

# CACI : At A Glance

May 2016

EVER VIGILANT

## Company Overview

CACI provides information solutions and services in support of national security missions and government transformation for Intelligence, Defense, and Federal Civilian customers. A Fortune magazine World's Most Admired Company in the IT Services industry, CACI is a member of the Fortune 1000 Largest Companies, the Russell 2000 Index, and the S&P SmallCap600 Index. CACI provides dynamic careers for over 20,000 employees worldwide. Visit [www.caci.com](http://www.caci.com).

## Investment Features

- Capturing market share by winning new business in our addressable market
- Consistently strong operating cash flow
- Organic revenue and net income growth expected in FY16
- Over the longer term, expect to:
  - Increase our market share
  - Drive higher operating margin
  - Grow earnings and cash generation

## Key Elements of Our Growth Strategy

- Win new business in our large addressable market
- Drive operational excellence
- Invest our capital for growth

## Recent Developments

- Contract awards \$1.2 billion in the third quarter of FY16, over 25% of which were for new business to CACI
- Record total backlog of \$12.9 billion, up 33.9% YOY
- Free cash flow of \$204 million and free cash flow yield of 7.6% as of 3/31/16.
- **Pipeline as of 3/31/16 remains strong:**
  - \$12.3 billion in pending contract awards; 75% are new business to CACI
  - \$15.6 billion in bids to be submitted over the next six months; 75% are new business to CACI

## CACI Contacts:

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## Market Data:

Stock Exchange ..... NYSE  
Market Symbol ..... CACI  
Public Since ..... 1968  
Fully Diluted Shares  
Outstanding ..... 24.7M  
Fiscal Year End ..... June 30  
Inside Ownership (9/30/15) .. ~8.0%  
Institutional Ownership ..... 95+%  
(9/30/15)  
52-Week Range ..... \$111.13-\$72.19  
(5/6/16)  
Market Cap (5/6/16) ..... ~\$2.3B

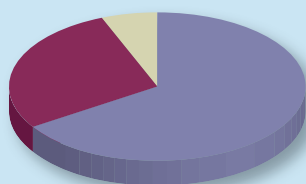
## Analyst Coverage:

- **BB&T Capital Markets**  
(571) 262-7046
- **Citi Research**  
(415) 951-1772
- **Cowen & Company**  
(617) 946-3942
- **Credit Suisse**  
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- **Friedman, Billings, Ramsey & Co., Inc.**  
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- **Jefferies & Co.**  
(646) 805-5412
- **Maxim Group**  
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- **Noble Financial Capital Markets**  
(314) 687-1074
- **Raymond James & Assoc.**  
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- **RBC Capital Markets**  
(212) 618-7688
- **Stifel Nicolaus**  
(443) 224-1325
- **SunTrust Robinson Humphrey**  
(615) 748-5681
- **Wells Fargo**  
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## Financial Summary *(\$ in thousands, except per share data)*

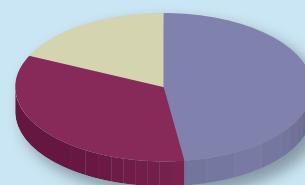
Selected Financial Data	9 Months Ended		Fiscal Year Ended June 30	
	2016	2015	2014	2013
<b>Summary of Operations</b>				
Revenue	\$ 2,630,153	\$ 3,313,452	\$ 3,564,562	\$ 3,681,990
Operating income	\$ 183,666	\$ 236,381	\$ 257,403	\$ 270,841
Net income attributable to CACI	\$ 98,168	\$ 126,195	\$ 135,316	\$ 151,689
<b>Per Share Amounts</b>				
Basic earnings per share	\$ 4.05	\$ 5.27	\$ 5.78	\$ 6.59
Diluted earnings per share	\$ 3.98	\$ 5.17	\$ 5.38	\$ 6.35
Wtd-avg diluted shares outstanding	24,675	24,388	25,155	23,885
<b>Period-End Financial Position</b>				
Cash and equivalents	\$ 34,813	\$ 35,364	\$ 64,461	\$ 64,337
Total assets	\$ 3,979,418	\$ 3,257,116	\$ 3,359,138	\$ 2,501,265
Notes payable and long-term debt	\$ 1,485,402	\$ 1,068,300	\$ 1,280,291	\$ 596,307
Shareholders' equity	\$ 1,572,046	\$ 1,480,272	\$ 1,359,166	\$ 1,207,572
Net working capital	\$ 329,686	\$ 276,779	\$ 313,262	\$ (18,713)
<b>Financial Ratios</b>				
Gross profit margin	34.2%	33.8%	31.9%	31.1%
Operating margin	7.0%	7.1%	7.2%	7.4%
Net margin	3.7%	3.8%	3.8%	4.1%
Current ratio	1.61 to 1	1.69 to 1	1.74 to 1	.98 to 1
Notes payable and long-term debt as a percentage of total capital	48.6%	41.9%	48.5%	33.1%
<b>Other Financial Information</b>				
EBITDA	\$ 230,308	\$ 303,237	\$ 323,622	\$ 326,567
Depreciation and amortization	\$ 46,113	\$ 66,083	\$ 65,181	\$ 54,078
Stock-based compensation expense	\$ 13,329	\$ 14,072	\$ 11,557	\$ 8,832
Operating cash flow	\$ 188,344	\$ 223,215	\$ 198,643	\$ 249,331
Capital expenditures	\$ (13,232)	\$ (17,444)	\$ (15,279)	\$ (15,439)
Days sales outstanding	64	62	63	59
Total Backlog	\$12,900,000	\$ 9,572,000	\$ 7,089,000	\$ 6,850,000
Funded backlog	\$ 2,700,000	\$ 2,047,000	\$ 1,579,000	\$ 1,674,000
<b>Other Non-financial Information</b>				
Contract Awards	\$ 1,200,000	\$ 5,772,000	\$ 3,945,000	\$ 3,400,000
Contract funding orders	\$ 1,322,977	\$ 3,756,631	\$ 3,610,314	\$ 3,415,626
Book-to-bill ratio**	0.50	1.13	1.01	0.93
** Defined as contract funding orders to revenue				
Organic Growth (TTM)	-1.6%	-10.9%	-11.2%	-5.7%
Contract mix (rounded as % of revenue)				
Cost reimbursable	48%	46%	49%	48%
Fixed price	34%	36%	31%	28%
Time and materials	18%	18%	20%	24%
Number of employees	20,000	16,700	15,300	14,900

**Revenue by Customer,  
9 Months FY16**



DoD.....	66%
Fed. Civilian Agency .....	28%
Commercial and Other.....	6%

**Revenue by Contract Type,  
9 Months FY16**



Cost Reimbursable.....	48%
Fixed Price .....	34%
Time and Materials .....	18%

For more detail, please see our Financial and Operating Database on the Investor Relations page at [www.caci.com](http://www.caci.com).