

CACI INTERNATIONAL INC

FY2019

GUIDANCE CONFERENCE CALL



June 21, 2018

INFORMATION DEPLOYED. **SOLUTIONS** ADVANCED. **MISSIONS** ACCOMPLISHED.

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-compete 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.



Ken Asbury
President and
Chief Executive Officer



John Mengucci
Chief Operating Officer



DeEtte Gray
President, U.S. Operations



Thomas Mutryn
Chief Financial Officer



Greg Bradford
Chief Executive Officer,
CACI Limited in the UK

Delivering Organic **REVENUE GROWTH** and **MARGIN EXPANSION**

Raising FY18 guidance for record performance

FY19 fulfills **all performance commitments**

- **4.5%** revenue **growth**
- EBITDA margin expansion of **10-30 basis points**

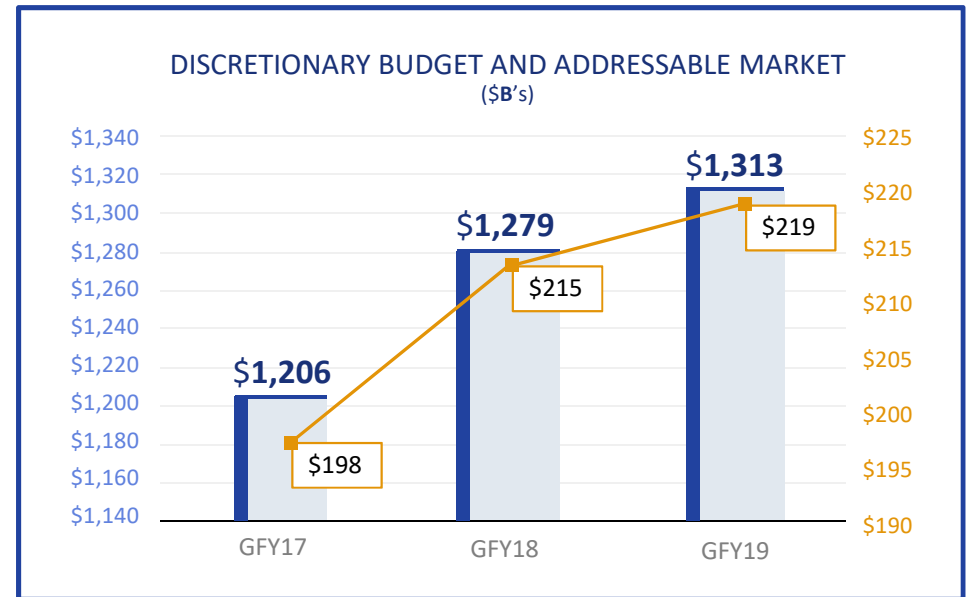
Budget and Addressable Market **GROWTH**

Increased June quarter awards

Discretionary budget **up 6%**
in GFY18 and **3%** in GFY19

Addressable market **growth**

- **2%** in FY2019
- **3.5%** compound annual growth rate over the next several years



■ Total Discretionary
■ CACI Addressable Market

Investment for the **LONG-TERM**

People

Capability and solutions

Partnerships

M&A to accelerate growth

Delivering Revenue and **PROFIT GROWTH**

Successfully executing **market-based** strategy

FY18 organic revenue **growth** and margin **expansion**

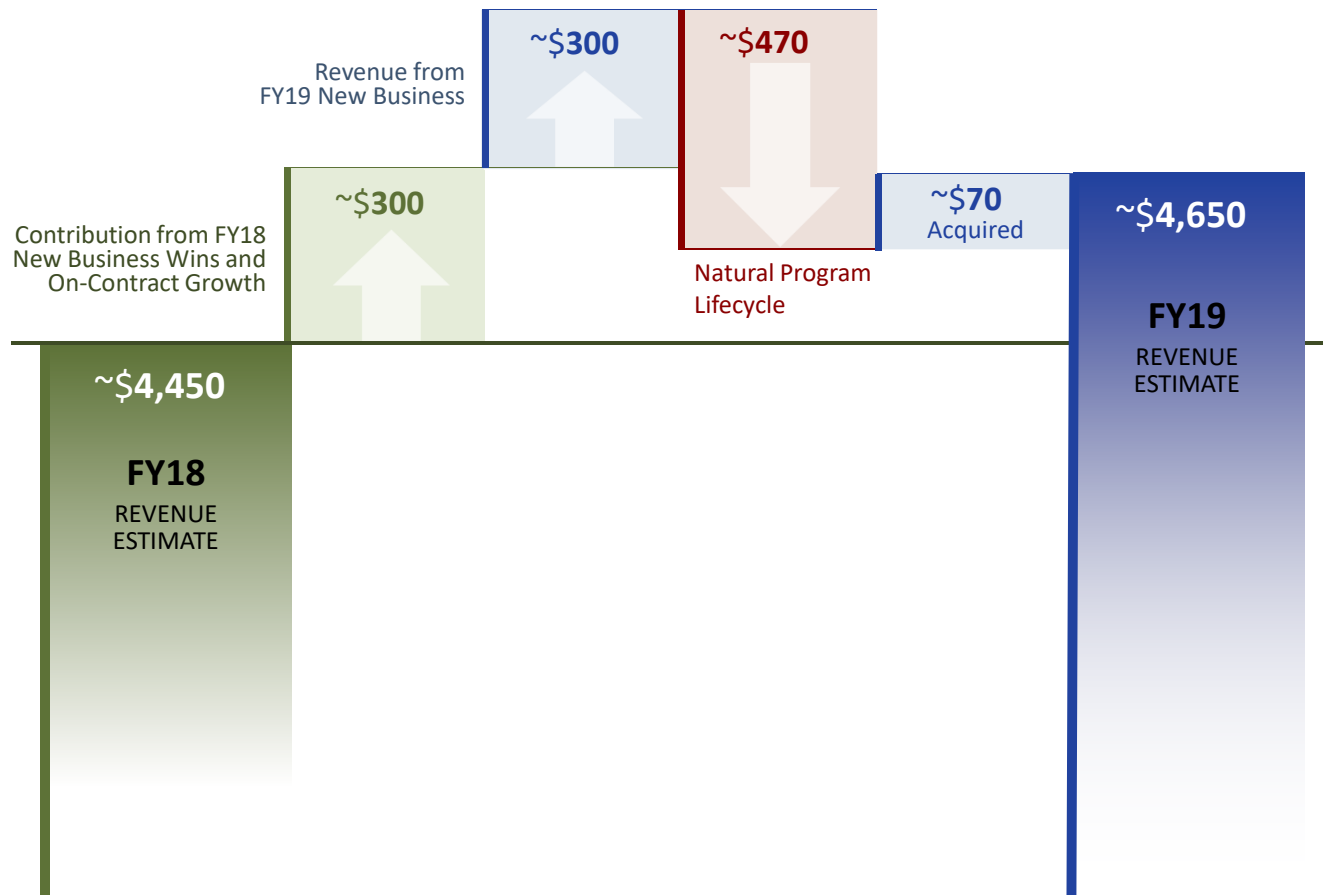
Accelerates in FY19

CACI FY19

Revenue Growth

\$s in Millions

ORGANIC and ACQUIRED Growth



CACI FY19

Forward Indicators **POSITIVE**

Revenue Profile

79%
EXISTING BUSINESS

STRONG
Performance

14%
RECOMPETES

HIGH
Win Rate

7%
NEW BUSINESS

QUALITY
Pipeline

Estimated backlog of **\$11 billion**

Pipeline of submitted bids
totals more than **\$6.3 billion**

~60% for new business to CACI

Bids expected to be submitted
in the next two quarters totals
more than **\$13.2 billion**

~60% for new business to CACI

Investing in High-Value **GROWTH** for the Long-Term

Shared Services Center on track to open July 1

Investing in **technology** and **solutions**

- Counter-UAS technologies – **encouraging developments**
- AI and machine learning
- Robotic process automation

Organic revenue **growth** and margin **expansion**

CACI FY18

Delivering Revenue and **PROFIT GROWTH**

Guidance

	CURRENT	PRIOR
Revenue (millions)	No change	\$4,400 – \$4,500
Net Income (GAAP millions)	\$292 – \$297	\$285 – \$291
Diluted EPS	\$11.54 – \$11.74	\$11.26 – \$11.50
Diluted Shares (millions)	No change	25.3

FY18 operating cash flow expected to be **greater than \$310 million**

CACI FY19

Accelerating Revenue Growth and **MARGIN EXPANSION**

Guidance

Revenue
(millions)

\$4,550 – \$4,750

Net Income
(millions)

\$230 – \$240

Diluted EPS

\$8.98 – \$9.38

Diluted Shares
(millions)

25.6

**FY19 operating
cash flow** expected
to be **greater than**
\$320 million

Key Guidance Assumptions

Indirect costs and selling expenses expected to be **flat to down slightly** after considerable investment in people and growth

Depreciation and amortization of **~\$76 million**

Capital expenditures expected between **\$40 and \$45 million**

Net interest of **~\$40 million**

Effective tax rate of **25%**

ASC 606 will **smooth award fee** recognition

Key Takeaways

Delivering Results for **LONG-TERM SHAREHOLDER VALUE**

Delivering **increased revenue and profit** in fiscal year 2018

Accelerating performance in fiscal year 2019 and beyond

Robust cash generation to pursue **additional growth**