Flex Agility Solutions

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Flex Agility Solutions

Lifestyle

Communications, Enterprise and Cloud

Consumer Devices
Flex Agility Solutions

World class technical expertise in mechanicals compute, storage and communications

Scale provides supply chain leverage across Flex

Solid return on investment capital and cash flow generation

Regionalized and agile manufacturing model to meet customer flexibility requirements

Increase customer affinity through services and supply chain integration
Lifestyle overview

Target market leaders. Providing enabling technologies. Bundle services on a global scale.

- **Appliances**: TAM $64B
- **Consumer Packaging**: TAM $28B
- **Floorcare**: TAM $11B
- **Micro Mobility**: TAM $7B
- **Audio**: TAM $29B

**New Bookings**

$700M

**New Customers**

17

**Continued Growth**

Source: TAM market size for 2022 based on Gartner reports and internal research, FY20E for new bookings and new customers.
Lifestyle differentiation

**Connectivity**
Developer kits for rapid innovation

**Human Machine Interface (HMI)**
Platforms for enhancing how consumers interact with products

**Mechanicals**
Plastics tooling and mass production for high volume and high complexity

**Sustainability**
After market services for enabling the circular economy

**Bundling**
Combining multiple services into unique global supply chains
• Market leading consumer products brand
• Design-led engagement in cosmetic plastics
• Vertically integrated solution in a Lifestyle focused factory
• Bundled multiple services including tooling, plastics, electronics, battery packs and full product assembly

* Image displayed is an artist rendering, not an actual product
Communications, Enterprise & Cloud Overview

Grow and diversify. Lead with technology. End-to-end supply chain.

Datacenter Infrastructure

$77B TAM

Edge Infrastructure

$14B TAM

Communication Infrastructure

$45B TAM

$1.6B new bookings

15 new customers

Return to growth

Source: TAM market size for 2022 based on Gartner reports and internal research, FY20E for new bookings and new customers
CEC differentiation

**Speed-to-Market**
Customizable reference designs supporting next generation time-to-market technologies

**Global Footprint**
Global sourcing, regionalized manufacturing & world class distribution services for end-to-end supply chain solutions

**Operational Excellence**
Automation & advanced demand management with superior quality for the best customer experience

**Technology Assets**
Data center infrastructure, edge and wireless design expertise
4G/5G Radios

Multiple wireless radio engagements in 2019. mmWave & mMIMO reference designs available

- Applying wireless design and capability inside Flex Finland design center to develop open 4 and 5G radios
- Uniting software centric vendors with Flex’s hardware design and manufacturing creating an alternative go-to-market solutions
- Thousands of service providers within the ecosystems can take advantage of Flex’s capability and manufacturing prowess
Consumer Devices

- Mobile & high-velocity consumer devices portfolio
- Selective customer engagements
- Risk-adjusted ROIC and cashflow generation
- Purchasing volume benefits competitiveness for all Flex segments

Expectations

YoY Decline, Mix change overtime, Protect key legacy engagements
Summary

- Clear differentiation through a broad end-to-end service offering, which includes design, vertical integration, regional manufacturing, and after-market services.

- Well positioned to grow revenues in both CEC and Lifestyle with an offset by declines in Consumer Devices in the range of half a billion dollars.

- Expand margins through design-led engagements, bundling services and commercial and operational discipline.

- Increase customer affinity through a broad service offering, our regional manufacturing footprint and meeting and exceeding the quality and delivery expectations of our customers.
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