



Investor Presentation

October 2022



Forward-looking Statements

There are statements made herein that do not address historical facts and, therefore, could be interpreted to be forward-looking statements as that term is defined in the Private Securities Litigation Reform Act of 1995. Such statements are subject to risk factors that could cause actual results to be materially different from anticipated results. These risk factors include, but are not limited to, the following: our reliance on U.S. government contracts, which includes general risk around the government contract procurement process (such as bid protest, small business set asides, loss of work due to organizational conflicts of interest, etc.) and termination risks; significant delays or reductions in appropriations for our programs and broader changes in U.S. government funding and spending patterns; legislation that amends or changes discretionary spending levels or budget priorities, such as for homeland security or to address global pandemics like COVID-19; legal, regulatory, and political change from successive presidential administrations that could result in economic uncertainty; changes in U.S. federal agencies, current agreements with other nations, foreign events, or any other events which may affect the global economy, including the impact of global pandemics like COVID-19; the results of government audits and reviews conducted by the Defense Contract Audit Agency, the Defense Contract Management Agency, or other governmental entities with cognizant oversight; competitive factors such as pricing pressures and/or competition to hire and retain employees (particularly those with security clearances); failure to achieve contract awards in connection with re-competes for present business and/or competition for new business; regional and national economic conditions in the United States and globally, including but not limited to: terrorist activities or war, changes in interest rates, currency fluctuations, significant fluctuations in the equity markets, and market speculation regarding our continued independence; our ability to meet contractual performance obligations, including technologically complex obligations dependent on factors not wholly within our control; limited access to certain facilities required for us to perform our work, including during a global pandemic like COVID-19; changes in tax law, the interpretation of associated rules and regulations, or any other events impacting our effective tax rate; changes in technology; the potential impact of the announcement or consummation of a proposed transaction and our ability to successfully integrate the operations of our recent and any future acquisitions; our ability to achieve the objectives of near term or long-term business plans; the effects of health epidemics, pandemics and similar outbreaks may have material adverse effects on our business, financial position, results of operations and/or cash flows; and other risks described in our Securities and Exchange Commission filings.

Who We **Are**

~22,000

engineers, inventors, scientists,
analysts, developers, programmers

FY23E
REVENUE¹

\$6.58^B

+6%
(+3% organic)

FY23E
Adj. EBITDA¹

Mid-to-
high 10%

AWARD-WINNING TECHNOLOGIES



Our **culture** and **results**
earn us recognition as a
*Fortune World's Most
Admired Company*

Forbes **2022**
**THE BEST
EMPLOYERS
FOR NEW GRADS**

POWERED BY STATISTA

Forbes **2021**
**WORLD'S TOP
FEMALE FRIENDLY
COMPANIES**

POWERED BY STATISTA

Forbes **2022**
**THE BEST
EMPLOYERS
FOR DIVERSITY**

POWERED BY STATISTA



What We **Do**

CACI delivers **ENTERPRISE**
and **MISSION** outcomes
to government clients by
leveraging **expertise**,
innovation, and **technology**

Our Framework

| Enterprise <i>Capabilities enabling internal agency operations</i> | | Mission <i>Capabilities enabling agency missions</i> | |
|--|---|---|--|
| Expertise | Deliver talent with technical and functional knowledge in support of agency operations | Deliver talent with technical and domain knowledge in support of agency missions | |
| | <p>Design, develop, and deliver end-to-end information technology</p> <p>Modernize infrastructure through migration to the cloud and as-a-service models</p> <p>Develop and implement business systems and enterprise applications</p> | <p>Develop and deploy signals intelligence, electronic warfare, ISR and cyber for multi-domain operations</p> <p>Deliver actionable intelligence through multi-source collection and analysis</p> <p>Generate unique intellectual property through advanced research and development</p> | |

Evolution of our **Strategy** **Invest · Partner · Acquire**

MARKET ENVIRONMENT

CACI MIX



CIRCA 2010

- Iraq/Afghanistan Drawdowns (2008-2011)
- BCA/Sequestration (2011)

TODAY

- Growing Budgets
- Near-Peer Threats
- Need for Agility, Speed

More Commoditized
Less Differentiated

EXPERTISE

Differentiates/
Enables

Informs

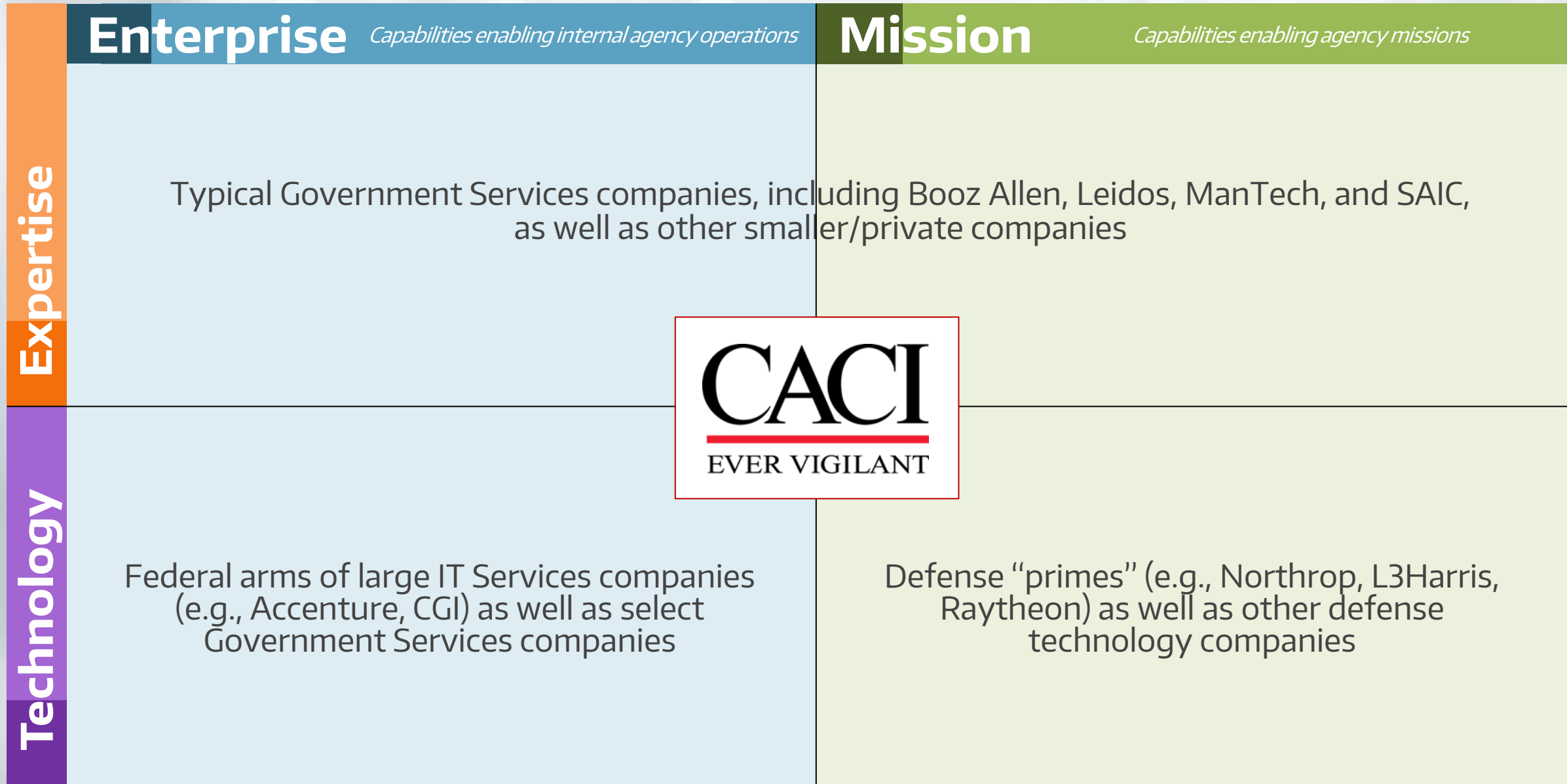
Less Commoditized
More Differentiated

TECHNOLOGY

Balanced Portfolio

| | Enterprise | Mission | % of Revenue | Margins |
|--------------|------------------------------------|------------------------------------|--------------|---|
| Expertise | <p>~15%</p> <p>OF FY22 REVENUE</p> | <p>~30%</p> <p>OF FY22 REVENUE</p> | ~45% | Lower to Mid |
| Technology | <p>~30%</p> <p>OF FY22 REVENUE</p> | <p>~25%</p> <p>OF FY22 REVENUE</p> | ~55% | <p>Mid to High</p> <p>(300-500 bps above Expertise, on average)</p> |
| % of Revenue | ~45% | ~55% | | |

Competitive Landscape



Our **Commitments** to Shareholders

Organic Growth

Grow organic revenue faster than our addressable market over the long term

Margin Expansion

Expand Adjusted EBITDA margins over the long term

Deploy Capital

Deploy capital to support future growth and drive long-term shareholder value



Stable Industry and **Positive** Forward Indicators

Industry

Stable government customer base

Increasing GFY22 and GFY23 budgets

National security and IT modernization priorities are **enduring**

Bits and **bytes** (non-kinetic capabilities) becoming as important as bullets and bombs (kinetic capabilities)

Vast majority of work performed under **long-term contracts**; government required by law to pay bills on time

CACI

Large and growing addressable market well-aligned with key national security priorities

TTM contract awards of **\$8.0 billion**
Book-to-Bill of 1.3x

Q1 FY23 total backlog of over **\$25 billion**
~4x annualized revenue

Q1 FY23 pipeline of submitted bids of **\$11 billion**
>70% for new business to CACI

Q1 FY23 bids expected to be submitted in the next two quarters total **\$16 billion**
>90% for new business to CACI

Committed to Long-Term **Margin Expansion**

- Technology growing faster than Expertise, with higher margins
- Leverage software-defined and IP-based capabilities
- Expertise differentiated by our Technology
- Bid appropriately and deliver operational excellence
- Improved program-level profitability
- Manage indirect costs and drive business efficiencies

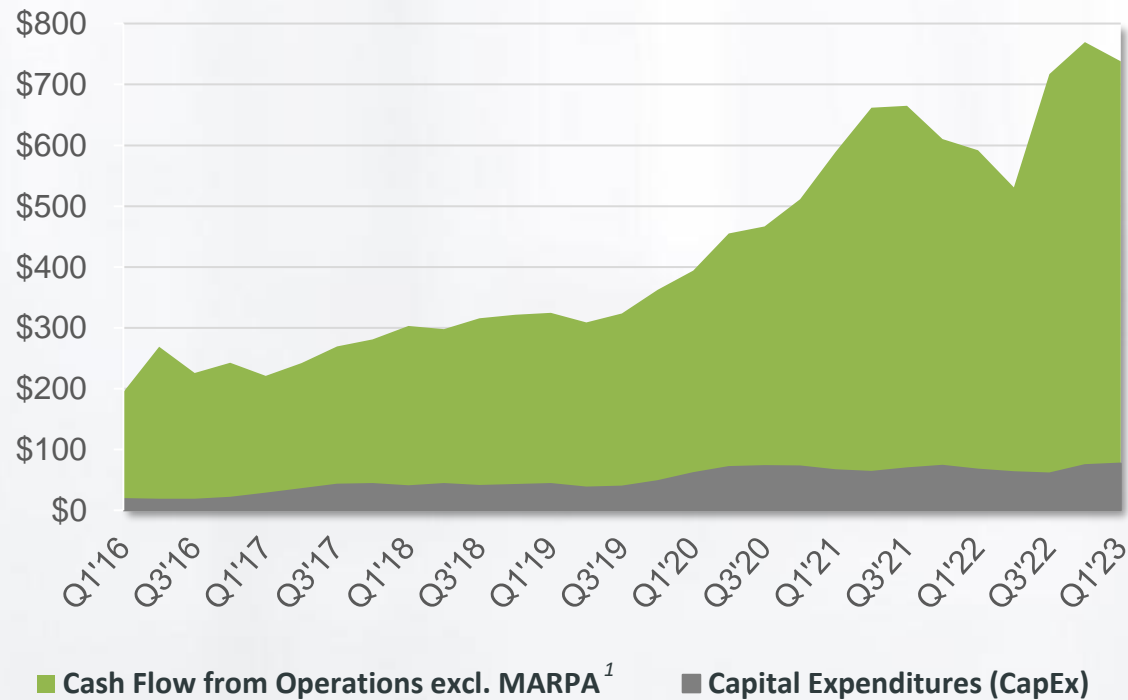
Adjusted EBITDA Margin¹



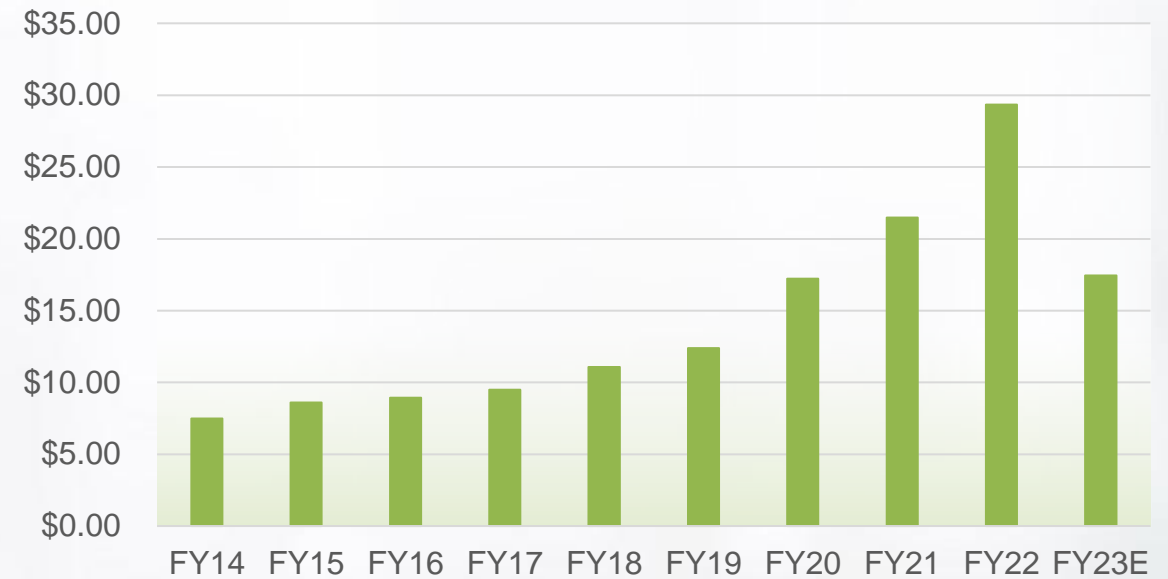
¹ FY23E portrays Adjusted EBITDA Margin guidance of “mid-to-high 10% range” and represents our views as of **October 26, 2022**. See slides at the end of this presentation for definitions and reconciliations of non-GAAP measures.

Strong Cash Flow

Cash Flow¹ and CapEx
(millions, TTM)



Free Cash Flow (FCF) per Share^{1,2}



| | FY14 to FY19 | FY15 to FY20 | FY16 to FY21 | FY17 to FY22 | FY18 to FY23E |
|-------------|--------------|--------------|--------------|--------------|---------------|
| 5-Year CAGR | 10.6% | 14.9% | 19.2% | 25.3% | 9.5% |

¹ Excludes CACI's Master Accounts Receivable Purchase Agreement (MARPA). FY20 includes CARES Act payroll tax deferral benefit of ~\$41 million. FY21 includes CARES Act payroll tax deferral benefit of ~\$53 million and tax payment of ~\$90 million related to certain tax elections. FY22 includes tax benefits of ~\$190 million related to certain tax elections and repayment of payroll tax deferral of ~\$47 million. FY23E includes estimated net tax payments of ~\$25 million related to certain tax elections and repayment of payroll tax deferral of ~\$47 million. See slides at the end of this presentation for definitions and reconciliations of non-GAAP measures.

² Assumes Section 174 of the Tax Cuts and Jobs Act of 2017 will be deferred, modified or repealed. CACI currently estimates that, if not deferred, modified or repealed, FY23 operating cash flow would be reduced by approximately \$95 million.

FY23E is based on guidance provided on October 26, 2022. Investors are reminded that actual results may differ from these estimates for reasons described in the Company's Safe Harbor Statement and filings with the SEC.

Opportunistic and Flexible Capital Deployment



Internal Investments

R&D investment ahead of need to develop technologies that enhance and expand capabilities



Strategic M&A

Proven driver of long-term growth, margin expansion, and shareholder value



Capital Returns to Shareholders

Share repurchases and other capital return options



Healthy cash flow, strong balance sheet, and overall financial strength provide flexibility to continue to deliver long term shareholder value

How We **Accelerate** Competitive **Differentiation**

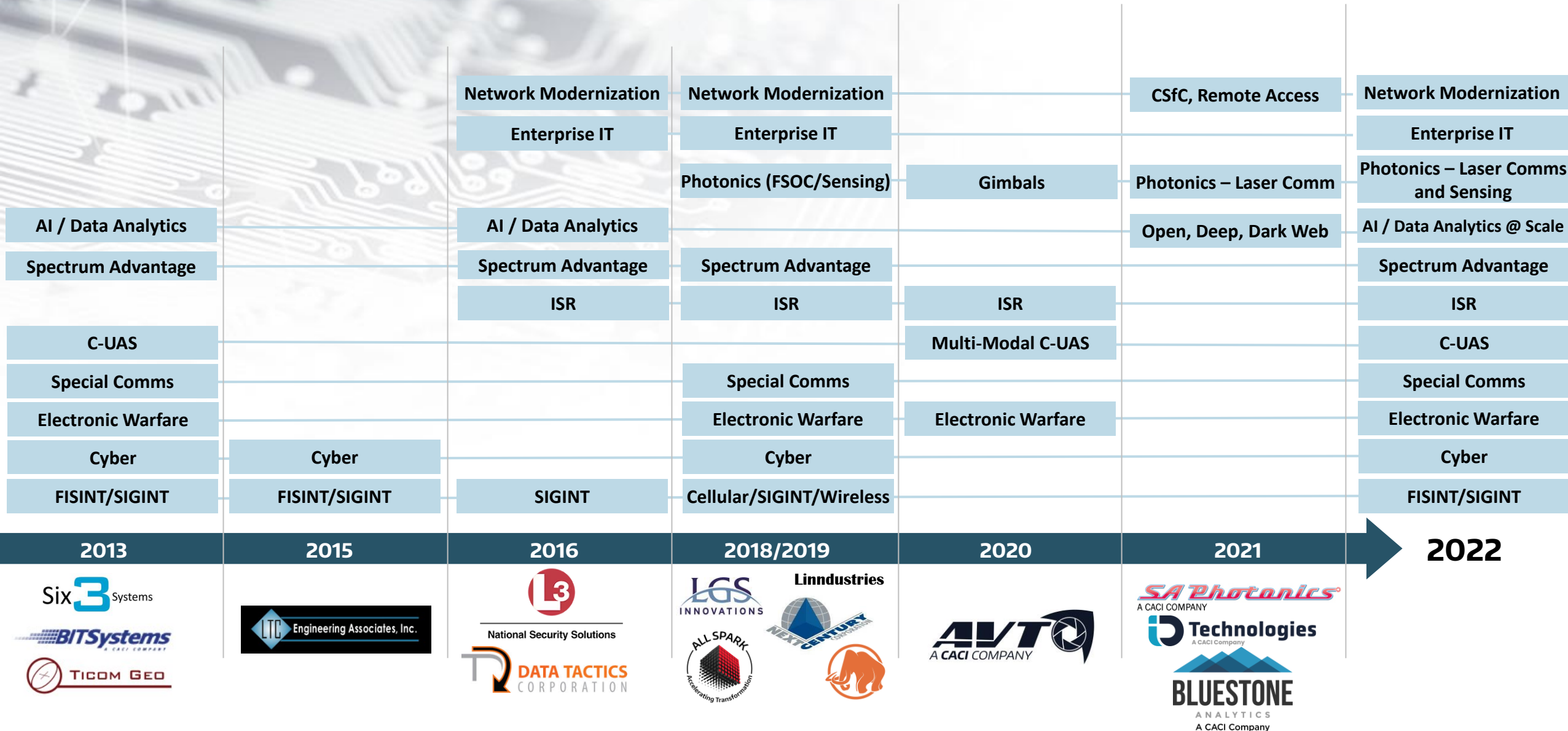
Strategy and timeline drives our decision to:

Potential Gaps

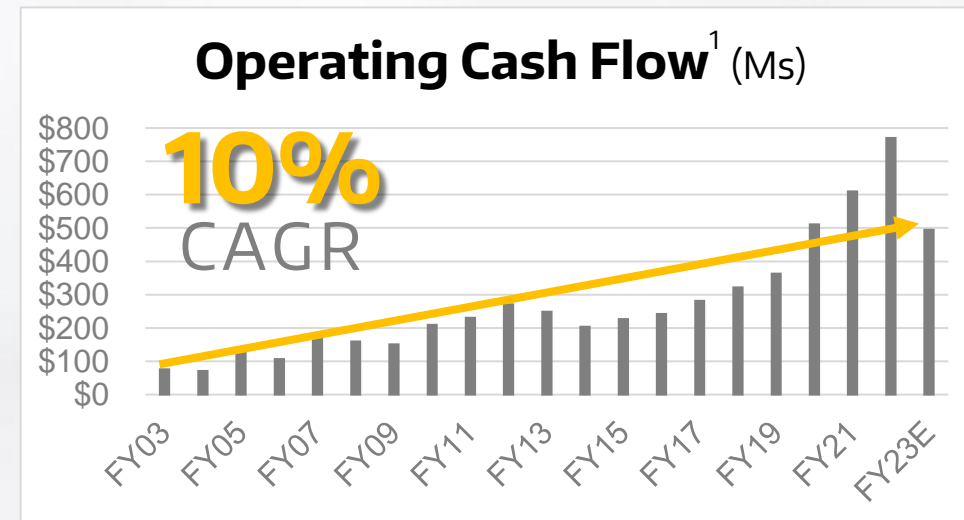
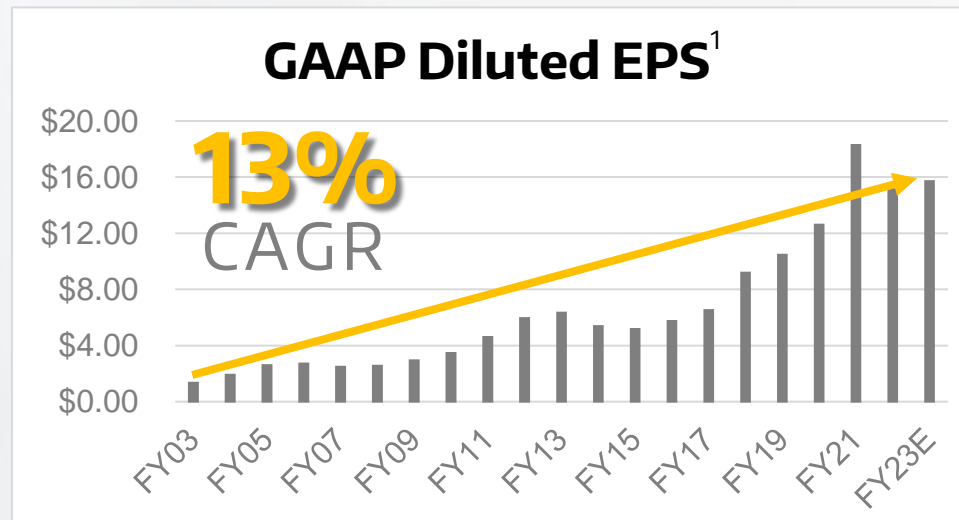
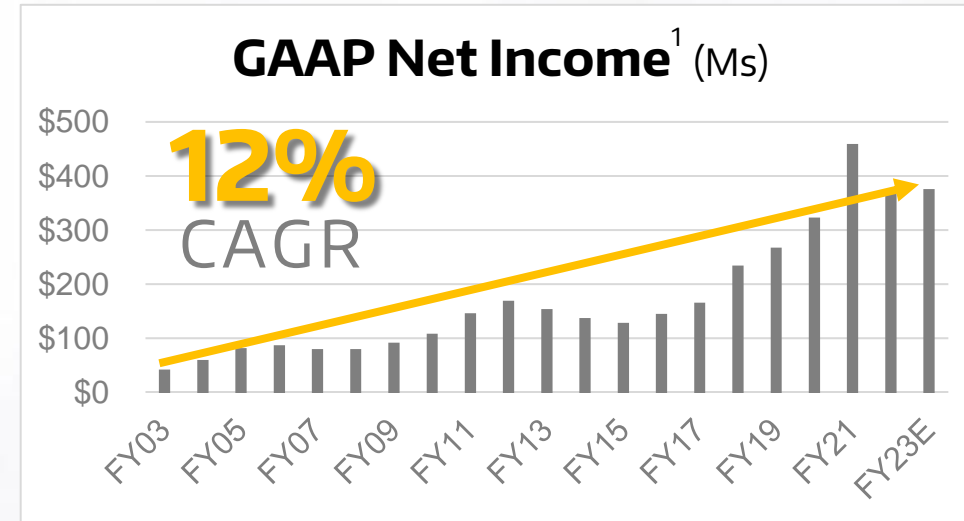
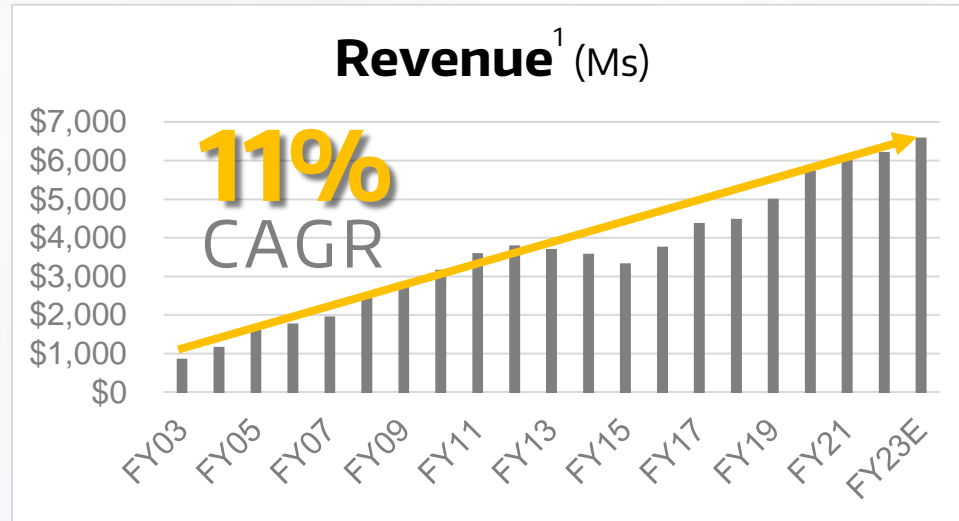
- ✓ Capability
- ✓ Customer
- ✓ Past Performance



Technology Advancement through M&A



Impressive Record of Growth



(1) FY23E reflects the midpoint of guidance and our views as of **October 26, 2022**. In FY18, Net Income and Diluted EPS assume a full year of tax reform and results from continuing operations. FY21 Net Income and Diluted EPS reflect lower taxes as a result of certain tax elections and higher R&D tax credits. FY22 and FY23E Operating Cash Flows reflect the impact of certain tax elections. Operating Cash Flow excludes the impact of CACI's MARPA facility. See slides at the end of this presentation for definitions and reconciliations of non-GAAP measures. CACI Proprietary Information

FY23 Guidance

| | FY23 Guidance |
|---|--------------------------|
| Revenue (millions) | \$6,475 – \$6,675 |
| Adjusted Net Income ¹ (millions) | \$420 – \$440 |
| Adjusted Diluted EPS ¹ | \$17.65 – \$18.49 |
| Free Cash Flow ^{1,2} (millions) | At least \$415 |

Revenue growth of **~4.5% to ~7.5%**

Inorganic revenue of **~\$180 million**
or **~3 points** of growth

Adjusted EBITDA Margin¹ in the
mid-to-high 10% range

Interest expense of **~\$75 million**

Diluted shares outstanding expected
to be **~23.8 million**

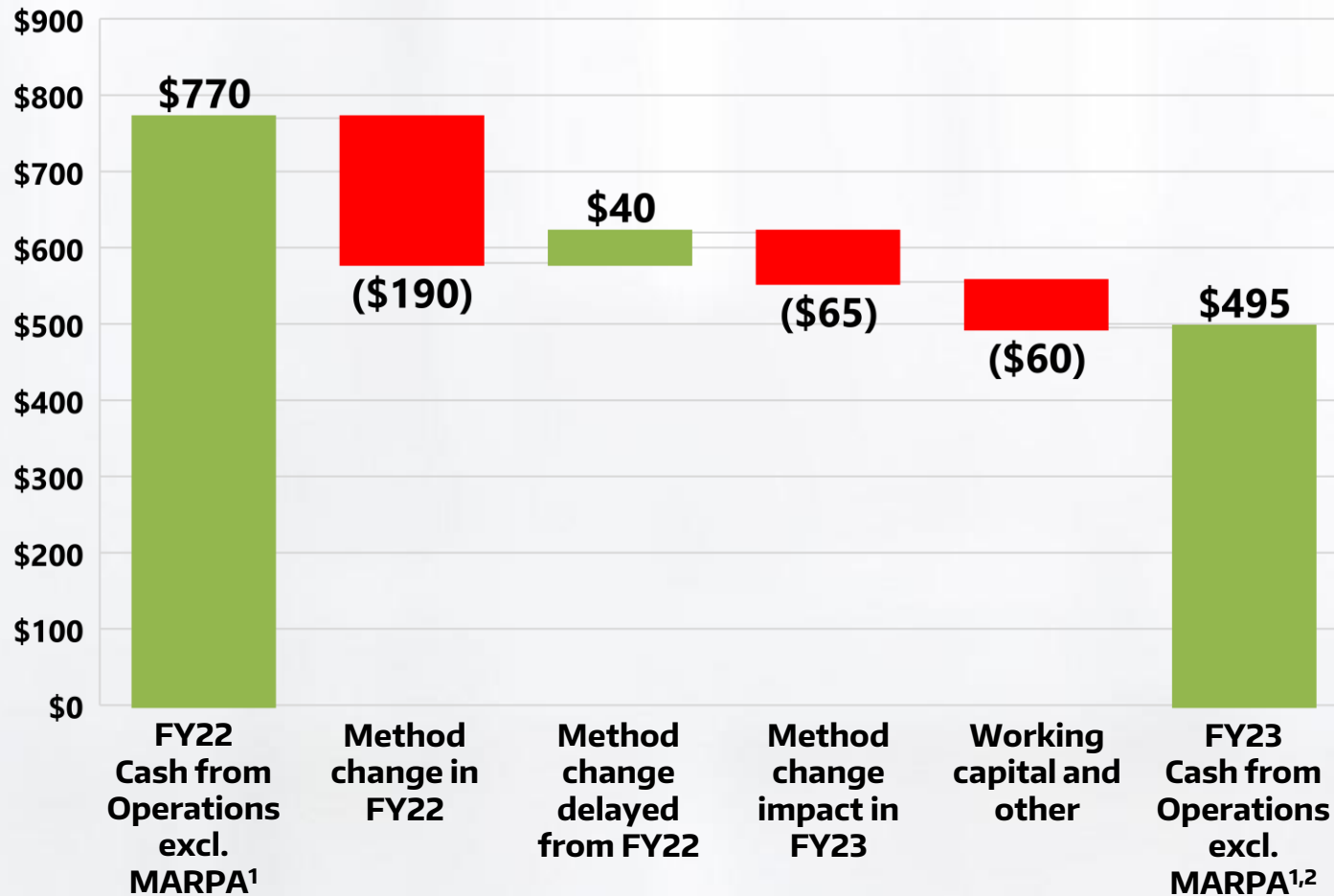
Capital expenditures of
~\$80 million

This guidance represents CACI views as of October 26, 2022. Investors are reminded that actual results may differ from these estimates for reasons described in the Company's Safe Harbor Statement and filings with the SEC.

¹ See slides at the end of this presentation for definitions and reconciliations of non-GAAP measures.
² Assumes Section 174 of the Tax Cuts and Jobs Act of 2017 will be deferred, modified or repealed. CACI currently estimates that, if not deferred, modified or repealed, FY23 operating cash flow would be reduced by approximately \$95 million.

FY23 Cash Flow

FY22 to FY23 Operating Cash Flow Walk (Ms)



| | Ms |
|--|--------------|
| FY22 Cash from Operations excl. MARPA ¹ | \$770 |
| Method change in FY22 | (\$190) |
| Method change delayed from FY22 | \$40 |
| Method change impact in FY23 | (\$65) |
| Working capital and other | (\$60) |
| FY23 Cash from Operations excl. MARPA ¹,² | \$495 |
| FY23 Capital expenditures | \$80 |
| FY23 Free Cash Flow ¹,² | \$415 |

¹ See slides at the end of this presentation for definitions and reconciliations of non-GAAP measures.

² Assumes Section 174 of the Tax Cuts and Jobs Act of 2017 will be deferred, modified or repealed. CACI currently estimates that, if not deferred, modified or repealed, FY23 operating cash flow would be reduced by approximately \$95 million.

Our **Commitment** to ESG Practices



- Proactively reducing environmental impact through the efficient use of energy and materials – 9.2% GHG intensity reduction since CY19
- Implementing robust recycling and reuse programs – over 60 tons of e-waste recycled or reused in CY21
- Incorporating LEED design & construction processes – leased offices in Chantilly, VA, are LEED Gold and Platinum certified

- Strong policies, compliance training, and zero-trust network architecture ensure security of customer/personal information
- Hiring and retaining top talent and fostering a diverse and inclusive work environment through employee engagement, affinity groups, mentorship programs, and targeted recruitment
- CACI Cares philanthropy program supported 24 organizations in FY21

- Dedicated to an independent and diverse Board – >90% of board members, and all committee chairs, are independent
- Operating in accordance with the highest ethical and legal standards, including anti-bribery laws, applicable trade controls, and procedures to secure our supply chain
- Providing employees with a formal, anonymous whistleblower system with legal oversight

For more information on our **Corporate Social Responsibility** practices, please go to <https://www.caci.com/corporate-social-responsibility>

Committed to **Long-Term Shareholder Value**

CACI 10-Year Relative Stock Performance



Note: Prices as of October 27, 2022 market close. Graphs depict indexed total return performance where initial index value = 100. The stock price performance included in the graphs above is not necessarily indicative of future stock price performance.

Source: FactSet and CACI

Definitions of Non-GAAP Measures

Adjusted net income and Adjusted diluted EPS are non-GAAP performance measures. We define Adjusted net income and Adjusted diluted EPS as GAAP net income and GAAP diluted EPS, respectively, excluding intangible amortization expense and the related tax impact as we do not consider intangible amortization expense to be indicative of our core operating performance. We believe that these performance measures provide management and investors with useful information in assessing trends in our ongoing operating performance, provide greater visibility in understanding the long-term financial performance of the Company, and allow investors to more easily compare our results to results of our peers.

The Company views Adjusted EBITDA and Adjusted EBITDA margin, both of which are defined as non-GAAP measures, as important indicators of performance, consistent with the manner in which management measures and forecasts the Company's performance. Adjusted EBITDA is a commonly used non-GAAP measure when comparing our results with those of other companies. We define Adjusted EBITDA as GAAP net income plus net interest expense, income taxes, depreciation and amortization expense (including depreciation within direct costs), and earnout adjustments. We consider Adjusted EBITDA to be a useful metric for management and investors to evaluate and compare the ongoing operating performance of our business on a consistent basis across reporting periods, as it eliminates the effect of non-cash items such as depreciation of tangible assets, amortization of intangible assets primarily recognized in business combinations, as well as the effect of earnout gains and losses, which we do not believe are indicative of our core operating performance. Adjusted EBITDA margin is Adjusted EBITDA divided by revenue. A reconciliation of Adjusted EBITDA Margin to the closest corresponding GAAP measure is not available without unreasonable efforts on a forward-looking basis due to our inability to predict specific quantifications of the amounts that would be required to reconcile such measures. Consequently, any attempt to disclose such reconciliation would imply a degree of precision that could be confusing or misleading to investors.

The Company defines Net cash provided by operating activities excluding MARPA, a non-GAAP measure, as net cash provided by operating activities calculated in accordance with GAAP, adjusted to exclude cash flows from CACI's Master Accounts Receivable Purchase Agreement (MARPA) for the sale of certain designated eligible U.S. government receivables up to a maximum amount of \$200.0 million. Free cash flow is a non-GAAP liquidity measure and may not be comparable to similarly titled measures used by other companies. The Company defines Free cash flow as Net cash provided by operating activities excluding MARPA, less payments for capital expenditures. The Company uses these non-GAAP measures to assess our ability to generate cash from our business operations and plan for future operating and capital actions. We believe these measures allow investors to more easily compare current period results to prior period results and to results of our peers. Free cash flow does not represent residual cash flows available for discretionary purposes and should not be used as a substitute for cash flow measures prepared in accordance with GAAP.

These non-GAAP measures should not be considered in isolation or as a substitute for financial measures prepared in accordance with GAAP.

Reconciliation of Net Income to Adjusted Net Income and Diluted EPS to Adjusted Diluted EPS (Unaudited)

| | | | |
|---|----------------------------|-------------------|-----------------|
| (in thousands, except per share data) | | | |
| | Three Months Ended | | |
| | 9/30/2022 | 9/30/2021 | % Change |
| Net income, as reported | \$ 89,125 | \$ 88,109 | 1.2% |
| Intangible amortization expense | 19,114 | 17,593 | 8.6% |
| Tax effect of intangible amortization ¹ | (4,950) | (4,626) | 7.0% |
| Adjusted net income | <u>\$ 103,289</u> | <u>\$ 101,076</u> | <u>2.2%</u> |
| | | | |
| | Three Months Ended | | |
| | 9/30/2022 | 9/30/2021 | % Change |
| Diluted EPS, as reported | \$ 3.76 | \$ 3.70 | 1.6% |
| Intangible amortization expense | 0.81 | 0.74 | 9.5% |
| Tax effect of intangible amortization ¹ | (0.21) | (0.20) | 5.0% |
| Adjusted diluted EPS | <u>\$ 4.36</u> | <u>\$ 4.24</u> | <u>2.8%</u> |
| | | | |
| (in millions, except per share data) | | | |
| | FY23 Guidance Range | | |
| | Low End | | High End |
| Net income, as reported | \$ 364 | --- | \$ 384 |
| Intangible amortization expense | 75 | --- | 75 |
| Tax effect of intangible amortization ¹ | (19) | --- | (19) |
| Adjusted net income | <u>\$ 420</u> | --- | <u>\$ 440</u> |
| | | | |
| | FY23 Guidance Range | | |
| | Low End | | High End |
| Diluted EPS, as reported | \$ 15.29 | --- | \$ 16.13 |
| Intangible amortization expense | 3.15 | --- | 3.15 |
| Tax effect of intangible amortization ¹ | (0.80) | --- | (0.80) |
| Adjusted diluted EPS | <u>\$ 17.65</u> | --- | <u>\$ 18.49</u> |
| | | | |
| (1) Calculation uses an assumed full year statutory tax rate of 25.9% and 26.3% on non-GAAP tax deductible adjustments for September 30, 2022 and 2021, respectively. | | | |

These non-GAAP measures should not be considered in isolation or as a substitute for financial measures prepared in accordance with GAAP.

Reconciliation of Net Income to Adjusted Earnings Before Interest, Taxes, Depreciation and Amortization (Adjusted EBITDA) (Unaudited)

| Three Months Ended | | | |
|---|------------|------------|----------|
| (in thousands) | 9/30/2022 | 9/30/2021 | % Change |
| Net income | \$ 89,125 | \$ 88,109 | 1.2% |
| Plus: | | | |
| Income taxes | 27,485 | 28,522 | -3.6% |
| Interest income and expense, net | 16,193 | 10,398 | 55.7% |
| Depreciation and amortization expense, including amounts within direct costs | 37,231 | 33,911 | 9.8% |
| Adjusted EBITDA | \$ 170,034 | \$ 160,940 | 5.7% |

| Three Months Ended | | | |
|------------------------|--------------|--------------|----------|
| (in thousands) | 9/30/2022 | 9/30/2021 | % Change |
| Revenues, as reported | \$ 1,605,759 | \$ 1,490,898 | 7.7% |
| Adjusted EBITDA | 170,034 | 160,940 | 5.7% |
| Adjusted EBITDA margin | 10.6% | 10.8% | |

These non-GAAP measures should not be considered in isolation or as a substitute for financial measures prepared in accordance with GAAP.

Reconciliation of Net Income to Adjusted Earnings Before Interest, Taxes, Depreciation and Amortization (Adjusted EBITDA) (Unaudited)

| | | Twelve Months Ended | | | | | | |
|---|--|---------------------|------------|------------|------------|------------|------------|------------|
| (in thousands) | | 6/30/2016 | 6/30/2017 | 6/30/2018 | 6/30/2019 | 6/30/2020 | 6/30/2021 | 6/30/2022 |
| Net income | | \$ 142,799 | \$ 163,671 | \$ 301,171 | \$ 265,604 | \$ 321,480 | \$ 457,443 | \$ 366,794 |
| Plus: | | | | | | | | |
| Income taxes | | 80,813 | 84,948 | (2,507) | 62,305 | 80,157 | 42,172 | 87,778 |
| Interest income and expense, net | | 41,342 | 48,809 | 42,036 | 49,958 | 56,059 | 39,836 | 41,757 |
| Depreciation and amortization expense, including amounts within direct costs | | 66,941 | 74,801 | 75,256 | 88,603 | 112,889 | 129,131 | 141,179 |
| Earnout adjustments | | 659 | 716 | 10 | 1,000 | 3,000 | - | - |
| Adjusted EBITDA | | \$ 332,554 | \$ 372,945 | \$ 415,966 | \$ 467,470 | \$ 573,585 | \$ 668,582 | \$ 637,508 |

| | | Twelve Months Ended | | | | | | |
|------------------------|--|---------------------|--------------|--------------|--------------|--------------|--------------|--------------|
| (in thousands) | | 6/30/2016 | 6/30/2017 | 6/30/2018 | 6/30/2019 | 6/30/2020 | 6/30/2021 | 6/30/2022 |
| Revenues, as reported | | \$ 3,744,053 | \$ 4,354,617 | \$ 4,467,860 | \$ 4,986,341 | \$ 5,720,042 | \$ 6,044,135 | \$ 6,202,917 |
| Adjusted EBITDA | | 332,554 | 372,945 | 415,966 | 467,470 | 573,585 | 668,582 | 637,508 |
| Adjusted EBITDA margin | | 8.9% | 8.6% | 9.3% | 9.4% | 10.0% | 11.1% | 10.3% |

These non-GAAP measures should not be considered in isolation or as a substitute for financial measures prepared in accordance with GAAP.

Reconciliation of Net Cash Provided by Operating Activities to Net Cash Provided by Operating Activities Excluding MARPA and to Free Cash Flow (Unaudited)

| | Three Months Ended | |
|---|--------------------|------------|
| | 9/30/2022 | 9/30/2021 |
| (in thousands) | | |
| Net cash provided by operating activities | \$ 144,843 | \$ 185,953 |
| Cash used in (provided by) MARPA | (1,904) | (11,489) |
| Net cash provided by operating activities excluding MARPA | 142,939 | 174,464 |
| Capital expenditures | (12,771) | (10,203) |
| Free cash flow | \$ 130,168 | \$ 164,261 |
| | | |
| | FY23 Guidance | |
| (in millions) | | |
| Net cash provided by operating activities | \$ 495 | |
| Cash used in (provided by) MARPA | - | |
| Net cash provided by operating activities excluding MARPA | 495 | |
| Capital expenditures | (80) | |
| Free cash flow | \$ 415 | |

These non-GAAP measures should not be considered in isolation or as a substitute for financial measures prepared in accordance with GAAP.

Reconciliation of Net Cash Provided by Operating Activities to Net Cash Provided by Operating Activities Excluding MARPA, to Free Cash Flow, and to Free Cash Flow per share (Unaudited)

(in thousands, except per share data)

| | Twelve Months Ended | | | | | | | | | |
|--|---------------------|------------|------------|------------|------------|------------|------------|------------|------------|---------------|
| | 6/30/2014 | 6/30/2015 | 6/30/2016 | 6/30/2017 | 6/30/2018 | 6/30/2019 | 6/30/2020 | 6/30/2021 | 6/30/2022 | 6/30/2023 (E) |
| Net cash provided by operating activities | \$ 203,470 | \$ 226,862 | \$ 242,577 | \$ 281,250 | \$ 321,460 | \$ 555,297 | \$ 518,705 | \$ 592,215 | \$ 745,554 | \$ 495,000 |
| Cash used in (provided by) MARPA | - | - | - | - | - | (192,527) | (7,473) | 17,973 | 24,242 | - |
| Net cash provided by operating activities excluding MARPA ¹ | 203,470 | 226,862 | 242,577 | 281,250 | 321,460 | 362,770 | 511,232 | 610,188 | 769,796 | 495,000 |
| Capital expenditures | (15,279) | (17,444) | (20,835) | (43,268) | (41,594) | (47,902) | (72,303) | (73,129) | (74,564) | (80,000) |
| Free cash flow | \$ 188,191 | \$ 209,418 | \$ 221,742 | \$ 237,982 | \$ 279,866 | \$ 314,868 | \$ 438,929 | \$ 537,059 | \$ 695,232 | \$ 415,000 |
| Diluted weighted average shares outstanding | 25,155 | 24,388 | 24,802 | 25,069 | 25,255 | 25,395 | 25,485 | 24,992 | 23,677 | 23,800 |
| Free cash flow per share | \$ 7.48 | \$ 8.59 | \$ 8.94 | \$ 9.49 | \$ 11.08 | \$ 12.40 | \$ 17.22 | \$ 21.49 | \$ 29.36 | \$ 17.44 |

5-Year CAGR 10.6% 14.9% 19.2% 25.3% 9.5%

Note: 6/30/2023 (E) reflects estimate for fiscal year 2023 based on financial guidance provided. 6/30/2023 (E) also assumes Section 174 of the Tax Cuts and Jobs Act of 2017 will be deferred, modified or repealed. CACI currently estimates that, if not deferred, modified or repealed, FY23 operating cash flow would be reduced by approximately \$95 million.

¹ Excludes CACI's Master Accounts Receivable Purchase Agreement (MARPA). FY20 includes CARES Act payroll tax deferral benefit of ~\$41 million. FY21 includes CARES Act payroll tax deferral benefit of ~\$53 million and tax payment of ~\$90 million due to certain tax elections. FY22 includes tax benefits of ~\$190 million and repayment of payroll tax deferral of ~\$47 million. FY23E includes estimated net tax payments of ~\$25 million and repayment of payroll tax deferral of ~\$47 million.

These non-GAAP measures should not be considered in isolation or as a substitute for financial measures prepared in accordance with GAAP.

Reconciliation of FY18 Non-GAAP Net Income Assuming a Full Year of Tax Reform

| | Q1 9/30/2017 | | Q2 12/31/2017 | | Q3 3/31/2018 | | Q4 6/30/2018 | |
|--|------------------|----------------|------------------|----------------|------------------|----------------|------------------|----------------|
| | Net Income | Diluted EPS | Net Income | Diluted EPS | Net Income | Diluted EPS | Net Income | Diluted EPS |
| (Amounts in thousands, except per share amounts) | | | | | | | | |
| Net income, as reported | \$ 42,046 | \$ 1.67 | \$ 142,795 | \$ 5.66 | \$ 64,499 | \$ 2.56 | \$ 51,831 | \$ 2.05 |
| Remeasurement of deferred taxes | - | - | (94,831) | (3.76) | - | - | (1,438) | (0.06) |
| Transition tax on foreign earnings | - | - | 9,676 | 0.38 | - | - | - | - |
| Impact of tax rate change for full year | 4,853 | 0.19 | 2,347 | 0.10 | 6,737 | 0.26 | 3,716 | 0.15 |
| FY18 Adjusted Net Income Assuming a Full Year of Tax Reform | <u>\$ 46,899</u> | <u>\$ 1.86</u> | <u>\$ 59,987</u> | <u>\$ 2.38</u> | <u>\$ 71,236</u> | <u>\$ 2.82</u> | <u>\$ 54,109</u> | <u>\$ 2.14</u> |

| | Three Months Ended 9/30/2017 | | Six Months Ended 12/31/2017 | | Nine Months Ended 3/31/2018 | | Twelve Months Ended 6/30/2018 | |
|--|---------------------------------|----------------|--------------------------------|----------------|--------------------------------|----------------|----------------------------------|----------------|
| | Net Income | Diluted EPS | Net Income | Diluted EPS | Net Income | Diluted EPS | Net Income | Diluted EPS |
| (Amounts in thousands, except per share amounts) | | | | | | | | |
| Net income, as reported | \$ 42,046 | \$ 1.67 | \$ 184,841 | \$ 7.33 | \$ 249,340 | \$ 9.88 | \$ 301,171 | \$ 11.93 |
| Remeasurement of deferred taxes | - | - | (94,831) | (3.76) | \$ (94,831) | (3.76) | (96,269) | (3.81) |
| Transition tax on foreign earnings | - | - | 9,676 | 0.38 | 9,676 | 0.38 | 9,676 | 0.38 |
| Impact of tax rate change for full year | 4,853 | 0.19 | 7,200 | 0.29 | 13,937 | 0.55 | 17,653 | 0.70 |
| FY18 Adjusted Net Income Assuming a Full Year of Tax Reform | <u>\$ 46,899</u> | <u>\$ 1.86</u> | <u>\$ 106,886</u> | <u>\$ 4.24</u> | <u>\$ 178,122</u> | <u>\$ 7.06</u> | <u>\$ 232,231</u> | <u>\$ 9.20</u> |

Note: Amounts may not add due to rounding

These non-GAAP measures should not be considered in isolation or as a substitute for financial measures prepared in accordance with GAAP.



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