



flex[®]

Investor and Analyst Webcast

March 11, 2020

Risks and Non-GAAP Disclosures

This presentation contains forward-looking statements within the meaning of U.S. securities laws. All statements, other than statements of historical fact, that address activities, events or developments that we expect, believe or anticipate will or may occur in the future, including statements related to future expected revenues and earnings per share are forward-looking statements. These forward-looking statements involve risks and uncertainties that could cause the actual results to differ materially from those anticipated by these forward-looking statements. Investors are cautioned not to place undue reliance on these forward-looking statements. These risks include: that future revenues and earnings may not be achieved as expected; the challenges of effectively managing our operations, including our ability to control costs and manage changes in our operations; litigation and regulatory investigations and proceedings; compliance with legal and regulatory requirements; the possibility that benefits of the Company’s restructuring actions may not materialize as expected; that the expected revenue and margins from recently launched programs may not be realized; our dependence on a small number of customers; the impact of component shortages, including their impact on our revenues; geopolitical risk, including the termination and renegotiation of international trade agreements and trade policies, including the impact of tariffs and related regulatory action; that recently proposed changes or future changes in tax laws in certain jurisdictions where we operate could materially impact our tax expense; the effects that the current macroeconomic environment could have on our business and demand for our products; the effects that current credit and market conditions could have on the liquidity and financial condition of our customers and suppliers, including any impact on their ability to meet their contractual obligations; and exposure to infectious disease and epidemics, including the effects of the COVID-19 outbreak on our business operations in geographic locations impacted by the outbreak and on the business operations of our customers and suppliers. The making of any statement in our presentation does not constitute an admission by Flex or any other person that the events or circumstances described in such statement are material.

Additional information concerning these and other risks is described under “Risk Factors” and “Management’s Discussion and Analysis of Financial Condition and Results of Operations” in our reports on Forms 10-K and 10-Q that we file with the U.S. Securities and Exchange Commission. The forward-looking statements in our presentation are based on current expectations and Flex assumes no obligation to update these forward-looking statements. Our share repurchase program does not obligate the Company to repurchase a specific number of shares and may be suspended or terminated at any time without prior notice.

Please refer to the appendix section of this presentation for reconciliation of the Non-GAAP financial measures to the most directly comparable GAAP measures.

If this presentation references historical non-GAAP financial measures, these measures are located on the “Investor Relations” section of our website, www.flex.com along with the required reconciliation to the most comparable GAAP financial measures.

The figures presented in this presentation have been rounded. This may lead to individual values not adding up to the totals presented.

The following business group acronyms will be used throughout this presentation:

HRS High Reliability Solutions Health Solutions: Consumer Health, Medical Disposables, Drug Delivery & Medical Equipment, Digital Health. Automotive: Autonomous, Connectivity, Electrification, Smart Technologies.	IEI Industrial & Emerging Industries Capital Equipment, Office Solutions, Household Industrial & Lifestyle, Industrial Automation & Kiosks, Energy & Metering, Lighting.	CEC Communications & Enterprise Compute Cloud Data Center, Communications, Networking, Server & Storage.	CTG Consumer Technologies Group IoT-Enabled Devices, Audio and Consumer Power Electronics, Mobile Devices, Supply Chain Solutions for PCs, Tablets, and Printers.
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Agenda

1

COVID-19 update
Revathi Advaiti

2

Long-term strategy discussion
Revathi Advaiti

3

Segment strategy and structure update
Doug Britt and Paul Humphries

4

Our financial framework
Chris Collier

COVID-19 Sit-Rep

In mid-January, we activated our crisis response protocols

24/7 war rooms across multiple regions with 2x per week CEO briefings

Driving 5 workstreams:

- Health & Safety
- Customers
- Operations
- Suppliers & Logistics
- Financials

Directing the full strength of our organization to respond to the most critical needs

Swift and decisive action to protect health and safety

- Personal Protection Equipment (PPE)
- Restrictions on travel and external visitors
- Sterilization of work areas, common areas, and HVAC
- Physical separation of workstations
- Body temp screening at entrances and random checks regularly
- Isolation protocols – quarantined 16,000 employees at peak
- Medical experts on retainer

China workforce return
90%+
vs 50-60% on Feb 17

Component shortages
35% decrease
from Feb 22 peak

Suppliers impacted
60% decrease
from Feb 14 peak

Daily collaboration with customers and suppliers

- Flagged all China, Italy, Japan, and Korea origin components and re-confirmed lead times
- Identifying alternative sources of supply
- C-level engagement with critically impacted partners
- Reconfirmed ramp readiness with our equipment suppliers
- Securing freight capacity with all major carriers
 - identifying alternative routes where necessary

Scenario planning

COVID-19 scenarios		Epidemiology	Macroeconomy
	Quick recovery Return to normal growth rates in calendar Q2-Q3	Community spread contained globally by Q2	Economic impact mostly restricted to Q1
	Global slowdown Return to normal growth rates near end of year	Community spread is contained by end of Q3	Consumer confidence and demand returns late Q2/early Q3
	Global recession Prolonged impact – recovery dependent on outbreak severity	Containment is challenged	Shock on demand remains through end of the year



What we accomplished in Year One

Immediate actions: Triaged non-strategic activities and changed our mix

- Strategically reallocated capital and resources

Assessed our targets, capabilities and culture

- Strategically targeted the portfolio

Began deep and sustainable improvements to our core business – positioning us for return to profitable growth

- Drove rigorous processes and execution focus

Executing against our longer-term strategy: Early results

3 quarters year-over-year

Adj. Gross Margin expansion

6 quarters year-over-year

Adj. Operating Margin expansion

5 quarters of >\$100M

Adj. Free Cash Flow generation

Foundational strength



REVENUE
\$26 billion+



RANKING
Global 500



EMPLOYEES
160 thousand+



DESIGNERS AND ENGINEERS
4 thousand+



CUSTOMERS
1 thousand



SUPPLIERS
16 thousand



GLOBAL OPERATIONS
100+ facilities



DESIGN CENTERS
20+

Building on our 50-year history

Manufacturing is our core foundation

Global scale and regional reach

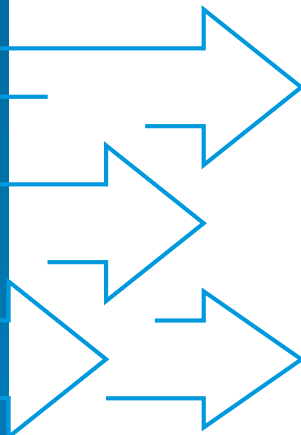
Proximity to our customers and their end markets in all key geographies

Unparalleled team

Deep expertise and know-how, from management to the front line

Advanced manufacturing technology

Automation and robotics, simulation and software, additive manufacturing



Our refreshed Vision is to be the most trusted global technology, supply chain, & manufacturing solutions partner to improve the world

Our purpose

Make great products for our customers that create value and improve people's lives

Our mission

- Provide a safe environment with growth opportunities for our employees to prosper
- Leverage our global supply chain know-how to minimize risk and complexity for our customers
- Steward sustainable manufacturing and operations practices to minimize environmental impact
- Use our manufacturing expertise to make products that contribute positively to the world

Sustainability is in our DNA

We make great products for our customers that create value and improve people's lives

Environmental

Progress in 2019

- 41K tonnes of CO2e emissions reduced in 2019
- 13% increase in renewable energy capacity
- 70K tonnes of scope 3 CO2e emissions offset through Certified Emission Reductions (CERs)

Social

Progress in 2019

- +4,000 employees benefiting from the Flex Employee Scholarship Program
- 98 projects supporting ~500K people through the Flex Foundation
- Employing over 1,000 people with disabilities
- 40% total workforce is female
- 99% of global sites held community outreach events

Governance

Progress in 2019

- 99% of employees completed code of conduct training
- 14% decrease in the safety incident rate
- De-staggered Board of Directors and added 3rd female Director
- Implemented new training for anticorruption, anti-harassment, and insider trading



Highest disclosure and transparency score on ESG factors



Flex receives Negligible Risk score



FTSE4GOOD Index – 4 consecutive years

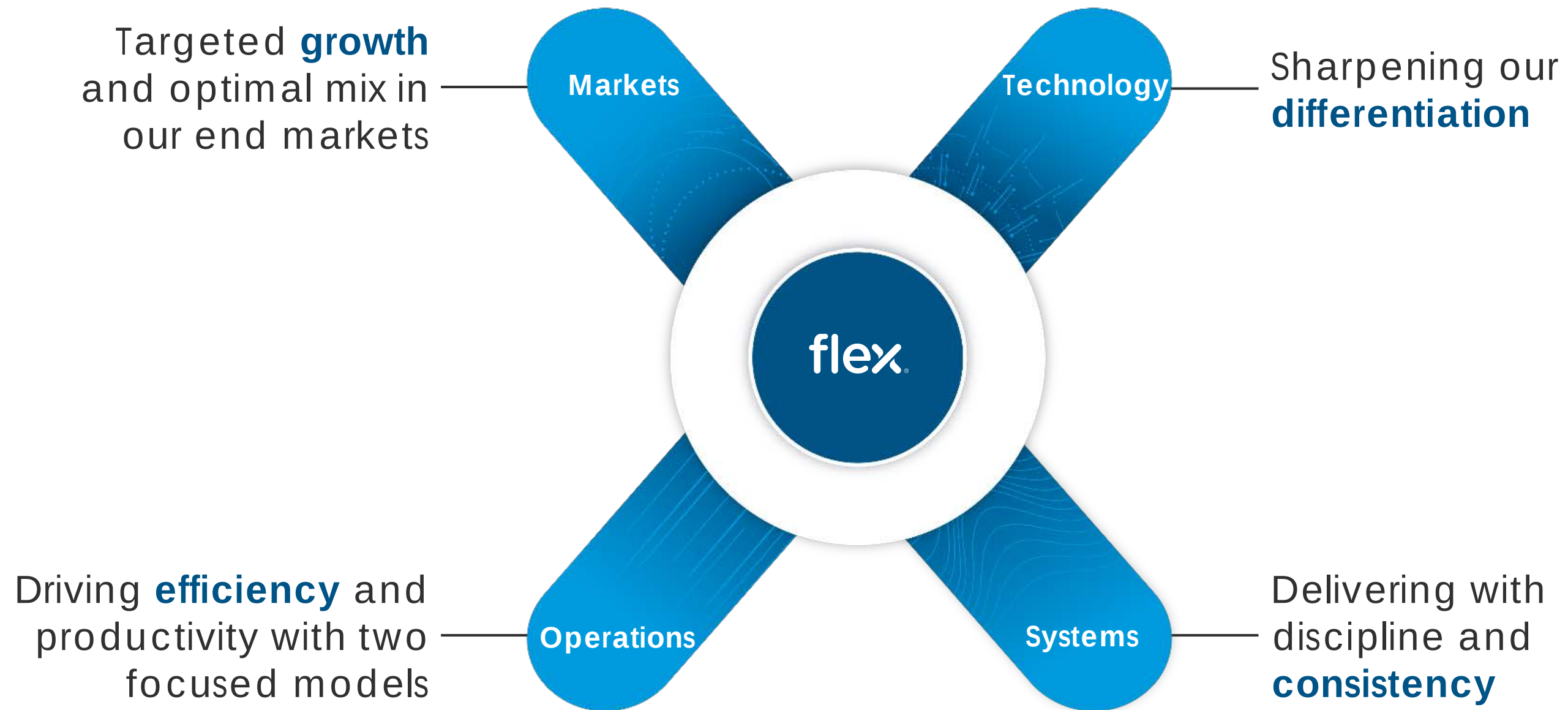


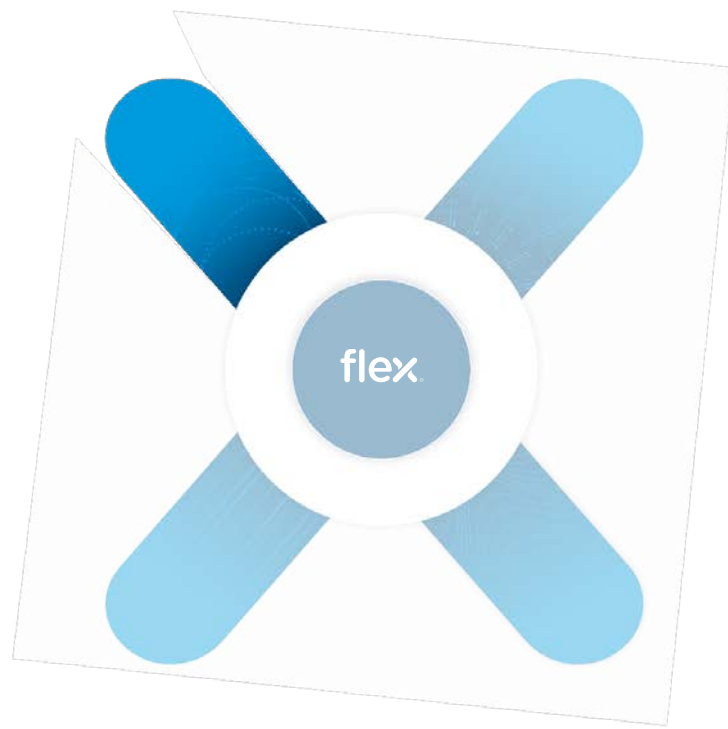
Sustainability performance within the top 15% of our industry

Moving forward

- We have made deep and sustainable changes to our business
- Our mid-to-long term plan is to shift mix to a more diversified, higher value portfolio
- We are growing in specific, targeted markets where our differentiated capabilities in complex engineering-led programs create a win-win relationship
- The new Flex can deliver higher margins and consistent earnings – powered by a new operational model and emphasis on business excellence
- We will be consistent and disciplined in our capital allocation plans
- We are in a strong position to lead our industry and deliver a top quartile financial performance

Our strategic framework is focused in four areas:





MARKETS

Targeted growth and optimal mix in our end markets

- Tied to important secular trends like autonomous driving, clean energy, connectivity, and digital healthcare
- Highly targeted in growing in sub-markets that drive longer term customer affinity
- Uniquely positioned in highly complex, engineering-led sub-markets
- Newly organized for end to end ownership, operating with speed, and growth with defined hurdle rates
- Continued emphasis on improving mix within all our businesses

Six end markets requiring unique strategies to drive growth and market leadership



Communications, Enterprise & Cloud

Datacenter, Edge, Communications Infrastructure

- Leverage for scale and technology
- Drive to full utilization



Lifestyle

Appliances, Floor Care, Micro Mobility, Consumer Packaging, Audio

- Win with the largest brands
- Bundle solutions – design, plastics, supply chain



Consumer Devices

Mobile and High Velocity, Consumer Devices

- Leverage for scale and technology
- Optimize financial results



Industrial

Industrial Devices, Capital Equipment, Power Systems, Renewable and Grid Edge

- Expand customer base
- Extend our lead on technology advantages
- Drive engineering-led products and manufacturing



Automotive

Autonomy, Electrification, Connectivity, Smart Tech

- Diversify customer base
- Protect core, and manage portfolio to emerging tech
- Drive engineering-led products and manufacturing



Health Solutions

Medical Devices, Medical Equipment, Drug Delivery

- Drive high quality execution on record bookings
- Position as strategic partner for innovation and transformation
- Drive engineering-led manufacturing



OPERATIONS

Driving efficiency and productivity with two focused models

- Two delivery models – each adapted to end market dynamics and a playbook to drive maximum value for customers
- Emphasis on productivity with optimized footprint and high capacity utilization
- Disciplined in allocating and deploying capital
- Industry-leading quality

Each end market requires a different focus

Higher product mix, lower volumes

Cost of failure

Speed of product lifecycle



Consumer Devices

- High velocity products
- Short lifecycles
- Highly competitive EMS supply



Lifestyle

- Durable products
- Many large brands that value customized hardware
- ...and many that don't (strong ODM presence)



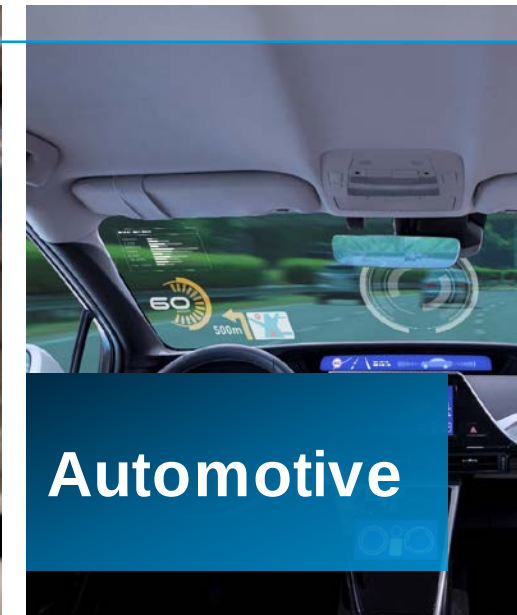
CEC

- Leading edge of technology and connectivity
- A few customers drive TAM
- Strong ODM presence



Industrial

- High complexity, long lifecycle products
- Fragmented customers
- Primary competition is often the customer



Automotive

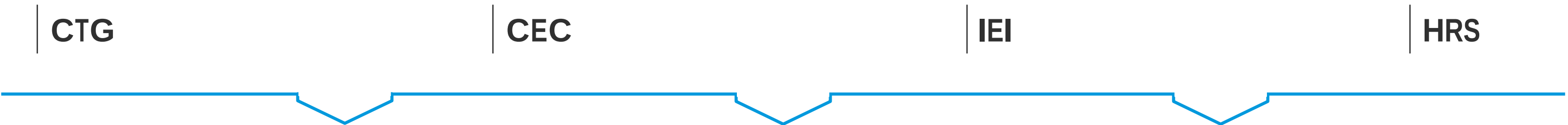
- High complexity, long lifecycle products
- OEMs looking for alternatives to traditional Tier 1 suppliers



Health Solutions

- High complexity, long lifecycle products
- Vertical integration
- Quality reputation is paramount

Business segment transformation



Flex Agility Solutions Group



- Generally 1 to 3 year product lifecycles
- Most products are non-regulated

Flex Reliability Solutions Group



- Generally 4 to 10+ year product lifecycles
- Higher mix of regulated products

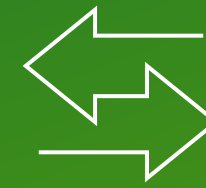
Delivery model and value: Agility

Flex Agility Solutions



Flex Delivery Model

- Optimized for any volume, mass customization
- Efficient and flexible cost structure
- Extremely agile – short product life cycle
- Industry-leading quality and expertise



Predominant Customer Needs

- Flexible capacity for volume fluctuations
- Regionalized supply chain and manufacturing
- Fastest speed to market

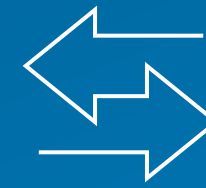
Delivery model and value: Reliability

Flex Reliability Solutions



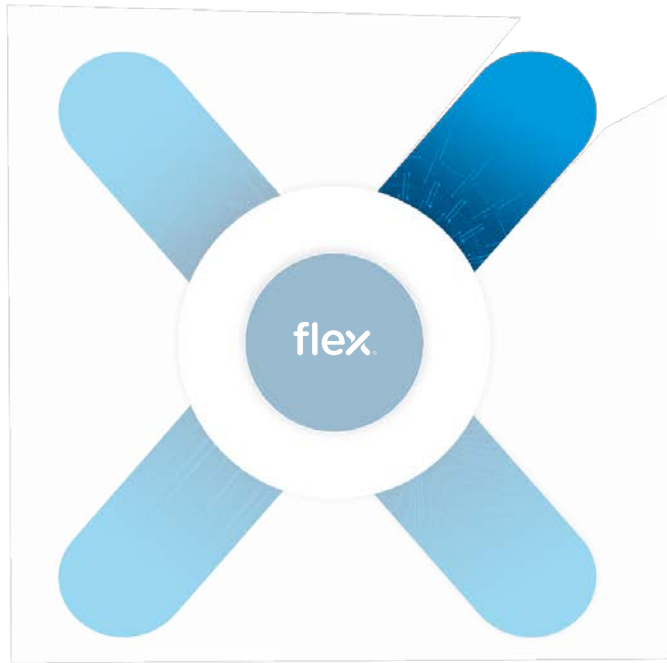
Flex Delivery Model

- Optimized for any volume, high mix products
- Cost structure and investments that support complex ramps for long product lifecycles
- Industry-leading quality and expertise



Predominant Customer Needs

- Domain expertise to enable innovation/ synergistic solutions
- Complex multiyear ramps
- Stringent quality and regulatory audit requirements



TECHNOLOGY

Sharpening our differentiation

- Engineering teams aligned to markets, with deep domain expertise in their respective industries
- Roadmaps that extend our core competencies and redefine the categories we operate in
- Product technology: Highly selective in the markets and domains we invest in
- Manufacturing technology: Unmatched leadership in advanced capabilities

Our *full stack* of capabilities make us a differentiated partner

Cross-Industry Synergies

- Foresight into emerging technology across multiple categories / markets
- Adapting innovations from cutting edge industries to fast follower industries

Domain Expertise

- Decades of accumulated know-how from partnering with market leading customers
- Expert in each end market's unique ecosystem

Focused Product Design and Engineering

- Engineering teams with a track record of delivering better cost, performance, and manufacturability
- Aiding our customers' product development – and accelerating time to market

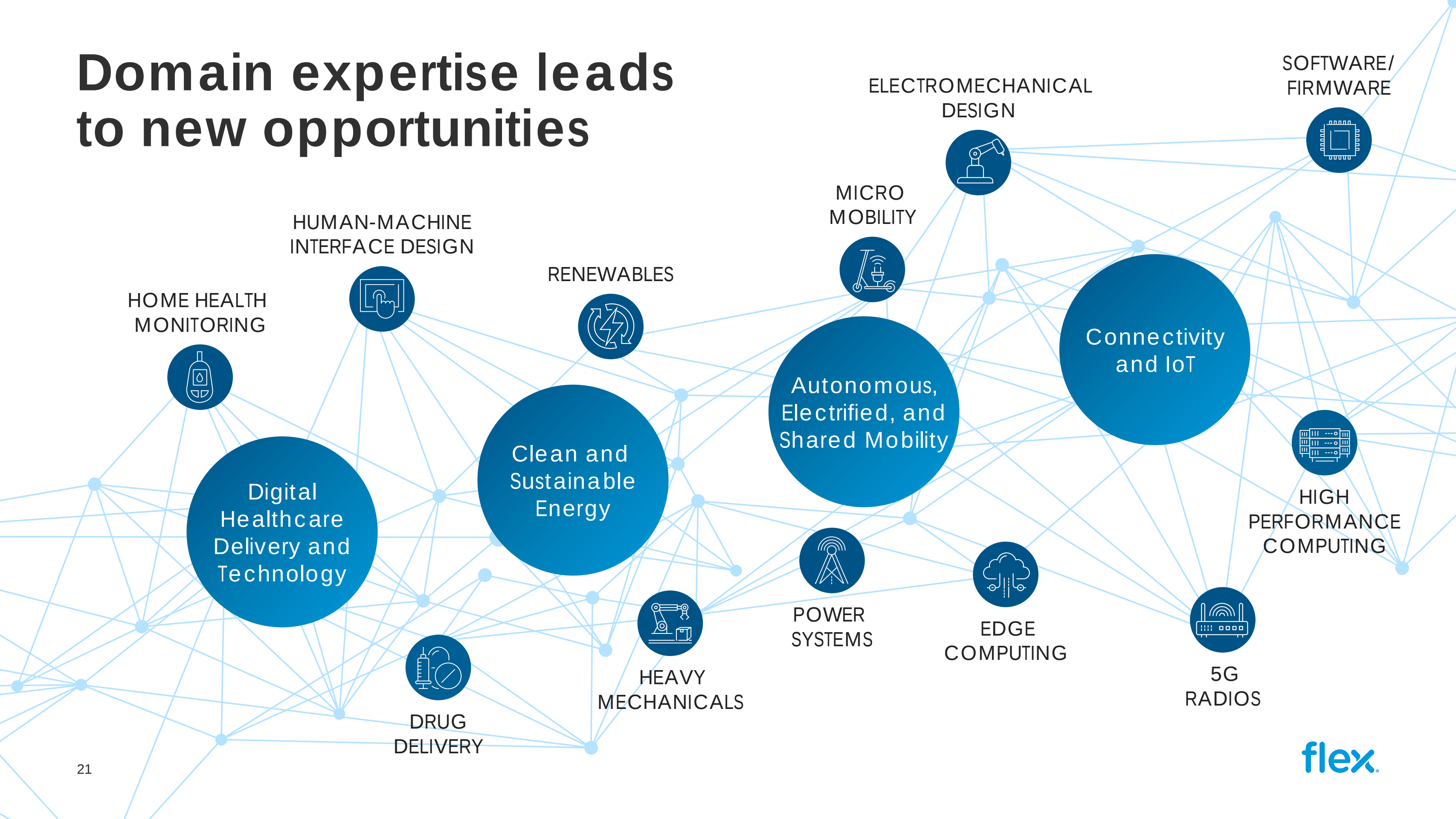
Supply Chain Management Expertise

- Privileged supply relationships leveraging our scale
- Real time information systems and responsiveness

FOUNDATION End-to-end Manufacturing Capability

- Full integration of electronics and mechanicals
- Leading edge manufacturing technologies: Automation, simulation, 3D printing, etc.

Domain expertise leads to new opportunities



Industry-leading capabilities and expertise in advanced manufacturing technologies





SYSTEMS

Delivering with discipline and consistency

- Launching the Flex Business System to drive common practices around five key areas – Solidifying a practice we have tested this year with proven results
- Dedicated leadership for each key area, with process leadership and governance mechanisms
- Enhanced our organization: strategy, structure, and aligned incentives

Repeatable and reliable business system



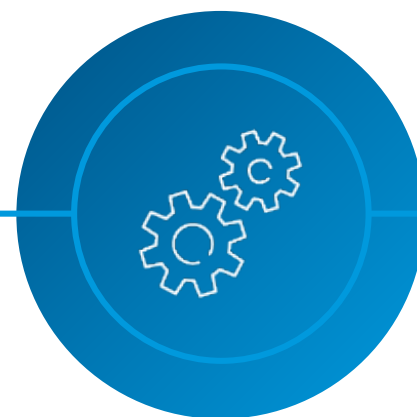
Contracts

Reduced contract risks with clear terms and strict adherence



Pricing

Quoting it right the first time, updating when customers' needs change



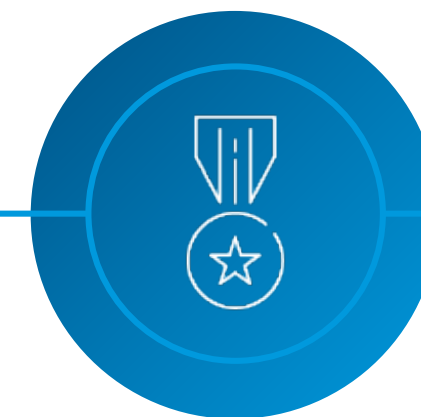
Launch

Faster speed to scale, with lower ramp costs



Planning

Improved inventory performance and forecast accuracy



Consistency

From look and feel to management and measurement tools - across all global sites

Critical to driving consistent and disciplined improvement

A new strategic framework to deliver superior returns



New **Vision, Mission, and Purpose**

New **organizational structure** to deliver the strategy

Changed our **incentive plan** to deliver our aspirations

Clear **leadership values** – culture of collaboration and integrity

Our long-term financial framework

Revenue Growth

Organic growth at or above GDP
Portfolio mix focused on longer cycle business

Earnings Expansion

Mid single digits adjusted operating margin
10%+ annual adjusted EPS growth

Cash Generation

Disciplined investment levels
80%+ adjusted FCF conversion

Capital Allocation

Increased shareholder returns
Investment grade rated