



1H15 Operating and Financial Performance

Analysts' Briefing

12 August 2015

Romulo Lounge Tower One and Exchange Plaza

Agenda



Customer Highlights

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Market Updates

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Review of 2Q 2015 Financial Results

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Deeply-Embedded Partner to Our Customers



Key strengths we are leveraging

1. Long-standing relationships with top-tier customers
2. Diversified lines of businesses
3. Expanded reach

Average customer relationship of 10 years*

*based on weighted average of the top 75% of revenues

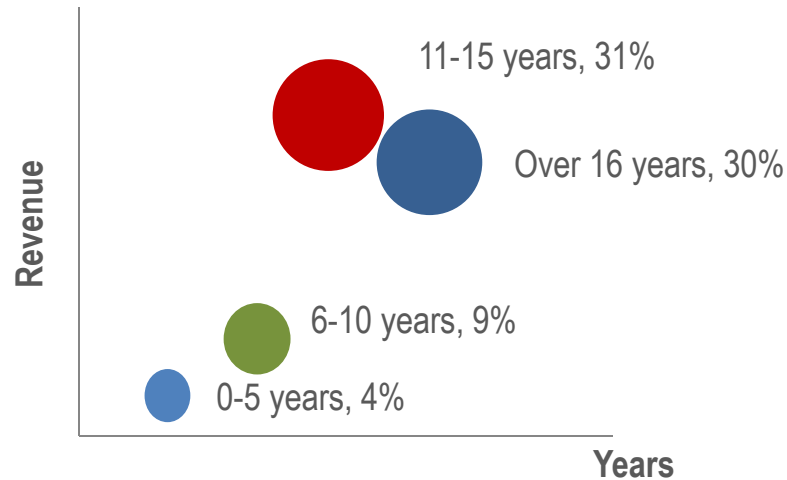
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1. Long-standing Relationship with Top-tier Customers



Customer concentration by length of relationship¹



Our diverse customer base and deep customer relationships strengthen our position as the 18th largest EMS provider²

Global footprint and capabilities: an attractive proposition to our customers

Customer nationality	Production site	Market segment served by IMI
America	China, Philippines	Industrial, Telecommunication
Europe	China, Mexico, Philippines	Industrial, Automotive, Consumer
Europe	China, Czech Republic, Philippines	Industrial, Automotive

¹ based on the Top 75% of revenues

² *Manufacturing Market Insider*, based on 2014 EMS-related revenues

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2. Diversified Lines of Businesses



Top 15 Global OEM Auto Parts Suppliers

2014 Rank	2013 Rank	Company	Total OEM auto parts sales (in US\$ million)
▲ 1	1	Robert Bosch GmbH	\$44,240
▲ 2	3	Magna International Inc.	36,325
▼ 3	4	Continental AG	34,418
▼ 4	2	Denso Corp.	32,365
5	5	Aisin Seiki Co.	28,072
6	6	Hyundai Mobis	27,405
7	7	Faurecia	25,043
8	8	Johnson Controls Inc.	23,589
9	9	ZF Friedrichshafen AG	22,192
10	10	Lear Corp.	17,727
▲ 11	14	Valeo SA	16,878
▼ 12	11	TRW Automotive Holdings Corp.	16,240
13	13	Delphi Automotive	16,002
▼ 14	12	Yazaki Corp.	15,200
▲ 15	–	ThyssenKrupp AG	12,801

9 of the top 15
have engagement with IMI

7 are direct customers; and

2 are engaged through Tier 2 customer

Source: Automotive News June 2015 ranked by sales of original equipment parts in 2014 * arrow indicates upward/downward change in ranking

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3. Expanded reach: Case Study – Volkswagen



PRODUCT	DPC / MPC; pressure sensor	Front view camera	Gear sensor	Micropoline	Gear Shifter	DCT 150/300	Electronic horn	Switch: Window lift, main light, head up display	Ignition coil
Customer Nationality	Germany	Spain	USA	France	Germany	Germany	Italy	USA	Germany
IMI Site	Philippines			Jiaxing, China					



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Our Global Support for Volkswagen (continued)



PRODUCT	Rear lamp senses, light bulb socket	A/C sensor flex circuit	Sensor occupant detection	Ignition system	Rear wiper controller	Power closure system module	Hall sensor	Anti pinch window lifter; door latch	Fuel pump driver	Gear shifter lighting	Seat massage controller
Customer Nationality	Italy	USA	Luxemburg	Germany	France	France	Germany	UK	Germany	Sweden	
IMI Site	Mexico			Mexico / Bulgaria		Bulgaria		Czech Republic			



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Case Study: Our Global Support for Volvo



VOLVO

PRODUCT	Electronic horns	Antenna	Front view camera	Electronics for gear management	Exterior mirror turn indicator	MFS electronic interface GEN 1.5	Window lifter sensor adaptor
Customer Nationality	Italy		USA	Sweden	USA	USA	Germany
IMI Site	Jiaxing, China	Laguna, Philippines		Třemošná, Czech Republic	Botevgrad, Bulgaria		

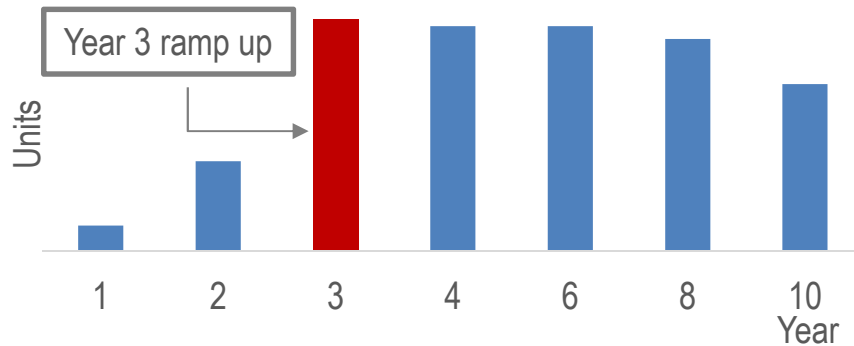


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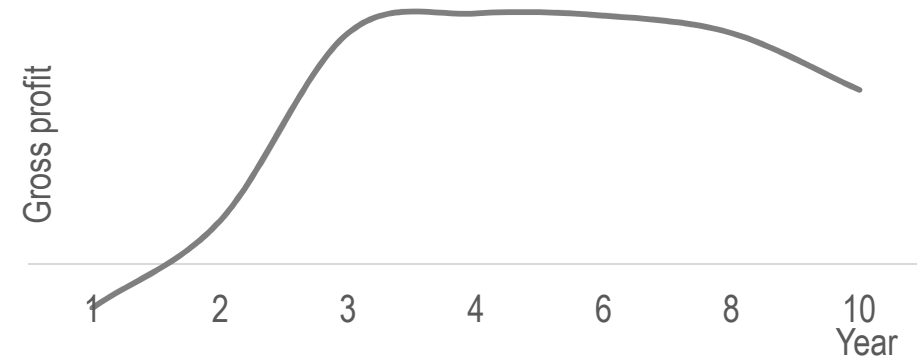
Focused New Business Development: Automotive



Conceptual production schedule



Conceptual gross profit development



Major wins in 1H15

Nationality	Industry	Application	Production site
Europe	Automotive	Steering	China, Mexico
Europe	Automotive	Embedded control switches and lighting	Europe
America	Industrial	Asset tag sensors	Europe
America	Automotive	Driver assistance	Europe
Europe	Industrial	Controls and lighting	Philippines

Opportunities pipeline: Active bids under evaluation

Industry	Application	End-application
Automotive	Camera	Surround and forward views, rear, side-mirror, in-cabin
Automotive	Controls	Body, engine, wiper, light
Automotive	Lighting	Low-beam, high-beam, head light, rear light, ambient, turn signal
Automotive	Telematics	Tracking and vehicle security
Industrial	Security	Access system - RFID, biometrics
Industrial	Power	Supply, module, battery management
Industrial	Lighting	LED

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Customer Deep Dive

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Market Update

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ADAS
14.9% CAGR
2015-2020



Total Market
6.8% CAGR
2014 – 2018

Our product experiences

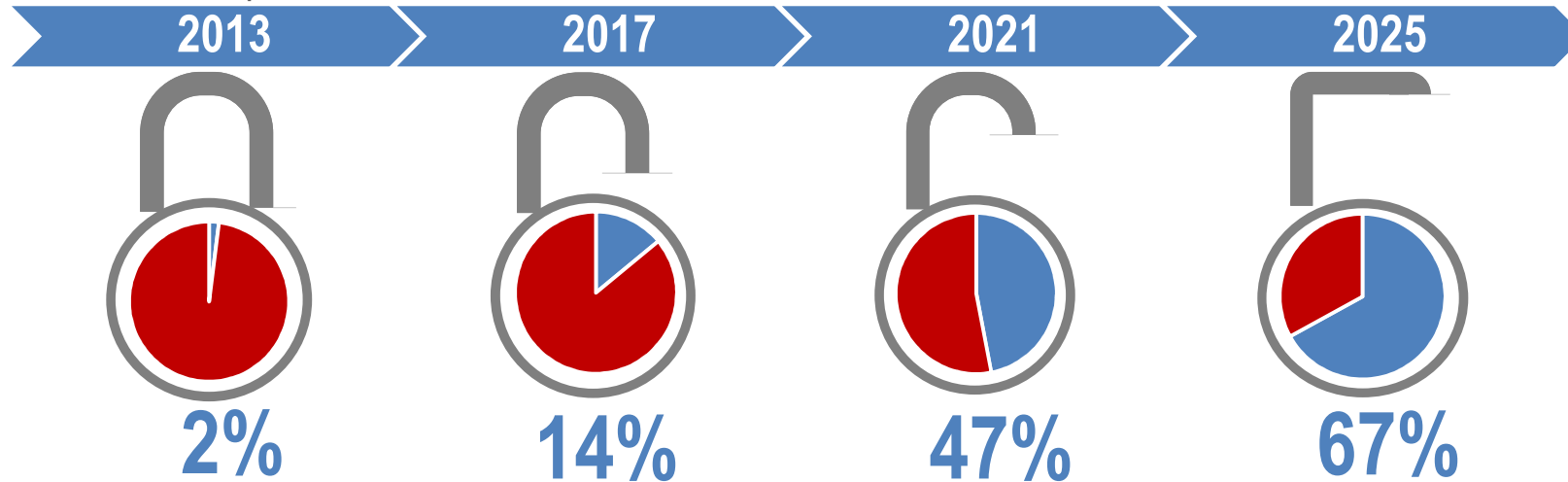
- Automotive camera
- Lane departure warning system
- Controls – cruise, steering wheel, body
- Sensors – occupancy seat, rotor positioning, temperature, humidity, tire pressure, anti-fog, transmission gear
- Fuel management

Source: IndustryARC

Front Camera is Key to ADAS



Front camera penetration rate



Roadmap to Autonomous Driving

Now	Safety features such as forward-collision warnings, lane-departure warning, adaptive cruise control, traffic-sign recognition
2015-2017	Automated braking, throttle, steering with forward vision, GPS connectivity
2018-2020	Car can accelerate/brake/steer by itself but driver is still required in case of emergency or system failure
2020 onwards	Driverless car

Sources: Citi Research May 2015, industry and company reports

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Physical security
15.5% CAGR
2014-2019

Managing Identities
Adoption of new credential form factors
Using biometrics

Our product experiences

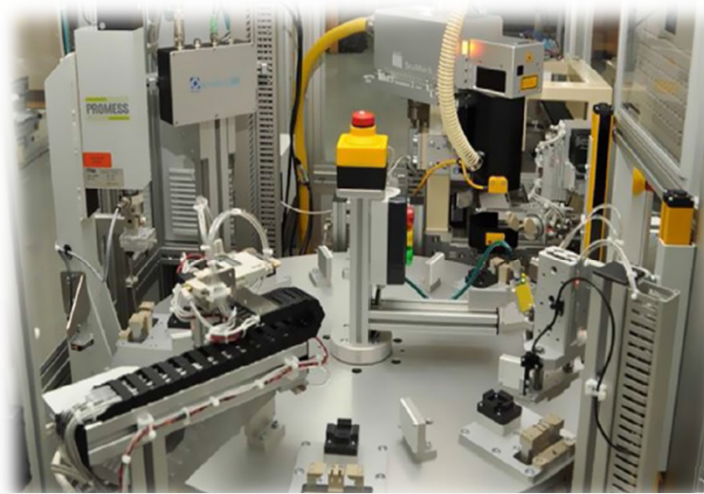
- Eye tracking module
- Electronic door access system
- Smart card
- Human machine interface
- Embedded systems for access control, identification technology, entrance automation



Source: HID

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*Industrial Controls &
Factory Automation*

*8.5% CAGR
2013-2020*

Our product experiences

Back-end assembly machine

Robot handler for injection molding machine

Custom automation

Factory automation

Source: Zinnov Study

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Monitoring & Diagnostics



Total Market
7.0 % CAGR
2014 – 2019

Our product experiences

- Wireless health monitor
- Flat panel imaging equipment
- Auto body contouring imaging equipment
- Patient monitoring device
- Dental system
- Concealed hearing aid

Source: New Venture Research, July 2015

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1H 2015 Highlights



Materials cost savings

Strong automotive segment

Full utilization of Bulgaria facilities

Higher contribution of Mexico



Continued weakness of Euro

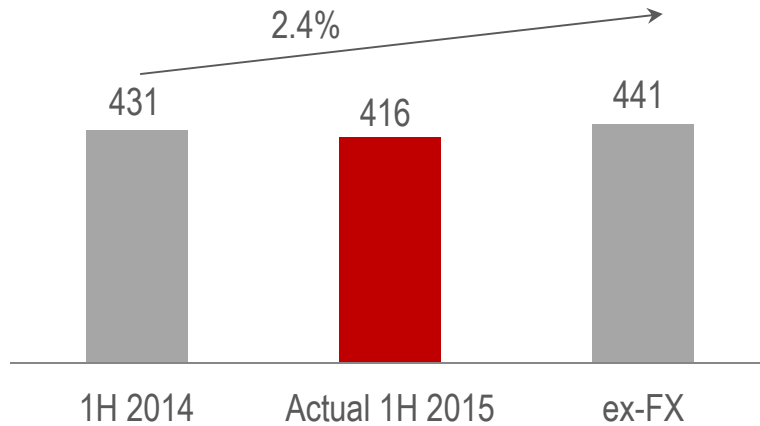
Normalization of 4G deployment

Declining PC demand

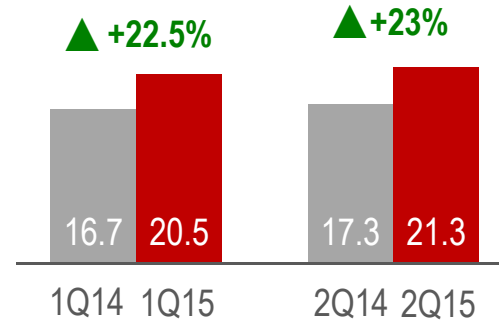
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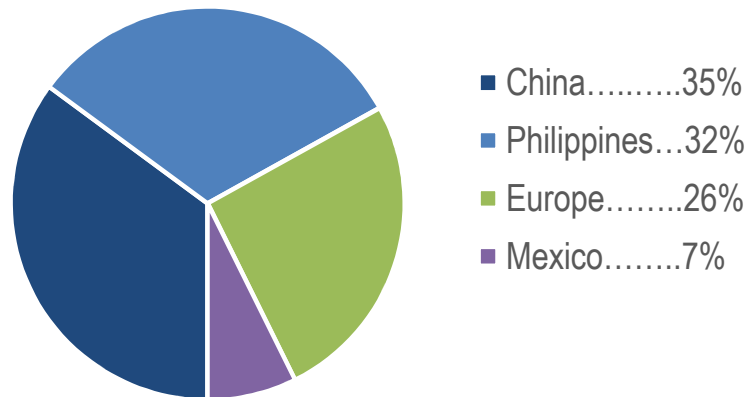
Centered on Higher-Margin Segments



Europe automotive volume in millions

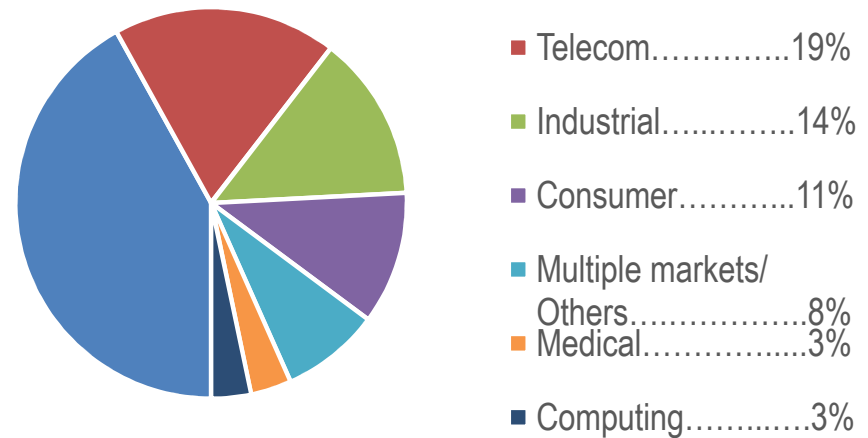


Revenues by site



Total: \$416 million

Revenues by segment



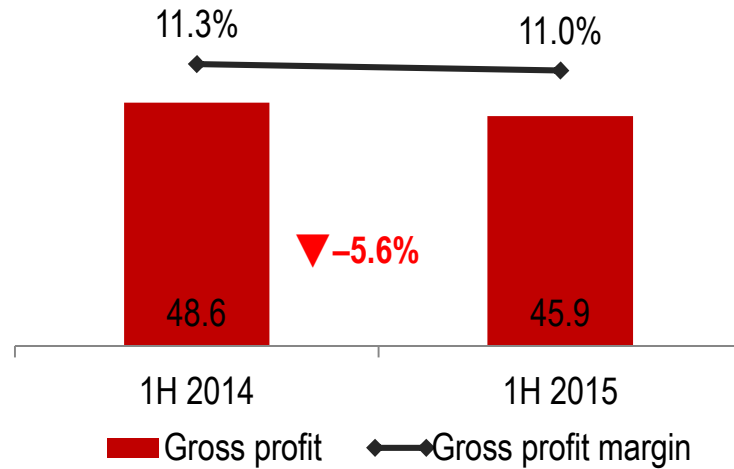
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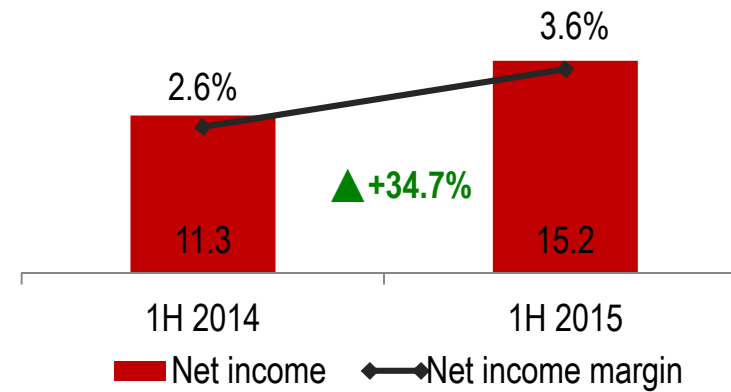
Sustained Operating Performance



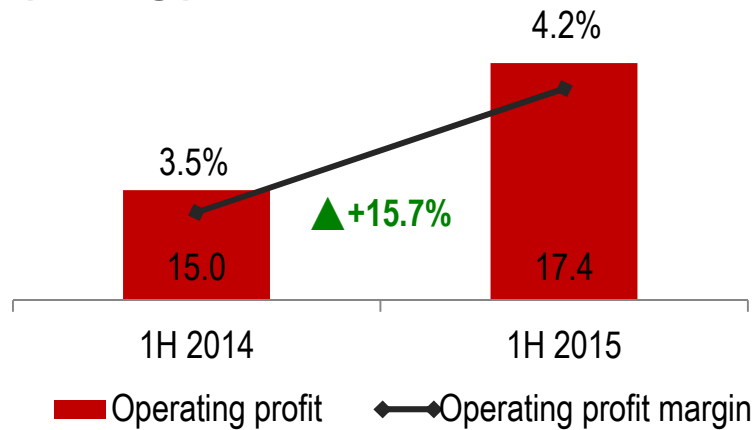
Gross profit



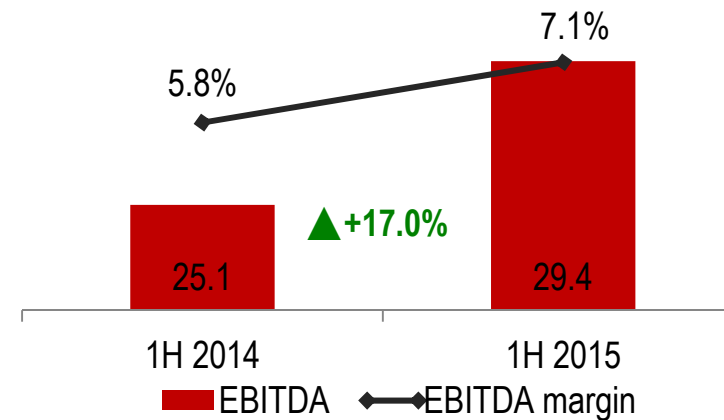
Net Income



Operating profit



EBITDA



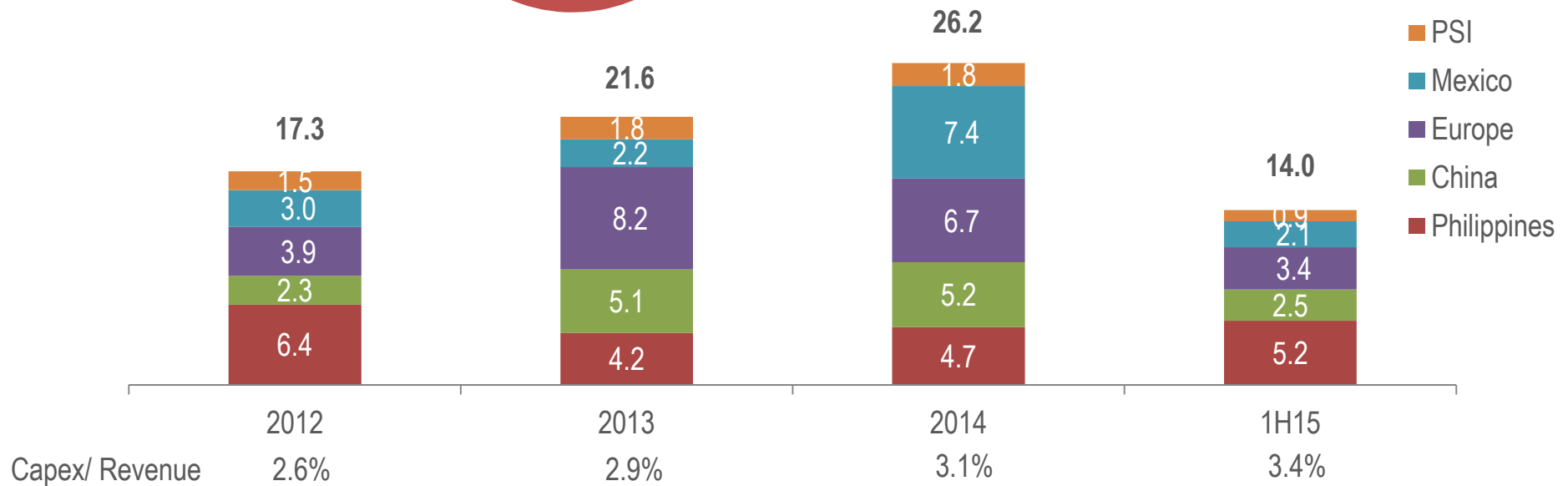
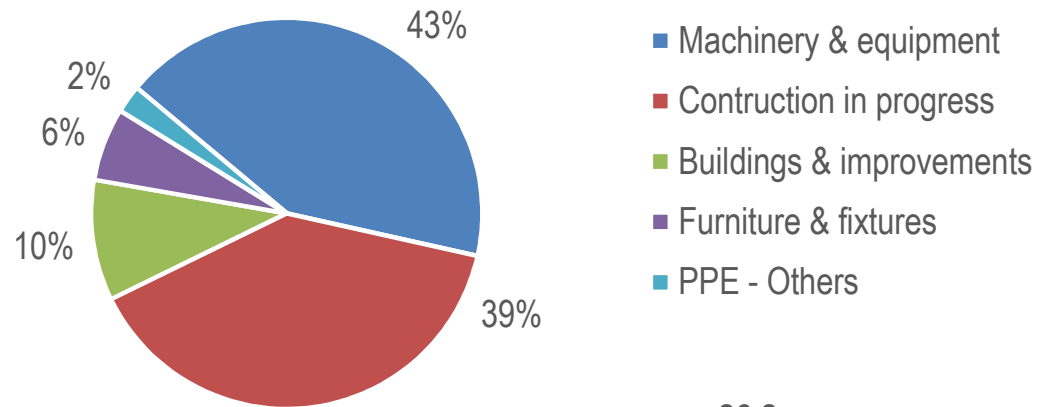
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Disciplined Capital Investments



1H 2015 CAPEX

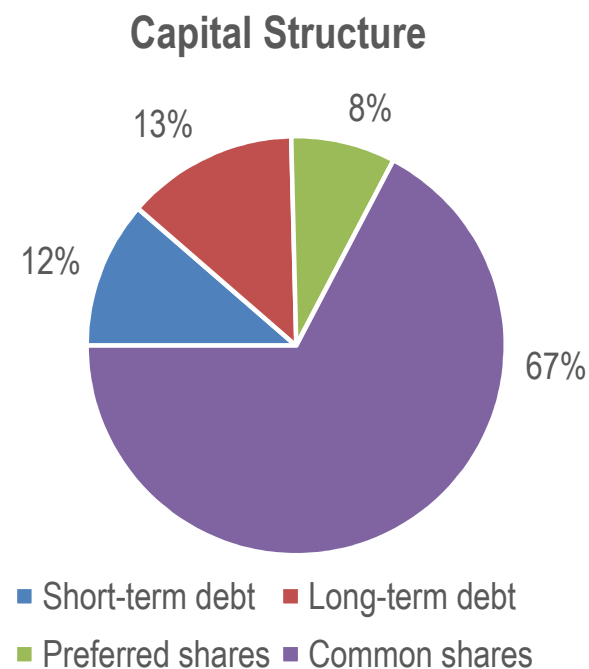


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Strong Liquidity Position



(US\$ Millions)	June 2015
Short-term debt	37.5
Long-term debt	46.8
Total Bank Debts	84.4
Cash	100.6
Net Cash	16.2
Preferred Equity	26.6
Common Equity	221.8
Total Equity	248.4



Key financial ratios	June 2015
Current ratio	1.78
Debt/Equity	0.34
Book value/share	0.12
Return on equity	14.7

Return on capital employed: 16.7% post-redemption of preferred shares

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Key Takeaways



- Strong pipeline builds solid foundation for take off
- Steady improvement in margins across market segments
- Solid balance sheet with US\$101 million in cash and a debt to equity ratio of 0.34



Thank you.

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