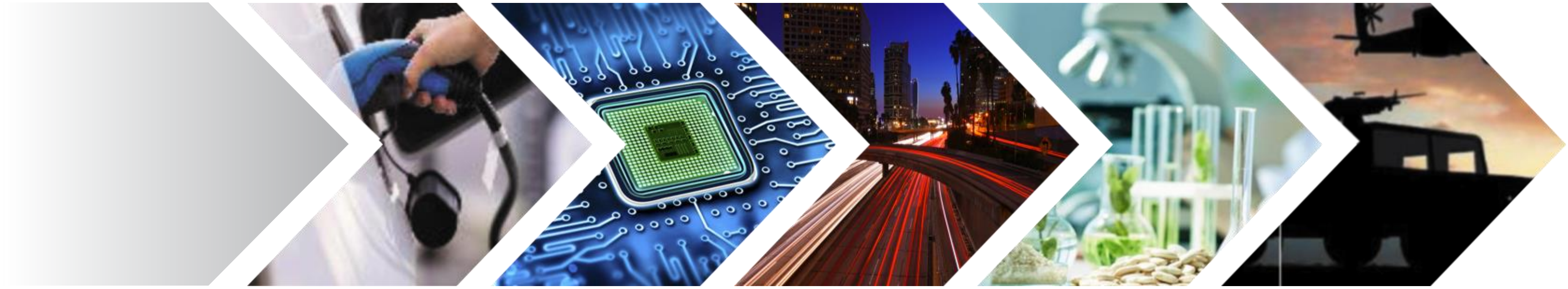
inTEST Corporation

Q3 2022 Financial Results Conference Call

Nick Grant,
President and
CEO



Duncan Gilmour,
CFO

November 4, 2022

Forward-Looking Statements

This presentation includes forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, as amended. These statements do not convey historical information but relate to predicted or potential future events and financial results, such as statements of the Company's plans, strategies and intentions, or our future performance or goals, that are based upon management's current expectations. These forward-looking statements can often be identified by the use of forward-looking terminology such as "believes," "expects," "intends," "may," "will," "should," "plans," "projects," "forecasts," "outlook," "anticipates," "targets," "estimates," or similar terminology. These statements are subject to risks and uncertainties that could cause actual results to differ materially from those expressed or implied by such statements. Such risks and uncertainties include, but are not limited to, any mentioned in this presentation as well as the Company's ability to execute on its 5-Point Strategy, realize the potential benefits of acquisitions and successfully integrate any acquired operations, grow the Company's presence in its key target and international markets, manage supply chain challenges, convert backlog to sales and to ship product in a timely manner; the success of the Company's strategy to diversify its markets; the impact of inflation on the Company's business and financial condition; the impact of the COVID-19 pandemic on the Company's business, liquidity, financial condition and results of operations; indications of a change in the market cycles in the semi market or other markets served; changes in business conditions and general economic conditions both domestically and globally including rising interest rates and fluctuation in foreign currency exchange rates; changes in the demand for semiconductors; access to capital and the ability to borrow funds or raise capital to finance potential acquisitions or for working capital; changes in the rates and timing of capital expenditures by the Company's customers; and other risk factors set forth from time to time in the Company's Securities and Exchange Commission filings, including, but not limited to, the Annual Report on Form 10-K for the year ended December 31, 2021. Any forward-looking statement made by the Company in this presentation is based only on information currently available to management and speaks to circumstances only as of the date on which it is made. The Company undertakes no obligation to update the information in this presentation to reflect events or circumstances after the date hereof or to reflect the occurrence of anticipated or unanticipated events.

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

In addition to disclosing results that are determined in accordance with GAAP, we also disclose non-GAAP financial measures. These non-GAAP financial measures consist of organic revenue, adjusted net earnings (loss), adjusted earnings (loss) per diluted share, free cash flow, adjusted EBITDA, and adjusted EBITDA margin. Organic revenue is derived by excluding revenue generated by acquired businesses in the first twelve months of ownership from total revenue. Adjusted net earnings (loss) is derived by adding acquired intangible amortization, adjusted for the related income tax expense (benefit), to net earnings (loss). Adjusted earnings (loss) per diluted share is derived by dividing adjusted net earnings (loss) by diluted weighted average shares outstanding. Adjusted EBITDA is derived by adding acquired intangible amortization, interest expense, income tax expense, depreciation, and stock-based compensation expense to net earnings (loss). Adjusted EBITDA margin is derived by dividing adjusted EBITDA by revenue. Free cash flow is derived by subtracting capital expenditures from net cash provided by operations. These results are provided as a complement to the results provided in accordance with GAAP. Organic revenue is a non-GAAP financial measure presented to provide investors the understanding of the performance of the core business excluding the contributions of acquisitions in the first twelve months of ownership. Adjusted net earnings (loss) and adjusted earnings (loss) per diluted share are non-GAAP financial measures presented to provide investors with meaningful, supplemental information regarding our baseline performance before acquired intangible amortization charges as this expense may not be indicative of our underlying operating performance. Adjusted EBITDA and adjusted EBITDA margin are non-GAAP financial measures presented primarily as a measure of liquidity as they exclude non-cash charges for acquired intangible amortization, depreciation and stock-based compensation. In addition, adjusted EBITDA and adjusted EBITDA margin also exclude the impact of interest income or expense and income tax expense or benefit, as these expenses may not be indicative of our underlying operating performance. The non-GAAP financial measures presented in this presentation are used by management to make operational decisions, to forecast future operational results, and for comparison with our business plan, historical operating results and the operating results of our peers. Reconciliations from revenue to organic revenue, net earnings (loss) and earnings (loss) per diluted share to adjusted net earnings (loss) and adjusted earnings (loss) per diluted share and from net earnings (loss) to adjusted EBITDA and adjusted EBITDA margin, are contained in the tables that accompany this presentation. The non-GAAP financial measures discussed in this presentation may not be comparable to similarly titled measures used by other companies. The presentation of non-GAAP financial measures is not meant to be considered in isolation, as a substitute for, or superior to, financial measures or information provided in accordance with GAAP.

This presentation also contains forward-looking statements regarding non-GAAP adjusted EBITDA and adjusted EBITDA margin. The Company is unable to present a quantitative reconciliation of these forward-looking non-GAAP financial measures to their most directly comparable forward-looking GAAP financial measures because such information is not available, and management cannot reliably predict the necessary components of such GAAP measures without unreasonable effort or expense. In addition, the Company believes that such reconciliations would imply a degree of precision that would be confusing or misleading to investors. These non-GAAP financial measures are preliminary estimates and are subject to risks and uncertainties, including, among others, changes in connection with quarter-end and year-end adjustments. Any variation between the Company's actual results and preliminary financial data set forth above may be material.

Demonstrating Success of 5-Point Strategy

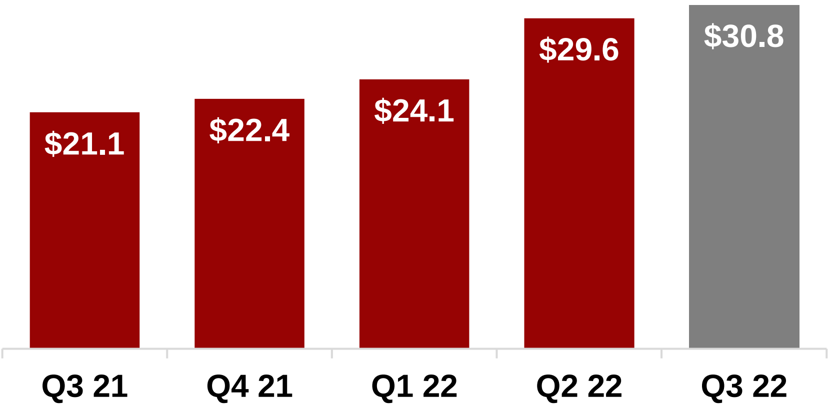
- Solid execution driving results
  - Maintaining focus on target markets
  - Delivering reliable, highly engineered solutions
  - Leveraging expanding sales presence
- Delivered record revenue of $30.8 million, 46% y/y growth
  - Organic revenue (non-GAAP)[(1)] grew 23% y/y
- Key target markets provide supportive tailwinds
  - Expanding demand in silicon carbide (SiC) crystal growth
  - Strong demand for test equipment in analog/mixed signal semiconductor production
  - Expanding applications in electric vehicles (EV), defense and life sciences
- Achieved second consecutive quarter of a record backlog now at $47.9 million

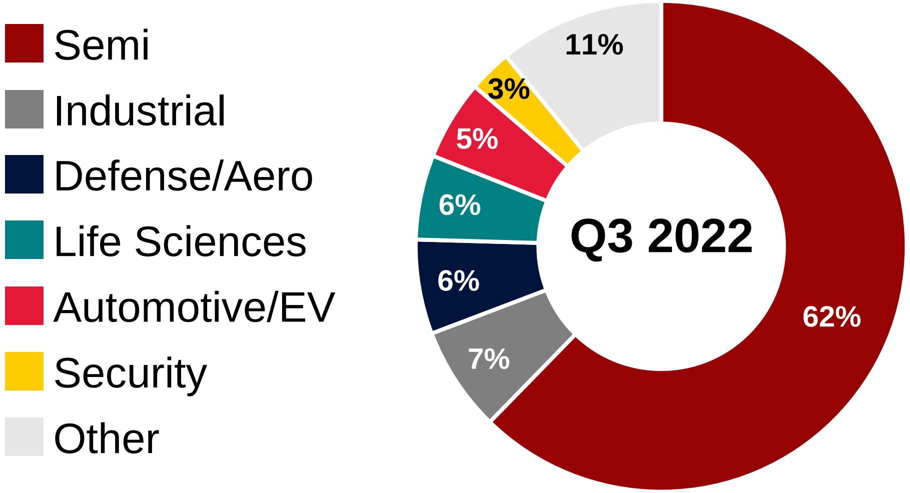
5-Point Strategy

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

Revenue

($ in millions)



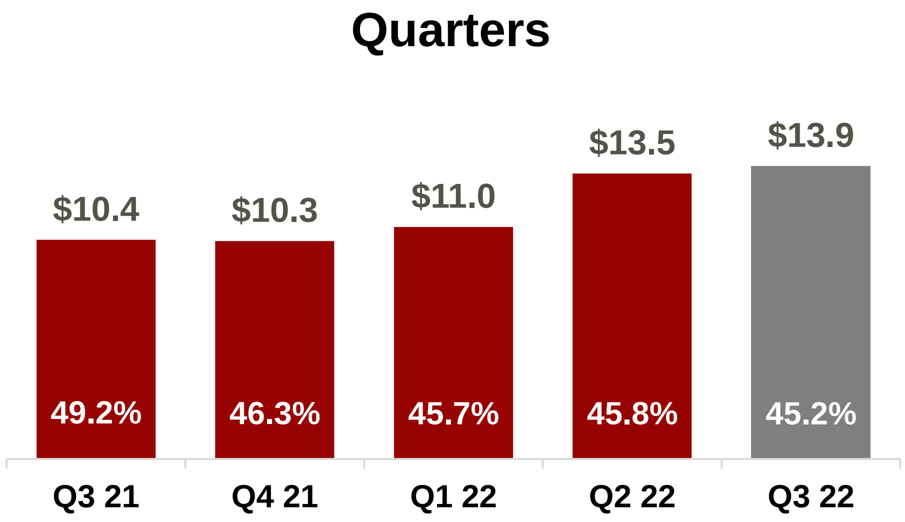


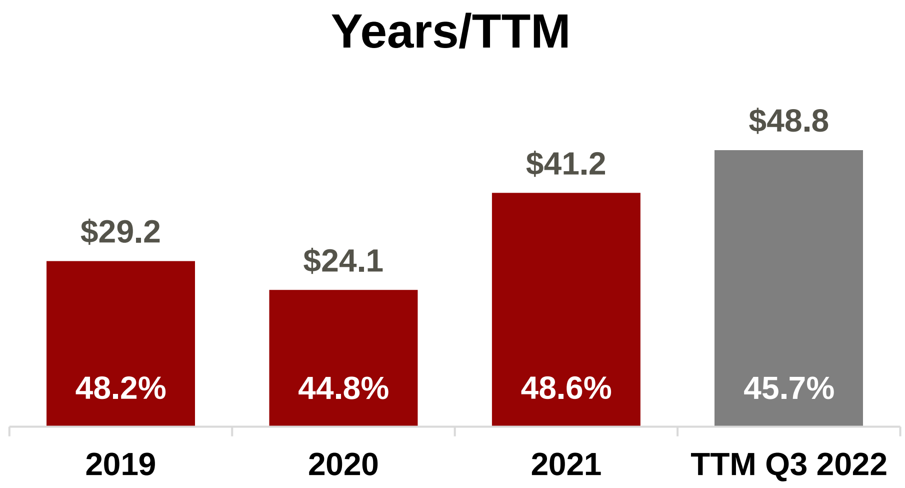
- Q3 record revenue up $9.6 million, or 46% y/y
  - Organic revenue (non-GAAP)(1) of $26.0 million grew 23% y/y
  - Acquisitions added $4.8 million of revenue
- Strong improvement across target markets
  - Solid demand in both front-end and back-end semi, defense, life sciences and auto/EV
  - Acquisitions contributed revenue from security, defense, auto/EV and life sciences markets
  - Sales to semi market up 40% to $19.2 million
    - Growing demand for induction heating technology solutions for silicon carbide (SiC) applications
    - Strong demand for test solutions for analog and mixed signal applications

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

Gross Profit and Margin

($ in millions)



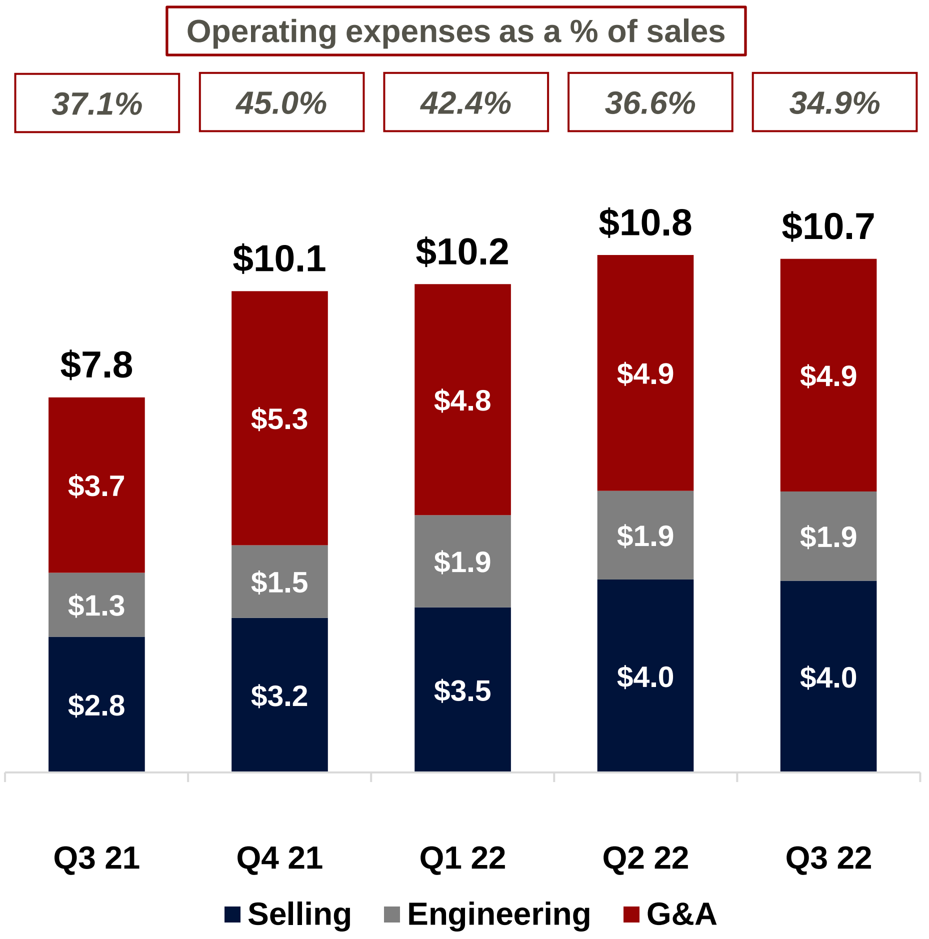


- Q3 gross profit increased $3.5 million, or 34% y/y
  - Margin contraction vs. prior-year period result of less favorable product mix
- Sequentially, Q3 margin contracted slightly
  - Primary factors impacting margin were product mix and channel mix
- Year-to-date margin reflects change in mix of business and ongoing supply chain challenges
  - Supply chain constraints impact operational efficiencies and material costs

Operating Expenses

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

($ in millions)



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

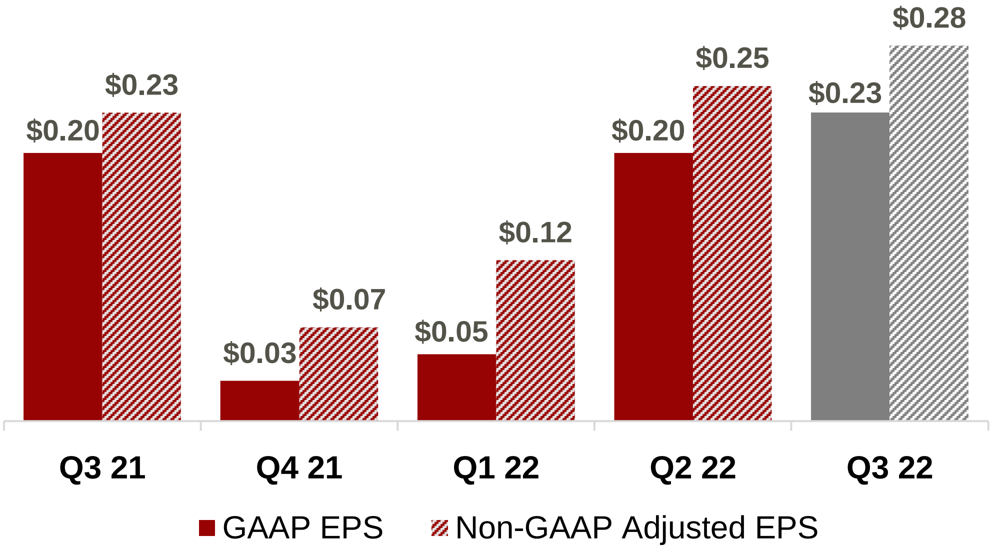
- Q3 operating expenses up $2.9 million y/y
  - Impacted by $2.4 million in incremental expenses from acquisitions
  - Includes investments in marketing and engineering
  - Included $595,000 of pre-tax intangible asset amortization expense vs. $765,000 in Q2 2022 and $309,000 in Q3 2021
- As percent of revenue, operating expenses declined to 34.9%
- Managing expenses helps drive operating leverage with higher volume

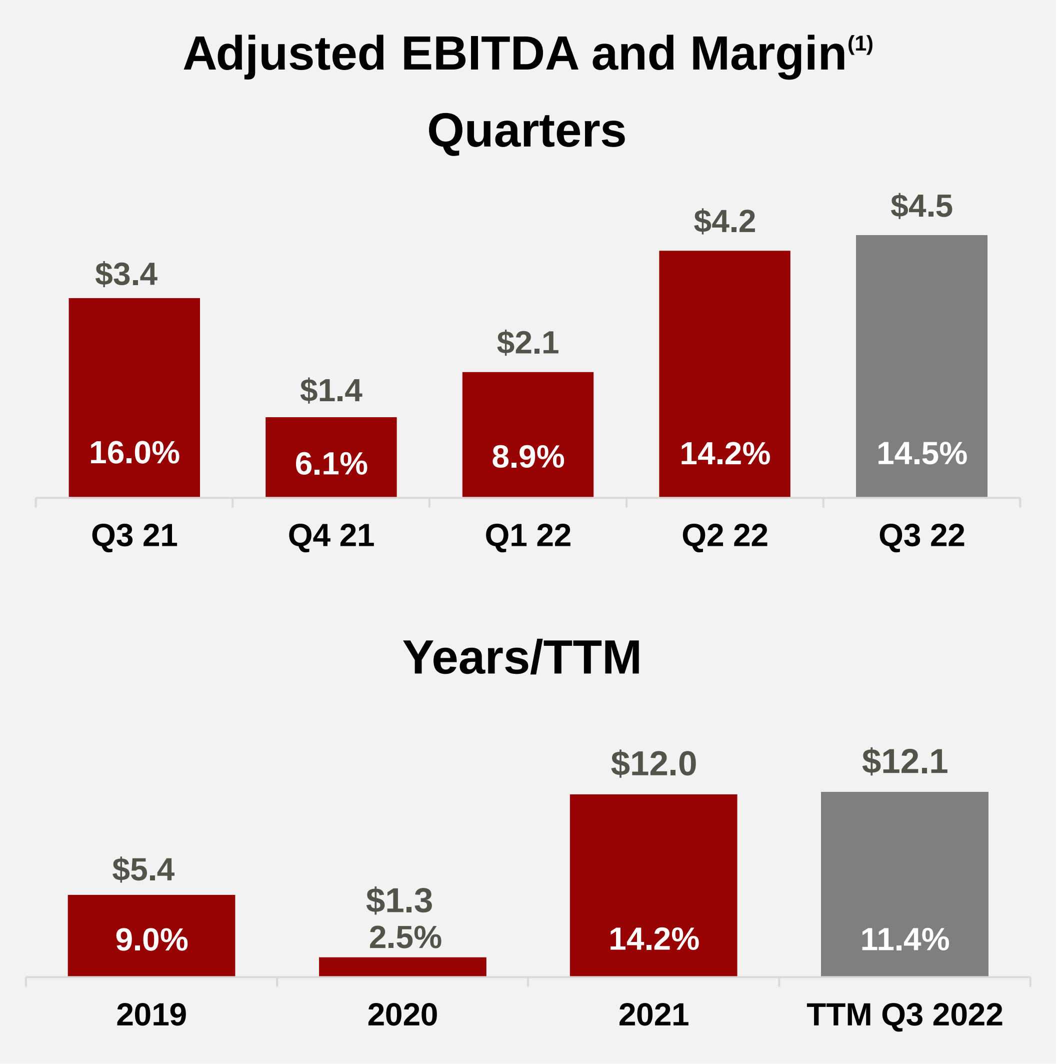
Earnings and Adjusted EBITDA

($ in millions, except per share data)

- Demonstrating operating leverage as the organization scales to further drive earnings power
- Adjusted EPS reflects $492,000 (after tax) of acquired intangible amortization.

EPS and Adjusted EPS[1]





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

Capital Structure and Cash Flow

($ in millions)

Capitalization				
		9/30/22		6/30/22
Cash and cash equivalents	$	8.9	$	10.5
Restricted cash	$	1.1	$	--
Short term investments	$	3.5	$	3.5
Total debt	$	17.2	$	18.2
Total net debt	$	4.8	$	4.2
Shareholders' equity	$	60.4	$	58.1
Total capitalization	$	77.6	$	76.3

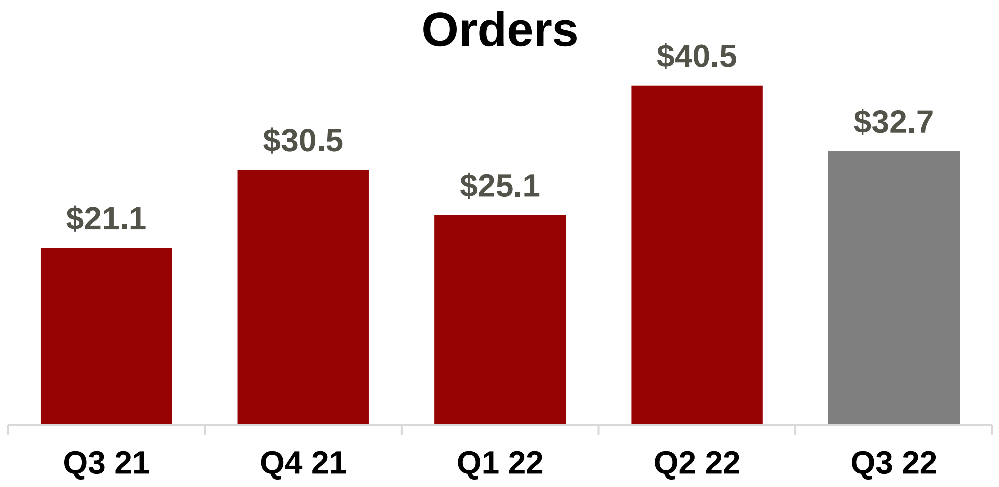
Cash Flow	Nine Months Ended				Year Ended	
		9/30/22		9/30/21		12/31/21
Net cash provided by (used in) operating activities (GAAP)	$	(3.7)	$	8.1	$	10.8
Capital expenditures		(1.0)		(0.6)		(1.0)
Free cash flow (FCF)[(1)] (Non-GAAP)	**$**	**(4.7)**	**$**	**7.5**	**$**	**9.8**

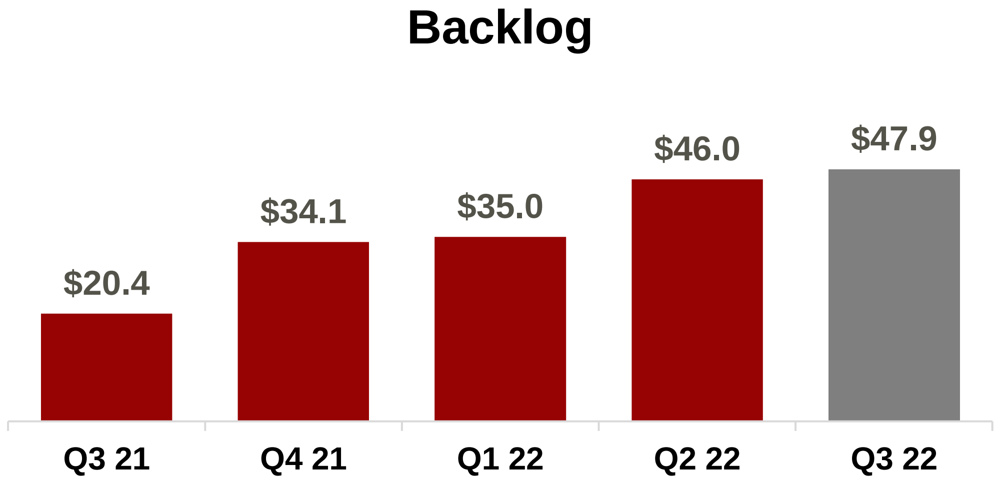
- ~$52 million in liquidity
  - Includes $12.4 million in cash and short-term investments (excludes restricted cash)
  - $40 million capacity on recently expanded credit facilities
- Measurable financial flexibility
  - Total debt/TTM adjusted EBITDA leverage ratio was 1.4x

NOTE: Components may not add up to totals due to rounding.
(1) Free cash flow is a non-GAAP financial measure. Further information can be found under "Non-GAAP Financial Measures and Forward-Looking Non-GAAP Financial Measures."

Orders and Backlog

($ in millions)





- Orders up 55% y/y with strong demand from nearly all end markets
  - Book-to-bill of 1.06x
  - Acquisitions added to demand especially in security and defense
  - Semi front-end and back-end orders strengthened y/y on technology and capacity demands
    - Strength in analog/mixed signal test markets
    - Growing customer base with front-end solution for silicon carbide (SiC) crystal growth applications
- Approximately 55%, or ~$25 million, of backlog is expected to convert to sales in Q4 2022
  - 45% of backlog to convert beyond Q4 vs. historic levels of 20% to 25% as customers secure production capacity

Q4 2022 Expectations

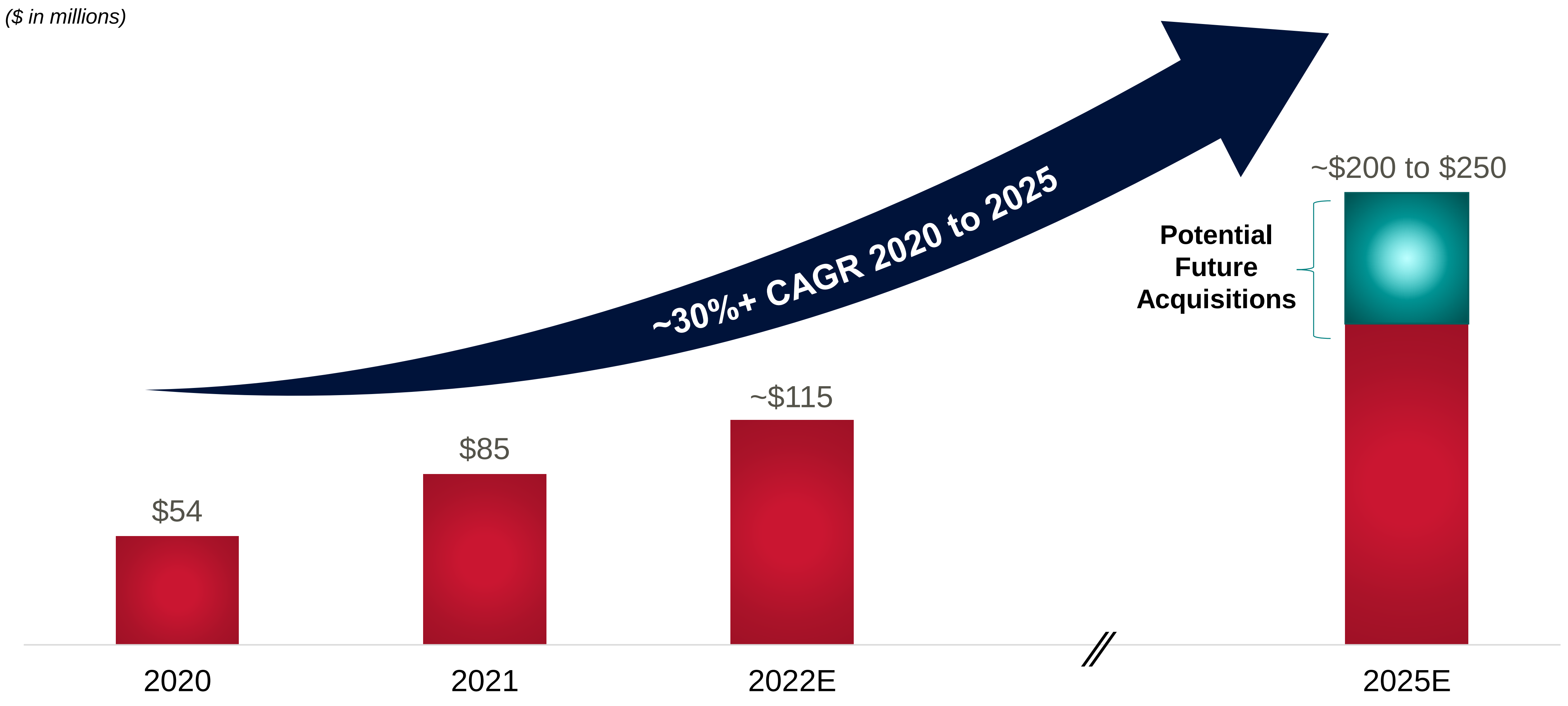
- Executing 5-Point Strategy to continue driving growth
- 2022 Q4 Guidance[(1)]
  - Q4 revenue: $30 million to $32 million
  - Q4 gross margin: ~45%
  - Q4 operating expenses: $10.7 million to $10.9 million
  - Q4 interest expense: ~$190,000
  - Effective tax rate: 16% to 17%
  - Q4 GAAP EPS: $0.20 to $0.25
  - Q4 Amort. (after tax) ~$465,000
  - Q4 non-GAAP Adj EPS[(2)]: $0.25 to $0.30
  - 2022 capital expenditures: ~$1.5 million
- 2022 Full Year Expectations[(1)]
  - Midpoint of Q4 revenue guidance implies 2022 revenue of ~$115 million or top end of guidance range provided consistently through the year

5-Point Strategy

(1) Guidance provided November 4, 2022. The foregoing guidance is based on management's current views with respect to operating and market conditions and customers' forecasts. It also assumes continuation of ongoing supply chain challenges. Actual results may differ materially from what is provided here today as a result of, among other things, the factors described under "Forward-Looking Statements" on slide 2.

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

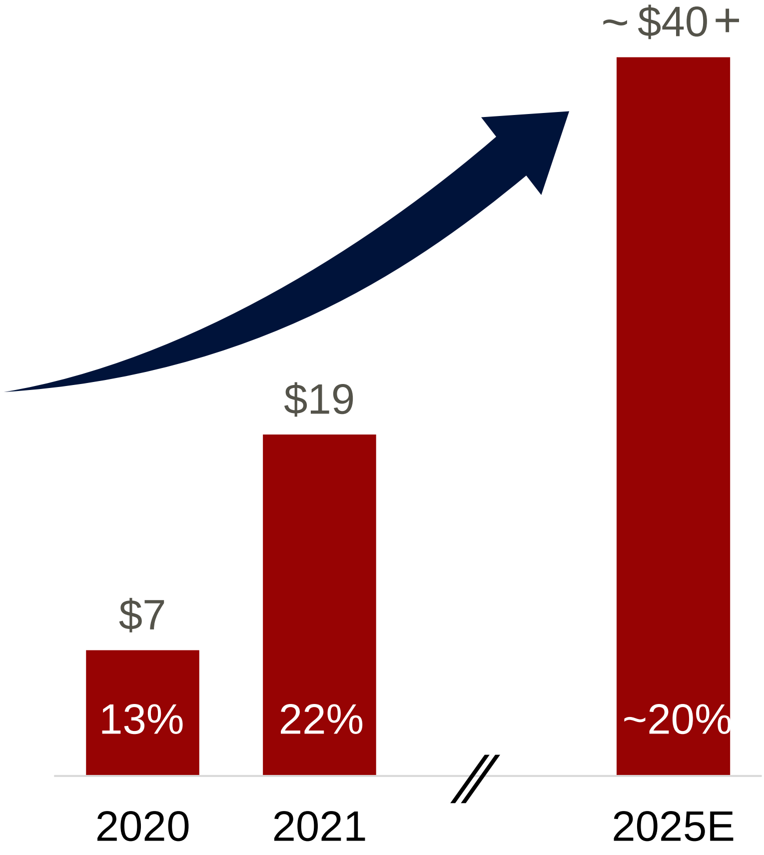
Executing to Plan



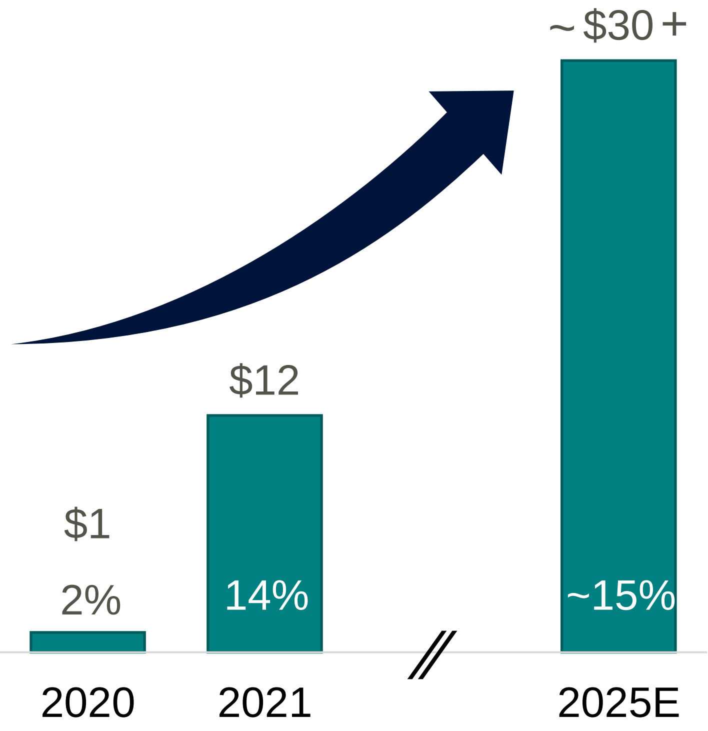
Scale Expected to Drive Operating Leverage

($ in millions)

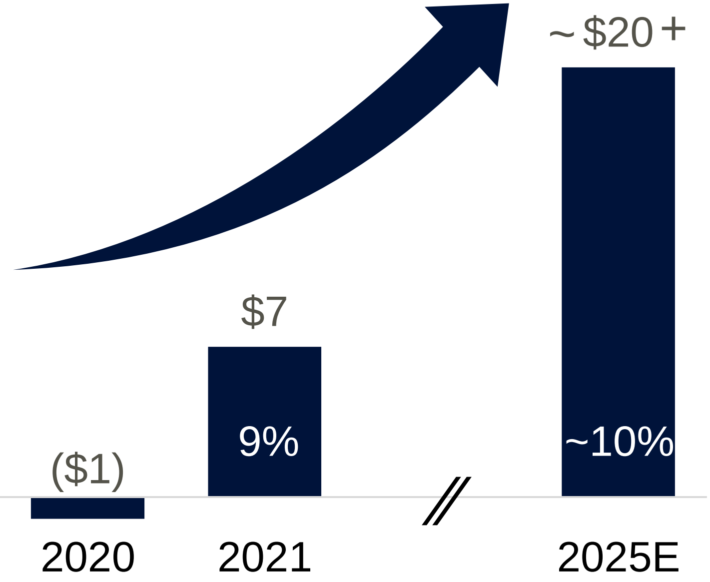
Division Operating Income*



Adjusted EBITDA[1]



Net Income (Loss)



(1) Adjusted EBITDA is a non-GAAP financial measure. Further information can be found under "Non-GAAP Financial Measures and Forward-Looking Non-GAAP Financial Measures." See also the reconciliations of GAAP financial measures to non-GAAP financial measures that accompany this presentation.
**Division operating income is unaudited.*

Execution on Track with Plan

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

Conference Call Playback Info

- Replay Number: (412) 317-6671   passcode: 10171527
- Telephone replay available through November 11, 2022
- Webcast / Presentation / Replay available at ir.intest.com
- Transcript, when available, at ir.intest.com

Upcoming Events

- Southwest IDEAS Conference on November 16, 2022
- NYC CEO Summit on December 13, 2022

inTEST Corporation

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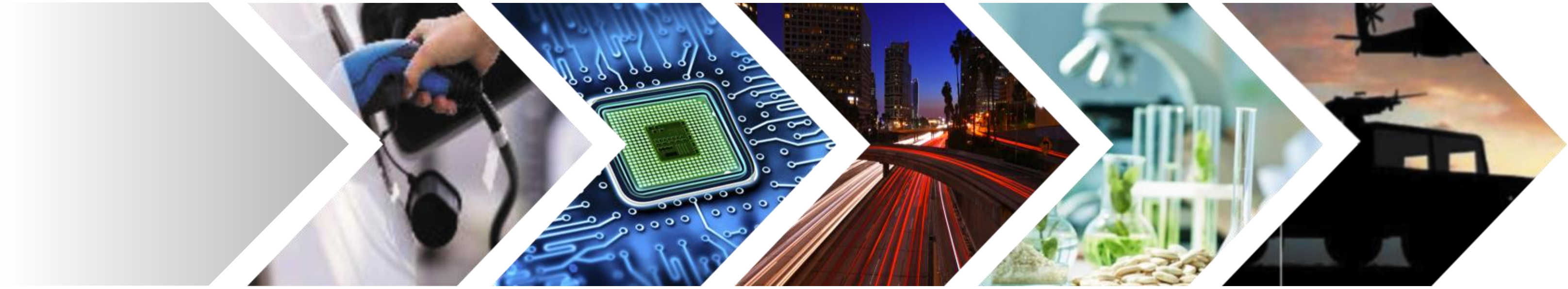
Supplemental Information



November 4, 2022

Organic Revenue Reconciliation

($ in thousands)

	Three Months Ended						
			Change			Change	
	9/30/2022	6/30/2022	$	%	9/30/2021	$	%
Total revenue (GAAP)	$ 30,771	$ 29,571	$ 1,200	4.1%	$ 21,144	$ 9,627	45.5%
Less: Revenue from acquired businesses(1)	(4,754)	(5,221)	(467)	-8.9%	-	4,754	NM
Organic revenue (Non-GAAP)	$ 26,017	$ 24,350	$ 1,667	6.8%	$ 21,144	$ 4,873	23.0%

	Nine Months Ended			
			Change	
	9/30/2022	9/30/2021	$	%
Total revenue (GAAP)	$ 84,423	$ 62,520	$ 21,903	35.0%
Less: Revenue from acquired businesses(1)	(13,991)	-	13,991	NM
Organic revenue (Non-GAAP)	$ 70,432	$ 62,520	$ 7,912	12.7%

NM: not meaningful

(1) Acquired businesses include Acculogic (December 2021), Videology (October 2021) and North Sciences (October 2021).

Adjusted Net Earnings Reconciliation

($ in thousands)

	Three Months Ended				
	9/30/2021	12/31/2021	3/31/2022	6/30/2022	9/30/2022
Net earnings (GAAP)	$ 2,175	$ 287	$ 577	$ 2,116	$ 2,524
Acquired intangible amortization	309	522	782	765	595
Tax adjustments	(4)	(10)	(93)	(162)	(103)
Adjusted net earnings (Non-GAAP)	$ 2,480	$ 799	$ 1,266	$ 2,719	$ 3,016
Diluted weighted average shares outstanding	10,792	10,836	10,843	10,815	10,865
Net earnings per share – diluted:					
Net earnings (GAAP)	$ 0.20	$ 0.03	$ 0.05	$ 0.20	$ 0.23
Acquired intangible amortization	0.03	0.04	0.08	0.07	0.06
Tax adjustments	-	-	(0.01)	(0.02)	(0.01)
Adjusted net earnings per share – diluted (Non-GAAP)	$ 0.23	$ 0.07	$ 0.12	$ 0.25	$ 0.28

Adjusted EBITDA Reconciliation

($ in thousands)

	Three Months Ended				
	9/30/2021	12/31/2021	3/31/2022	6/30/2022	9/30/2022
Net earnings (GAAP)	$ 2,175	$ 287	$ 577	$ 2,116	$ 2,524
Acquired intangible amortization	309	522	782	765	595
Interest expense	4	83	137	133	166
Income tax expense	357	(51)	78	454	515
Depreciation	172	171	188	174	203
Non-cash stock-based compensation	371	356	372	551	450
Adjusted EBITDA (Non-GAAP)	$ 3,388	$ 1,368	$ 2,134	$ 4,193	$ 4,453
Revenue	21,144	22,358	24,081	29,571	30,771
Adjusted EBITDA margin (Non-GAAP)	16.0%	6.1%	8.9%	14.2%	14.5%

Adjusted EBITDA Reconciliation

($ in thousands)

	Year/TTM			
	2019	**2020**	**2021**	**TTM Q3 2022**
Net earnings (GAAP)	$ 2,322	$ (895)	$ 7,283	$ 5,504
Acquired intangible amortization	1,257	1,233	1,440	2,664
Interest expense	-	33	89	519
Income tax expense	282	(336)	1,119	996
Depreciation	685	630	666	736
Non-cash stock-based compensation	884	671	1,450	1,729
Adjusted EBITDA (Non-GAAP)	$ 5,430	$ 1,336	$ 12,047	$ 12,148
Revenue	60,660	53,823	84,878	106,781
Adjusted EBITDA margin (Non-GAAP)	9.0%	2.5%	14.2%	11.4%

Adjusted EPS Reconciliation

Estimated Q4 2022 Guidance

	Low	High
Estimated earnings per share – diluted (GAAP)	$ 0.20	$ 0.25
Estimated acquired intangible amortization	0.06	0.06
Estimated tax adjustments	(0.01)	(0.01)
Estimated adjusted earnings per share – diluted (Non-GAAP)	$ 0.25	$ 0.30

Segment Reporting

Reclassification of 2021

($ in thousands)

	Quarter Ended					Year Ended
	9/30/2021	12/31/2021	3/31/2022	6/30/2022	9/30/2022	12/31/2021
Electronic Test	$ 8,103	$ 6,851	$ 8,778	$ 9,797	$ 10,408	$ 32,509
Environmental Technologies	6,875	7,176	6,993	7,507	7,631	26,896
Process Technologies	6,166	8,331	8,310	12,267	12,732	25,473
Total Revenue	$ 21,144	$ 22,358	$ 24,081	$ 29,571	$ 30,771	$ 84,878

	9/30/2021	Division Op. Margin	12/31/2021	Division Op. Margin	3/31/2022	Division Op. Margin	6/30/2022	Division Op. Margin	9/30/2022	Division Op. Margin	12/31/2021	Division Op. Margin
Electronic Test	$ 2,634	33%	$ 2,068	30%	$ 1,887	21%	$ 2,193	22%	$ 2,406	23%	$ 10,926	34%
Environmental Technologies	1,090	16%	1,110	15%	802	11%	1,070	14%	1,021	13%	4,236	16%
Process Technologies	1,078	17%	1,124	13%	730	9%	2,569	21%	2,465	19%	3,819	15%
Total income from divisional operations	4,802	23%	4,302	19%	3,419	14%	5,832	20%	5,892	19%	18,981	22%
Corporate expense	(1,944)		(3,485)		(1,835)		(2,339)		(2,138)		(9,082)	
Acquired intangible amortization	(309)		(522)		(782)		(765)		(595)		(1,440)	
Other income (expense)	(17)		(59)		(147)		(158)		(120)		(57)	
Earnings before income tax expense	$ 2,532		$ 236		$ 655		$ 2,570		$ 3,039		$ 8,402	

Beginning in the first quarter of 2022, the Company made a change to its reportable segments from two reportable segments to three reportable segments – Electronic Test, Environmental Technologies and Process Technologies. These segments, which operate as Divisions, align with how the Chief Executive Officer (CEO), who is also the Chief Operating Decision Maker (CODM) as defined under U.S. GAAP, allocates resources and assesses performance against the Company's key growth strategies. Prior period reportable segment results and related disclosures have been restated to be consistent with the current year presentation.