

An aerial night view of a city, likely Tokyo, showing a complex highway interchange with light trails from traffic. The city lights are visible in the background. Overlaid on the image is a network of glowing white nodes connected by thin white lines, suggesting a global or digital network. The sky is dark with some light clouds.

First Quarter 2018 Financial Results

April 27, 2018



Cautionary Note Regarding Forward-Looking Statements

This presentation contains forward-looking statements, including, without limitation, those related to our future growth; trends in the electronics manufacturing services (EMS) industry; our anticipated financial and/or operational results (including our anticipated quarterly revenue, non-IFRS adjusted SG&A expenses, non-IFRS operating margin, and non-IFRS EPS, as well as our anticipated revenue growth and improved operational efficiency in the second quarter of 2018, non-IFRS operating margin goals for the second half of 2018 and non-IFRS annual adjusted effective tax rate for 2018); the anticipated realization of cost efficiencies from our restructuring actions and anticipated increases in ATS segment revenue in the second half of 2018; the impact of acquisitions and program wins or losses on our liquidity, financial results and working capital requirements; anticipated expenses, restructuring actions and charges, capital expenditures and other anticipated working capital requirements, including the anticipated amounts, timing and funding thereof; the impact of tax and litigation outcomes; our cash flows, financial targets and priorities; intended investments in our business; changes in our mix of revenue; our ability to diversify and grow our customer base and develop new capabilities; the expected impact of the acquisition of Atrenne Integrated Solutions, Inc. (Atrenne) on our position in the aerospace and defense and industrial markets; the impact of increased competition, pricing and margin pressures, demand volatility, and materials constraints on our financial results, and the expected continuation of such adverse market conditions in our CCS segment; our intention to settle outstanding equity awards with subordinate voting shares; the timing and terms of the sale of our real property in Toronto and related transactions, including the expected lease of our new corporate headquarters (collectively, the Toronto Real Property Transactions); the costs, timing and execution of relocating our existing Toronto manufacturing operations and the anticipated temporary relocation of our corporate headquarters while space in a new office building is under construction; and the timing of transition activities related to newly-issued accounting standards. Such forward-looking statements may, without limitation, be preceded by, followed by, or include words such as “believes,” “expects,” “anticipates,” “estimates,” “intends,” “plans,” “continues,” “project,” “potential,” “possible,” “contemplate,” “seek,” or similar expressions, or may employ such future or conditional verbs as “may,” “might,” “will,” “could,” “should” or “would,” or may otherwise be indicated as forward-looking statements by grammatical construction, phrasing or context. For those statements, we claim the protection of the safe harbor for forward-looking statements contained in the U.S. Private Securities Litigation Reform Act of 1995, and applicable Canadian securities laws.

Forward-looking statements are provided for the purpose of assisting readers in understanding management’s current expectations and plans relating to the future. Readers are cautioned that such information may not be appropriate for other purposes. Forward-looking statements are not guarantees of future performance and are subject to risks that could cause actual results to differ materially from conclusions, forecasts or projections expressed in such forward-looking statements, including, among others, risks related to: our customers’ ability to compete and succeed in the marketplace with the services we provide and the products we manufacture; customer and segment concentration and the challenges of diversifying our customer base and replacing revenue from completed or lost programs or customer disengagements, which could be driven by a number of factors, including but not limited to operating performance, supply base consolidation, or our ability to achieve acceptable financial returns; changes in our mix of customers and/or the types of products or services we provide; higher concentration of fulfillment services and/or other lower margin programs impacting gross profit, price, margin pressures from customer re-negotiations, and other competitive factors generally affecting, and the highly competitive nature of, the EMS industry; price and other competitive factors affecting our CCS businesses; responding to changes in demand, rapidly evolving and changing technologies, and changes in our customers’ business and outsourcing strategies, including the insourcing of programs; customer, competitor and/or supplier consolidation; integrating any acquisitions or strategic transactions (including “operate-in-place” arrangements); retaining or expanding our business due to execution issues relating to the ramping of new and existing programs or new offerings; our having sufficient financial resources and working capital to fund currently anticipated financial obligations and to pursue desirable business opportunities, and potential negative impacts on our liquidity, financial condition and/or results of operations resulting from significant uses of cash and/or any future securities issuances or increased third-party indebtedness for acquisitions or to otherwise fund our operations; delays in the delivery and availability of components, services and materials, including from suppliers upon which we are dependent for certain components; our restructuring actions, including achieving the anticipated benefits therefrom, and the potential negative impact of transitions resulting from our restructuring actions on our operations; the incurrence of future impairment charges or other write-downs of assets; managing our operations, growth initiatives, and our working capital performance during uncertain market and economic conditions; disruptions to our operations, or those of our customers, component suppliers and/or logistics partners, including as a result of global or local events outside of our control (including as a result of Britain’s intention to leave the European Union (Brexit) and/or policies or legislation proposed or instituted by the current U.S. administration, including the impact of the recent U.S. tax reform and/or any new significant tariffs on items imported from China or other countries into the U.S. on our operations, or those of our customers, component suppliers and/or logistics partners); the expansion or consolidation of our operations; recruiting or retaining skilled talent; changes to our operating model; changing commodity, material and component costs as well as labor costs and conditions; defects or deficiencies in our products, services or designs; non-performance by counterparties, including our former solar supplier from whom we have accounts receivable outstanding; our financial exposure to foreign currency volatility, including fluctuations that may result from Brexit and/or policies or legislation proposed or instituted by the current U.S. administration; managing our global operations and supply chain; our ability to successfully integrate the Atrenne acquisition, to further develop our capabilities in the aerospace and defense market or otherwise expand our portfolio of solutions, and achieve the other expected benefits from the acquisition; our dependence on industries affected by rapid technological change; any failure to adequately protect our intellectual property or intellectual property of others; increasing income and other taxes, tax audits, and challenges of defending our tax positions, and obtaining, renewing or meeting the conditions of tax incentives and credits; the potential that conditions to closing the Toronto Real Property Transactions may not be satisfied on a timely basis or at all; the costs, timing and/or execution of relocating our existing Toronto manufacturing operations and/or corporate headquarters proving to be other than anticipated; computer viruses, malware, hacking attempts or outages that may disrupt our operations; the variability of revenue and operating results; compliance with applicable laws, regulations, government grants and social responsibility initiatives; and current or future litigation, governmental actions, and/or changes in legislation. The foregoing and other material risks and uncertainties are discussed in our public filings at www.sedar.com and www.sec.gov, including in our most recent MD&A, our most recent Annual Report on Form 20-F filed with, and subsequent reports on Form 6-K furnished to, the U.S. Securities and Exchange Commission, and as applicable, the Canadian Securities Administrators.

Our revenue, earnings and other financial guidance contained in this presentation is based on various assumptions, many of which involve factors that are beyond our control. Our material assumptions include those related to the following: production schedules from our customers, which generally range from 30 to 90 days and can fluctuate significantly in terms of volume and mix of products or services; the timing and execution of, and investments associated with, ramping new business (including new business associated with acquisitions); the successful pursuit, completion and integration of acquisitions; the success in the marketplace of our customers’ products; the pace of change in our traditional businesses (CCS segment) and our ability to retain programs and customers; the stability of general economic and market conditions, currency exchange rates, and interest rates; our pricing, the competitive environment and contract terms and conditions; supplier performance, pricing and terms; compliance by third parties with their contractual obligations, the accuracy of their representations and warranties, and the performance of their covenants; the costs and availability of components, materials, services, plant and capital equipment, labor, energy and transportation; operational and financial matters including the extent, timing and costs of replacing revenue from completed or lost programs, or customer disengagements; technological developments; that the impact of the recent U.S. tax reform on our operations will be as we currently anticipate; our ability to recover accounts receivable outstanding from a former solar supplier; the timing, execution and effect of restructuring actions; our having sufficient financial resources and working capital to fund currently anticipated financial obligations and to pursue desirable business opportunities; our ability to diversify our customer base and develop new capabilities; the availability of cash resources for repurchases of outstanding subordinate voting shares under our current normal course issuer bid (NCIB); compliance with applicable laws and regulations pertaining to NCIBs; and that we are able to successfully integrate Atrenne, further develop our capabilities in the aerospace and defense market, expand our portfolio of solutions, and achieve the other expected benefits from the acquisition. While management believes these assumptions to be reasonable under the current circumstances, they may prove to be inaccurate. Forward-looking statements speak only as of the date on which they are made, and we disclaim any intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as required by applicable law.

All forward-looking statements attributable to us are expressly qualified by these cautionary statements.

CEO Remarks



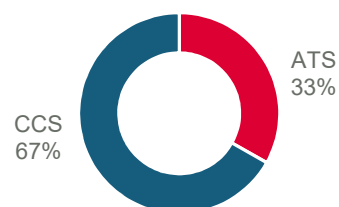
Q1 2018 Highlights

\$US	Q1 2018	Comments
Revenue	\$1.50B	1% YTY Increase; 8% YTY Growth in ATS 2% YTY Decline in CCS
IFRS Net Earnings	\$14.1M	Down \$8.4M YTY
IFRS EPS - diluted	\$0.10	Down 6 cent YTY ¹
Non-IFRS Operating Margin	3.0%	Down 0.6% YTY
Adjusted EPS – diluted (non-IFRS)	\$0.24	Down 5 cents YTY ¹
Adjusted ROIC (non-IFRS)	14.4%	Down 4.9% YTY

¹ Please refer to the appendix section of this presentation for a reconciliation of Non-IFRS financial measures to the most comparable IFRS measures.

ATS¹ and CCS² Segment Revenue and Profitability

Q1 2017 Revenue⁴



Q1 2018 Revenue⁵



Q1 2017 % of Segment Income



Q1 2018 % of Segment Income



1Q18 Revenue \$	Sequential	Year over Year
ATS	Up 4%	Up 8%
CCS	Down 9%	Down 2%
<i>Communications</i>	<i>Down 8%</i>	<i>Down 7%</i>
<i>Enterprise</i> ³	<i>Down 10%</i>	<i>Up 6%</i>

Segment Income ⁶	1Q17	1Q18
ATS	23.3M	27.9M
CCS	29.9M	16.8M

Segment Margin ⁶	1Q17	1Q18
ATS	4.7%	5.2%
CCS	3.0%	1.7%

¹ ATS consists of Aerospace & Defense, Industrial, Smart Energy, Healthtech, Semiconductor Capital Equipment and Consumer.

² CCS consists of Communications and Enterprise.

³ Enterprise consists of Servers and Storage.

⁴ In Q1 2017, Communications represented 43% of total revenue and Enterprise represented 24% of total revenue.

⁵ In Q1 2018, Communications represented 39% of total revenue and Enterprise represented 25% of total revenue.

⁶ Segment income is defined as a segment's net revenue less its cost of sales and its allocable portion of selling, general and administrative expenses and research and development expenses (collectively, Segment Costs). Identifiable Segment Costs are allocated directly to the applicable segment while other Segment Costs, including indirect costs and certain corporate charges, are allocated to our segments based on an analysis of the relative usage or benefit derived by each segment from such costs. Segment income excludes finance costs, amortization of intangible assets (excluding computer software), employee stock-based compensation expense, and net restructuring, impairment and other charges (recoveries).

Q1 2018 Highlights

\$US Millions (Except for per share amounts and %)	Q1 2018	B/(W) QTQ (vs. Q4 2017)	B/(W) YTY (vs. Q1 2017)
Revenue	\$1,500	(\$71)	\$18
IFRS Net Earnings	\$14.1	\$0.5	(\$8.4)
IFRS EPS - diluted	\$0.10	\$0.01	(\$0.06)
Non-IFRS Adjusted Gross Margin (adjusted for employee stock-based comp expense)	6.6%	(0.1%)	(0.7%)
Non-IFRS Adjusted SG&A (adjusted for employee stock-based comp expense)	\$47.0	(\$0.1)	\$0.8
Non-IFRS Adjusted EBIAT	\$44.7	(\$5.2)	(\$8.5)
Non-IFRS Operating Margin	3.0%	(0.2%)	(0.6%)
Non-IFRS Adjusted Effective Tax Rate	18%	(1%)	(1%)
Non-IFRS Adjusted Net Earnings	\$33.9	(\$5.2)	(\$7.9)
Non-IFRS Adjusted EPS – diluted	\$0.24	(\$0.03)	(\$0.05)
Non-IFRS Adjusted ROIC	14.4%	(2.0%)	(4.9%)

Please refer to the appendix section of this presentation for a reconciliation of Non-IFRS financial measures to the most comparable IFRS measures.

Working Capital / Capex / Free Cash Flow/ NCIB

\$US		
6.4 inventory turns ¹	⇒	Inventory increased \$105M from last quarter to \$929M
\$17.2M Capex	⇒	1.1% of revenue
(\$34M) Free Cash Flow ¹	⇒	Impacted by lower operating earnings, higher inventory levels and higher finance lease payments

Cash Cycle Days

	1Q17 ²	4Q17 ²	1Q18
A/R	61	58	62
Inventory	47	51	57
A/P	(58)	(56)	(62)
Cash Cycle Days	50	53	57

¹ Non-IFRS measure

² Restated for IFRS 15, which we adopted effective January 1, 2018.

Celestica launched a new normal course issuer bid (NCIB) in November 2017. Since the commencement of this program through March 31, 2018, we paid \$55.0 million (including transaction fees) to repurchase and cancel 5.2 million subordinate voting shares at a weighted average price of \$10.61 per share, including \$35 million (including transaction fees) to repurchase of 3.3 million subordinate voting shares during the first quarter of 2018.

Balance Sheet

\$US

At March 31, 2018

Cash and cash equivalents

\$435.7M

Term Loan

\$181.3M

Net Cash: \$254M

Q2 2018 Outlook

\$US

Revenue (billion)	\$1.575 - \$1.675
Non-IFRS Operating Margin	3.2% at the mid-point of revenue and non-IFRS adjusted EPS guidance range
Non-IFRS Adjusted EPS – diluted	\$0.25 - \$0.31
Non-IFRS Adjusted SG&A	\$51M - \$53M
Non-IFRS Adjusted 2018 Annual Effective Tax Rate	17% - 19%

Non-IFRS Operating Margin Goal

Our goal is for non-IFRS operating margin to be back into the 3.5% range in the second half of 2018, as we anticipate the realization of cost efficiencies from our restructuring actions, and benefits from anticipated increases in ATS revenue.

Guidance provided Friday, April 27, 2018.

Guidance is effective on the date provided and will only be updated through a public announcement.

We do not provide reconciliations for forward-looking non-IFRS financial measures as we are unable to provide a meaningful or accurate calculation or estimate of reconciling items and the information is not available without reasonable effort.

Q2 2018 Revenue Outlook

Year over Year Revenue % Change	
ATS ¹	Increase high-teens
Communications	Decrease mid-single digits
Enterprise ²	Decrease low-single digits

¹ATS consists of Aerospace & Defense, Industrial, Smart Energy, Healthtech, Semiconductor Capital Equipment and Consumer.

²Enterprise consists of Servers and Storage.



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Appendix



IFRS to non-IFRS Reconciliation

(in millions, except per share amounts and %)

	Three months ended March 31	
	2017	2018
	% of revenue	% of revenue
IFRS revenue	\$ 1,482.1	\$ 1,499.7
IFRS gross profit	\$ 102.5 6.9%	\$ 93.5 6.2%
Employee stock-based compensation expense	5.1	5.1
Non-IFRS adjusted gross profit	<u>\$ 107.6</u> 7.3%	<u>\$ 98.6</u> 6.6%
IFRS SG&A	\$ 53.7 3.6%	\$ 52.3 3.5%
Employee stock-based compensation expense	(5.9)	(5.3)
Non-IFRS adjusted SG&A	<u>\$ 47.8</u> 3.2%	<u>\$ 47.0</u> 3.1%
IFRS earnings before income taxes	\$ 30.5 2.1%	\$ 19.4 1.3%
Finance costs	2.6	3.3
Employee stock-based compensation expense	11.0	10.4
Amortization of intangible assets (excluding com	1.5	1.1
Net restructuring, impairment and other charges	7.6	10.5
Non-IFRS operating earnings (adjusted EBIAT)	<u>\$ 53.2</u> 3.6%	<u>\$ 44.7</u> 3.0%

	Three months ended March 31	
	2017	2018
	% of revenue	% of revenue
IFRS net earnings	\$ 22.5 1.5%	\$ 14.1 0.9%
Employee stock-based compensation expense	11.0	10.4
Amortization of intangible assets (excluding computer software)	1.5	1.1
Net restructuring, impairment and other charges (recoveries) ⁽¹⁾	7.6	10.5
Adjustments for taxes ⁽²⁾	(0.8)	(2.2)
Non-IFRS adjusted net earnings	<u>\$ 41.8</u>	<u>\$ 33.9</u>
Diluted EPS		
Weighted average # of shares (in millions)	144.0	143.5
IFRS earnings per share	\$ 0.16	\$ 0.10
Non-IFRS adjusted earnings per share	\$ 0.29	\$ 0.24
# of shares outstanding at period end (in millions)	143.2	139.6
IFRS cash provided by (used in) operations	\$ 35.6	\$ (5.4)
Purchase of property, plant and equipment, net of sales proceeds	(24.9)	(13.7)
Finance lease payments	(1.5)	(11.8)
Repayments from former solar supplier	6.8	—
Finance costs paid	(2.5)	(3.2)
Non-IFRS free cash flow ⁽³⁾	<u>\$ 13.5</u>	<u>\$ (34.1)</u>
IFRS ROIC % ⁽⁴⁾	11.1%	6.3%
Non-IFRS adjusted ROIC % ⁽⁴⁾	19.3%	14.4%

Footnotes related to reconciliation on following slide

See Celestica First Quarter 2018 Financial Results Press Release for non-IFRS definitions and uses
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IFRS to non-IFRS Reconciliation...continued

- (1) Management uses non-IFRS operating earnings (adjusted EBIAT) as a measure to assess performance related to our core operations. Non-IFRS adjusted EBIAT is defined as earnings before finance costs (consisting of interest and fees related to our credit facility, our accounts receivable sales program and a customer's supplier financing program), amortization of intangible assets (excluding computer software) and income taxes. Non-IFRS adjusted EBIAT also excludes, in periods where such charges have been recorded, employee stock-based compensation expense, restructuring and other charges, including acquisition-related consulting, transaction and integration costs (net of recoveries) and Toronto transition costs (recoveries), impairment charges, other solar charges (second quarter of 2017), and refund interest income with respect to amounts previously held on account with Canadian tax authorities (accrued in the third and fourth quarters of 2016). During the first quarter of 2018, we recorded \$1.7 million of Toronto transition costs under other charges (no such costs were recorded during the first quarter of 2017). We expect these costs to continue into 2019. See note 13 to our Q1 2018 Interim Financial Statements.
- (2) The adjustments for taxes, as applicable, represent the tax effects on our non-IFRS adjustments and tax write-offs/costs or recoveries related to restructured sites (described below).

The following table sets forth a reconciliation of our IFRS tax expense and IFRS effective tax rate to our non-IFRS adjusted tax expense and our non-IFRS adjusted effective tax rate for the periods indicated, in each case determined by excluding the tax benefits or costs associated with the listed items (in millions, except percentages) from our IFRS tax expense for such periods:

	Three months ended			
	2017		2018	
	Effective tax rate	Effective tax rate	Effective tax rate	Effective tax rate
IFRS tax expense and IFRS effective tax rate	\$ 8.0	26%	\$ 5.3	27%
Tax costs (benefits) of the following items excluded from IFRS tax expense:				
Employee stock-based compensation	0.2		0.4	
Amortization of Intangible assets (excluding computer software)	—		—	
Net restructuring, impairment and other charges	0.4		(0.1)	
Other charges related to restructured sites	0.2		1.9	
Non-IFRS adjusted tax expense and Non-IFRS adjusted effective tax rate	<u>\$ 8.8</u>	17%	<u>\$ 7.5</u>	18%

- (3) Management uses non-IFRS free cash flow as a measure, in addition to IFRS cash provided by (used in) operations, to assess our operational cash flow performance. We believe non-IFRS free cash flow provides another level of transparency to our liquidity. Non-IFRS free cash flow is defined as cash provided by (used in) operations after the purchase of property, plant and equipment (net of proceeds from the sale of certain surplus equipment and property), finance lease payments, repayments from a former solar supplier, and finance costs paid. As a measure of liquidity, we intend to include any amounts we receive from the sale of our Toronto real property, if consummated, in non-IFRS free cash flow in the period of receipt. See note 18 to our 2017 Audited Financial Statements. Note that non-IFRS free cash flow, however, does not represent residual cash flow available to Celestica for discretionary expenditures.
- (4) Management uses non-IFRS adjusted ROIC as a measure to assess the effectiveness of the invested capital we use to build products or provide services to our customers, by quantifying how well we generate earnings relative to the capital we have invested in our business. Our non-IFRS adjusted ROIC measure reflects non-IFRS operating earnings, working capital management and asset utilization. Non-IFRS adjusted ROIC is calculated by dividing non-IFRS adjusted EBIAT by average net invested capital. Net invested capital (calculated in the table below) consists of the following IFRS measures: total assets less cash, accounts payable, accrued and other current liabilities and provisions, and income taxes payable. We use a two-point average to calculate average net invested capital for the quarter. A comparable measure under IFRS would be determined by dividing IFRS earnings before income taxes by net invested capital (which we have set forth in the charts above and below), however, this measure (which we have called IFRS ROIC), is not a measure defined under IFRS.

[Reconciliation table on previous slide](#)

IFRS to non-IFRS Reconciliation...continued

The following table sets forth, for the periods indicated, our calculation of IFRS ROIC % and non-IFRS adjusted ROIC % (in millions, except IFRS ROIC % and non-IFRS adjusted ROIC %):

	Three months ended	
	March 31	
	2017	2018
IFRS earnings before income taxes	\$ 30.5	\$ 19.4
Multiplier to annualize earnings	4	4
Annualized IFRS earnings before income taxes	\$ 122.0	\$ 77.6
Average net invested capital for the period	\$ 1,102.7	\$ 1,241.3
IFRS ROIC % ⁽¹⁾	11.1%	6.3%
	Three months ended	
	March 31	
	2017	2018
Non-IFRS operating earnings (adjusted EBIAT)	\$ 53.2	\$ 44.7
Multiplier to annualize earnings	4	4
Annualized non-IFRS adjusted EBIAT	\$ 212.8	\$ 178.8
Average net invested capital for the period	\$ 1,102.7	\$ 1,241.3
Non-IFRS adjusted ROIC % ⁽¹⁾	19.3%	14.4%
	December 31	March 31
	2017	2018
Net invested capital consists of:		
Total assets	\$ 2,964.2	\$ 2,976.0
Less: cash	515.2	435.7
	1,228.6	1,278.1
Less: accounts payable, accrued and other current liabilities, provisions and income taxes payable		
Net invested capital at period end ⁽¹⁾	\$ 1,220.4	\$ 1,262.2
	December 31	March 31
	2016	2017
Net invested capital consists of:		
Total assets	\$ 2,841.9	\$ 2,833.5
Less: cash	557.2	558.0
	1,189.7	1,165.2
Less: accounts payable, accrued and other current liabilities, provisions and income taxes payable		
Net invested capital at period end ⁽¹⁾	\$ 1,095.0	\$ 1,110.3

⁽¹⁾ See footnote 4 of the previous slide.



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