



The Product Realization Company

FISCAL SECOND QUARTER 2013 FINANCIAL RESULTS

April 18, 2013

SAFE HARBOR & FAIR DISCLOSURE STATEMENT

Any statements made during our call today that are 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 major factors that could cause actual results to differ materially from those projected, 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 29, 2012, and the Safe Harbor and Fair Disclosure statement in yesterday's press release.

The Company provides non-GAAP supplemental information. For example, our call today will reference return on invested capital and free cash flow. These non-GAAP financial measures are used for internal management assessments because they provide additional insight into ongoing financial performance and the metrics that are driving management decisions. Other measures, such as earnings excluding special charges, help assess trends and performance over time by eliminating the effects of unusual events. For a full reconciliation of non-GAAP supplemental information please refer to yesterday's press release and our periodic SEC filings.

SECOND FISCAL QUARTER 2013 RESULTS

	Q2 F13 Guidance	Q2 F13 March 30, 2013	Q1 F13 December 29, 2012	Q2 F13 vs. Q1 F13
Revenue (\$ millions)	\$550 to 580	\$558	\$531	+ 5%
Gross margin	9.1 to 9.3%	9.3%	9.6%	- 30 bps
Operating margin	4.0 to 4.1%	4.2%	4.1%	+ 10 bps
ROIC		12.7%	12.6%	+ 10 bps
Diluted earnings per share	\$0.50 to 0.55	\$0.52	\$0.47	+ 11%

- Revenue below guidance mid-point on softness in Networking/Communications
- Margin performance consistent with guidance

PERFORMANCE BY SECTOR

	Q2 F13 March 30, 2013		Q1 F13 December 29, 2012		Q2 F13 vs. Q1 F13	Q3 F13 Expectations (percentage points)
Networking/ Communications	\$213	38%	\$199	37%	7%	- Mid single
Healthcare/ Life Sciences	\$129	23%	\$133	25%	-3%	+ Mid to high single
Industrial/ Commercial	\$140	25%	\$131	25%	7%	+ Low single
Defense/ Security/ Aerospace	\$76	14%	\$68	13%	12%	+ Low single
Total Revenue	\$558	100%	\$531	100%	5%	

Networking/Communications sector

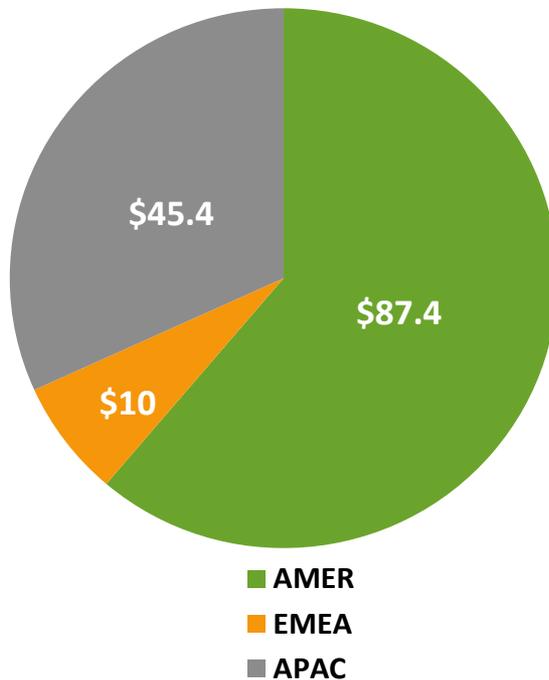
- Meaningfully missed Q2 expectations
- Demand muted and/or volatile across sectors
- JNPR production complete by end of fiscal Q3

Revenue in millions

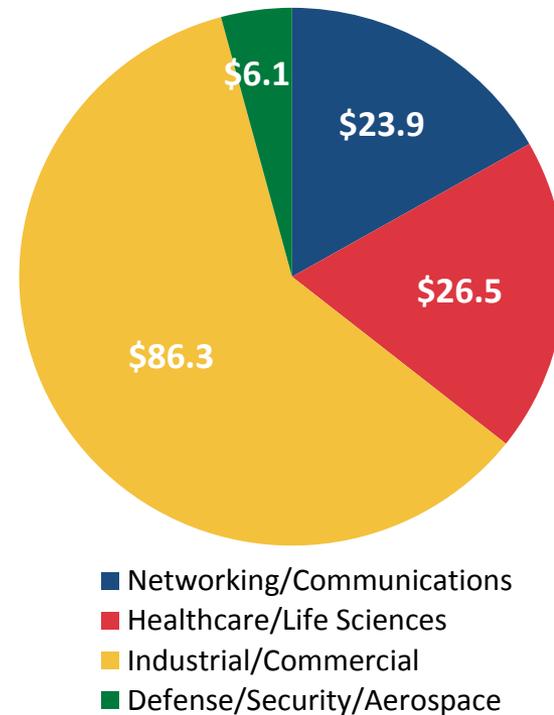
Q2 F13 MANUFACTURING WINS

- 33 wins in Manufacturing Solutions group
- \$143 million in anticipated annualized revenue when fully ramped in production
- Strongest regional performance AMER
- Strongest sector performance in Industrial/Commercial

Wins by Region (\$Ms)

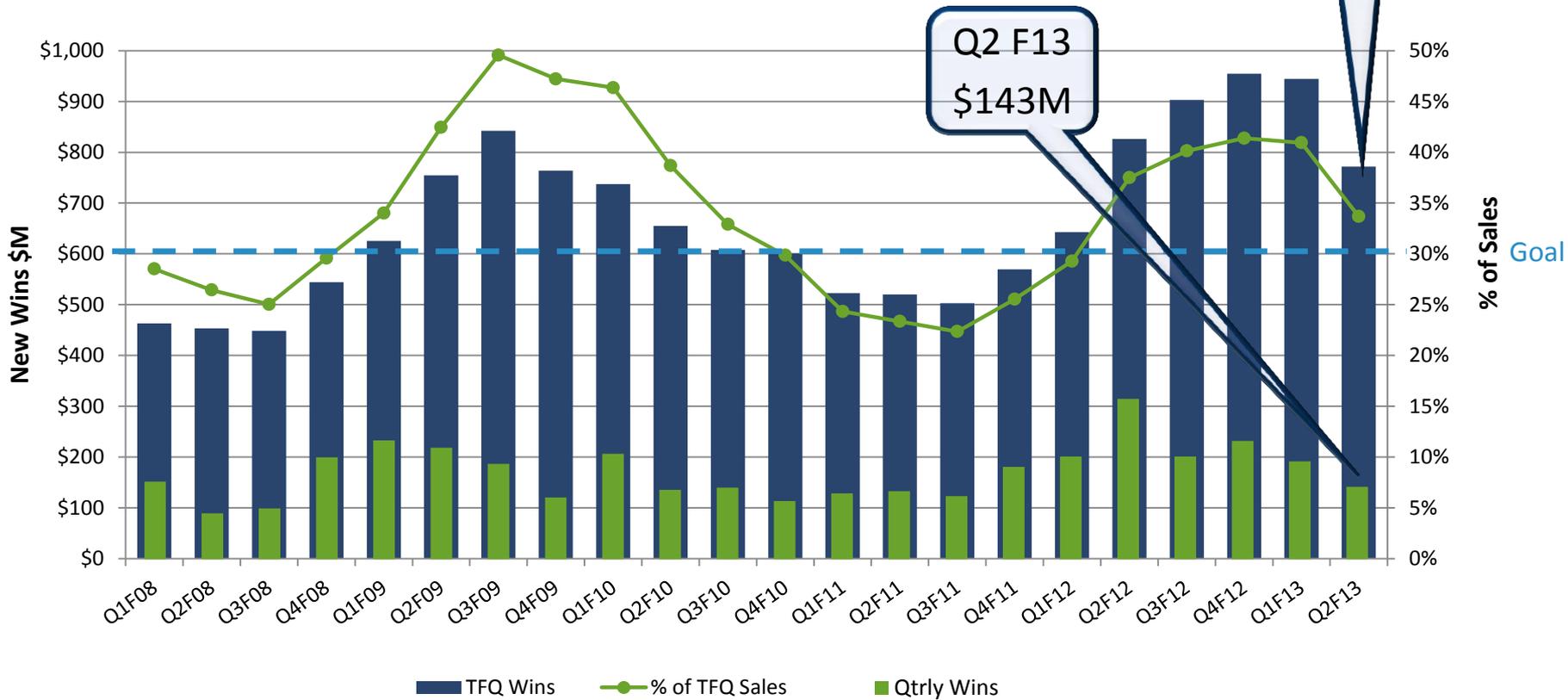


Wins by Sector (\$Ms)



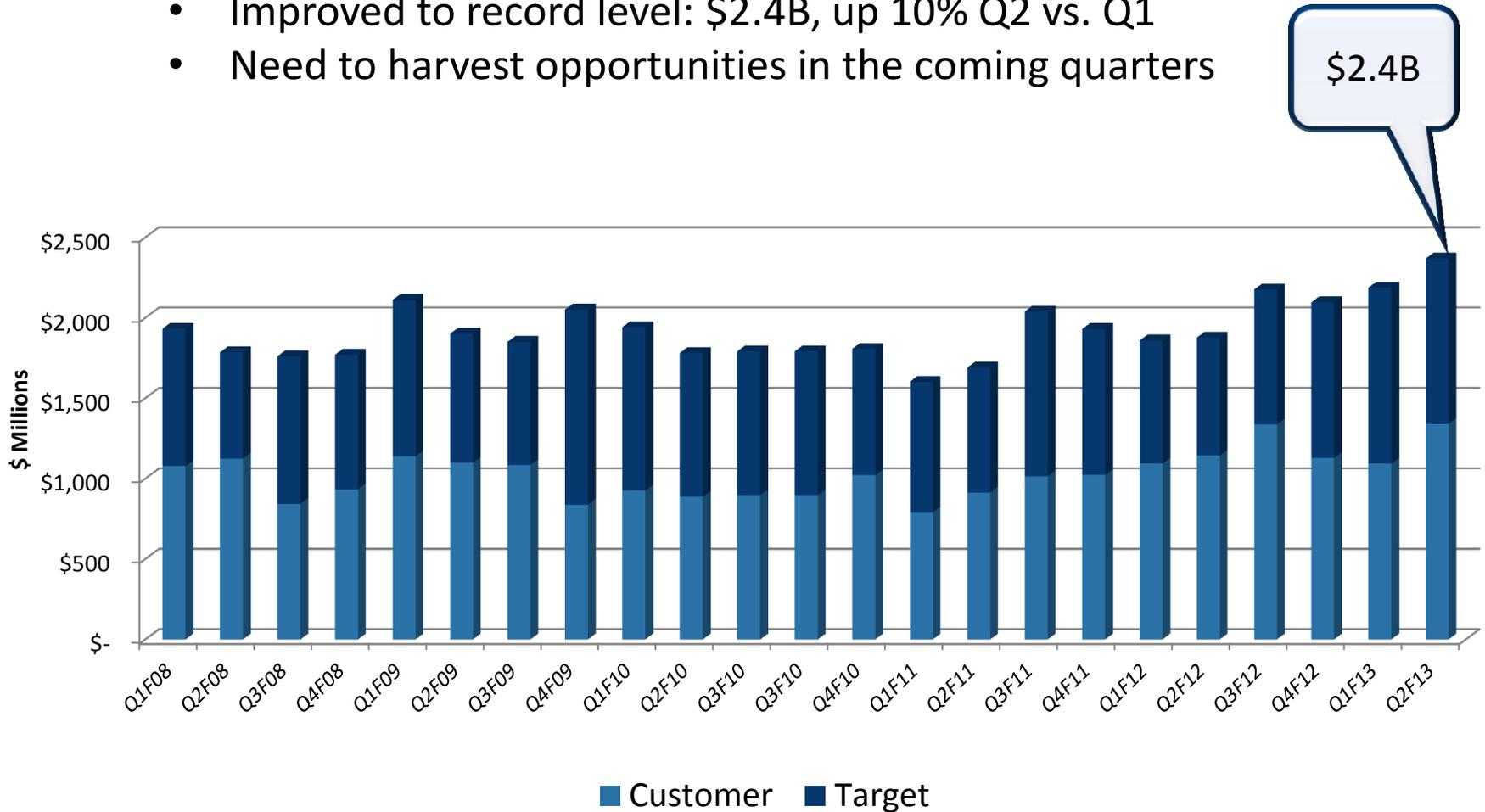
MANUFACTURING WINS AS A PERCENT OF SALES

Trailing Four Quarters (TFQ) for New Manufacturing Wins



FUNNEL OF MANUFACTURING OPPORTUNITIES

- Improved to record level: \$2.4B, up 10% Q2 vs. Q1
- Need to harvest opportunities in the coming quarters



SECOND QUARTER 2013 INCOME STATEMENT HIGHLIGHTS

	Q2 F13 March 30, 2013	Q1 F13 December 29, 2012	Q2 F13 vs. Q1 F13 Change
Revenue	\$558	\$531	+ 5%
Gross margin	9.3%	9.6%	- 30 bps
Operating margin	4.2%	4.1%	+ 10 bps
Net income	\$18.0	\$16.6	+ 8%
Diluted earnings per share	\$0.52	\$0.47	+ 11%

Gross margin in line with expectations, inclusive of:

- Higher Juniper revenue, including inventory sales, which diluted gross margin
- Gross margin in the fiscal first quarter would have been 9.3%, comparable to fiscal second quarter, excluding the impact of inventory sales that had previously been written down

Revenue in millions

BALANCE SHEET AND CASH FLOWS

	Q2 F13	Comments
Return on invested capital	12.7%	Below enduring goal of WACC + 500 bps (17%)
Share repurchases	\$15.5 million	Average price of \$25.17 per share
Cash cycle days	64 days	Better than expectations and 10 days better than Q1 F13
Free cash flow	\$27 million	

THIRD FISCAL QUARTER 2013 GUIDANCE

	Guidance
Revenue	\$550 to \$580 million
Diluted Earnings per share excluding restructuring	\$0.55 to \$0.62
Gross margin	9.4 to 9.6%
SG&A	\$29 to \$30 million
Operating margin	4.2 to 4.4%
Estimated restructuring	\$1.0 to 1.5 million
Depreciation and amortization	\$12.5 million
Tax rate	6 to 8 %
Cash cycle days	60 to 64 days
F13 estimated capital expenditures	\$90 million

JUNIPER DISENGAGEMENT MODELING

Plexus & Juniper completed disengagement agreement in December 2012

- Ceasing production by end of Q3 F13 (June 29, 2013)
- Excess inventory sales only during Q4 F13
- Significant cash deposit received during Q2 F13, no significant inventory write-downs expected
- Plan to redeploy substantial majority of standard equipment
- Plan to redeploy human capital where possible, but we expect some headcount reductions

Current Estimates (subject to revision)	F12	F13	F14
JNPR Revenue (dollars in millions)	\$365	\$250 to 270	\$0
Impact compared to F12:			
Gross margin		- 15 bps	+ 30 bps
Cash cycle days		- 3 days	- 6 days
Capital expenditures		- \$10 million	- \$15 million
Free cash flow		+ \$45 million	+ \$15 million
Estimated restructuring charges:			
Severance		\$1.0 million	
Equipment impairment		\$0.5 million	

FOOTPRINT ACTIVITY UPDATES

- Facility in Oradea, Romania on schedule for completion in Q3 F13
- Juniper disengagement complete in Q3 F13, with expected severance and asset impairment charges of \$1.0 to 1.5 million
- Neenah, Wisconsin facility on track for completion in September 2013. Consolidation of three manufacturing facilities into the new building will take place during the first half of fiscal 2014.
- Analysis of Americas low-cost manufacturing strategy in Mexico underway, decision expected in Q3 F13.

Estimated charges (dollars in millions)	Q3 F13	Q4 F13	Q1 F14	Q2 F14	Total
Juniper disengagement	\$1.0 to 1.5				\$1.0 to 1.5
Wisconsin manufacturing transformation			\$2.5 to 3.0	\$1.5 to 2.0	\$4.0 to 5.0
Mexico solution - TBD					

WRAP-UP

Near-term focus items

- Harvest opportunities from improved funnel
- Meaningful improvement in productivity
- Juniper disengagement
- New Oradea facility completion Q3 F13
- Fox Cities, WI transformation
- Decision on a new solution in Mexico anticipated in Q3 F13