

A tilted, dark red sign with the words "WALL STREET" in white, bold, sans-serif capital letters. The sign is positioned diagonally across the left side of the slide. The background is a dark red gradient with a faint, stylized image of a building facade on the left side. A white circuit-like graphic runs horizontally across the top and bottom of the slide.

Fiscal third quarter 2018 financial results

July 19, 2018

Safe harbor and 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 30, 2017, and the Safe Harbor and Fair Disclosure statement in yesterday's press release.

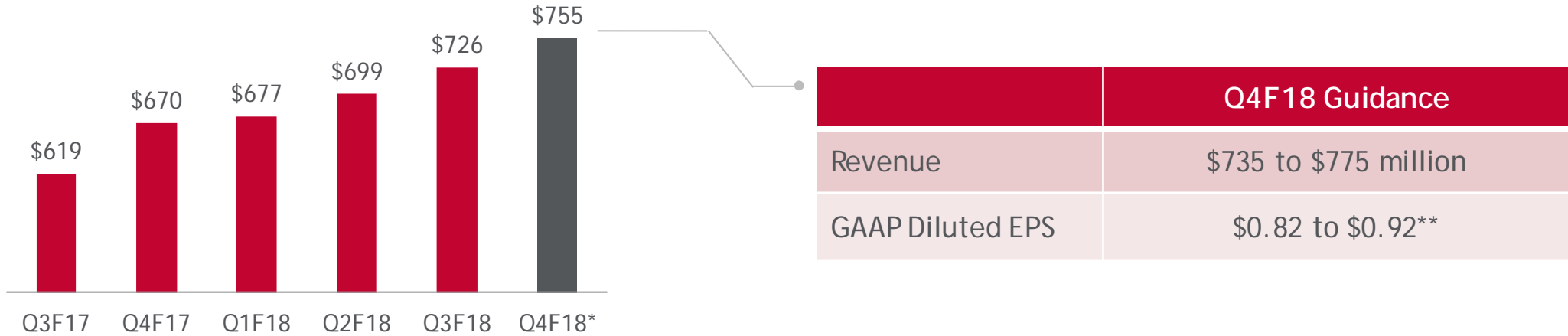
Plexus provides non-GAAP supplemental information, such as ROIC, Economic Return, and free cash flow, because those measures are used for internal management goals and decision making, and because they provide additional insight into financial performance. In addition, management uses these and other non-GAAP measures, such as adjusted net income, adjusted earnings per share 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 third quarter results

	Q3F18 Jun 30, 2018	Q3F18 Guidance Apr 25, 2018	Q2F18 Mar 31, 2018
Revenue (\$ millions)	\$726	\$700 to \$740	\$699
GAAP Diluted EPS	\$0.79	\$0.76 to \$0.86	\$0.36
Non-GAAP Diluted EPS	\$0.79		\$0.74
ROIC	15.9%		15.6%

- Record quarterly revenue, up 17% from Q3F17
- HC/LS, COMM and A/D sectors had strong results
- ROIC of 15.9% resulting in Economic Return of 640 bps above WACC
- Manufacturing wins of \$202M and record engineering wins
- Further benefits from previously disclosed capital allocation strategy

Fiscal fourth quarter guidance



- Revenue guidance suggests further sequential growth
 - Overall revenue expected to increase in the low-teens from Q4F17
 - Guidance suggests F18 revenue growth exceeding 12% goal
 - Expectations for strong sequential growth in HC/LS, I/C and A/D
- Anticipate operating margin improvement from Q3F18
- Positioned for significant growth and EPS leverage in fiscal 2019

* Represents mid-point of guidance

** Includes \$0.14 stock-based compensation expense and excludes any additional impacts related to U.S. Tax Reform

Performance by sector

	Q3F18 Jun 30, 2018		Q2F18 Mar 31, 2018		Q3F18 vs. Q2F18	Q4F18 Expectations (percentage points)
Healthcare and Life Sciences	\$266	37%	\$248	35%	+ 7%	Up mid single
Industrial and Commercial	\$225	31%	\$242	35%	- 7%	Up high single
Communications	\$120	16%	\$99	14%	+ 21%	Flat
Aerospace and Defense	\$115	16%	\$110	16%	+ 4%	Up mid single
Total Revenue	\$726	100%	\$699	100%	+ 4%	

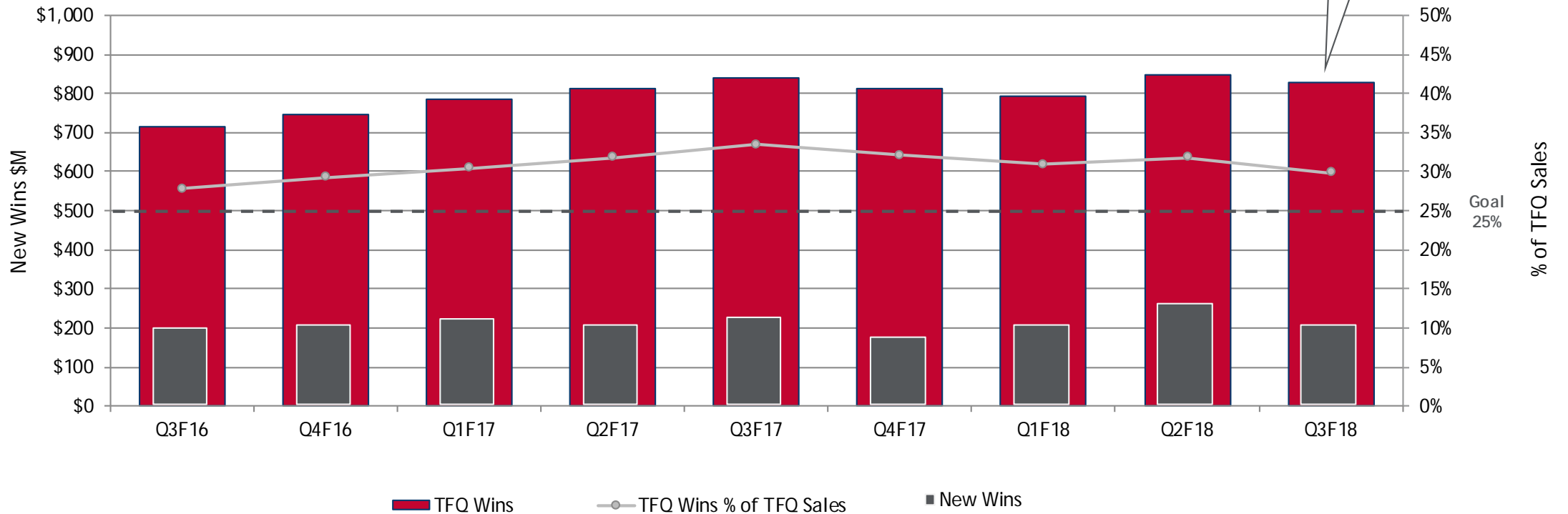
Revenue in millions

Manufacturing wins

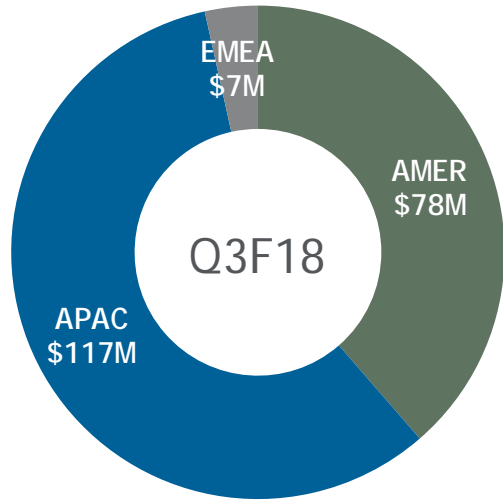
Q3F18 wins: \$202M
 New programs: 45

TFQ
 \$828M

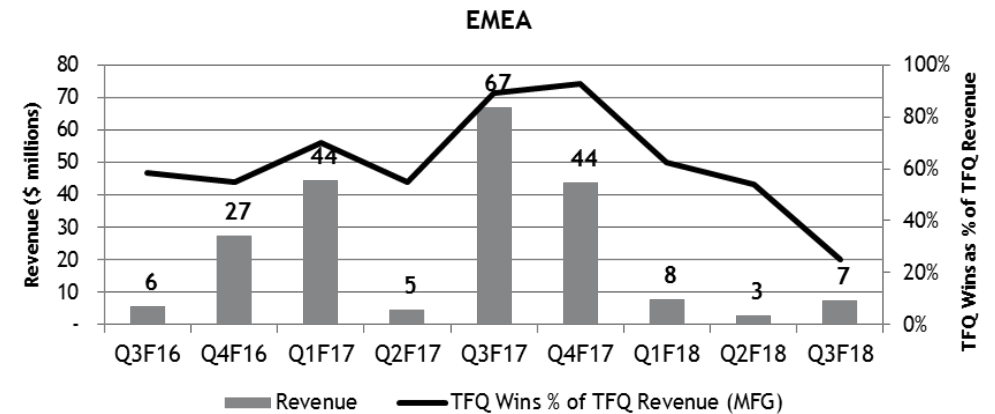
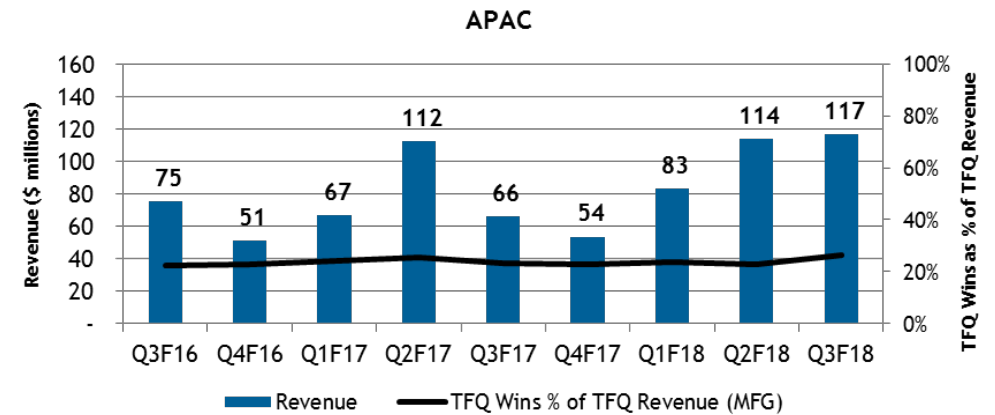
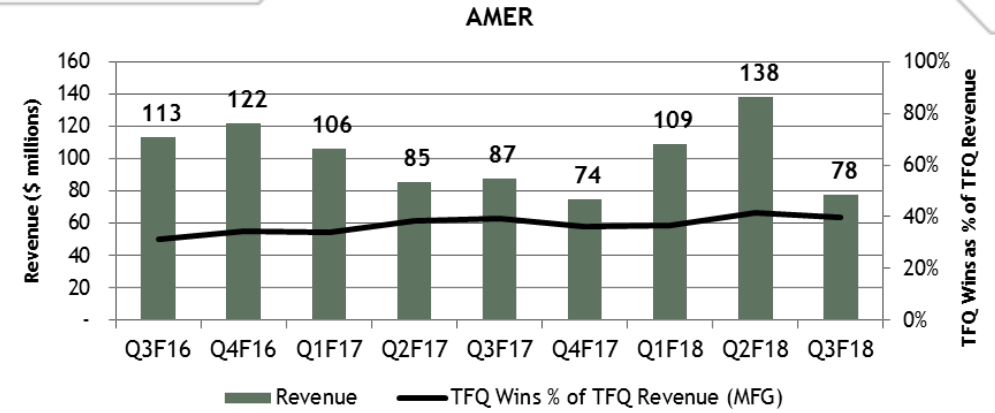
Trailing Four Quarters (TFQ) Manufacturing Wins



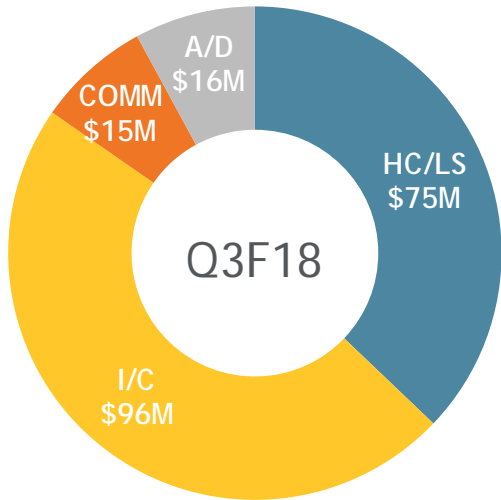
Manufacturing wins by region



- APAC wins include program for new HC/LS facility
- AMER wins support expansion in Guadalajara, MX

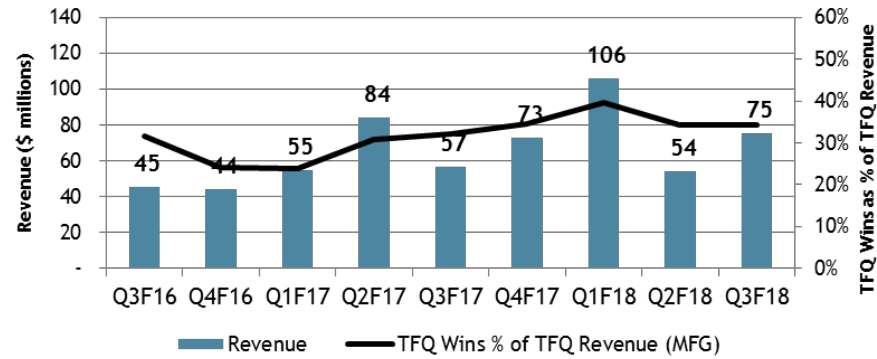


Manufacturing wins by sector

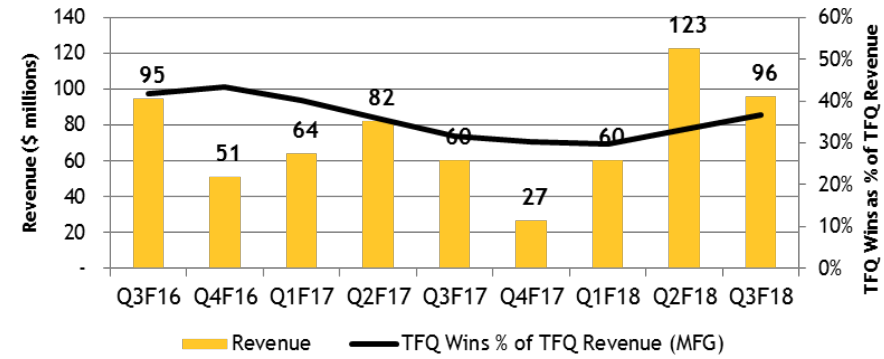


- I/C expands customer relationships
- HC/LS adds new APAC customer
- A/D wins three new customers

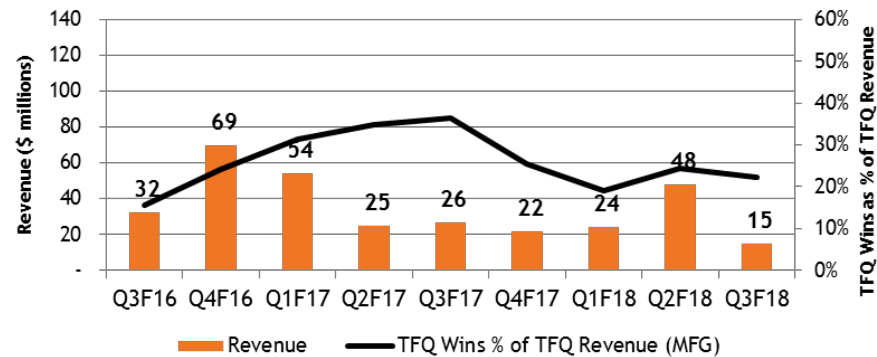
Healthcare and Life Sciences



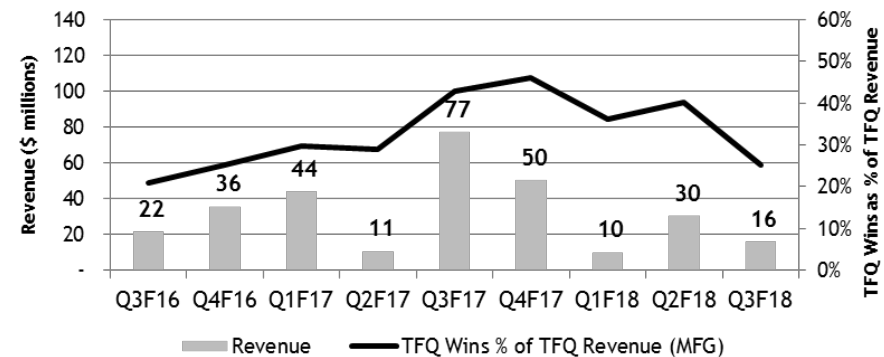
Industrial and Commercial



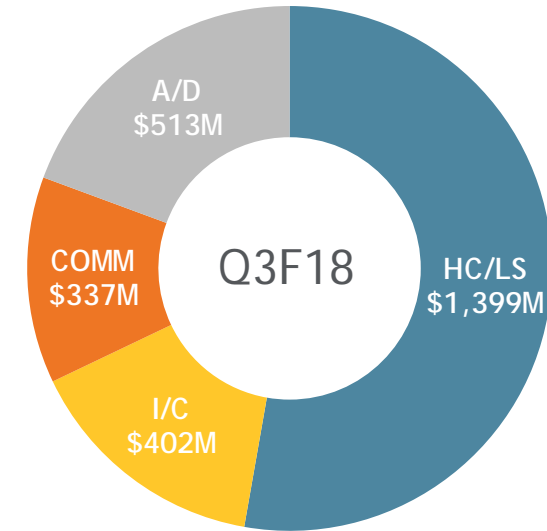
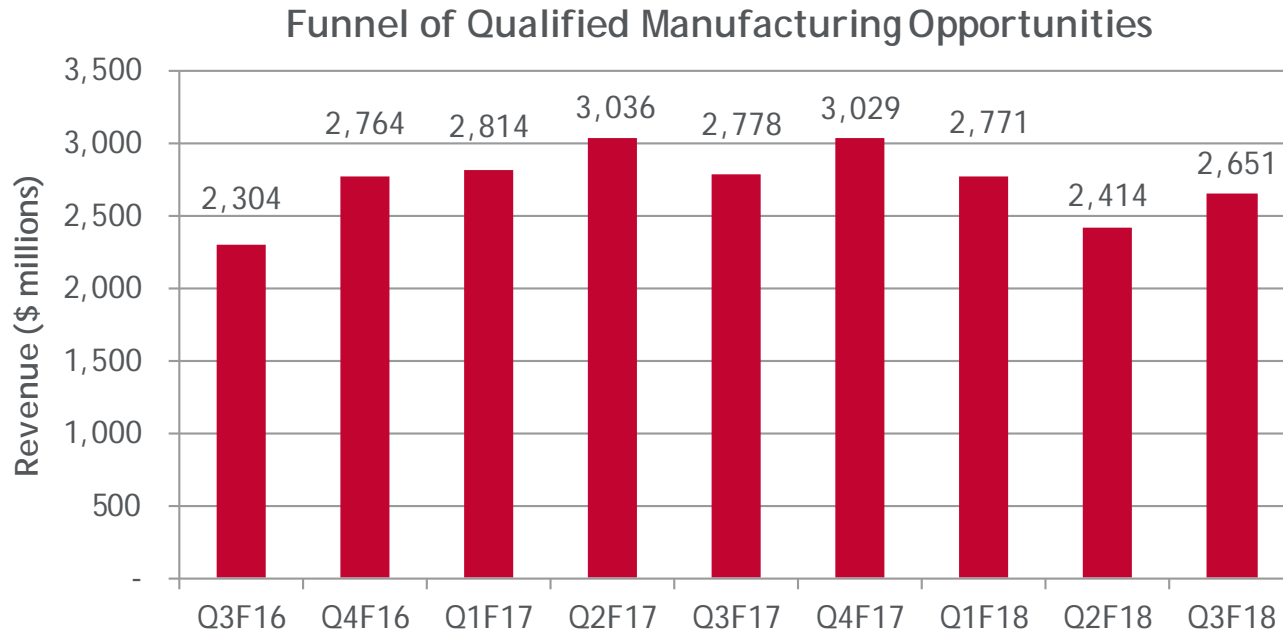
Communications



Aerospace and Defense



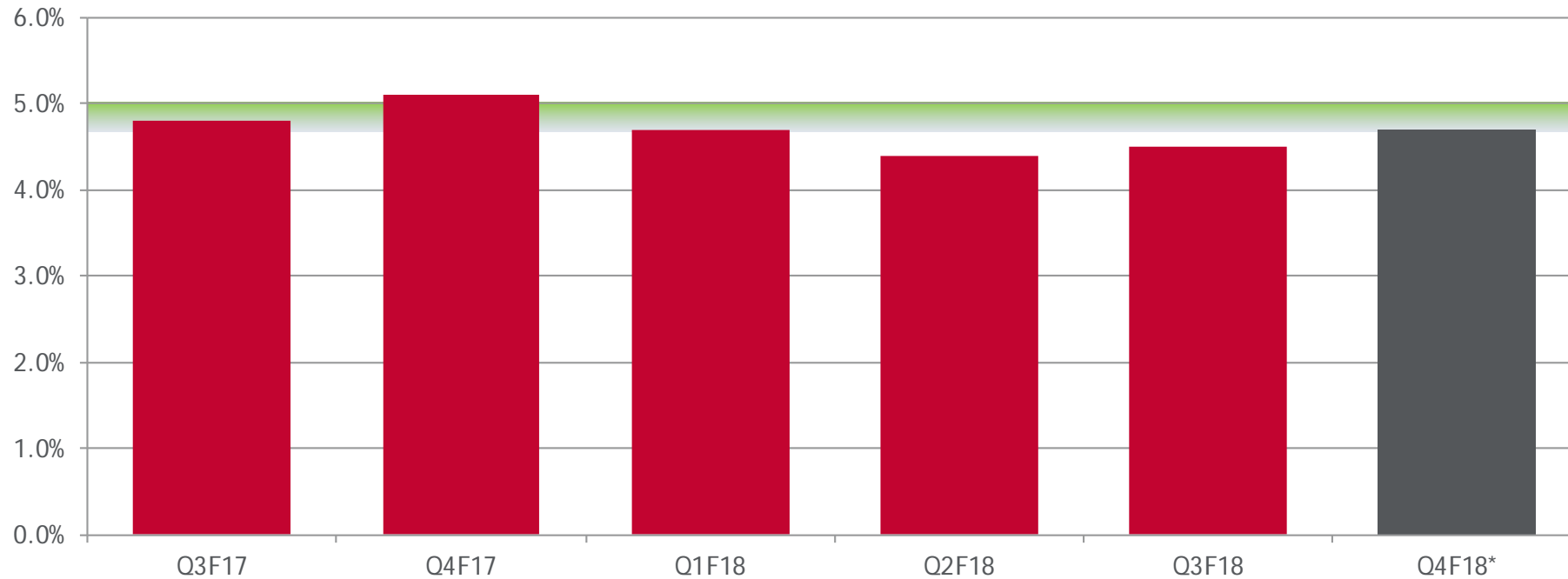
Manufacturing funnel



Healthy growth of qualified manufacturing funnel

Operating performance

Operating Margin Target Range: 4.7% to 5.0%



Delivering for our customers within a constrained supply chain environment

*Represents midpoint of guidance

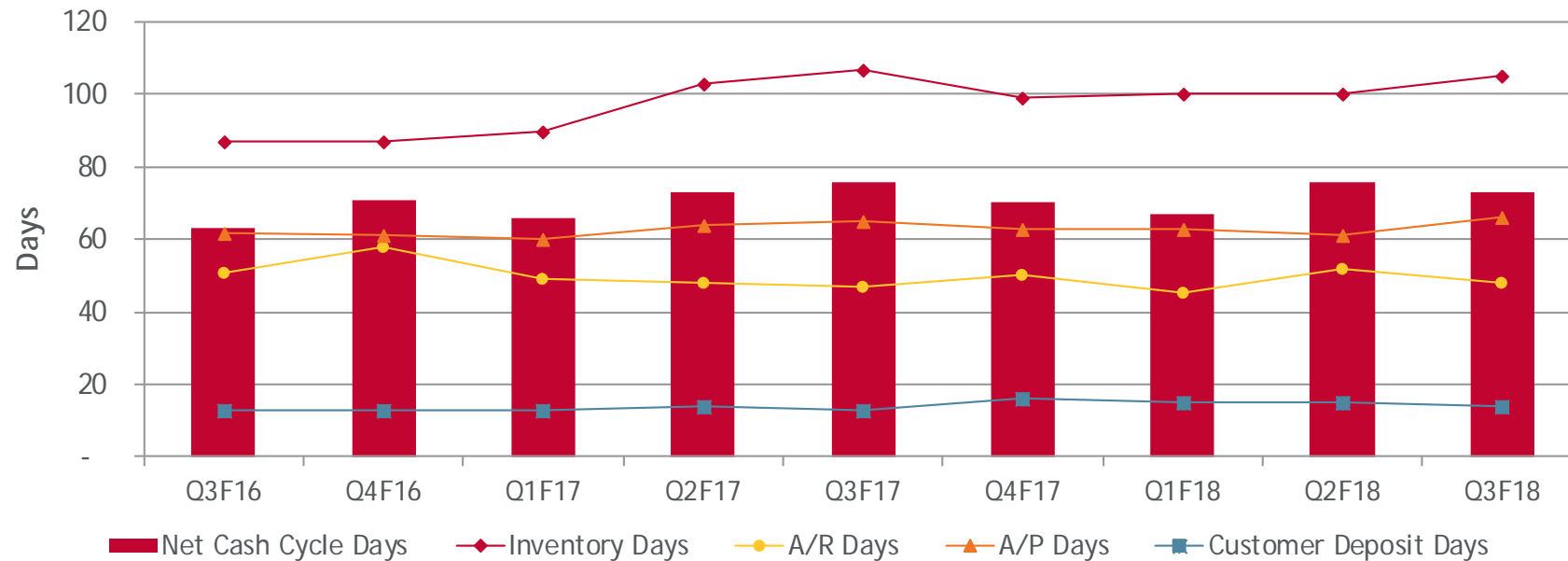
Income statement

	Q3F18	Comments
Revenue	\$726 million	Above midpoint of guidance range of \$700 to \$740
Gross margin	9.3%	Below guidance range of 9.5% to 9.9%
Selling & administrative expenses	\$35.4 million	Within guidance range of \$34.5 to \$35.5 million
Operating margin	4.5%	Slightly below guidance range of 4.6% to 5.0%
Other expense	\$2.9 million	Improved from our guidance range of \$3.0 to \$3.3 million
GAAP diluted EPS	\$0.79	Within guidance range of \$0.76 to \$0.86
Diluted shares outstanding	33.7 million	Slightly lower than guidance of approximately 34 million

Balance sheet and cash flows

	Q3F18	Comments
Return on invested capital	15.9%	640 basis points above fiscal 2018 WACC of 9.5%
Share repurchases	\$56.7 million	947,685 at an average price of \$59.81 per share
Free cash flow	\$15.7 million	Cash from operations: \$38.6 million Capital expenditures: \$22.9 million
Cash balance	\$334 million	65% offshore
Cash cycle days	73 days	Within guidance range of 71 to 75 days

Working capital trends



	Q3F16	Q4F16	Q1F17	Q2F17	Q3F17	Q4F17	Q1F18	Q2F18	Q3F18
Inventory Days	87	87	90	103	107	99	100	100	105
A/R Days	51	58	49	48	47	50	45	52	48
A/P Days	62	61	60	64	65	63	63	61	66
Customer Deposit Days	13	13	13	14	13	16	15	15	14
Net Cash Cycle Days	63	71	66	73	76	70	67	76	73

Fiscal fourth quarter 2018 guidance

	Guidance
Revenue	\$735 to \$775 million
GAAP diluted EPS	\$0.82 to \$0.92
Gross margin	9.2% to 9.5%
SG&A	\$35.0 to \$36.0 million
Operating margin	4.5% to 4.9%
Depreciation	~\$13 million
Other expense	\$3.2 to \$3.6 million
GAAP tax rate - Q4	10% to 12%
Non-GAAP tax rate - F18	10% to 12%
Diluted weighted average shares outstanding	33.0 to 33.3 million
Cash cycle days	75 to 79 days
Capital expenditures - F18	\$70 to \$80 million

Q&A

Analysts please conform to
one question and one follow up.
Thank you.