



1Q 2015 Financial Performance

Analysts' Briefing

12 May 2015

Namayan Function Room, Fairmont Makati

Presentation Outline



Introduction

Market Updates

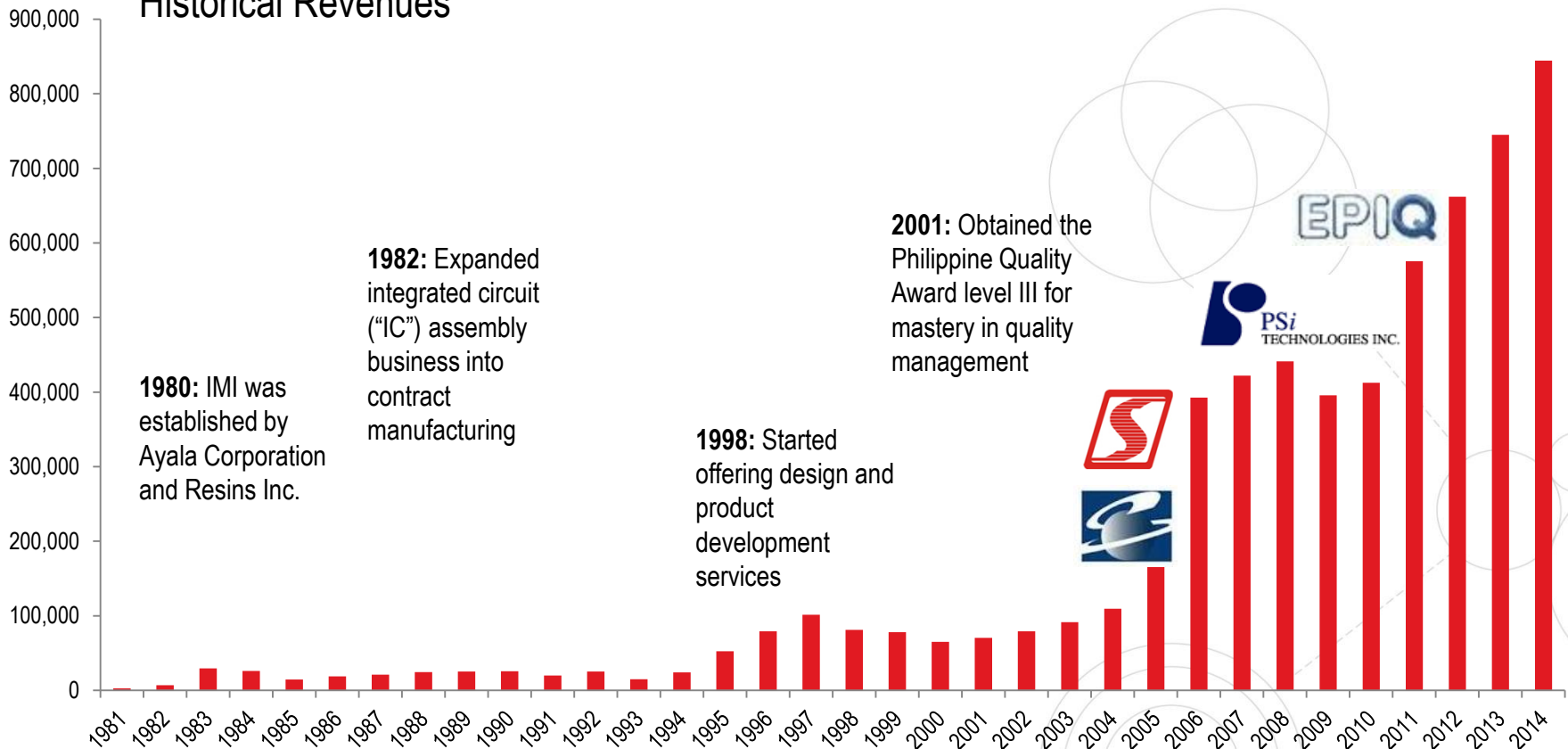
Review of 1Q 2015 Financial Results



IMI: organic growth and acquisition-driven



Historical Revenues



Our evolving capabilities



OEMs:
Technology
R&D

**Design and
Engineering**

**New
Product
Introduction**

Manufacturing

**Support and
Fulfillment**

OEMs:
Brand
Marketing

Then (1980 to 2000)

Assembly

- Printed circuit board (PCB) assembly and contract manufacturing

Design

- PCB hardware and software design services

Now

Design and Engineering

- Hardware and software design, test and systems development
- Advanced manufacturing engineering

NPI and Manufacturing

- Assembly to complete box build
- Low-volume/high-mix and high-volume/low mix manufacturing
- Complex equipment manufacturing
- Power semiconductor assembly and test solutions
- Plastic injection

Support and Fulfillment

- Materials sourcing and logistics solutions
- Product reliability, failure analysis, calibration, repair services

Where we are today



8th among global EMS providers in the automotive market¹

18th among global EMS providers in the world²

223,000 square meters of production space

13 factory sites in 6 countries

15,139 employees worldwide³

Diversified Industry Portfolio

Industry segment	Select Manufacturing Capabilities	1Q 2015 Revenue Contribution (%)
Automotive	<ul style="list-style-type: none"> • Anti Braking System sensors • Steering , Airbag safety controls • Front / Rear View Cameras • Electronic Wiper System 	43%
Telecom Infrastructure	<ul style="list-style-type: none"> • Booster Amplifier • Base Station Power Supply • Full Range Multi-Band Antennas 	17%
Industrial	<ul style="list-style-type: none"> • Security Access System • Automated Meter Reading • Point of Sales System 	13%
Consumer	<ul style="list-style-type: none"> • Power Tools • White Goods 	11%
Computer Peripherals	<ul style="list-style-type: none"> • Solid State Drives • Blu-Ray/CD/DVD Disc Drives • Power supplies 	4%
Medical	<ul style="list-style-type: none"> • Flat Panel Imaging Equipment • Patient Monitoring Device 	3%
Others/ Multiple markets	<ul style="list-style-type: none"> • Semiconductors 	8%

¹ New Venture Research Corp., based on 2013 EMS-related revenues

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

³ excluding 1,098 outsourced employees

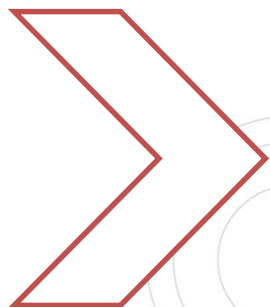
In focus: Automotive camera platform



Bosch outsources camera process design and manufacturing to IMI

Bosch supplies automotive camera systems to car OEMs

Design and Engineering
Product Development
Design for Manufacturability
Manufacturing



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Automotive Electronics



IMI
CAGR **69%**
2009-2014



\$315 Billion by 2020; 7.3% CAGR

- ADAS, 18% CAGR until 2020
- Automotive Camera, 20.7% CAGR until 2020
- Electronic content: from 40% to 75%

Industrial Electronics

Telecom Infrastructure

Medical Electronics



Driverless car review launched by UK government

By Jane Wakefield
Technology reporter

Richard Westcott has a

LAND

Changes to road reg
necessary to accom
Department of Trans

The government wants
technology.

It will publish a code of
autonomous cars to gc

Self-drive pods that wil
unveiled for the first tin

Reports Indicate Apple Developing an Electric Driverless Car

BY INSIDE UNMANNED SYSTEMS

It seems Apple is looking to expand its reach beyond the smart phone, computer and tablet markets, and may be in the early stages of developing an electric, self-driving car, according to a Reuters article.

The company is talking to expert industry source quoted in the art designing automotive software o

The Wall Street Journal reported secret lab to work on creating an several hundred people, accordir not only planning to create an el



Google Exec Wants Driverless Car To Eliminate Drivers Ed In 5 Years

When speaking at a TED Conference, a senior Google executive muses that he doesn't want his child to take drivers education

Posted By: Mark Melin Posted date: March 18, 2015 04:18:35 PM In: Technology No Comments



A senior Google Inc (NASDAQ:GOOG) (NASDAQ:GOOGL) executive charged with developing self-driving cars thinks in less than five years the automated car might be able to replace humans to the point a driver's test won't be necessary.



Automotive: set a full speed



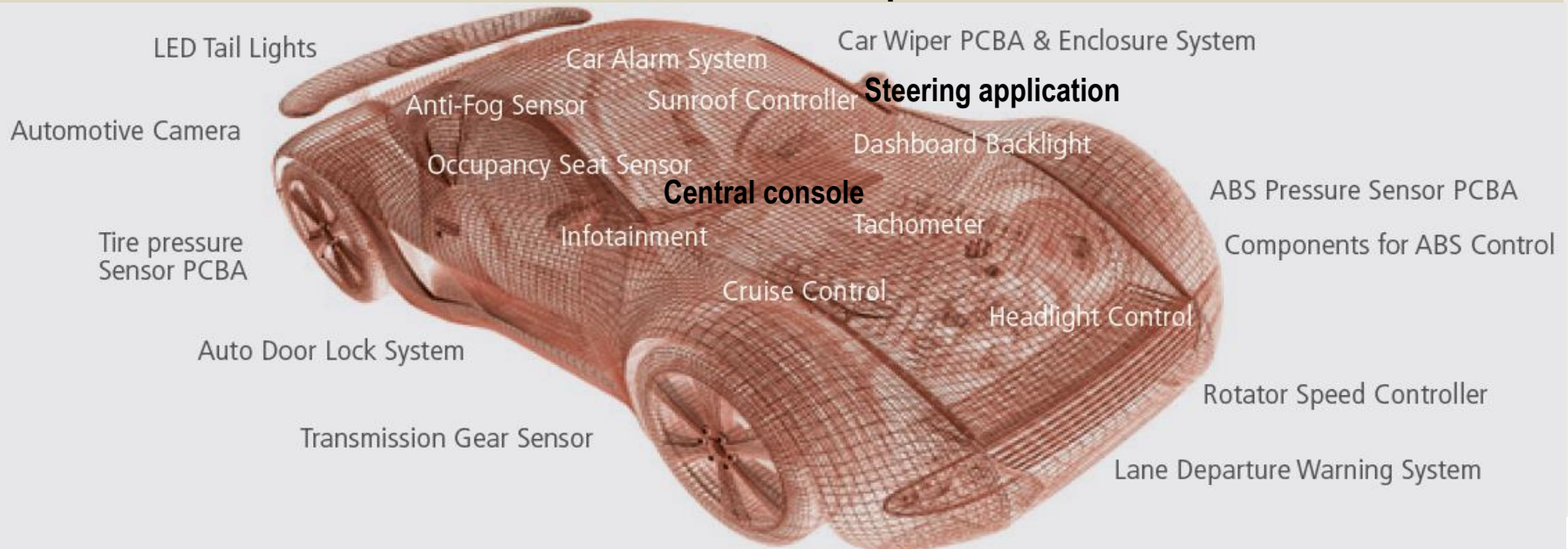
International standards certifications



Quality is Assured



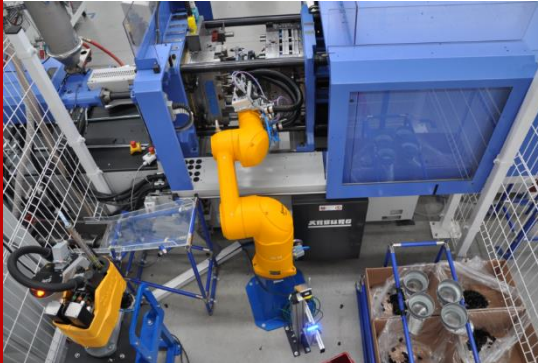
IMI's Automotive Capabilities



YOUR INNOVATIVE EMS PARTNER

Automotive Electronics

Industrial Electronics



IMI
CAGR **9%**
2009-2014

\$140 Billion by 2018; 5.6% CAGR

- Electronic access control, CAGR 12.6% until 2019
- Industrial automation equipment, 6.8% CAGR until 2017

Telecom Infrastructure

Medical Electronics



IMI
CAGR 8.2%
2009-2014



Mobile data revenue will reach \$633 Billion in 2018

Wireless Infrastructure: \$33 Billion in 2020; 30% CAGR

Automotive Electronics

Industrial Electronics

Telecom Infrastructure

Medical Electronics



IMI
CAGR **6%**
2009-2014

US\$65.4 Billion by 2017; 7.3% CAGR

Wrist Wearable Device Market Projected To Grow At 19% CAGR to Reach \$36 Billion in 2020

Posted: Mar 18, 2015 3:02 AM, GTN News

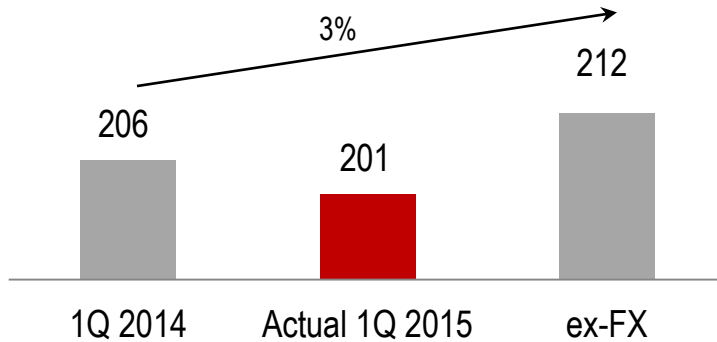
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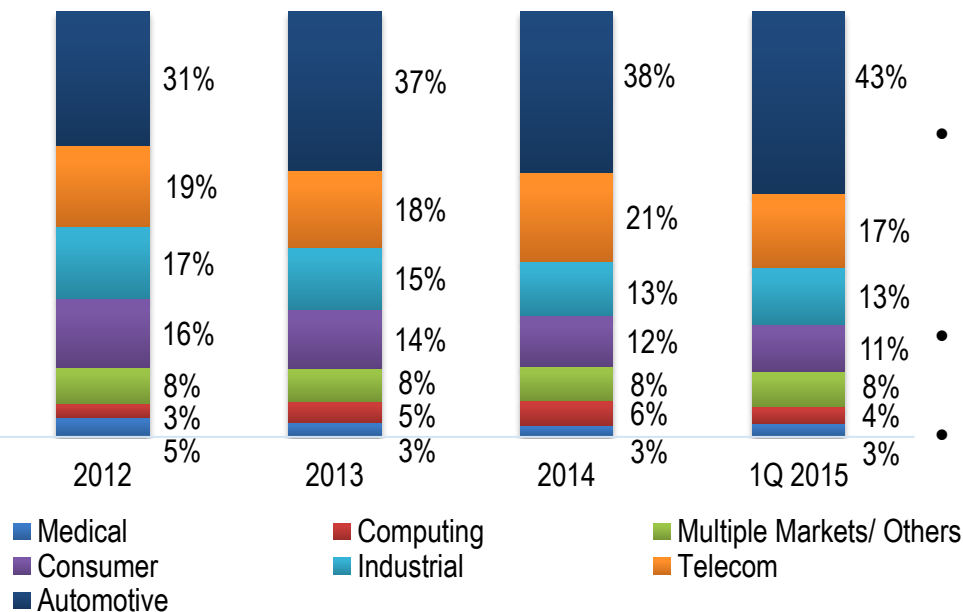


Focusing on higher margin segments



- Revenues of \$201.2 million slightly declined by 2.2% y-o-y but grew 3.5% q-o-q
- Ex-FX impact, revenues would have been up by 3.1% y-o-y
- Automotive segment rose 8% y-o-y on robust Bulgaria and Mexico operations. ex-FX impact, revenues would have been higher by 22%
- The telecom sector saw slower growth following China's strong ramp up of 4G roll-out to tier 1 cities in 2014
- Balancing revenue growth while protecting margins
- Top 10 customer concentration at 53% from 58% a year ago

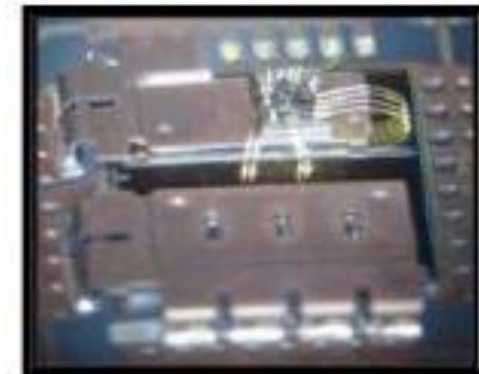
Revenues by segment



Positioned for global growth



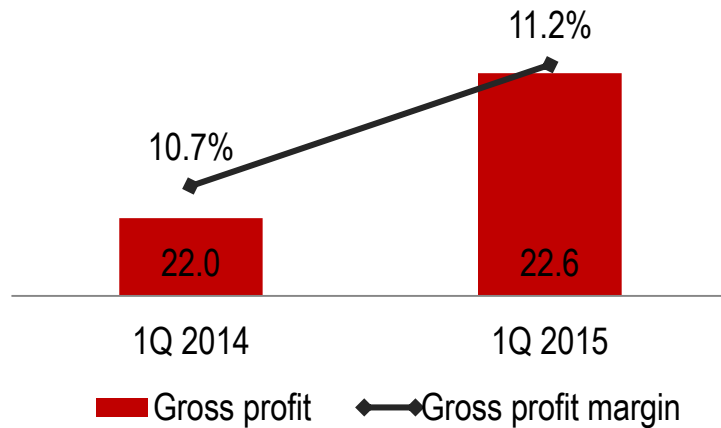
Recent major wins			
Nationality	Industry	Application	Production site
Europe	Automotive	Steering	China, Mexico
America	Industrial	Asset tag sensors	Europe
Europe	Automotive	Central console	Mexico
Europe	Industrial	Power module	Philippines



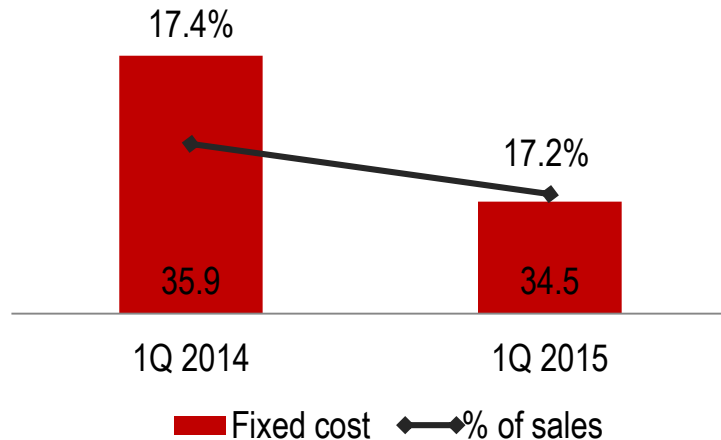
Pursuing operating profitability



Gross profit



Fixed cost*



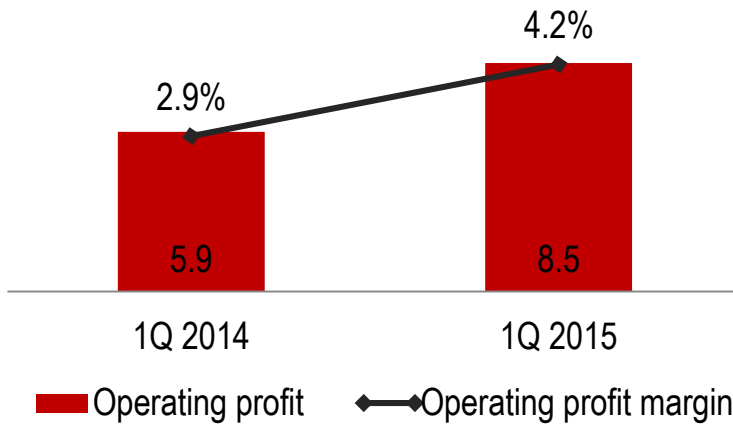
- Margin improvement driven by
 - Better mix of higher margin segments
 - supply chain productivity from cost reduction efforts of Materials group
 - direct labor productivity in China as a result of process automation
 - Productivity and GAE cost saving efforts

*Fixed cost excludes one-off expenses incurred in 1Q14, FOH excludes depreciation

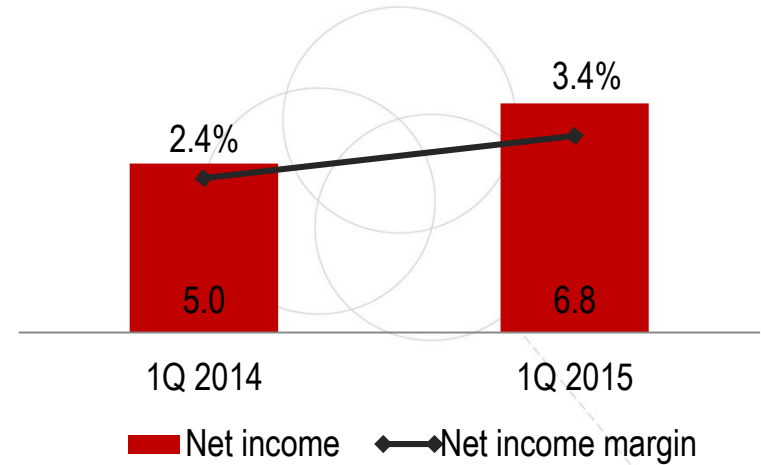
To deliver higher ROE



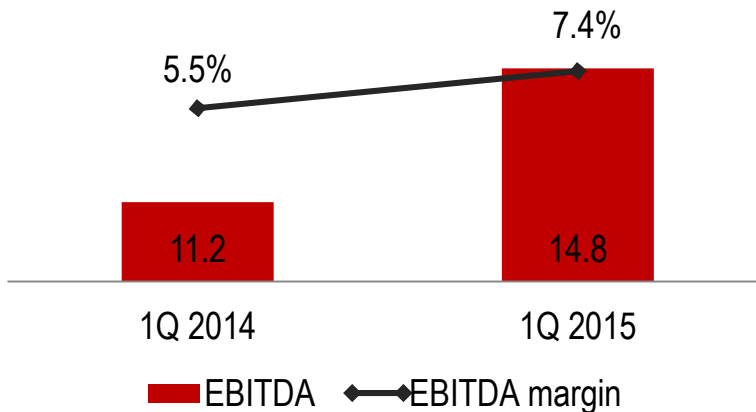
Operating Profit



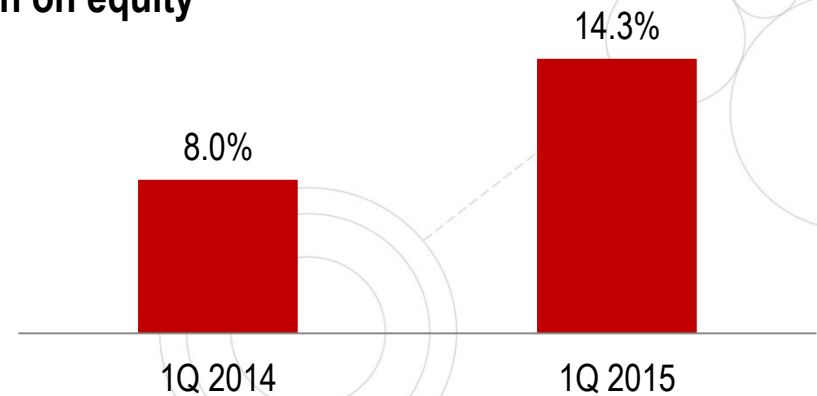
Net income



EBITDA



Return on equity

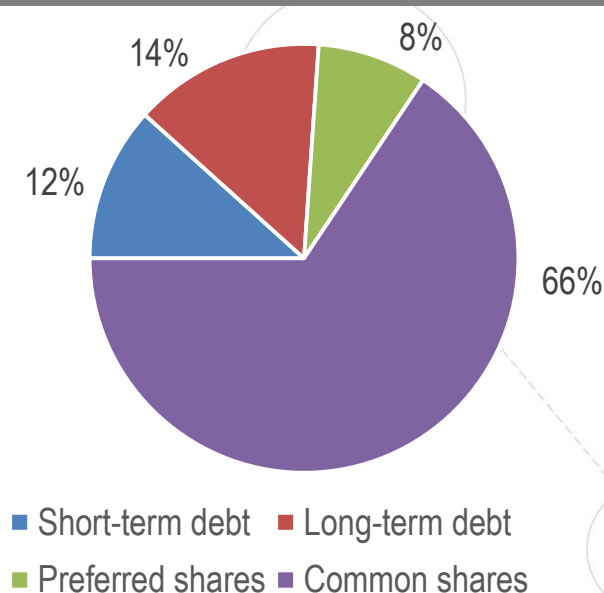


Maintaining sound capital structure



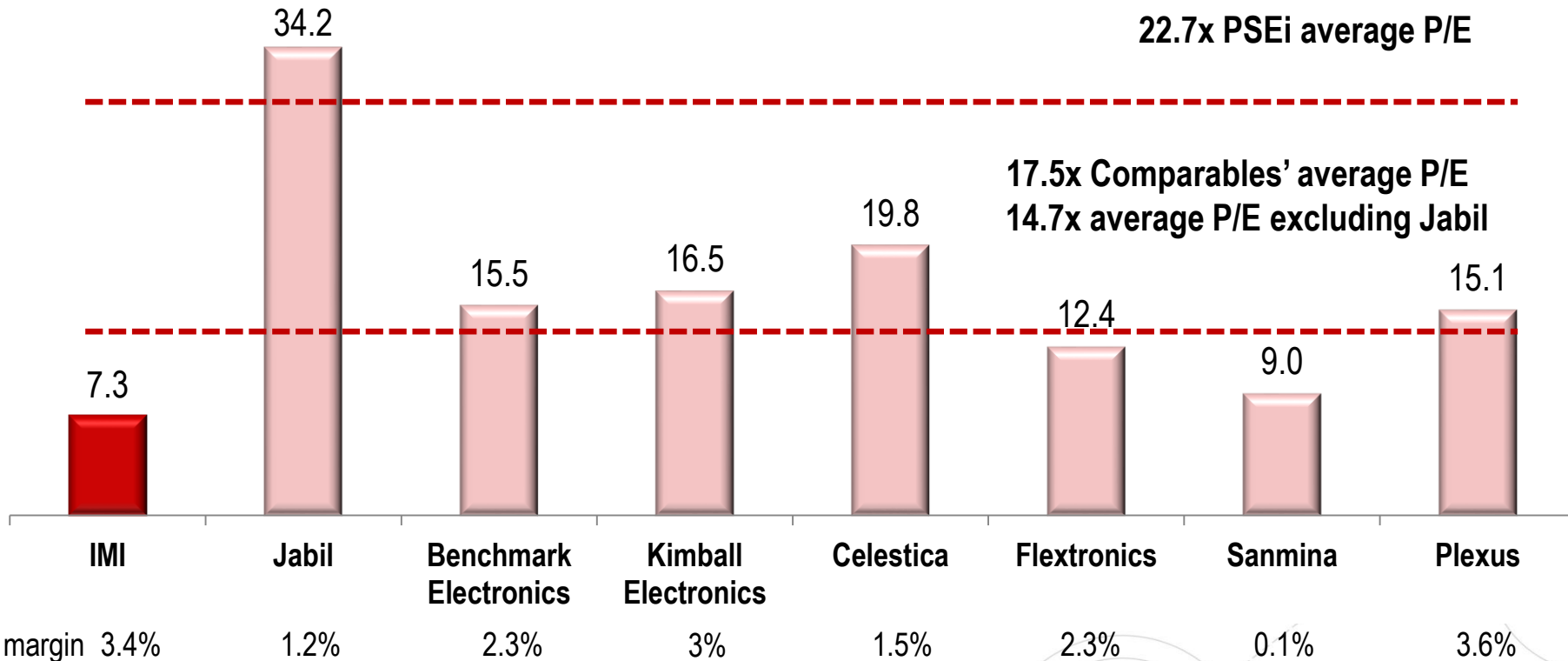
(US\$ Millions)	March 2015
Short-term debt	37.5
Long-term debt	46.7
Total Bank Debts	84.2
Cash	111.8
Net Cash	27.6
Preferred Equity	26.6
Common Equity	210.9
Total Equity	237.5

Capital Structure



Key financial ratios	March 2015
Current ratio	1.75
Debt/Equity	0.36
Book value/share	0.11

P/E Ratio



P/E ratio based on TTM; Net margin based on most recent quarter
Sources: Bloomberg except Kimball Electronics based on Thomson Reuters



Thank You

