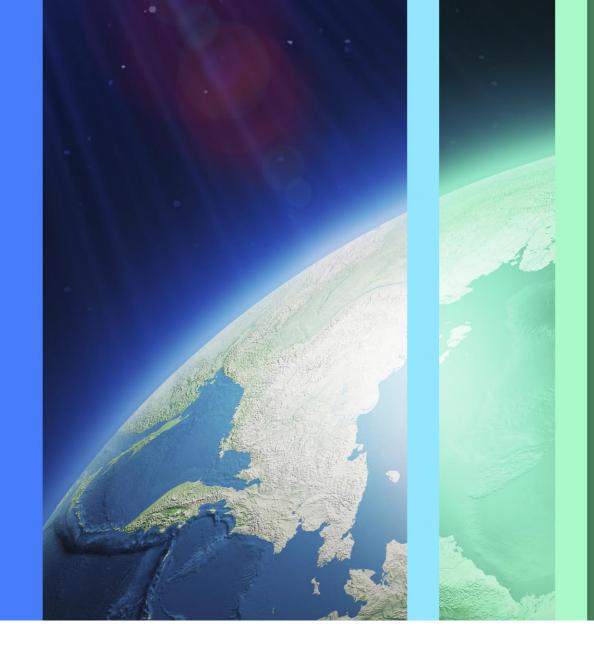
# Jacobs

**Challenging today. Reinventing tomorrow.** 

**Investor Presentation August 2020** 





## Disclaimer

### Forward-Looking Statement Disclaimer

Certain statements contained in this presentation constitute forward-looking statements as such term is defined in Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, and such statements are intended to be covered by the safe harbor provided by the same. Statements made in this presentation that are not based on historical fact are forwardlooking statements. Examples of forward-looking statements include, but are not limited to, statements we make concerning the potential continued effects of the COVID-19 pandemic on our business, financial condition and results of operations and our expectations as to our future growth, prospects, financial outlook and business strategy for fiscal 2020 or future fiscal years. Although such statements are based on management's current estimates and expectations, and currently available competitive, financial, and economic data, forward-looking statements are inherently uncertain, and you should not place undue reliance on such statements as actual results may differ materially. We caution the reader that there are a variety of risks, uncertainties and other factors that could cause actual results to differ materially from what is contained, projected or implied by our forward-looking statements. Such factors include the magnitude, timing, duration and ultimate impact of the COVID-19 pandemic and any resulting economic downturn on our results, prospects and opportunities, the timeline for easing or removing "shelter-in-place", "stay-at-home", social distancing, travel restrictions and similar orders, measures or restrictions imposed by governments and health officials in response to the pandemic, or if such orders, measures or restrictions are re-imposed after being lifted or eased, including as a result of increases in cases of COVID-19; and the development, effectiveness and distribution of vaccines or treatments for COVID-19. The impact of such matters includes, but is not limited to, the possible reduction in demand for certain of our services and the delay or abandonment of ongoing or anticipated projects due to the financial condition of our clients and suppliers or to governmental budget constraints; the inability of our clients to meet their payment obligations in a timely manner or at all; potential issues and risks related to a significant portion of our employees working remotely; illness, travel restrictions and other workforce disruptions that could negatively affect our supply chain and our ability to timely and satisfactorily complete our clients' projects; difficulties associated with hiring additional employees or replacing any furloughed employees; increased volatility in the capital markets that may affect our ability to access sources of liquidity on acceptable pricing or borrowing terms or at all; and the inability of governments in certain of the countries in which we operate to effectively mitigate the financial or other impacts of the COVID-19 pandemic on their economies and workforces and our operations therein. The foregoing factors and potential future developments are inherently uncertain, unpredictable and, in many cases, beyond our control. For a description of these and additional factors that may occur that could cause actual results to differ from our forward-looking statements see our Annual Report on Form 10-K for the year ended September 27, 2019, and in particular the discussions contained under Item 1 - Business; Item 1A -Risk Factors; Item 3 - Legal Proceeding; and Item 7 - Management's Discussion and Analysis of Financial Condition and Results of Operations, and our Quarterly Report on Form 10-Q for the quarter ended June 26. 2020, and in particular the discussions contained under Part I, Item 2 - Management's Discussion and Analysis of Financial Condition and Results of Operations; Part II, Item 1 - Legal Proceedings; and Part II, Item 1A - Risk Factors, as well as the Company's other filings with the Securities and Exchange Commission. The Company is not under any duty to update any of the forward-looking statements after the date of this presentation to conform to actual results, except as required by applicable law.

### **Non-GAAP Financial Measures**

To supplement the financial results presented in accordance with generally accepted accounting principles in the United States ("GAAP"), we present certain non-GAAP financial measures within the meaning of Regulation G under the Securities Exchange Act of 1934, as amended. These measures are not, and should not be viewed as, substitutes for GAAP financial measures. More information about these non-GAAP financial measures and reconciliations of these non-GAAP financial measures to the most directly comparable GAAP financial measures can be found at the end of this presentation. Reconciliation of the adjusted EPS, adjusted EBITDA and free cash flow outlook for fiscal 2020 and 2021 to the most directly comparable GAAP measure is not available without unreasonable efforts because the Company cannot predict with sufficient certainty all of the components required to provide such reconciliation, including with respect to the costs and charges relating to transaction expenses, restructuring and integration and other non-recurring or unusual items to be incurred in fiscal 2020 and 2021.

### **Pro Forma Figures**

During this presentation, we may discuss comparisons of current period results to prior periods on a pro forma adjusted basis. The pro forma adjusted figures for the first quarter of fiscal 2018 were calculated by using revenue and income from continuing operations of the combined Jacobs and CH2M entities as if the acquisition of CH2M had occurred prior to the first quarter of fiscal 2018, as adjusted for (i) the exclusion of restructuring and other related charges, (ii) the deconsolidation of CH2M's investment in Chalk River as if deconsolidated on October 1. 2016 and (iii) the exclusion of the revenue and operating results associated with CH2M's MOPAC project. In addition, the prior fiscal periods are presented as if the acquisition of KeyW had occurred prior to the first quarter of fiscal 2018, as adjusted for the exclusion of restructuring and other related charges and transaction expenses. In addition, the prior fiscal periods are presented as if the divestiture of the ECR business had occurred prior to the first quarter of fiscal 2018. For pro forma comparisons, current and prior periods include the results of the Wood Nuclear business, which closed in March 2020. In addition, each quarterly period of fiscal 2018 has been recast to reflect the new segment realignment, backlog methodology and pension cost changes and the updated fiscal 2019 corporate cost allocation methodology, in addition to the other adjustments described on the Non-GAAP Financial Measures slides at the end of this presentation. We believe this information helps provide additional insight into the underlying trends of our business when comparing current performance against prior periods. Readers should consider this information together with a comparison to Jacobs' and KeyW's filings with the SEC.

# Jacobs

Challenging today. Reinventing tomorrow.

## To create a more connected, sustainable world.

We do things right.

We challenge the accepted.

We aim higher.

We live inclusion.













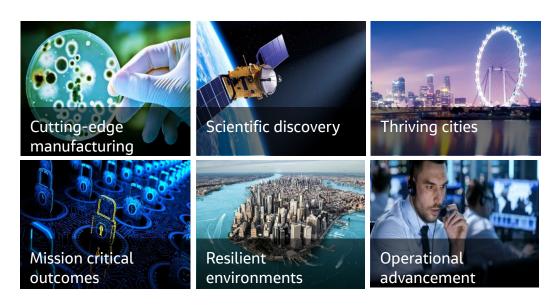


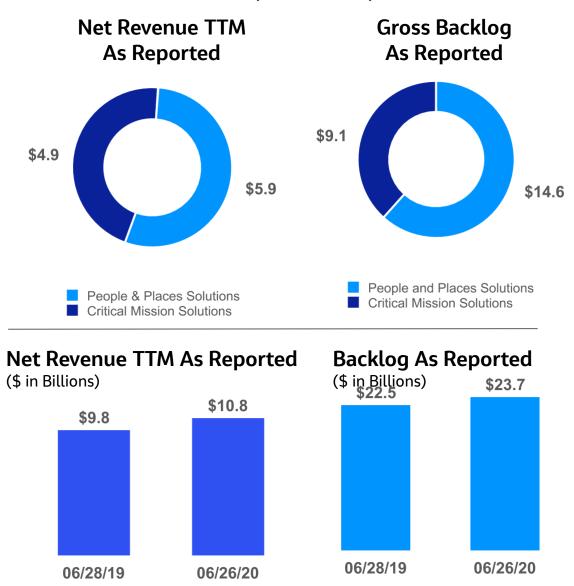
## Jacobs: Delivering innovative solutions & disciplined execution

**Q3 Fiscal 2020** 

Reimbursable and Lower Risk Fixed Public/Private
U.S./Int'l Mix Talent Base Price Services Sector
76%/24% ~55.000 93% 74%/26%

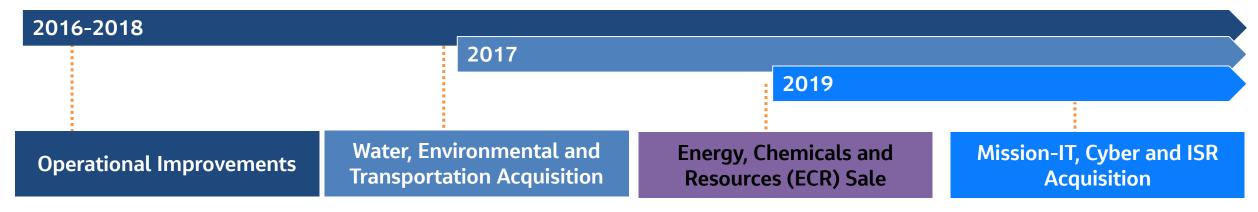
- Increasing portfolio mix in high value sectors
- Aligning around national government priorities
- Solving sustainable infrastructure challenges
- Focusing on technology-enabled delivery





(\$ in billions)

## Strong execution against strategic and financial goals



- Aligned lines of business to improve accountability
- Drove operational improvement adj. pro forma G&A as % of gross profit down >180 bps
- Increased adj. operating profit margins by ~100 bps
- Focused on more profitable end markets; gross margin in backlog up ~200 bps

- Acquired CH2M to accelerate strategy in key markets – water, transportation, environmental and nuclear remediation
- Portfolio more aligned with favorable long-term secular growth trends
- Accretive to adj. operating profit margin of ~40 bps
- Overachieved original cost synergies, now expect \$175M; revenue synergies materializing

- Sold ECR business to Worley
- Increases focus on higher value portfolio
- Eliminates most cyclical and lowest margin businesses
- Accretive to gross margin by ~150 bps and adj. operating profit margin of ~25 bps
- Significantly strengthens balance sheet and unlocks over \$2.5B in capital

- KeyW adds Intelligence
   Surveillance and
   Reconnaissance (ISR), national
   security based cyber and
   mission-critical IT and analytics
   capabilities
- IP-driven technology with unique C5ISR solutions

## Transforming our strategic and financial profile

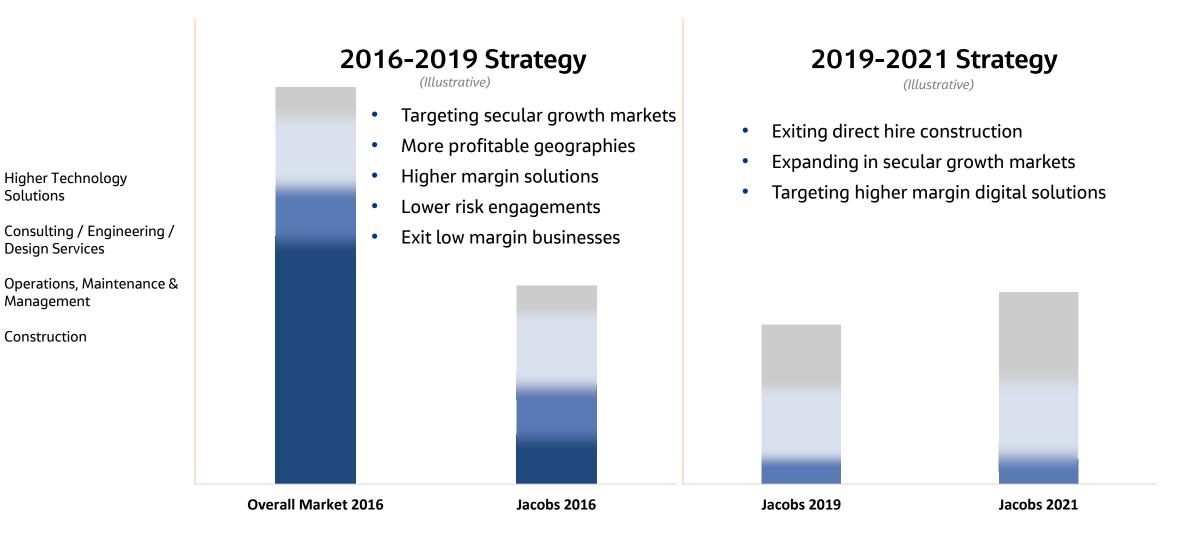
## Focusing on higher growth, higher margin sectors

Solutions

**Design Services** 

Management

Construction



6

## **Critical Mission Solutions**

### Maintaining Resilient Base while Expanding into Higher Value Solutions

- Quickly ramped to virtual and COVID compliant on-site client requirements
- Backlog provides strong visibility into base business
- Next 18-month qualified new business pipeline remains strong at ~\$30B

### **Strategy Demonstrates Durability in COVID Environment**

- Reduced impact from physical distancing; expect recovery into FY21
- Resiliency due to well-funded mission critical programs
- Strength in Cyber, Mission-IT and Space
- Backlog and pipeline positions for growth in FY21 and beyond

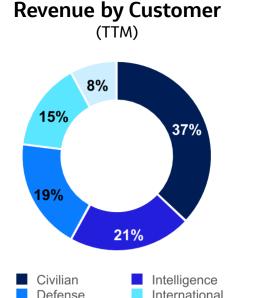
### **Recent Customer Wins**

- Weapon systems sustainment for N.A. Aerospace Defense Command
- Intelligent asset management for Navy's Kings Bay base operation
- Software DevOps engineering for classified DOJ and intel clients
- Prototype SmallSat components for classified space ISR client

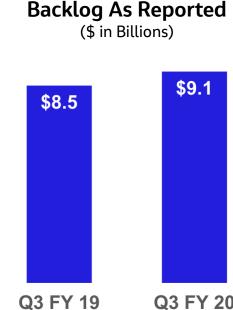
## **Critical Mission Solutions Snapshot**

(TTM including KeyW and Wood Nuclear)

U.S. / International	85% / 15%
Government	~88%
Reimbursable and Lower Risk Fixed Price Services	~95%
Recurring	~95%
Talent Force	~17k

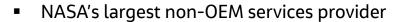


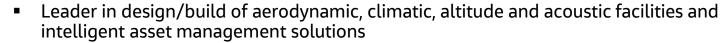
Commercial



## CMS creates, delivers and succeeds with certainty for customers

### Annual Revenue: \$2.0 Billion (37%)







 Program management, facility operations and management, site remediation, waste management, spent fuel operations, environmental remediation and reactor decommissioning







MARKET





- Enables critical U.S. national security missions by providing technical services and advanced tools for collecting, transforming, analyzing and synthesizing data into actionable information when customers need it
- Mission & Enterprise IT: Secure network engineering and operation, cloud migration, DevSecOps, data analytics and engineering
- ISR quick-reaction capabilities from concept to operations that support space, sea, air and land missions
- Integrated, full-service cybersecurity services, including defensive operations, offensive operations and cyber mission training

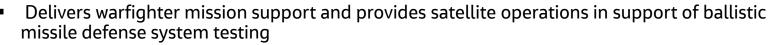




R

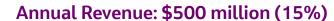
## CMS creates, delivers and succeeds with certainty for customers

Annual Revenue: \$1.0 billion (19%)





Technical Services: Intel analysis and training, enterprise and mission IT, cybersecurity, test and training range operations and engineering, aircraft and aviation engineering, and weapon system sustainment



- Supports U.K. and Australia defense ministries across wide range of services, including, Continuous at Sea Deterrent (CASD) and submarine construction and sustainment
- Program management, testing and sustainment of military systems and vehicles
- Tier-1 nuclear service offerings in the U.K. and Europe offering full lifecycle services

### Annual Revenue: \$400 million (8%)

- Complete end-to-end 5G telecom development and field services
- Leader in design/build of aerodynamic, climatic, altitude and acoustic facilities and intelligent asset management solutions for automotive and aerospace applications
- OT/ICS security solutions for industrial control environments





















## A foundation of large, multi-year highly technical contracts

Agency	Award Size	Duration	Contract Scope
CHANGE OF GUILLE	\$4.6B	8.5 years to 2025	Missile Defense Agency (IRES) - Operating the Missile Defense Integrated Operations Center, supporting its network infrastructure, modeling and simulation and development of systems 75% of scope is related to IT services
NASA	\$1.1B	8 years to 2025	Marshall – Science and engineering solutions to support the space launch system, space station and other projects, 6x successful rebids
	\$1.9B	9 years to 2022	Johnson – IT development and infrastructure support across multiple initiatives including Orion Capsule, life support systems and robotics
STATE OF THE STATE	\$771M	6 years to 2023	Special Operations Command (SITEC II) - supporting national security and SOF missions via intelligence analysis, operational mission planning, cybersecurity, weapon system acquisition and sustainment, IT Service Management, and technology insertion to support critical operations
OF THE STATE OF TH	\$434M	6 years to 2026	Air Force - NISSC II - Provides weapons operations, maintenance and sustainment support for the North American Aerospace Defense (NORAD) at the Cheyenne Mountain Complex
	\$418M	8 years to 2028	Navy West Sound – Provides Base Operating Services for this critical US Navy installation transforming the legacy interval-based maintenance to an Intelligent Asset Management, which delivers improved asset availability and performance, achieved through proven best practices and leading-edge technologies that enable a predictive/condition-based maintenance approach
A SO ALL	\$217M	5 years to 2024	Dept. of Defense - Supporting the Department of Defense Cyber Crime Center for modernization, design, development and delivery of specialized cyber training for its Cyber Training Academy

10

## **People & Places Solutions**

## **Growth Through Competitive Advantage and Secular Trend Alignment**

- Globally connected talent driving integrated delivery and innovation
- Deep domain expertise delivering diverse solutions in resilient markets

## **Strategic Resilience**

- COVID-19 impacts to pipeline and projects improved
- Strong retention of global talent pool
- Depth and breadth of global expertise applied across all market sectors
- Leveraging digital connectivity to deliver superior tech-enabled solutions
- Innovation and collaboration enhanced through distributed working

### **Recent Customer Wins**

- Great Lakes Water Authority transmission main relocation (US)
- Anglian Water Services Strategic Pipelines Alliance (UK)
- Delhi Noida International Airport program management (India)
- AstraZeneca vaccine facility (US)
- Transport for New South Wales infrastructure upgrade (AU)

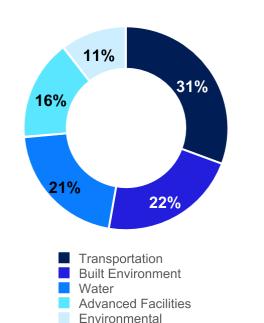
## People & Places Solutions Snapshot

(Net Revenue Q3 2020)

U.S./International	67% / 33%
Public / Private Sector	62% / 38%
Reimbursable and Lower RIsk Fixed Price Services	~91%
Talent Force	~35k

## Net Revenue by Sector

by Sector Backlog As Reported (\$ in Billions)





## Solutions & Technology Value Driven Innovation

S&T is a formal business function that stewards our technical experts, providing the global connectivity across markets. Our mission is to partner and support the business through talent management, strategy & growth, innovation, global connectivity, and delivery excellence.

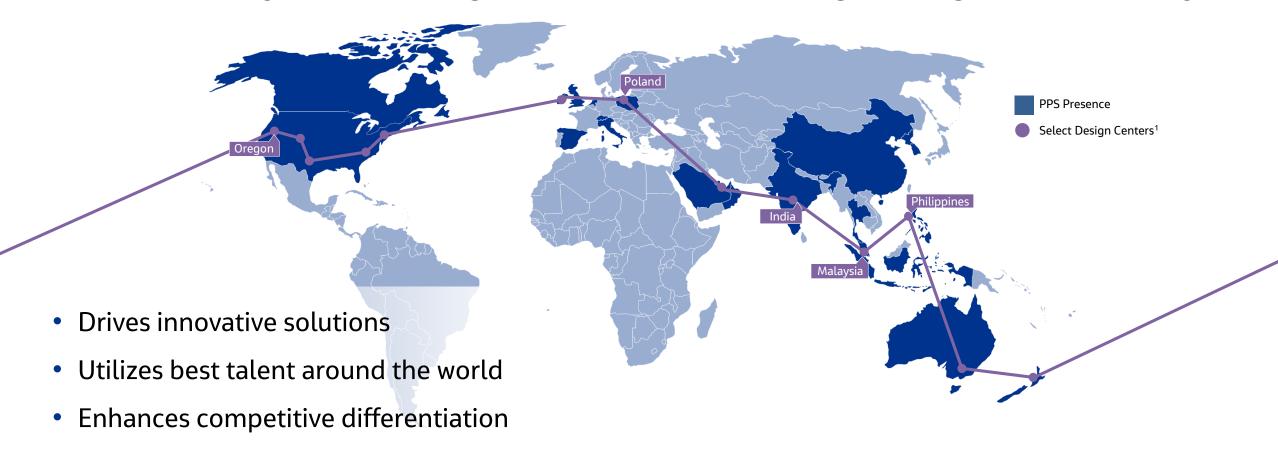


## Market-based Organization Supports a Connected Expertise



13 ©Jacobs 2020

## Connectivity optimizes global platform through integrated delivery



Mature global delivery platform enables talent mobility – and serves as competitive differentiator

## **Leading Provider of Global Water Solutions**

### Addressable Market

Target Country	Target Service	Addressable Market Revenue (\$, B)
	Consulting/Design	8
U.S.	Design/Build	5
	Operations (non regulated)	2
	TOTAL	15
Outsid	Consulting/Design	8
U.S.	TOTAL	8
Globa	ALL	23

### Global Market

\$600-700B/year

Capital: \$250-300B/year

O&M: \$350-400B/year

### Addressable Market

**Target Countries:** 

\$80-90B/year (capital)

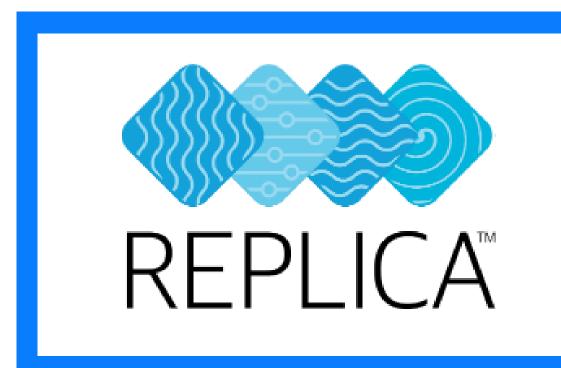
Target Services: By country

Jacobs' water solutions represent ~20% of People and Places Solutions revenue



Data as of June 2020

## Proprietary IP: AquaDNA, Replica and AI Confidential Solutions



A digital **replica** of physical assets, processes and systems that can be used for **synthetic data** generation, **prediction**, **optimization** and **scenario analysis** 



AquaDNA – predictive analytics platform that integrates innovative technologies for wastewater pump cleaning and sewer performance through AI learning.

**O**Jacobs 2020

## Environmental and Resiliency Challenges Require Deep Expertise

### **Environmental Planning, Permitting, Sustainability and Remediation**

Market drivers: urbanization, climate change, resiliency, emerging contaminants and water scarcity

### **Managing Environmental Liabilities**



**New Bedford Harbor** Superfund Site, **Environmental Remediation** and Restoration, Bristol County, MA



**Australian Department of Defence, PFAS Investigation** & Management Program

### **Enabling Capital Projects**



Queensferry Crossing, **Environmental Statement, Community Engagement and** Compliance Monitoring, Scotland, U.K.

Alberta, Saskatchewan and

Manitoba, CN



**Enbridge Line 3 Replacement** Program, Environmental and Socio-Economic Assessment. UT

### **Assuring Operating Asset Compliance**

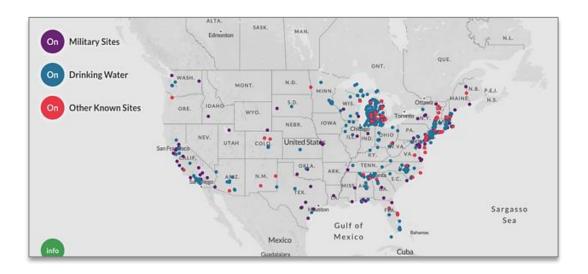


**NASA Marshall Space Flight** Center, Environmental **Engineering Support** Services, Huntsville, AL

**Rio Tinto Kennecott Utah** Copper, Air Permitting and Compliance, South Jordan,

### **PFAS Overview**

- Highly toxic chemicals manufactured for non-stick products, firefighting foam and many other uses
- In U.S. alone, as of July 2019 over 49 states, 175 military sites, 712 sites total, and over 1,500 drinking water systems are contaminated with PFAS

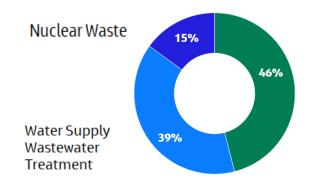


Source: Barclay/Jacobs PFAS webcast. Screenshot of an interactive map from the Environmental Working Group and the Social Science Environmental Health Research Institute, at Northeastern University, documenting publicly known pollution from PFAS chemicals nationwide.

# **Environmental, Social and Governance (ESG) Summary**

- Jacobs ESG Investor Page
- 2019 ESG Data Disclosure for Analysts
- Water Business Overview
- Environmental and PFAS Overview

Jacobs FY19 revenue for global Environmental Market as defined by ENR was \$4.3B



Hazardous Waste Environmental Science Air Quality/Clean Energy Environmental Management 100% renewable energy for our operations in 2020.

**Net zero carbon** for our operations and business travel in 2020.

Carbon negative for our operations and business travel by 2030.

Jacobs' Climate Action Plan



## Fiscal 2020 Q3 results

Revenue increased 3% y/y and Pro Forma Net Revenue decreased 4% y/y

GAAP Operating Profit (OP) of \$194M (+116%) and OP Margin of 6.0% (+310 bps)

Adj. OP of \$239M (+3%) and Net Revenue Adj. OP Margin of 8.9% (+10 bps)

GAAP Net Earnings of \$227M and EPS from Continuing Operations of \$1.73 impacted mainly by:

- \$0.71 primarily related to a positive mark-to-market adjustment associated with Worley equity offset by other ECR related items
- \$0.11 of restructuring, transaction and other charges
- \$0.13 of expense related to the amortization of acquired intangibles

Adjusted EPS of \$1.26 down (10)% and (3)% y/y excluding discrete tax items in both years

\$0.05 discrete tax benefit in Q3 2020 and \$0.16 discrete tax benefit in Q3 2019

Adjusted EBITDA of \$254M, 9.5% of Net Revenue

Q3 book-to-bill 1.1x

NASA's new Moon-bound spacesuits will get a boost from artificial intelligence. Find out how we're working with @NASA to revamp the portable life-support system for the Artemis generation of astronauts in this @wired feature. Credit: NASA/Joel Kowsky



## **Segment financials**

\$'s in millions			
	Q3 2019	Q3 2020	Y/Y
Critical Mission Solutions Operating Profit as a % of revenue	<b>76</b> 6.6%	<b>90</b> 7.4%	<b>17%</b> 80 bps
People & Places Solutions Operating Profit as a % of net revenue	<b>183</b> 12.4%	<b>190</b> 13.0%	<b>4%</b> 60 bps
Adjusted Unallocated Corporate Costs <sup>1</sup>	(27)	(41)	(14)
Adjusted Operating Profit from Continuing Operations as a % of net revenue	<b>233</b> 8.8%	<b>239</b> 8.9%	<b>3%</b> 10 bps
Adjusted EBITDA from Continuing Operations as a % of net revenue	<b>258</b> 9.8%	<b>254</b> 9.5%	(2)% -30 bps



Adjusted Operating Profit resilient despite macro and COVID-19 disruption

## Integration and divestiture update

## **ECR Update**

 Incurred ~\$215M to date of expected ~\$230M transaction, separation and restructuring costs

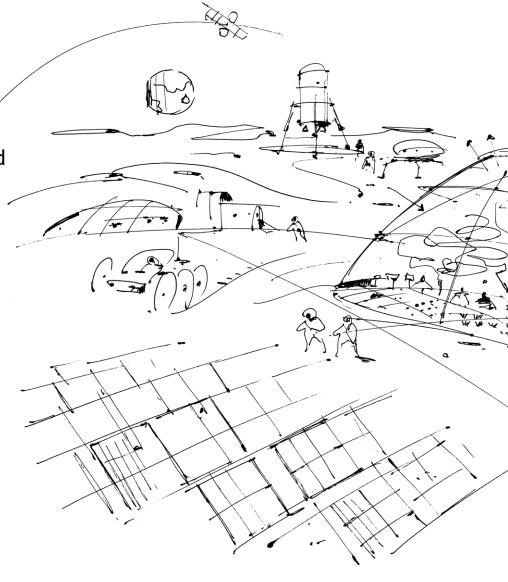
Final stages of separation and restructuring to be reached by end of year

### **Wood Nuclear Acquisition Update**

- Closed Wood acquisition on March 6, 2020
- On track to achieve expected \$12M in annual run-rate cost synergies
- Incurred ~\$3M of \$19M of expected cost to achieve synergies
- Incurred \$11M of transaction-related costs

## Overall Restructuring and Other Charges Significantly Reduced

Expect ~\$35M of restructuring and other P&L charges in Q4 FY20



## Balance sheet and cash flow

### Positive Free Cash Flow (FCF) Generation for Remainder of 2020

- Q3 positive FCF¹ of \$332M; includes net ~\$25M benefit from one-time items
- Now expect total FY20 reported FCF¹ to approach \$400M, including approximately \$130M of net one-time headwinds
- Q3 DSOs up y/y and q/q due to COVID-19; focused on improving collections

## **Ample Liquidity**

- Q3 cash and equivalents of \$1.0B and gross debt of \$2.2B
- Worley ownership \$0.3B as of end of Q3 FY20
- Pro forma net debt to FY20E adj. EBITDA of 0.9x

## **Balance Sheet Strength Affords Ability to Deploy Capital**

- Paid down \$950M in revolver debt leading to favorable run-rate interest expense
- \$25M in cash dividends paid in Q3
- Quarterly dividend \$0.19/share (+12% y/y) to be paid August 21, 2020

### **Q3** Leverage Metrics

\$ billions	FY20 Q3
Q3 Net Debt Position	\$1.1 B
Worley equity ownership as of 06/26	\$0.3 B
Q3 Pro Forma Net Debt Position	\$0.8 B*
Q3 PF net debt to adjusted FY20E EBITDA	0.9x**

<sup>\*</sup>Assumes Worley equity value as of June 26, 2020

### **Debt**

\$ billions	Loan/Notional	Rate
Revolving Credit Agreement	\$0.6B of \$2.3B	libor + 1.50%³
USD term Loan due 3/25	\$730M	libor+ 1.50% <sup>3</sup>
GBP term Loan due 3/25	£250M	libor + 1.50% <sup>3</sup>
Private placement due 5/25, 5/28, 5/30	\$500M	4.39%
Interest rate swap -notional value	~\$900M	2.2% <sup>2</sup>

<sup>&</sup>lt;sup>1</sup> Calculated as reported cash flow from operations minus CAPEX

<sup>\*\*</sup> FY2020E adjusted EBITDA assumed mid-point of outlook

<sup>&</sup>lt;sup>2</sup> Effective rate of 2.21% with an assumed credit spread of 1.5%

<sup>&</sup>lt;sup>3</sup>Credit spread 0.875% to 1.5% per credit agreement

## **Outlook & Summary**

## Underlying Fiscal 2020 and 2021 COVID-19 Related Assumptions

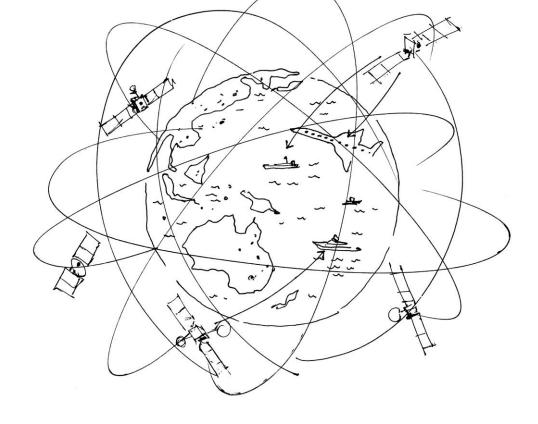
- Fiscal 2020 outlook reflects continued virtual work environment with gradual improvement in on-site client delivery
- Physical distancing headwinds likely continuing into early fiscal 2021

## **Updating Fiscal Year 2020 Outlook**

- Increasing adjusted EBITDA to \$1,000M to \$1,050M from \$950M to \$1,050M
- Increasing adjusted EPS to \$5.05 to \$5.30 from \$4.80 to \$5.30
- Net impact of -\$0.35 now expected from COVID-19 vs. \$0.50 previously

### **Fiscal Year 2021 Expectations**

- Expect growth in adjusted EBITDA and adjusted EPS in fiscal 2021
- Ability to deploy excess balance sheet capacity to high return opportunities
- Proactively advancing future of work initiatives and benefits



### **Additional Metrics**

\$ billions	
Q4 2020 share count	132M <sup>1</sup>
Q4 2020 effective Tax Rate	~24%
Annual CAPEX	~1% of gross revenue

<sup>&</sup>lt;sup>1</sup>assumes share repurchases through March 27, 2020

# Resilient business driven by strong culture and diversified portfolio aligned to growth opportunities

- Continue to prioritize employee health and safety during COVID-19 crisis
- Launched action plan for advancing justice and equality
- Aligned to resilient sectors with upside from stimulus and global economic recovery
- Strategy combines global scale, deep expertise and enhanced brand awareness
- Digital transformation maximizes global integrated delivery and efficiencies
- Expects adjusted EBITDA to improve from Q3 to Q4 2020 with growth in 2021
- Ability to deploy excess balance sheet capacity to high return opportunities



As part of NASA's Mars 2020 Mission launch on July 30, Jacobs and NASA's Jet Propulsion Laboratory built a calibration device for the Mars Perseverance Rover which will seek signs of past microbial life on the red plant and collect rock and soil samples.





## Recast consolidated financials

\$'s in millions	PF Q1 2018 <sup>1</sup>	Q2 2018	Q3 2018	Q4 2018	FY 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019	FY 2019	Q1 2020	Q2 2020	Q3 2020
Critical Mission Solutions													
Backlog	6,641	7,174	7,148	7,130	7,130	7,158	7,285	8,393	8,460	8,460	8,473	9,135	9,066
Revenue	842	924	1,021	1,069	3,856	1,035	1,060	1,156	1,300	4,551	1,182	1,243	1,211
Operating Profit as a % of revenue	57 6.8%	58 6.2%	<b>72</b> 7.1%	<b>77</b> 7.2%	264 6.9%	72 7.0%	<b>74</b> 7.0%	76 6.6%	88 6.7%	310 6.8%	90 7.6%	84 6.8%	90 7.4%
People & Places Solutions													
Backlog	12,269	12,088	12,693	12,825	12,825	13,177	13,428	14,011	14,109	14,109	14,197	14,156	14,608
Revenue	1,904	1,947	1,912	1,923	7,686	2,049	2,032	2,013	2,093	8,187	2,178	2,184	2,049
Net Revenue	1,217	1,338	1,329	1,272	5,156	1,374	1,400	1,479	1,390	5,643	1,476	1,542	1,470
Operating Profit as a % of Net Revenue	125 10.3%	<b>159</b> 11.9%	178 13.4%	<b>167</b> 13.1%	629 12.2%	159 11.6%	173 12.3%	183 12.4%	<b>199</b> 14.3%	<b>714</b> 12.7%	178 12.1%	189 12.3%	<b>190</b> 13.0%
Adj. Unallocated Corporate Expense	(48)	(42)	(27)	(23)	(140)	(46)	(25)	(27)	(33)	(131)	(32)	(37)	(41)
Adj. Net Interest Income (Expense)	(11)	(3)	(6)	(6)	(26)	(5)	(9)	(9)	(6)	(29)	(13)	(14)	(17)

<sup>&</sup>lt;sup>1</sup>Pro forma to include a full quarter of CH2M in Q1 2018 NOTES: Prior periods have been recast to reflect 2019 corporate allocation methodology and the restructuring and other adjustments.

## Recast consolidated financials

\$'s in millions	Q1 2018	Q2 2018	Q3 2018	Q4 2018	FY 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019	FY 2019	Q1 2020	Q2 2020	Q3 2020
Backlog	18,910	19,262	19,840	19,955	19,955	20,335	20,713	22,404	22,569	22,569	22,671	23,291	23,674
Revenue	2,746	2,870	2,934	2,992	11,541	3,084	3,092	3,170	3,393	12,738	3,360	3,427	3,260
Net Revenue	2,059	2,262	2,350	2,341	9,012	2,410	2,459	2,636	2,690	10,195	2,658	2,786	2,681
Adjusted Gross Profit	547	588	598	594	2,328	571	613	629	669	2,482	645	648	631
Adjusted G&A	(414)	(414)	(375)	(373)	(1,575)	(386)	(392)	(396)	(415)	(1,589)	(408)	(412)	(392)
Adjusted Operating Profit From Continuing Operations as a % of Net Revenue <sup>1</sup>	133 6.5%	175 7.7%	<b>223</b> 9.5%	221 9.4%	752 8.3%	185 7.7%	222 9.0%	233 8.8%	253 9.4%	<b>893</b> 8.8%	237 8.9%	237 8.5%	239 8.9%
Adj. Net Interest Income (Expense)	(11)	(3)	(6)	(6)	(26)	(5)	(9)	(9)	(6)	(29)	(13)	(14)	(17)

<sup>&</sup>lt;sup>1</sup>Pro forma to include a full quarter of CH2M in Q1 2018 NOTES: Prior periods have been recast to reflect 2019 corporate allocation methodology and the restructuring and other adjustments.

## Other operational metrics from continuing operations

\$'s in thousands	Q1 2018	Q2 2018	Q3 2018	Q4 2018	FY 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019	FY 2019	Q1 2020	Q2 2020	Q3 2020
Depreciation (pre-tax)	25,607 <sup>1</sup>	26,764	24,423	21,567	98,361 <sup>1</sup>	18,211	23,491	25,851	20,508	88,061	22,152	22,566	22,276
Amortization of Intangibles (pre-tax)	11,547	18,205	19,299	18,352	67,403	18,671	18,678	18,383	23,351	79,083	21,845	22,094	23,135
Pass-Through Costs Included in Revenue	686,860 <sup>1</sup>	608,720	583,423	650,547	2,529,550 <sup>1</sup>	674,278	632,359	533,935	702,786	2,543,358	701,754	641,393	578,717
Capital Expenditures	14,829 <sup>2</sup>	18,670	15,476	26,241	75,216 <sup>2</sup>	19,467	39,442	38,557	29,307	126,773	22,260	39,077	27,484

<sup>&</sup>lt;sup>1</sup>Pro forma to include a full quarter of CH2M in Q1 2018 <sup>2</sup>As reported does not reflect impact from CH2M

## Non GAAP financial measures

### **Three Months Ended**

June 26, 2020

<u>Unaudited</u>		U.S. GAAP		Effects of Restructuring, Transaction and Other Charges	Oth	ner Adjustments (1)		Adjusted		
Revenues	\$	3,260,057	\$	_	\$	_	\$	3,260,057		
Pass through revenue		_		_		(578,717)		(578,717)		
Net revenue		3,260,057		_		(578,717)		2,681,340		
Direct cost of contracts		(2,631,031)		_		578,717		(2,050,473)		
Gross profit		629,026		1,841				630,867		
Selling, general and administrative expenses		(434,650)		18,631		24,083		(391,936)		
Operating Profit		194,376		20,472		24,083		238,931		
Total other income (expense), net		109,305		_		(123,971)		(14,666)		
Earnings from Continuing Operations Before Taxes		303,681		20,472		(99,888)		224,265		
Income Tax (Expense) Benefit from Continuing Operations		(67,674)		(6,351)		24,125		(49,900)		
Net Earnings of the Group from Continuing Operations		236,007		14,121		(75,763)		174,365		
Net Earnings Attributable to Noncontrolling Interests from Continuing Operations		(9,121)						(9,121)		
Net Earnings Attributable to Jacobs from Continuing Operations		226,886		14,121		(75,763)		165,244		
Net Earnings Attributable to Discontinued Operations		18,043		_				18,043		
Net Earnings (Loss) attributable to Jacobs	\$	244,929	\$	14,121	\$	(75,763)	\$	183,287		
Diluted Net Earnings from Continuing Operations Per Share	\$	1.73	\$	0.11	\$	(0.58)	\$	1.26		
Diluted Net Earnings from Discontinued Operations Per Share	\$	0.14	\$	_	\$		\$	0.14		
Diluted Earnings Per Share	\$	1.87	\$	0.11	\$	(0.58)	\$	1.40		
Operating profit margin		5.96 %						8.91 %		

The following tables reconcile the U.S. GAAP values of net revenue, net earnings, EPS, operating profit and operating profit margin to the corresponding "adjusted" amounts. For the comparable periods presented below, such adjustments consist of amounts incurred in connection with the items described on the following slide. Amounts are shown in thousands, except for per-share data:

## U.S. GAAP Reconciliation for the third quarter of fiscal 2020

(1) Includes (a) the removal of pass through revenues and costs for the People & Places Solutions line of business for the calculation of operating profit margin as a percentage of net revenue of \$578.7 million, (b) the removal of amortization of intangible assets of \$23.1 million, (c) the reclassification of revenues under the Company's TSA of \$1.0 million included in other income for U.S. GAAP reporting purposes to SG&A, (d) the removal of \$(123.1) million in fair value adjustments related to our investment in Worley stock (net of Worley stock dividend) and certain foreign currency revaluations relating to the ECR sale and (e) associated income tax expense adjustments for the above pre-tax adjustment items.

## Non GAAP financial measures

### Three Months Ended

June	28,	20	19
------	-----	----	----

<u>Unaudited</u>	U.S. GAAP	Ti	Effects of Restructuring, ransaction and Other Charges	Adj	Other justments (1)	Adjusted
Revenues	\$ 3,169,622	\$	_	\$	_	\$ 3,169,622
Pass through revenue					(533,935)	(533,935)
Net revenue	3,169,622		_		(533,935)	2,635,687
Direct cost of contracts	(2,543,488)		2,481		533,935	(2,007,072)
Gross profit	 626,134		2,481			628,615
Selling, general and administrative expenses	(536,180)		102,664		37,714	(395,802)
Operating Profit	 89,954		105,145		37,714	232,813
Total other income (expense), net	3,445		1,346		(8,362)	(3,571)
Earnings from Continuing Operations Before Taxes	 93,399		106,491		29,352	229,242
Income Tax (Expense) Benefit from Continuing Operations	1,981		(26,183)		(5,823)	(30,025)
Net Earnings of the Group from Continuing Operations	 95,380		80,308		23,529	199,217
Net Earnings Attributable to Noncontrolling Interests from Continuing Operations	(6,015)					(6,015)
Net Earnings from Continuing Operations attributable to Jacobs	 89,365		80,308		23,529	193,202
Net Earnings Attributable to Discontinued Operations	435,077		4,505		(7,823)	431,759
Net earnings attributable to Jacobs	\$ 524,442	\$	84,813	\$	15,706	\$ 624,961
Diluted Net Earnings from Continuing Operations Per Share	\$ 0.65	\$	0.58	\$	0.17	\$ 1.40
Diluted Net Earnings from Discontinued Operations Per Share	\$ 3.15	\$	0.03	\$	(0.06)	\$ 3.13
Diluted Earnings Per Share	\$ 3.80	\$	0.61	\$	0.11	\$ 4.53
Operating profit margin	2.84 %					8.83 %

The following tables reconcile the U.S. GAAP values of net revenue, net earnings, EPS, operating profit and operating profit margin to the corresponding "adjusted" amounts. For the comparable periods presented below, such adjustments consist of amounts incurred in connection with the items—described on the following slide. Amounts are shown in thousands, except for per-share data:

## U.S. GAAP Reconciliation for third quarter the fiscal year 2019

(1) Includes after-tax CH2M transaction costs and adjustments of \$0.4 million, after-tax transaction costs associated with the sale of our ECR line of business of \$2.4 million and after-tax transaction costs associated with the acquisition of KeyW of \$9.6 million.

(2) Includes (a) the removal of pass through revenues and costs for the People & Places Solutions line of business for the calculation of operating profit margin as a percentage of net revenue of \$533.9 million, (b) the removal of amortization of intangible assets of \$18.4 million, (c) the allocation to discontinued operations of estimated stranded corporate costs of \$2.0 million that would have been reimbursed under the TSA with Worley or otherwise eliminated from the ongoing operations in connection with the sale of the ECR business, (d) the allocation to discontinued operations of estimated interest expense for the full period related to long-term debt that was paid down as a result of the closing of the sale of the ECR business of \$5.8 million, (e) the add-back of depreciation relating to the ECR business that was ceased as a result of the application of held-for-sale accounting of \$2.6 million and (f) the reclassification of revenues under the TSA of \$14.1 million included in other income for U.S. GAAP reporting purposes to SG&A and the exclusion of \$3.2 million in remaining unreimbursed costs associated with this agreement, (g) other income tax adjustments of \$1.5 million and (h) associated income tax expense adjustments for all the above pre-tax adjustment items.

# Reconciliation of net earnings from continuing operations attributable to Jacobs to adjusted EBITDA

Reconciliation of Net Earnings from Continuing Operations Attributable to Jacobs to Adjusted EBITDA

	Three Months Ended 6/28/2019	Three Months Ended 6/26/2020
Adj Net earnings from Continuing Operations (1)	193,202	165,244
Adj. Income Tax Expense for Continuing Operations (1)	(30,025)	(49,900)
Adj. Net earnings from Continuing Operations attributable to Jacobs before income taxes (1)	223,227	215,144
Depreciation expense	25,851	22,276
Interest income	(3,398)	(1,249)
Interest expense	\$ 12,679	\$ 18,193
Adjusted EBITDA	\$ 258,359	\$ 254,364

## **Reconciliation of Free Cash Flow**

	111100	THICC MOTHERS ETIACA	
	6,	/26/2020	
Net cash provided by (used for) operating activities		360	
Additions to property and equipment		(27)	
Free cash flow	\$	333	

30

(1) See slide 20 for reconciliation of these items.

Three Months Ended

## Non-GAAP financial measures (cont'd)

Net revenue is calculated excluding pass-through revenue of the Company's People & Places Solutions segment from the Company's revenue from continuing operations. Adjusted net earnings from continuing operations, adjusted EPS from continuing operations, adjusted operating profit and adjusted operating profit margin are non-GAAP financial measures that are calculated by (i) excluding the costs related to the 2015 restructuring activities, which included involuntary terminations, the abandonment of certain leased offices, combining operational organizations and the co-location of employees into other existing offices; and charges associated with our Europe, U.K. and Middle East region, which included write-offs on contract accounts receivable and charges for statutory redundancy and severance costs (collectively, the "2015 Restructuring and other items"); (ii) excluding costs and other charges associated with restructuring activities implemented in connection with the KeyW, CH2M and Wood Group's nuclear business acquisitions, the ECR divestiture and other related cost reduction initiatives, which included involuntary terminations, costs associated with co-locating Jacobs, KeyW and CH2M offices, separating physical locations of ECR and continuing operations, costs and expenses of the Integration Management Office and Separation Management Office, including professional services and personnel costs, costs and charges associated with the divestiture of joint venture interests to resolve potential conflicts arising from the CH2M acquisition, expenses relating to certain commitments and contingencies relating to discontinued operations of the CH2M business, charges associated with certain operations in India, which included write-offs on contract accounts receivable and other accruals, and similar costs and expenses (collectively referred to as the "Restructuring and other charges"); (iii) excluding transaction costs and other charges incurred in connection with closing of the KeyW, CH2M and Wood Group's nuclear business acquisitions, and sale of the ECR business (to the extent incurred prior to the closing), including advisor fees, change in control payments, costs and expenses relating to the registration and listing of Jacobs stock issued in connection with the CH2M acquisition, and similar transaction costs and expenses (collectively referred to as "transaction costs"); (iv) adding back amortization of intangible assets; (v) allocating to discontinued operations estimated stranded corporate costs that will be reimbursed or otherwise eliminated in connection with the sale of the ECR business; (vi) the reclassification of revenue under the Company's transition services agreement (TSA) included in other income for U.S. GAAP reporting purposes to SG&A and the exclusion of remaining unreimbursed costs associated with the TSA; (vii) allocating to discontinued operations estimated interest expense relating to long-term debt that was paid down with the proceeds of the ECR sale; (viii) the removal of fair value adjustments and dividend income related to the Company's investment in Worley stock and certain foreign currency revaluations relating to ECR sale proceeds; (ix) the exclusion of a one-time favorable adjustment in the fiscal 2019 period associated with a reduction of deferred income taxes for permanently reinvested earnings from non-U.S. subsidiaries in connection with the sale of the ECR business; (x) excluding charges resulting from the revaluation of certain deferred tax assets/liabilities in connection with U.S. tax reform; (xi) adding back depreciation and amortization relating to the ECR business of the Company that was ceased as a result of the application of held-for-sale accounting; and (xii) other income tax adjustments. Adjustments to derive adjusted net earnings from continuing operations, adjusted EPS from continuing operations, adjusted operating profit and adjusted operating profit margin are calculated on an after-tax basis. We believe that net revenue, adjusted net earnings from continuing operations, adjusted EPS from continuing operations, adjusted operating profit and adjusted EBITDA are useful to management, investors and other users of our financial information in evaluating the Company's operating results and understanding the Company's operating trends by excluding or adding back the effects of the items described above, the inclusion or exclusion of which can obscure underlying trends. Additionally, management uses such measures in its own evaluation of the Company's performance, particularly when comparing performance to past periods, and believes these measures are useful for investors because they facilitate a comparison of our financial results from period to period.

Free cash flow is calculated using the reported statement of cash flows, cash provided from operations less additions to property and equipment.

Adjusted EBITDA for prior periods is calculated by adding depreciation expense to adjusted operating profit from continuing operations. For fiscal 2020 outlook, the Company calculated adjusted EBITDA by adding income tax expense, depreciation expense and interest expense, and deducting interest income from adjusted net earnings from continuing operations. Reconciliation of each of the adjusted EPS, adjusted EBITDA and free cash flow outlook to the most directly comparable GAAP measure is not available without unreasonable efforts because the Company cannot predict with sufficient certainty all the components required to provide such reconciliation. The Company provides non-GAAP measures to supplement U.S. GAAP measures, as they provide additional insight into the Company's financial results. However, non-GAAP measures have limitations as analytical tools and should not be considered in isolation and are not in accordance with, or a substitute for, U.S. GAAP measures. In addition, other companies may define non-GAAP measures differently, which limits the ability of investors to compare non-GAAP measures of the Company to those used by our peer companies.