

SUPPLIER PARTNER SUMMIT 2024

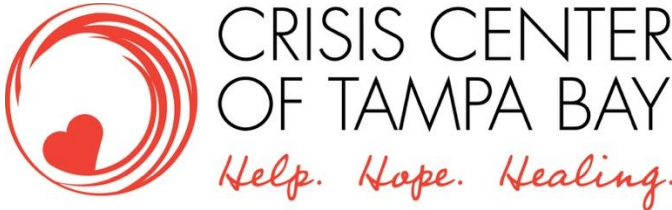
JABIL

Welcome!

Frank McKay

A Charitable Event

SUPPLIER PARTNER
SUMMIT 2024



100% of the donations from this event go directly to the five chosen charities

\$404,000

Thank you!

Agenda

Jabil Strategy Update: Mike Dastoor

Digital Commerce & Connected Living: Andrew Priestley

Intelligent Infrastructure: Gary Grugen

Regulated Industries: Steve Borges

Supply Chain Strategy & Closing Remarks: Frank McKay

Cocktail Reception and Dinner

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BUSINESS UPDATE



Mike Dastoor
Chief Executive Officer

Our Vision and Strategy

Our vision is to be the world's most technologically advanced and trusted manufacturing solutions provider.

OUR CORE STRENGTHS

ENGINEERING

SUPPLY CHAIN

MANUFACTURING



Diversified End-Markets with Secular Trends



Our Customer-centric Approach



Evolving Technology Landscape



Continue Investing in Key Capabilities



Our Global Footprint



Long-term Financial Targets

Our Team

Aligned and Focused



STEVE BORGES

REGULATED INDUSTRIES

Focusing on regulated markets.

- Automotive & Transportation
- Healthcare & Packaging
- Renewable Energy Infrastructure



MATT CROWLEY

INTELLIGENT INFRASTRUCTURE

Focusing on AI infrastructure.

- Capital Equipment
- Cloud & DCI
- Networking & Comms



ANDY PRIESTLEY

CONNECTED LIVING & DIGITAL COMMERCE

Focusing on multiple end-markets.

- Connected Living
- Digital Commerce



FRANK MCKAY

GLOBAL OPERATIONS

FRED MCCOY



SUPPLY CHAIN, PROCUREMENT & SERVICES



Jabil Leadership Team

Mike Dastoor, CEO

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BUSINESS AND OPERATIONAL LEADERSHIP



Steve Borges
EVP, Global Business Units
Regulated Industries



Matt Crowley
EVP, Global Business Units
Intelligent Infrastructure



Andy Priestley
EVP, Global Business Units
Connected Living and Digital Commerce



Fred McCoy
EVP, Global Operations



Frank McKay
SVP, Chief Supply Chain &
Procurement Office

FUNCTIONAL SUPPORT LEADERSHIP



Greg Hebard
CFO



Kristine Melachrino
SVP, General Counsel



May Yap
SVP, CIO



Gary Schick
SVP, CHRO

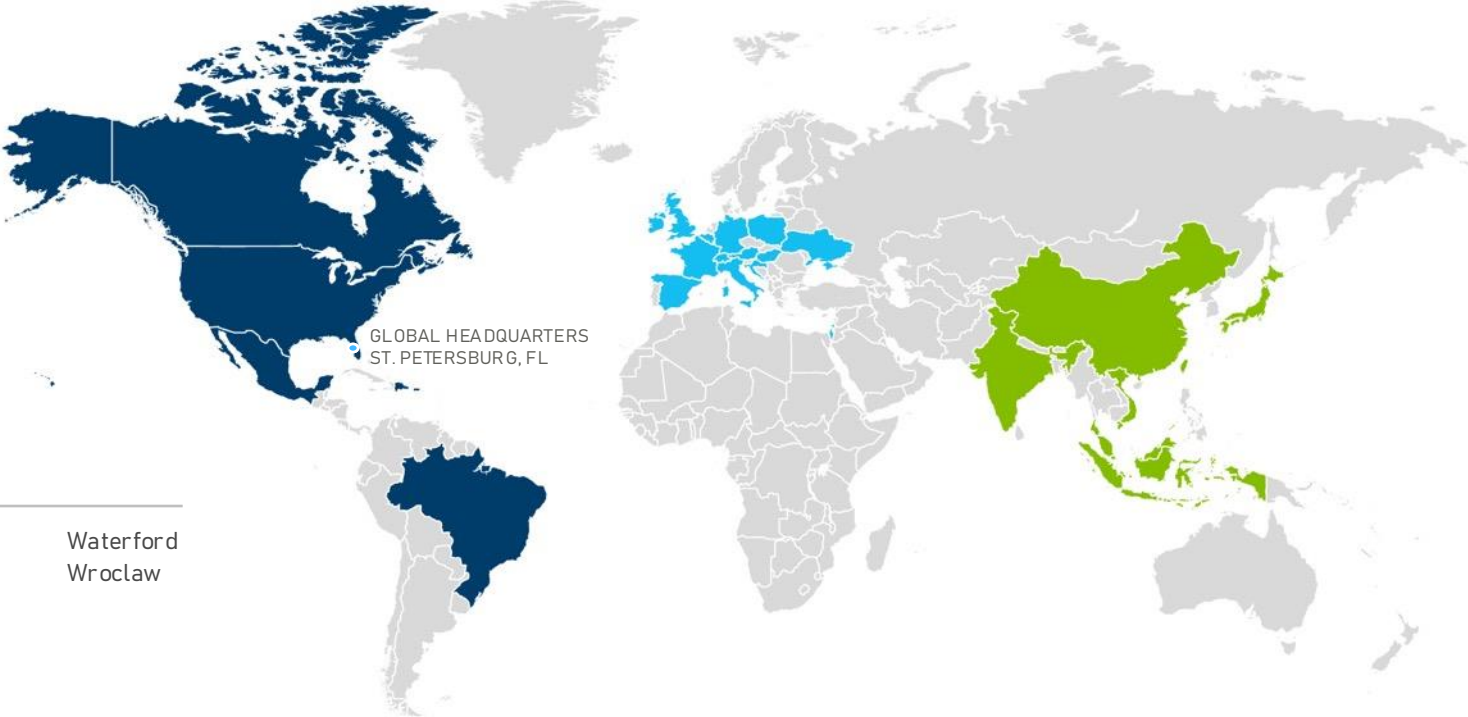


Adam Berry
SVP, Investor Relations &
Communications

Global Operations Enable Manufacturing at Scale

100+ Sites

Strategically Located Around the World



ASIA

Bandung	Hachioji	Penang	Singapore	Wuhan
Batu Kawan	Ho Chi Minh	Pune	Sungai Petani	Wuxi
Beijing	Hsinchu	Sanchong	Suzhou	
Changhua	Huangpu	Shanghai	Taichung	
Gotemba	Kulim	Shenzhen	Weihai	

EUROPE & MIDDLE EAST

Balsthal	Dublin	Kharkiv	Mezzovico	Tiszaújváros	Waterford
Bar-Lev	Grenchen	Kwidzyn	Nagyigmand	Tortosa	Wroclaw
Bettlach	Hägendorf	Livingston	Osijek	Tuttlingen	
Bray	Hasselt	Le Locle	Paris	Uzhgorod	
Coatbridge	Jena	Marcianise	Raron	Vienna	

AMERICAS

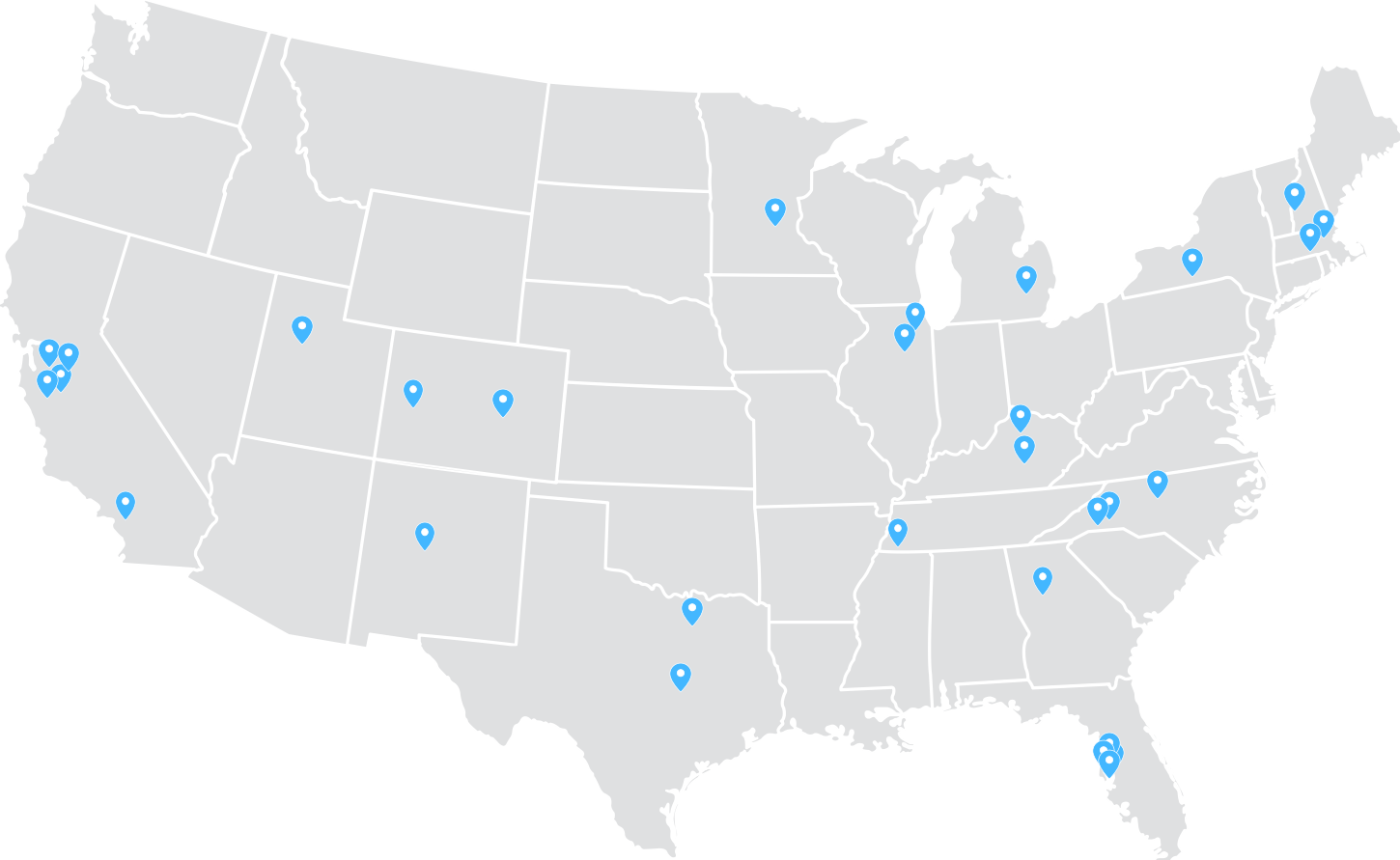
Albuquerque	Auburn Hills	Burlington	Clearwater	Fremont	Hanover Park	Manaus	Monterrey	Richardson	San Jose
Anaheim	Austin	Cayey	Clinton	Grand Junction	Hendersonville	Maple Grove	Monument	Richmond	Santo Domingo
Asheville	Belo Horizonte	Chihuahua	Elmira	Guadalajara	Juarez	Mebane	Ottawa	Salt Lake City	St. Petersburg
Atlanta	Benicia	Claremont	Florence	Gurnee	Lexington	Memphis	Pleasanton	San Cristobal	Tijuana
									Valinhos

Continental US Footprint

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30+ Sites | 28 Cities | 16 States

- Albuquerque
- Anaheim
- Asheville
- Atlanta
- Auburn Hills
- Austin
- Benicia
- Burlington
- Claremont
- Clearwater
- Clinton
- Elmira
- Florence
- Fremont
- Grand Junction
- Gurnee
- Hanover Park
- Hendersonville
- Lexington
- Maple Grove
- Mebane
- Memphis
- Monument
- Pleasanton
- Richardson
- Salt Lake City
- San Jose
- St. Petersburg



Continue Investing in Key Capabilities



NPI



Design Engineering



Additive Manufacturing



AI / ML Manufacturing



Automation



Mechanics



Industrial Engineering



Optics

REGULATED INDUSTRIES



Clean Room



Injection Molding



High-Speed Assembly



Fluidics



Precision Machining



Manufacturing Test Development

INTELLIGENT INFRASTRUCTURE



Photonics Design & Manuf.



Liquid-to-chip Cooling



Config. & Fulfillment to Order



OSAT



Complex Assembly



Wireless Design & Manuf.

CONNECTED LIVING & DIGITAL COMMERCE



Autonomous Robotics



Precision Tooling & Molding



CNC Machining & Processing



Acoustics



Materials Science



Die Cuts

FY25 Financial Outlook

NET REVENUE

\$27_B

CORE OP MARGIN¹

5.4%

CORE EPS¹

\$8.65

FREE CASH FLOW¹

\$1.2_B

Long-Term Financial Targets

REVENUE GROWTH

5-7%

EXPAND CORE
OP MARGIN

6%+

CORE EPS
GROWTH

12-15%

STRONG FREE CASH
FLOW CONVERSION

80-100%

ALIGNED & FOCUSED ON DRIVING CONSISTENT CASH FLOW & PROFITABILITY

Jabil's Key Stakeholders

EMPLOYEES

Ensure Jabil has the right talent, at the right time, in the right positions to achieve our strategic goals and objectives.

Create a culture of inclusion and belonging where everyone can be their authentic self and contribute to Jabil's success.

CUSTOMERS

Deliver operational excellence and outstanding customer service, all the time.

Continue to leverage the Jabil differentiator in the Workcell Model.

SUPPLIERS

Continue treating our suppliers as true partners, fostering mutually beneficial relationships.

Collaborate on shared roadmaps and technology evolution to deliver success for Jabil's customers.

INVESTORS

Remain focused on margin expansion, free cash flow, core EPS growth, and shareholder return to deliver value to investors.



As global supply chains move and shift, how will you enable Jabil and our customers to successfully navigate these changes?

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Connected Living &
Digital Commerce (CLDC)

JABIL

Connected Living (FY25)

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KEY DRIVERS



MOBILE DEVICES

Security market 9.5% CAGR through 2027. Drivers:

- Growing safety concerns
- Counter-terrorism efforts
- Smart city surveillance demands

Jabil is outpacing the market with 66% CAGR in this segment



SMARTHOME & APPLIANCES

Jabil's \$20B smart home market drivers:

- Housing activity
- Consumer spending power
- Product innovation

Key trends: IoT, robotics, home entertainment spaces, and outdoor living integration



ABC+

US-China trade tensions are driving exploration of creative supply chain strategies that include lower-cost supply chain alternatives beyond Jabil's traditional scope.



PACKAGING+

Drivers shaping the packaging industry:

- Sustainability requirements
- regulatory changes
- pricing pressures
- innovation demands

REVENUE
\$3.8B

KEY SUPPLIER PARTNER TAKEAWAYS

Jabil has secured \$1.5B+ opportunities in connected living, requiring **robust and aggressive supply chain partnership support.**

Jabil will continue to be **selective in the opportunities we pursue.** Market momentum is strong with both existing and new customers.

We seek proactive supply chain partners to develop **strategic solutions in new geographies** that support our customer relationships.

The \$6.1B food and beverage sector presents a strategic opportunity for Jabil, requiring robust supply chain **partnerships in the delivery of sustainable materials.**

Digital Commerce (FY25)

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KEY DRIVERS



Rising labor, property, and e-commerce demands are driving warehouse automation growth, particularly in robotics and vertical storage systems.

Jabil is positioned to capture this market's strong 43.7% CAGR through 2027.



By 2028, 80% of customers will prefer businesses offering grab-and-go services, self-service kiosks, and intelligent inventory management.

This shift drives demand for unified commerce solutions, self-checkout systems, and mobile POS flexibility.



Digital transformation continues driving shift to digital printing technologies; integration of smart features in commercial printing (QR codes, NFC, AR elements).

Cloud integration becoming standard, enabling direct scanning to cloud storage and collaboration platforms.

REVENUE
\$2.7B

KEY SUPPLIER PARTNER TAKEAWAYS

Jabil has achieved **~300% year-over-year revenue growth** in warehouse automation through the addition of three strategic customers.

Jabil is driving **strategic expansion with four fintech partners**, executing complex retail digitalization programs including self-service kiosks and checkout systems.

Our largest customer on the print sector values our **scale and operationally resilient supply chain** as well as our engineering Capabilities, specifically our optical content in their scan engines.

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Intelligent
Infrastructure

JABIL

Gary Grugen

Cloud & Datacenter Infrastructure (FY25)

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KEY DRIVERS



AI's integration into various industries, including healthcare, finance, and retail, is accelerating. This is driving demand for advanced datacenter infrastructure.



The increasing power demands of AI hardware generate significant heat, which traditional air-cooling methods struggle to manage. Our customers are turning to liquid.



Modular datacenter designs allow for flexible and scalable expansion, optimizing resource deployment and costs.

REVENUE
\$5.1B

KEY SUPPLIER PARTNER TAKEAWAYS

Collaboration between cloud providers and their supply chain is crucial to deliver highly integrated solutions with speed and scale.

Cloud computing development timelines are rapidly accelerating from what was historically 18-24 months to 12 months.

Jabil recently acquired Mikros Technologies to scale liquid cooling design skills globally for cloud markets.

Communications and Networking (FY25)

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KEY DRIVERS



High-bandwidth networking and optical interconnects are vital for managing AI data, ensuring low latency and high throughput.



Photonics are vital in AI infrastructure, ensuring that data can be transmitted quickly, reliably, and efficiently.



Telecommunications will continue to support key customers in key markets with enhanced design engineering services.

REVENUE
\$2.5B

KEY SUPPLIER PARTNER TAKEAWAYS

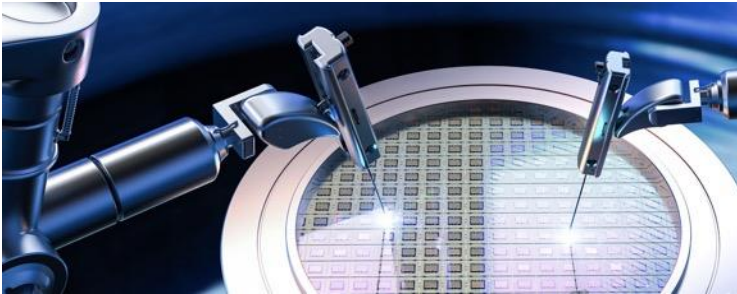
As Jabil grows our design capabilities in response to customers asking for Design Services, we depend on close relationships with our supply base and engineering teams.

Jabil's photonics focus on 400G solutions will expand to 800G in early 2025 and we have also started work on 1.6T+ solutions

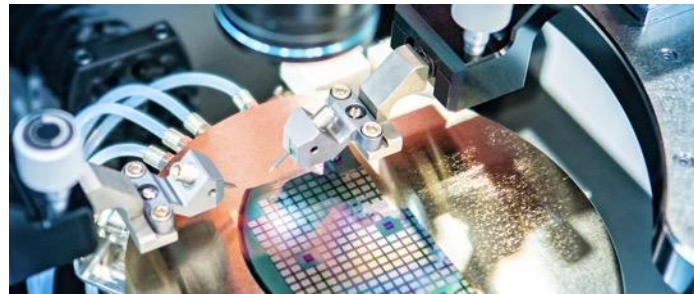
Focused on expanding our footprint and supply chain in India as the local market continues to grow.

Capital Equipment (FY25)

KEY DRIVERS



Foundries are upgrading to produce high-performance AI chips, driving demand for specialized manufacturing equipment.



Automated Test Equipment (ATE) is experiencing tailwinds from the demand for GPUs and high-bandwidth memory.



Wafer Fab Equipment (WFE) demand driven by AI, advanced nodes, and localization fueled by government incentives.

REVENUE
\$1.9B

KEY SUPPLIER PARTNER TAKEAWAYS

Semi-cap equipment revenue is currently led by test-equipment for GPUs and high-bandwidth memory.

Jabil still expects broader end market recovery with the consumption of finished goods inventory and increased demand from emerging markets, EVs, etc.

We see customers consuming finished goods inventory and are engaged in several new product introductions. In some instances, supply is expected to be under pressure.

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Jabil Regulated
Industries (JRI)

JABIL

Steve Borges

Healthcare (FY25)

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KEY DRIVERS



Solution-based business models will bridge a strong engagement between medical devices companies, healthcare facilities, and patients.



Global population suffering from diabetes will grow to 1B by 2045 and weight loss drugs expected to reach 2B devices by 2030.



Robotic surgery and minimally invasive devices represents a \$42B market growing at a ~20% CAGR.

2025E REVENUE

\$5.5B

KEY SUPPLIER PARTNER TAKEAWAYS

Expanding our footprint into Dominican Republic and Croatia will provide opportunities to **localize the Supply Chain**.

Jabil is becoming increasingly more involved in **design opportunities** allowing Jabil to source preferred partners.

Recovery from **inflationary trend and overall pricing pressure** has become a major focus for our customers.

Automotive & Transportation (FY25)

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KEY DRIVERS



Automotive market represents a \$48B market opportunity for Jabil in 2028, with EV vehicles continue a 21% CAGR through 2030.



. High powered compute systems continue to be forecasted as a higher growth segment, and it is powertrain agnostic.



Jabil continues to be extremely well-positioned to grow our commercial and agricultural market when the recovery emerges.

2025E REVENUE

\$4.2B

KEY SUPPLIER PARTNER TAKEAWAYS

Jabil added 4 new customers and were **awarded \$1.3B** in new business this past year

Strong focus on **augmenting engineering strength** in ADAS, Connectivity, Electrification, and Software Defined (A.C.E.S)

The EV market is becoming more competitive than ever, with many new entrants. It is essential that Jabil receives **competitive quotes first time around**, so that we can remain the premier outsourcing partner

Renewables and Energy Infrastructure (FY25)

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KEY DRIVERS



Global climate goals and government incentives are driving more energy sources to renewable solutions. Though we see softness today, we expect this market to rebound.



Geopolitical tensions and supply chain risks are driving strategies to diversify supply chains.



Global energy demand is projected to reach 46TWh by 2040 which is a 62% increase from 2018.

2025E REVENUE

\$2.5B

KEY SUPPLIER PARTNER TAKEAWAYS

Supply chain solution for **large form factor metals** will be a key focus this year as we expand into complex HLA assembly.

Key focus on developing a competitive supply chain for **cable and wiring solutions**.

Creating **lowest landed cost solutions** and flexibility through lead-time reductions, vendor managed inventory, and just-in-time supply chain models will be of prime importance in creating optimal supply chains.

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Supply Chain Update

Frank McKay



Global Supply Chain and Procurement Organization

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SUPPLY CHAIN

- CUSTOMER-FACING
SUPPLY CHAIN MANAGEMENT
INTELLIGENT INFRASTRUCTURE
CONNECTED LIVING & DIGITAL COMMERCE
Grant Anderson
- CUSTOMER-FACING
SUPPLY CHAIN MANAGEMENT
REGULATED INDUSTRIES
Andy Pepper

PROCUREMENT

- INDIRECT PROCUREMENT
Heidi Banks
- INDIRECT PROCUREMENT
CAPEX, MRO & INFRASTRUCTURE (ASIA)
Hongda Zheng
- DIRECT PROCUREMENT
ELECTRONICS
Graham Scott
- DIRECT PROCUREMENT
MECHANICALS
Keith Lapinski

- STRATEGY, LTP, AND M&A
Tony Lyons
- TECHNOLOGY INVESTMENTS, SUPPLY CHAIN
TRANSFORMATION, AND LOGISTICS
Alan Brown
- STRATEGIC OPERATIONS
Ping Ping Ong
- PROCUREMENT AND SUPPLY CHAIN SERVICES
Jeff Austin
- ASSET DISPOSITION SERVICES
Jed Pecchioli

FUNCTIONAL TEAMS & SUPPORT

- FINANCE
Ross Romanello
- GLOBAL TRAVEL
Sheila Kittle
- ADMINISTRATION
Ning Chitarath
- COMPLIANCE
Erick Prause
- HUMAN RESOURCES
Kevin Flanner

The 4 Cs

Driving Our Supplier Partner Relationships

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Communication

- Transparency
- Efficiency
- Use of Technology



Consistency

- Strategy
- Mission
- Vision
- Talent



Credibility

- Rich, value-based conversation
- Delivering on commitments made
- Executing to plan



Collaboration

- Unlocking the value of opportunity
- Serving our end markets better

Underpinned by our investments in People, Processes and Technology

Treating Our Supplier Partners Like Customers

Now Offering:

Procurement & Supply Chain Services

Built by Practitioners for Practitioners

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MARKET INTELLIGENCE

Commodity

Category

Mechanicals

End Market Segments (8)

PROCUREMENT SERVICES

Procurement Consulting

Procurement Technology Services

Procurement Managed Services

SUPPLY CHAIN SERVICES

Supply Chain Consulting Services

Logistics Services

Supply Chain Managed Services

ACQUISITIONS:



JOINT VENTURE:



Jabil's Market Sentiment:

An earlier-than-expected recovery

Based on Jabil's proprietary data
and practitioner insights.

Lead times



Jabil Inventory



Channel inventory



Customer pull ins



Short to lead time orders



Electronica sentiment
around 2nd half recovery



New US Administration
(pro-business and 100 Day plan)



Our Asks of You & Our Commitment to You

ASKS

- Continued Capacity Investments
- Continued Competitiveness
- Inventory Programs
- Data Sharing (APIs – Quoting & Sustainability Requirements and vCommand – ASNs)
- Technology Roadmap Access
- ESG Support
- Plan for the Unplanned
- Access to Your Brightest & Best People



COMMITMENT

- Revenue Growth
- Design Opportunities
- Access to Global trade
- Diversified End Market access
- ESG Responsible & Accountable Partner
- Ethical Collaboration
- Access to Our Brightest & Best People

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Thank You

JABIL