Investor Update

Jacobs + StreetLight



Transforming Transportation and Infrastructure Solutions

February 2022

STREETLIGHT
Big Data for Mobility

Jacobs
Challenging today.
Reinventing tomorrow.

Safe Harbor

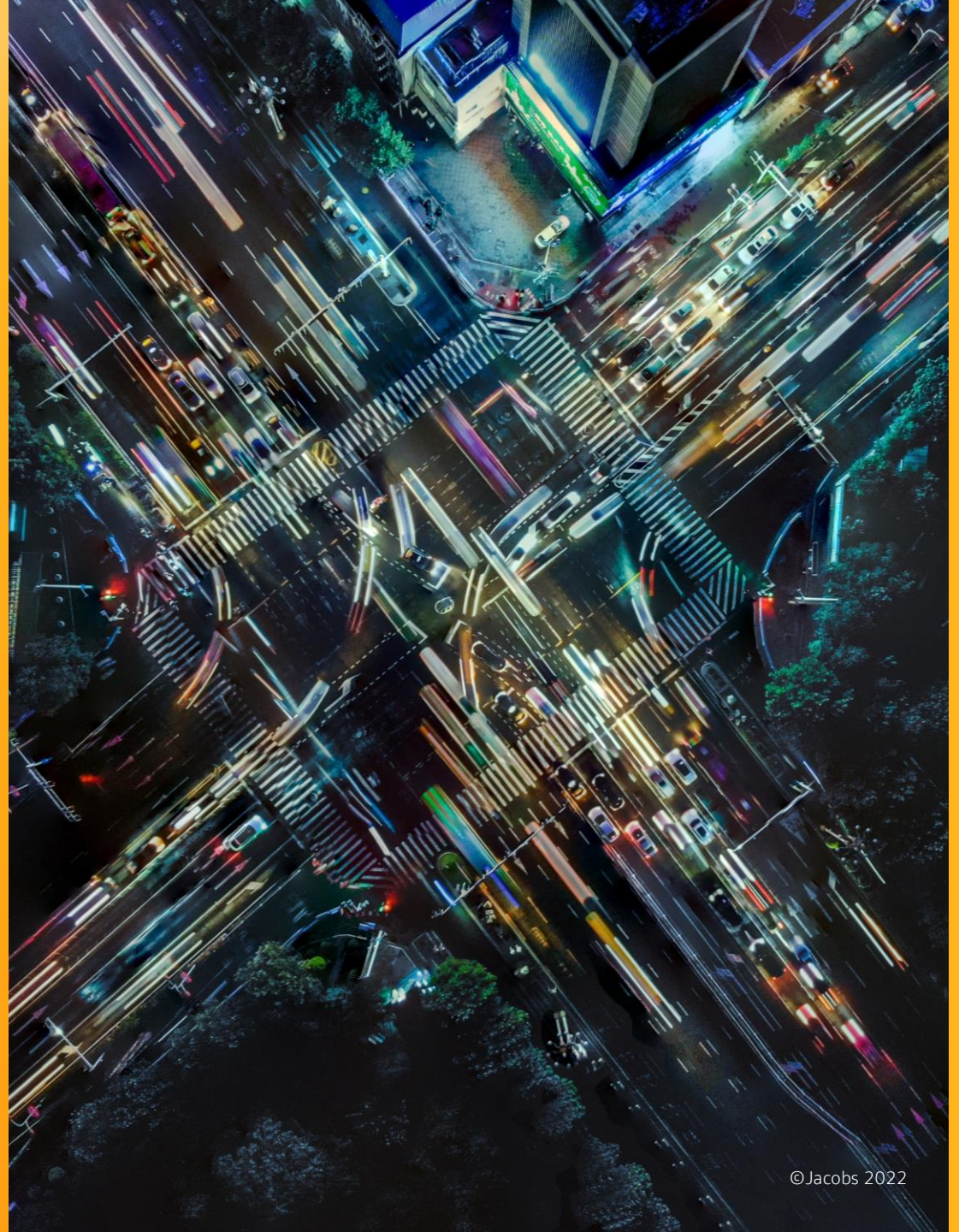
Forward-Looking Statements

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 release that are not based on historical fact are forward-looking statements. Examples of forward-looking statements include, but are not limited to, statements regarding estimates or projections of future financial performance of Jacobs and StreetLight; the anticipated benefits and financial impacts of the transaction, including expected revenue and margin, achievement of revenue synergies, and expansion of Jacobs' total addressable market; and the expected product development synergies. We base these forward-looking statements on management's current estimates and expectations as well as currently available competitive, financial and economic data. Forward-looking statements, however, are inherently uncertain. There are a variety of risks, uncertainties and other factors that could cause business results to differ materially from our forward-looking statements. The potential risks and uncertainties include, among others, our ability to execute our tech-focused strategy, competition from existing and future competitors in the markets in which StreetLight operates, the level and timing of federal and state transportation funding, uncertainty in respect of the regulation of data protection and data privacy, Jacob's ability to achieve the cost-savings and synergies contemplated by the proposed transaction within the expected time frame and to successfully integrate the business while retaining key personnel, as well as general economic conditions and the impact of the COVID-19 pandemic, including the emergence and spread of variants of COVID-19, and the related reaction of governments on global and regional market conditions and the company's business. For a description of some additional factors that may occur that could cause actual results to differ from our forward-looking statements, see the discussions contained under Item 1 - Business; Item 1A - Risk Factors; Item 3 - Legal Proceedings; and Item 7 - Management's Discussion and Analysis of Financial Condition and Results of Operations, in our most recently filed Annual Report on Form 10-K, 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.

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Jacobs + STREETLIGHT Big Data for Mobility

The acquisition of StreetLight, a mobility analytics SaaS (Software-as-a-Service) provider, expands our comprehensive cutting-edge, technology-enabled data driven solutions.



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STREETLIGHT
Big Data for Mobility

StreetLight platform provides human mobility, supply chain efficiency and social value analytics

- U.S. Infrastructure investments to drive acceleration in transportation, EV charging and urban development
- Commercial customers in need of data-rich solutions to understand changes in human mobility
- Multiple billion-dollar addressable market with SaaS analytics growing more than 30% CAGR

Leading data analytics platform with further expansion opportunities

- StreetLight's proprietary algorithms, statistical and time series result in a unique data analytics moat
- Most widely used platform by major transportation departments and other municipal authorities
- Adjacent expansion opportunities across new critical infrastructure verticals and geographic regions

Strong Revenue Growth and Margin Profile

- $209M enterprise value represents ~6x expected CY22 revenue
- Expect CY22 total revenue approaching $35 million and up ~50% year-over-year
- Expect CY22 gross margin of ~70% and approaching Adjusted Cash EBITDA breakeven

Scalable, Interactive SaaS Platform | Powerful DaaS Analytics Feeds | Multimodal | Proprietary Technology and Algorithms | Environmental & Social Equity Analytics | Expansive Use Cases



Note: ARR= Annual Recurring Revenue, Net Revenue Retention = recurring revenue retained from existing customers, CAGR = Compound Annual Growth Rate, SaaS = Software as a Service, DaaS= Data as a Service
[1]StreetLight fiscal year is as defined from February 1 through January 31 of the following year | FY2021 - 2/1/2020 to 1/31/2021, FY2022 - 2/1/2021 to 1/31/2022 etc.

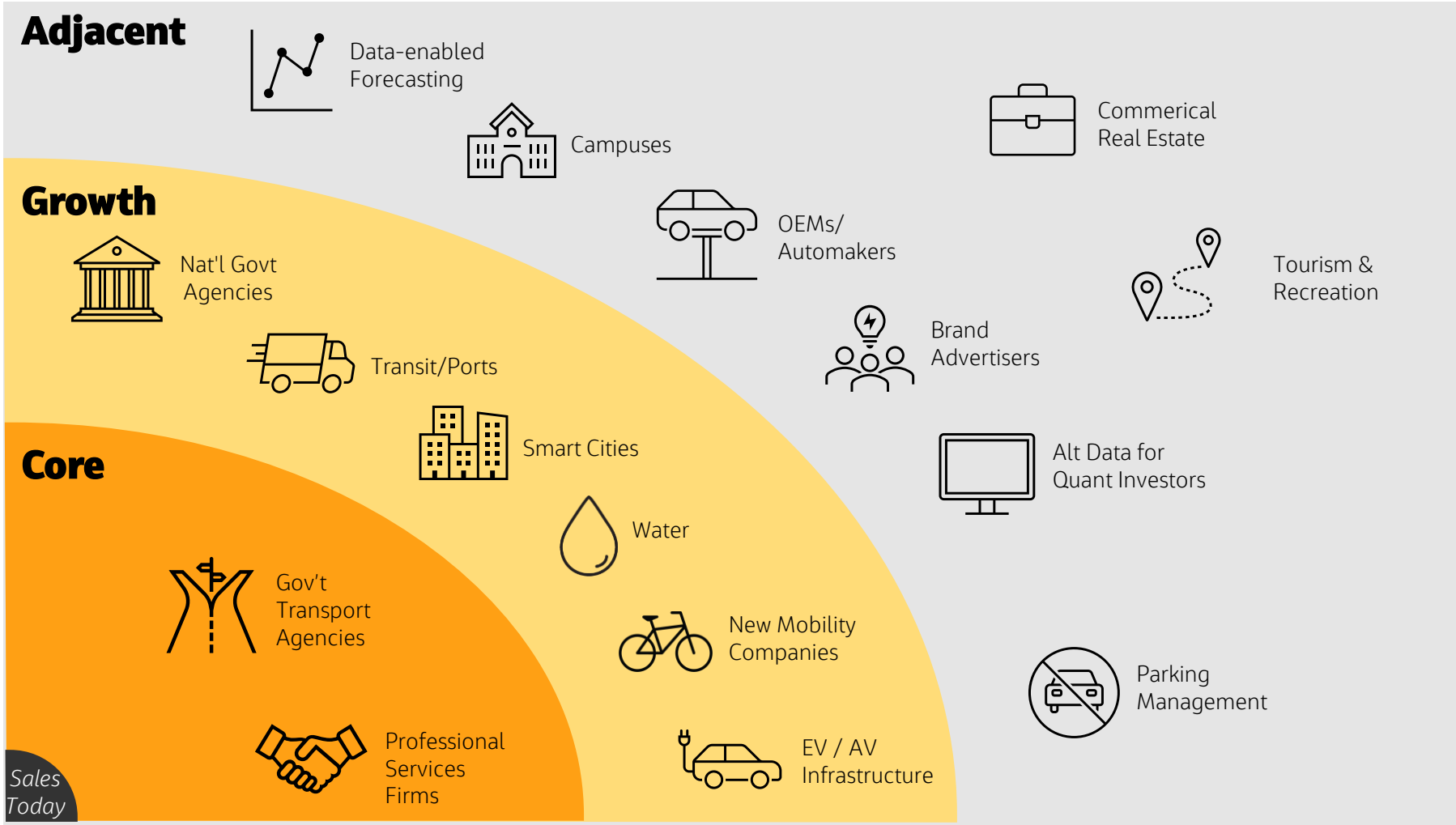
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Large, growing and dynamic market

StreetLight 2026 Total Addressable Market (TAM) in North America

$3.5B

Clients require big data solutions to understand dynamic transportation trends and make decisions.



Note:
[1]2021 study by a major consulting firm

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Mobility analytics leader with unique data solutions

Critical need for data-driven planning
Big data helps better understand mobility and address societal challenges.

Provides a compelling, modern alternative
Legacy data collection methods require months of lead time and are of limited flexibility and scope.

A pioneer of using Big Data to help transform transportation planning
Data resources with proprietary Route Science® shed light on how world moves.

Trusted, innovative provider in high-growth mobility analytics market
Modern tech stack designed for scale, privacy, and online 24/7 access to analytics.

Rich datasets and visualizations power all types of transportation projects
Industry-specific analytics with custom geospatial and temporal resolution.

Cloud-native, on-demand web-based platform
Powerful visualizations enable exploration for smart, impactful infrastructure decisions.

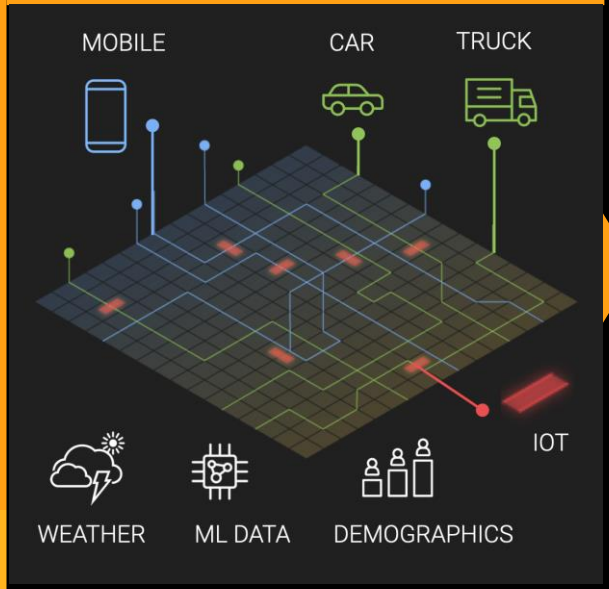


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Comprehensive offerings with competitive advantages

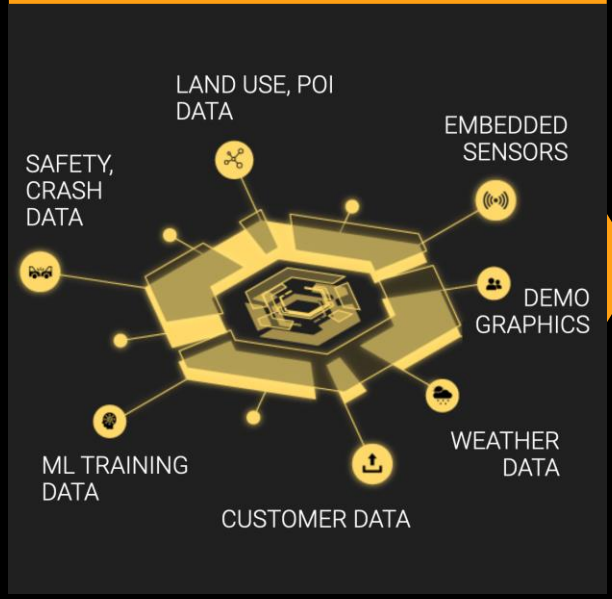
Increasing Value

Big Data Ingestion:
LBS and Contextual Source Data



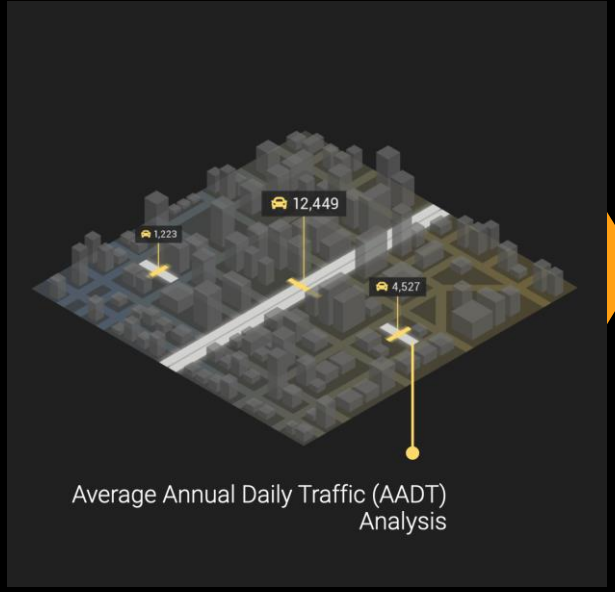
Every month, StreetLight ingests, indexes and processes anonymized location records from **smart phones and navigation devices in connected cars and trucks within a Privacy by Design framework.**

Powerful Processing Engine:
Machine Learning + Algorithmic Processing



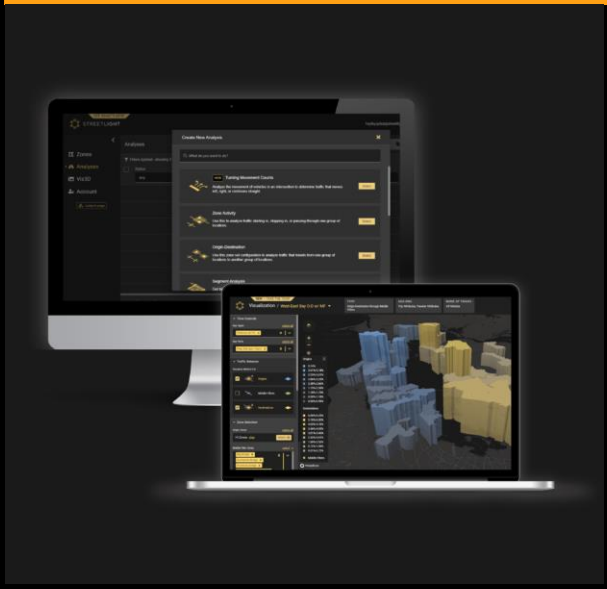
Route Science® transforms location records into contextualized, normalized, aggregated, **multimodal travel patterns** with constant and transparent validations against public and external sources.

Highly Differentiated Data Asset:
Derived Mobility Metrics



Multimodal mobility metrics delivers **extensive insights across transportation analytics and** supports diagnosing and solving complex transportation challenges.

Intelligence Platform:
StreetLight InSight®



StreetLight InSight® on-demand web platform lets users **analyze, visualize and compare travel patterns** in any neighborhood or across the country providing actionable intelligence and knowledge that supports key decision making.

~40 Billion
Monthly Data Inputs

10 Terabytes
Monthly Data Processed

+10,000
Monthly Transportation Analyses

+10
Yearly Product Updates

Robust financials and compelling expected growth

Demonstrable Scale

~380
September 2021A
Total Clients

Durable Business Model

~113%
LTM 2021A Revenue
Net Retention[1]

Attractive Customer Acquistion Cost

9.5x
LTM 2021A
LTV/CAC Ratio[1]



Note: ARR= Annual Recurring Revenue, LTV / CAC = Lifetime Value to Cost of Acquisition, LTM metrics as of September 2021

[1] For more information on how these metrics are calculated, see the appendix attached hereto

Attractive revenue and product development synergies

Jacobs + STREETLIGHT Big Data for Mobility

- Provides market entry to expand SaaS model via Jacobs' clients
- Provides immediate access to over 200 new North American Transportation clients
- Co-create the development of new predictive analytics and other functionality
- Cross-sale opportunities with urban development and other commercial customers



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[1] For more information on how these metrics are calculated, see the appendix attached hereto

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Appendix

Calculation of Metrics

This presentation contains certain metrics which management believes are useful in evaluating the performance of StreetLight. Because StreetLight derives the vast majority of its revenue from recurring software subscriptions, these metrics provide investors with visibility to our projected software subscription revenue from this line of business, as well as into StreetLight's ability to retain customers over time, retain and grow revenue from its customers, and its sales and marketing cost to acquire new customers.

Annual Recurring Revenue (ARR) represents the total annual contract value for active customer subscription contracts as of the measurement date. ARR is a performance metric and should be viewed independently of revenue and deferred revenue as ARR is not intended to be combined with any of these items.

Net Revenue Retention is the percentage of ARR retained from existing customers at the end of a twelve-month period, after adjusting for expansion revenue, and downgrades and cancellations that occurred during such period. Expansion revenue is how we refer to an increase in the contract value of revenues from existing customers.

Lifetime Value (LTV) is calculated by taking total annualized revenue for a period, dividing it by the number of active parent accounts (treating different departments and offices of the same customer as a single parent account), multiplying it by the average customer lifespan, and the Gross Margin for the period.

Customer Acquisition Cost (CAC) is the total sales and marketing costs for a twelve-month period spent to sign new unique customers (versus renewals or expansions) in that period divided by the number of first-time parent accounts acquired in that period.

LTV/CAC Ratio is calculated by dividing LTV by CAC.

Non-GAAP financial measures
Jacobs is not providing reconciliations of expected fiscal 2023 gross margin and Adjusted Cash EBITDA to the most directly comparable measures prepared in accordance with GAAP because Jacobs is unable to provide these reconciliations without unreasonable effort.

Adjusted Cash EBITDA is adjusted EBITDA plus the change in deferred revenue.

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