

CACI International Inc Fiscal Year 2018 Guidance Conference Call



June 22, 2017

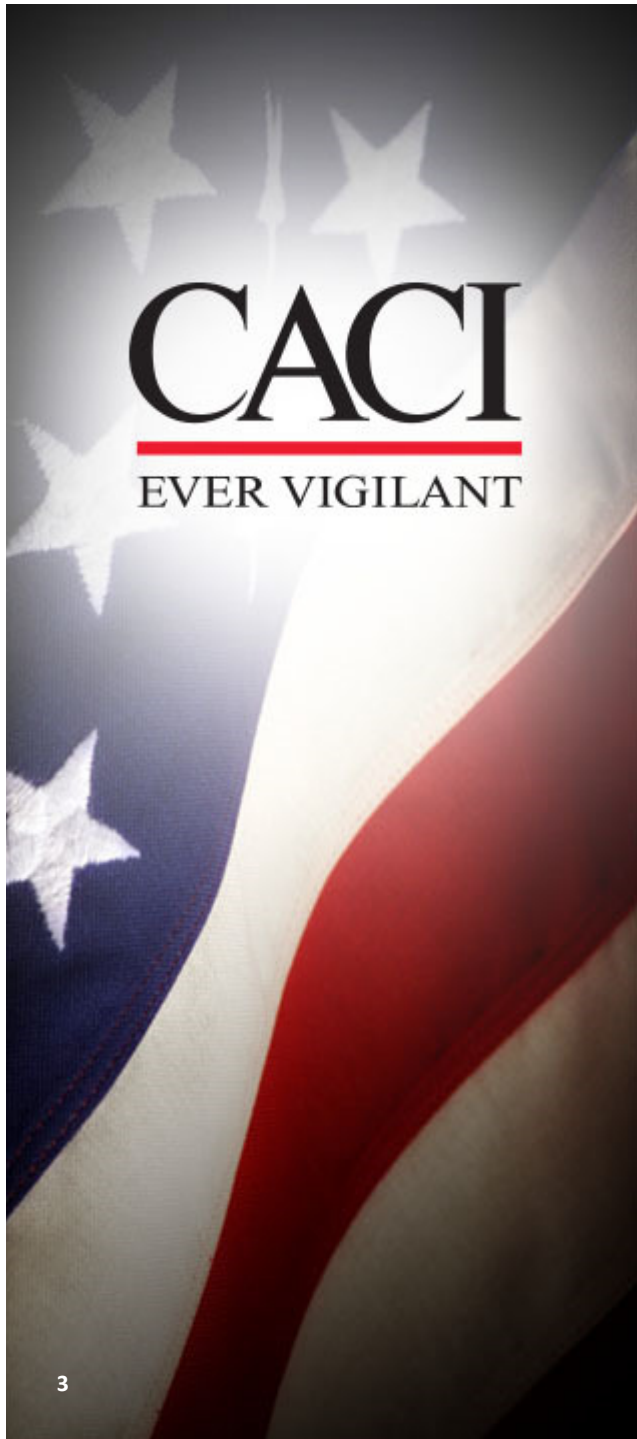
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CACI

EVER VIGILANT

Forward-looking Statements

There are statements made herein which 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 factors that could cause actual results to differ materially from anticipated results. The factors that could cause actual results to differ materially from those anticipated include, but are not limited to, the following: regional and national economic conditions in the United States and globally; terrorist activities or war; changes in interest rates; currency fluctuations; significant fluctuations in the equity markets; changes in our effective tax rate; failure to achieve contract awards in connection with re-competes for present business and/or competition for new business; the risks and uncertainties associated with client interest in and purchases of new products and/or services; continued funding of U.S. government or other public sector projects, based on a change in spending patterns, implementation of spending cuts (sequestration) under the Budget Control Act of 2011, or any legislation that amends or changes discretionary spending levels under that act; changes in budgetary priorities or in the event of a priority need for funds, such as homeland security; government contract procurement (such as bid protest, small business set asides, loss of work due to organizational conflicts of interest, etc.) and termination risks; 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; individual business decisions of our clients; paradigm shifts in technology; competitive factors such as pricing pressures and/or competition to hire and retain employees (particularly those with security clearances); market speculation regarding our continued independence; material changes in laws or regulations applicable to our businesses, particularly in connection with (i) government contracts for services, (ii) outsourcing of activities that have been performed by the government, and (iii) competition for task orders under Government Wide Acquisition Contracts (GWACs) and/or schedule contracts with the General Services Administration; the ability to successfully integrate the operations of our recent and any future acquisitions; our own ability to achieve the objectives of near term or long range business plans; and other risks described in our Securities and Exchange Commission filings.



Our Participants Today

Ken Asbury

President and Chief Executive Officer

John Mengucci

Chief Operating Officer

DeEtte Gray

President, U.S. Operations

Tom Mutryn

Chief Financial Officer

Greg Bradford

Chief Executive Officer, CACI Limited in the UK

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CACI FY17 Recap

- **Strong finish to FY17**
- **Organic revenue delivered above expectations, likely to close flat in FY17**
- **Added operational certifications and accreditations**
- **Our employees selected CACI as a top workplace in several independent surveys**
- **Expanded the role of John Mengucci as Chief Operating Officer**
- **Added DeEtte Gray as President, U.S. Operations**

CACI FY18 Guidance

- **Based on bottom-up, program-driven planning process**
- **Achieves long-term revenue and margin expansion goals**
 - Grow organically 1% to 4% above our addressable market
 - Grow margins 10 to 30 basis points annually
- **Recent award performance and near-record backlog positions us well for FY18**
- **September quarter expected to be particularly strong in awards and funding**
- **GFY18 likely to start under a continuing resolution, given current uncertainty, and show modest growth**
- **Expect increases in our addressable market in GFY19 as government invests in additional capability**

CACI FY17 Accomplishments

Our strategy is working

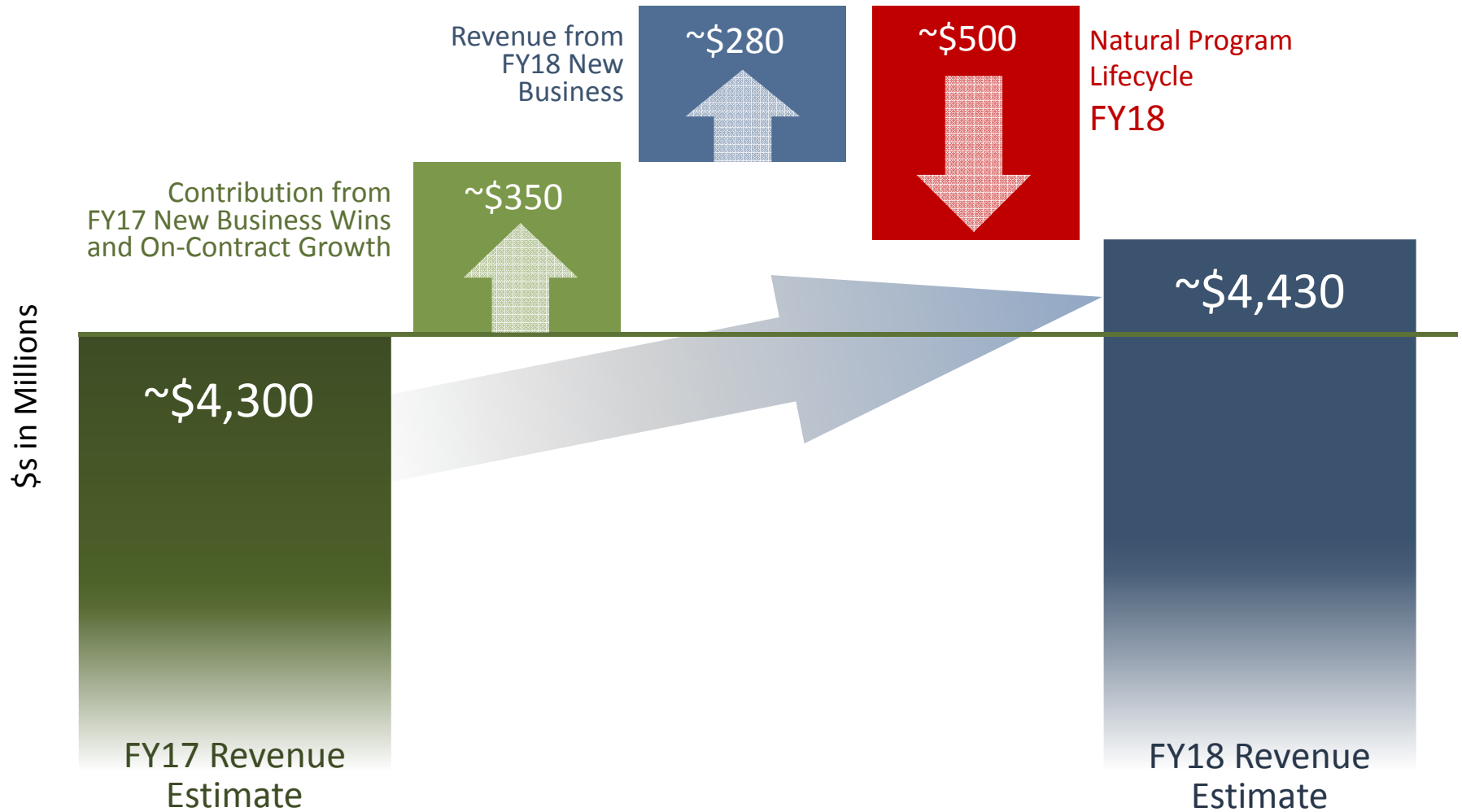
Awards, Credentials, Partners

- TTM book-to-bill at 1.5x
- Joint Improvised Threat Defeat Organization (JIDO), \$1.77 billion potential
- Consolidated Air Force Satellite Control Network Modifications, Maintenance, and Operations (CAMMO), \$446 million
- International Organization for Standardization (ISO) enterprise-wide certification 27001
- Amazon Web Services (AWS) Public Sector Partner Program

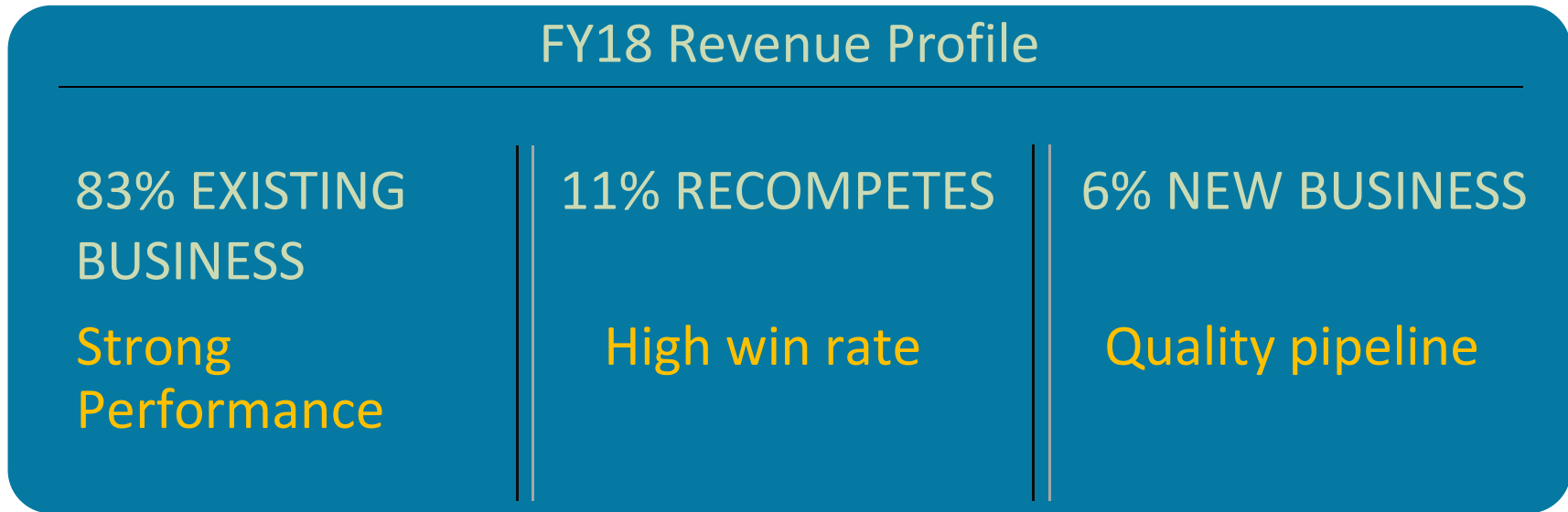
Delivering Quality Solutions

- Focus on operational excellence and quality in all we deliver
- Integrated Pay and Personnel System – Army (IPPS-A), PeopleSoft implementation is on schedule and budget
- Web Supply Chain Management for the USDA, SAP solution integration, on schedule and budget
- SkyTracker demand is strong with systems deployed worldwide
- National Geospatial-Intelligence Agency (NGA), providing full-motion video analysis and exploitation

FY18 Revenue Growth



Forward Indicators are Strong



Record backlog of \$11.8 billion as of Q3 fiscal '17

Pipeline of submitted bids totals more than \$15.9 billion

~90% for new business to CACI

Bids expected to be submitted in the next two quarters totals more than \$10 billion

~80% for new business to CACI

Reiterating FY17 Guidance

	FY17 <u>Guidance</u>
Revenue (millions)	\$4,275 – \$4,350
Net income (millions)	\$157 – \$163
Diluted EPS	\$6.25 – \$6.49
Diluted shares (millions)	25.1

FY17 revenue expected to be 14% to 16% above FY16 revenue

FY17 net income expected to be 10% to 14% above FY16 net income

FY17 diluted EPS expected to be 8.5% to 12.7% above FY16 diluted EPS

FY17 operating cash flow expected to be greater than \$260 million

This guidance represents our views as of June 21, 2017. Investors are reminded that actual results may differ from these estimates for reasons described in our Safe Harbor Statement and our filings with the SEC.

FY18 Guidance

	FY18
	<u>Guidance</u>
Revenue (millions)	\$4,350 – \$4,500
Net income (millions)	\$165 – \$173
Diluted EPS	\$6.52 – \$6.84
Diluted shares (millions)	25.3

FY18 revenue expected to be ~1% to ~4% above FY17 guidance midpoint

FY18 net income expected to be ~3% to ~8% above FY17 guidance midpoint

FY18 diluted EPS expected to be ~2% to ~7% above FY17 guidance midpoint

FY18 operating cash flow expected to be greater than \$280 million

This guidance represents our views as of June 21, 2017. Investors are reminded that actual results may differ from these estimates for reasons described in our Safe Harbor Statement and our filings with the SEC.

FY18 Key Guidance Assumptions

- **Gross margins expected to be between 32 and 33%**
- **Indirect costs and selling expenses expected to be flat or slightly below FY17**
- **Depreciation and amortization of ~ \$75 million**
- **Capital expenditures expected between \$35 and \$40 million**
- **Net interest of ~ \$45 million**
- **Effective tax rate of 36.5%**

Looking Ahead to FY18

- **Our strategy is working**
- **CACI is winning business and increasing the high-end solutions and services content**
- **FY17 expected to close strong**
- **FY18 outlook in line with long-term financial goals**
- **CACI's long-term prospects are healthy**