



The Product Realization Company

FISCAL FOURTH QUARTER 2016 FINANCIAL RESULTS

October 27, 2016

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 October 3, 2015, and the Safe Harbor and Fair Disclosure statement in yesterday's press release.

Plexus provides non-GAAP supplemental information, such as ROIC, Economic Return, and free cash flow, because those measures are used for internal management goals and decision making, and because they provide additional insight into financial performance. In addition, management uses these and other non-GAAP measures, such as adjusted net income and adjusted operating margin, to provide a better understanding of core performance for purposes of period-to-period comparisons. For a full reconciliation of non-GAAP supplemental information please refer to yesterday's press release and our periodic SEC filings.

FISCAL FOURTH QUARTER RESULTS

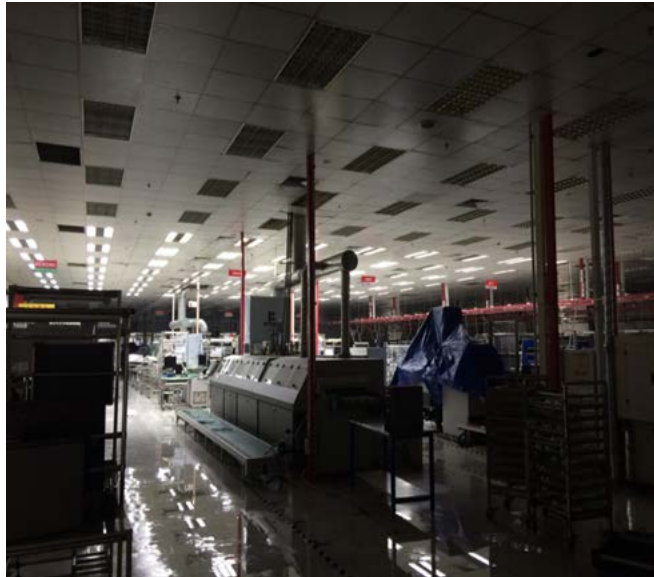
	Q4F16 Guidance Jul 20, 2016	Q4F16 Oct 1, 2016	Q3F16 Jul 2, 2016	Q4F16 vs. Q3F16
Revenue (\$ millions)	\$655 to \$685	\$653	\$668	- 2%
Diluted EPS		\$0.56	\$0.76	- 26%
Non-GAAP Diluted EPS excluding special items	\$0.76 to \$0.84	\$0.82	\$0.82	Flat
ROIC		13.8%	13.0%	+ 80 bps

- Strong operating performance delivered solid non-GAAP EPS
- Late quarter softness in Networking/Communications sector
- Mitigated impact of Typhoon Meranti at one of our Xiamen, China facilities
- ROIC improves to 13.8%; 280 bps of Economic Return

TYPHOON MERANTI

September 15, 2016 – Typhoon Meranti made landfall near Xiamen, China

- Effective crisis management protocol mitigated typhoon impact
- Proactive communication and responsive recovery plans enhanced customer satisfaction
- Operations restored within 3 days



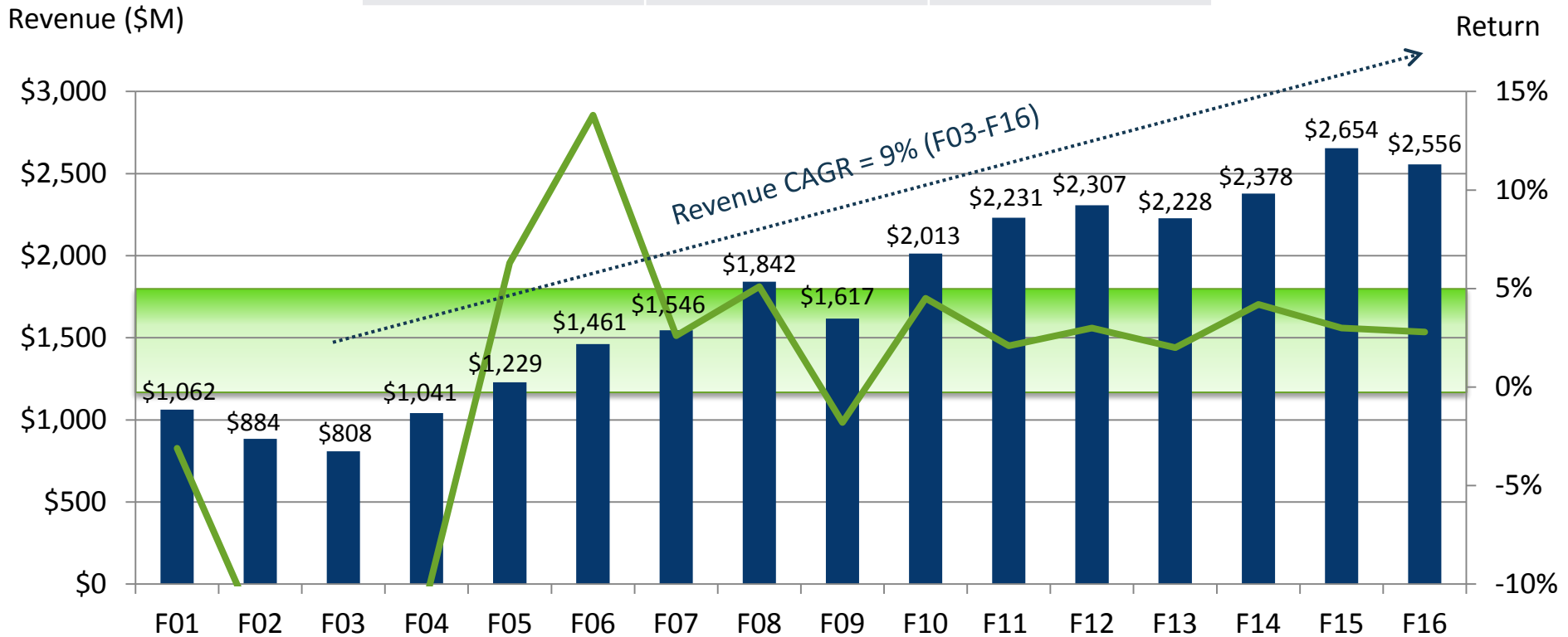
Factory Floor – Day 2



Factory Floor – Day 4

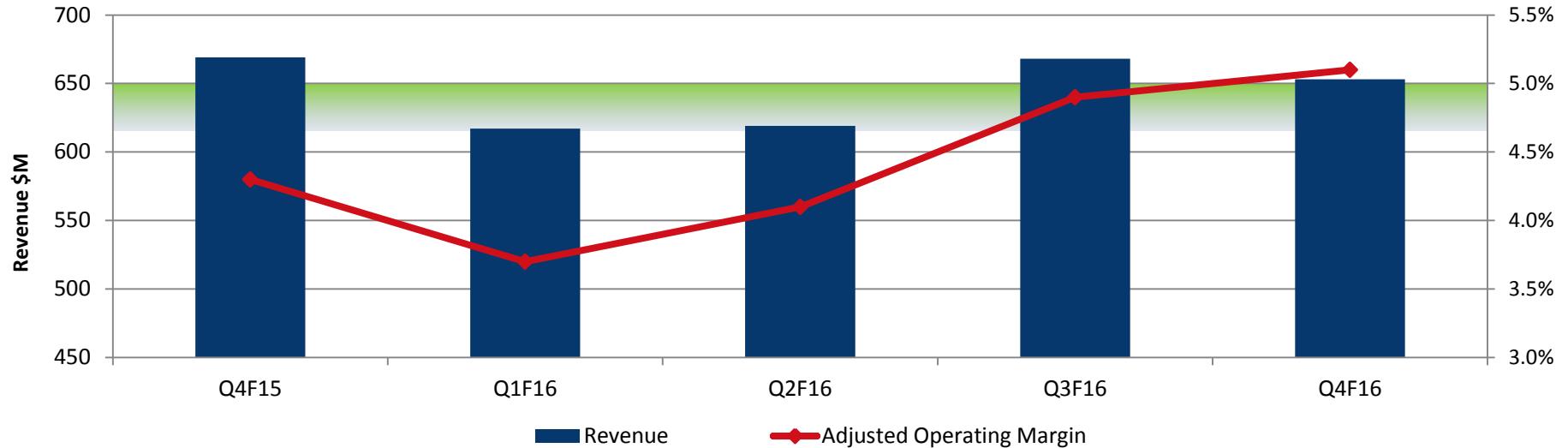
FISCAL 2016 RESULTS

	F16 Result	Enduring Goal
Revenue Growth	(4%)	12%
Economic Return	280 bps	500 bps



Economic Return solid despite weak revenue year

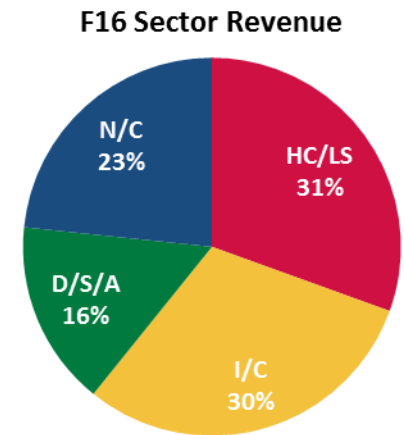
FISCAL 2016 PERFORMANCE



- Rapid forecast decline in early Q1F16 led to unacceptable adjusted operating margins
- Immediately implemented cost reduction and productivity improvement plan
- Achieved target operating margin range in Q3F16, one quarter ahead of plan
- Exceeded target operating margin range in Q4F16

FISCAL 2016 SECTOR REVENUE

Sector	F16 Revenue \$M	F16 Revenue YoY Delta \$M	F16 Revenue YoY Delta %	5 YEAR CAGR
Healthcare/Life Sciences	\$780	\$30	4%	11%
Industrial/Commercial	\$774	\$89	13%	8%
Networking/ Communications	\$597	(\$247)	(29%)	N/C (10%)
				Networking (28%)
				Communications 3%
Defense/Security/Aerospace	\$405	\$30	8%	15%
Plexus	\$2,556	(\$98)	(4%)	3%



Shift from Networking; Rebranded N/C sector as Communications

CAGR excluding Networking

- 5-Year: 8%
- 6-Year: 10%

Differentiated portfolio supports high-single to low-double digit CAGR

FISCAL 2017 FOCUS AREAS

Optimism for Fiscal 2017

- Healthy new business wins
- Record \$2.8B funnel of qualified manufacturing opportunities

Passion for Growth and Value Creation

- Goal - Achieve \$3B annual run rate as we exit fiscal 2017
- Deliver target operating margin range of 4.7% to 5.0% resulting in strong ROIC
- Meaningful growth and profitability in Europe
- Expand Aftermarket Services portfolio

Competitive Differentiation Drives Exceptional Net Promoter Scores

- Customer Service Excellence
- Operational Excellence - Exceptional quality, on-time, at a fair price
- Leverage “One Plexus” to drive efficiency globally
- Commitment to social responsibility as a full-member of EICC

FISCAL FIRST QUARTER

	Q1F17 Guidance
Revenue	\$620 to \$650 million
GAAP Diluted EPS	\$0.74 to \$0.82 <ul style="list-style-type: none">• Includes \$0.11 stock-based compensation expense

Mid-point of revenue guidance suggests approximately 3% contraction

- Order delays with an Industrial/Commercial customer
- End-market weakness in Communications

Mid-point of EPS guidance suggests strong operating margin

- Resiliency of model due to cost reduction and productivity improvement initiatives

Previously disclosed restructuring activities complete; Guiding GAAP EPS

CUSTOMER SERVICE EXCELLENCE

THANK YOU to the more than 14,000 Plexus team members globally.

Your commitment to Customer Service Excellence led to strong operational performance with solid Net Promoter Scores!

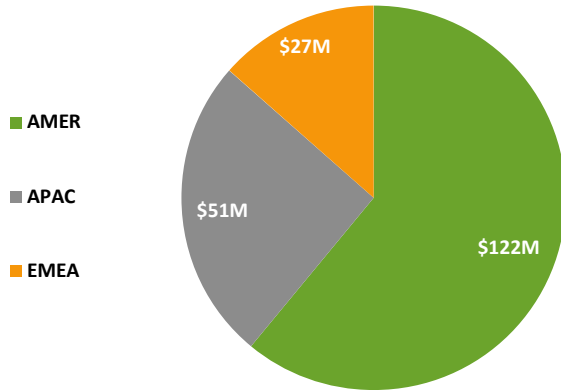
PERFORMANCE BY SECTOR

	Q4F16 Oct 1, 2016		Q3F16 Jul 2, 2016		Q4F16 vs. Q3F16	Q1F17 Expectations (percentage points)
Healthcare/ Life Sciences	\$192	29%	\$207	31%	- 7%	Up high single
Industrial/ Commercial	\$231	35%	\$202	30%	+ 14%	Down high single
Networking/ Communications	\$128	20%	\$156	23%	- 18%	Down high single
Defense/ Security/ Aerospace	\$102	16%	\$103	16%	- 1%	Down mid single
Total Revenue	\$653	100%	\$668	100%	- 2%	

Revenue in millions

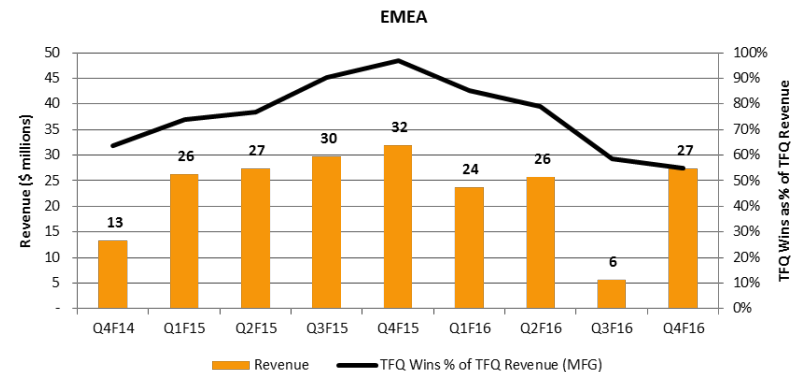
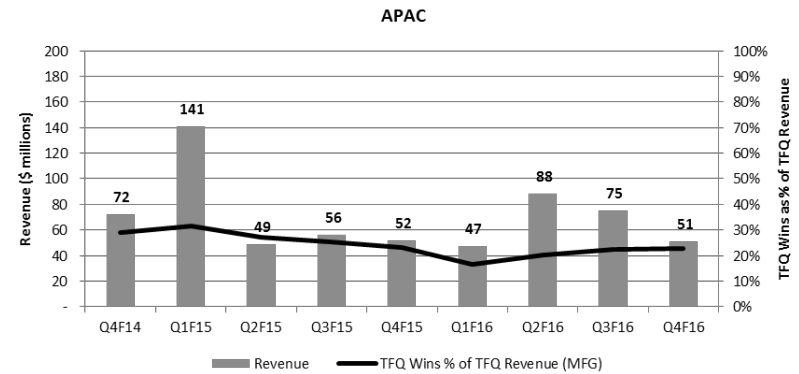
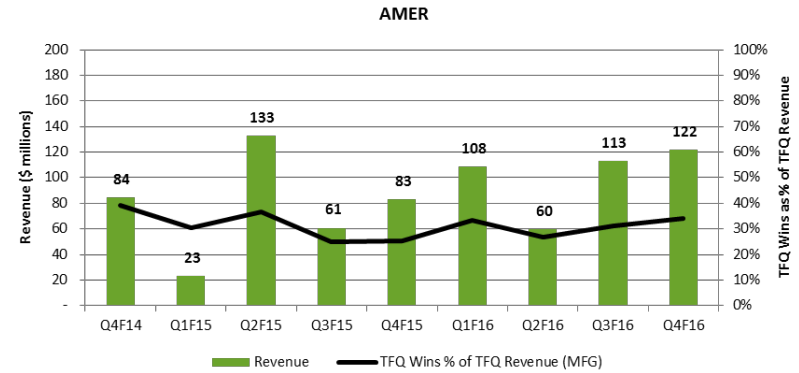
MANUFACTURING WINS BY REGION

Q4F16

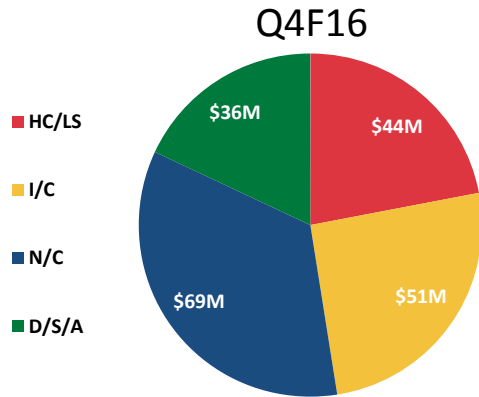


- \$200M in annualized manufacturing revenue when fully ramped (37 programs)
- Second consecutive quarter with wins greater than \$190M
- Strength in AMER region
- EMEA return to healthy level

Wins Momentum = $TFQ\ Wins / TFQ\ Revenue$

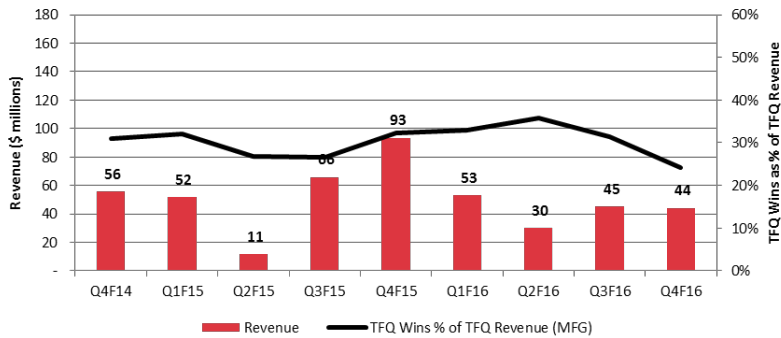


MANUFACTURING WINS BY SECTOR

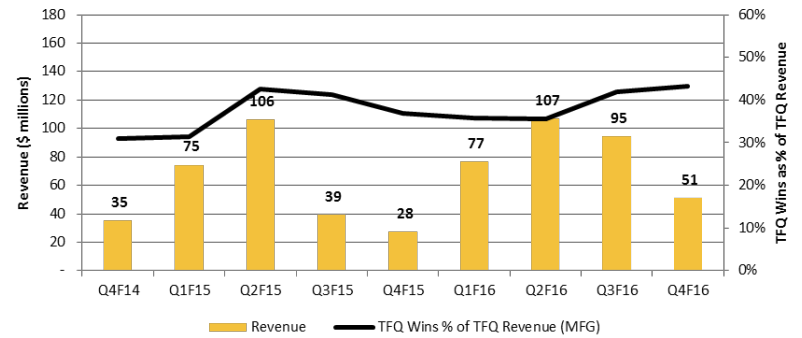


- Wins balanced across market sectors
- Sector wins supports healthy portfolio

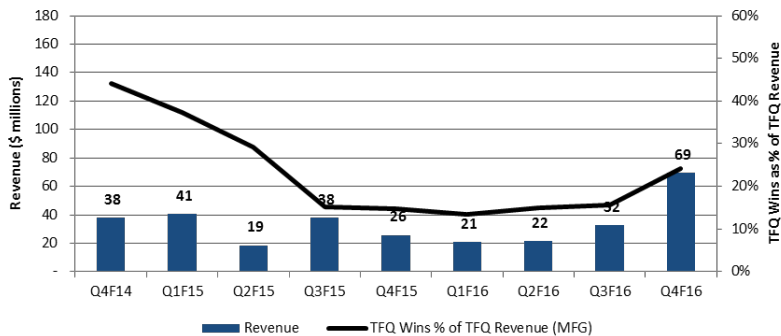
Healthcare/Life Sciences



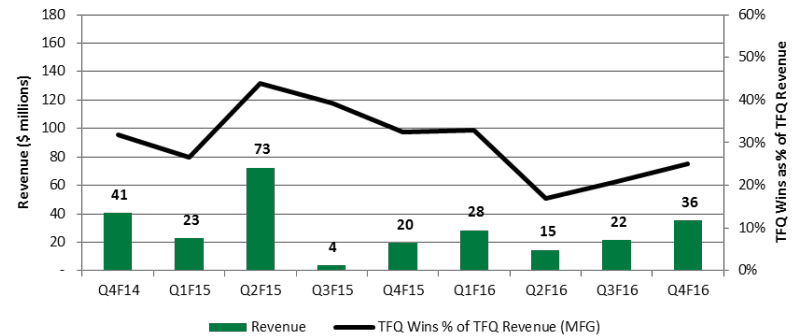
Industrial/Commercial



Networking/Communications



Defense/Security/Aerospace

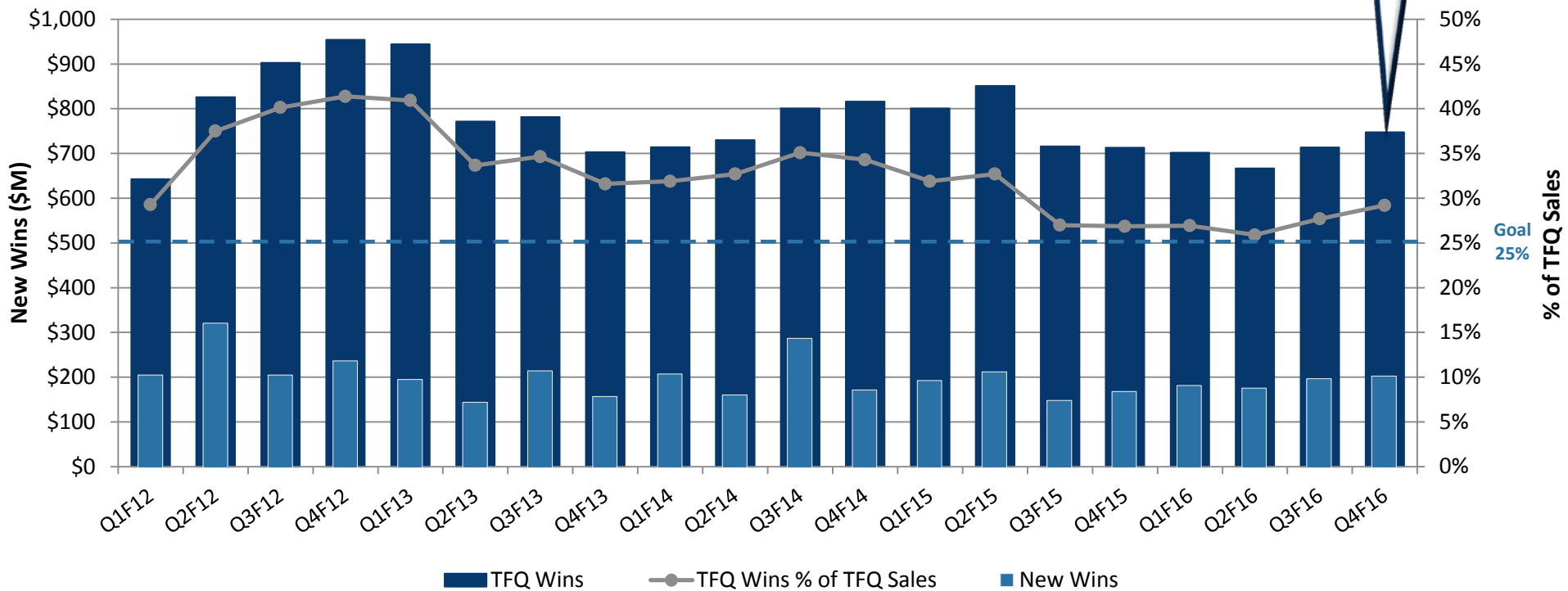


MANUFACTURING WINS MOMENTUM

Quarterly Target: ~ \$160M

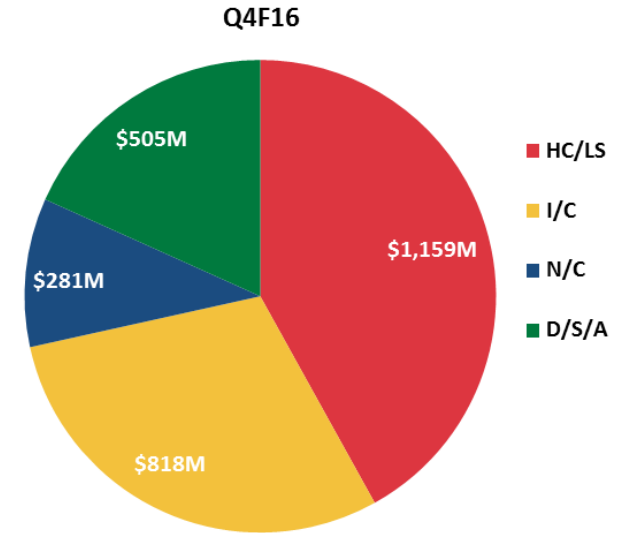
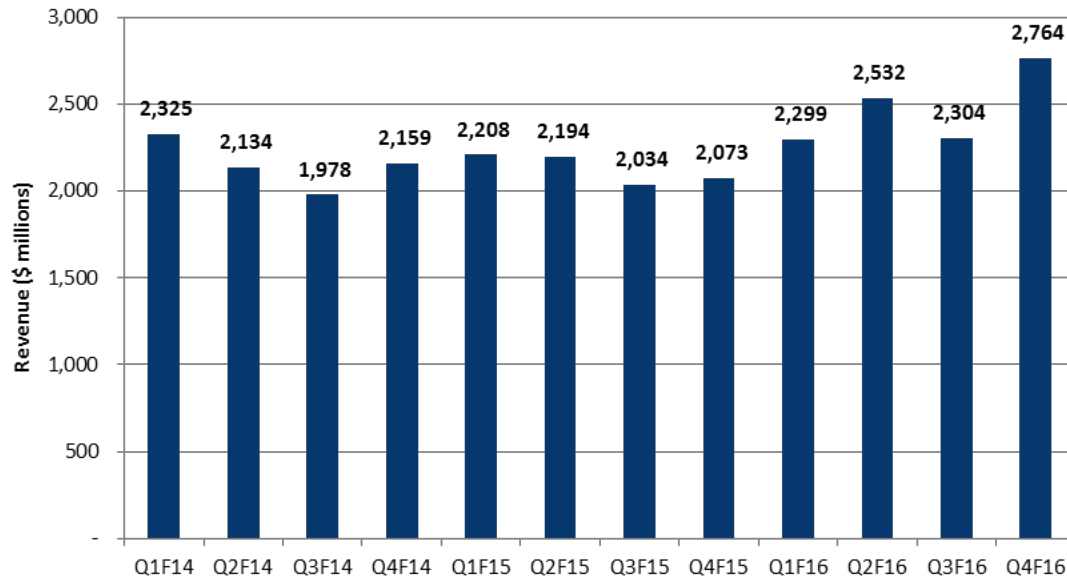
Trailing Four Quarters (TFQ) for Manufacturing Wins

TFQ
\$747M



MANUFACTURING FUNNEL

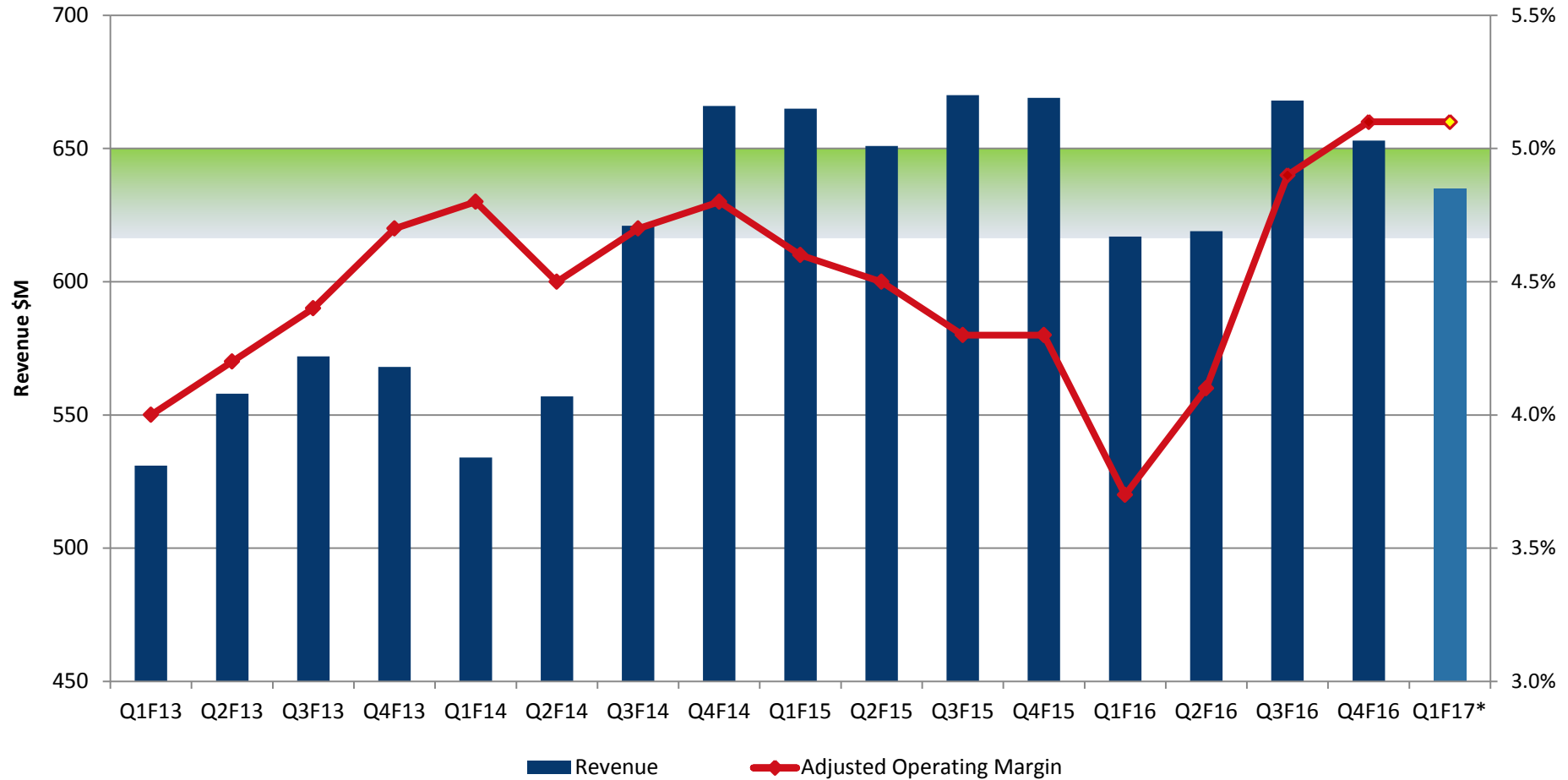
PLXS-MFG Funnel of Opportunities



- Record manufacturing funnel at \$2.8B
- HC/LS and I/C funnels particularly strong
- Supports the delivery of our differentiated portfolio

KEY OPERATIONS METRICS

Operating Margin Target Range: 4.7% to 5.0%



* Represents midpoint of guidance

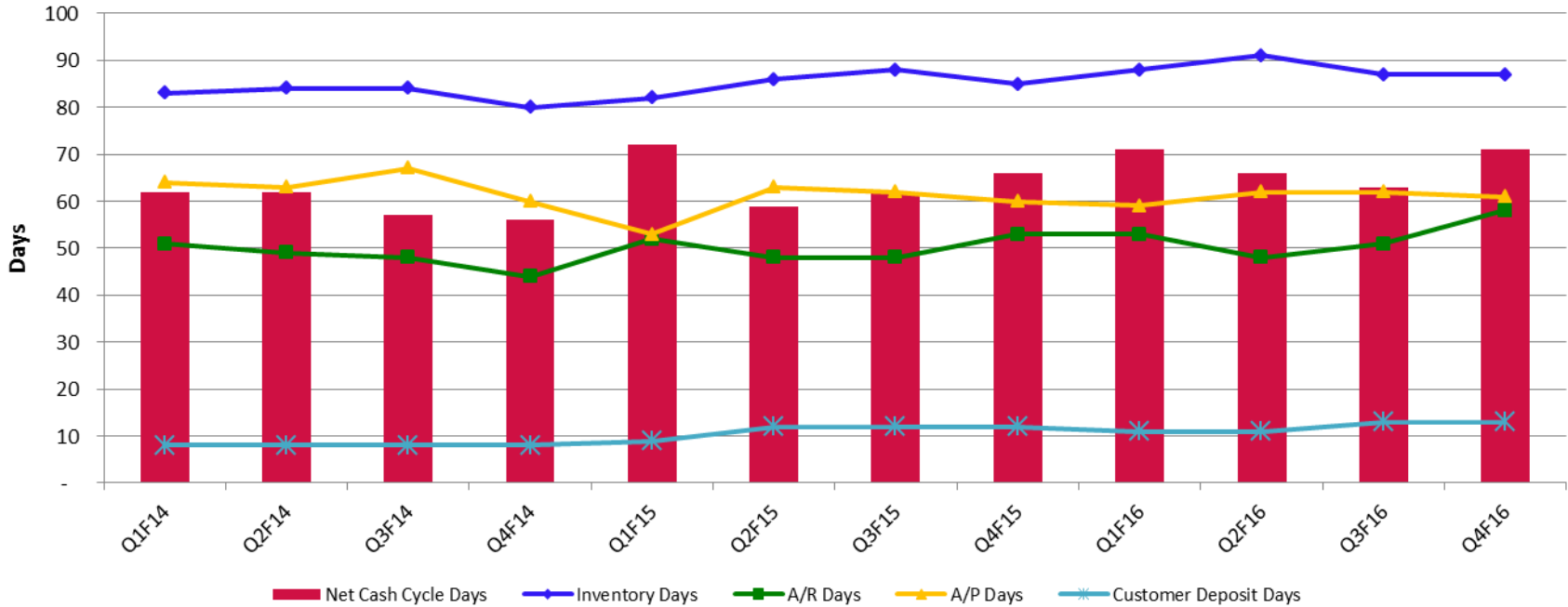
INCOME STATEMENT

	Q4F16	Comments
Revenue	\$653 million	Marginally below guidance range from weaker revenue primarily in Networking/Communications
Gross margin	9.4%	Includes a 50 basis point detriment due to losses incurred from Typhoon Meranti
Adjusted gross margin excluding special items	9.9%	Above guidance range; sequential improvement of 50 basis points from productivity improvement initiatives
Selling & administrative expenses	\$36.1 million	Includes \$5.2 million from the acceleration of stock-based compensation expense related to our former CEO
Operating margin	3.6%	Includes \$9.9 million of special charges
Adjusted operating margin excluding special items	5.1%	At high end of guidance range and above target range of 4.7 to 5.0%
Diluted EPS	\$0.56	Includes \$9.2 million or \$0.26 per share of special charges
Non-GAAP Diluted EPS	\$0.82	At upper end of guidance range of \$0.76 to \$0.84, includes \$0.02 of foreign exchange gains

BALANCE SHEET AND CASH FLOWS

	Q4F16	Comments
Return on invested capital	13.8%	280 basis points above fiscal 2016 WACC of 11%
Share repurchases	\$7.1 million	~ 155,000 at an average price of \$45.81 per share
Free cash flow	(\$2.2 million)	Cash from operations: \$5.1 million Capital expenditures: \$7.3 million
Cash cycle days	71 days	Above guidance range of 64 to 68 days as a result of higher Accounts Receivable days

WORKING CAPITAL TRENDS



	Q1F14	Q2F14	Q3F14	Q4F14	Q1F15	Q2F15	Q3F15	Q4F15	Q1F16	Q2F16	Q3F16	Q4F16
Inventory Days	83	84	84	80	82	86	88	85	88	91	87	87
A/R Days	51	49	48	44	52	48	48	53	53	48	51	58
A/P Days	64	63	67	60	53	63	62	60	59	62	62	61
Customer Deposit Days	8	8	8	8	9	12	12	12	11	11	13	13
Net Cash Cycle Days	62	62	57	56	72	59	62	66	71	66	63	71

FISCAL FIRST QUARTER 2017 GUIDANCE

	Guidance
Revenue	\$620 to \$650 million
Diluted EPS	\$0.74 to \$0.82
Gross margin	9.6% to 9.8%
SG&A	\$29 to \$30 million
Operating margin	4.9% to 5.2%
Depreciation	~ \$12 million
Q1 tax rate	9% to 11%
F17 tax rate	9% to 11%
Cash cycle days	67 to 71 days
F17 capital expenditures	\$50 to \$60 million

Q&A

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

PLEXUS

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The Product Realization Company