

**Investor &
Analyst Day**

**20
18**

Enabling Innovation in Healthcare

John Carlson
President, Flex Health Solutions

Evolution and Growth Enabled by Broad Market Visibility

A background image for the first section showing various medical supplies including pills, a syringe, and lab equipment, overlaid with a purple and blue gradient.

**Life Sciences
and Medical
Equipment**

A background image for the second section showing a medical monitor displaying vital signs and a person in a clinical setting, overlaid with a green and blue gradient.

**Medical
Devices**

A background image for the third section showing a periodic table of elements and laboratory glassware, overlaid with a red and purple gradient.

Pharmaceuticals

Increasing Regulatory Complexity

Megatrends Drive Our Strategy in Innovation and Transformation



Larger global
**aging
population**



Increasing
**access to
care**
globally



Growth in
**chronic
disease**
management



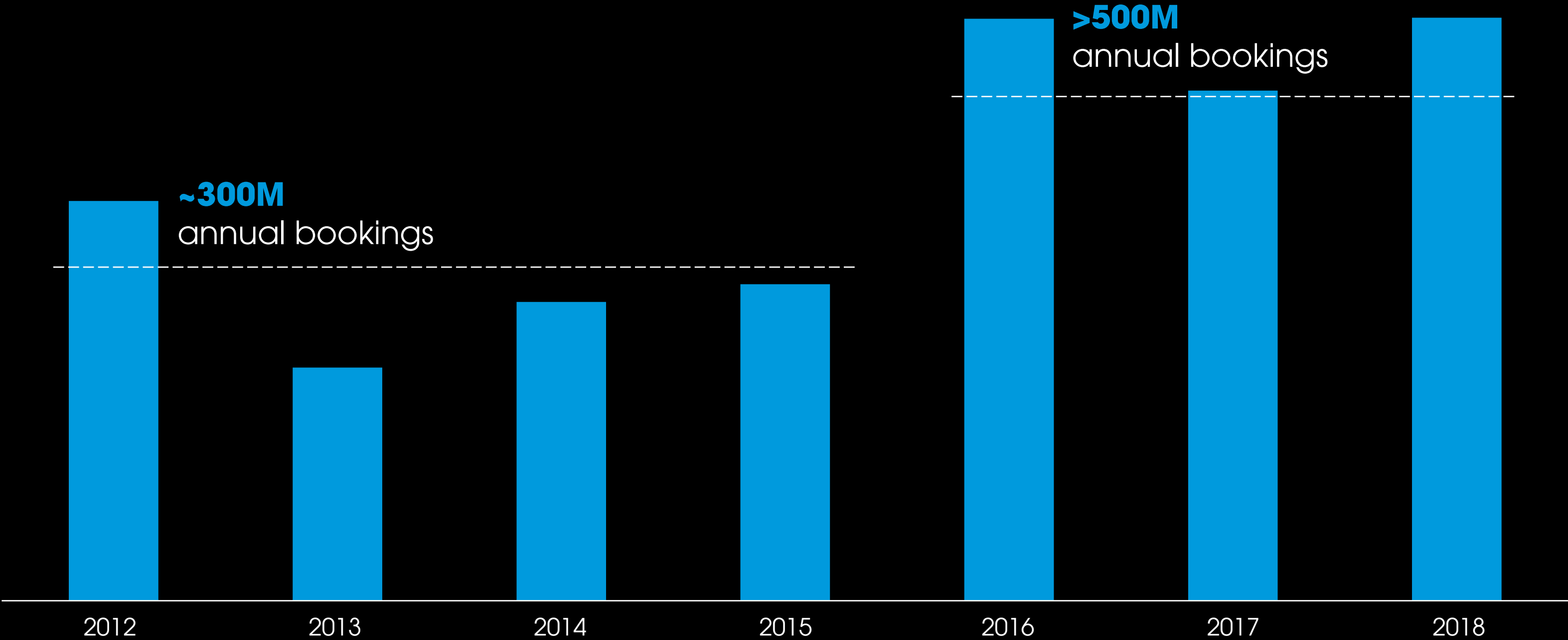
Changing
**financial
incentives**



Downward
**price
pressure**

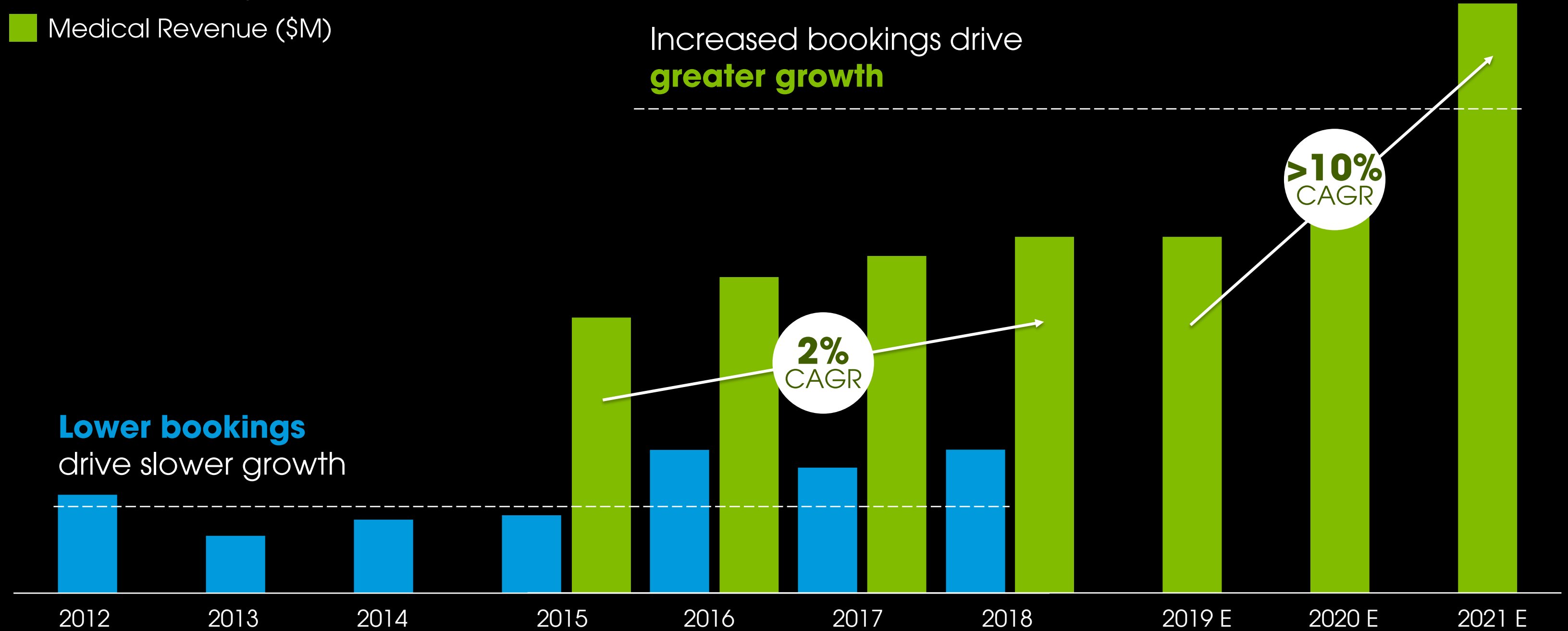
Value Proposition to Bookings

■ Medical Bookings (\$M)



Bookings to Revenue

- Medical Bookings (\$M)
- Medical Revenue (\$M)



Major Customer Partnership in the High-Volume Production of Continuous Glucose Sensor and Reader

Responding to Explosive Market Adoption

- Disruptive product that impacts diabetes, a chronic disease
- Successful EU launch prepared the way for NA launch
- Joint investment for unique solution

“A strategic partner like Flex has allowed us to quickly ramp production to meet the growing need for diabetes management around the world, while delivering the excellent quality we, and our customers demand.”

— SVP Business Unit

Earlier EU Launch FY16 Booking FY18 Regulatory FY19 Capex FY20 Launch FY21 Volume

Unique Production Solution - All Under One Roof

Flex Buffalo Grove



- Vertically integrated
- Daily shipments
- Real time data ensuring product quality and FDA compliance

Drug Delivery Expertise Provides Insight to Bring Value to the Pharma Industry



Partnership in Drug Delivery

Understanding evolving Pharma Innovation

Investment in Escientia

Escientia

Integrated and end-to-end solution provider for an API

Discovery

- Medicinal chemistry
- Support drug discovery
- Prepare library molecules

Development

- Process development
- Value creation through IP
- Technology transfer
- Cost improvements
- Analytical services
- Route scouting and solid state chemistry

Manufacture

- Regulatory starting materials, Advanced intermediates, API's
- Safety, quality and regulatory compliance
- Flow chemistry

HPAPI

- High potent API's
- Containment systems with OEL limit of $0.1 \mu\text{g}/\text{m}^3$

The Digital Health Ecosystem

BrightInsight enables the value of connected devices and user insights

Real-time intelligence
and actionable insights



Drug delivery and med
device connectivity and
management



Integration and
data management



Data capture and
patient engagement



The Strength of a Great Vantage Point

Breadth
of visibility

Agility
of the Flex
Platform

Delivering
near term and
long term