Fueling Organic Growth

Doug Britt
President

Investor & Analyst Day
2018
A Solid Foundation for Profitable Growth

- IoT ecosystems expanding globally
- Massive TAM across industries
- Regionalized supply chain and manufacturing capabilities
- Proactive and technical customer engagement culture
- Bringing differentiated value through innovation
Markets and Technology are Converging

**Consumer**
- Smart Clothing
- Smart TVs
- Wearables
- Home Automation
- Smart Appliances
- Home Monitoring

**Industrial**
- Smart Cities
- Digital Energy
- Connected Cars
- Automation
- Industry 4.0
- Health

**Cloud Connectivity**
We need to leverage our holistic capabilities to bring a differentiated value to our customers.
Integrated Solutions

Markets

Cloud and Communications  Consumer  Energy  Industrial

HMI  Communications  Controls  Miniaturization  Power  Mechanicals  Audio  Enclosures
Financial Performance - IEI

Revenue $B

- 2016: 4.7
- 2017: 5.0 (15% CAGR)
- 2018: 6.0

OP $M

- 2016: 158
- 2017: 180 (22% CAGR)
- 2018: 235

FY18 Results

+$2.4B

New Business Wins

29%

Sketch-to-Scale® Revenue

4 - 6%

Operating Profit Range
Financial Performance - CTG

Revenue $B

<table>
<thead>
<tr>
<th>Year</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>7.0</td>
<td>6.4</td>
<td>7.0</td>
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Op $M

<table>
<thead>
<tr>
<th>Year</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
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<tbody>
<tr>
<td></td>
<td>164</td>
<td>180</td>
<td>112</td>
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FY18 Results

+$2.1B

New Business Wins

34%

Sketch-to-Scale Revenue

2 - 4%

Operating Profit Range
Financial Performance - CEC

Revenue $B

<table>
<thead>
<tr>
<th>Year</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
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<tbody>
<tr>
<td>Value</td>
<td>8.8</td>
<td>8.4</td>
<td>7.7</td>
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</table>

New Business Wins

-2.5–3.5%

Operating Profit Range

-17%

Sketch-to-Scale Revenue

+$1.9B

FY18 Results

2016 2017 2018

<table>
<thead>
<tr>
<th>Year</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
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<tbody>
<tr>
<td>Value</td>
<td>265</td>
<td>229</td>
<td>186</td>
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Cloud and Communications

Two Major Disruptions

The public cloud market is expected to be **$178B** in 2018 and grow at a **22%** CAGR.

5G ecosystem is expected to be **200 - 1000 times** faster than 4G, allowing proliferation of applications across several industries.

Source: Forrester Research
Global Cloud Infrastructure

~$100B CAPEX
Investment in 2017

Investment CAGR 2016-2022 12.9%

Source: Cloud Infrastructure regional information from public records of Amazon, Microsoft, Google, IBM, Salesforce, Alibaba, Baidu, Tencent
Global Cloud Infrastructure

- Amazon
- Microsoft
- Google
- IBM
- Salesforce
- Alibaba
- Baidu
- Tencent
Our Solutions

Rack and Enclosures

Hard Drive

Servers

Storage

Cabling

Switches

Power
Our Solutions

Thermal and Cooling
Our Solutions

Integration and Fulfillment
Our Solutions

~$700M in Bookings for FY18 Q3/Q4
5G represents a new addressable market of $100B by 2020

- Connected Devices
- Low-Latency Communications
- High-Velocity Data Processing

Source: SNS Research, The 5G Wireless Ecosystem, 2016; Gartner, IoT End-point Forecast, Jan 2017
Flex is the world’s #1 Sketch-to-Scale Partner to Radio and Communications Infrastructure Customers

We booked ~$1B in FY18
Connected Living

5G will accelerate growth of connected devices

By **2020** the average household will have **50** connected devices

Source: Reuters Research
Connected Living

~$30M Win
Connected Living

~$80M Win
Connected Living

~$120M Wins
Connected Living

~$100M Wins
The pace of Industrial IoT and connected factories is fast and will continue to accelerate through 2020.

Source: Frost & Sullivan - Factory of the Future, Vision 2030
Industry 4.0
Financial Model

IEI
+10% Revenue Growth
4 - 6% OP Range

CTG
+5% Revenue Growth
2 - 4% OP Range

CEC
Return to Growth
2.5 - 3.5% OP Range
A Solid Foundation for Profitable Growth

IoT ecosystems expanding globally
Massive TAM across industries
Regionalized supply chain and manufacturing capabilities
Proactive and technical customer engagement culture
Bringing differentiated value through innovation