

# Company Fact Sheet



Jacobs is one of the world's largest and most diverse providers of technical, professional and construction services, including all aspects of architecture, engineering and construction, operations and maintenance, as well as scientific and specialty consulting. We serve a broad range of companies and organizations, including industrial, commercial, and government clients across multiple markets and geographies.

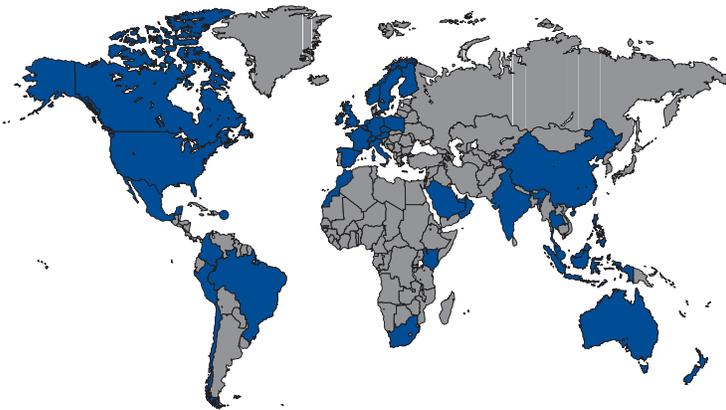
## AT A GLANCE

**Founded:** 1947  
**Total worldwide employees:** 60,000  
**2015 Revenues:** \$12.1 billion  
**Website:** [www.jacobs.com](http://www.jacobs.com)

## GLOBAL REACH

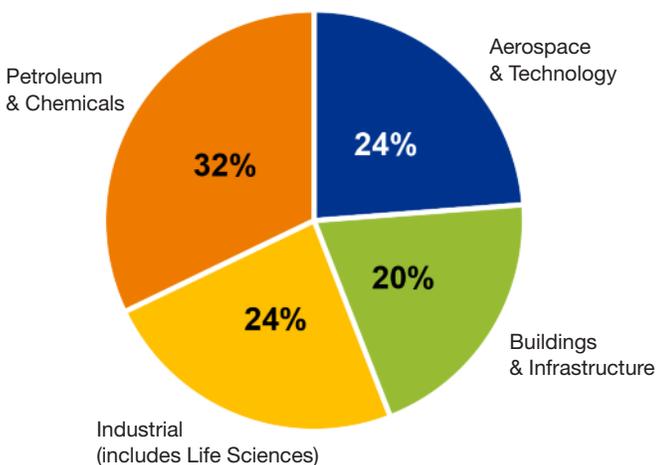
**World Headquarters**  
155 North Lake Avenue  
Pasadena, California 91101  
United States  
+ 1.626.578.3500

**Global Locations**  
230+ locations  
30+ countries  
North America, South America,  
Europe, the Middle East, India,  
Australia, Africa, and Asia.



## END-MARKET DIVERSITY

\$2.8 billion FY16 Q2 revenue



## EXECUTIVE LEADERSHIP

- Noel Watson, Non-Executive Chairman
- Steve Demetriou, President & CEO
- Kevin Berryman, EVP & CFO
- Terry Hagen, President Aerospace & Technology
- Bob Pragada, President Industrial
- Gary Mandel, President Petroleum & Chemicals
- Phil Stassi, President Buildings & Infrastructure
- Robert Norfleet, SVP & GM Global Life Sciences
- Lori Sundberg, SVP Global Human Resources
- Mike Tyler, SVP General Counsel

## RELATIONSHIP-BASED BUSINESS MODEL

Our fundamental business strategy is focused on developing and building upon long term relationships with a select number of key clients. We get to know our customers' businesses intimately, and partner with them to help them achieve their objectives. We call this approach client advocacy.

Working in step with our customers, this strategy enables us to expand our end markets, capabilities and geographies as we grow consistently over time. Our conservative approach to risk, our low cost of sales, our constant innovation, and our deep knowledge of our clients' drivers and goals allows us to provide measurable value.

More than 90% of our business is from repeat customers: many we've been with for decades, and others we gain through acquisition and expansion into new markets and geographies. Our business strategy continues to yield advantages for all of our stakeholders: value, quality, expertise and advocacy for our clients; steady, consistent, profitable growth for our shareholders; and abundant opportunity for our employees, who represent the industry's top talent.

## STOCK



Jacobs is traded on the New York Stock Exchange under the symbol JEC. For more information visit the Investor Relations section on [www.jacobs.com](http://www.jacobs.com).

## CORE VALUES

We pride ourselves on being one company around the globe. We sustain this single culture by remaining true to our three core values:

### *We Are Relationship-based*

This first core value is also our fundamental business strategy. We focus on forging strong, long-term relationships with our clients, as we consider sound client relationships the most important contributor to our success. We cement these relationships by providing superior value to our clients and by continuously improving our performance.

### *Growth is an Imperative*

Our clients' needs drive our business, so we grow in pace with their growth. Indeed, to compete in the global marketplace demands growth. And profitable growth is what all our stakeholder groups — client, employee, and shareholder — desire most from us.

### *People Are Our Greatest Asset*

Employee talent is the cornerstone of our success. Their expertise and capabilities win us the work, perform the work, create value for our clients, and generate loyalty in our investors. So we create an environment where our employees meet fresh, exciting challenges and experience the satisfaction of a job well done. Ours is also an environment that is flexible to change and open to innovation. At Jacobs, every employee contributes to value-added performance.

## COMMITMENT TO SAFETY

At Jacobs we are dedicated to keeping our employees safe, healthy, and working towards bright futures. BeyondZero®, our program that promotes a culture of caring, aims far beyond the goal of an Incident and Injury-Free® workplace.

It aims at something deeper, a true culture of caring where concern for employees' health, safety and welfare extends outside the office walls, beyond the project site and into our homes, our cars, and all the places where we interact with friends and family. BeyondZero® and our culture of caring is about the true safekeeping of our employees, their families, our clients and our communities. View our safety video on YouTube: <https://www.youtube.com/watch?v=WBSTD1ysl1M>

## COMMITMENT TO SUSTAINABILITY

Jacobs publishes an annual *Sustainability Report*. It can be downloaded from the home page of [www.jacobs.com](http://www.jacobs.com).

As an experienced provider of sustainable practices, Jacobs works with clients to reduce their environmental footprint. As business partners to our clients, we focus on delivering the tangible, technical solutions that make a real difference to our clients' triple bottom line. We have the expertise to progressively and cost-effectively reduce the environmental impact and resource intensity of projects around the world.

## INDUSTRY RECOGNITION

- **Engineering News-Record (ENR)** – Jacobs is consistently recognized in a number of ENR's Top Lists, and in 2016 was ranked the No. 2 Top 500 Design Firm. [http://www.enr.com/toplists/2016\\_Top\\_500\\_Design\\_Firms1](http://www.enr.com/toplists/2016_Top_500_Design_Firms1)
- **Fortune Magazine** – in 2016 Jacobs is ranked the No. 2 Most Admired Company in the World in the Engineering, Construction category by *Fortune Magazine*, making this our 4th-consecutive year in the No. 2 position. Jacobs has held a top-5 spot on the coveted list since 1999. <http://fortune.com/worlds-most-admired-companies/jacobs-engineering-group-100000/>
- **Building Design & Construction** – in 2015 Jacobs is ranked No. 1 in the Top Engineering/Architecture Firm category in their Giants 300 issue. <http://www.bdcnetwork.com/giants-300-report-top-37-engineeringarchitecture-firms>
- The Occupational Safety and Health Administration (OSHA) recognized Jacobs for excellence in worker safety and health as a **Voluntary Protection Programs (VPP) Corporate participant**. Only four other corporations currently hold this recognition in the United States. Awarded in 2010. <https://www.osha.gov/dcsp/vpp/corporate.html>

## SOCIAL MEDIA



Join more than 365,000 other users and follow us on LinkedIn: <https://www.linkedin.com/company/jacobs>



Follow us on YouTube: <https://www.youtube.com/user/jacobsworldwide>