

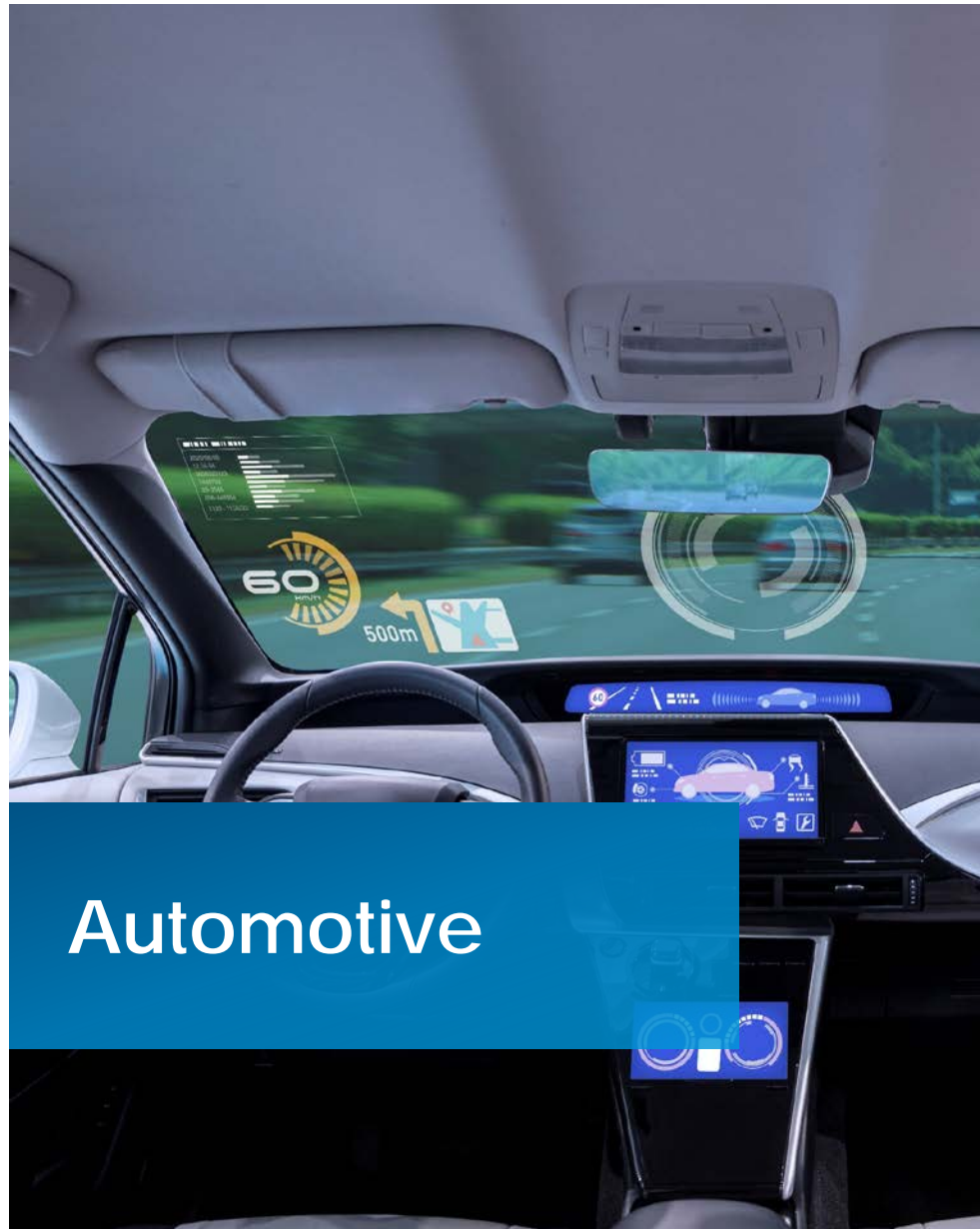


flex®

Flex Reliability Solutions

Paul Humphries
Group President

Flex Reliability Solutions



Flex Reliability Solutions



High complexity, high technology content and **vertical integration**

Technology and business model **innovation disrupting** existing supply chains

Exacting quality standards – regulatory know-how is a differentiator

Products have **multi-year lifecycles** with long ramps

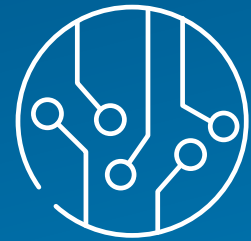
Strong margin profiles; Positioned for **continued growth**

Automotive overview



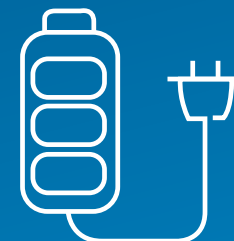
Autonomous

\$25B
TAM



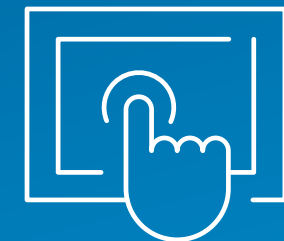
Connectivity

\$45B
TAM



Electrification

\$10B
TAM



Smart Tech

\$28B
TAM

\$700M

new bookings

4 consecutive years of
10% bookings growth

600+

vehicle nameplates

\$180+

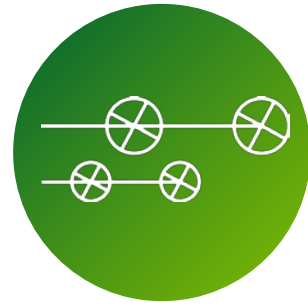
content per vehicle

⁴³ Source: TAM market size for 2023 based on Frost & Sullivan, Yole, P3, IHS and internal research; Autonomous market defined as L3-L5 only
FY20E for new bookings and new customers

A highly regarded and highly differentiated offering



Disruptive business model adapted to the technology needs of today's OEMs



Automotive design competence and cross-segment capability leverage



Strong reputation and track record evidenced by our industry and customer awards

- PACE
- CLEPA
- GAM Supplier of the Year
- Automotive News Top 100 Global Supplier



Robust quality management system supporting regulatory and industry-specific requirements

An established and growing reputation in the industry

Electrification

High-efficiency DC-DC
bidirectional converter



48V DC-DC Converter

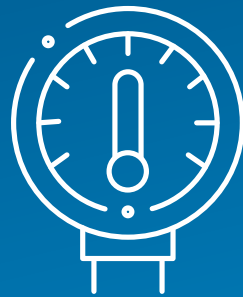
- Gen 3 design now launching with a European luxury brand OEM
- 97% efficiency
- Buck and Boost feature to control current & voltage
- Streamlined software with a proprietary back-end programming tool

Health Solutions overview



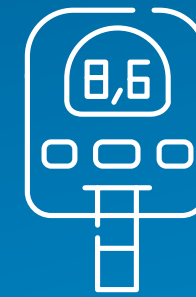
Medical Devices

\$70B
TAM



Medical Equipment

\$48B
TAM



Drug Delivery

\$15B
TAM

\$851M
new bookings

18 out of 20
top customers in
biopharmaceuticals

17 out of 20
top customers in
MedTech

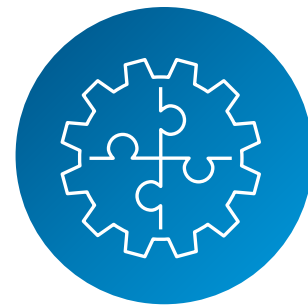
⁴⁶ Source: TAM market size based on EvaluateMedTech, Markets & Markets, Global Data, Technavio and internal research
FY20E for new bookings and new customers

Domain expertise across a broad set of capabilities

A complete solution: 30-year reputation for regulatory and quality excellence



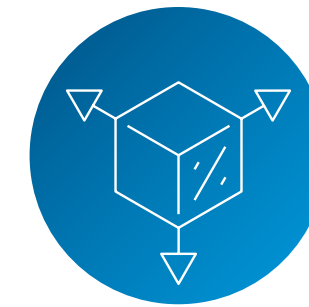
Design with integration of **advanced technologies expertise** complimentary to OEM's core



Vertical integration capabilities to maximize system efficiency and product cost and quality



Global footprint with regional redundancy to meet customer requirements



NPI and manufacturing expertise to transfer and scale with quality and speed

Awards

Customer - PHILIPS Sourcing Program for Innovation and Collaborative Entrepreneurship (SPICE)

Industry - Company of the year 2019 - Design and Manufacturing Services – Frost and Sullivan

Standards - MedAccred Merit Excellence – 1st and only in the industry

Track record of bookings to revenue

Update on a foundational customer partnership in Diabetes Management



Flex Investor Day 2018

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

Current status

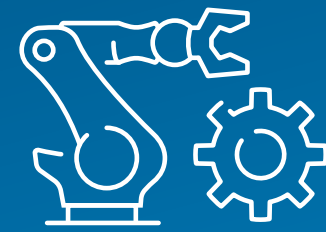
- Well on-track; consistent execution
- Strong delivery now leading to additional wins

Industrial overview



Capital
Equipment

\$70B
TAM



Industrial
Devices

\$142B
TAM



Renewable and
Grid Edge

\$111B
TAM



Power Systems

\$63B
TAM

\$1.2B
new bookings

69
new customers

Continued
growth

⁴⁹ Source: TAM market size based on Markets & Markets, Technavio, Allied Market Research, Global Market Insight and internal research
FY20E for new bookings and new customers;

Industrial differentiation



Design-led Solutions

Engineering and design-led solutions in mechanicals, power, battery systems and robotics leveraged across multiple Flex segments



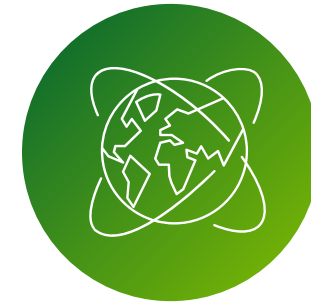
Customer Transfers

Unmatched experience executing large, complex transfers from customer operations



Complex High Reliability Systems

Repeatable and scalable system of delivering supply chain solutions for large, complex systems



Capabilities Deployed Globally

Deep domain expertise in multiple manufacturing disciplines across unrivaled global footprint

Design-led Advanced Battery System

- Over 255,000 systems produced
- 3-year partnership



- Battery Backup Unit for datacenter application
- Flex design based on Flex BMS (Battery Management System) IP portfolio
- Includes advanced fuel gauging, state of health and battery life monitoring critical for datacenters
- Flex is a market leader in Battery Backup and Battery Management Systems with extensive, specialized technical support for all aspects of battery system design and manufacturing

Summary



- Increase design-led engagements
- Guide business mix to high value opportunities
- Invest in capabilities for the future
- Leverage synergies across the organization
- Raise the group margin profile and accelerate growth

Flex Reliability Solutions

