



JABIL

THIRD QUARTER 2018 EARNINGS PRESENTATION

JUNE 14, 2018

Forward Looking Statements: *This presentation contains forward-looking statements, including those regarding our anticipated financial results for our third quarter of fiscal year 2018; our guidance for future financial performance in our fourth quarter of fiscal year 2018 (including, net revenue, total company and segment revenue, U.S. GAAP operating income, U.S. GAAP diluted earnings per share, core operating income (Non-GAAP), core diluted earnings per share (Non-GAAP) results and the components thereof, net interest expense, and core tax rate, in each case for our fourth quarter of fiscal year 2018) and full year 2018 (net revenue, operating cash flows and core earnings per share (Non-GAAP)); and our plans to repurchase stock. The statements in this presentation are based on current expectations, forecasts and assumptions involving risks and uncertainties that could cause actual outcomes and results to differ materially from our current expectations. Such factors include, but are not limited to: our determination as we finalize our financial results for our third quarter of fiscal year 2018 that our financial results and conditions differ from our current preliminary unaudited numbers set forth herein; unexpected, adverse seasonal impacts on demand; performance in the markets in which we operate; changes in macroeconomic conditions; the occurrence of, success and expected financial results from, product ramps; our ability to maintain and improve costs, quality and delivery for our customers; whether our restructuring activities and the realignment of our capacity will adversely affect our cost structure, ability to service customers and labor relations; reliance on a limited number of suppliers for critical components; changes in technology; competition; anticipated growth for us and our industry that may not occur; managing rapid growth; managing rapid declines in customer demand and other related customer challenges that may occur; our ability to successfully consummate acquisitions and divestitures; managing the integration of businesses we acquire; risks associated with international sales and operations; retaining key personnel; our dependence on a limited number of large customers; and adverse changes in political conditions, in the U.S. and internationally, including, among others, adverse changes in tax laws and rates and our ability to estimate and manage their impact. Additional factors that could cause such differences can be found in our Annual Report on Form 10-K for the fiscal year ended August 31, 2017 and our other filings with the Securities and Exchange Commission. We assume no obligation to update these forward-looking statements.*

THIRD QUARTER 2018 INCOME HIGHLIGHTS

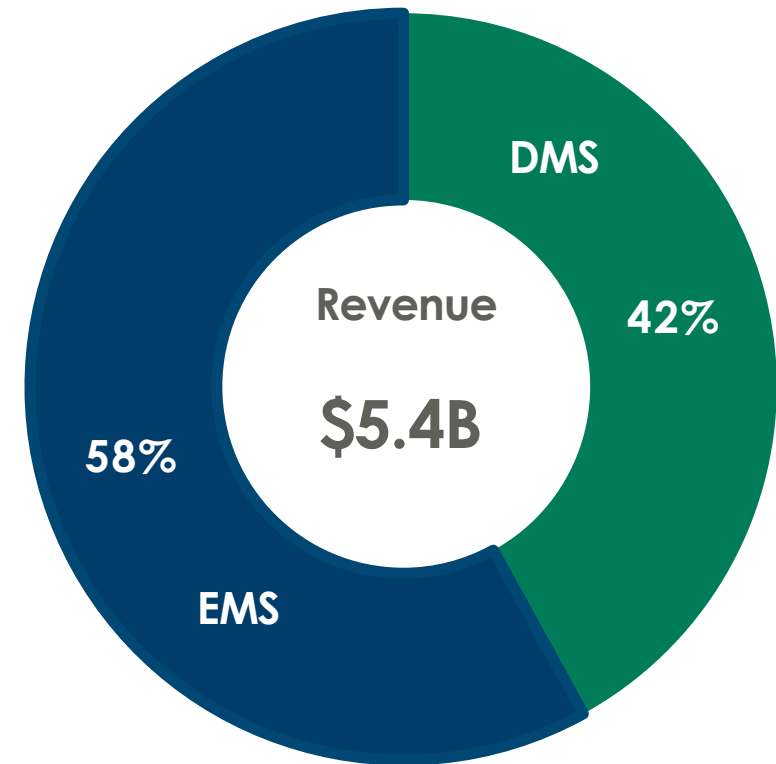


	Three months ended	
	May 31, 2018	May 31, 2017
Net revenue	\$5,437	\$4,490
U.S. GAAP operating income	\$113	\$43
U.S. GAAP net income (loss)	\$43	\$(25)
U.S. GAAP diluted earnings (loss) per share	\$0.25	\$(0.14)
Core operating income (non-GAAP)*	\$150	\$114
Core earnings (non-GAAP)*	\$80	\$57
Core diluted earnings per share (non-GAAP)*	\$0.46	\$0.31

(In millions, except for per share data)

* See Appendix for Core to U.S. GAAP reconciliations

- **Diversified Manufacturing Services (DMS)**
 - Net Revenue increase of 36%
 - Core margin* (non-GAAP) of 1.3%
- **Electronics Manufacturing Services (EMS)**
 - Net Revenue increase of 12%
 - Core margin* (non-GAAP) of 3.8%
- **Total Company**
 - Net Revenue increase of 21%
 - Core margin* (non-GAAP) of 2.8%



*Core margin = Core operating income divided by net revenue

Segment Revenue Guidance	Q4 2018E	YoY Change
Diversified Manufacturing Services	\$2.15B	Consistent
Electronics Manufacturing Services	\$3.25B	+13%

Net revenue	\$5.2B - \$5.6B
U.S. GAAP operating income	\$144M - \$199M
U.S. GAAP diluted earnings per share	\$0.38 - \$0.65
Core operating income (non-GAAP)	\$175M - \$225M
Net interest expense*	\$40M
Core tax rate (non-GAAP)**	28%
Core diluted earnings per share (non-GAAP)	\$0.56 - \$0.80

* Net Interest Expense = Interest Expense + Loss on Sale of AR - Interest Income

** Core tax rate excludes the tax impacts related to amortization of intangibles, stock-based compensation expense and related charges and restructuring and related charges as well as the effects of the provisional estimates recorded for the Tax Cuts and Jobs Act of 2017. 5

The background features an aerial view of a city at night, with lights from buildings and streets. Overlaid on this are several glowing white arcs that connect different points across the city, suggesting a network or data flow. A large, dark blue geometric shape, consisting of overlapping triangles and lines, is positioned in the center and foreground, partially obscuring the city view.

APPENDIX

JABIL

THIRD QUARTER 2018 OPERATING PERFORMANCE



	Q3 2018
Sales, General & Administrative (non-GAAP)*	\$237M
Stock-Based Compensation	\$15M
Amortization of Intangibles	\$10M
Research & Development	\$10M
Interest and other, net**	\$42M
Core tax rate (non-GAAP)***	26%
Net Capital Expenditures****	\$265M
Core EBITDA (non-GAAP)	\$341M

*Excludes \$15 million of stock-based compensation expense and related charges and business interruption and impairment charges, net.

** Interest and other, net = Interest Expense + Loss on Sale of AR - Interest Income + Other Expense

*** Core tax rate excludes the tax impacts related to amortization of intangibles, stock-based compensation expense and related charges, restructuring and related charges and business interruption and impairment charges, net.

**** Net Capital Expenditures = acquisition of PPE - proceeds from sale of PPE

JABIL INC. AND SUBSIDIARIES
OPERATING INCOME, EBITDA and NET INCOME NON-GAAP RECONCILIATION
(In thousands, except for per share data)
(Unaudited)

	Three months ended	
	May 31, 2018	May 31, 2017
Operating income (U.S. GAAP)	\$ 112,971	\$ 43,383
Amortization of intangibles	10,040	9,174
Stock-based compensation expense and related charges	15,038	18,350
Restructuring and related charges	12,647	32,700
Distressed customer charge	-	10,198
Business interruption and impairment charges, net	(634)	-
Adjustments to operating income	37,091	70,422
Core operating income (Non-GAAP)	\$ 150,062	\$ 113,805
Core operating income (Non-GAAP)	\$ 150,062	\$ 113,805
Depreciation expense	191,286	181,044
Core EBITDA (Non-GAAP)	\$ 341,348	\$ 294,849
Net income (loss) attributable to the Company (U.S. GAAP)	\$ 42,541	\$ (25,281)
Adjustments to operating income	37,091	70,422
Impairment on securities	-	11,539
Adjustment for taxes	(16)	431
Core earnings (Non-GAAP)	\$ 79,616	\$ 57,111
Earnings (loss) per share: (U.S. GAAP)		
Basic	\$ 0.25	\$ (0.14)
Diluted	\$ 0.25	\$ (0.14)
Core earnings per share: (Non-GAAP)		
Basic	\$ 0.47	\$ 0.32
Diluted	\$ 0.46	\$ 0.31
Common shares used in the calculation of earnings per share (U.S. GAAP):		
Basic	170,514	181,038
Diluted	173,279	181,038
Common shares used in the calculation of earnings per share (Non-GAAP):		
Basic	170,514	181,038
Diluted	173,279	184,940