



News Release

Benchmark Reports Second Quarter 2025 Results

2025-07-30

TEMPE, Ariz.--(BUSINESS WIRE)-- Benchmark Electronics, Inc. (NYSE: BHE) today announced financial results for the second quarter ended June 30, 2025.

Second quarter 2025 results:

- Revenue of \$642 million
- GAAP Operating Income of \$20 million
- Non-GAAP Operating Income of \$30 million
- GAAP earnings per share of \$0.03
- Non-GAAP earnings per share of \$0.55

"Benchmark's second quarter results continue to validate our strategy. We are the partner of choice for complex product execution, from concept through design to global delivery and support. Our second quarter progress was measured by sequential growth across most of our sectors with continued strength in A&D and solid recovery in the Industrial and Medical sectors. Even more encouraging was that we achieved a multi-year record in new bookings during the quarter," said Jeff Benck, Benchmark's President and CEO.

Benck continued "My conviction in our strategy and execution has never been higher. We see this play out in our margin improvement, bookings momentum with existing customers, and increased commitment to our value proposition by new customers. I am confident our accelerating momentum will drive growth and operational leverage in the coming quarters."

| Summary GAAP Items (Amounts in millions, except per share data) | Three Months Ended | | |
|--|--------------------|-------------------|------------------|
| | June 30, 2024 | March 31, 2025 | June 30, 2025 |
| Revenue | \$ 666 | \$ 632 | \$ 642 |

| | | | |
|------------------|---------|---------|---------|
| Gross Margin | 10.2% | 10.0% | 10.1% |
| Operating Margin | 4.1% | 1.9% | 3.2% |
| Diluted EPS | \$ 0.43 | \$ 0.10 | \$ 0.03 |

| Summary Non-GAAP Items ⁽¹⁾ (Amounts in millions, except per share data) | Three Months Ended | | |
|---|--------------------|-------------------|------------------|
| | June 30, 2024 | March 31, 2025 | June 30, 2025 |
| Revenue | \$ 666 | \$ 632 | \$ 642 |
| Gross Margin | 10.2% | 10.1% | 10.2% |
| Operating Margin | 5.1% | 4.6% | 4.7% |
| Diluted EPS | \$ 0.57 | \$ 0.52 | \$ 0.55 |

⁽¹⁾ A reconciliation of non-GAAP results to the most directly comparable GAAP measures and a discussion of why management believes these non-GAAP results are useful are included below.

Second Quarter 2025 Industry Sector Update

| (In millions) | June 30, 2024 | | March 31, 2025 | | June 30, 2025 | |
|---------------|------------------|------|-------------------|------|------------------|------|
| | | | | | | |
| Semi-Cap | \$ 172 | 26% | \$ 195 | 32% | \$ 190 | 30% |
| Industrial | 142 | 21 | 137 | 22 | 142 | 22 |
| A&D | 109 | 16 | 122 | 19 | 126 | 20 |
| Medical | 111 | 17 | 104 | 16 | 110 | 17 |
| AC&C | 132 | 20 | 74 | 11 | 74 | 11 |
| Total | \$ 666 | 100% | \$ 632 | 100% | \$ 642 | 100% |

Cash Conversion Cycle

| | June 30, 2024 | March 31, 2025 | June 30, 2025 |
|---|------------------|-------------------|------------------|
| Days in accounts receivable | 51 | 53 | 52 |
| Days in contract asset | 25 | 25 | 25 |
| Days in inventory | 90 | 89 | 83 |
| Days in accounts payable | (52) | (61) | (55) |
| Days in advance payments from customers | (24) | (20) | (20) |
| Days in cash conversion cycle | 90 | 86 | 85 |

Third Quarter 2025 Guidance

- Revenue between \$635 million - \$685 million
- Diluted GAAP earnings per share between \$0.28 - \$0.34
- Diluted non-GAAP earnings per share between \$0.56 - \$0.62
- Non-GAAP earnings per share guidance excludes stock-based compensation expense of approximately \$5.3

million and other non-operating expenses of \$6.1 million to \$6.3 million which includes restructuring, amortization of intangibles and other expenses.

Second Quarter 2025 Earnings Conference Call

The Company will host a conference call to discuss the results today at 5:00 p.m. Eastern Time. The live webcast of the call and accompanying reference materials will be accessible by logging on to the Company's website at www.bench.com. A replay of the broadcast will also be available on the Company's website.

About Benchmark Electronics, Inc.

Benchmark provides comprehensive solutions across the entire product life cycle by leading through its innovative technology and engineering design services, leveraging its optimized global supply chain and delivering world-class manufacturing services in the following industries: semiconductor capital equipment (Semi-Cap), industrial, medical, aerospace and defense (A&D), and advanced computing and communications (AC&C). Benchmark's global operations include facilities in seven countries and its common shares trade on the New York Stock Exchange under the symbol BHE.

Forward-Looking Statements

This press release contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended and Section 21E of the Securities Exchange Act of 1934, as amended. These forward-looking statements are identified as any statement that does not relate strictly to historical or current facts and may include words such as "anticipate," "believe," "intend," "plan," "project," "forecast," "strategy," "position," "continue," "estimate," "expect," "may," "will," "could," "predict," and similar expressions of the negative or other variations thereof. In particular, statements, expressed or implied, concerning the Company's outlook and guidance for third quarter and fiscal year 2025 results, future operating results or margins, the ability to generate sales and income or cash flow, expected revenue mix, the Company's business strategy and strategic initiatives, the Company's repurchases of shares of its common stock, the Company's expectations regarding restructuring charges, stock-based compensation expense, amortization of intangibles, award of any tax incentives and capital expenditures, and the Company's intentions concerning the payment of dividends, among others, are forward-looking statements. Although the Company believes these statements are based on and derived from reasonable assumptions, they involve risks, uncertainties and assumptions that are beyond the Company's ability to control or predict, relating to operations, markets and the business environment generally, including those discussed under Part I, Item 1A of the Company's Annual Report on Form 10-K for the year ended December 31, 2024, and in any of the Company's subsequent reports filed with the Securities and Exchange Commission. Events relating to the possibility of customer demand fluctuations, supply chain constraints, continuing inflationary pressures, the effects

of foreign currency fluctuations and high interest rates, geopolitical uncertainties including continuing hostilities and tensions, trade restrictions and sanctions, tariffs and retaliatory countermeasures, the ability to utilize the Company's manufacturing facilities at sufficient levels to cover its fixed operating costs, or write-downs or write-offs of obsolete or unsold inventory, may have resulting impacts on the Company's business, financial condition, results of operations, and the Company's ability (or inability) to execute on its plans. Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual outcomes, including the future results of the Company's operations, may vary materially from those indicated. Undue reliance should not be placed on any forward-looking statements. Forward-looking statements are not guarantees of performance. All forward-looking statements included in this document are based upon information available to the Company as of the date of this document, and the Company assumes no obligation to update.

Non-GAAP Financial Measures

Management discloses certain non-GAAP information to provide investors with additional information to analyze the Company's performance and underlying trends. These non-GAAP financial measures exclude restructuring charges, stock-based compensation expense, amortization of intangible assets acquired in business combinations, certain legal and other settlement losses (gains), customer insolvency losses (recoveries), asset impairments, other significant non-recurring costs and the related tax impacts, including discrete tax items and other non-GAAP tax adjustments, of all of the above. A detailed reconciliation between GAAP results and results excluding certain items ("non-GAAP") is included in the following tables attached to this document. In situations where a non-GAAP reconciliation has not been provided, the Company was unable to provide such a reconciliation without unreasonable effort due to the uncertainty and inherent difficulty predicting the occurrence, the financial impact and the periods in which the non-GAAP adjustments may be recognized. Management uses non-GAAP measures that exclude certain items in order to better assess operating performance and help investors compare results with our previous guidance. This document also references "free cash flow", a non-GAAP measure, which the Company defines as cash flow from operations less additions to property, plant and equipment and purchased software. The Company's non-GAAP information is not necessarily comparable to the non-GAAP information used by other companies. Non-GAAP information should not be viewed as a substitute for, or superior to, net income or other data prepared in accordance with GAAP as a measure of the Company's profitability or liquidity. Readers should consider the types of events and transactions for which adjustments have been made.

Benchmark Electronics, Inc. and Subsidiaries
Condensed Consolidated Statements of Income
(Amounts in Thousands, Except Per Share Data)
(UNAUDITED)

Three Months Ended
June 30,

Six Months Ended
June 30,

| | 2024 | 2025 | 2024 | 2025 |
|--|------------------|---------------|------------------|-----------------|
| Sales | \$ 665,896 | \$ 642,335 | \$ 1,341,471 | \$ 1,274,099 |
| Cost of sales | 597,946 | 577,563 | 1,206,113 | 1,146,147 |
| Gross profit | 67,950 | 64,772 | 135,358 | 127,952 |
| Selling, general and administrative expenses | 38,022 | 40,569 | 75,354 | 79,369 |
| Amortization of intangible assets | 1,204 | 1,204 | 2,408 | 2,408 |
| Restructuring charges and other costs | 1,471 | 2,513 | 4,814 | 13,930 |
| Income from operations | 27,253 | 20,486 | 52,782 | 32,245 |
| Interest expense | (6,933) | (6,348) | (14,178) | (11,643) |
| Interest income | 2,526 | 3,135 | 4,518 | 5,867 |
| Other expense, net | (2,323) | (666) | (3,500) | (1,468) |
| Income before income taxes | 20,523 | 16,607 | 39,622 | 25,001 |
| Income tax expense | 4,995 | 15,635 | 10,092 | 20,385 |
| Net income | <u>\$ 15,528</u> | <u>\$ 972</u> | <u>\$ 29,530</u> | <u>\$ 4,616</u> |
| Earnings per share: | | | | |
| Basic | \$ 0.43 | \$ 0.03 | \$ 0.82 | \$ 0.13 |
| Diluted | \$ 0.43 | \$ 0.03 | \$ 0.81 | \$ 0.13 |
| Weighted-average number of shares outstanding: | | | | |
| Basic | 36,047 | 35,991 | 35,929 | 36,021 |
| Diluted | 36,497 | 36,258 | 36,388 | 36,427 |

Benchmark Electronics, Inc. and Subsidiaries
Condensed Consolidated Balance Sheets
(In Thousands)
(UNAUDITED)

| | December 31, 2024 | June 30, 2025 |
|---|----------------------|---------------------|
| Assets | | |
| Current assets: | | |
| Cash and cash equivalents | \$ 315,152 | \$ 264,647 |
| Restricted cash | 12,875 | — |
| Accounts receivable, net | 412,458 | 369,246 |
| Contract assets | 167,578 | 175,101 |
| Inventories | 553,654 | 531,986 |
| Prepaid expenses and other current assets | 42,512 | 56,010 |
| Total current assets | <u>1,504,229</u> | <u>1,396,990</u> |
| Property, plant and equipment, net | 225,097 | 223,809 |
| Operating lease right-of-use assets | 117,995 | 110,771 |
| Goodwill and other long-term assets | 292,143 | 299,275 |
| Total assets | <u>\$ 2,139,464</u> | <u>\$ 2,030,845</u> |
| Liabilities and Shareholders' Equity | | |
| Current liabilities: | | |
| Current installments of long-term debt | \$ 6,737 | \$ 3,830 |
| Accounts payable | 354,218 | 354,715 |
| Advance payments from customers | 143,614 | 126,463 |
| Accrued liabilities | 144,530 | 107,142 |
| Total current liabilities | <u>649,099</u> | <u>592,150</u> |
| Long-term debt, net of current installments | 250,457 | 203,418 |
| Operating lease liabilities | 108,997 | 104,896 |
| Other long-term liabilities | 17,598 | 23,511 |
| Total liabilities | <u>1,026,151</u> | <u>923,975</u> |
| Shareholders' equity | <u>1,113,313</u> | <u>1,106,870</u> |
| Total liabilities and shareholders' equity | <u>\$ 2,139,464</u> | <u>\$ 2,030,845</u> |

Benchmark Electronics, Inc. and Subsidiaries
Condensed Consolidated Statements of Cash Flows
(In Thousands)
(UNAUDITED)

| | Six Months Ended June 30, |
|------|------------------------------|
| 2024 | 2025 |
| | 2025 |

| | | | | | |
|--|------------|------------|--|--|--|
| Cash flows from operating activities: | | | | | |
| Net income | \$ 29,530 | \$ 4,616 | | | |
| Depreciation and amortization | 23,026 | 23,785 | | | |
| Stock-based compensation expense | 6,361 | 9,732 | | | |
| Accounts receivable | 71,346 | 46,794 | | | |
| Contract assets | (7,111) | (7,523) | | | |
| Inventories | 82,717 | 26,087 | | | |
| Accounts payable | (25,550) | (3,727) | | | |
| Advance payments from customers | (47,727) | (17,150) | | | |
| Other changes in working capital and other, net | (28,318) | (53,934) | | | |
| Net cash provided by operating activities | 104,274 | 28,680 | | | |
| Cash flows from investing activities: | | | | | |
| Additions to property, plant and equipment and software | (14,407) | (16,460) | | | |
| Other investing activities, net | (1,405) | 62 | | | |
| Net cash used in investing activities | (15,812) | (16,398) | | | |
| Cash flows from financing activities: | | | | | |
| Share repurchases | — | (15,995) | | | |
| Net debt activity | (41,731) | (50,430) | | | |
| Other financing activities, net | (17,161) | (18,990) | | | |
| Net cash used in financing activities | (58,892) | (85,415) | | | |
| Effect of exchange rate changes | (2,918) | 9,753 | | | |
| Net increase (decrease) in cash and cash equivalents and restricted cash | 26,652 | (63,380) | | | |
| Cash and cash equivalents and restricted cash at beginning of year | 283,213 | 328,027 | | | |
| Cash and cash equivalents and restricted cash at end of period | \$ 309,865 | \$ 264,647 | | | |

Benchmark Electronics, Inc. and Subsidiaries

Reconciliation of GAAP to Non-GAAP Financial Results
(Amounts in Thousands, Except Per Share Data)
(UNAUDITED)

| | Three Months Ended | | | Six Months Ended | |
|---|--------------------|-----------------|-----------------|------------------|-----------------|
| | Jun 30, 2024 | Mar 31, 2025 | Jun 30, 2025 | 2024 | Jun 30, 2025 |
| Income from operations (GAAP) | \$ 27,253 | \$ 11,759 | \$ 20,486 | \$ 52,782 | \$ 32,245 |
| Restructuring charges and other costs | 1,471 | 1,342 | 1,939 | 4,814 | 3,281 |
| Stock-based compensation expense | 4,185 | 4,397 | 5,335 | 6,361 | 9,732 |
| Amortization of intangible assets | 1,204 | 1,204 | 1,204 | 2,408 | 2,408 |
| Legal and other settlement loss ⁽¹⁾ | 317 | 10,275 | 799 | 1,172 | 11,074 |
| Customer insolvency (recovery) | (316) | — | — | (316) | — |
| Other | — | — | 311 | — | 311 |
| Non-GAAP income from operations | \$ 34,114 | \$ 28,977 | \$ 30,074 | \$ 67,221 | \$ 59,051 |
| GAAP operating margin | 4.1% | 1.9% | 3.2% | 3.9% | 2.5% |
| Non-GAAP operating margin | 5.1% | 4.6% | 4.7% | 5.0% | 4.6% |
| Gross profit (GAAP) | \$ 67,950 | \$ 63,180 | \$ 64,772 | \$ 135,358 | \$ 127,952 |
| Stock-based compensation expense | 326 | 431 | 514 | 752 | 945 |
| Customer insolvency (recovery) | (316) | — | — | (316) | — |
| Non-GAAP gross profit | \$ 67,960 | \$ 63,611 | \$ 65,286 | \$ 135,794 | \$ 128,897 |
| GAAP gross margin | 10.2% | 10.0% | 10.1% | 10.1% | 10.0% |
| Non-GAAP gross margin | 10.2% | 10.1% | 10.2% | 10.1% | 10.1% |
| Selling, general and administrative expenses | \$ 38,022 | \$ 38,800 | \$ 40,569 | \$ 75,354 | \$ 79,369 |
| Stock-based compensation expense | (3,858) | (3,966) | (4,821) | (5,608) | (8,787) |
| Legal and other settlement loss ⁽¹⁾ | (317) | (200) | (225) | (1,172) | (425) |
| Other | — | — | (311) | — | (311) |
| Non-GAAP selling, general and administrative expenses | \$ 33,847 | \$ 34,634 | \$ 35,212 | \$ 68,574 | \$ 69,846 |
| Net income (GAAP) | \$ 15,528 | \$ 3,644 | \$ 972 | \$ 29,530 | \$ 4,616 |
| Restructuring charges and other costs | 1,471 | 1,342 | 1,939 | 4,814 | 3,281 |
| Stock-based compensation expense | 4,185 | 4,397 | 5,335 | 6,361 | 9,732 |
| Amortization of intangible assets | 1,204 | 1,204 | 1,204 | 2,408 | 2,408 |
| Legal and other settlement loss ⁽¹⁾ | 317 | 10,275 | 799 | 1,172 | 11,074 |
| Refinancing of Credit Facilities | — | — | 224 | — | 224 |
| Customer insolvency (recovery) | (316) | — | — | (316) | — |
| Other | — | — | 311 | — | 311 |
| Income tax adjustments ⁽²⁾ | (1,437) | (1,645) | 9,208 | (2,830) | 7,563 |
| Non-GAAP net income | \$ 20,952 | \$ 19,217 | \$ 19,992 | \$ 41,139 | \$ 39,209 |
| Diluted earnings per share: | | | | | |
| Diluted (GAAP) | \$ 0.43 | \$ 0.10 | \$ 0.03 | \$ 0.81 | \$ 0.13 |
| Diluted (Non-GAAP) | \$ 0.57 | \$ 0.52 | \$ 0.55 | \$ 1.13 | \$ 1.08 |
| Weighted-average number of shares used in calculating diluted earnings per share: | | | | | |

| | | | | | |
|---|------------------|------------------|--------------------|------------------|------------------|
| Diluted (GAAP) | 36,497 | 36,605 | 36,258 | 36,388 | 36,427 |
| Diluted (Non-GAAP) | 36,497 | 36,605 | 36,258 | 36,388 | 36,258 |
| Net cash provided by (used in) operations | \$ 55,816 | \$ 31,503 | \$ (2,823) | \$ 104,274 | \$ 28,680 |
| Additions to property, plant and equipment and software | (8,504) | (4,156) | (12,304) | (14,407) | (16,460) |
| Free cash flow (used) | <u>\$ 47,312</u> | <u>\$ 27,347</u> | <u>\$ (15,127)</u> | <u>\$ 89,867</u> | <u>\$ 12,220</u> |

(1)Includes settlement of the tax assessment in Mexico that was previously disclosed under Note 15 in Part II, Item 8 of the Company's Annual Report on Form 10-K for the year ended December 31, 2024.

(2)This amount represents the tax impact of the non-GAAP adjustments, including discrete tax items, using the applicable effective tax rates. For the three and six months ended June 30, 2025, \$10.4 million in discrete tax charges relating to foreign withholding tax paid on repatriated dividends, net of anticipated recoveries, and the recognition of deferred tax liabilities on remaining unremitting earnings in China.

For More Information, Please Contact:

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Source: BENCHMARK ELECTRONICS