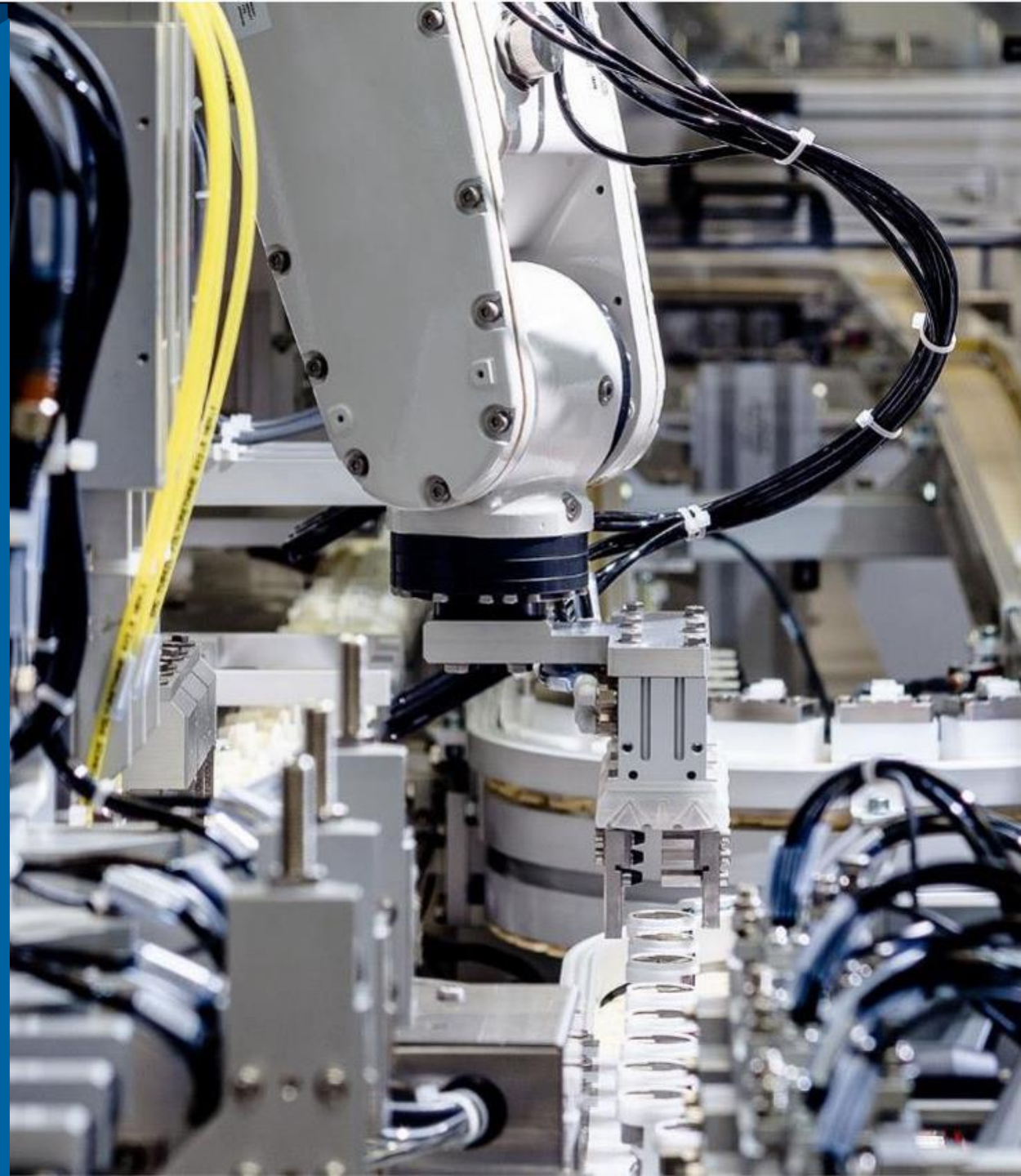


# FIRST QUARTER FISCAL YEAR 2024 RESULTS

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December 14, 2023

**JABIL**



# Forward Looking Statement

**Forward Looking Statements:** This presentation contains forward-looking statements, including those regarding our anticipated financial results for our first quarter of fiscal year 2024, our guidance for future financial performance in our second quarter of fiscal year 2024 (including, revenue, segment revenue, U.S. GAAP operating income, U.S. GAAP diluted earnings per share, core operating income (Non-GAAP), net interest expense, core tax rate (Non-GAAP), core diluted earnings per share (Non-GAAP) results and the components thereof), our full year 2024 (including revenue by end market, revenue, core operating margin (Non-GAAP), core diluted earnings per share (Non-GAAP) results and the components thereof, and free cash flow), and our full year 2025 (including core operating margin and core earnings per share), those related to our outlook for secular trends and end markets; our financial priorities and the future components of our expected capital structure and allocation, our expectations with respect to stock repurchase activities, including their timing, our plans to reduce costs, and those regarding the closing of the sale of the Mobility business to BYD Electronic (International) Company Limited (“BYDE”) and the expected financial impact of the divestiture. 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. Forward-looking statements could be affected by the following factors, among others, related to the sale of the Mobility business: the occurrence of any event, change or other circumstance that could give rise to the termination of the definitive agreement, or the failure to satisfy closing conditions and consummate the potential transaction; the ability of Jabil or BYDE to obtain required regulatory approvals for the potential transaction and the timing and conditions for such approvals, which may be obtained sooner than expected; the ability to obtain any approval required from the stockholders of BYDE; disruption from the potential transaction, including potential adverse changes to relationships with customers, employees, suppliers or other parties resulting from the failure to consummate the potential transaction; potential proceedings relating to the potential transaction that could be instituted against Jabil; unexpected costs or unexpected liabilities that may arise from the potential transaction, whether or not consummated; the inability to retain key personnel; the impact of changes in economic, market, political or social conditions; and future regulatory or legislative actions that could adversely affect the parties. Other factors that could impact forward-looking statements include, but are not limited to: our determination as we finalize our financial results for our first quarter of fiscal year 2024 that our financial results and conditions differ from our current preliminary unaudited numbers set forth herein; scheduling production, managing growth and capital expenditures and maximizing the efficiency of our manufacturing capacity effectively; managing rapid declines or increases in customer demand and other related customer challenges that may occur; the effect of COVID-19 on our operations, sites, customers and supply chain; our dependence on a limited number of customers; our ability to purchase components efficiently and reliance on a limited number of suppliers for critical components; risks arising from relationships with emerging companies; changes in technology and competition in our industry; our ability to introduce new business models or programs requiring implementation of new competencies; competition; transportation issues; our ability to maintain our engineering, technological and manufacturing expertise; retaining key personnel; risks associated with international sales and operations, including geopolitical uncertainties; energy price increases or shortages; our ability to achieve expected profitability from acquisitions; risk arising from our restructuring activities; issues involving our information systems, including security issues; regulatory risks (including the expense of complying, or failing to comply, with applicable regulations; risk arising from design or manufacturing defects; risk arising from compliance, or failure to comply, with environmental, health and safety laws or regulations and intellectual property risk); financial risks (including customers or suppliers who become financially troubled; turmoil in financial markets; tax risks; credit rating risks; risks of exposure to debt; currency fluctuations; and asset impairment); changes in financial accounting standards or policies; risk of natural disaster, climate change or other global events; and risks arising from expectations relating to environmental, social and governance considerations. 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, 2023 and our other filings with the Securities and Exchange Commission. We assume no obligation to update these forward-looking statements.

# First Quarter FY 2024

## Income Highlights

THREE MONTHS ENDED  
NOVEMBER 30,

2023

2022

(In millions, except for per share data)

Net revenue

\$8,387

\$9,635

U.S. GAAP operating income

\$303

\$362

U.S. GAAP net income

\$194

\$223

U.S. GAAP diluted earnings per share

\$1.47

\$1.61

Core operating income (non-GAAP)<sup>1</sup>

\$499

\$461

Core earnings (non-GAAP)<sup>1</sup>

\$343

\$319

Core diluted earnings per share (non-GAAP)<sup>1</sup>

\$2.60

\$2.31

<sup>1</sup> See U.S. GAAP to non-GAAP reconciliation in appendix.

# First Quarter FY 2024

## Segment Results

### DIVERSIFIED MANUFACTURING SERVICES (DMS)

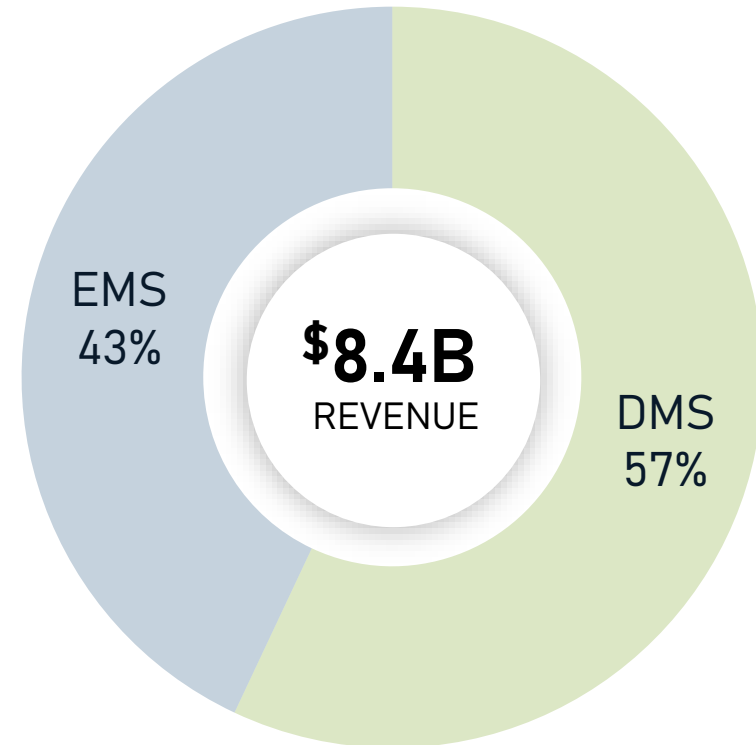
- Net Revenue decrease 6% y/y
- Core margin\* (non-GAAP) of 7.0%

### ELECTRONICS MANUFACTURING SERVICES (EMS)

- Net Revenue decrease of 21% y/y
- Core margin\* (non-GAAP) of 4.6%

### TOTAL COMPANY

- Net Revenue decrease of 13% y/y
- Core margin\* (non-GAAP) of 6.0%



\* Core margin defined as core operating income divided by net revenue | See U.S. GAAP to non-GAAP definitions and reconciliations located at <https://investors.jabil.com/>

# First Quarter FY 2024

## Cashflow Highlights

THREE MONTHS  
ENDED  
NOVEMBER 30,

**2023**

(\$ millions)

Net cash provided by operating activities	\$448
Acquisition of property, plant and equipment	(\$288)
Proceeds and advances from sale of property, plant and equipment	\$13
Net capital expenditures <sup>1</sup>	(\$275)
Adjusted free cash flow (non-GAAP) <sup>2</sup>	\$173
Core EBITDA (non-GAAP) <sup>1</sup>	\$668
Share repurchases	\$500

<sup>1</sup> See U.S. GAAP to non-GAAP reconciliation in appendix and U.S. GAAP to non-GAAP definitions located at <https://investors.jabil.com/>

<sup>2</sup> See U.S. GAAP to non-GAAP reconciliation on Form 8-K filed on December 14, 2023.

# Business Update

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Kenny Wilson

**JABIL**

# Changes in Demand

## END-MARKET CHALLENGES

Customers have adjusted demand schedules as they react to a slow down in end-markets heading into the end of the calendar year.

## JABIL ADVANTAGE

Being able to absorb changes in demand signals effectively across our network is a critical part of our value proposition. This Agility is part of our DNA and is reflected in our ability to effectively absorb downsides in revenue.



Facility  
Network



Flexible  
Automation



Single SAP  
Instance



One Manufacturing  
Execution System



Margin-Rich, Value  
Added Services

AGILITY IS KEY

# FY24 Revenue Drivers

Revenue by End-Market	Y/Y % Δ
Auto & Transportation	11%
Industrial & Semi-Cap	7%
Healthcare & Packaging	5%
Digital Print & Retail	-13%
Networking & Storage	-16%
5G Wireless & Cloud <sup>1</sup>	-15%
Connected Devices	-25%

<sup>1</sup> Cloud continued transitioning to a consignment model

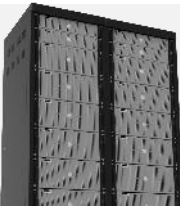
Electric Vehicles



Energy Storage



Cloud



Renewables



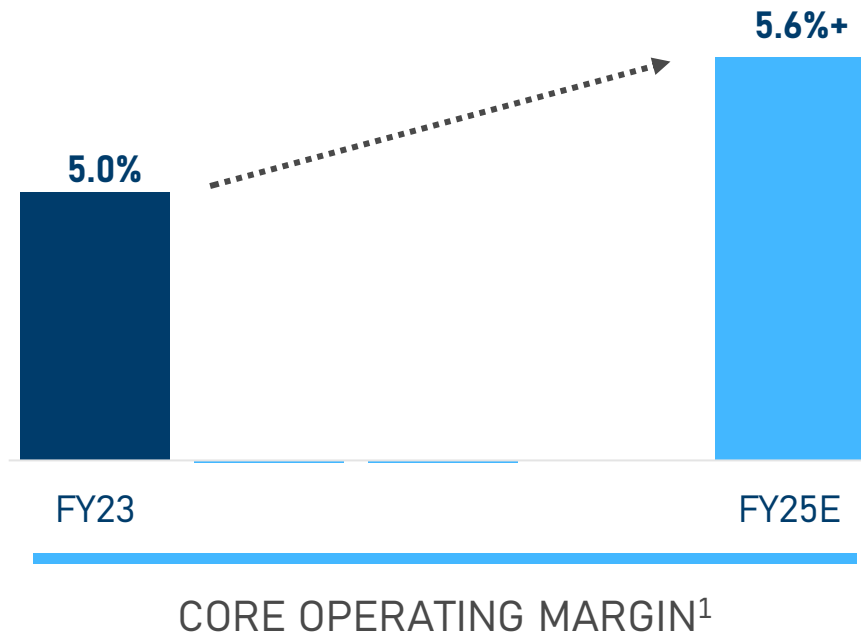
Digital Health



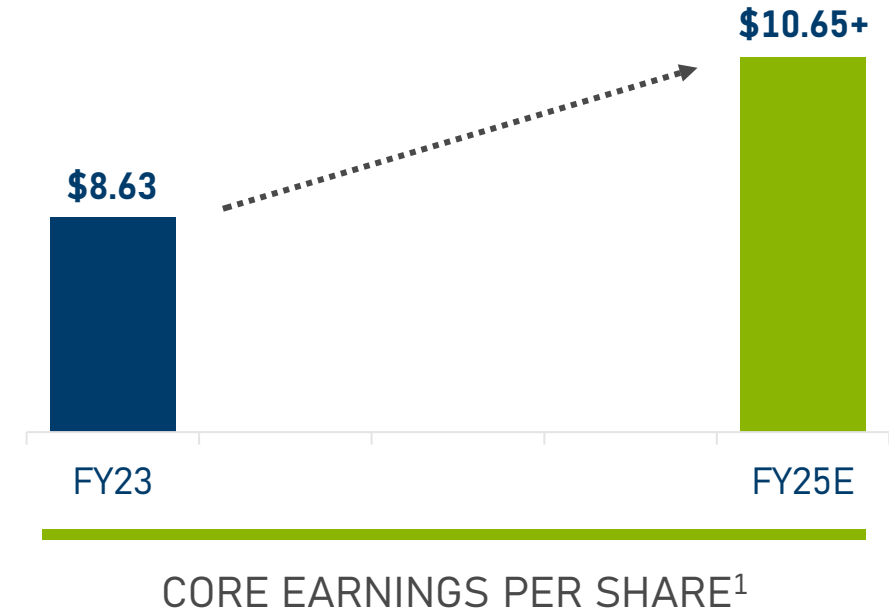


# FY25 Management Outlook

## What We're Doing is Working



- Growth in higher-margin end-markets
- Continued innovations and efficiencies throughout our factory network



- Higher Profitability
- Full impact of accelerated share repurchases post transaction

<sup>1</sup> See U.S. GAAP to non-GAAP definitions and reconciliations located at <https://investors.jabil.com/>



# Finance Update

Mike Dastoor

**JABIL**

# Second Quarter FY24

## Guidance

Segment Revenue Guidance	Q2 FY23	Q2 FY24E
Diversified Manufacturing Services	\$4.08B	\$3.8B
Electronics Manufacturing Services	\$4.05B	\$3.5B

Consolidated Guidance	Q2 FY24E
Net revenue	\$7.0B - \$7.6B
U.S. GAAP operating income	\$216M - \$301M
U.S. GAAP diluted earnings per share	\$0.77 - \$1.37
Core operating income (non-GAAP) <sup>1</sup>	\$339M - \$399M
Net interest expense <sup>2</sup>	\$62M
Core tax rate (non-GAAP) <sup>3</sup>	20%
Core diluted earnings per share (non-GAAP) <sup>1</sup>	\$1.73 - \$2.13

<sup>1</sup> See U.S. GAAP to non-GAAP reconciliation on Form-8K filed on December 14, 2023.

<sup>2</sup> Net interest expense = interest expense, net + loss on sale of AR

<sup>3</sup> The core tax rate (non-GAAP) is a normalized annual income tax rate with regard to core earnings. See U.S. GAAP to non-GAAP definitions located at <https://investors.jabil.com/>

# FY24 Revenue Drivers

\$ in billions

<b>Revenue by End-Market</b>	<b>FY23</b>	<b>FY24E</b>	<b>Y/Y % Δ</b>
Auto & Transportation	\$4.4	\$4.9	11%
Industrial & Semi-Cap	\$4.4	\$4.7	7%
Healthcare & Packaging	\$5.6	\$5.9	5%
Digital Print & Retail	\$3.1	\$2.7	-13%
Networking & Storage	\$3.1	\$2.6	-16%
5G Wireless & Cloud <sup>1</sup>	\$6.1	\$5.2	-15%
Connected Devices	\$4.0	\$3.0	-25%
Mobility	\$4.0	\$2.0	
<b>Jabil</b>	<b>\$34.7</b>	<b>\$31.0</b>	

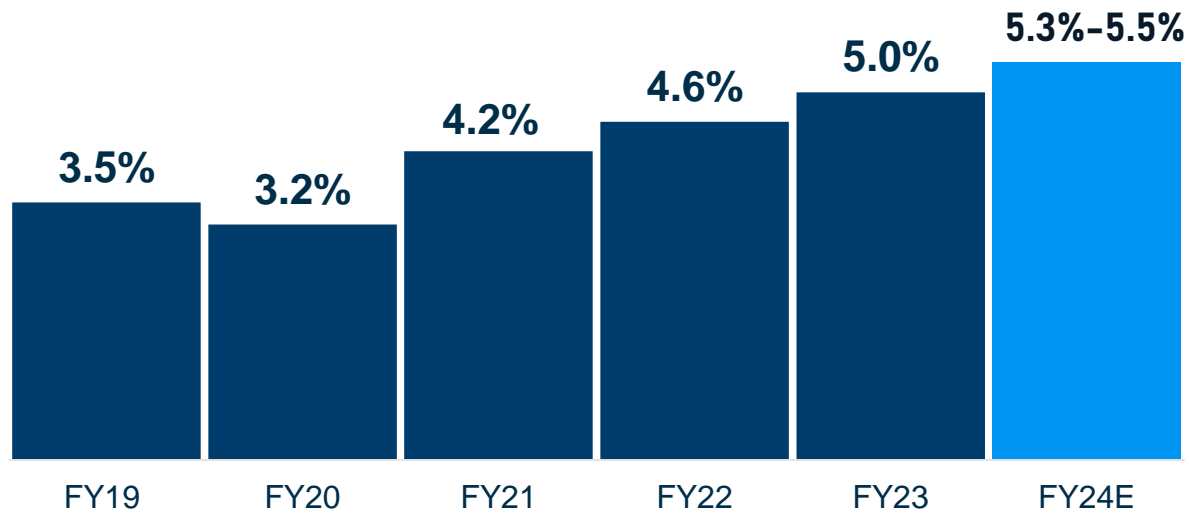
<sup>1</sup> Cloud continued transitioning to a consignment model

# Continued Core Margin Expansion

## Driving Margin Expansion

### Core Operating Margin<sup>1</sup>

(\$ millions)



### Core Operating Margin Drivers

1. Y/Y growth in higher-margin end-markets
2. Pushing out ramp and investment costs
3. Aligning costs with lower revenue outlook

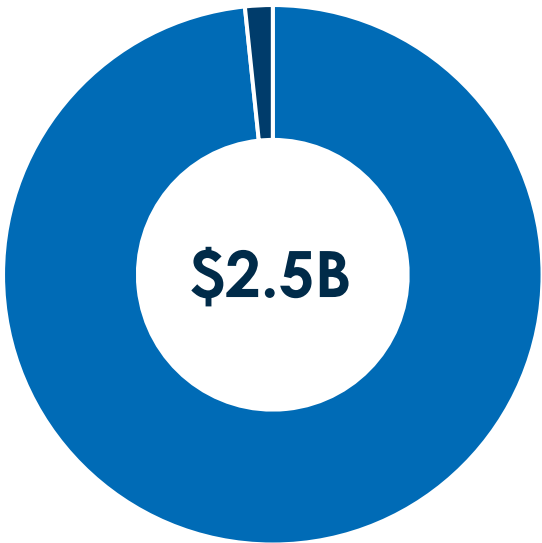
<sup>1</sup> See U.S. GAAP to non-GAAP definitions and reconciliations located at <https://investors.jabil.com/>

# Share Repurchase Update

Supported by a \$2.5 Billion share Repurchase Authorization

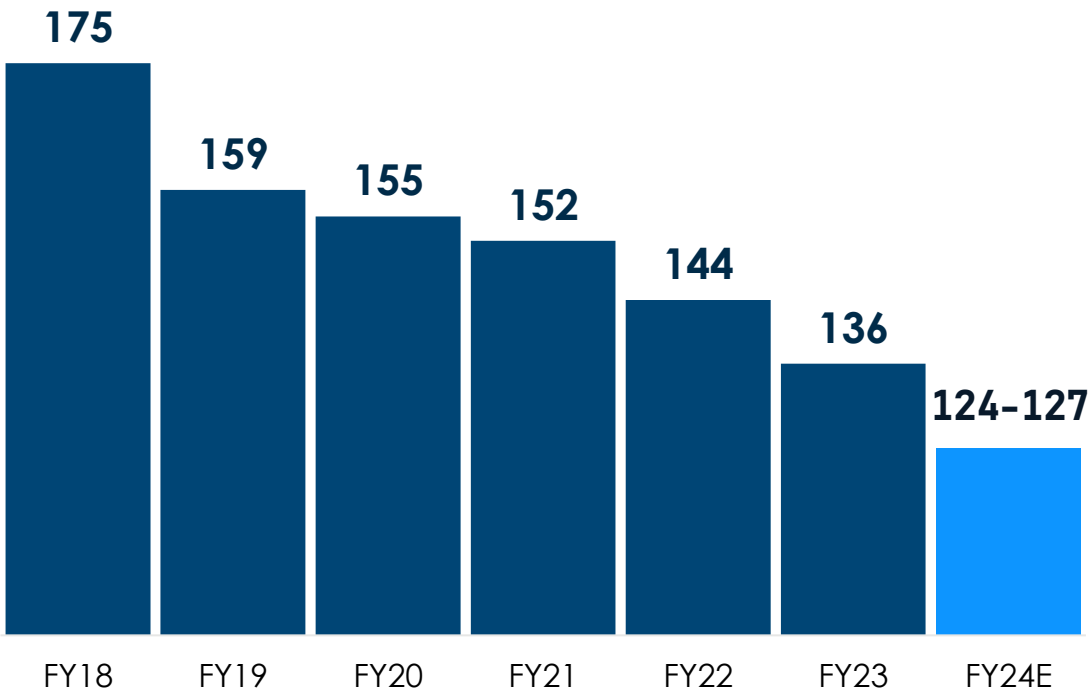
## SHAREHOLDER RETURN FY24E

- Share Repurchases
- Dividends



## Weighted Average Shares Outstanding

(millions)



See U.S. GAAP to non-GAAP definitions and reconciliations located at <https://investors.jabil.com/>

# Our Outlook

FY24 Financial Plan Dependent on Timing of Transaction Close

NET REVENUE

**\$31**  
BILLION

CORE OP MARGIN<sup>1</sup>

**5.3% – 5.5%**

CORE EPS<sup>1</sup>

**\$9+**

FREE CASH FLOW<sup>1</sup>

**\$1+**  
BILLION

MANAGEMENT'S OUTLOOK FOR FY24

<sup>1</sup> See U.S. GAAP to non-GAAP definitions and reconciliations located at <https://investors.jabil.com/>

**JABIL**

**MADE POSSIBLE.  
MADE BETTER.**



# APPENDIX

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## GAAP TO NON-GAAP RECONCILIATIONS

**JABIL INC. & SUBSIDIARIES**  
**OPERATING INCOME, EBITDA AND NET INCOME NON-GAAP RECONCILIATION**  
(in millions, except for per share data)  
(Unaudited)

	Three months ended	
	November 30, 2023	November 30, 2022
<b>Operating income (U.S. GAAP)</b>	\$ 303	\$ 362
Amortization of intangibles	6	8
Stock-based compensation expense and related charges	46	42
Restructuring, severance and related charges	127	45
Net periodic benefit cost	2	4
Costs from the divestiture of businesses	15	—
Adjustments to operating income	196	99
<b>Core operating income (Non-GAAP)</b>	<u>\$ 499</u>	<u>\$ 461</u>
<b>Core operating income (Non-GAAP)</b>	\$ 499	\$ 461
Depreciation expense	169	227
<b>Core EBITDA (Non-GAAP)</b>	<u>\$ 668</u>	<u>\$ 688</u>
<b>Net income attributable to Jabil Inc. (U.S. GAAP)</b>	\$ 194	\$ 223
Adjustments to operating income	196	99
Net periodic benefit cost	(2)	(4)
Adjustments for taxes	(45)	1
<b>Core earnings (Non-GAAP)</b>	<u>\$ 343</u>	<u>\$ 319</u>
Diluted earnings per share (U.S. GAAP)	<u>\$ 1.47</u>	<u>\$ 1.61</u>
Diluted core earnings per share (Non-GAAP)	<u>\$ 2.60</u>	<u>\$ 2.31</u>
Diluted weighted average shares outstanding (U.S. GAAP and Non-GAAP)	<u>132.1</u>	<u>138.0</u>
<b>Supplemental Information</b>		
Days in inventory <sup>(1)</sup>	78 days	78 days
Days in inventory, net <sup>(1)</sup>	58 days	61 days

<sup>(1)</sup> Includes assets held for sale for the three months ended November 30, 2023.