

# JABIL

## Fiscal Year 2010 *Second Quarter Financial Results*

March 23, 2010





## Forward-Looking Statement

*This presentation contains forward-looking statements, including those regarding our anticipated financial results for our second fiscal quarter, our ability to sustain the positive trends in margin expansion and revenue growth for the balance of fiscal 2010, the continuation of the positive momentum in our business, our outlook for fiscal 2010, our intention and our ability to continue to focus on customer service, cost efficient operations, and expansion of our capabilities and market, and our currently expected third quarter of fiscal year 2010 net revenue, core operating income, core and GAAP earnings per share results and the components thereof. 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. These risks and uncertainties include, but are not limited to: our determination as we finalize our financial results for our second fiscal quarter that our financial results and conditions differ from our current preliminary unaudited numbers set forth herein; adverse changes in the demand, or expected demand, of our customers; adverse changes in current macro-economic conditions, both in the U.S. and internationally; our financial performance during and after the current economic conditions; our ability to maintain and improve costs, quality and delivery for our customers; risks and costs inherent in litigation, including any pending or future litigation relating to our past stock option grants, the restatement of our financial statements as a result of the evaluation of our historical stock option practices or any declines in the price of our stock; whether our realignment of our capacity will adversely affect our cost structure, ability to service customers and labor relations; our ability to successfully address the challenges associated with integrating our acquisition of Green Point; our ability to take advantage of perceived benefits of offering customers vertically integrated services; changes in technology; competition; anticipated growth for us and our industry that may not occur; managing rapid growth; managing rapid declines in customer demand that may occur; our ability to successfully consummate acquisitions; 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; business and competitive factors generally affecting the electronic manufacturing services industry, our customers and our business; other factors that we may not have currently identified or quantified; and other risks, relevant factors and uncertainties identified in our Annual Report on Form 10-K for the fiscal year ended August 31, 2009, subsequent Reports on Form 10-Q and Form 8-K and our other securities filings. Jabil disclaims any intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.*



## Second Quarter 2010 Summary Results



Net revenue: \$3.0 billion compared to \$2.9 billion in Q209.

Core Operating Income\*: \$95.6 million compared to \$51.2 million in Q209.

Core Earnings Per Diluted Share\*: \$0.29 compared to \$0.13 for Q209.

\* Core operating income excludes amortization of intangibles, stock-based compensation expense and related charges, restructuring and impairment charges, goodwill impairment charges, certain distressed customer charges, loss on disposal of subsidiary and certain deferred tax valuation allowance charges. Core EPS excludes amortization of intangibles, stock-based compensation expense and related charges, restructuring and impairment charges, goodwill impairment charges, certain distressed customer charges, loss on disposal of subsidiary, certain other expenses, net of tax and certain deferred tax valuation allowance charges.



## Three months ended

	February 28, 2010 <i>(In millions, except EPS)</i>	February 28, 2009 <i>(In millions, except EPS)</i>
Net revenue	\$ 3,004.6	\$ 2,887.4
GAAP operating income (loss)	\$ 61.8	\$ (705.6)
Core operating income*	\$ 95.6	\$ 51.2
GAAP net income (loss)	\$ 29.8	\$ (866.1)
Core earnings*	\$ 63.3	\$ 27.3
Diluted GAAP earnings (loss) per share	\$ 0.14	\$ (4.19)
Diluted Core earnings per share*	\$ 0.29	\$ 0.13

\* Core operating income excludes amortization of intangibles, stock-based compensation expense and related charges, restructuring and impairment charges, goodwill impairment charges, certain distressed customer charges, loss on disposal of subsidiary and certain deferred tax valuation allowance charges. Core EPS excludes amortization of intangibles, stock-based compensation expense and related charges, restructuring and impairment charges, goodwill impairment charges, certain distressed customer charges, loss on disposal of subsidiary, certain other expenses, net of tax and certain deferred tax valuation allowance charges.



### EMS

- Computing & Storage: Increased 15 percent
- Industrial, Instrumentation & Medical: Increased 14 percent
- Networking: Increased 18 percent
- Telecommunications: Decreased 6 percent

### Consumer

- Mobility : Decreased 30 percent
- Digital Home Office\*: Decreased 7 percent

Aftermarket Services: Decreased 2 percent

\* Digital Home Office sector is now a combination of the previously reported Displays and Peripherals sectors.



## Quarterly Sectors Percentage of Net Revenue

	Q3 FY09	Q4 FY09	Q1 FY10	Q2 FY10
<b>EMS</b>				
•Computing & Storage	11%	10%	9%	11%
•Industrial, Instrumentation & Medical	20%	21%	20%	23%
•Networking	16%	17%	15%	18%
•Telecommunications	6%	6%	5%	5%
•Other*	5%	5%	5%	4%
<b>Consumer</b>				
•Mobility	21%	20%	24%	17%
•Digital Home Office*	14%	14%	16%	15%
<b>Aftermarket Services</b>	7%	7%	6%	7%

\* Digital Home Office sector is now a combination of the previously reported Displays and Peripherals sectors. Previously reported Automotive is now included in the Other sector.



## Balance Sheet & Ratio Trends

	Q3 FY09	Q4 FY09	Q1 FY10	Q2 FY10
<b>Sales cycle (1)</b>	<b>22 days</b>	<b>16 days</b>	<b>16 days</b>	<b>17 days</b>
<b>Inventory turns</b>	<b>8</b>	<b>9</b>	<b>8</b>	<b>7</b>
<b>Core return on invested capital "ROIC" (2)</b>	<b>6%</b>	<b>12%</b>	<b>20%</b>	<b>18%</b>

(1) Days in accounts receivable + days in inventory – days in accounts payable

(2) (Core operating income, net of tax + tax benefit of interest expense)/ (average debt + average stockholders' equity – average cash)



Cash flow from operations: Approximately \$31 million for the second quarter.

Capital expenditures: Approximately \$78 million for the second quarter.

Depreciation: Approximately \$63 million for the second quarter.

Core EBITDA: Approximately \$158 million for the second quarter.

Cash and cash equivalent balances: Approximately \$794 million at February 28, 2010.





## Second Quarter 2010 Balance Sheet Highlights

	February 28, 2010 <i>(In millions)</i>	August 31, 2009 <i>(In millions)</i>
Cash & cash equivalents	\$ 794	\$ 876
Total Debt	\$ 1,196	\$ 1,234
Available liquidity	\$ 1,594	\$ 1,676
Inventory	\$ 1,565	\$ 1,227
Working Capital	\$ 1,088	\$ 991



Net revenue is estimated to increase by 3 to 10 percent, ranging from \$3.1 to \$3.3 billion.

Core operating income\* is expected to grow 4 to 25 percent, ranging from \$100 to \$120 million.

Core EPS\* is estimated to improve 3 to 24 percent, ranging from \$0.30 to \$0.36 per diluted share.

\* Core operating income excludes amortization of intangibles, stock-based compensation expense and related charges, restructuring and impairment charges, goodwill impairment charges, loss on disposal of subsidiary and certain deferred tax valuation allowance charges. Core EPS excludes amortization of intangibles, stock-based compensation expense and related charges, restructuring and impairment charges, goodwill impairment charges, loss on disposal of subsidiary, certain other expenses, net of tax and certain deferred tax valuation allowance charges.

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