



The Product Realization Company

FISCAL FOURTH QUARTER 2014 FINANCIAL RESULTS

October 23, 2014

SAFE HARBOR & FAIR DISCLOSURE STATEMENT

Any statements made during our call today and information included in the supporting material that is 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 factors that could cause actual results to differ materially from those discussed, 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, as well as 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 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 FOURTH QUARTER 2014

Second Consecutive Quarter with Record Revenue

	Q4F14 Sep 27, 2014	Q3F14 Jun 28, 2014	Q4F14 vs. Q3F14	Fiscal 2014 Sept 27	Fiscal 2013 Sept 28	F14 vs. F13
Revenue (\$ millions)	\$666	\$621	+ 7.4%	\$2,378	\$2,228	+ 6.7%
Diluted EPS	\$0.77	\$0.71	+ 8.5%	\$2.52	\$2.36	+ 6.8%
ROIC	15.2%	14.6%	+ 60 bps	15.2%	14.0%	+ 120 bps

- Q4 F14 revenue above mid-point of guidance range
 - Up 7.4% from prior quarter
- Diluted EPS of \$0.77 was a strong result
- Fiscal 2014 record revenue
 - Up 6.7% from prior year

A FEW FISCAL FOURTH QUARTER HIGHLIGHTS

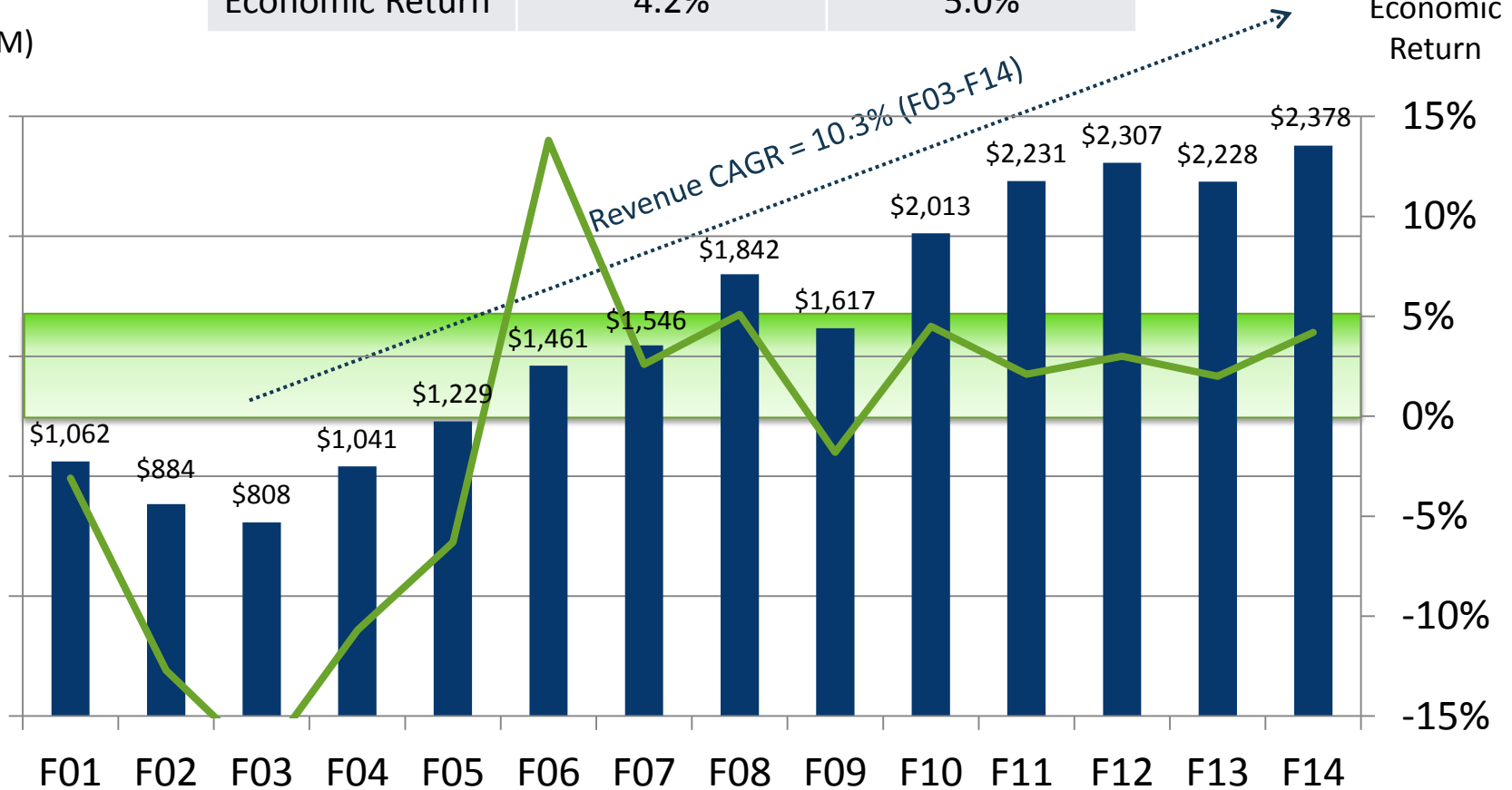
- \$170M of new Manufacturing Solutions wins; trailing four quarter wins at \$816M
- \$20M of new Engineering Solutions wins; another solid quarter
- Q/Q Operating Performance Improvements:
 - Operating margin: 4.8%; up 10 bps
 - Cash Cycle: 56 days; 1 day improvement
 - Free cash flow: \$23.8 million
 - ROIC: 15.2%; up 60 bps and representing an economic return of 4.2%
- Completed \$30 million share repurchase authorization
- Plexus Engineering Solutions achieves AS9100 certification
- Accepted as an applicant member to the Electronic Industry Citizenship Coalition (EICC)

FISCAL 2014 RESULTS VS. GOALS

	Result	Goal
Revenue Growth	6.7%	12%
Economic Return	4.2%	5.0%

Revenue (\$M)

\$2,500
\$2,000
\$1,500
\$1,000
\$500
\$0



Economic Return

15%
10%
5%
0%
-5%
-10%
-15%

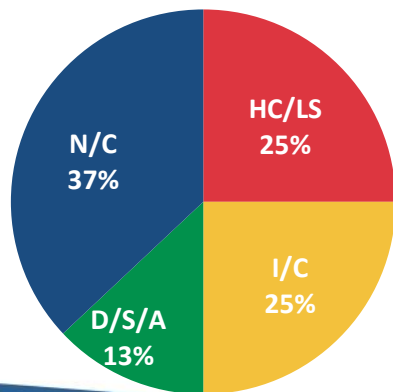
SECTOR REVENUE PERFORMANCE

F13

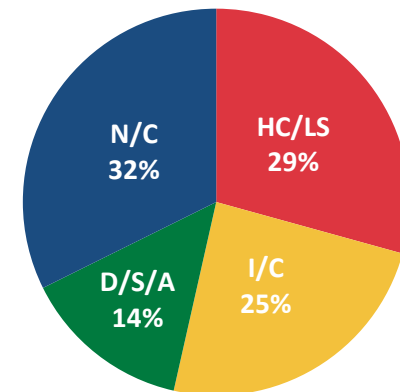
Sector	Revenue \$M	Growth Result \$M	Growth Result %
Networking/ Communications	\$826	(\$78)	-9%
Healthcare/ Life Sciences	\$563	\$69	14%
Industrial/ Commercial	\$551	(\$120)	-18%
Defense/Security/ Aerospace	\$288	\$50	21%
Plexus	\$2,228	(\$79)	-3%

F14

Sector	Revenue \$M	Growth Result \$M	Growth Result %
Networking/ Communications	\$763	(\$63) (JNPR \$284)	-8%
Healthcare/ Life Sciences	\$697	\$134	24%
Industrial/ Commercial	\$583	\$33	6%
Defense/Security/ Aerospace	\$335	\$47	16%
Plexus	\$2,378	\$150	7%



A Healthy Portfolio



FISCAL FIRST QUARTER GUIDANCE

	Q1F15 Guidance
Revenue	\$630 to \$660 million
Diluted EPS	\$0.68 to \$0.74 <ul style="list-style-type: none">• Includes \$0.11 stock based compensation expense• Excludes any special items

- Revenue mid-point suggests 3% contraction from Q4F14 to Q1F15
 - Contraction was anticipated, consistent with guidance last quarter
- EPS guidance reflects near-term margin pressure associated with accelerated ramp of new facility in Guadalajara

PERFORMANCE BY SECTOR

	Q4F14 Sep 27, 2014		Q3F14 Jun 28, 2014		Q4F14 vs. Q3F14	Q1F15 Expectations (percentage points)
Networking/ Communications	\$234	35%	\$203	33%	15%	Down high single
Healthcare/ Life Sciences	\$189	28%	\$177	28%	7%	Up mid single
Industrial/ Commercial	\$150	23%	\$154	25%	- 2%	Flat
Defense/ Security/ Aerospace	\$93	14%	\$87	14%	7%	Down mid single
Total Revenue	\$666	100%	\$621	100%	7%	

- N/C met strong growth expectations in Q4; More normalized revenue level in Q1F15
- HC/LS beat expectations in Q4; Solid growth expectations in Q1F15
- I/C slightly below expectations for Q4; Weaker markets lead to flat expectations for Q1
- D/S/A solid growth, but slightly below expectations in Q4; Q1F15 down primarily as a result of seasonal softness in Security

*Revenue in millions
Comments refer to fiscal quarters*

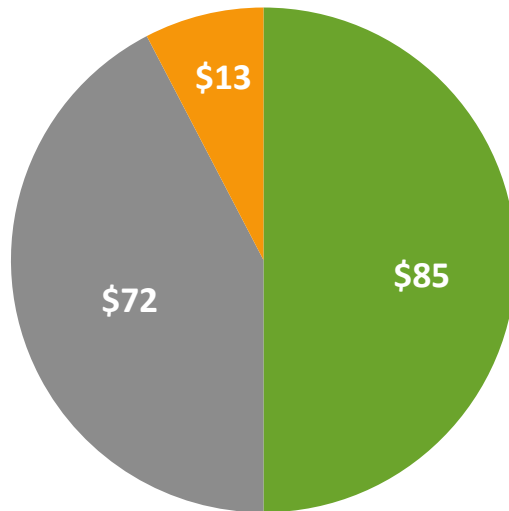
FISCAL FOURTH QUARTER WINS

\$170M in annualized manufacturing revenue when fully ramped

- 41 programs
- Balanced regional and sector wins

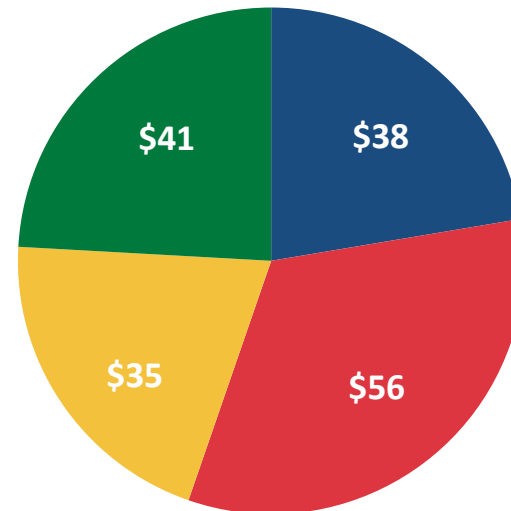
Engineering wins solid at \$20M; Strong HC/LS performance

Manufacturing Wins by Region (\$Ms)



■ AMER
■ APAC
■ EMEA

Manufacturing Wins by Sector (\$Ms)

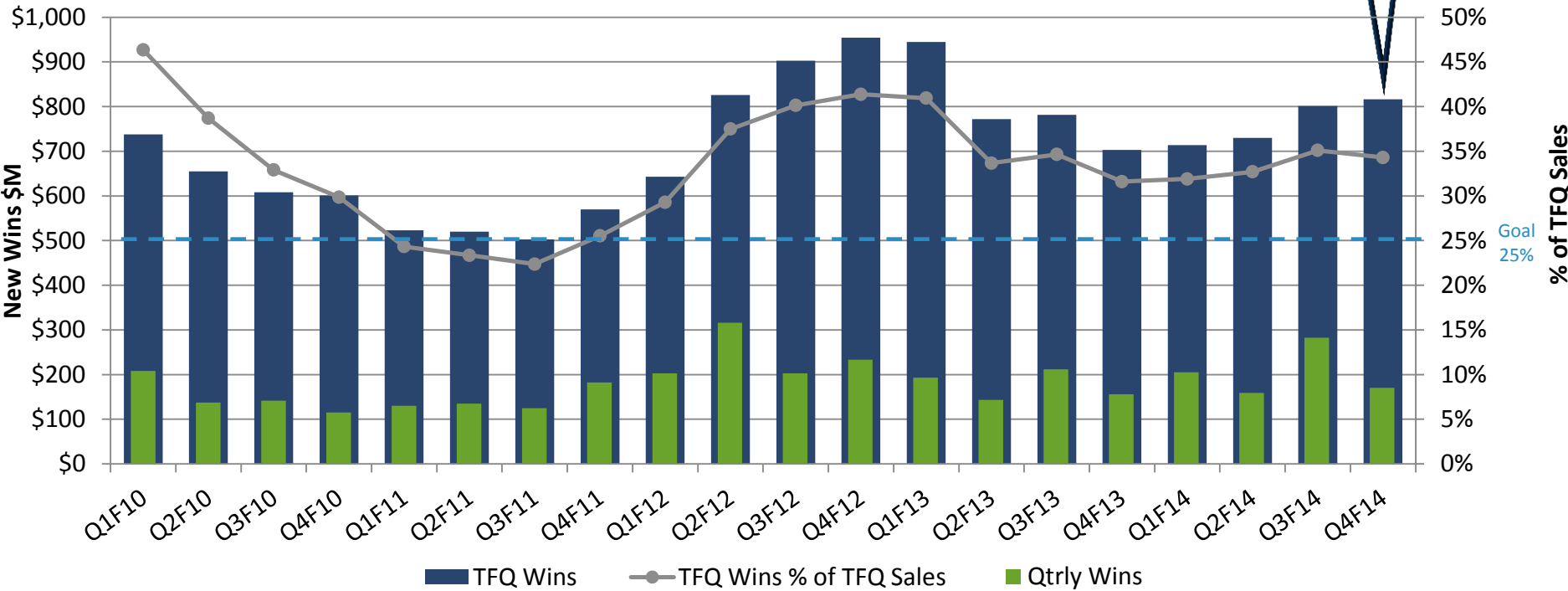


■ Networking/Communications
■ Healthcare/Life Sciences
■ Industrial/Commercial
■ Defense/Security/Aerospace

MANUFACTURING WINS TREND

Trailing Four Quarter Wins Remain Strong

TFQ
\$816M



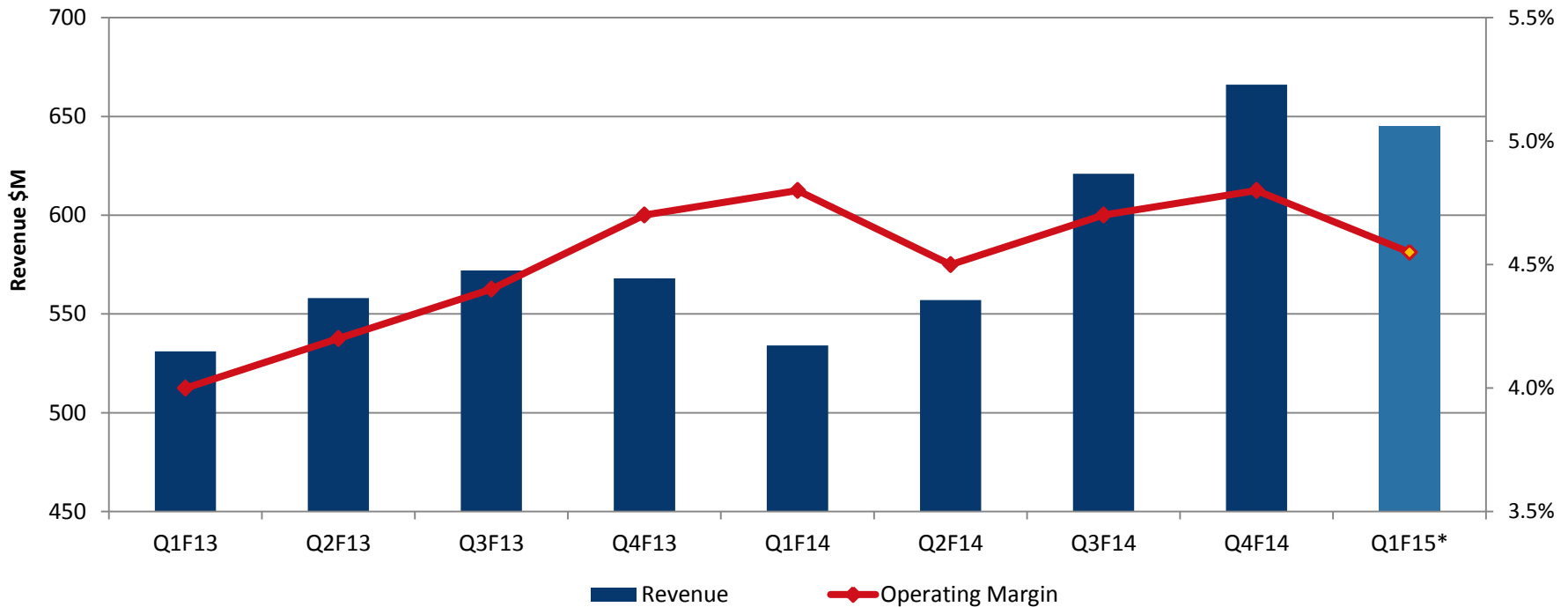
Quarterly target approximately \$160M

REVENUE AND OPERATING MARGIN TREND

Record revenue in Q3F14 and Q4F14

Operating margin improved from 4.0% to 4.8% over past two fiscal years

Revenue vs. Operating Margin

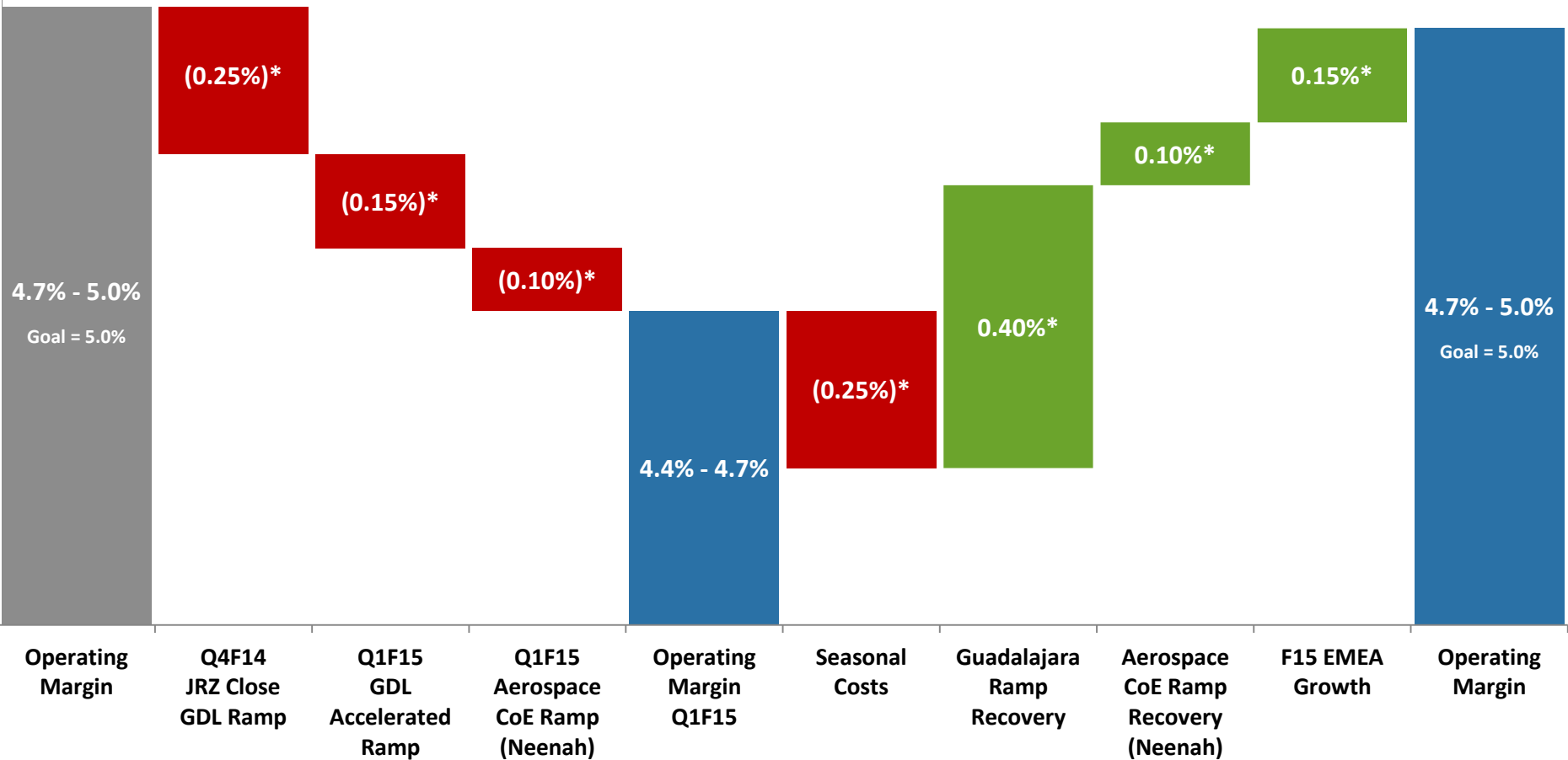


**represents mid-point guidance
OM is non-GAAP*

OPERATING MARGIN

Q4F14 – Q1F15

Q2F15 – Late F15



FISCAL FOURTH QUARTER INCOME STATEMENT HIGHLIGHTS

	Q4F14 Sep 27, 2014	Q3F14 Jun 28, 2014	Q4F14 vs. Q3F14 Change
Revenue	\$666	\$621	+ 7%
Gross margin	9.4%	9.4%	Flat
Selling & administrative expenses	\$30.6	\$29.2	+ 5%
Operating margin excluding special items	4.8%	4.7%	+ 10 bps
Diluted earnings per share	\$0.77	\$0.71	+ 8%

- Gross margin in-line with expectations, SG&A slightly higher than expectations
- Recorded \$0.4M restructuring charges (\$0.01 of diluted EPS) primarily related to the previously announced facility closure in Juarez, MX and transition of programs to Guadalajara, MX
- Stock-based compensation expense \$0.01 per share higher than guidance related to a retiring executive

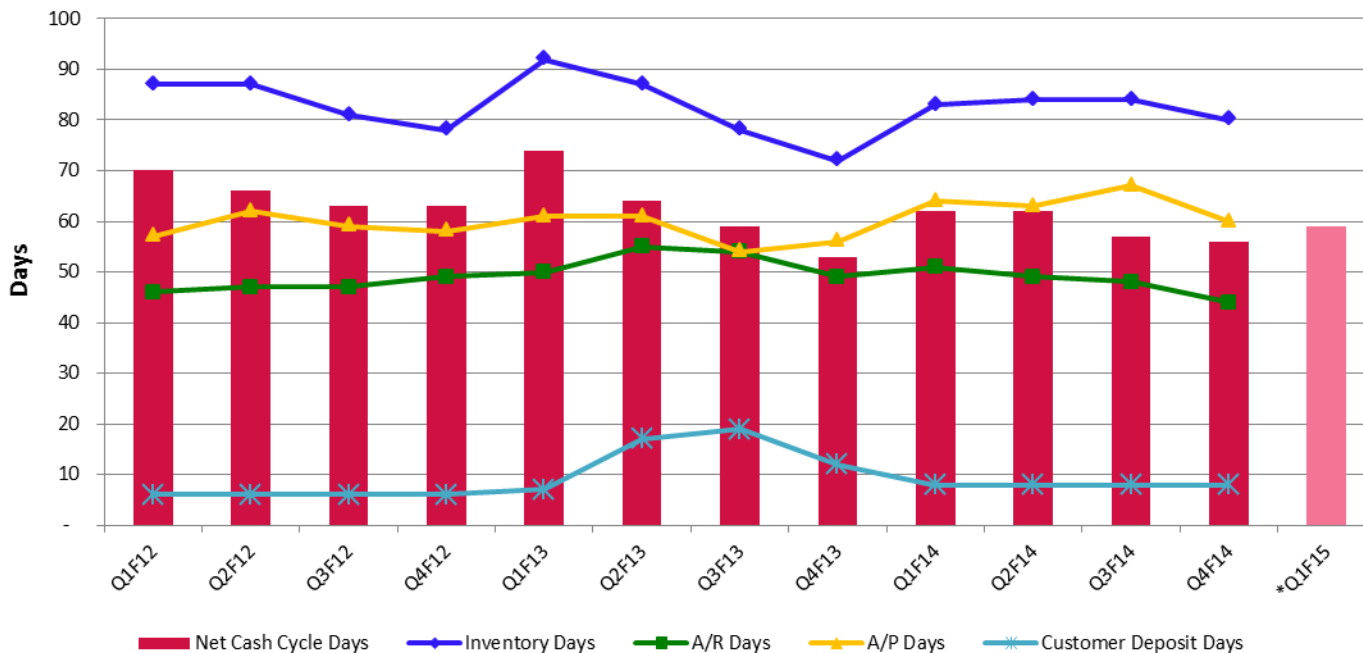
*Dollars in millions, except
earnings per share*

BALANCE SHEET AND CASH FLOWS

	Q4F14	Comments
Return on invested capital	15.2%	Above WACC of 11% and representing an economic return of 4.2% compared to enduring goal of 5.0%
Share repurchases	\$7.7 million	Average price of \$40.96 per share
Cash cycle days	56 days	In line with expectations and 1 day favorable to Q3F14
Free cash flow	\$23.8 million	Cash flow from operations was \$32.1M. Capital expenditures were \$8.3M.

	Total F14	Comments
Share repurchases	\$30.0 million	Average price of \$40.90 per share
Free cash flow	\$23.2 million	Cash flow from operations was \$89.8M. Capital expenditures were \$66.6M.

CASH CYCLE TREND



	Q1F12	Q2F12	Q3F12	Q4F12	Q1F13	Q2F13	Q3F13	Q4F13	Q1F14	Q2F14	Q3F14	Q4F14	*Q1F15
Inventory Days	87	87	81	78	92	87	78	72	83	84	84	80	
A/R Days	46	47	47	49	50	55	54	49	51	49	48	44	
A/P Days	57	62	59	58	61	61	54	56	64	63	67	60	
Customer Deposit Days	6	6	6	6	7	17	19	12	8	8	8	8	
Net Cash Cycle Days	70	66	63	63	74	64	59	53	62	62	57	56	59

Q4F14 performance in-line with guidance

Expected to keep cash cycle under 60 days throughout F15

*represents mid-point guidance

FISCAL FIRST QUARTER 2015 GUIDANCE

	Guidance
Revenue	\$630 to \$660 million
Diluted earnings per share	\$0.68 to \$0.74
Gross margin	9.1 to 9.4%
SG&A	\$29.5 to \$30.5 million
Operating margin	4.4 to 4.7%
Depreciation and amortization	\$13.1 million
Tax rate	8 to 10%
Cash cycle days	58 to 60 days
F15 capital expenditures	\$50 million

Guidance excludes estimated restructuring charges of \$1.5 to \$1.8 million primarily related to the facility closure in Juarez, MX and transition of programs to Guadalajara, MX.

A FEW THOUGHTS ON FISCAL 2015

Reality Check

Uncertainty abounds (macroeconomic, geopolitical, others)

- Risks appear to be reflected in longer-term customer forecasts; currently muted
- Apparently, customers see little incentive in driving optimistic forecasts

Cause for Optimism

Revenues

- Strong trailing four quarter new business wins heading into the year
- Healthy sector mix and customer portfolio

Platform for growth with lower capital spending

EMEA: Value proposition attracting new business—anticipate profitability Q3 F15

AMER: Aggressive revenue ramp in Guadalajara, Mexico—anticipate profitability Q3 F15

APAC: Ample capacity for growth

Investing in higher margin Value Stream solutions

- Engineering Solutions (7 locations), Aftermarket Services, Micro Electronics

Capital allocation

- \$30 million share repurchase authorization

Q&A

ANALYSTS PLEASE CONFORM TO:
ONE QUESTION
ONE FOLLOW-UP
THANKS

PLEXUS

®

The Product Realization Company