

Third Quarter 2013

# **EMS Index Outperforms S&P in Q3 2013**

Winner's Circle	Tie		
Sanmina Corporation	21.9%	Т	
Nam Tai Electronics, Inc.	38.8%	П	
Sparton Corp.	47.9%	Ш	
Worst Performers	1	<b>Fie</b>	
Worst Performers Jabil Circuit Inc.	٦ 6.4%	Fie I	
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Note: Based on quarter-over-quarter share price performance

### **EMS Stock Highlights**

- Large Index has increased 13.4% from last quarter
- Mid Index has decreased 18.3% from last quarter
- Small Index has increased 32.2% from last quarter

## **EBITDA Margins**

Large Tier	4.4%
Mid Tier	6.3%
Small Tier	4.6%

### **YOY LTM Revenue Growth**

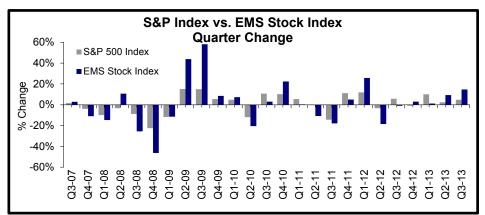
Large Tier	(4.3%)
Mid Tier	4.2%
Small Tier	6.2%
Source: Capital IQ as of 2013 Note: Average for each s stands for year-over-yea	sector, YOY

### EMS Size Guide (Revenue Dollars)

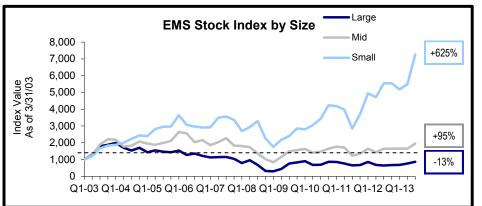
Large (Tier I) Greater than \$3 billion

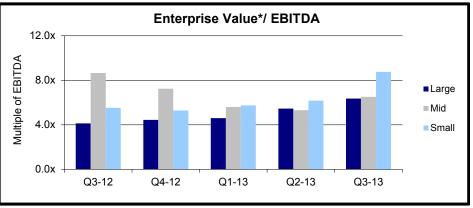
Mid (Tier II) \$300 million to \$3 billion

Small (Tier III) Below \$300 million



EMS STOCK INDEX





\*Enterprise Value is calculated as Market Cap on September 30, 2013 plus debt, preferred equity and minority interest less cash

Note: See the following page for specific company classifications

## About the EMS Stock Index

Similar to the S&P 500 Index, the EMS Stock Index is a market cap weighted composite index. The index is prepared by first selecting a base period, in this case, Q1 2003, and totaling the market caps of the companies for each tier in this period. This period and total market cap is set to a base index, in this case, 1,000. Next, for each tier, the current period's total market cap is calculated, divided by the base period's total market cap and then multiplied by the base index (1,000). The result is the index value used for plotting in the graph above.





## **EMS Stock Index Data**

				Avg. Cash					
	Stock	LTM	Diluted	Conversion	Current	EV/	EV/	Market	
	Price	Sales	EPS	Cycle	Ratio	EBITDA	Sales	Сар	Net Debt
		(\$M)		(days)				(\$M)	(\$M)
Large									
Celestica Inc.	\$ 11.02	\$ 5,939	\$ 0.46	38.8	1.79	6.8x	0.2x	\$ 2,025	\$ (554)
Flextronics International Ltd.	9.09	23,385	0.31	28.2	1.18	6.6x	0.3x	5,564	781
Jabil Circuit Inc.	21.68	18,337	1.79	5.6	1.20	5.1x	0.3x	4,394	895
Sanmina Corporation	17.49	5,990	2.43	52.3	1.75	6.7x	0.3x	1,463	270
Mid									
Benchmark Electronics Inc.	22.89	2,395	1.04	83.2	3.49	7.2x	0.4x	1,244	(389)
CTS Corporation	15.77	577	0.21	69.9	2.50	12.2x	1.0x	531	44
Key Tronic Corp.	10.29	361	1.15	71.4	2.95	4.7x	0.3x	108	(11)
Nam Tai Electronics, Inc.	7.77	1,295	0.74	(2.1)	2.93	1.1x	0.1x	348	(224)
Plexus Corp.	37.16	2,255	1.70	74.4	2.22	8.4x	0.5x	1,254	(24)
Sypris Solutions Inc.	3.12	307	(0.77)	44.4	1.52	5.5x	0.2x	63	2
Small									
IEC Electronics Corp.	3.67	139	0.07	76.6	2.16	10.1x	0.5x	37	30
Nortech Systems Inc.	4.77	105	0.26	92.0	1.69	7.5x	0.3x	13	13
SigmaTron International Inc.	5.36	207	0.38	77.6	1.98	4.3x	0.2x	21	19
SMTC Corp.	1.94	279	(0.16)	61.3	1.23	9.6x	0.2x	32	22
Sparton Corp.	25.50	266	1.33	92.9	1.91	12.2x	1.0x	256	5

Source: Capital IQ as of September 30, 2013; stock price adjusted for dividends and splits

### **About Lincoln International**

Lincoln International specializes in merger and acquisition advisory services, debt advisory services, private capital raising and restructuring advice on mid-market transactions. Lincoln International also provides fairness opinions, valuations and pension advisory services on a wide range of transaction sizes. With fifteen offices in the Americas, Asia and Europe, Lincoln International has strong local knowledge and contacts in key global economies. The firm provides clients with senior-level attention, indepth industry expertise and integrated resources. By being focused and independent, Lincoln International serves its clients without conflicts of interest. More information about Lincoln International can be obtained at www.lincolninternational.com.

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Lincoln International's Electronics Group is led by a former CEO of a public EMS company. The firm's Electronics team provides transactional, financial and strategic advisory services to electronics companies and private equity groups. For more information, please contact:

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