



IMI

A member of  **ACIndustrials**
An Ayala Company

Q3 2018 Analysts' Briefing

October 30, 2018

33rd Floor, Han and Tang Function Room,
Philamlife Tower, 8767 Paseo de Roxas

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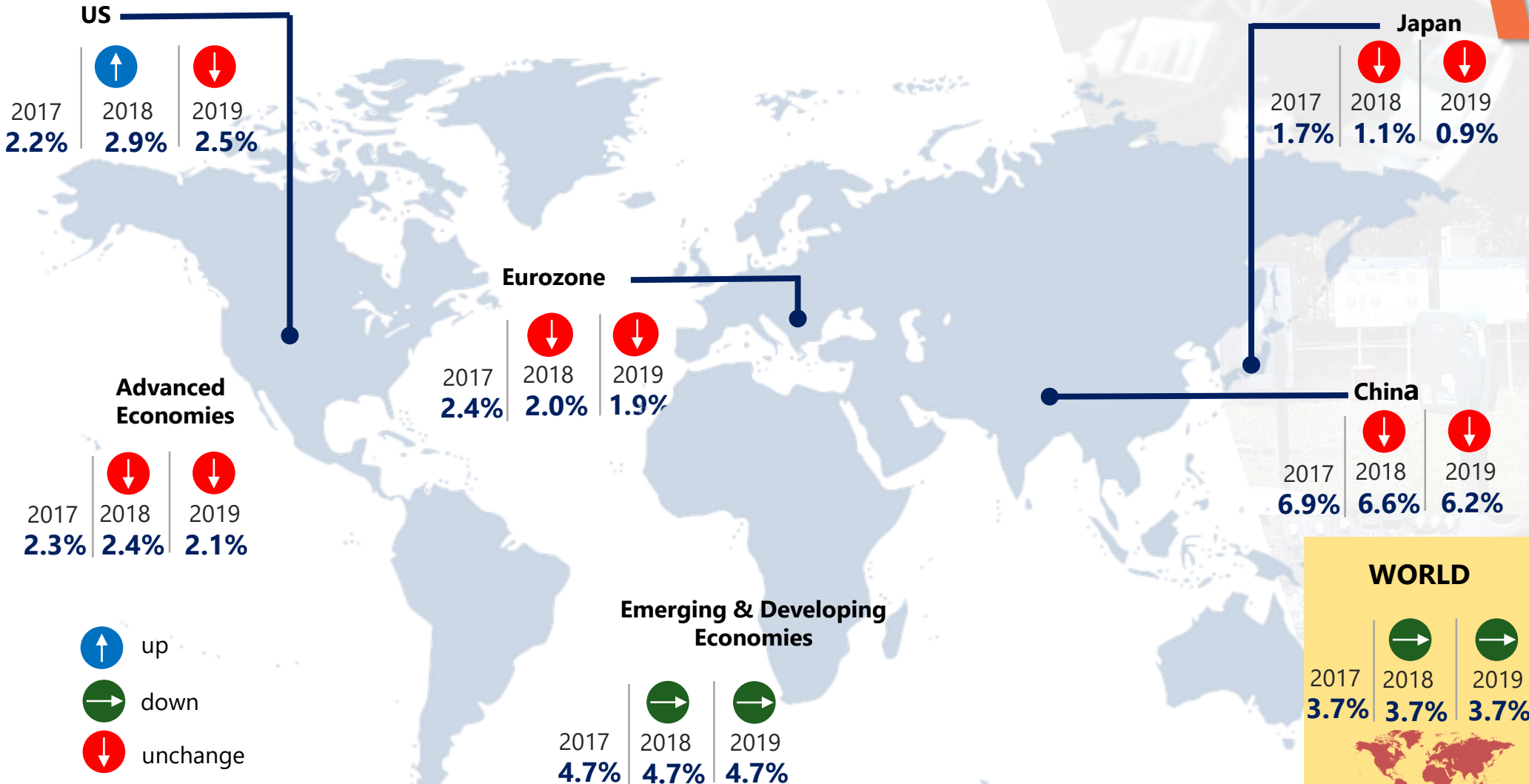
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Market Trends



Global Economy



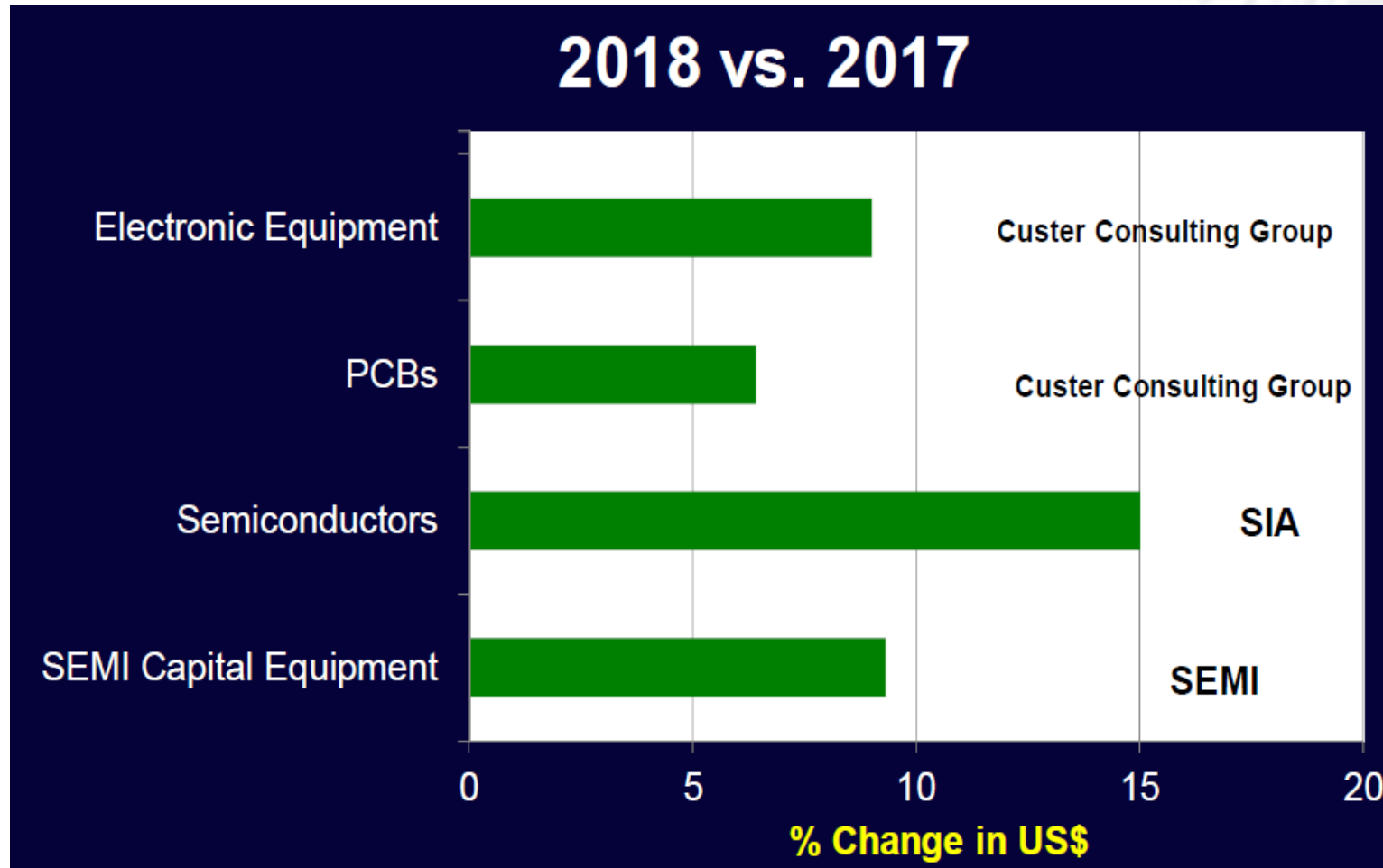
Source: International Monetary Fund, October 2018

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Global Electronic Supply Chain

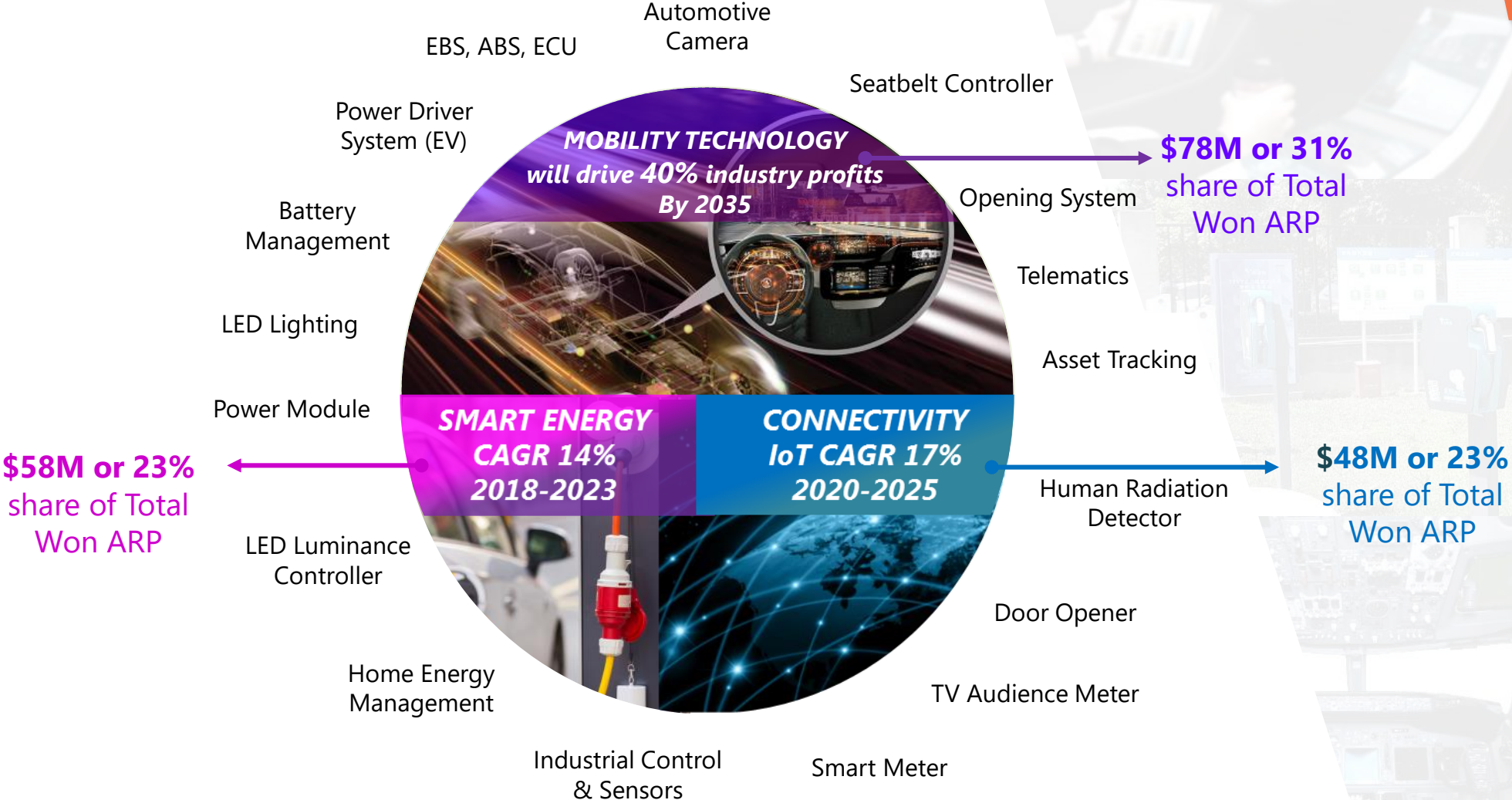
Growth in supply chain remains robust despite trade issues



Source: Walt Custer October 2018
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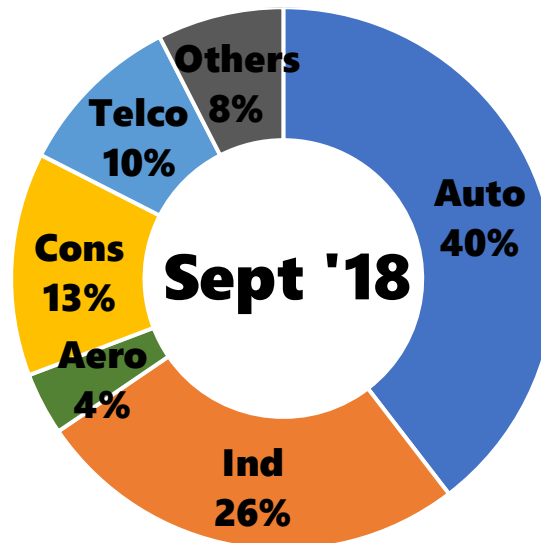
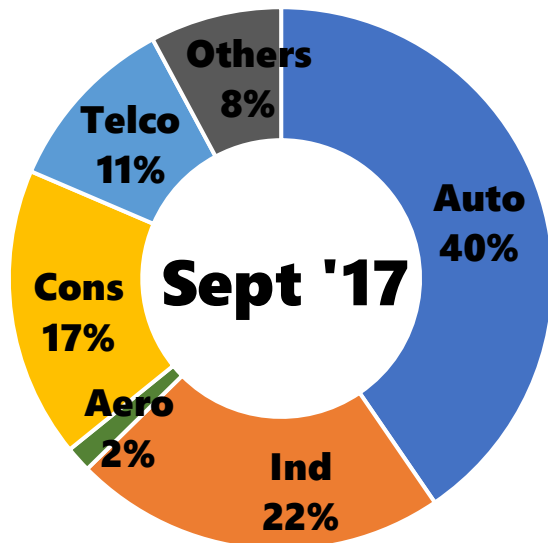
Growth Segments



Source: The Boston Consulting Group, markets and Markets, Research and Reports, IoT Analytics
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Segment Updates

	Sep - 17	Sep - 18	Y/Y%
Auto	321.7	400.5	24%
Ind* **	176.2	261.9	49%
Aero**	33.2	37.7	14%
Cons*	137.7	134.7	-2%
Telco	85.2	100.8	18%
Others	67.4	76.0	13%
TOTAL	795.2	1,011.5	33%



*2017 VIA Reclass of segments

**2017 Jan-Sept STI Rev

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We seek to build up our capabilities as a global automotive supplier – creating an integrated offering for global and emerging OEMs

Month 70-50 Concept Proposal



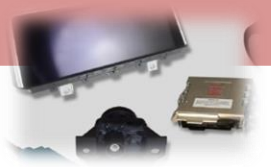
- Creation of virtual and real models

Month 50-36 Concept Development



- Definition of functional principles
- Building model prototypes

Month 36-18 Product and Process Dev't



- Product, Process and System Design
- Prototype Built Plan

Month 18-6 Product Setup and Pre-Series



- Change Management
- Tool Launch
- Product Validation

Month 6-0 Launch and SO



- Ramp up
- SOP



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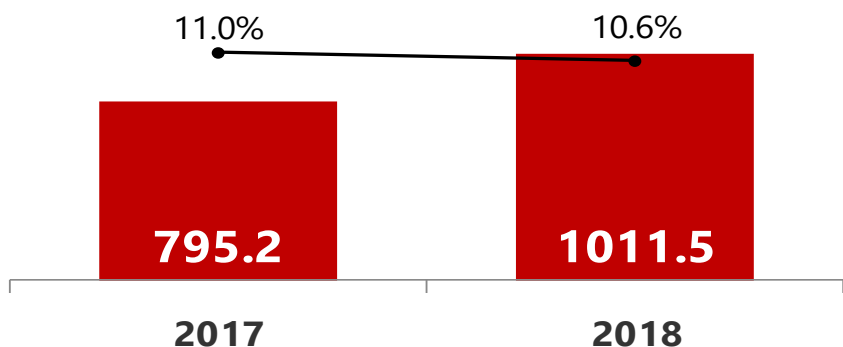
- Direct access to OEMs
- Presence in all phases
- Prepare IMI earlier in the process

September 2018 Financials

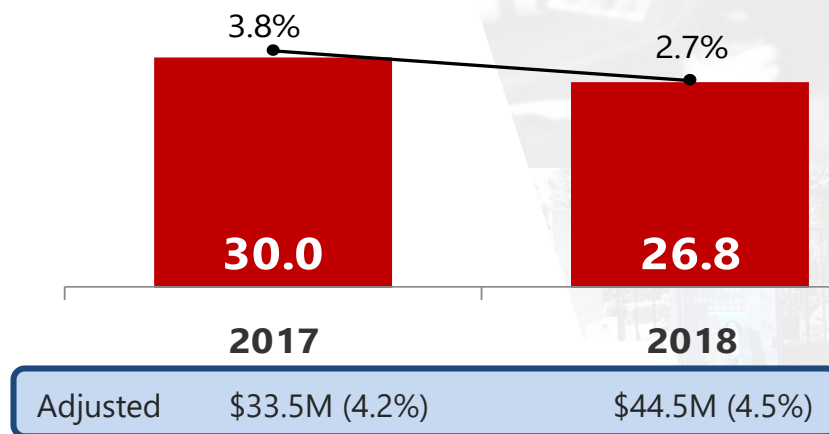


2018 Sept YTD Performance

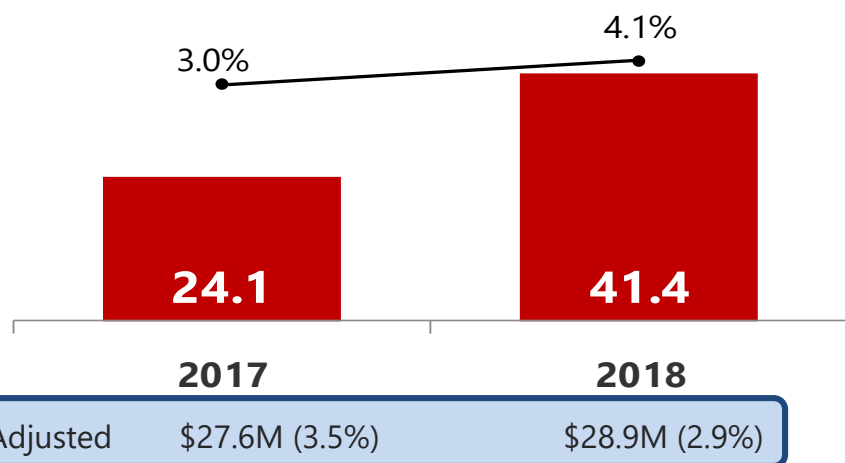
Revenue and Gross Profit Margin



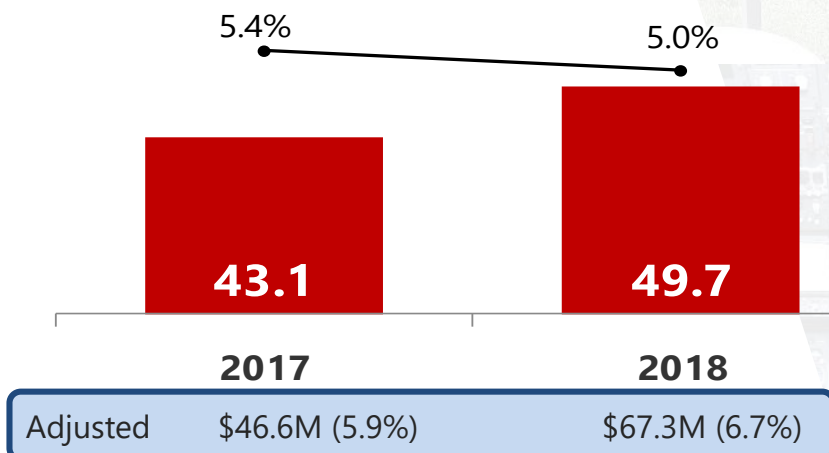
Operating Income



Net Income



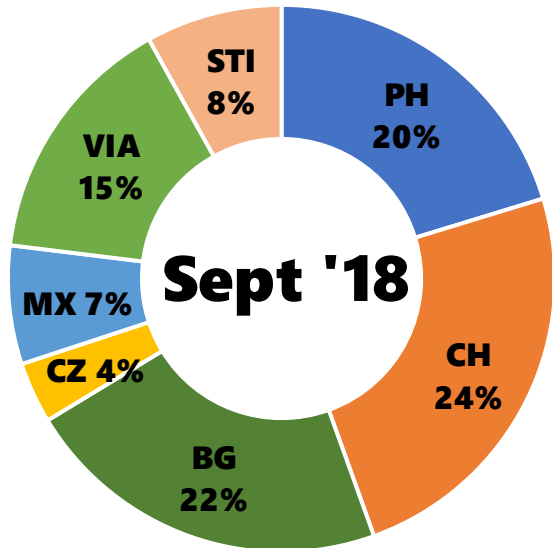
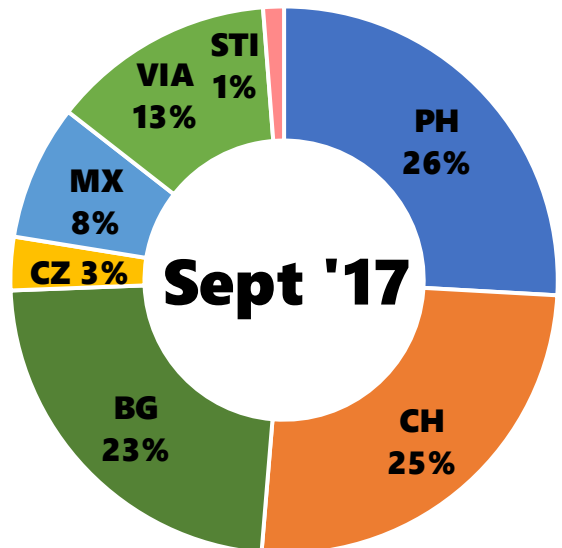
EBITDA



Region Updates

	Sept - 17	Sept - 18	Y / Y %	CAPEX
PH	170.4	183.8	8%	11.2
CH	198.2	250.1	26%	10.0
BG	175.7	211.8	21%	4.6
CZ	25.6	34.0	33%	1.9
MX	62.7	73.6	17%	3.5
VIA	114.9	154.0	34%	1.9
STI*	48.9	77.7	59%	1.1
SERBIA	-	-		11.6
TOTAL	795.2	1,011.5	27%	47.3

- PH \$10M growth in high margin Industrial businesses
- CH Continued growth in Auto segment at 66% vsLY and Industrial at 36% vsLY ; Auto and Industrial now 18% and 23% of region revenue
- MX Mass production delay (~\$9M)
- VIA Target markets Auto and Industrial growing rapidly, now 44% of revs vs 21% last year.

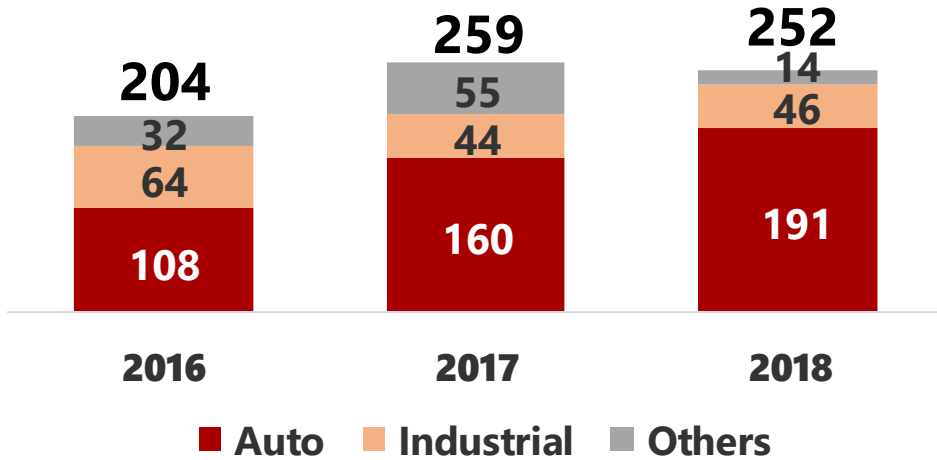


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IMI Core Program Wins (Sept YTD): \$252M

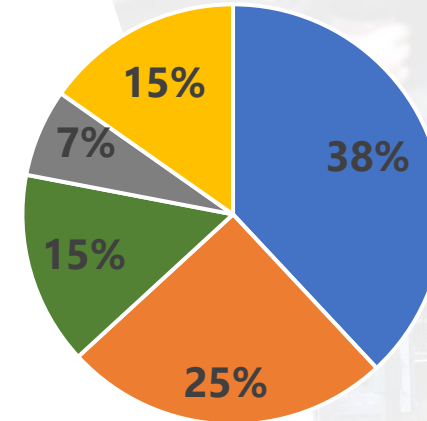
9 Months Program Wins



Notable Wins in 2018

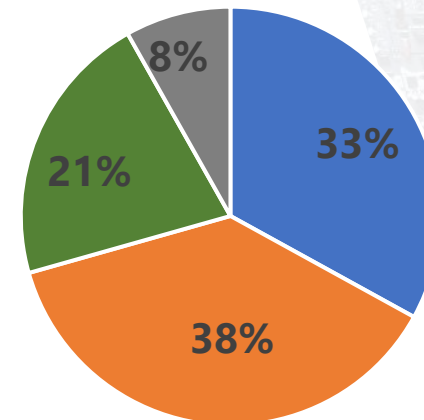
Automotive Lighting	Auto	Serbia
LED Lighting	Ind	Philippines
360° Camera	Auto	Philippines
Power Module Applications	Auto/Ind	Philippines
EBS and ABS control units	Auto	Serbia
Active Seatbelt Control	Auto	Bulgaria

Win Location - September 2018

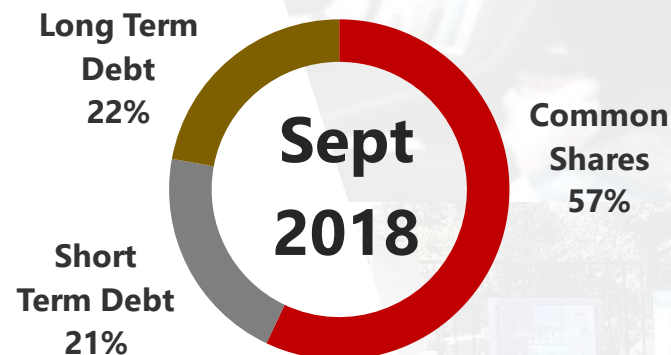
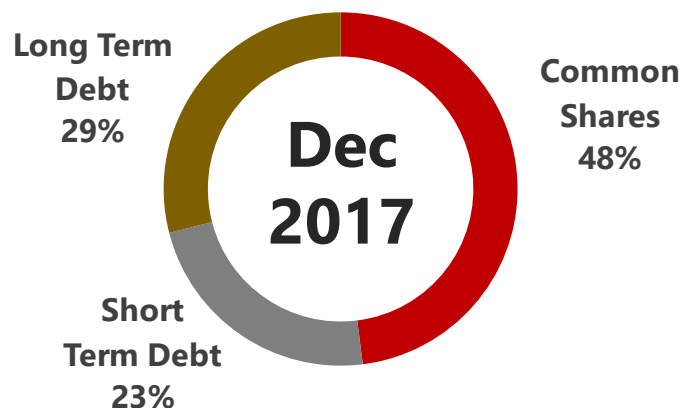


■ Philippines ■ China ■ Europe ■ MX ■ Serbia

Win Location - September 2017



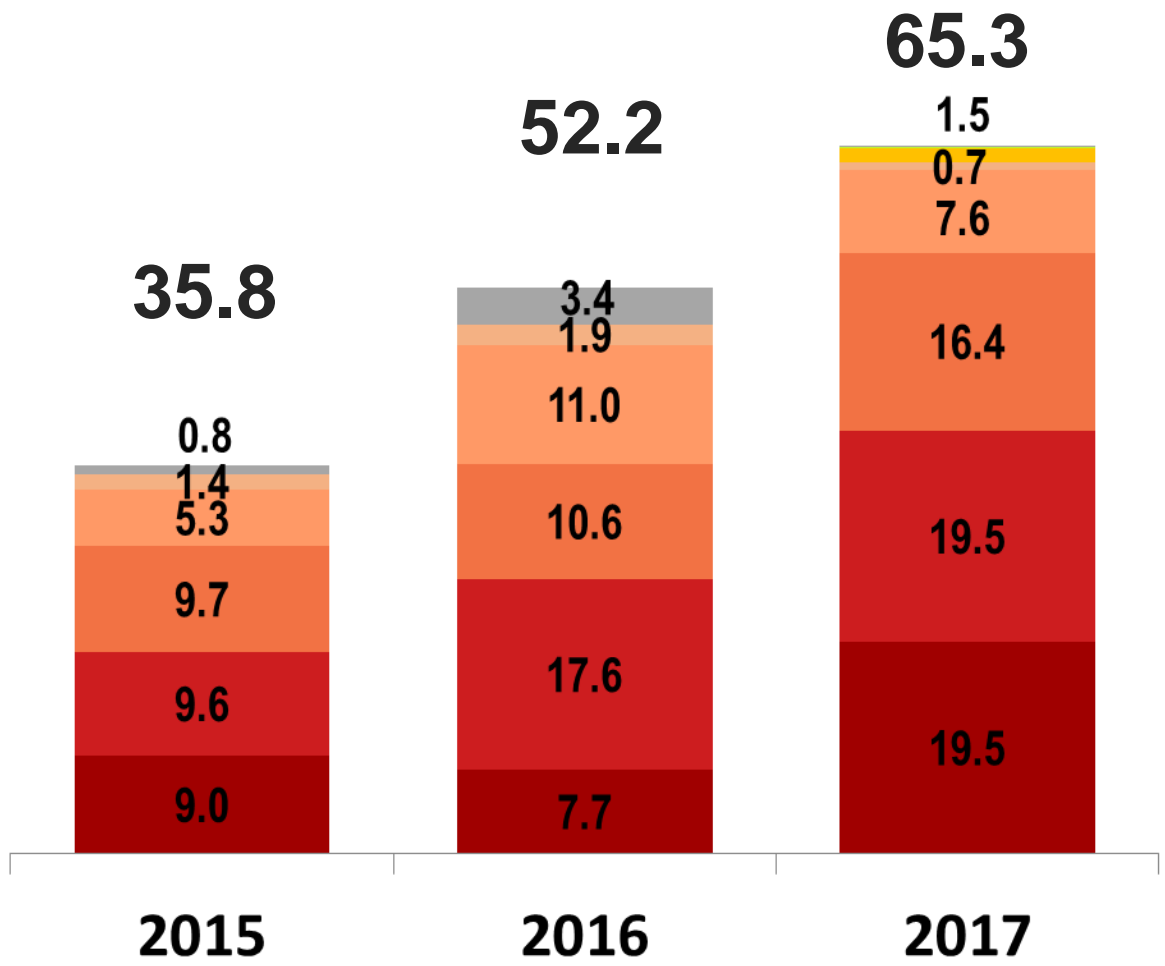
Capital Structure



(US\$ Millions)	Dec 2017	Sept 2018
Short-term debt	135.1	148.0
Long-term debt	160.0	156.6
Total Bank Debts	295.1	304.5
Cash	90.6	98.9
Net Debt	204.5	205.6
Common Equity	273.7	399.5

Key financial ratios	Dec 2017	Sept 2018
Current ratio	1.28	1.46
Bank Debt/Equity	1.08	0.76
Book value/share (\$)	0.147	0.180
Return on common equity (TTM)	13.3%	15.5%
P/E (TTM)	22.7	9.8

Disciplined Capital Investments



- Buildings.....8%
- Machinery.....37%
- Furn & Fix.....4%
- Constr. in progress.....51%

■ Philippines ■ China ■ Europe ■ Mexico ■ PSI ■ VIA ■ STI ■ Others



For more information:
www.global-imi.com
ir@global-imi.com