

Third Quarter Fiscal 2013 Financial Results



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

Quarter Ended June 29, 2013

Safe Harbor Statement



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Certain statements made during this presentation, including the Company's outlook for the fourth quarter, 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 changes to or a deterioration in the markets for the Company's customers' products; inability of customers to pay for the Company's products due to insolvency or otherwise; dependence on a relatively small number of customers; competition that could result in a reduction of revenues and margins;; any failure of the Company's Components, Products and Services business to meet expectations; component shortages, which could result in production delays or increases in manufacturing costs; 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 third 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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	Q3'13 (A)	Q3'13 Outlook <u>WAS</u>
Revenue:	1.49B	\$1.45 - \$1.50B
Diluted earnings per share:	\$0.40	\$0.32 - \$0.38

Financial Results

(Unaudited)



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Three Month Periods

(\$ in millions, except per share data)	Q3'13	Q2'13	Q3'12
GAAP⁽¹⁾:			
Revenue	\$1,489	\$1,428	\$1,549
Net income	\$19	\$21	\$9
Diluted earnings per share	\$0.22	\$0.25	\$0.11
Non-GAAP⁽²⁾:			
Gross profit	\$116	\$102	\$106
Operating expense	\$66	\$62	\$62
Operating income	\$50	\$40	\$44
Other expense	\$9	\$10	\$18
Taxes	\$7	\$4	\$4
Net income	\$34	\$25	\$22
Diluted earnings per share	\$0.40	\$0.30	\$0.26

⁽¹⁾GAAP net income and earnings per share for the second quarter of fiscal 2013 included a one-time gain from the sale of real estate during the quarter.

⁽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 Q3 earnings release available at www.sanmina.com as well as at the conclusion of this presentation.

Numbers may not foot due to rounding.

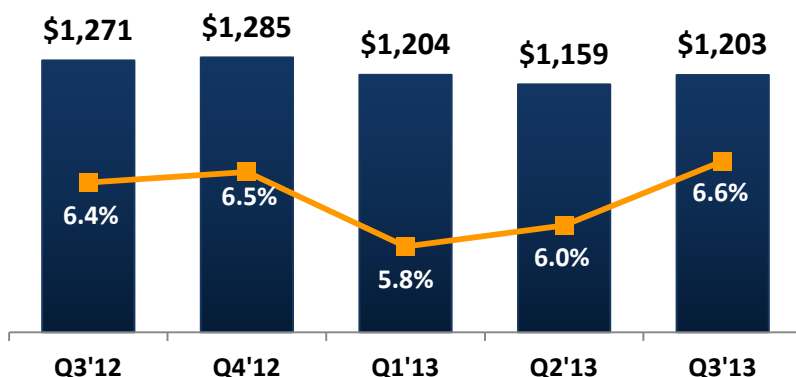
Segment Reporting - Revenue and Non-GAAP Gross Margin*

(\$ in Millions)



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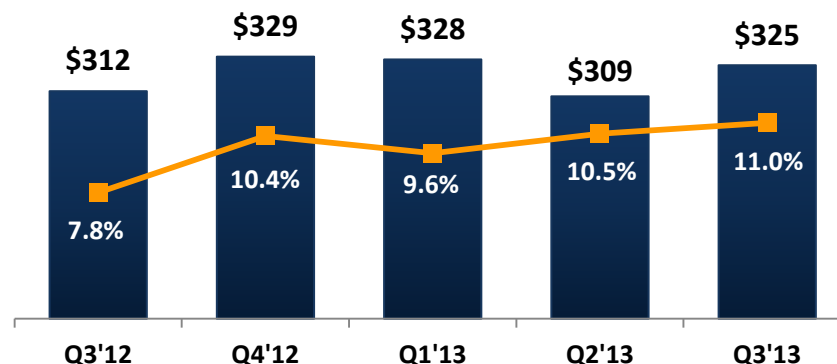
Integrated Manufacturing Solutions



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 17.

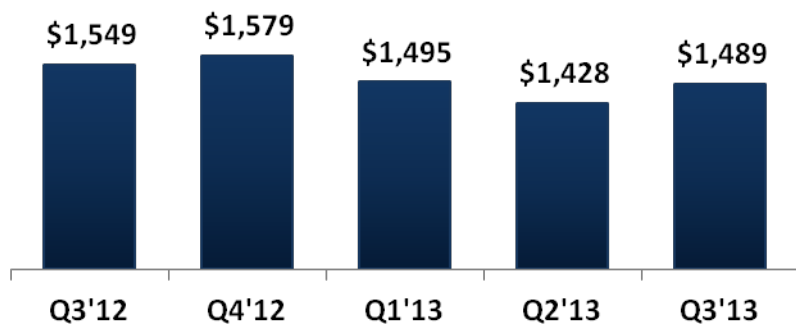
Non-GAAP P&L Metrics

(\$ in Millions)

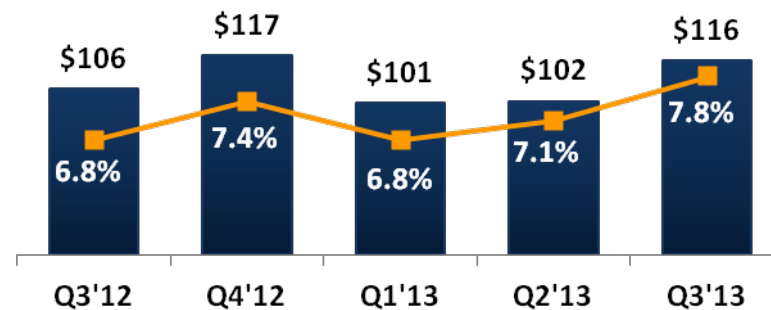


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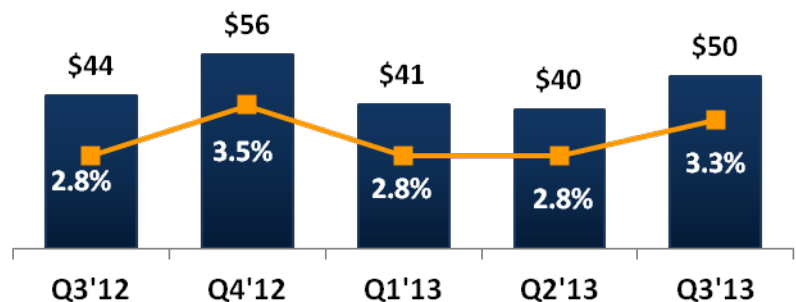
Revenue



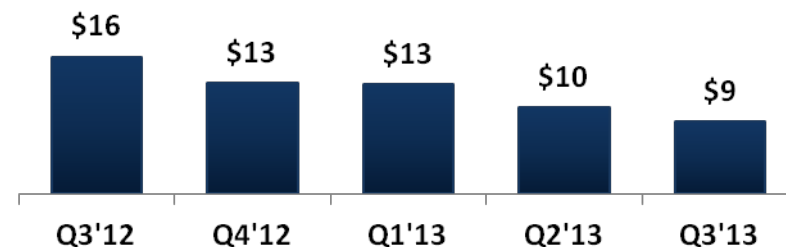
Gross Profit / Margin



Operating Income / Margin



Net Interest Expense (GAAP)



Summary Balance Sheet

(\$ in Millions)



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	6/29/13	3/30/13	6/30/12
Cash and cash equivalents	\$416	\$412	\$395
Accounts receivable, net	\$899	\$871	\$1,017
Inventories	\$797	\$799	\$827
Property, plant and equipment, net	\$544	\$548	\$566
Other assets	\$323	\$335	\$228
Total assets	\$2,979	\$2,965	\$3,033
Accounts payable	\$899	\$852	\$896
Short-term debt	\$114	\$170	\$30
Long-term debt	\$561	\$574	\$940
Other liabilities	\$366	\$354	\$361
Total stockholders' equity	\$1,039	\$1,015	\$806
Total liabilities and stockholders' equity	\$2,979	\$2,965	\$3,033

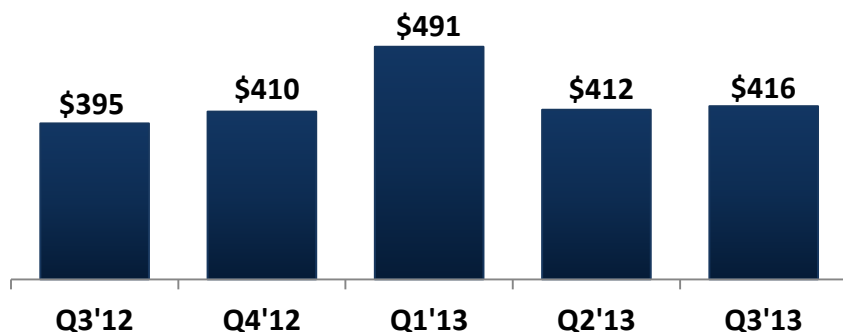
Balance Sheet Metrics

(\$ in Millions)

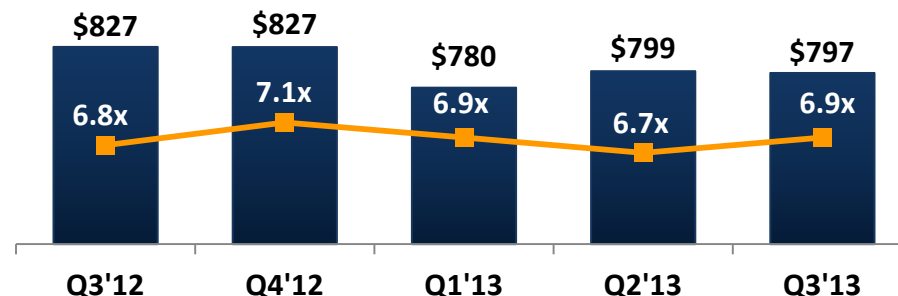


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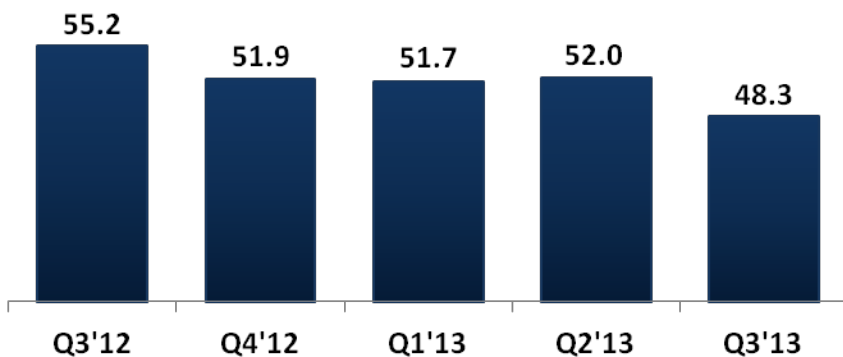
Cash and Cash Equivalents



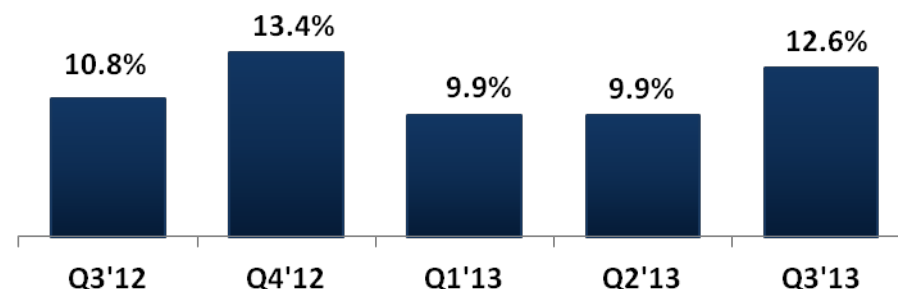
Inventory \$ / Turns



Cash Cycle Days



ROIC



Q4'13 Outlook⁽¹⁾



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The following outlook is for the fourth fiscal quarter ending September 28, 2013. These statements are forward-looking and actual results may differ materially.

Revenue:	\$1.475 - \$1.525B
Non-GAAP EPS:	\$0.37 - \$0.43

⁽¹⁾ The above identified outlook for the quarter ending September 28, 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, if any, that would be included in GAAP earnings.



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CEO Remarks



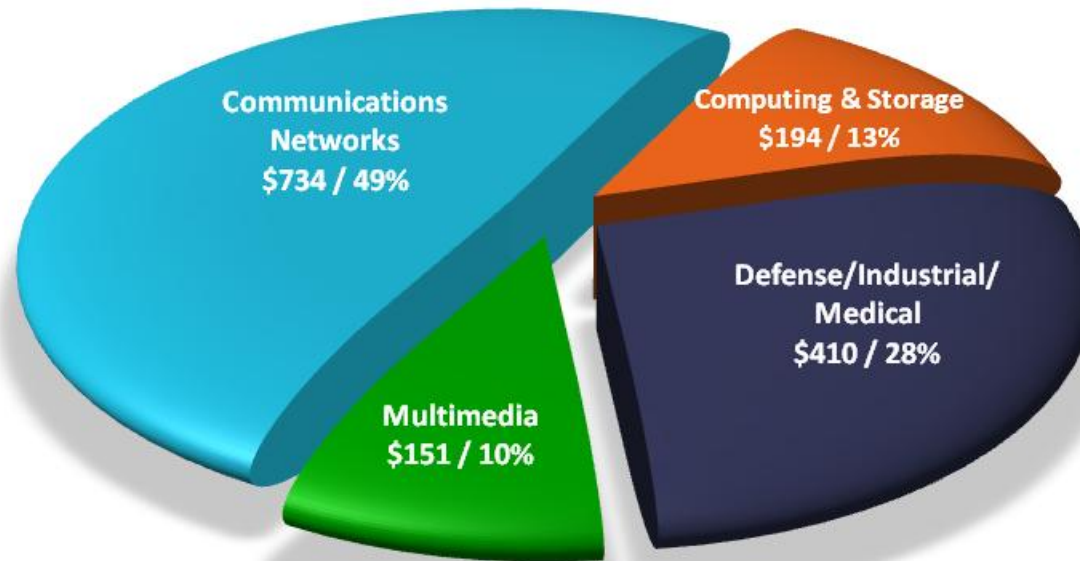
What we make, makes a difference

Q3'13 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

↑ 6.0%

FLAT

↑ 7.7%

↓ 5.9%

Numbers may not foot due to rounding.

Top 10 Customers - 51.4% of Revenue

Q4'13 End-Market Outlook



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Collaborative
Design and
Engineering

Interconnect
Systems

Mechanical
Systems

Optical / RF
Solutions

Integrated
Manufacturing
Solutions

Products and
Services

Direct Order
Fulfillment
and Logistics

Q4'13

Communications Networks

(Networking, Wireline & Wireless Infrastructure)



Computing & Storage

(High-end enterprise servers and storage)

FLAT

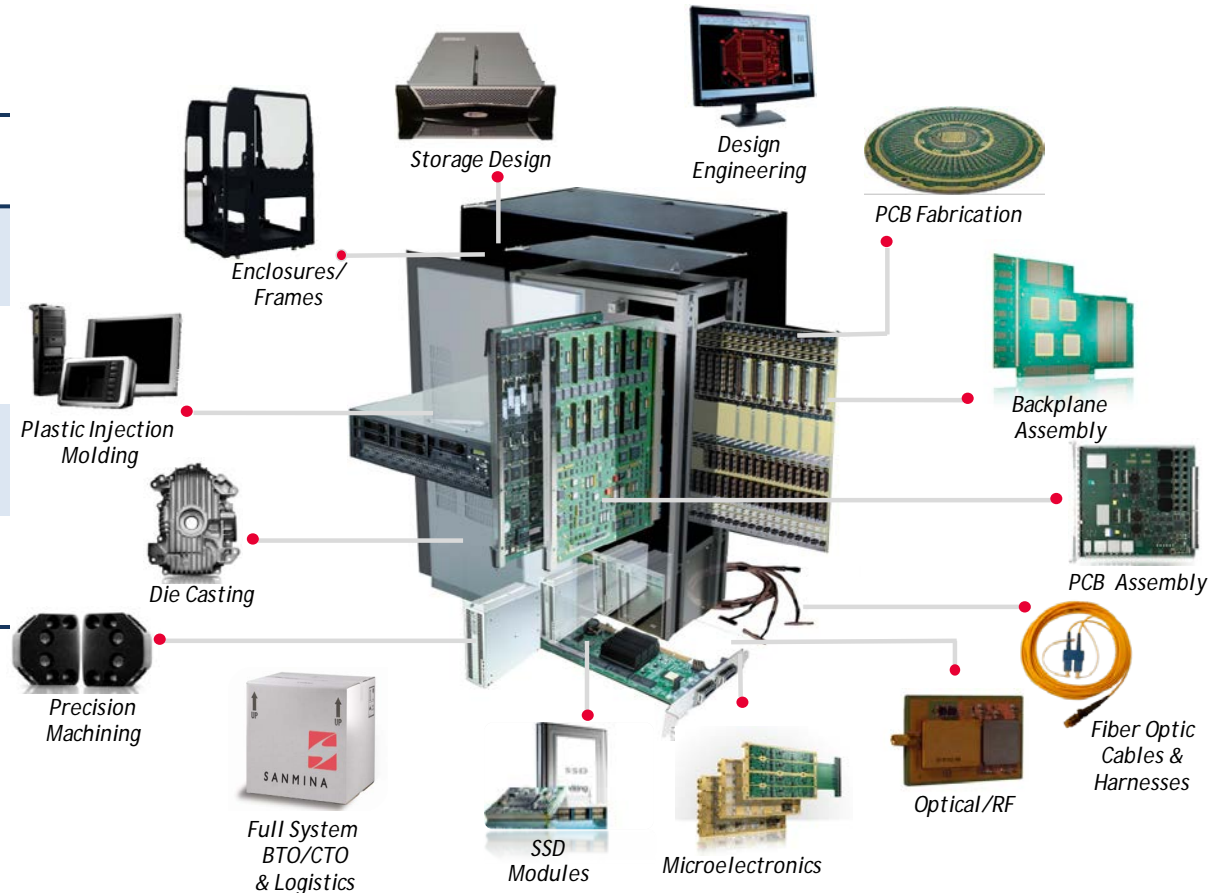
Defense/Industrial/Medical

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



Multimedia

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



Strong Foundation and Building for the Future

- Third quarter: solid execution
- Fourth quarter: expect modest growth with further improvements in our operating model
- Focused on the quality of our growth
- Market opportunities remain attractive as economy starts to show signs of improvement
- Continue to invest in people and technology to create more value for our customers

Predictable and Sustainable Results

Consolidated Financial Statements

Reconciliation of GAAP vs. Non-GAAP



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

Quarter Ended June 29, 2013

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GAAP Condensed Consolidated Balance Sheet



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	June 29, 2013 (Unaudited)	September 29, 2012
<u>ASSETS</u>		
Current assets:		
Cash and cash equivalents	\$ 416,394	\$ 409,618
Accounts receivable, net	898,625	1,001,543
Inventories	796,759	826,539
Prepaid expenses and other current assets	76,880	88,599
Total current assets	<u>2,188,658</u>	<u>2,326,299</u>
Property, plant and equipment, net	543,884	569,365
Other	246,504	272,122
Total assets	<u>\$ 2,979,046</u>	<u>\$ 3,167,786</u>
<u>LIABILITIES AND STOCKHOLDERS' EQUITY</u>		
Current liabilities:		
Accounts payable	\$ 899,256	\$ 937,737
Accrued liabilities	120,180	104,741
Accrued payroll and related benefits	117,269	117,074
Short-term debt	113,865	59,995
Total current liabilities	<u>1,250,570</u>	<u>1,219,547</u>
Long-term liabilities:		
Long-term debt	561,155	837,364
Other	128,141	147,094
Total long-term liabilities	<u>689,296</u>	<u>984,458</u>
Stockholders' equity	1,039,180	963,781
Total liabilities and stockholders' equity	<u>\$ 2,979,046</u>	<u>\$ 3,167,786</u>

GAAP Condensed Consolidated Statement of Operations

(Unaudited)



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	Three Months Ended		Nine Months Ended	
	Jun. 29, 2013	Jun. 30, 2012	Jun. 29, 2013	Jun. 30, 2012
(\$ in thousands, except per share data)				
Net sales	\$ 1,489,214	\$ 1,549,302	\$ 4,411,801	\$ 4,514,750
Cost of sales	1,374,963	1,444,050	4,100,318	4,194,125
Gross profit	114,251	105,252	311,483	320,625
Operating expenses:				
Selling, general and administrative	62,120	60,965	180,942	183,046
Research and development	6,761	5,587	18,176	15,643
Amortization of intangible assets	474	672	1,422	2,395
Restructuring and integration costs	9,391	3,932	20,263	13,472
Asset impairments	-	-	1,100	2,077
Gain on sales of long-lived assets	(176)	(1,298)	(23,361)	(1,298)
Total operating expenses	78,570	69,858	198,542	215,335
Operating income	35,681	35,394	112,941	105,290
Interest income	391	369	835	1,095
Interest expense	(8,944)	(16,131)	(32,444)	(58,361)
Other expense, net	(38)	(6,835)	(16,437)	(13,194)
Interest and other, net	(8,591)	(22,597)	(48,046)	(70,460)
Income before income taxes	27,090	12,797	64,895	34,830
Provision for income taxes	8,352	3,849	24,345	18,746
Net income	\$ 18,738	\$ 8,948	\$ 40,550	\$ 16,084
Basic income per share	\$ 0.23	\$ 0.11	\$ 0.49	\$ 0.20
Diluted income per share	\$ 0.22	\$ 0.11	\$ 0.48	\$ 0.19
Weighted-average shares used in computing per share amounts:				
Basic	83,082	81,519	82,515	81,213
Diluted	85,602	83,566	84,819	83,469

Reconciliation of GAAP to Non-GAAP Measures

(Unaudited)



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(\$ in thousands, except per share data)	Three Month Periods			Nine Month Periods	
	Q3'13	Q2'13	Q3'12	FY13	FY12
GAAP Gross Profit	\$ 114,251	\$ 100,304	\$ 105,252	\$ 311,483	\$ 320,625
GAAP gross margin	7.7%	7.0%	6.8%	7.1%	7.1%
Adjustments					
Stock compensation expense (1)	1,471	1,291	706	4,102	2,596
Amortization of intangible assets	-	-	-	-	104
Distressed customer charges (2)	-	321	-	3,341	325
Non-GAAP Gross Profit	\$ 115,722	\$ 101,916	\$ 105,958	\$ 318,926	\$ 323,650
Non-GAAP gross margin	7.8%	7.1%	6.8%	7.2%	7.2%
GAAP Operating Expenses	\$ 78,570	\$ 54,506	\$ 69,858	\$ 198,542	\$ 215,335
Adjustments					
Stock compensation expense (1)	(2,897)	(3,051)	(3,821)	(9,274)	(10,524)
Amortization of intangible assets	(474)	(474)	(672)	(1,422)	(2,395)
Distressed customer charges (2)	-	-	-	(2,071)	(2,469)
Restructuring and integration costs	(9,391)	(6,925)	(4,834)	(20,263)	(14,374)
Gain on sales of long-lived assets	176	18,967	1,298	23,361	1,298
Asset impairments	-	(1,100)	-	(1,100)	(2,077)
Non-GAAP Operating Expenses	\$ 65,984	\$ 61,923	\$ 61,829	\$ 187,773	\$ 184,794
GAAP Operating Income	\$ 35,681	\$ 45,798	\$ 35,394	\$ 112,941	\$ 105,290
GAAP operating margin	2.4%	3.2%	2.3%	2.6%	2.3%
Adjustments					
Stock compensation expense (1)	4,368	4,342	4,527	13,376	13,120
Amortization of intangible assets	474	474	672	1,422	2,499
Distressed customer charges (2)	-	321	-	5,412	2,794
Restructuring, acquisition and integration costs	9,391	6,925	4,834	20,263	14,374
Gain on sales of long-lived assets	(176)	(18,967)	(1,298)	(23,361)	(1,298)
Asset impairments	-	1,100	-	1,100	2,077
Non-GAAP Operating Income	\$ 49,738	\$ 39,993	\$ 44,129	\$ 131,153	\$ 138,856
Non-GAAP operating margin	3.3%	2.8%	2.8%	3.0%	3.1%
GAAP Interest and Other, net	\$ (8,591)	\$ (11,647)	\$ (22,597)	\$ (48,046)	\$ (70,460)
Adjustments					
Loss on repurchases of debt (3)	-	1,401	4,236	1,401	10,697
Loss on dedesignation of interest rate swap (4)	-	-	-	14,903	-
Non-GAAP Interest and Other, net	\$ (8,591)	\$ (10,246)	\$ (18,361)	\$ (31,742)	\$ (59,763)

Reconciliation of GAAP to Non-GAAP Measures *(Continued)*

(Unaudited)



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(\$ in thousands, except per share data)	Three Month Periods			Nine Month Periods	
	Q3'13	Q2'13	Q3'12	FY13	FY12
GAAP Provision for Income Taxes	\$ 8,352	\$ 12,960	\$ 3,849	\$ 24,345	\$ 18,746
Adjustments					
Nonrecurring tax items	(1,186)	(8,498)	16	(8,439)	(6,883)
Non-GAAP Provision for Income Taxes	\$ 7,166	\$ 4,462	\$ 3,865	\$ 15,906	\$ 11,863
GAAP Net Income	\$ 18,738	\$ 21,191	\$ 8,948	\$ 40,550	\$ 16,084
Adjustments:					
Operating income adjustments (see above)	14,057	(5,805)	8,735	18,212	33,566
Loss on repurchases of debt (3)	-	1,401	4,236	1,401	10,697
Loss on dedesignation of interest rate swap (4)	-	-	-	14,903	-
Nonrecurring tax items	1,186	8,498	(16)	8,439	6,883
Non-GAAP Net Income	\$ 33,981	\$ 25,285	\$ 21,903	\$ 83,505	\$ 67,230
GAAP Net Income Per Share:					
Basic	\$ 0.23	\$ 0.26	\$ 0.11	\$ 0.49	\$ 0.20
Diluted	\$ 0.22	\$ 0.25	\$ 0.11	\$ 0.48	\$ 0.19
Non-GAAP Net Income Per Share:					
Basic	\$ 0.41	\$ 0.31	\$ 0.27	\$ 1.01	\$ 0.83
Diluted	\$ 0.40	\$ 0.30	\$ 0.26	\$ 0.98	\$ 0.81
Weighted-average shares used in computing per share amounts:					
Basic	83,082	82,543	81,519	82,515	81,213
Diluted	85,602	84,683	83,566	84,819	83,469

(1) Stock compensation expense was as follows:

	Three Month Periods			Nine Month Periods	
	Q3'13	Q2'13	Q3'12	FY13	FY12
Cost of sales	\$ 1,471	\$ 1,291	\$ 706	\$ 4,102	\$ 2,596
Selling, general and administrative	2,876	3,004	3,793	9,175	10,442
Research and development	21	47	28	99	82
Total	\$ 4,368	\$ 4,342	\$ 4,527	\$ 13,376	\$ 13,120

(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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