



The Product Realization Company

FISCAL SECOND QUARTER 2014 FINANCIAL RESULTS

April 17, 2014

SAFE HARBOR & FAIR DISCLOSURE STATEMENT

Any statements made during our call today that are not historical in nature, such as statements in the future tense and statements that include "believe," "expect," "intend," "plan," "anticipate," and similar terms and concepts, are forward-looking statements. Forward-looking statements are not guarantees since there are inherent difficulties in predicting future results, and actual results could differ materially from those expressed or implied in the forward-looking statements. For a list of major factors that could cause actual results to differ materially from those projected, please refer to the Company's periodic SEC filings, particularly the risk factors in our Form 10-K filing for the fiscal year ended September 28, 2013, and the Safe Harbor and Fair Disclosure statement in yesterday's press release.

Plexus provides non-GAAP supplemental information such as earnings or margin excluding special items, ROIC and free cash flow. We present information excluding special items because it provides a better indication of core performance for purposes of period-to-period comparisons. ROIC and free cash flow are used for internal management assessments because they provide additional insight into ongoing financial performance. In addition, we provide non-GAAP measures because we believe they offer insight into the metrics that are driving management decisions as well as management's performance under the tests that it sets for itself. For a full reconciliation of non-GAAP supplemental information please refer to yesterday's press release and our periodic SEC filings.

FISCAL SECOND QUARTER 2014

Results vs. Guidance & Prior Quarter

	Q2F14 Guidance	Q2F14 Mar 29, 2014	Q1F14 Dec 28, 2013	Q2F14 vs. Q1F14
Revenue (\$ millions)	\$535 to \$565	\$558	\$534	+ 4%
Diluted EPS excluding special items	\$0.57 to \$0.63	\$0.60	\$0.61	- 2%
ROIC excluding special items		14.1%	14.5%	- 40 bps

- Revenue above mid-point of guidance range, up 4% from prior quarter
- Non-GAAP diluted EPS at mid-point of guidance range
 - Excludes \$0.07 net special items

A FEW FISCAL SECOND QUARTER HIGHLIGHTS

- Overall revenue consistent with guidance; sector performance was mixed
- Manufacturing Solutions new business wins: \$159M
- Engineering Solutions new program wins exceptionally strong: \$26M
- Fox Cities, WI transformation/consolidation: All 3 facilities complete
- New Guadalajara, MX facility construction remains on track
- Announced Juarez, MX facility would be closed by calendar year-end
 - Programs will move to Guadalajara facility
- Versus prior year Q2: Revenue flat, Operating margin up 30 bps (non-GAAP)
 - Replaced approximately \$92 million Juniper revenue (prior year Q2)
- Modest improvement in full year revenue outlook

PERFORMANCE BY SECTOR

	Q2F14 Mar 29, 2014		Q1F14 Dec 28, 2013		Q2F14 vs. Q1F14	Q3F14 Expectations (percentage points)
Networking/ Communications	\$162	29%	\$163	31%	flat	Up 20% plus
Healthcare/ Life Sciences	\$167	30%	\$165	31%	1%	Up low-to-mid single
Industrial/ Commercial	\$145	26%	\$136	25%	7%	Up high single
Defense/ Security/ Aerospace	\$84	15%	\$70	13%	20%	Up mid single
Total Revenue	\$558	100%	\$534	100%	4%	

- N/C better than expected in Q2 as demand improved. New programs drive growth in Q3
- HC/LS in-line in Q2. Mixed performance delivers modest growth in Q3
- I/C up, but below expectations for Q2; Modest strengthening, program ramps drive growth in Q3
- D/S/A up strong, but below expectations for Q2; mixed performance delivers modest growth in Q3

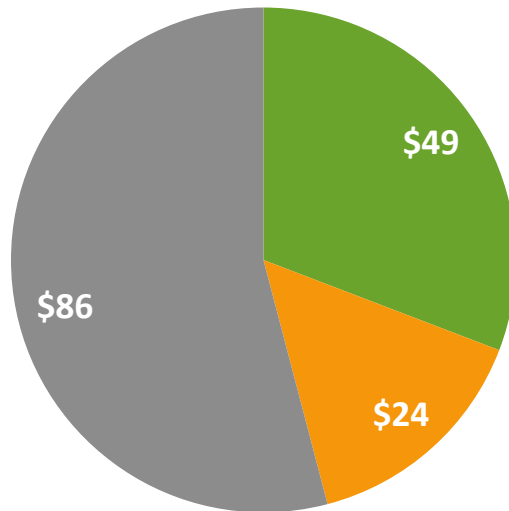
*Revenue in millions
Comments refer to fiscal quarters*

FISCAL SECOND QUARTER MANUFACTURING WINS

\$159M in annualized revenue when fully ramped; 41 programs

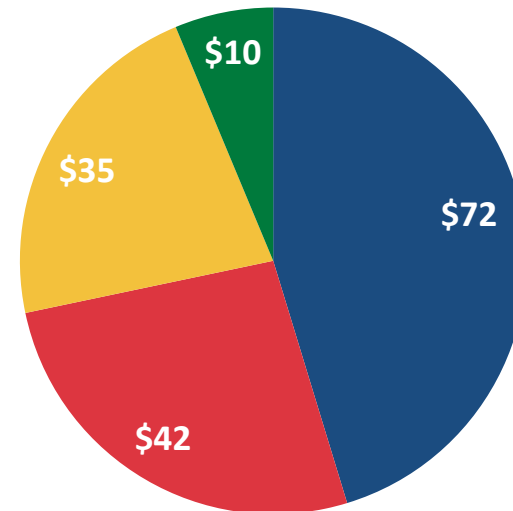
- Current target: \$150M
- Dollar value of wins in EMEA & APAC represent a significant percentage of quarterly revenues

Manufacturing Wins by Region (\$Ms)



■ AMER
■ EMEA
■ APAC

Manufacturing Wins by Sector (\$Ms)

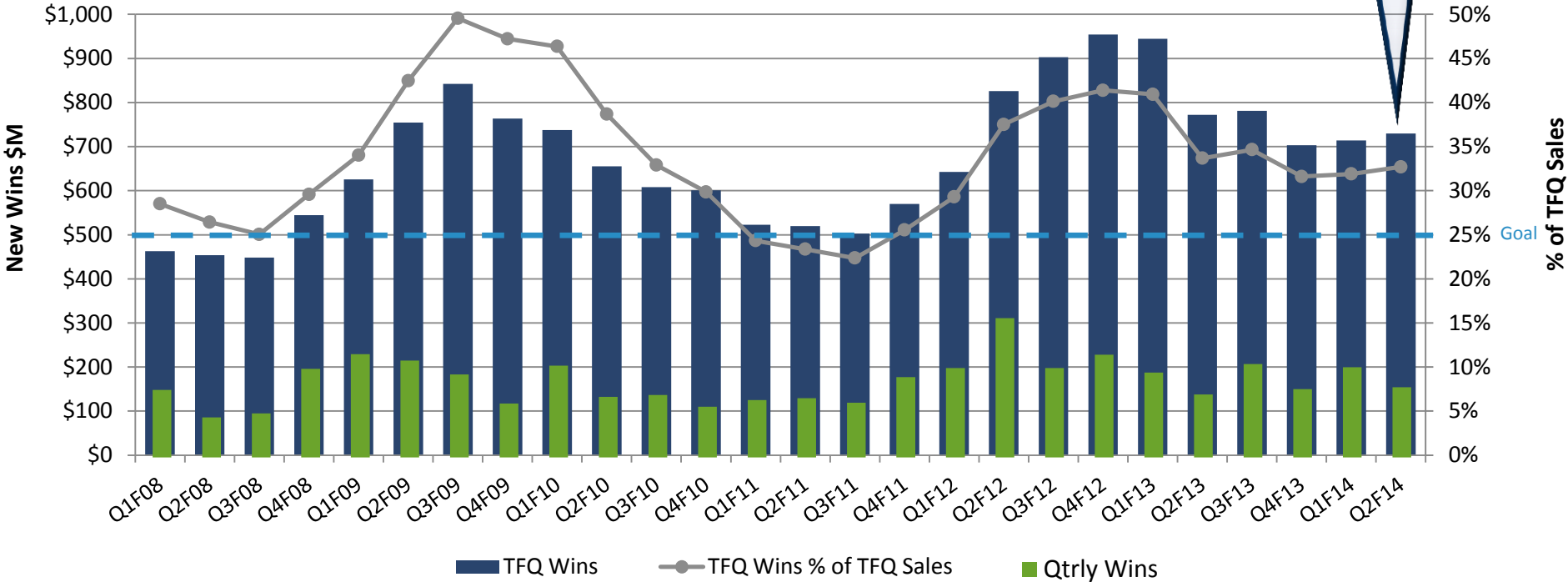


■ Networking/Communications
■ Healthcare/Life Sciences
■ Industrial/Commercial
■ Defense/Security/Aerospace

MANUFACTURING WINS TREND

TFQ Wins Remains Strong

TFQ
\$731M



Quarterly target approximately \$150M

FISCAL THIRD QUARTER GUIDANCE

	Q3F14 Guidance
Revenue	\$600 to \$630 million
Diluted EPS	\$0.69 to \$0.74 <ul style="list-style-type: none">• Excludes anticipated restructuring charges of \$400,000 to \$500,000• Includes \$0.10 stock based compensation expense

- Revenue range mid-point suggests 10% sequential growth Q2F14 to Q3F14
 - Sequential growth anticipated in all four sectors
- EPS guidance excludes anticipated restructuring charge associated with the Juarez, MX closure and program transitions to Guadalajara, MX

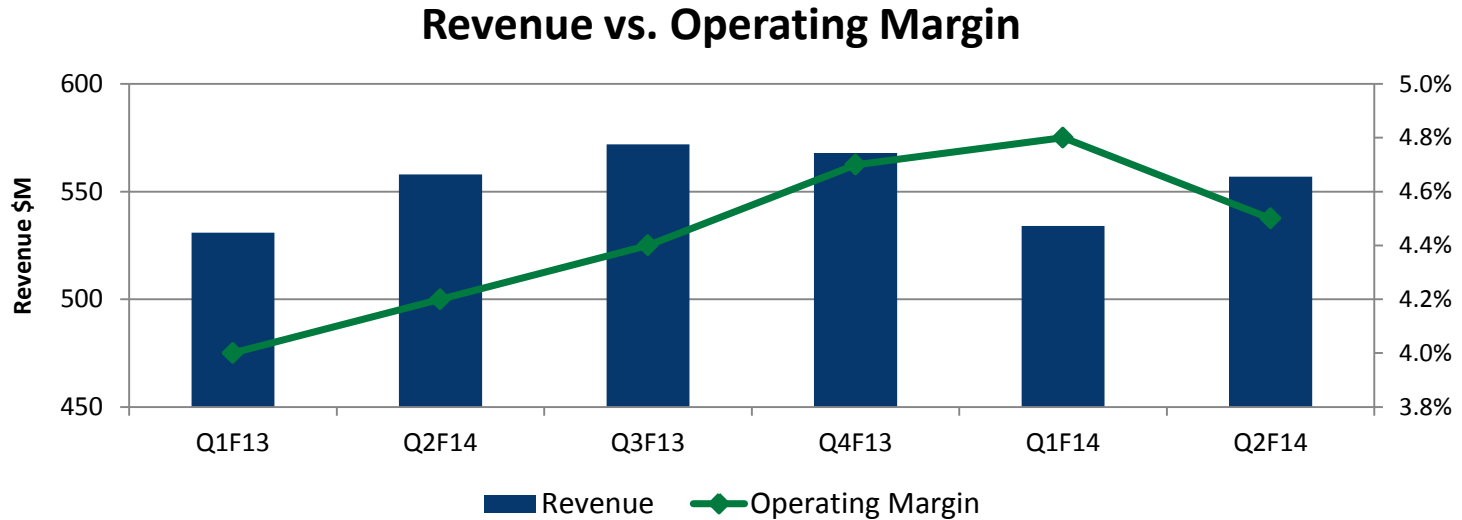
FISCAL SECOND QUARTER INCOME STATEMENT HIGHLIGHTS

	Q2F14 Mar 29, 2014	Q1F14 Dec 28, 2013	Q2F14 vs. Q1F14 Change
Revenue	\$558	\$534	+ 4%
Gross margin	9.5%	9.6%	- 10 bps
Selling & administrative expenses	\$27.8	\$26.1	+ 7%
Operating margin excluding special items	4.5%	4.8%	- 30 bps
Diluted earnings per share	\$0.53	\$0.51	+ 4%
Diluted earnings per share excluding special items	\$0.60	\$0.61	- 2%

- Gross margin and SG&A in-line with expectations
- Recorded \$6.0M restructuring charges (\$0.18 of diluted EPS) primarily related to the previously announced facility closure in Juarez, MX and transition of programs to Guadalajara, MX
- Recorded \$3.7M discrete tax benefit (\$0.11 of diluted EPS)

*Dollars in millions, except
earnings per share*

MARGIN TREND



F14 Operations Initiatives

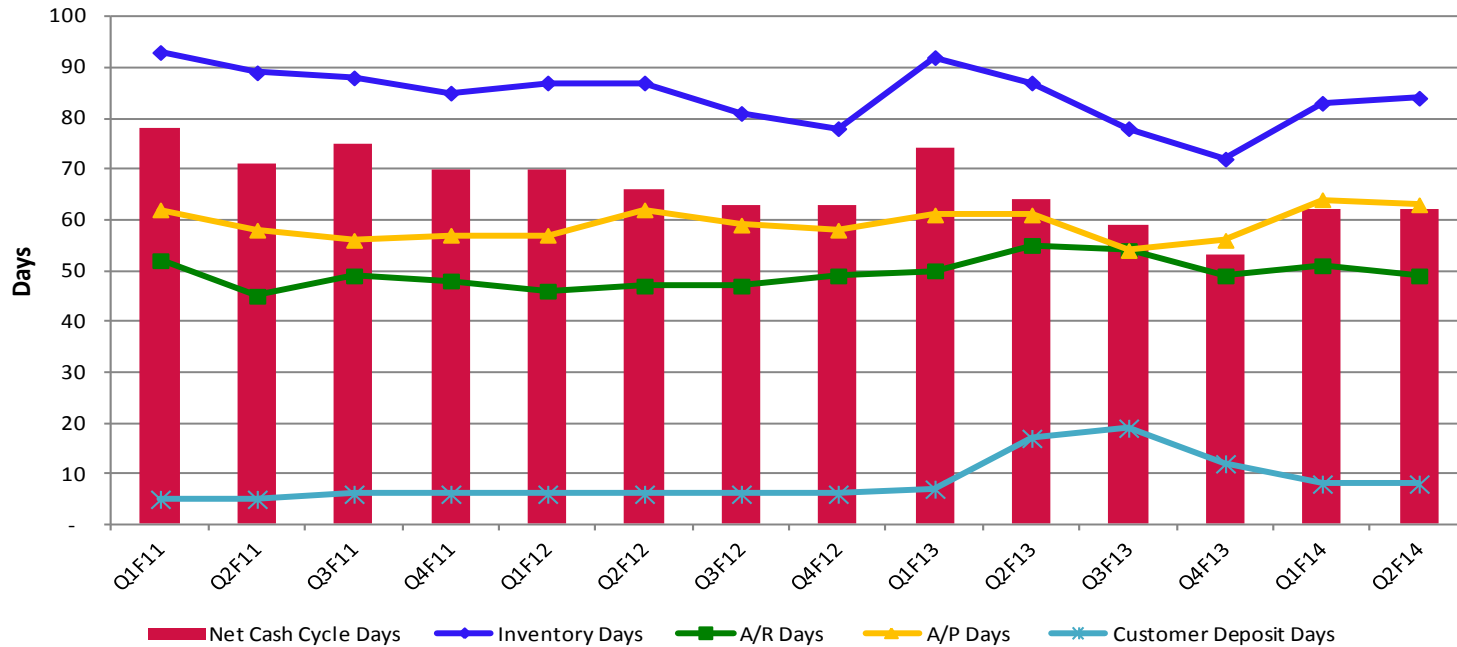
- Supply Chain productivity
- Manufacturing productivity
- Facility simplifications
- Improved sector mix

Q2 margin reduction anticipated based on structural costs (merit increases and payroll taxes)

BALANCE SHEET AND CASH FLOWS

	Q2F14	Comments
Return on invested capital	14.1%	Above WACC of 11% but remains below enduring goal of WACC + 500 bps (16%)
Share repurchases	\$7.6 million	Average price of \$41.18 per share
Cash cycle days	62 days	In-line with expectations and same as Q1F14
Free cash flow	\$7.2 million	

CASH CYCLE TREND



	Q1F11	Q2F11	Q3F11	Q4F11	Q1F12	Q2F12	Q3F12	Q4F12	Q1F13	Q2F13	Q3F13	Q4F13	Q1F14	Q2F14
Inventory Days	93	89	88	85	87	87	81	78	92	87	78	72	83	84
A/R Days	52	45	49	48	46	47	47	49	50	55	54	49	51	49
A/P Days	62	58	56	57	57	62	59	58	61	61	54	56	64	63
Customer Deposit Days	5	5	6	6	6	6	6	6	7	17	19	12	8	8
Net Cash Cycle Days	78	71	75	70	70	66	63	63	74	64	59	53	62	62

- Q2F14 shows continued long-term progress
- Expect cash cycle in high 50 day range exiting F14

FISCAL THIRD QUARTER 2014 GUIDANCE

	Guidance
Revenue	\$600 to \$630 million
Estimated restructuring charges	\$400,000 - \$500,000
Diluted Earnings per share excluding restructuring	\$0.69 to \$0.74
Gross margin	9.4 to 9.6%
SG&A	\$29 to \$30 million
Operating margin	4.6 to 4.8%
Depreciation and amortization	\$12.5 million
Tax rate	8 - 10%
Cash cycle days	62 to 64 days
F14 estimated capital expenditures	\$75 million

WRAP-UP

Near-term focus items:

1. Continue “new wins” at or our above target to deliver modest growth in F14 and to carry growth momentum in F15
2. Continue to build revenue momentum into our new Oradea facility
3. Flawlessly transition business from Juarez to our new facility in Guadalajara, Mexico
4. Continued progress on operating improvements and initiatives to deliver operating margin in-line with our 5% target
5. Exceptional customer service: Operational Excellence, Value Stream Solutions

QUESTIONS



The Product Realization Company