



Results for Q2 Fiscal 2019

Earnings Announcement: October 25, 2018

(Quarter Ended September 28, 2018)

Risks and Non-GAAP Disclosures

This presentation contains forward-looking statements, which are based on current expectations and assumptions that are subject to risks and uncertainties and actual results could materially differ. Such information is subject to change and we undertake no obligation to update these forward-looking statements. For a discussion of the risks and uncertainties, see our earnings release and our most recent filings with the Securities and Exchange Commission, including our current, annual and quarterly reports.

Please refer to the appendix section of this presentation for current period reconciliation of the Non-GAAP financial measures to the most directly comparable GAAP measures.

If this presentation references historical non-GAAP financial measures, these measures are located on the “Investor Relations” section of our website, www.flex.com along with the required reconciliation to the most comparable GAAP financial measures.

The following business group acronyms will be used throughout this presentation:

HRS

High Reliability Solutions

Medical: Consumer Health, Digital Health, Disposables, Drug Delivery, Diagnostics, Life Sciences & Imaging Equipment.

Automotive: Vehicle Electronics, Connectivity, Clean Technologies.

IEI

Industrial & Emerging Industries

Semiconductor & Capital Equipment, Office Solutions, Household Industrial & Lifestyle, Industrial Automation & Kiosks, Energy & Metering, Lighting.

CEC

Communications & Enterprise Compute

Cloud Data Center, Communications, Networking, Server & Storage.

CTG

Consumer Technologies Group

Connected Living, Wearables, Gaming, AR/VR, Mobile Devices, Footwear and Clothing, Supply Chain Solutions for PCs, Tablets, and Printers.

Q2 FY2019 Income Statement Summary

(\$M, except per share amounts)

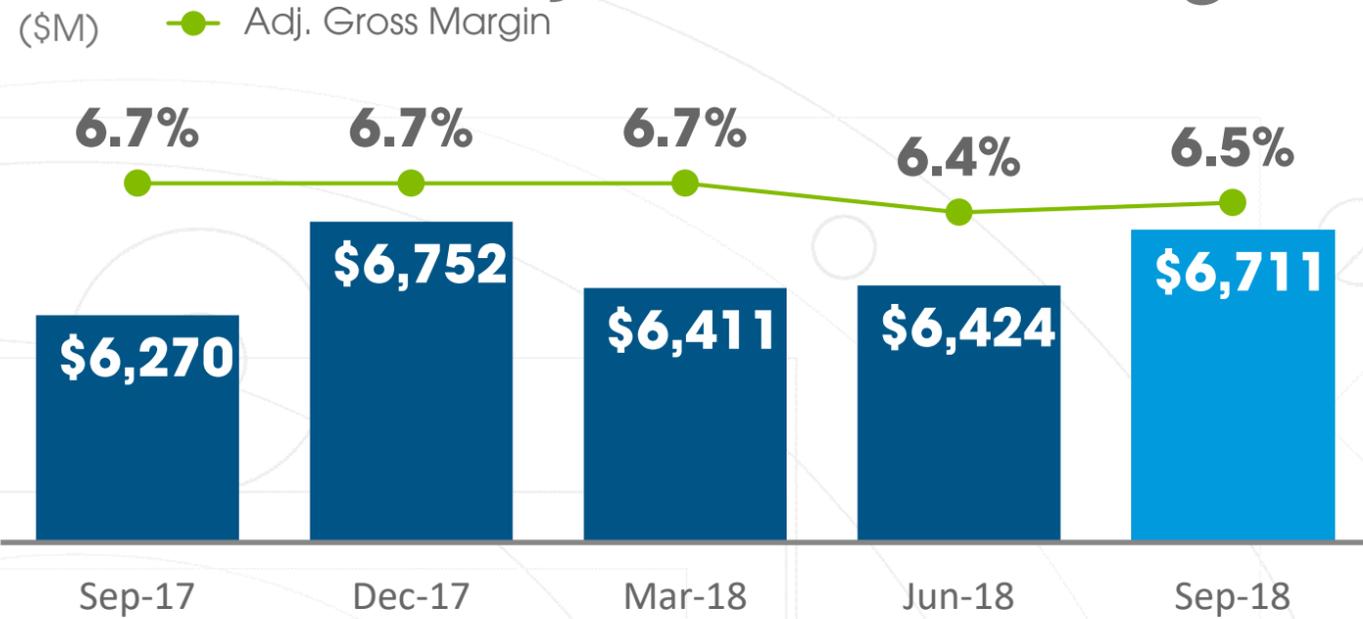
	Prior Yr September 29, 2017	Current Qtr September 28, 2018
Net sales	\$6,270	\$6,711
Adjusted operating income	188	224
Adjusted net income	142	153
Adjusted EPS	\$0.27	\$0.29
GAAP income before income taxes	218	109
GAAP net income	205	87
GAAP EPS	\$0.38	\$0.16

Results vs. Guidance

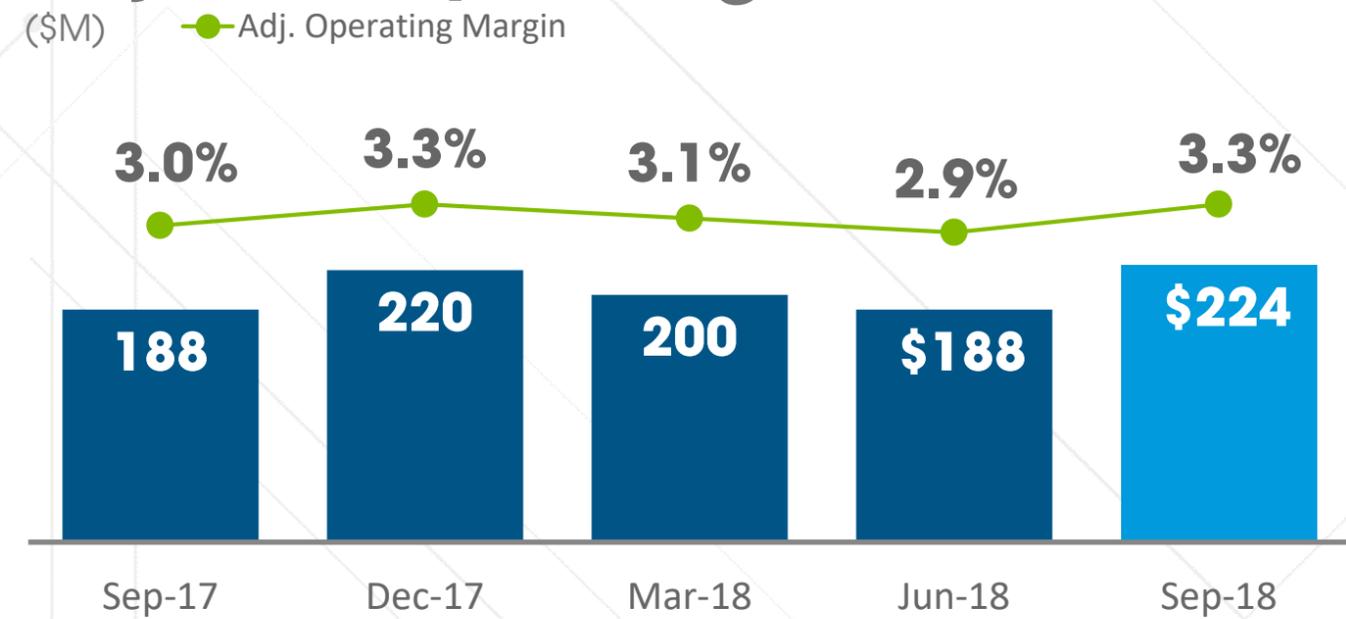
- » Net sales of \$6.7B is within the guidance range of \$6.6-\$7.0B
- » Adjusted operating income of \$224M above the midpoint of guidance of \$200-\$230M
- » Adjusted EPS of \$0.29 is above the midpoint of guidance of \$0.26-\$0.30

Quarterly Financial Highlights

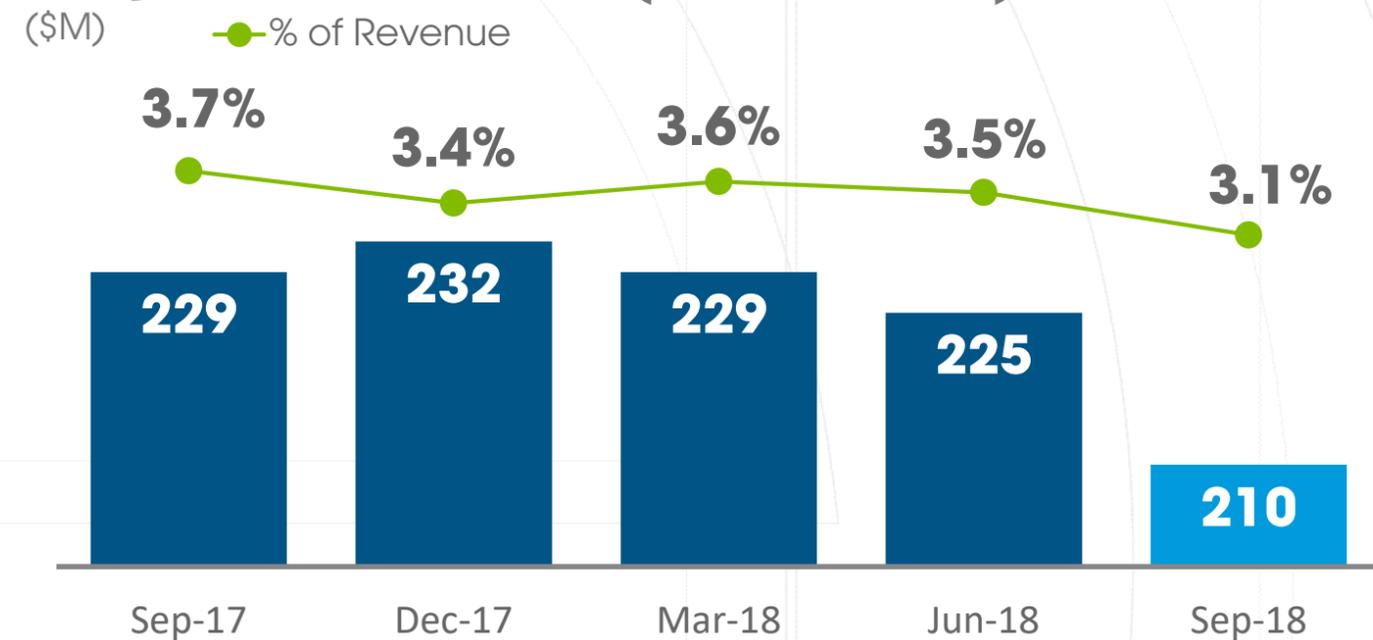
Revenue & Adjusted Gross Margin



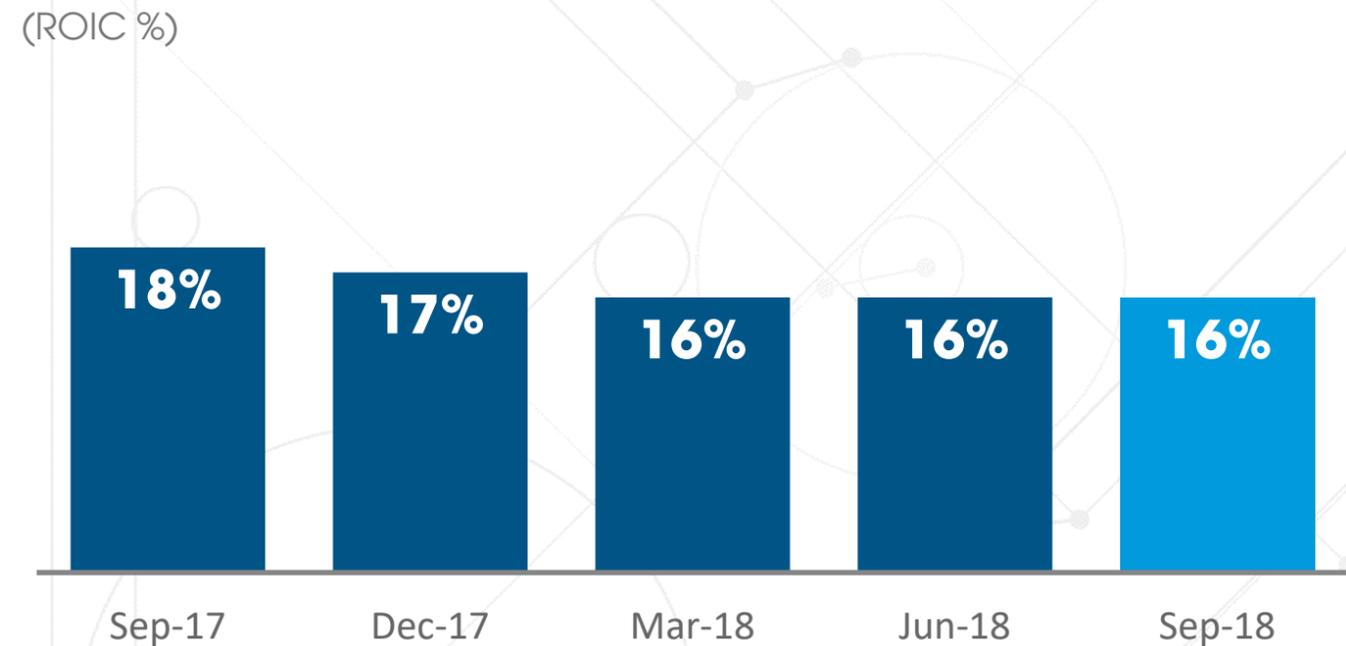
Adjusted Operating Income



Adjusted SG&A (incl. R&D)



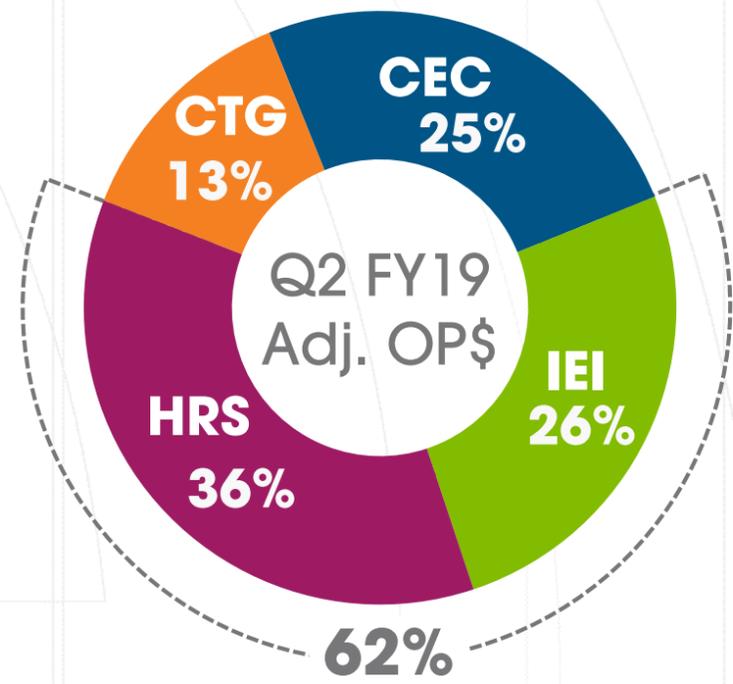
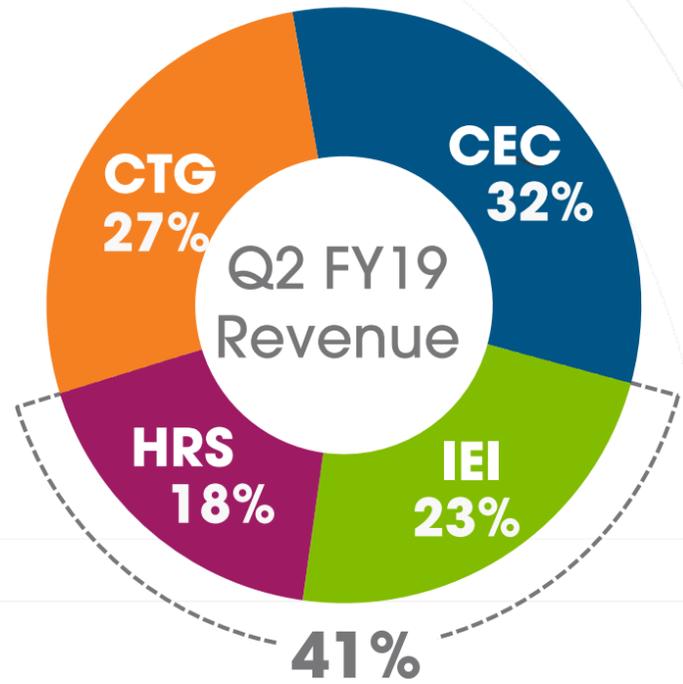
Return on Invested Capital¹



Revenue by Business Group

	Sep-17	Dec-17	Mar-18	Jun-18	Sep-18	
(\$M)	\$	\$	\$	\$	\$	Y/Y %
CEC	1,901	1,979	1,876	1,954	2,141	13%
CTG	1,755	2,057	1,646	1,808	1,796	2%
IEI	1,454	1,491	1,636	1,446	1,566	8%
HRS	1,160	1,225	1,253	1,216	1,208	4%
Total	\$6,270	\$6,752	\$6,411	\$6,424	\$6,711	7%

Dec-18E
Outlook Y/Y %
Up 5% to 15%
Down 10% to 20%
Up 5% to 15%
Down 5% to Up 5%



Q2 Business Group Update:

- » CTG missed revenue guidance
 - » India capacity constraints
 - » Core CTG weakness
- » HRS achieved 35th straight quarter of Y/Y growth
- » IEI achieved 7th straight quarter of Y/Y growth
- » CEC grew 13% Y/Y, above guidance of up 5 - 10%

Q2 FY2019 Operating Performance by Business Group

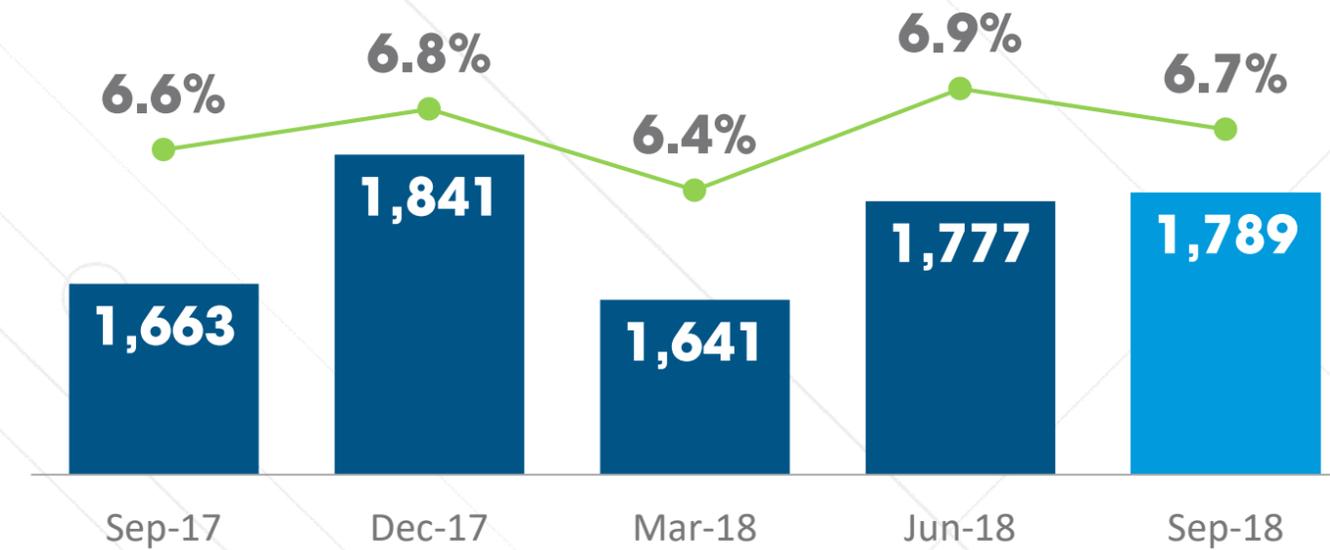
	Q2 FY19			Target Adjusted Operating Margin Range			
	Rev\$	OP\$ (adj.)	OP% (adj.)				
CEC	\$2,141	\$63	2.9%	2.5	3.5	2.9%	Strong growth from cloud and 5G network buildout
CTG	\$1,796	\$31	1.7%	2	4	1.7%	Continued margin pressure from weakness in core consumer products, delays in India expansion, and NIKE losses
IEI	\$1,566	\$66	4.2%	4	6	4.2%	New home and lifestyle growth drove margin leverage
HRS	\$1,208	\$90	7.4%	6	9	7.4%	Sustaining margins while balancing investments in future projects and ramping new business
Corporate Services & Other ²	--	(\$26)	--				
Total	\$6,711	\$224	3.3%				

Cash Flow Generation and Highlights

(\$M)	3-Months Ended	6-Months Ended
	(Sept 28, 2018)	(Sept 28, 2018)
GAAP net income	\$87	\$203
Depreciation, amortization and other impairment charges	147	269
Change in working capital and other	(114)	(367)
Adjusted net cash provided by operating activities³	120	105
Purchases of property & equipment, net ⁴	(180)	(350)
Free Cash Flow³	(60)	(245)
Payments for share repurchases	(60)	(60)
Other investing and financing, net	243	210
Net change in cash and cash equivalents	\$123	(\$95)

Net Working Capital⁵

(\$M) — % Annualized Revenue



Net Capital Expenditures⁴

(\$M)

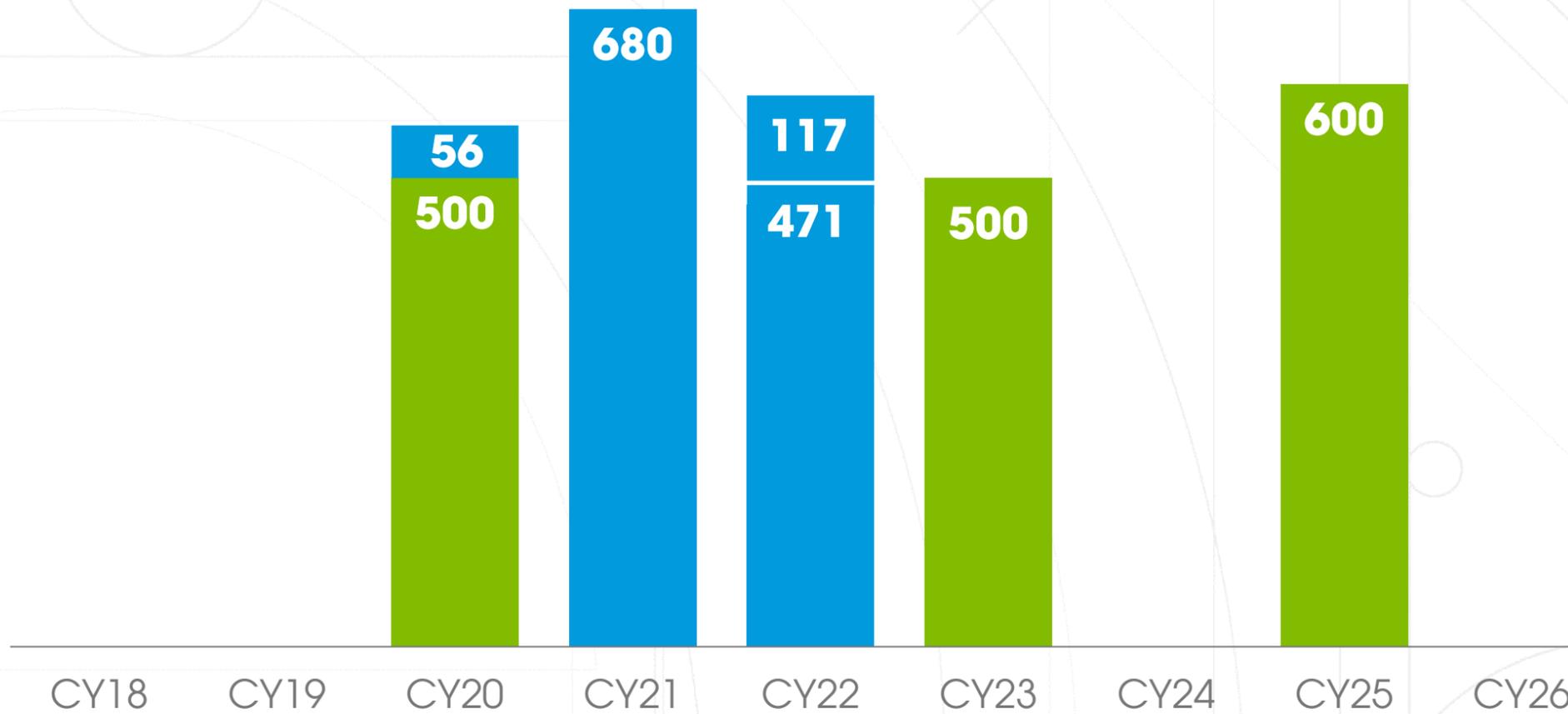


Balanced Capital Structure

Debt Maturities

(\$M) Balances as of September 28, 2018

■ Term Loan
■ Notes



- » No near-term maturities
- » Low average cost of debt: ~4.0%
- » Ample liquidity of \$3.1B
 - » \$1.38B cash + \$1.75B revolver

Investment Grade Rated

Moody's | S&P | Fitch

Third Quarter Guidance - December 2018

(\$M, except per share amounts)

\$6,600- \$7,000
Revenue

\$220 - \$250
Adjusted Operating
Income

\$0.29 - \$0.33
Adjusted Earnings
Per Share

GAAP Income Before Income Taxes \$120 - \$150 million

GAAP Earnings Per Share \$0.19 - \$0.23

Other Information:

Interest & Other Expense ~\$45 million

Adjusted Income Tax Rate Mid range of 10% to 15%

WASO ~532 million shares

Updated Fiscal 2019 Guidance

(\$M, except per share amounts)

\$26,000 - \$27,000
Revenue

\$815 - \$885
Adjusted Operating
Income

\$175 - \$185
Interest and Other

\$1.05 - \$1.15
Adjusted Earnings
Per Share

- » Our Consumer Technology Group's forecasted performance accounts for the majority of our downward revision
- » Reflects constrained facility capacity in India and incremental pressures in auto and industrial businesses
- » Reflects incremental headwinds from component shortage and an uncertain tariff environment
- » GAAP EPS is in the range of \$0.75 - \$0.85 based on GAAP income before taxes of \$450 - \$550 million. Adjusted income tax rate remains in the mid-point of 10% - 15% for the full fiscal year. WASO is expected to be approximately 534 million shares.

Business Group Recap

CTG

- NIKE exit in Q3'19
- India experiencing capacity constraints
- Will be repositioned to hit OP targets

CEC

- Return to revenue growth
- Stable to improving margins
- Long-term targets intact

HRS & IEI

- Record bookings and revenue
- Long-term targets intact

For more information, go to investors.flex.com

Q2 FY19 Earnings October 25, 2018

[Learn More](#)

NASDAQ: FLEX

\$11.03
▲ 0.13 (1.15%)

VOLUME 708,699
MARKET CAP 5.87B

[More details](#)

20 minutes delay



Appendix: Reconciliation of GAAP to Non-GAAP Measures

	<u>Quarter-ended</u> September 28, 2018	<u>Quarter-ended</u> September 28, 2018
(\$Thousands, except per share amounts)		
GAAP gross profit	\$402,301	\$86,885
Stock-based compensation expense	4,767	18,234
Customer related asset impairments	30,100	19,081
Contingencies and other	(3,679)	30,100
Non-GAAP gross profit	\$433,489	(269)
		2,905
GAAP SG&A Expenses	\$227,683	(3,612)
Stock-based compensation expense	(14,314)	
Contingencies and other	(3,410)	
Non-GAAP SG&A Expenses	\$209,959	\$153,324
GAAP income before income taxes	\$108,794	
Intangible amortization	18,234	
Stock-based compensation expense	19,081	
Customer related asset impairments	30,100	
Contingencies and other	(269)	
Other charges, net	6,530	
Interest and other, net	41,060	
Non-GAAP operating income	\$223,530	
		\$0.16
GAAP net Income		\$0.29
Intangible amortization		
Stock-based compensation expense		
Customer related asset impairments		
Contingencies and other		
Other charges, net		
Adjustments for taxes		
Non-GAAP net income		
Diluted earnings per share:		
GAAP		
Non-GAAP		

For more details on the GAAP to Non-GAAP adjustments for current and historical periods, please refer to the Investor Relations section of our website which includes press releases and summary financials of the respective periods.

Appendix: Reconciliation of GAAP to Non-GAAP Measures

	<u>Quarter-ended</u> September 28, 2018	<u>Six-month ended</u> September 28, 2018		<u>Quarter-ended</u> September 28, 2018
Net cash used in operating activities	(\$764,331)	(1,707,596)		
Cash collections of deferred purchase price	884,722	1,812,945	ROIC % ¹	
Adjusted net cash used in operating activities ⁽³⁾	120,391	105,349	GAAP	10.0%
Net Capital Expenditures ⁽⁴⁾	(180,489)	(350,400)	Non-GAAP Adjustments	6.2%
Free Cash Flow ⁽³⁾	(\$60,098)	(245,051)	Non-GAAP	16.2%

For more details on the GAAP to Non-GAAP adjustments for current and historical periods, please refer to the Investor Relations section of our website which includes press releases and summary financials of the respective periods.

Appendix: Definitions

1. Return on Invested Capital (ROIC) is calculated by dividing the Company's last twelve months after-tax Non-GAAP operating income by the net invested capital asset base as of each date. After-tax non-GAAP operating income excludes charges for stock-based compensation expense, restructuring expenses, legal, customer related asset impairments, and certain other charges or income. The net invested capital asset base is defined as the sum of shareholders' equity plus total debt less cash and cash equivalents averaged over the last five quarters. We believe ROIC is a useful measure in providing investors with information regarding our performance. ROIC is a widely accepted measure of earnings efficiency in relation to total capital employed. We believe that increasing the return on total capital employed, as measured by ROIC, is an effective method to sustain and increase shareholder value. ROIC is not a measure of financial performance under generally accepted accounting principles in the U.S., and may not be defined and calculated by other companies in the same manner. ROIC should not be considered in isolation or as an alternative to net income or loss as an indicator of performance.
2. Corporate services and other: corporate service costs that are not included in the assessment of the performance of each of the identified business groups.
3. In Q1 fiscal year 2019, the adoption of the new cash flow accounting standard, (ASU 2016-15), resulted in a reclassification of cash flows related to the collection of certain receivables sold through the Company's asset-backed receivable securitization program from operating activities to investing activities. The Company redefined its free cash flow metric to be GAAP net cash flows from operating activities, plus cash collection of deferred purchase price, less purchases of property and equipment net of proceeds from dispositions to reflect this change and present cash flows on a consistent basis for investor transparency. In addition, cash flow from operations is also a critical metric that investors use to evaluate a company's earnings power. The Company views and manages all collections under the program similarly without bifurcation and accordingly provides the adjustment to reflect cash flows from operations inclusive of all collections of receivables sold through the programs. The impact was re-casted for all prior periods presented. See reconciliation included in this presentation and on the Company's website.
4. Net Capital Expenditures is calculated as purchases of property and equipment minus proceeds from the disposition of property and equipment.
5. Starting in Q1 FY19, Net Working Capital is calculated as accounts receivable (AR), net adding back the reduction in AR resulting from the non-cash AR sales plus contract assets plus inventories less accounts payable. Prior periods will not include contract assets as Flex adopted ASC-606 under the modified retrospective approach.