



September 27, 2011

## Jabil Posts Record Fourth Quarter & Fiscal Year Results

### Company's Performance Substantially Ahead of Long-Term Growth Goals

[Slide Presentation](#)

[Statement of Income and Balance Sheet Data for Fourth Quarter 2011](#)

[Forward - Looking Statement](#)

**St. Petersburg, FL - September 27, 2011**...Jabil Circuit, Inc. (NYSE: JBL), reported its preliminary, unaudited financial results for the fourth quarter and full fiscal 2011, ended August 31, 2011, announcing fiscal year revenue growth of 23 percent, operating income growth of 77 percent and earnings growth of 126 percent. "Posting a record quarter and fiscal year in the present environment is remarkable," said Timothy L. Main, President and CEO of Jabil. "Demand for our expertise in managing global supply chain networks remains robust, especially now as customers increasingly focus on growth in developing economies."

Jabil believes that its strength in managing complex products and process technologies on a global scale has been important to exceeding its long-term growth targets in fiscal 2011. Jabil achieved growth through a combination of market share gains, new customer wins and new production from its existing customer base. Management indicated that their success rate allowed them to grow their Diversified Manufacturing Services business 43 percent in fiscal 2011, well above the long-term growth target of 20 to 30 percent per year. Performance in Enterprise & Infrastructure and High Velocity business areas were also above long-term growth targets, posting revenue growth of 18 percent and 11 percent, respectively.

"In addition to progress against our long-term objectives, we generated significantly higher cash flow in fiscal 2011, enabling the return of \$262 million in capital to shareholders via our dividend and share-repurchase program," said Main. Jabil generated \$828 million in cash flow from operations over the course of the year. Business expansion combined with a focus on lean manufacturing principles and capital efficiency continue to be areas of emphasis for the company.

### FISCAL 2011 HIGHLIGHTS

- | Revenue from Diversified Manufacturing Services flourished by 43 percent over fiscal 2010.
  - | Specialized Services revenue improved 76 percent from fiscal 2010.
  - | Healthcare & Instrumentation revenue increased 31 percent from fiscal 2010.
  - | Industrial & Clean Tech revenue grew 19 percent from fiscal 2010.
- | Enterprise & Infrastructure revenue increased by 18 percent over fiscal 2010.
- | High Velocity revenue expanded 11 percent over fiscal 2010.
- | Lean manufacturing savings increased approximately 400 percent.
- | Generated \$828 million in cash flow from operations during the fiscal year.
- | Return on invested capital of 26 percent.
- | Return on equity of 24 percent.
- | Jabil returned \$62 million to shareholders via dividends during fiscal 2011.
- | Repurchased 11.5 million shares of common stock during the quarter.

*(Definitions used: "GAAP" means U.S. generally accepted accounting principles. Jabil defines core operating income as GAAP operating income before amortization of intangibles, stock-based compensation expense and related charges, restructuring and impairment charges, goodwill impairment charges, certain distressed customer charges, settlement of receivables and related charges and loss on disposal of subsidiaries. Jabil defines core earnings as GAAP net income before amortization of intangibles, stock-based compensation expense and related charges, restructuring and impairment charges, goodwill impairment charges, certain distressed customer charges, settlement of receivables and related charges, loss on disposal of subsidiaries, certain other expenses, net of tax and certain deferred tax valuation allowance charges. Jabil defines core earnings per share as core earnings divided by the weighted average number of outstanding shares determined under GAAP. Jabil calculates core return on invested capital by annualizing its after-tax core operating income for its most recently-ended quarter and dividing that by a two quarter average net invested capital base. Jabil reports core operating income, core earnings, core earnings per share and core return on invested capital to provide investors an additional method for assessing operating income, earnings, earnings per share and return on invested capital from what it*

believes are its core manufacturing operations. See the accompanying reconciliation of Jabil's core operating income to its GAAP operating income, Jabil's core earnings and core earnings per share to its GAAP net income and GAAP earnings per share, its calculation of core return on invested capital and additional information in the supplemental information.)

<b>QUARTERLY RESULTS</b>	<b>Q4 2011</b>	<b>Q4 2010</b>
Net revenue	\$4.3 billion	\$3.9 billion
GAAP operating income	\$165.6 million	\$103.0 million
GAAP net income	\$114.3 million	\$58.7 million
GAAP diluted earnings per share	\$0.52	\$0.27
GAAP Return on Invested Capital	26%	15%
Core operating income	\$187.2 million	\$157.0 million
Core earnings	\$136.3 million	\$112.1 million
Core diluted earnings per share	\$0.62	\$0.52
Core Return on Invested Capital	30%	26%

  

<b>FISCAL YEAR RESULTS</b>	<b>FISCAL 2011</b>	<b>FISCAL 2010</b>
Net revenue	\$16.5 billion	\$13.4 billion
GAAP operating income	\$578.7 million	\$327.6 million
GAAP net income	\$381.1 million	\$168.8 million
GAAP diluted earnings per share	\$1.73	\$0.78
Core operating income	\$715.2 million	\$490.9 million
Core earnings	\$516.3 million	\$330.4 million
Core diluted earnings per share	\$2.34	\$1.52

#### **Business Update**

"While macroeconomic conditions remain uncertain, our expectation for continuing growth underscores our belief in the benefit of diversification and the sustained demand for our services," said Jabil CEO Timothy Main. "Customers are most concerned with driving higher levels of performance from their supply chain networks. We intend to drive superior levels of customer loyalty by giving them peerless performance throughout our organization."

	<b>Fiscal Q1 2012 Guidance Range</b>	<b>Y/Y Fiscal Q1 2011 *</b>
Net revenue	\$4.3 billion - \$4.5 billion	8%
Core operating income	\$185 million - \$205 million	7%
Core earnings per share	\$0.62 to \$0.70 per diluted share	8%
GAAP earnings per share	\$0.52 to \$0.60 per diluted share	14%

(GAAP earnings per share for the first quarter of fiscal 2012 are currently estimated to include \$0.02 per share for amortization of intangibles and \$0.08 per share for stock-based compensation).

\* Annual growth based on mid-point of guidance.

**Supplemental Information:** The financial results disclosed in this release include certain measures calculated and presented in accordance with GAAP. In addition to the GAAP financial measures, Jabil provides supplemental, non-GAAP financial measures to facilitate evaluation of Jabil's core operating performance. The non-GAAP financial measures disclosed in this release exclude certain amounts that are included in the most directly comparable GAAP measures. The non-GAAP or core financial measures disclosed in this release do not have standard meanings and may vary from the non-GAAP financial measures used by other companies. Management believes core financial measures (which exclude the effects of the amortization of intangibles, stock-based compensation expense and related charges, restructuring and impairment charges, goodwill impairment charges, certain distressed customer charges, settlement of receivables and related charges, loss on disposal of subsidiaries, certain other expenses, net of tax and certain deferred tax valuation allowance charges) are a useful measure that facilitates evaluating the past and future performance of Jabil's ongoing operations on a comparable basis. Jabil reports core operating income, core return on invested capital, core earnings and core earnings per share to provide investors an additional method for assessing operating income, earnings and earnings per share from what it believes are its core manufacturing operations. Included in this release are Condensed Consolidated Statements of Operations as well as a reconciliation of the disclosed core financial measures to the most directly comparable GAAP financial measures.

**Company Conference Call Information:** Jabil will hold a conference call to discuss the fourth fiscal quarter 2011 earnings today at 4:30 p.m. ET live on the Internet at <http://www.jabil.com>. The call will be recorded and archived on the web at <http://www.jabil.com>. A taped replay of the conference call will also be available September 27, 2011 at approximately 7:30

p.m. ET through midnight on October 4, 2011. To access the replay, call (800) 642-1687 from within the United States, or (706) 645-9291 outside the United States. The pass code is: 99762902. An archived webcast of the conference call will be available at <http://www.jabil.com/investors/>.

#### **About Jabil**

Jabil is an electronic product solutions company providing comprehensive electronics design, manufacturing and product management services to global electronics and technology companies. Offering complete product supply chain management from facilities in 25 countries, Jabil provides comprehensive, individualized-focused solutions to customers in a broad range of industries. Jabil common stock is traded on the New York Stock Exchange under the symbol, "JBL". Further information is available on Jabil's website: [jabil.com](http://www.jabil.com).

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