defined benefit employee benefit plans may require plan contributions in excess of current estimates; significant international operations exposing us to economic, political and other risks, including the impact of variability in foreign exchange rates; our ability to comply with governmental anti-corruption laws and regulations and export and import controls worldwide; our ability to compete in international markets due to export and import controls to which we may be subject; the impact of the U.K. invoking Article 50 of the Lisbon Treaty to leave the European Union; changes in the laws and policies in the United States affecting trade, including recently enacted tariffs on imports from China, as well as the risks and uncertainties related to other potential tariffs or a potential global trade war that may impact our products; costs of protecting or defending intellectual property; costs and challenges of compliance with domestic and foreign environmental laws; the impact of litigation and similar regulatory proceedings that we are involved in or may become involved in, including the costs of such litigation; risks associated with stockholder activism, which could cause us to incur significant expense, hinder execution of our business strategy and impact the trading value of our securities; and other factors beyond our control. These risks and uncertainties may be magnified by our acquisition of ARRIS, and such statements are also subject to the risks and uncertainties related to ARRIS' business.

Such forward-looking statements are subject to additional risks and uncertainties related to our proposed acquisition of ARRIS, many of which are outside of the control of CommScope and ARRIS, including, without limitation: failure to obtain applicable regulatory approvals in a timely manner, on acceptable terms or at all, or to satisfy the other closing conditions to the proposed acquisition; the risk that we will be required to pay a reverse break fee under the related acquisition agreement; the risk that we will not successfully integrate ARRIS or that we will not realize estimated cost savings, synergies, growth or other anticipated benefits, or that such benefits may take longer to realize than expected; risks relating to unanticipated costs of integration; the potential impact of announcement or consummation of the proposed acquisition on relationships with third parties, including customers, employees and competitors; failure to manage potential conflicts of interest between or among customers; integration of information technology systems; conditions in the credit markets that could impact the costs associated with financing the acquisition; the possibility that competing offers will be made; and other factors beyond the control of CommScope and/or ARRIS.

Furthermore, the information contained in this presentation regarding ARRIS has been derived from public sources or provided to us by ARRIS. Any such information that is not included in the financial statements or the related notes thereto included in the periodic reports filed by ARRIS with the U.S. Securities and Exchange Commission has not been audited or reviewed and is subject to change, as are any non-GAAP financial measures that are derived from such financial information. As such, any of ARRIS' financial information contained in this presentation may differ materially from actual results.

These and other factors are discussed in greater detail in the reports filed by CommScope and ARRIS with the U.S. Securities and Exchange Commission, including CommScope's Annual Report on Form 10-K for the year ended December 31, 2017 and Quarterly Report on Form 10-Q for the period ended September 30, 2018 and ARRIS' Quarterly Report on Form 10-Q for the period ended June 30, 2018. Although the information contained in this presentation represents the best judgment of CommScope and/or ARRIS as of the date of this presentation based on information currently available and reasonable assumptions, neither we nor ARRIS can give any assurance that the expectations will be attained or that any deviation will not be material. Given these uncertainties, we caution you not to place undue reliance on these forward-looking statements, which speak only as of the date made. Neither we nor ARRIS are undertaking any duty or obligation to update this information to reflect developments or information obtained after the date of this report, except as otherwise may be required by law.

## Non-GAAP Financial Measures

CommScope and ARRIS management believes that presenting certain non-GAAP financial measures provides meaningful information to investors in understanding operating results and may enhance investors' ability to analyze financial and business trends. Non-GAAP measures are not a substitute for GAAP measures and should be considered together with the GAAP financial measures. As calculated, our and ARRIS' non-GAAP measures may not be comparable to other similarly titled measures of other companies. In addition, CommScope and ARRIS management believes that these non-GAAP financial measures allow investors to compare period to period more easily by excluding items that could have a disproportionately negative or positive impact on results in any particular period. GAAP to non-GAAP reconciliations for historical periods are included in the reports we and ARRIS file with the U.S. Securities and Exchange Commission. Financial metrics presented exclude purchase accounting charges, transition and integration costs and other special items.



# Third Quarter 2018 Results and 4Q/FY18 Financial Outlook

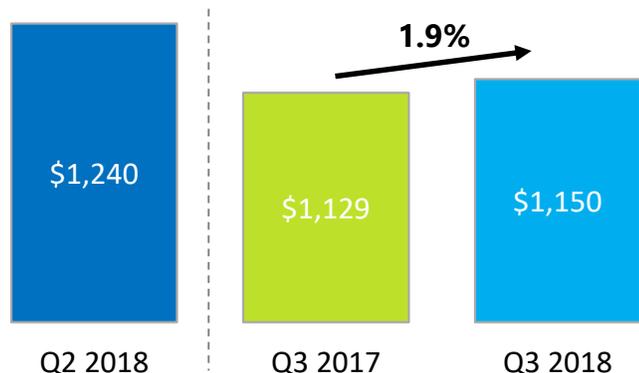
Eddie Edwards

CommScope President and  
Chief Executive Officer

# CommScope Q3 2018 Results

## Revenue

(in millions)



### Sales & Orders

- Sales of \$1.15 billion, up 1.9% YOY
  - Growth in North America and EMEA
  - Orders of \$1.04 billion
  - Book-to-bill ratio of 0.90

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

(in millions)



### Operating Results

- Operating Income of \$132 million
- Non-GAAP Adjusted Operating Income<sup>(2)</sup> of \$219 million, or 19% of sales

## Diluted Earnings Per Share



### Net Income & EPS

- Net Income of \$64 million, or \$0.33 per diluted share
- Non-GAAP Adjusted Net Income<sup>(2)</sup> of \$115 million, or \$0.59 per diluted share
- Adjusted effective tax rate of 29.4%

Driving sales while executing on cost savings initiatives to mitigate dynamic and challenging market environment

(1) Q3 2017 results reflect a reclassification of certain components of pension and other postretirement benefit expense from operating income to other income (expense), net as required by ASU No. 2017-07, *Improving the Presentation of Net Periodic Pension Cost and Net Periodic Postretirement Benefit Cost*.

(2) See appendix for reconciliation of non-GAAP measures.

# Outlook: Near-term pressure, long-term opportunity

Our results will be pressured in the near-term by industry headwinds...

## Disappointing Q4 outlook and flattish 2019

- Volatile customer spending patterns
- Customer M&A
- Pricing environment
- International markets
- Tariffs
- Technology transitions

...but our industry leading innovation positions CommScope to capitalize on longer-term tailwinds

## Significant long-term growth opportunity

- Technology leadership
- Scope of product lineup
- Internet of Things (IoT)
- Hyperscale data centers
- Deep fiber builds
- In-building wireless
- Private networks

Confident in our long-term market positioning



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# Acquisition of ARRIS is the strategic next step for CommScope to drive growth and shareholder value creation

## Vision



- Transform networks with **efficient solutions that optimize network performance** and deployment speed to meet **ever-increasing bandwidth demands**
- Shaping the communications networks of the future
- Continued mission to **drive shareholder value through growth**

## Growth strategy



- Grow in core markets through **increased focus on segmentation and innovation** to solve our customers' biggest networking challenges
- Explore opportunities to enter and grow in **adjacent markets** through innovation and acquisition

## Market assessment and diligence



- **Organic and inorganic** options evaluated
- 30+ agencies analyzed
- Focused scan on **value creation potential and strategic fit** with CommScope

## Acquisition of ARRIS



- **Complementary combination**
- Expected to be **immediately** accretive to EPS with cash flow benefits
- More than **\$150 million of annual run-rate** cost synergies expected\*
- **History** of successful **acquisition-driven growth**
- Platform for **potential future investments**

# The combination is expected to accelerate CommScope's vision to shape the communications networks of the future



## STRATEGIC FIT

- Creates a combined **growth and cash flow oriented company** focused on **enabling a connected lifestyle** by strengthening CommScope's capabilities to **lead the coming network transformation**
- Offers a **compelling value proposition** to all key stakeholders
- Brings together a **complementary set** of IP, capabilities, leadership, and **customer relationships**
- Strong track record of **product commercialization**
- **Similar cultures** expected to lead to a seamless integration



## COMPLEMENTARY SOLUTIONS

- Strengthen CommScope's offerings by creating a **broadband access solution** from the Core to the Edge and in the connected home
- **End-to-end wireless connectivity solutions** combining licensed and unlicensed technologies for indoor densification and 5G
- Creates a complete **wired and wireless private network offering**



## ATTRACTIVE FOOTPRINT

- Diversifies product lineup and geographies and **opens up new product addressable market (PAM)**
- **Truly global footprint** with customers in over 150 countries
- **Technical expertise** with ~15,000 patents, ~\$800 million average annual R&D investment



## FINANCIAL BENEFITS

- ~\$1 billion **cash flow from operations**<sup>(1)</sup> expected
- Estimated annual run-rate of at least **\$150 million in cost synergies**<sup>(2)</sup>
- Expected 30%+ **EPS accretive**<sup>(1)</sup>
- **Well-positioned to de-lever** in the second year post-close to pro forma net leverage of ~4.0x
- **PAM expands to >\$60 billion**
- Potential **revenue synergies**

(1) Expected in the first full year after closing. Financial metrics presented exclude purchase accounting charges, transaction and integration costs and other special items.

(2) Expected to be achieved in the third year following transaction close .

# Transaction Summary

## CONSIDERATION

- ARRIS shareholders to receive \$31.75 per share in an all-cash transaction for a total purchase price of ~\$7.4 billion
- A premium of 27% over the volume weighted average closing price of ARRIS's common stock for the 30 trading days ending October 23, 2018<sup>(1)</sup>

## GOVERNANCE

- Frank Drendel to continue to serve as Chairman of CommScope Board of Directors
- Eddie Edwards to continue to serve as Chief Executive Officer and President
- Two Carlyle representatives to join CommScope Board of Directors

## FINANCIAL IMPACT

- Expected annual cost savings of more than \$150 million within three years post-close
  - Upside potential through revenue synergies
  - Anticipated pro forma net leverage of 5.1x at closing
- 
- Financing Sources:
    - \$900 million combined cash on hand expected at closing
    - \$6.3 billion of fully committed debt
    - \$1 billion of private equity convertible preferred from The Carlyle Group

## CLEAR PATHWAY TO COMPLETION

- Transaction expected to close in the first half of 2019
- Closing conditions:
  - ARRIS shareholder vote
  - Customary closing conditions
  - Regulatory clearances

# ARRIS : A global leader in communications and networking technology

## Company Overview

- ARRIS, headquartered near Atlanta, Georgia is a **global innovator enabling the gigabit generation** with new compelling connectivity experiences where we live, learn, work and play
- ARRIS partners with the world's leading network operators and enterprises providing them with:
  - **Innovation in the network** – from core to edge
  - **Seamless connectivity that just works** – meeting and exceeding ever increasing consumer and business demands
  - **Cost-effective scalable solutions** enabling state of the art connectivity

## Key Highlights

|  |  |   |
|--|--|---|
| <b>73 countries</b><br>with direct and indirect presence     | <b>~1,700</b><br>Service provider customers served | <b>~10,000</b><br>Enterprise Channel Partners                     |
| <b>\$6.7B</b><br>LTM Net Sales<br>(as of September 30, 2018) | <b>~8,100</b><br>Employees                         | <b>5,000 patents</b><br>approved or pending                       |
|  |  | <b>\$420M</b><br>Cash from Operations<br>(YTD September 30, 2018) |

## Adjusted Direct Contribution and Net Sales

LTM (as of Sep 30, 2018)

### Adjusted Direct Contribution<sup>(1)</sup>

#### Enterprise<sup>(2)</sup>

**\$0.6B** net sales

- #1 Global Service Provider WiFi
- #1 Global Hospitality WiFi

#### Network & Cloud (N&C)

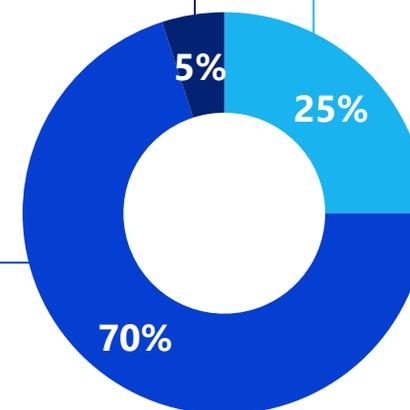
**\$2.2B** net sales

- #1 Global CCAP
- #1 Global HFC Access
- #3 Global Cable video networks

#### Customer Premise Equipment (CPE)

**\$3.9B** net sales

- #1 Global STB
- #1 Broadband CPE in Americas
- #2 Global Broadband CPE



Sources: Dell'Oro, I.H.S., ARRIS Estimates

| Operating segments               | CPE   | N&C  | Enterprise Networks  |
|----------------------------------|---|--|--|
| Supplying the entire value chain | <b>Broadband CPE</b> growing with bandwidth demand.<br><b>Video CPE</b> profitability stable through cost management. Supporting the shift to OTT and demand for gigabit capabilities | <b>Cable network equipment</b> supporting the exponential growth in data consumption and devices | <b>Expertise in wired and wireless networking</b> supporting Enterprises and Service Providers toward a constantly connected mobile world. |

10 | (1) Breakdown of adjusted direct contribution excludes unallocated corporate expenses. See appendix for reconciliation of non-GAAP measures.

(2) ARRIS acquired Ruckus in December 2017. Enterprise results reflect Ruckus results since acquisition.

# Compelling strategic and financial benefits

- 1** Technology and market position to shape the **future of wired and wireless communications** and **well-positioned to benefit from key industry trends**
- 2** Unique set of **complementary assets and capabilities** that enable **end-to-end communications infrastructure solutions**
- 3** Access to **new markets and diverse customer base, positioning CommScope for growth**
- 4** **Experienced management team with a proven track record** of successfully integrating large transactions to drive growth
- 5** **Expected significant and immediate EPS accretion**

# 1

## Stronger platform and better positioned to capitalize on industry trends



### Rise of integrated offerings

- Desire for end-to-end integrated solutions in network communication infrastructure throughout Core, Access and Edge layers of the network
- Network operators also seeking to drive greater efficiency in infrastructure deployment



### Changing network architectures & technology

- Rapid advancements in wired (e.g., DOCSIS 3.1, hyperscale, fiber deep), and wireless (e.g., max downstream capacity is increased from 1.2 Gbit/s to 10 Gbit/s)
- Emergence of new use cases (e.g., OTT, edge computing) and capabilities (e.g., network virtualization)



### Mobility access everywhere

- Driving convergence of licensed & unlicensed spectrum, enabling innovations such as IoT and smart cities
- Opening up new applications / use cases such as private networks implemented over CBRS



### Shifting business models

- MSOs shifting business model by bundling wireless, content and broadband services
- MNOs becoming providers of bundled wireless services and mobile + home broadband services
- New players entering communications markets



### Roll out of 5G and FWA

- 5G driving network densification among MNOs as well as MSOs
- To deliver on the promise of 5G and a connected lifestyle, the connectivity in the home will need to become more robust and more secure
- Indoor deployments will increase

Confident CommScope will **benefit from key industry trends** by **combining** best-in-class **capabilities** in network access technology and infrastructure and **creating** end-to-end and **comprehensive solutions**

# 2

## Complementary capabilities position CommScope to deliver end-to-end communication solutions

-  New integrated product offering enabled by combination
-  New use cases opened up by combination

### A

#### Residential Broadband Delivery

- N&C products (CMTS, CCAP, etc.)
- Complementary OSP offerings
- Headend to home solutions for MSOs and MNOs

### B

#### Venue Coverage and Capacity Solutions

- Leading technology in licensed, lightly licensed (CBRS) and unlicensed (WiFi) spectrum offerings
- Ability to quickly integrate CBRS into current solutions
- End-to-end solutions for MSOs and MNOs

### C

#### Wired and Wireless For Macro, Metro and Enterprise Applications

- Leading Antenna, Cabling, WAP and Switch lineup
- Licensed and unlicensed 4G/5G products
- Stronger foothold for in-building communications and networks

### D

#### E2E Private Network Solutions

- SAS complementary to vEPC, OneCell®, DAS, picocell and cabling lineups
- Licensed and unlicensed solutions

### E

#### Connected Home

- CPE products
- Vision of connected home and IoT
- Entry into Connected Home offerings

### New products and use cases to support evolving industry landscape



Rise of integrated offerings



Changing network architectures & technology



Mobility access everywhere



Shifting business models



Roll out of 5G and FWA

# 2

## Enabling the world's largest customers in nearly every aspect of their communications networks

Text - ARRIS solutions  
Text - CommScope solutions

### A

#### E2E Residential Broadband Delivery

CONTENT- CORE - ACCESS - EDGE

Headend and Central Office aggregation and transport equipment

Fiber and Copper Connectivity, Splicing, and Protection

Fiber optic cable

Outside Plant Closures, Terminals, and Cabinets

Optical nodes

Coax cable and Connectivity

ACCESS

EDGE

Set Top Box  
Residential Connectivity  
Broadband Gateway and In-home WiFi

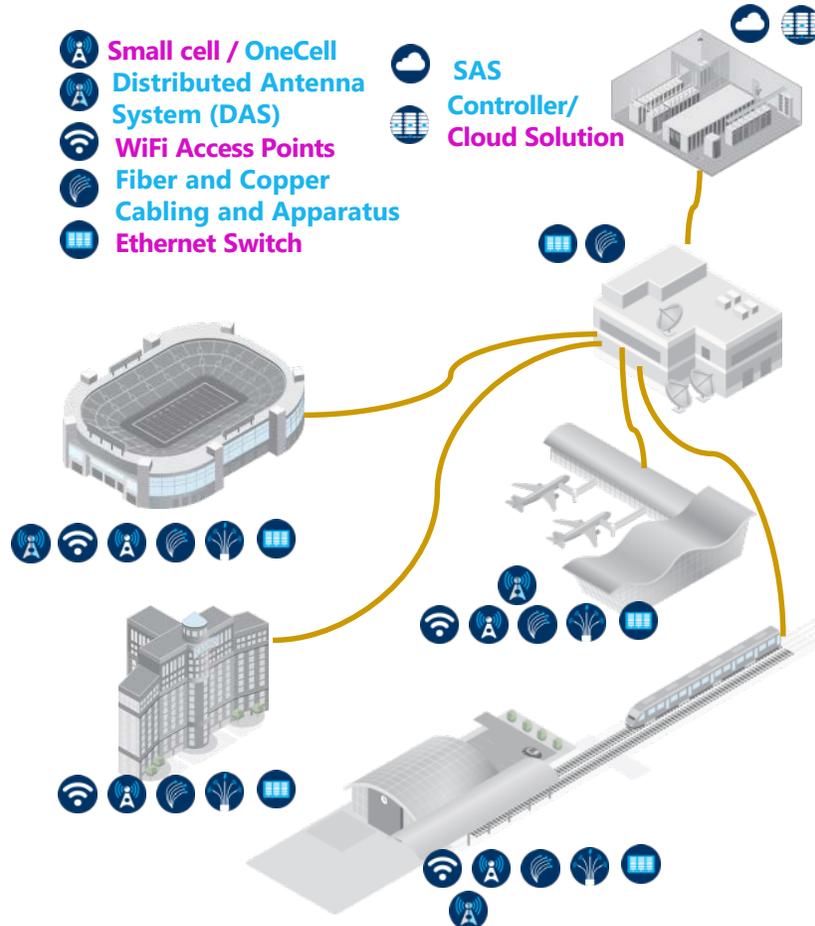
CORE

CONTENT

Video Encryption  
Advertising Insertion  
Cloud Services

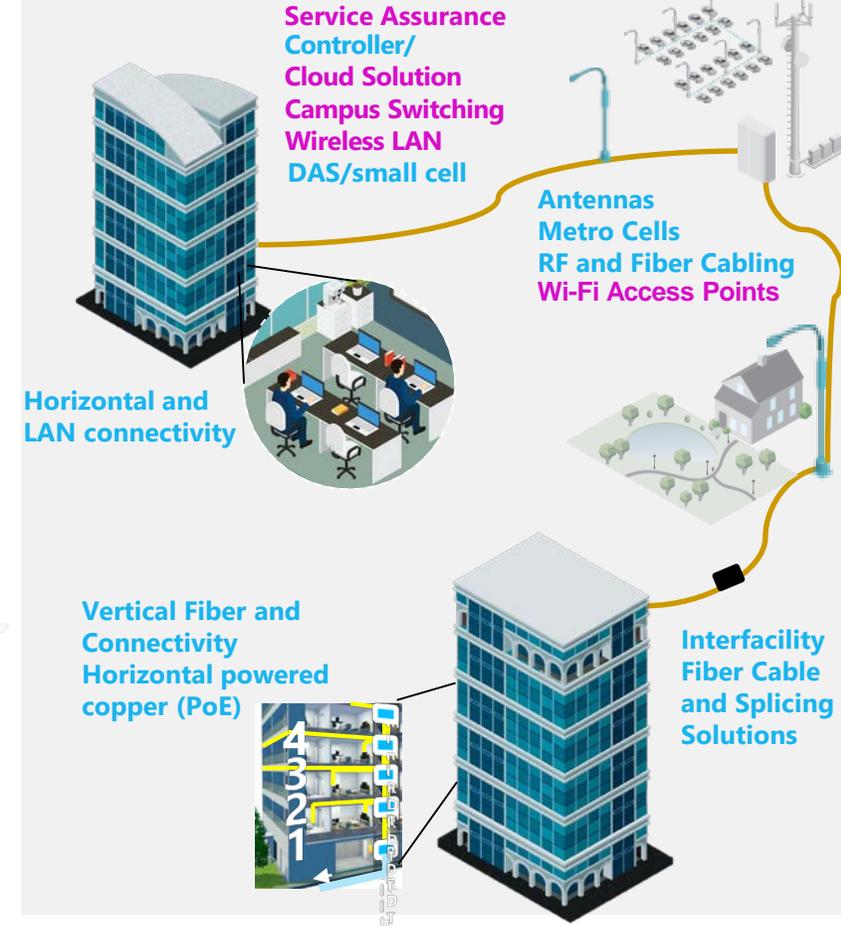
### B

#### E2E Venue Coverage and Capacity Solutions



### C

#### E2E Wired and Wireless for Macro, Metro, and Enterprise Applications



# 2

## CommScope gains strong footing in private networks for industrial, enterprise and public venue use cases

Customers demand increasing security and reliability for network connectivity

Private LTE/5G networks address customer needs

Comprehensive end-to-end private network solution enables customers to realize secure, low latency, high reliability connections

### Especially for mission-critical enterprise networks



Capacity



Coverage



Reliability & low latency



Cellular based security



Seamless mobility

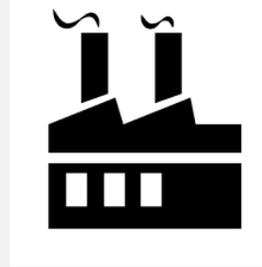


Future proof

- More secure and reliable connection via lower latency and higher bandwidth availability
- Higher quality of service compared to mobile networks and WiFi due to private core and dedicated frequencies
- Cloud and locally based evolved packet core to drive efficiency and performance as needed

### Applications for a comprehensive private WiFi/LTE/5G solution

#### Factory Automation



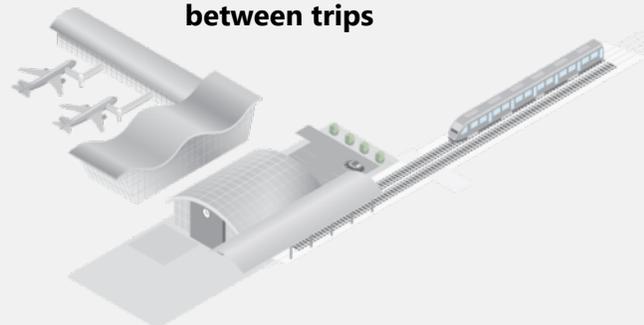
#### Heavy Industrial



#### Research and Healthcare



#### Critical Data Transfer between trips



#### Key Components

- Switch
- WAP (WiFi)
- Small Cell (LTE)
- Fiber Connectivity
- Copper Connectivity
- SAS
- vEPC

# 2

## Enhanced connected/smart home solutions value proposition

- ARRIS solutions
- CommScope solutions

### Components of comprehensive in-home connectivity solution



The evolution of fixed wireless will create the home as a battleground for strategic wireless investments

#### Fixed wireless access (FWA)

- Network access technology for FWA
- RAN infrastructure
- FTTX

#### Multimedia

- Set top boxes
- TV systems and software

#### In-home connectivity

- Broadband gateway
- WLAN access points



#### In-home network improvement

- WiFi
- Mesh
- 4G/5G (future) picocell



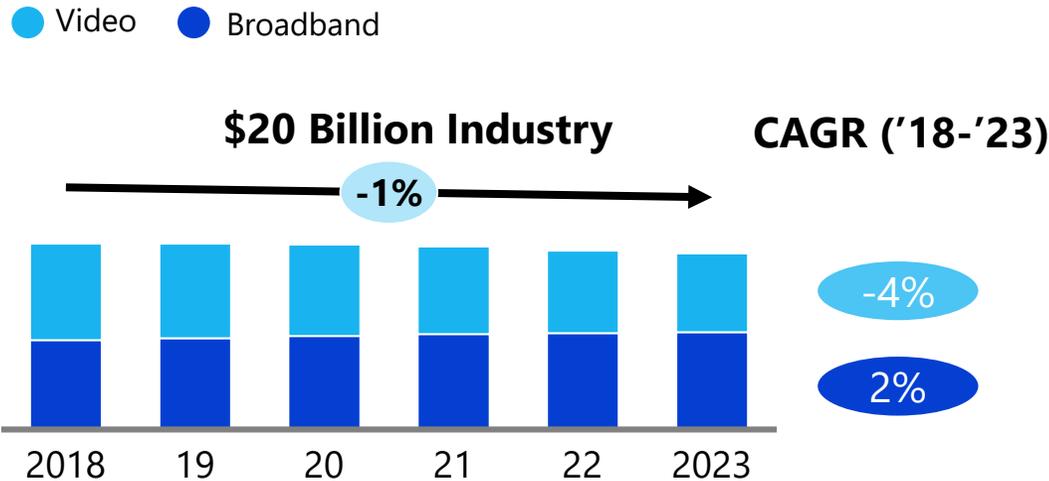
Combination of ARRIS's strategic in-home presence and **fixed wireless access** with **Broadband gateway** products and CommScope's complementary **FTTX cabling solutions** enables continued development of future connected home use cases such as **mesh networking**

# 2

## CPE – Large stable business: Connection to the home remains critical

### Global CPE PAM Projection<sup>(1)</sup>

### Key Points to Consider



#### Video

Low-to-mid single digit declines expected annually

#### Broadband

Low-single digit growth expected annually

#### Key Points

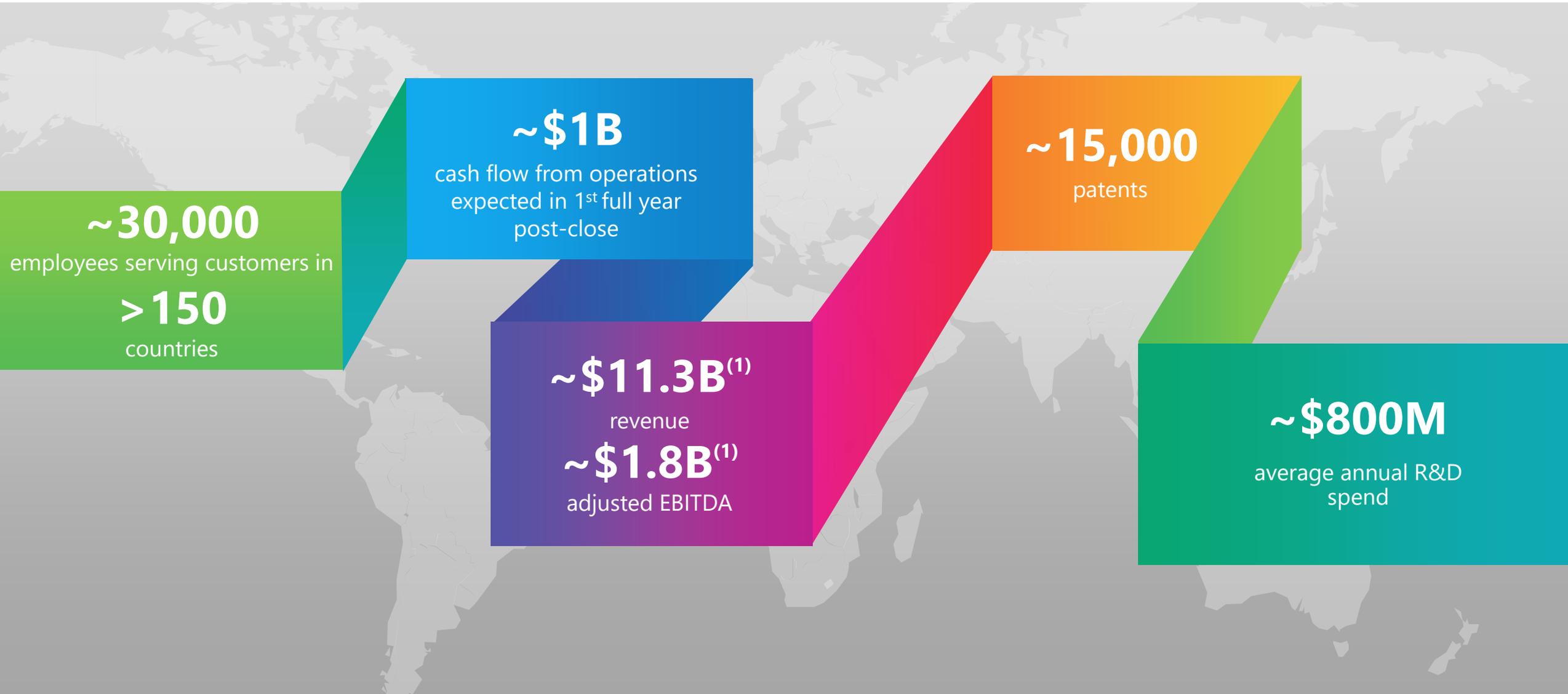
- Clear industry leader
- US declines but global stability

- 1 Leading positions with key customers enabling cross-sell of non-CPE products
- 2 Potential for incremental growth opportunities in broadband and outside the U.S.
- 3 Shortening technology upgrade cycles driving product refreshes and volume growth
- 4 Small proportion of pro forma EBITDA
- 5 Plans to manage efficiently with cost optimization opportunities

The connection to the home is valuable and we have the **combined potential to redefine in-home connectivity**

(1) Company estimates and industry reports.

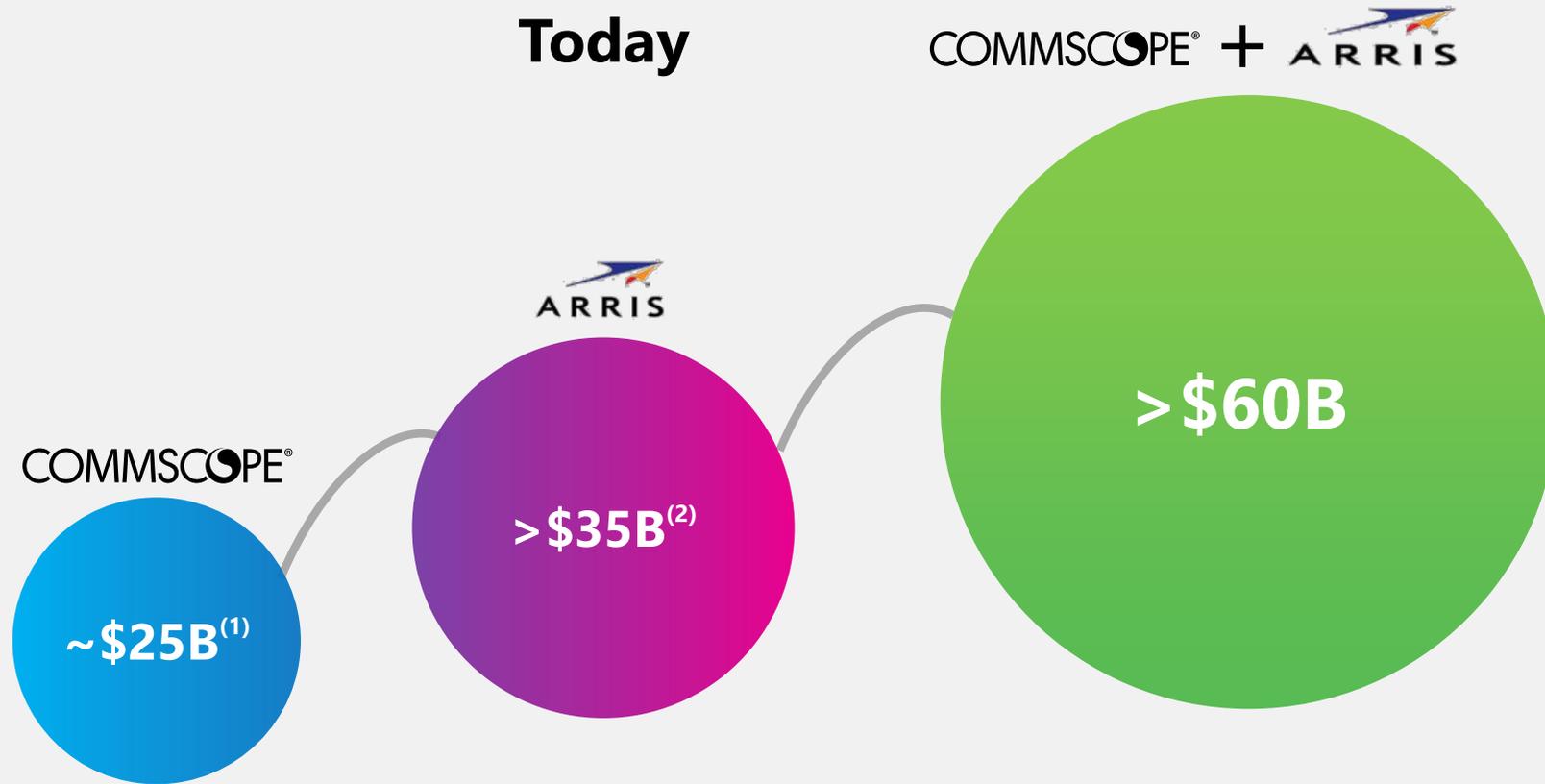
### 3 Combination accelerates CommScope's vision to shape the communications networks of the future



# 3

## Increasing penetration opportunities in a growing product addressable market

Product Addressable Market (PAM) – \$ Billions



The combination will **more than double CommScope's PAM** and unlock access to **future high growth areas**

(1) CommScope estimates and industry reports.  
(2) ARRIS estimates and industry reports.

# 3

## Broad customer relationships across diverse end-markets

Customers in more than 150 countries

### CABLE PROVIDERS



### HOSPITALITY



### EDUCATION



### PROGRAMMERS



### FINANCE



### SATELLITE PROVIDERS



### TELCO PROVIDERS



### RETAIL



### FORTUNE 500

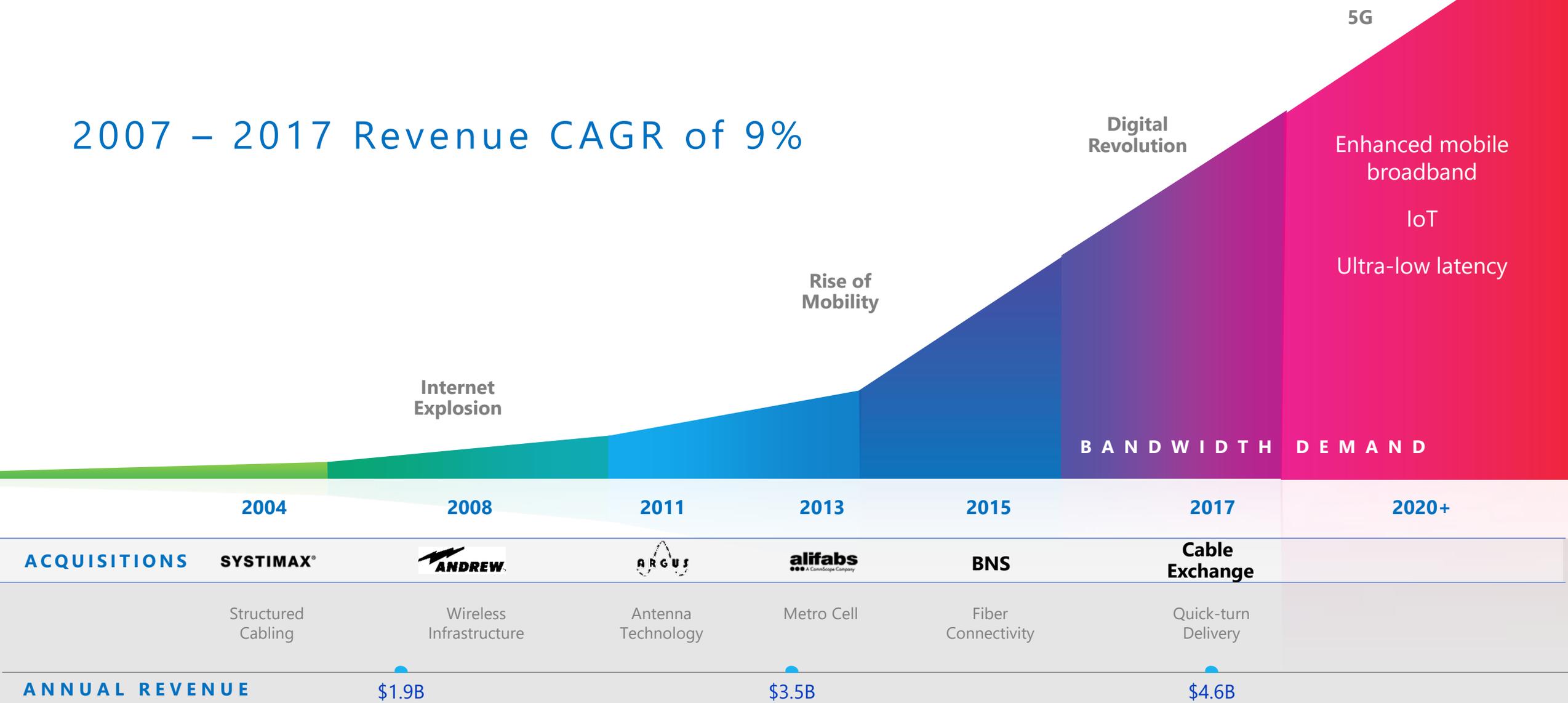


Opportunity to enhance strategic partnership and deliver enhanced capabilities to existing customers

# 4

## Successful track record of integrating strategic acquisitions

2007 – 2017 Revenue CAGR of 9%



# 5 Compelling financial rationale for CommScope

~\$1 billion<sup>(1)</sup> in expected cash flow generation and ability to quickly de-lever

Estimated more than \$150 million in annual run-rate cost synergies<sup>(2)</sup>

Expected to be 30%+ accretive to underlying earnings in first full fiscal year

Expands CommScope's product addressable market to >\$60 billion

Potential for additional revenue synergies

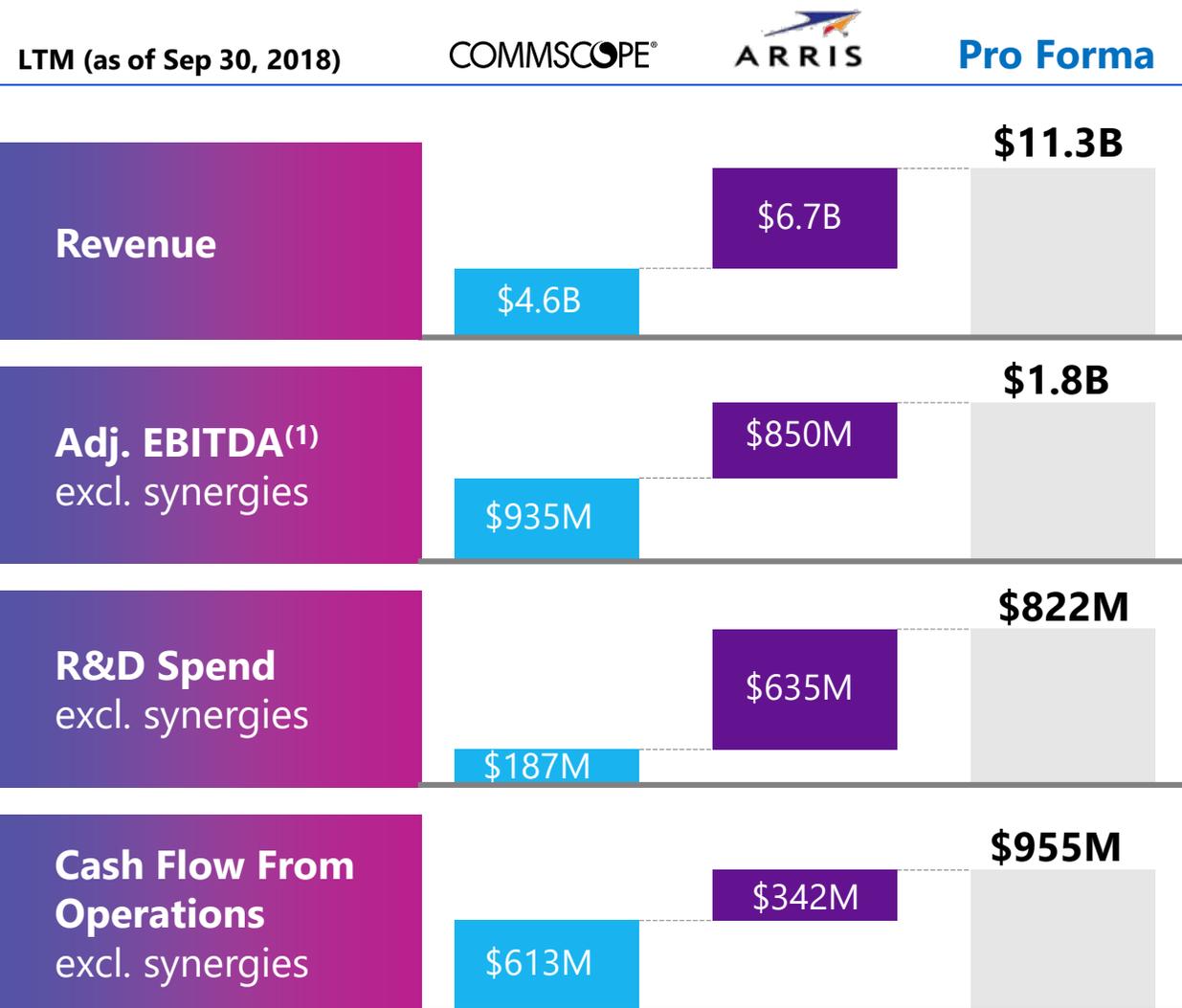
(1) In first full year post closing.

(2) Expected to be achieved in the third year following transaction close.

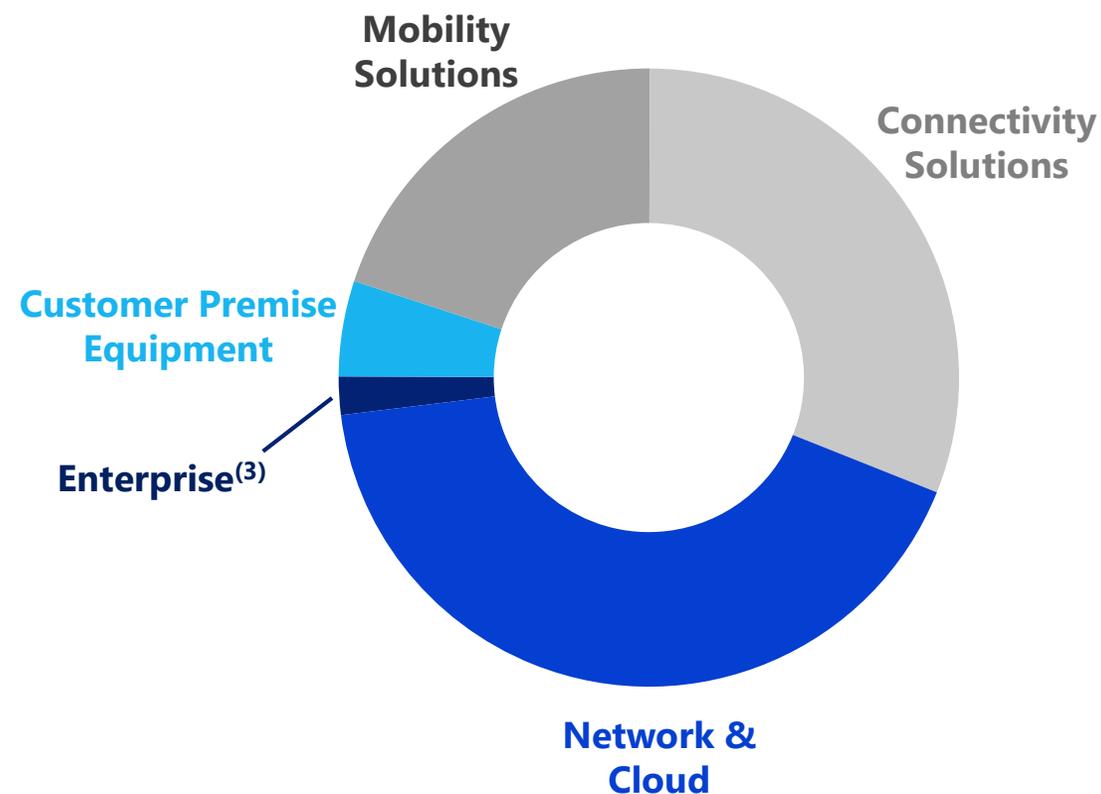
Note: Financial metrics presented exclude purchase accounting charges, transaction and integration costs and other special items.

# 5

## Overview of pro forma combined company



**Pro Forma Profitability Breakdown<sup>(1,2)</sup> (LTM 9/30/18)**



(1) Excludes purchase accounting charges, transaction and integration costs and other special items. See appendix for reconciliation of non-GAAP measures.

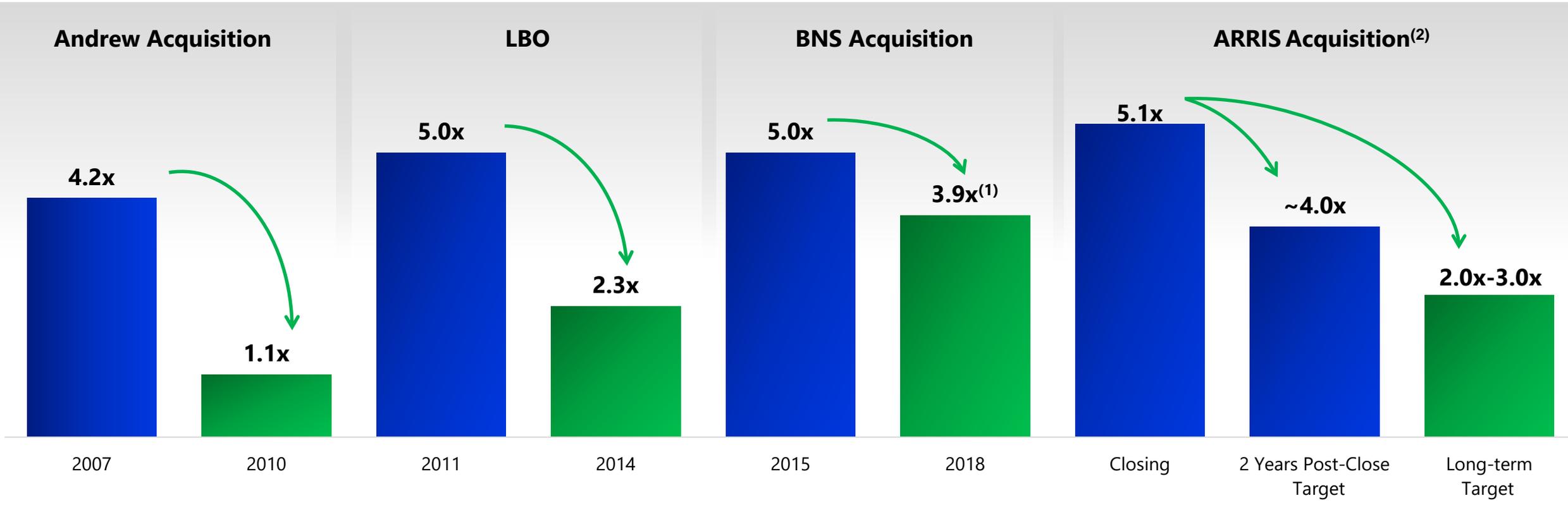
(2) Estimated pro forma profitability reflecting ARRIS adjusted direct contribution and CommScope adjusted operating income (AOI). ARRIS and CommScope utilize different overhead allocation approaches. This chart reflects ARRIS corporate expenses allocated based on revenue. It is intended as an illustrative example of pro forma profitability.

(3) ARRIS acquired Ruckus in December 2017. Enterprise results reflect Ruckus results since acquisition.

5

# CommScope's proven track record of successfully de-levering in previous transactions

Net Leverage



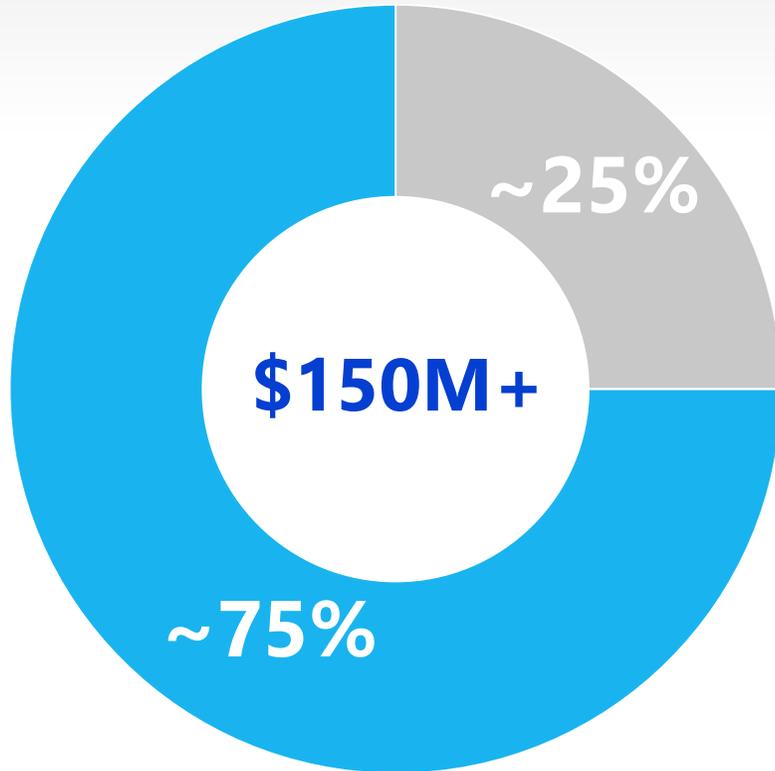
CommScope expected to generate significant free cash flow enabling it reduce leverage quickly

(1) Net leverage ratio as September 30, 2018.

(2) Closing leverage based on pre-forma Adjusted EBITDA of approximately \$1.9 billion (including full \$150 million run rate synergies). The Carlyle investment is considered equity. The ratio of net debt + preferred equity to proforma Adjusted EBITDA is approximately 5.6x.

**5** Expect to reach annual run-rate of at least \$150 million<sup>(1)</sup> in cost synergies in the third year following transaction close

### Cost Synergies



#### SG&A

- Economies of scale through global shared services, consolidation of redundant functional support and real estate footprint consolidation

#### Cost of Goods

- Procurement and supply chain related savings associated with consolidation of spend, distribution efficiency and elimination of redundancies

In addition to cost synergies, we see the potential for revenue synergies

(1) Expect to achieve ~\$60M in yr. 1 post-close, ~\$125M in yr. 2 post-close, and \$150M+ annual run-rate in yr. 3.

# 5

## Premier Equity Sponsorship: THE CARLYLE GROUP

- Carlyle is one of the world's largest private equity firms with **deep technology and communications industry experience**
  - ~\$212 billion of assets under management
  - ~\$27 billion of equity invested in the technology, media, and telecom sector since inception
- Took CommScope private in 2011, re-IPO'd in late 2013, and fully exited in late 2016  
**CommScope was one of Carlyle's most successful investments ever**
- Investing \$1 billion of convertible preferred equity to support the ARRIS transaction:
  - 5.5% coupon, \$27.50 initial conversion price
  - Carlyle will own ~16% of the common equity assuming conversion
  - Two Carlyle representatives to join CommScope Board of Directors

**“We are delighted to resume our collaboration with CommScope’s accomplished management team. We believe in the company’s long-term strategy, customer-centric culture and ability to deliver results. This optimism has fueled our desire to be a part of such a promising transaction with ARRIS.”**

*— Cam Dyer, Carlyle Managing Director and Global Co-Head of TMT*

# 5

## Financing overview and pro forma net leverage

- CommScope has secured full commitments from J.P. Morgan, Bank of America and Deutsche Bank to finance the transaction. The company expects to use ~\$0.9 billion in combined cash on balance sheet, ~\$5.3 billion of new secured debt, ~\$1.0 billion of senior unsecured debt, and ~\$1.0 billion of Carlyle convertible preferred equity
- Concurrent with the financing, the company has also secured commitments for an upsized 5-year ABL facility of ~\$0.8 billion providing ~\$1.3 billion of liquidity pro forma for the transaction
- Pro forma for the transaction, net leverage will increase to approximately 5.1x LTM Q3 2018 PF EBITDA<sup>(1)</sup> at closing and expect to deleverage rapidly in the following 12-18 months
- Capital structure provides for attractive terms, flexibility to continue to de-lever and strong ratings

| (\$ in billions)                               | Maturity  | Pro forma as of 9/30/18 |  |
|--|-----------|-------------------------|--|
|  |           | Amount                  | x LTM 3Q18 EBITDA (incl. synergies) <sup>(1)</sup> |
| Cash and equivalents                           |           | \$0.5                   |  |
| New \$0.8B ABL facility                        | 5-yr      | -                       |  |
| Existing Term Loan B                           | Dec-22    | \$0.5                   |  |
| New secured debt                               | 7-yr      | \$5.3                   |  |
| <b>Net secured debt</b>                        |           | <b>\$5.3B</b>           | <b>2.7x</b>  |
| Existing senior notes                          | 2021-2027 | \$3.6                   |  |
| New unsecured debt                             | 8-yr      | \$1.0                   |  |
| <b>Net debt</b>                                |           | <b>\$9.8B</b>           | <b>5.1x</b>  |
| Carlyle convertible preferred equity           |           | \$1.0                   |  |
| <b>Net debt + convertible preferred equity</b> |           | <b>\$10.8B</b>          | <b>5.6x</b>  |
| <b>Adjusted EBITDA</b>                         |           |                         | <b>\$1.9B</b>                                      |

(1) Based on pro forma, adjusted EBITDA at September 30, 2018 of approximately \$1.94B (inclusive of full run rate synergies of \$150 million, which are expected to be achieved over three years).

This structure assumes full repayment of ARRIS's outstanding debt which was approximately \$2.1B as of September 30, 2018. Numbers may not add due to rounding.

Note: See appendix for reconciliation of non-GAAP measures.

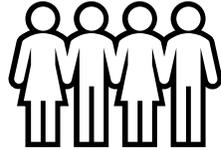
# Transaction delivers benefits for all stakeholders

## Customers



- Access to complementary and end-to-end communications infrastructure solutions
- Increased focus on comprehensive client needs
- Availability of diverse and capable customer support across all areas of connectivity

## Employees



- Greater mobility, skill development, and opportunities for advancement
- Become the spearhead of innovation with new communications infrastructure solutions and possibilities

## Investors



- Expect to unlock value through future growth opportunities and expanded addressable market
- Diverse product lineup increases cashflow and reduces risk
- Significant free cash flow generation expected

## Partners



- Access to the integrated leader in the communication infrastructure space
- Opens up new opportunities for partnership through expanded lineup of end-to-end communications infrastructure solutions

# Appendix

## **Non-GAAP Financial Measures**

CommScope and ARRIS management believes that presenting certain non-GAAP financial measures provides meaningful information to investors in understanding operating results and may enhance investors' ability to analyze financial and business trends. Non-GAAP measures are not a substitute for GAAP measures and should be considered together with the GAAP financial measures. As calculated, our and ARRIS' non-GAAP measures may not be comparable to other similarly titled measures of other companies. In addition, CommScope and ARRIS management believes that these non-GAAP financial measures allow investors to compare period to period more easily by excluding items that could have a disproportionately negative or positive impact on results in any particular period. GAAP to non-GAAP reconciliations for historical periods are included in the reports we and ARRIS file with the U.S. Securities and Exchange Commission. Financial metrics presented exclude purchase accounting charges, transaction and integration costs and other special items.

# Statements of Operations

(Unaudited -- In thousands, except per share amounts)

|  | Three Months Ended |              | Nine Months Ended |              |
|--|--------------------|--------------|-------------------|--------------|
|  | September 30,      |              | September 30,     |              |
|  | 2018               | 2017         | 2018              | 2017         |
| Net sales                                      | \$ 1,150,405       | \$ 1,128,775 | \$ 3,510,778      | \$ 3,440,150 |
| Operating costs and expenses:                  |                    |              |                   |              |
| Cost of sales                                  | 726,531            | 700,170      | 2,204,194         | 2,085,973    |
| Selling, general and administrative            | 173,990            | 184,947      | 544,318           | 604,408      |
| Research and development                       | 44,807             | 44,599       | 142,436           | 140,569      |
| Amortization of purchased intangible assets    | 65,782             | 68,271       | 199,453           | 202,890      |
| Restructuring costs, net                       | 7,070              | 5,360        | 19,738            | 24,521       |
| Total operating costs and expenses             | 1,018,180          | 1,003,347    | 3,110,139         | 3,058,361    |
| Operating income                               | 132,225            | 125,428      | 400,639           | 381,789      |
| Other income (expense), net                    | (2,379)            | 3,209        | (4,490)           | (9,248)      |
| Interest expense                               | (66,122)           | (61,798)     | (186,655)         | (192,769)    |
| Interest income                                | 1,882              | 1,180        | 5,373             | 3,784        |
| Income before income taxes                     | 65,606             | 68,019       | 214,867           | 183,556      |
| Income tax expense                             | (1,763)            | (16,862)     | (51,367)          | (43,373)     |
| Net income                                     | \$ 63,843          | \$ 51,157    | \$ 163,500        | \$ 140,183   |
| Earnings per share:                            |                    |              |                   |              |
| Basic  | \$ 0.33            | \$ 0.27      | \$ 0.85           | \$ 0.73      |
| Diluted (a)                                    | \$ 0.33            | \$ 0.26      | \$ 0.84           | \$ 0.71      |
| Weighted average shares outstanding:           |                    |              |                   |              |
| Basic  | 192,219            | 191,824      | 191,920           | 192,973      |
| Diluted (a)                                    | 195,359            | 195,815      | 195,370           | 197,387      |
| (a) Calculation of diluted earnings per share: |                    |              |                   |              |
| Net income (basic and diluted)                 | \$ 63,843          | \$ 51,157    | \$ 163,500        | \$ 140,183   |
| Weighted average shares (basic)                | 192,219            | 191,824      | 191,920           | 192,973      |
| Dilutive effect of equity-based awards         | 3,140              | 3,991        | 3,450             | 4,414        |
| Denominator (diluted)                          | 195,359            | 195,815      | 195,370           | 197,387      |

See notes to unaudited condensed consolidated financial statements included in our Form 10-Q.

# Balance Sheets

(Unaudited -- In thousands,  
except per share amounts)

|   | <u>September 30, 2018</u> | <u>December 31, 2017</u> |
|---|---------------------------|--------------------------|
| <b>Assets</b>   |                           |                          |
| Cash and cash equivalents   | \$ 352,397                | \$ 453,977               |
| Accounts receivable, less allowance for doubtful accounts of \$18,141 and \$13,976, respectively  | 901,096                   | 898,829                  |
| Inventories, net  | 490,767                   | 444,941                  |
| Prepaid expenses and other current assets   | 123,277                   | 146,112                  |
| Total current assets  | <u>1,867,537</u>          | <u>1,943,859</u>         |
| Property, plant and equipment, net of accumulated depreciation of \$425,577 and \$390,389, respectively   | 445,746                   | 467,289                  |
| Goodwill  | 2,858,640                 | 2,886,630                |
| Other intangible assets, net  | 1,420,677                 | 1,636,084                |
| Other noncurrent assets   | 125,696                   | 107,804                  |
| Total assets  | <u>\$ 6,718,296</u>       | <u>\$ 7,041,666</u>      |
| <b>Liabilities and Stockholders' Equity</b>   |                           |                          |
| Accounts payable  | \$ 441,409                | \$ 436,737               |
| Other accrued liabilities   | 323,211                   | 286,980                  |
| Total current liabilities   | <u>764,620</u>            | <u>723,717</u>           |
| Long-term debt  | 3,983,790                 | 4,369,401                |
| Deferred income taxes   | 97,849                    | 134,241                  |
| Pension and other postretirement benefit liabilities  | 20,315                    | 25,140                   |
| Other noncurrent liabilities  | 96,652                    | 141,341                  |
| Total liabilities   | <u>4,963,226</u>          | <u>5,393,840</u>         |
| Commitments and contingencies   |                           |                          |
| Stockholders' equity:   |                           |                          |
| Preferred stock, \$.01 par value: Authorized shares: 200,000,000;<br>Issued and outstanding shares: None  | —                         | —                        |
| Common stock, \$.01 par value: Authorized shares: 1,300,000,000;<br>Issued and outstanding shares: 192,222,782 and 190,906,110,<br>respectively | 1,990                     | 1,972                    |
| Additional paid-in capital  | 2,372,764                 | 2,334,071                |
| Retained earnings (accumulated deficit)   | (226,494)                 | (395,998)                |
| Accumulated other comprehensive loss  | (171,982)                 | (86,603)                 |
| Treasury stock, at cost: 6,738,136 shares and 6,336,144 shares,<br>respectively   | <u>(221,208)</u>          | <u>(205,616)</u>         |
| Total stockholders' equity  | <u>1,755,070</u>          | <u>1,647,826</u>         |
| Total liabilities and stockholders' equity  | <u>\$ 6,718,296</u>       | <u>\$ 7,041,666</u>      |

See notes to unaudited condensed consolidated financial statements included in our Form 10-Q.

# Statements of Cash Flows

(Unaudited -- In thousands)

|  | Three Months Ended |            | Nine Months Ended |            |
|--|--------------------|------------|-------------------|------------|
|  | September 30,      |            | September 30,     |            |
|  | 2018               | 2017       | 2018              | 2017       |
| <b>Operating Activities:</b>   |                    |            |                   |            |
| Net income   | \$ 63,843          | \$ 51,157  | \$ 163,500        | \$ 140,183 |
| Adjustments to reconcile net income to net cash generated by operating activities:     |                    |            |                   |            |
| Depreciation and amortization  | 94,280             | 92,090     | 272,629           | 282,543    |
| Equity-based compensation  | 11,327             | 10,974     | 33,723            | 31,572     |
| Deferred income taxes  | (8,006)            | (5,903)    | (32,616)          | (19,976)   |
| Changes in assets and liabilities:   |                    |            |                   |            |
| Accounts receivable  | 113,486            | 15,079     | (23,537)          | 59,054     |
| Inventories  | (17,805)           | 54,033     | (65,798)          | 11,790     |
| Prepaid expenses and other assets  | (3,241)            | (20,909)   | (3,849)           | (22,682)   |
| Accounts payable and other liabilities   | (28,604)           | (57,728)   | 12,277            | (178,505)  |
| Other  | 1,541              | 6,579      | 5,555             | 31,426     |
| Net cash generated by operating activities   | 226,821            | 145,372    | 361,884           | 335,405    |
| <b>Investing Activities:</b>   |                    |            |                   |            |
| Additions to property, plant and equipment   | (24,604)           | (20,575)   | (55,448)          | (51,152)   |
| Proceeds from sale of property, plant and equipment                                    | 6,490              | 38         | 12,715            | 5,016      |
| Proceeds upon settlement of net investment hedge                                       | —                  | —          | 1,331             | —          |
| Cash paid for acquisitions, including purchase price adjustments, net of cash acquired | —                  | (105,249)  | —                 | (105,249)  |
| Other  | —                  | 3,120      | —                 | 9,898      |
| Net cash used in investing activities  | (18,114)           | (122,666)  | (41,402)          | (141,487)  |
| <b>Financing Activities:</b>   |                    |            |                   |            |
| Long-term debt repaid  | (550,000)          | (25,000)   | (550,000)         | (805,379)  |
| Long-term debt proceeds  | 150,000            | —          | 150,000           | 780,379    |
| Debt issuance and modification costs   | —                  | —          | —                 | (8,363)    |
| Debt extinguishment costs  | —                  | —          | —                 | (14,800)   |
| Cash paid for repurchase of common stock   | —                  | (75,000)   | —                 | (175,000)  |
| Proceeds from the issuance of common shares under equity-based compensation plans      | 73                 | 297        | 4,988             | 8,803      |
| Tax withholding payments for vested equity-based compensation awards                   | (92)               | (98)       | (15,592)          | (14,956)   |
| Net cash used in financing activities  | (400,019)          | (99,801)   | (410,604)         | (229,316)  |
| Effect of exchange rate changes on cash and cash equivalents                           | (1,992)            | 3,846      | (11,458)          | 18,412     |
| Change in cash and cash equivalents  | (193,304)          | (73,249)   | (101,580)         | (16,986)   |
| Cash and cash equivalents at beginning of period                                       | 545,701            | 484,491    | 453,977           | 428,228    |
| Cash and cash equivalents at end of period   | \$ 352,397         | \$ 411,242 | \$ 352,397        | \$ 411,242 |

See notes to unaudited condensed consolidated financial statements included in our Form 10-Q.

# Sales by Region

(Unaudited -- In millions)

|                                | <u>Q3 2018</u>    | <u>Q3 2017</u>    | <u>% Change</u><br><u>YOY</u> |
|--------------------------------|-------------------|-------------------|-------------------------------|
| United States                  | \$ 653.0          | \$ 595.3          | 9.7 %                         |
| Europe, Middle East and Africa | 235.6             | 231.0             | 2.0                           |
| Asia Pacific                   | 179.3             | 218.6             | (18.0)                        |
| Caribbean and Latin America    | 59.4              | 62.2              | (4.5)                         |
| Canada                         | 23.1              | 21.7              | 6.5                           |
| <b>Total Net Sales</b>         | <u>\$ 1,150.4</u> | <u>\$ 1,128.8</u> | 1.9 %                         |

# Segment Information

(Unaudited -- In millions)

## COMMSCOPE®

### Sales by Segment

|                        | Q3 2018           | Q2 2018           | Q3 2017           | % Change       |              |
|------------------------|-------------------|-------------------|-------------------|----------------|--------------|
|                        |                   |                   |                   | Sequential     | YOY          |
| Connectivity Solutions | \$ 731.7          | \$ 740.5          | \$ 708.7          | (1.2) %        | 3.2 %        |
| Mobility Solutions     | 418.7             | 499.4             | 420.1             | (16.2) %       | (0.3) %      |
| <b>Total Net Sales</b> | <b>\$ 1,150.4</b> | <b>\$ 1,239.9</b> | <b>\$ 1,128.8</b> | <b>(7.2) %</b> | <b>1.9 %</b> |

### Non-GAAP Adjusted Operating Income by Segment

|   | Q3 2018         | Q2 2018         | Q3 2017         | % Change        |                |
|---|-----------------|-----------------|-----------------|-----------------|----------------|
|   |                 |                 |                 | Sequential      | YOY            |
| Connectivity Solutions                          | \$ 147.4        | \$ 142.9        | \$ 138.5        | 3.1 %           | 6.4 %          |
| Mobility Solutions                              | 71.6            | 108.2           | 83.6            | (33.8) %        | (14.4) %       |
| <b>Total Non-GAAP Adjusted Operating Income</b> | <b>\$ 219.0</b> | <b>\$ 251.1</b> | <b>\$ 222.1</b> | <b>(12.8) %</b> | <b>(1.4) %</b> |

Components may not sum to total due to rounding  
See Description of Non-GAAP Financial Measures

# ARRIS Segment Information

(Unaudited -- In millions)



ARRIS International plc  
Reconciliation of GAAP Operating Income (Loss) to Non-GAAP Adjusted Direct Contribution  
(Unaudited -- In millions)

**Third Quarter 2018 Non-GAAP Adjusted Direct Contribution Reconciliation by Segment**

|   | CPE            | N&C             | Enterprise     | Corporate & Unallocated | Total           |
|---|----------------|-----------------|----------------|-------------------------|-----------------|
| Operating income (loss), as reported                    | \$ 12.2        | \$ 173.6        | \$ 0.1         | \$ (132.9)              | \$ 53.0         |
| Amortization of intangible assets                       | 47.1           | 24.7            | 15.7           | 0.8                     | 88.3            |
| Integration, acquisition, restructuring and other costs | 2.8            | 0.8             | 0.6            | 0.8                     | 5.0             |
| <b>Direct contribution</b>                              | <b>\$ 62.2</b> | <b>\$ 199.1</b> | <b>\$ 16.4</b> | <b>\$ (131.3)</b>       | <b>\$ 146.4</b> |
| Allocated costs <sup>(1)</sup>                          | (19.3)         | (28.7)          | (5.5)          | 53.5                    | —               |
| Stock-based compensation expense                        | 5.3            | 7.9             | 3.3            | 3.8                     | 20.3            |
| Depreciation expense                                    | 7.1            | 7.0             | 3.1            | 4.2                     | 21.4            |
| <b>Non-GAAP adjusted direct contribution</b>            | <b>\$ 55.2</b> | <b>\$ 185.4</b> | <b>\$ 17.4</b> | <b>\$ (69.8)</b>        | <b>\$ 188.1</b> |

**Second Quarter 2018 Non-GAAP Adjusted Direct Contribution Reconciliation by Segment**

|   | CPE            | N&C             | Enterprise     | Corporate & Unallocated | Total           |
|---|----------------|-----------------|----------------|-------------------------|-----------------|
| Operating income (loss), as reported                    | \$ 20.5        | \$ 170.1        | \$ 1.8         | \$ (147.6)              | \$ 44.9         |
| Amortization of intangible assets                       | 50.6           | 24.7            | 14.3           | 0.8                     | 90.5            |
| Integration, acquisition, restructuring and other costs | 14.6           | 6.4             | 1.7            | 0.2                     | 22.8            |
| <b>Direct contribution</b>                              | <b>\$ 85.7</b> | <b>\$ 201.6</b> | <b>\$ 17.8</b> | <b>\$ (146.6)</b>       | <b>\$ 158.2</b> |
| Allocated costs <sup>(1)</sup>                          | (19.9)         | (29.0)          | (5.6)          | 54.5                    | —               |
| Stock-based compensation expense                        | 5.9            | 8.6             | 4.5            | 4.4                     | 23.5            |
| Depreciation expense                                    | 7.0            | 6.6             | 3.2            | 4.5                     | 21.2            |
| <b>Non-GAAP adjusted direct contribution</b>            | <b>\$ 78.7</b> | <b>\$ 187.5</b> | <b>\$ 19.9</b> | <b>\$ (83.1)</b>        | <b>\$ 202.9</b> |

**First Quarter 2018 Non-GAAP Adjusted Direct Contribution Reconciliation by Segment**

|   | CPE            | N&C             | Enterprise     | Corporate & Unallocated | Total           |
|---|----------------|-----------------|----------------|-------------------------|-----------------|
| Operating income (loss), as reported                    | \$ (20.8)      | \$ 197.5        | \$ (3.1)       | \$ (160.8)              | \$ 12.9         |
| Amortization of intangible assets                       | 63.2           | 25.1            | 25.5           | 0.8                     | 114.7           |
| Impairment of goodwill and intangible assets            | —              | 3.4             | —              | —                       | 3.4             |
| Integration, acquisition, restructuring and other costs | 7.3            | 2.5             | 3.1            | 0.8                     | 13.7            |
| <b>Direct contribution</b>                              | <b>\$ 49.8</b> | <b>\$ 228.5</b> | <b>\$ 25.5</b> | <b>\$ (159.1)</b>       | <b>\$ 144.7</b> |
| Allocated costs <sup>(1)</sup>                          | (19.6)         | (28.5)          | (5.6)          | 53.7                    | —               |
| Stock-based compensation expense                        | 5.3            | 7.8             | 2.4            | 3.8                     | 19.3            |
| Depreciation expense                                    | 7.7            | 6.9             | 3.6            | 4.7                     | 22.9            |
| <b>Non-GAAP adjusted direct contribution</b>            | <b>\$ 43.2</b> | <b>\$ 214.7</b> | <b>\$ 25.9</b> | <b>\$ (97.0)</b>        | <b>\$ 186.8</b> |

**Fourth Quarter 2017 Non-GAAP Adjusted Direct Contribution Reconciliation by Segment**

|   | CPE             | N&C             | Enterprise    | Corporate & Unallocated | Total           |
|---|-----------------|-----------------|---------------|-------------------------|-----------------|
| Operating income (loss), as reported                    | \$ 52.5         | \$ 158.8        | \$ (78.1)     | \$ (145.9)              | \$ (12.7)       |
| Amortization of intangible assets                       | 63.3            | 26.1            | 10.4          | 0.8                     | 100.6           |
| Impairment of goodwill and intangible assets            | —               | 55.0            | —             | —                       | 55.0            |
| Integration, acquisition, restructuring and other costs | (3.9)           | 1.0             | 69.0          | 1.6                     | 67.7            |
| <b>Direct contribution</b>                              | <b>\$ 111.8</b> | <b>\$ 240.9</b> | <b>\$ 1.4</b> | <b>\$ (143.5)</b>       | <b>\$ 210.6</b> |
| Allocated costs <sup>(1)</sup>                          | (19.7)          | (28.8)          | (1.5)         | 50.0                    | —               |
| Stock-based compensation expense                        | 5.6             | 8.3             | 0.7           | 4.1                     | 18.7            |
| Depreciation expense                                    | 9.6             | 7.2             | 1.3           | 4.9                     | 22.9            |
| <b>Non-GAAP adjusted direct contribution</b>            | <b>\$ 107.4</b> | <b>\$ 227.5</b> | <b>\$ 1.9</b> | <b>\$ (84.6)</b>        | <b>\$ 252.3</b> |

Components may not sum to total due to rounding

(1) Allocated costs include facility costs, service provider sales and marketing costs and other costs.

# CommScope and ARRIS:

## Adjusted Operating Income and Adjusted EBITDA Reconciliation by Quarter

(Unaudited -- In millions)



### COMMSCOPE®

|   | Q3 2018         | Q2 2018         | Q1 2018         | Q4 2017         | Q3 2017         |
|---|-----------------|-----------------|-----------------|-----------------|-----------------|
| <b>Operating income, as reported</b>        | <b>\$ 132.2</b> | <b>\$ 164.7</b> | <b>\$ 103.7</b> | <b>\$ 90.3</b>  | <b>\$ 125.4</b> |
| Amortization of purchased intangible assets | 65.8            | 66.4            | 67.2            | 68.1            | 68.3            |
| Restructuring costs, net                    | 7.1             | 7.2             | 5.5             | 19.3            | 5.4             |
| Equity-based compensation                   | 11.3            | 11.8            | 10.5            | 10.3            | 11.0            |
| Integration and transaction costs           | 2.6             | 1.0             | 1.7             | 9.8             | 12.0            |
| <b>Non-GAAP adjusted operating income</b>   | <b>\$ 219.0</b> | <b>\$ 251.1</b> | <b>\$ 188.6</b> | <b>\$ 197.7</b> | <b>\$ 222.1</b> |
| <b>Non-GAAP adjusted operating margin %</b> | <b>19.0%</b>    | <b>20.3%</b>    | <b>16.8%</b>    | <b>17.6%</b>    | <b>19.7%</b>    |
| Depreciation                                | 18.7            | 19.9            | 19.6            | 20.8            | 20.6            |
| <b>Non-GAAP adjusted EBITDA</b>             | <b>\$ 237.8</b> | <b>\$ 271.1</b> | <b>\$ 208.1</b> | <b>\$ 218.5</b> | <b>\$ 242.7</b> |

### ARRIS International plc Quarterly Adjusted EBITDA (Unaudited -- In millions)

#### GAAP to Non-GAAP Adjusted EBITDA Reconciliation

|  | Q3 2018         | Q2 2018         | Q1 2018          | Q4 2017         |
|--|-----------------|-----------------|------------------|-----------------|
| <b>Net income (loss), as reported</b>                    | <b>\$ 45.8</b>  | <b>\$ 34.8</b>  | <b>\$ (17.0)</b> | <b>\$ (8.1)</b> |
| Income tax expense (benefit)                             | (15.7)          | (9.9)           | 3.5              | (32.3)          |
| Interest income  | (1.8)           | (1.8)           | (1.5)            | (2.0)           |
| Interest expense   | 24.0            | 23.6            | 22.5             | 23.8            |
| Depreciation expense                                     | 21.6            | 21.2            | 22.9             | 22.9            |
| Amortization of intangible assets                        | 88.3            | 90.5            | 114.7            | 100.6           |
| <b>EBITDA</b>  | <b>\$ 162.2</b> | <b>\$ 158.4</b> | <b>\$ 145.0</b>  | <b>\$ 104.9</b> |
| Stock-based compensation expense                         | 20.3            | 23.5            | 19.3             | 18.7            |
| Integration, acquisition, restructuring and other costs  | 5.0             | 22.8            | 13.7             | 67.7            |
| Impairment of goodwill and intangible assets             | —               | —               | 3.4              | 55.0            |
| Acquisition accounting impacts of deferred revenue       | 2.4             | 3.3             | 5.7              | (7.0)           |
| Acquisition accounting impacts of fair valuing inventory | —               | —               | 17.0             | 7.6             |
| Remeasurement of deferred taxes                          | 0.5             | (3.7)           | 3.7              | 0.9             |
| <b>Non-GAAP adjusted EBITDA</b>                          | <b>\$ 190.5</b> | <b>\$ 204.4</b> | <b>\$ 207.7</b>  | <b>\$ 247.7</b> |

Components may not sum to total due to rounding

# Quarterly Adjusted Operating Income Reconciliation by Segment

(Unaudited -- In millions)

## Third Quarter 2018 Non-GAAP Adjusted Operating Income Reconciliation by Segment

|   | Connectivity<br>Solutions | Mobility<br>Solutions | Total           |
|---|---------------------------|-----------------------|-----------------|
| <b>Operating income, as reported</b>        | <b>\$ 94.9</b>            | <b>\$ 37.3</b>        | <b>\$ 132.2</b> |
| Amortization of purchased intangible assets | 44.4                      | 21.4                  | 65.8            |
| Restructuring costs, net                    | (0.4)                     | 7.5                   | 7.1             |
| Equity-based compensation                   | 6.9                       | 4.4                   | 11.3            |
| Integration and transaction costs           | 1.7                       | 1.0                   | 2.6             |
| <b>Non-GAAP adjusted operating income</b>   | <b>\$ 147.4</b>           | <b>\$ 71.6</b>        | <b>\$ 219.0</b> |
| <b>Non-GAAP adjusted operating margin %</b> | <b>20.1%</b>              | <b>17.1%</b>          | <b>19.0%</b>    |

## Second Quarter 2018 Non-GAAP Adjusted Operating Income Reconciliation by Segment

|   | Connectivity<br>Solutions | Mobility<br>Solutions | Total           |
|---|---------------------------|-----------------------|-----------------|
| <b>Operating income, as reported</b>        | <b>\$ 85.4</b>            | <b>\$ 79.3</b>        | <b>\$ 164.7</b> |
| Amortization of purchased intangible assets | 45.0                      | 21.4                  | 66.4            |
| Restructuring costs, net                    | 4.7                       | 2.5                   | 7.2             |
| Equity-based compensation                   | 7.2                       | 4.6                   | 11.8            |
| Integration and transaction costs           | 0.7                       | 0.3                   | 1.0             |
| <b>Non-GAAP adjusted operating income</b>   | <b>\$ 142.9</b>           | <b>\$ 108.2</b>       | <b>\$ 251.1</b> |
| <b>Non-GAAP adjusted operating margin %</b> | <b>19.3%</b>              | <b>21.7%</b>          | <b>20.3%</b>    |

## Third Quarter 2017 Non-GAAP Adjusted Operating Income Reconciliation by Segment

|   | Connectivity<br>Solutions | Mobility<br>Solutions | Total           |
|---|---------------------------|-----------------------|-----------------|
| <b>Operating income, as reported</b>        | <b>\$ 70.4</b>            | <b>\$ 55.0</b>        | <b>\$ 125.4</b> |
| Amortization of purchased intangible assets | 44.2                      | 24.1                  | 68.3            |
| Restructuring costs, net                    | 5.6                       | (0.2)                 | 5.4             |
| Equity-based compensation                   | 6.4                       | 4.6                   | 11.0            |
| Integration and transaction costs           | 11.9                      | 0.2                   | 12.0            |
| <b>Non-GAAP adjusted operating income</b>   | <b>\$ 138.5</b>           | <b>\$ 83.6</b>        | <b>\$ 222.1</b> |
| <b>Non-GAAP adjusted operating margin %</b> | <b>19.5%</b>              | <b>19.9%</b>          | <b>19.7%</b>    |

Components may not sum to total due to rounding  
See Description of Non-GAAP Financial Measures

# Adjusted Net Income Reconciliation

(Unaudited – In millions)

|  | Three Months Ended<br>September 30, |                 | Nine Months Ended<br>September 30, |                 |
|--|-------------------------------------|-----------------|------------------------------------|-----------------|
|  | 2018                                | 2017            | 2018                               | 2017            |
| <b>Operating income, as reported</b>                                 | <b>\$ 132.2</b>                     | <b>\$ 125.4</b> | <b>\$ 400.6</b>                    | <b>\$ 381.8</b> |
| Adjustments:   |                                     |                 |                                    |                 |
| Amortization of purchased intangible assets                          | 65.8                                | 68.3            | 199.5                              | 202.9           |
| Restructuring costs, net   | 7.1                                 | 5.4             | 19.7                               | 24.5            |
| Equity-based compensation  | 11.3                                | 11.0            | 33.7                               | 31.6            |
| Integration and transaction costs                                    | 2.6                                 | 12.0            | 5.3                                | 38.2            |
| Total adjustments to operating income                                | 86.8                                | 96.7            | 258.2                              | 297.2           |
| <b>Non-GAAP adjusted operating income</b>                            | <b>\$ 219.0</b>                     | <b>\$ 222.1</b> | <b>\$ 658.8</b>                    | <b>\$ 679.0</b> |
| Income before income taxes, as reported                              | \$ 65.6                             | \$ 68.0         | \$ 214.9                           | \$ 183.6        |
| Income tax expense, as reported                                      | (1.8)                               | (16.9)          | (51.4)                             | (43.4)          |
| <b>Net income, as reported</b>                                       | <b>\$ 63.8</b>                      | <b>\$ 51.2</b>  | <b>\$ 163.5</b>                    | <b>\$ 140.2</b> |
| Adjustments:   |                                     |                 |                                    |                 |
| Total pretax adjustments to operating income                         | 86.8                                | 96.7            | 258.2                              | 297.2           |
| Pretax amortization of deferred financing costs & OID <sup>(1)</sup> | 9.8                                 | 3.2             | 15.0                               | 18.8            |
| Pretax loss on debt transactions <sup>(2)</sup>                      | —                                   | —               | —                                  | 16.0            |
| Pretax net investment gains <sup>(2)</sup>                           | —                                   | (2.4)           | —                                  | (9.0)           |
| Tax effects of adjustments and other tax items <sup>(3)</sup>        | (45.9)                              | (41.2)          | (93.9)                             | (133.9)         |
| <b>Non-GAAP adjusted net income</b>                                  | <b>\$ 114.5</b>                     | <b>\$ 107.5</b> | <b>\$ 342.7</b>                    | <b>\$ 329.3</b> |
| <b>Diluted EPS, as reported</b>                                      | <b>\$ 0.33</b>                      | <b>\$ 0.26</b>  | <b>\$ 0.84</b>                     | <b>\$ 0.71</b>  |
| <b>Non-GAAP adjusted diluted EPS</b>                                 | <b>\$ 0.59</b>                      | <b>\$ 0.55</b>  | <b>\$ 1.75</b>                     | <b>\$ 1.67</b>  |

(1) Included in interest expense.

(2) Included in other income (expense), net.

(3) The tax rates applied to adjustments reflect the tax expense or benefit based on the tax jurisdiction of the entity generating the adjustment. There are certain items for which we expect little or no tax effect.

Note: Components may not sum to total due to rounding

See Description of Non-GAAP Financial Measures

# Outlook GAAP to Non-GAAP Reconciliation

(Unaudited -- In millions)

|   | <b>Outlook</b>                                      |                           |
|---|---|---------------------------|
|   | <b>Three Months Ended<br/>December 31,<br/>2018</b> | <b>Full Year<br/>2018</b> |
| <b>Operating income</b>   | <b>\$ 60 - \$83</b>                                 | <b>\$ 461 - \$484</b>     |
| Adjustments:  |   |                           |
| Amortization of purchased intangible assets                                     | \$ 66   | \$ 265                    |
| Equity-based compensation   | \$ 12   | \$ 46                     |
| Restructuring costs, integration and transaction costs and other <sup>(1)</sup> | \$ 7 - \$9  | \$ 32 - \$34              |
| Total adjustments to operating income   | \$ 85 - \$87  | \$ 343 - \$345            |
| <b>Non-GAAP adjusted operating income</b>                                       | <b>\$ 145 - \$170</b>                               | <b>\$ 804 - \$829</b>     |
| <b>Diluted earnings per share (basic loss per share)</b>                        | <b>\$ (0.12) - \$(0.14)</b>                         | <b>\$ 0.70 - \$0.72</b>   |
| Adjustments <sup>(2)</sup> :  |   |                           |
| Total adjustments to operating income   | \$ 0.32 - \$0.36                                    | \$ 1.32 - \$1.34          |
| Debt-related costs and other special items <sup>(3)</sup>                       | \$ 0.14 - \$0.17                                    | \$ 0.07 - \$0.08          |
| <b>Non-GAAP adjusted diluted earnings per share</b>                             | <b>\$ 0.34 - \$0.39</b>                             | <b>\$ 2.09 - \$2.14</b>   |

(1) Reflects projections for restructuring costs, integration and transaction costs and other special items. Actual adjustments may vary from projections.

(2) The tax rates applied to projected adjustments reflect the tax expense or benefit based on the expected tax jurisdiction of the entity generating the projected adjustments. There are certain items for which we expect little or no tax effect.

(3) Reflects projections for amortization of debt issuance costs, loss on debt extinguishment, net losses on defined benefit plan terminations, foreign exchange losses triggered by the liquidation of subsidiaries and tax items. Actual adjustments may vary from projections.

Our actual results may be impacted by additional events for which information is not currently available, such as additional restructuring activities, asset impairments, debt extinguishments, additional transaction and integration costs, foreign exchange rate fluctuations and other gains or losses related to events that are not currently known or measurable.

See Caution Regarding Forward-Looking Statements and Description of Non-GAAP Financial Measures.