



## Jacobs Engineering

Jacobs, a publicly traded company (NYSE: JEC), is one of the largest and most diverse providers of professional design, engineering, program management, and project/construction management services in the world. The firm was founded in 1947 by Dr. Joseph J. Jacobs and the company has evolved from a one-person engineering firm to a global provider of professional technical services with a staff of more than 24,500 in the United States, and more than 60,000 worldwide. With 65 years in the industry, concentrating on a fundamental business strategy of building long-term client relationships, we have attracted and retained top clients by providing superior customer value. At the heart of our success is a dedication to excellence in service and quality, and value creation for each client; a desire to work on rewarding, leading edge projects; and a commitment to making long lasting and quality improvements to the built environment.

Fiscal 2012 was a good year for Jacobs. We saw the best safety performance in our company's 65-year history, our client survey scores hit a record high, sales were strong, and our earnings increased 14.5 percent. Our relationship-based business model has resulted in more than 70 percent of our work coming from repeat business. Nearly one-half of our annual revenue (approximately \$5.0 billion) comes from project and construction management related services delivered to those clients.