

First Quarter Fiscal 2013 Financial Results



Communications • Computing & Storage • Medical Systems • Defense & Aerospace • Multimedia • Clean Technology • Industrial • Automotive

Quarter Ended December 29, 2012

Safe Harbor Statement



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Certain of the following statements, including the discussion regarding our second quarter fiscal 2013 outlook, constitute forward-looking statements within the meaning of the safe harbor provisions of Section 21E of the Securities Exchange Act of 1934. Actual results could differ materially from those projected in these statements as a result of a number of factors, including a deterioration in the markets for the Company's customers' products; inability of customers to pay for the Company's products due to bankruptcy filings or otherwise, which could reduce the Company's revenue and net income; reduction or cancellation of customer orders that would reduce revenues, margins and net income; the sufficiency of the Company's cash position and other sources of liquidity to operate and expand its business; an increase in short-term interest rates that would increase the Company's interest expense; component shortages, which could result in production delays or increases in manufacturing costs; the need to adopt future restructuring plans as a result of changes in the Company's business, which would increase the Company's costs and decrease its net income; and the other factors set forth in the Company's annual and quarterly reports filed with the Securities Exchange Commission ("SEC"). In addition, during the course of today's presentation, we may refer to certain non-GAAP financial information for historical periods. The corresponding GAAP financial information and a reconciliation from GAAP to Non-GAAP for such information is contained in our fourth quarter earnings release, which is available at www.sanmina.com, as well as at the conclusion of this presentation.

The Company is under no obligation to (and expressly disclaims any such obligation to) update or alter any of the forward-looking statements made in this presentation, the press release, the conference call or the Investor Relations section of our website whether as a result of new information, future events or otherwise, unless otherwise required by law.

Non-GAAP Financial Results Compared to Outlook



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	Q1'13 (A)	Q1'13 Outlook <u>WAS</u>
Revenue:	1.49B	\$1.50 - \$1.55B
Diluted earnings per share:	\$0.29	\$0.31 - \$0.37

Financial Results

(Unaudited)



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Three Month Periods

(\$ in millions, except per share data)	Q1'13	Q4'12	Q1'12
GAAP:			
Revenue	\$1,495	\$1,579	\$1,502
Net income	\$1	\$164	\$9
Diluted earnings per share ⁽¹⁾	\$0.01	\$1.96	\$0.10
Non-GAAP⁽²⁾:			
Revenue	\$1,495	\$1,579	\$1,502
Gross profit	\$101	\$117	\$110
Operating expense	\$60	\$61	\$60
Operating income	\$41	\$56	\$50
Other expense	\$13	\$11	\$23
Taxes	\$4	\$7	\$4
Net income	\$24	\$38	\$23
Diluted earnings per share	\$0.29	\$0.46	\$0.28

⁽¹⁾Q4'12 includes non-recurring tax benefit of \$1.90.

⁽²⁾Non-GAAP financial results exclude charges or gains relating to: stock-based compensation expenses, restructuring costs (including employee severance and benefits costs and charges related to excess facilities and assets), acquisition and integration costs (consisting of costs associated with the acquisition and integration of acquired businesses into our operations), impairment charges for goodwill and intangible assets, amortization expense and other infrequent or unusual items, to the extent material or which we consider to be of a non-operational nature in the applicable period. Please refer to "Reconciliation of GAAP to Non-GAAP Measures" in our Q1 earnings release available at www.sanmina.com as well as at the conclusion of this presentation.

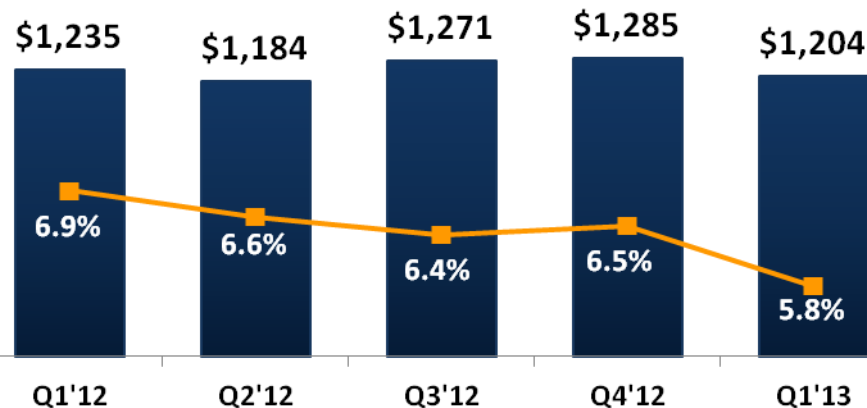
Numbers may not foot due to rounding.

Segment Reporting - Revenue and Non-GAAP Gross Margin* (\$ in Millions)



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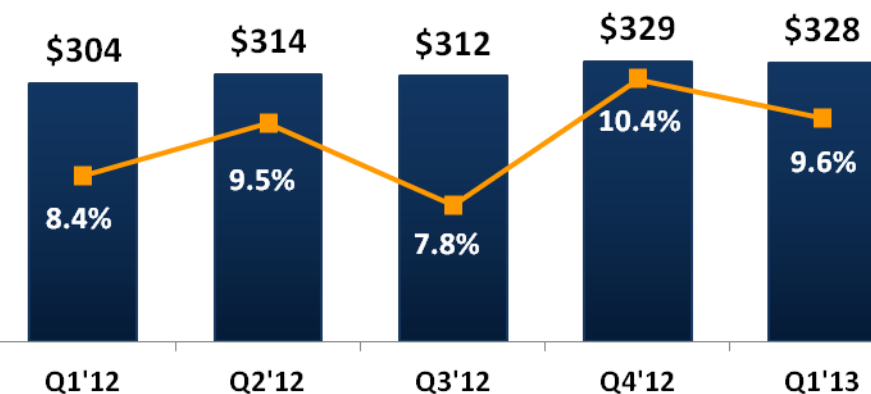
Integrated Manufacturing Solutions



Integrated Manufacturing Solutions

- PCB Assembly & Test
- Optical & RF Modules
- Final System Assembly & Test
- Direct Order Fulfillment

Components, Products and Services



Components, Products & Services

- Components
 - Interconnect Systems
 - High Technology Printed Circuits
 - Backplane Assemblies
 - Cable Assemblies
 - Mechanical Systems
 - Precision Machining
 - Enclosures
 - Plastics
- Products
 - Computing & Storage
 - Defense & Aerospace
 - Memory & SSD Modules
- Services
 - Design & Engineering
 - Logistics
 - Repair

*Non-GAAP gross margin for IMS segment and CPS category includes inter-segment revenues that are eliminated under GAAP and exclude the same GAAP items that are excluded from the calculation of non-GAAP margin for the consolidated business. The GAAP reconciliation of non-GAAP gross margin for the consolidated business is shown on slide 19.

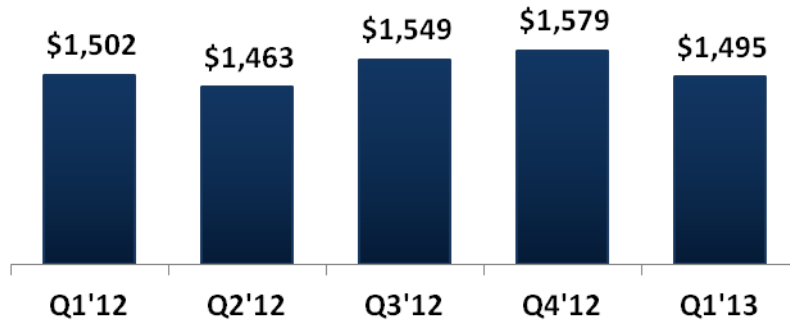
Non-GAAP P&L Metrics

(\$ in Millions)

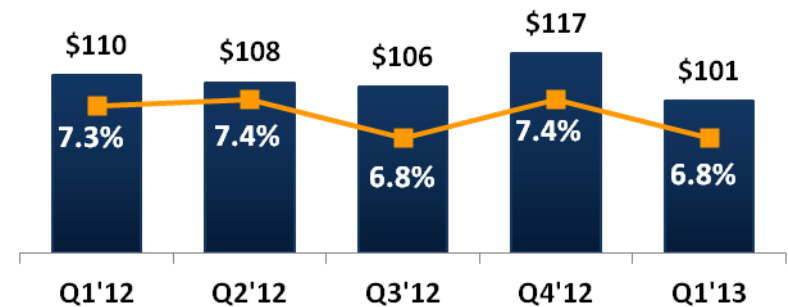


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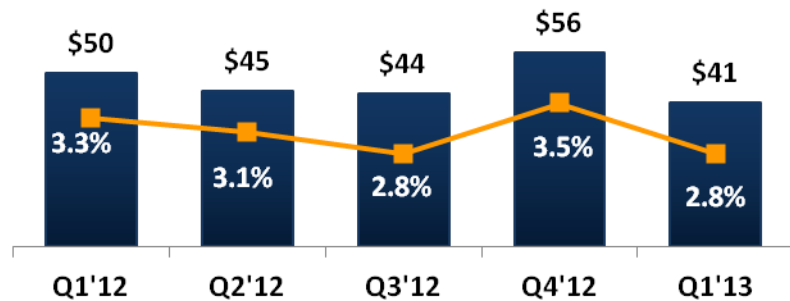
Revenue



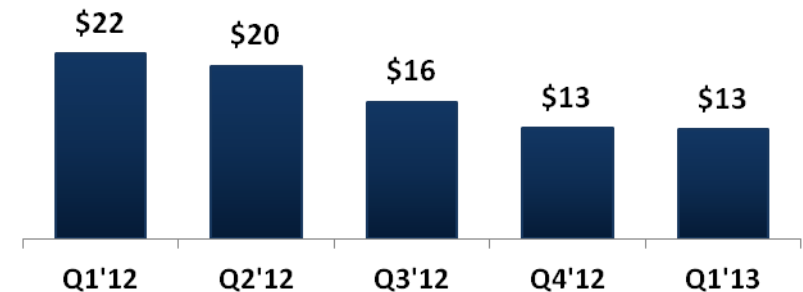
Gross Profit / Margin



Operating Income / Margin



Net Interest Expense (GAAP)



Summary Balance Sheet

(\$ in Millions)



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	12/29/2012	9/29/2012	12/31/2011
Cash and cash equivalents	\$491	\$410	\$604
Accounts receivable, net	\$897	\$1,002	\$931
Inventories	\$780	\$827	\$904
Property, plant and equipment, net	\$563	\$569	\$588
Other assets	\$349	\$361	\$212
Total assets	\$3,079	\$3,168	\$3,239
Accounts payable	\$834	\$938	\$859
Short-term debt	\$163	\$60	\$59
Long-term debt	\$735	\$837	\$1,185
Other liabilities	\$361	\$369	\$351
Total stockholders' equity	\$986	\$964	\$785
Total liabilities and stockholders' equity	\$3,079	\$3,168	\$3,239

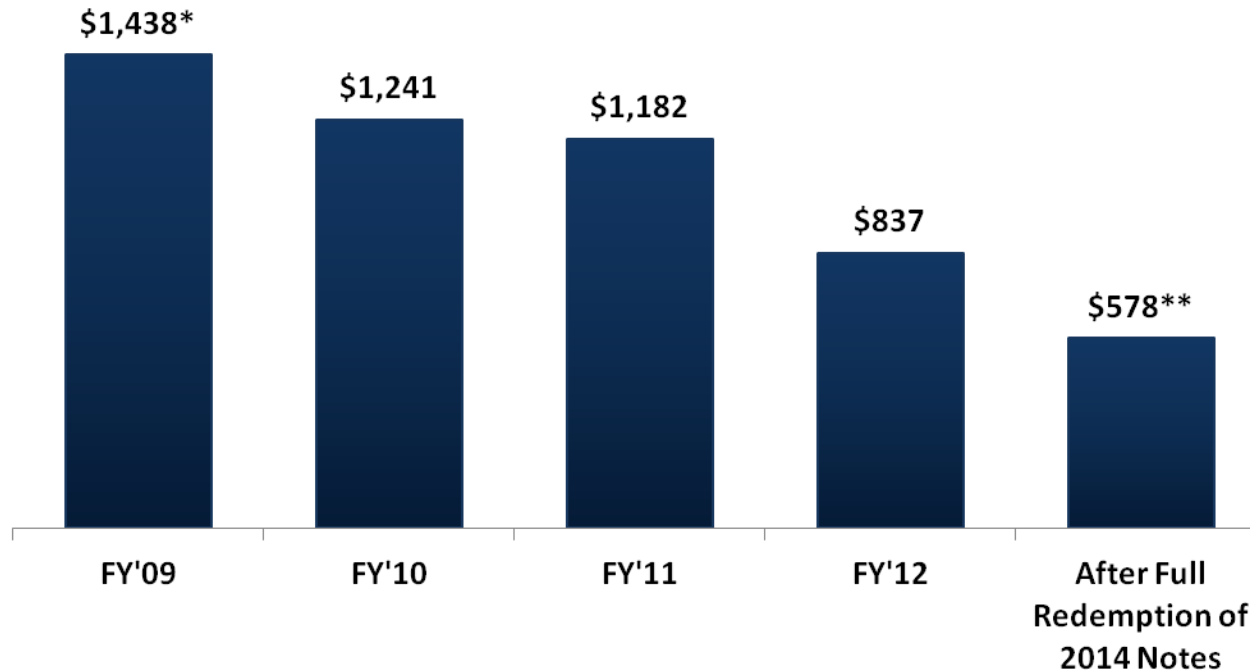
Long-term Debt Reduced

(\$ in Millions)



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- Redeemed \$100 million of 2014 Notes - January 9, 2013
- Called for redemption of remaining 2014 Notes on February 27, 2013



* Includes \$176M of 2010 Notes.

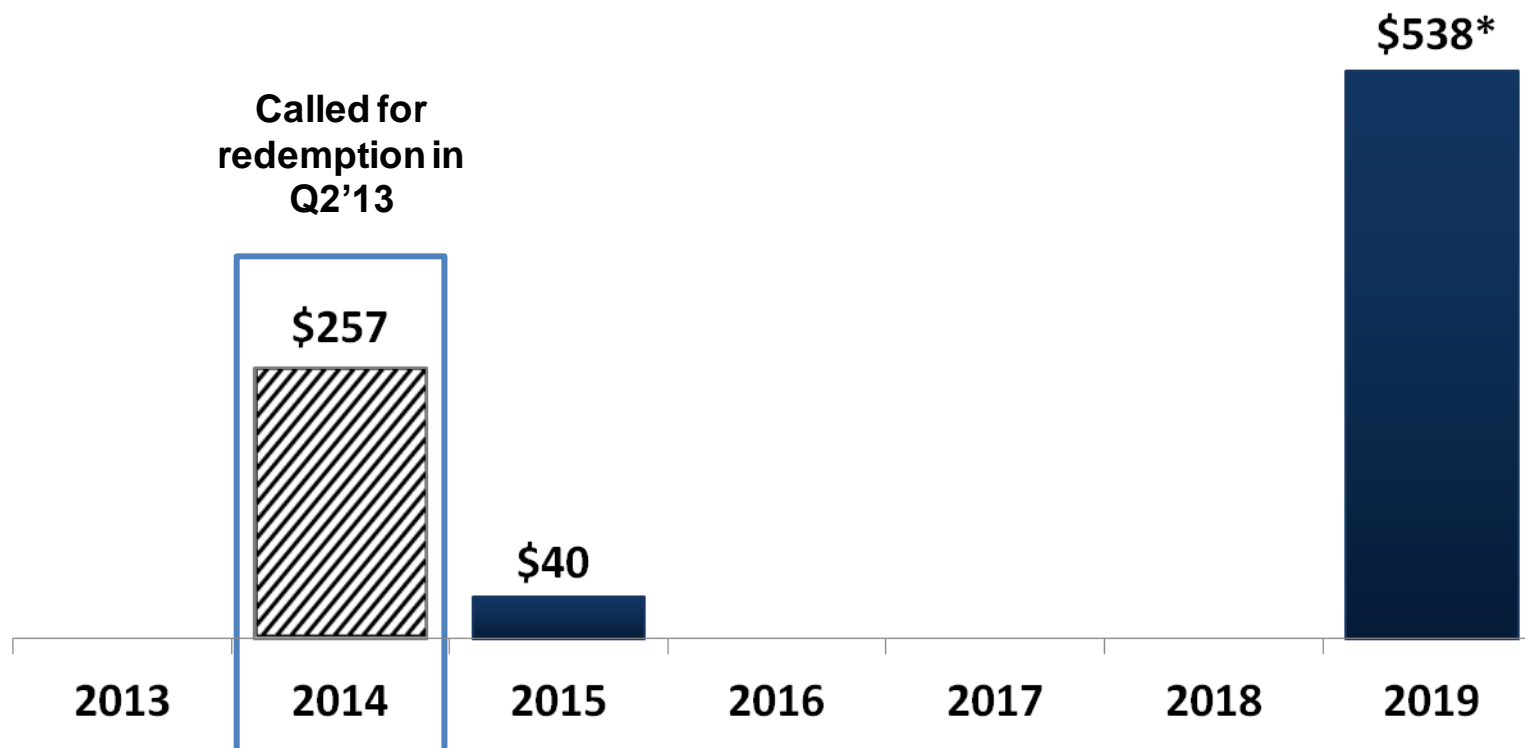
** Includes \$38M adjustment for interest rate swap.

Long-term Debt Maturity Profile

(\$ in Millions)



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* Includes \$38M adjustment for interest rate swap.

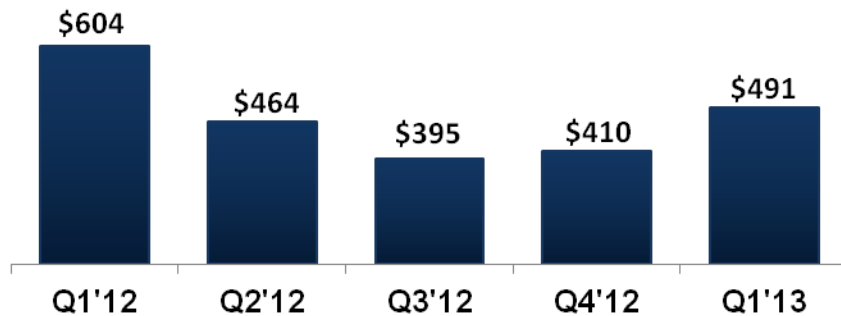
Balance Sheet Metrics

(\$ in Millions)

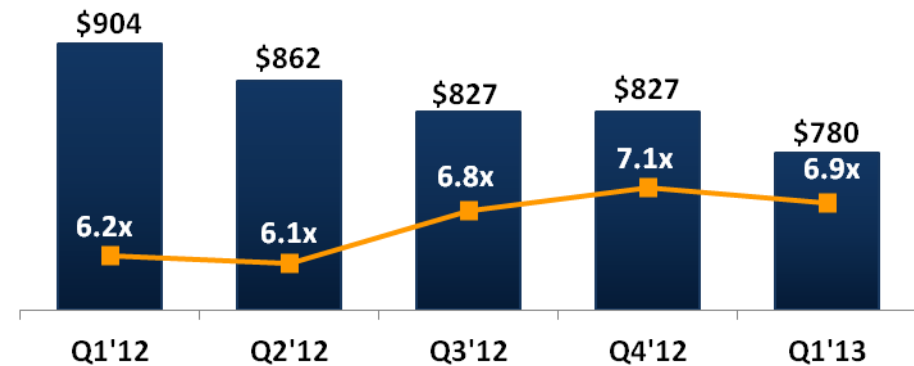


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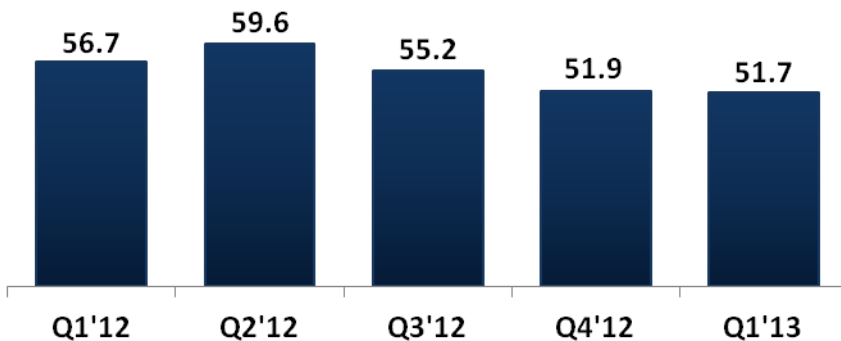
Cash and Cash Equivalents



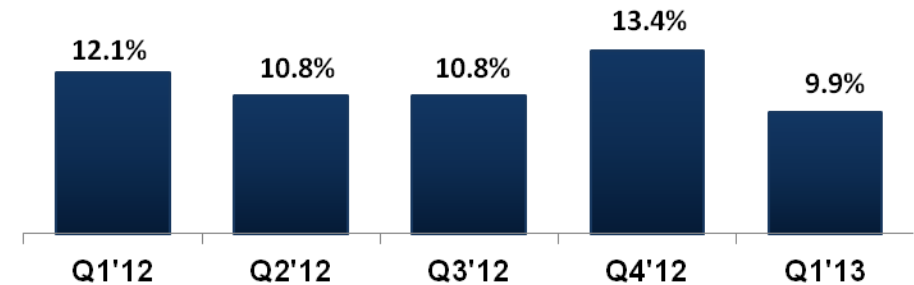
Inventory \$ / Turns



Cash Cycle Days



ROIC



Q2'13 Outlook⁽¹⁾



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The following forecast is for the second fiscal quarter ending March 30, 2013. These statements are forward-looking and actual results may differ materially.

Revenue:	\$1.40 - \$1.45B
Non-GAAP EPS:	\$0.26 - \$0.32

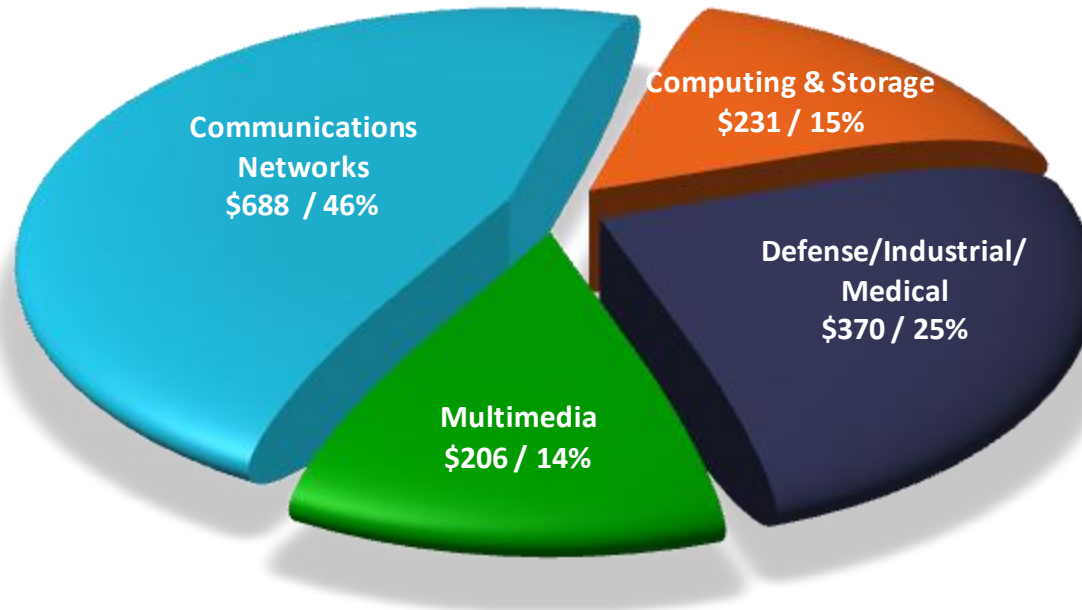
⁽¹⁾ The above identified outlook for the quarter ending March 30, 2013 is on a non-GAAP basis. The comparable GAAP earnings or loss per share amount is not accessible without unreasonable effort due to inherent difficulties in predicting certain expenses and gains affecting GAAP earnings or loss, such as the amount and timing of Sanmina's restructuring costs, as well as debt security repurchases, if any, that could result in gains or losses reported in GAAP earnings.

Q1'13 Revenue Breakdown By End-Market

(\$ in Millions)



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	Communications Networks (Networking, Wireline & Wireless Infrastructure)	Computing & Storage (High-end enterprise servers and storage)	Defense/Industrial/Medical (Industrial equipment, aerospace and defense, MRI and CT machines and clean-tech)	Multimedia (Gaming equipment, set-top boxes, cinematography and automotive electronics)
Sequential	↓ 11.7%	↓ 9.8%	↓ 8.1%	↑ 46.1%

Numbers may not foot due to rounding.

Top 10 Customers - 49.0% of Revenue

Q2'13 End-Market Outlook



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Q2'13

Communications Networks

(Networking, Wireline & Wireless Infrastructure)



Computing & Storage

(High-end enterprise servers and storage)



Defense/Industrial/Medical

(Industrial equipment, aerospace & defense, MRI and CT machines and clean-tech)



Multimedia

(Gaming equipment, set-top boxes, cinematography and automotive electronics)



Collaborative
Design and
Engineering

Interconnect

Mechanical
Systems

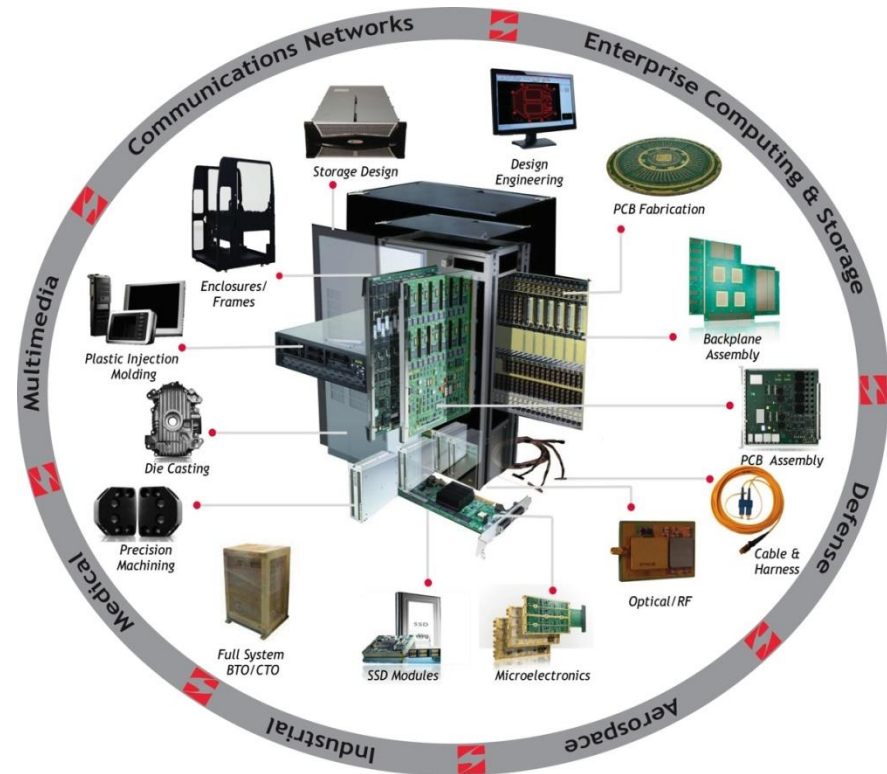
Optical / RF
Solutions

Integrated
Manufacturing
Solutions

Products and
Services

Direct Order
Fulfillment

Gaining Market Traction in Each of our Business Unit



Components, Products & Services

Integrated Manufacturing Solutions

Strong Foundation and Building for the Future

Summary



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- Our customers' forecasts are positive for the 2nd half of the year
- Good pipeline of new projects to help improve business mix and drive growth
- We expect to generate positive cash flow from operations
- Building a stronger global company with leading industry capabilities, technology and services

Consolidated Financial Statements

Reconciliation of GAAP vs. Non-GAAP



Communications • Computing & Storage • Medical Systems • Defense & Aerospace • Multimedia • Clean Technology • Industrial • Automotive

Quarter Ended December 29, 2012

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GAAP Condensed Consolidated Balance Sheet



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	December 29, 2012 (Unaudited)	September 29, 2012
<u>ASSETS</u>		
Current assets:		
Cash and cash equivalents	\$ 490,693	\$ 409,618
Accounts receivable, net	897,069	1,001,543
Inventories	779,859	826,539
Prepaid expenses and other current assets	81,140	88,599
Total current assets	<u>2,248,761</u>	<u>2,326,299</u>
Property, plant and equipment, net	563,065	569,365
Other	267,526	272,122
Total assets	<u>\$ 3,079,352</u>	<u>\$ 3,167,786</u>
<u>LIABILITIES AND STOCKHOLDERS' EQUITY</u>		
Current liabilities:		
Accounts payable	\$ 834,307	\$ 937,737
Accrued liabilities	100,386	104,741
Accrued payroll and related benefits	113,949	117,074
Short-term debt	162,641	59,995
Total current liabilities	<u>1,211,283</u>	<u>1,219,547</u>
Long-term liabilities:		
Long-term debt	734,929	837,364
Other	146,794	147,094
Total long-term liabilities	<u>881,723</u>	<u>984,458</u>
Total stockholders' equity	986,346	963,781
Total liabilities and stockholders' equity	<u>\$ 3,079,352</u>	<u>\$ 3,167,786</u>

GAAP Condensed Consolidated Statement of Operations

(Unaudited)



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	Three Months Ended	
	Dec. 29, 2012	Dec. 31, 2011
Net sales	\$ 1,494,945	\$ 1,502,366
Cost of sales	1,398,017	1,393,341
Gross profit	96,928	109,025
Operating expenses:		
Selling, general and administrative	59,868	59,141
Research and development	5,395	4,133
Amortization of intangible assets	474	956
Restructuring and integration costs	3,947	4,054
Asset impairments	-	1,053
Gain on sale of long-lived asset	(4,218)	-
Total operating expenses	65,466	69,337
Operating income	31,462	39,688
Interest income	198	284
Interest expense	(13,084)	(21,863)
Other expense, net	(14,922)	(1,518)
Interest and other, net	(27,808)	(23,097)
Income before income taxes	3,654	16,591
Provision for income taxes	3,033	8,016
Net income	\$ 621	\$ 8,575
Basic net income per share	\$ 0.01	\$ 0.11
Diluted net income per share	\$ 0.01	\$ 0.10
Weighted-average shares used in computing per share amounts:		
Basic	81,920	80,833
Diluted	84,011	82,668

Reconciliation of GAAP to Non-GAAP Measures

(Unaudited)



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(\$ in thousands, except per share data)	Three Month Periods		
	Q1'13	Q4'12	Q1'12
GAAP Gross Profit	\$ 96,928	\$ 115,157	\$ 109,025
GAAP gross margin	6.5%	7.3%	7.3%
Adjustments			
Stock compensation expense (1)	1,340	1,908	907
Amortization of intangible assets	-	-	104
Distressed customer charges (2)	3,020	-	-
Non-GAAP Gross Profit	\$ 101,288	\$ 117,065	\$ 110,036
Non-GAAP gross margin	6.8%	7.4%	7.3%
GAAP Operating Expenses	\$ 65,466	\$ 82,957	\$ 69,337
Adjustments			
Stock compensation expense (1)	(3,326)	(2,971)	(3,157)
Amortization of intangible assets	(474)	(672)	(956)
Distressed customer charges (2)	(2,071)	-	-
Restructuring, acquisition and integration costs	(3,947)	(17,899)	(4,054)
Gain on sales of long-lived assets	4,218	-	-
Asset impairment	-	(313)	(1,053)
Non-GAAP Operating Expenses	\$ 59,866	\$ 61,102	\$ 60,117
GAAP Operating Income	\$ 31,462	\$ 32,200	\$ 39,688
GAAP operating margin	2.1%	2.0%	2.6%
Adjustments			
Stock compensation expense (1)	4,666	4,879	4,064
Amortization of intangible assets	474	672	1,060
Distressed customer charges (2)	5,091	-	-
Restructuring, acquisition and integration costs	3,947	17,899	4,054
Gain on sales of long-lived assets	(4,218)	-	-
Asset impairment	-	313	1,053
Non-GAAP Operating Income	\$ 41,422	\$ 55,963	\$ 49,919
Non-GAAP operating margin	2.8%	3.5%	3.3%
GAAP Interest and Other, net	\$ (27,808)	\$ (17,087)	\$ (23,097)
Adjustments			
Loss on repurchase of debt (3)	-	6,240	-
Loss on dedesignation of interest rate swap (4)	14,903	-	-
Non-GAAP Interest and Other, net	\$ (12,905)	\$ (10,847)	\$ (23,097)

Reconciliation of GAAP to Non-GAAP Measures (Continued)

(Unaudited)



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(\$ in thousands, except per share data)	Three Month Periods		
	Q1'13	Q4'12	Q1'12
GAAP Provision for (Benefit from) Income Taxes	\$ 3,033	\$ (149,037)	\$ 8,016
Adjustments			
Nonrecurring tax items	1,245	156,114	(3,993)
Non-GAAP Provision for Income Taxes	\$ 4,278	\$ 7,077	\$ 4,023
GAAP Net Income	\$ 621	\$ 164,150	\$ 8,575
Adjustments:			
Operating income adjustments (see above)	9,960	23,763	10,231
Loss on repurchase of debt (3)	-	6,240	-
Loss on dedesignation of interest rate swap (4)	14,903	-	-
Nonrecurring tax items	(1,245)	(156,114)	3,993
Non-GAAP Net Income	\$ 24,239	\$ 38,039	\$ 22,799
GAAP Net Income Per Share:			
Basic	\$ 0.01	\$ 2.01	\$ 0.11
Diluted	\$ 0.01	\$ 1.96	\$ 0.10
Non-GAAP Net Income Per Share:			
Basic	\$ 0.30	\$ 0.47	\$ 0.28
Diluted	\$ 0.29	\$ 0.46	\$ 0.28
Weighted-average shares used in computing per share amounts:			
Basic	81,920	81,578	80,833
Diluted	84,011	83,556	82,668

(1) Stock compensation expense was as follows:

	Three Month Periods		
	Q1'13	Q4'12	Q1'12
Cost of sales	\$ 1,340	\$ 1,908	\$ 907
Selling, general and administrative	3,295	2,921	3,130
Research and development	31	50	27
Stock compensation expense - total company	\$ 4,666	\$ 4,879	\$ 4,064

(2) Relates to inventory and bad debt reserves / recoveries associated with distressed customers.

(3) Represents a loss, including write-off of unamortized debt issuance costs, on debt redeemed or repurchased prior to maturity.

(4) Represents a non-cash loss resulting from dedesignation of an interest rate swap.

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