

# CACI : At A Glance

August 2018

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* World's Most Admired Company, CACI is a member of the *Fortune* 1000 Largest Companies, the Russell 2000 Index, and the S&P SmallCap600 Index. CACI's sustained commitment to ethics and integrity defines its corporate culture and drives its success. With approximately 19,800 employees worldwide, CACI provides dynamic career opportunities for military veterans and industry professionals to support the nation's most critical missions. Join us! [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
- Over the long term, expect to:
  - Grow revenue 1-4% annually above our addressable market
  - Expand EBITDA margin 10-30 basis points annually
  - Maintain cash conversion well above 100% of net income

## Key Elements of Our Growth Strategy

- Win new business in our total addressable market of approximately \$215 billion

## Recent Developments

- Record annual revenue, operating income, net income, and cash from operations
- Operating cash flow in Fiscal Year 2018 of \$325.1 million, up 15.6%
- Contract awards of \$5.2 billion during Fiscal Year 2018
- Total backlog of \$11.3 billion, funded backlog of \$2.1 billion
- Acquired Navy systems engineering business of General Dynamics for \$84 million
- **Pipeline as of 6/30/18 remains strong:**
  - \$8.2 billion in bids submitted awaiting award
  - \$13.1 billion in bids expected to be submitted through December 2018

## CACI Contacts:

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## Market Data:

Stock Exchange ..... NYSE  
Market Symbol ..... CACI  
Public Since ..... 1968  
Fully Diluted Shares  
Outstanding ..... 25.3M  
Fiscal Year End ..... June 30  
Inside Ownership ..... ~8.0%  
Institutional Ownership ..... ~93%  
52-Week Range ..... \$118.65-\$191.72  
(8/17/18)  
Market Cap (8/17/18) ..... ~\$4.62B

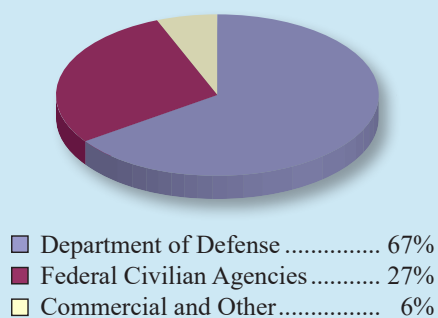
## Analyst Coverage:

- **B Riley FBR**  
(703) 312-1878
- **Citi Research**  
(212) 816-7929
- **Cowen & Co.**  
(617) 946-3942
- **Credit Suisse**  
(212) 538-1895
- **Drexel Hamilton**  
(615) 447-3207
- **Jefferies & Company**  
(212) 336-7216
- **Loop Capital Markets**  
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- **Noble Financial Capital Markets**  
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- **Raymond James**  
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- **Seaport Global Securities**  
(646) 832-3237
- **Stifel Nicolaus**  
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- **SunTrust Robinson Humphrey**  
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- **Vertical Research Partners**  
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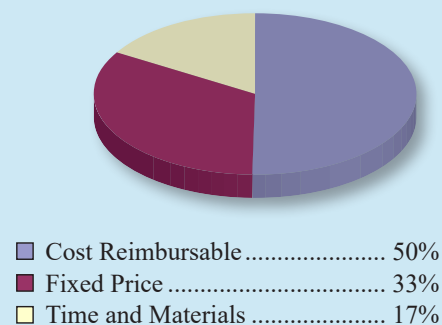
## Financial Summary (\$ in thousands, except per share data)

Selected Financial Data	Fiscal Year Ended June 30			
	2018	2017	2016	2015
<b>Summary of Operations</b>				
Revenue	\$ 4,467,860	\$ 4,354,617	\$ 3,744,053	\$ 3,313,452
Operating income	\$ 340,700	\$ 297,261	\$ 264,750	\$ 236,381
Net income attributable to CACI	\$ 301,171	\$ 163,671	\$ 142,799	\$ 126,195
<b>Per Share Amounts</b>				
Basic earnings per share	\$ 12.23	\$ 6.71	\$ 5.89	\$ 5.27
Diluted earnings per share	\$ 11.93	\$ 6.53	\$ 5.76	\$ 5.17
Wtd-avg diluted shares outstanding	25,255	25,069	24,802	24,388
<b>Period-End Financial Position</b>				
Cash and equivalents	\$ 66,194	\$ 65,539	\$ 49,082	\$ 35,364
Total assets	\$ 4,034,206	\$ 3,911,082	\$ 3,987,341	\$ 3,257,116
Notes payable and long-term debt	\$ 1,062,340	\$ 1,231,563	\$ 1,456,044	\$ 1,068,300
Shareholders' equity	\$ 2,106,887	\$ 1,793,721	\$ 1,607,313	\$ 1,480,272
<b>Financial Ratios</b>				
Operating margin	7.6%	6.8%	7.1%	7.1%
Net margin	6.7%	3.8%	3.8%	3.8%
Net debt/TTM EBITDA (times)	2.4	3.2	4.3	3.4
EV/EBITDA (times)	12.5	11.4	10.9	9.8
<b>Other Financial Information</b>				
Enterprise value (Basic)	\$ 5,160,005	\$ 4,224,997	\$ 3,606,004	\$ 2,984,444
EBITDA	\$ 412,906	\$ 369,904	\$ 330,365	\$ 303,237
Depreciation and amortization	\$ 72,196	\$ 71,760	\$ 64,652	\$ 66,083
Operating cash flow	\$ 325,127	\$ 281,250	\$ 242,577	\$ 223,215
Capital expenditures	\$ 41,594	\$ (43,268)	\$ (20,835)	\$ 17,444
Days sales outstanding	60	59	62	62
<b>Other Non-financial Information</b>				
Contract Awards	\$ 3,700,000	\$ 6,000,000	\$ 5,300,000	\$ 3,945,000
Contract funding orders	\$ 4,800,000	\$ 4,100,000	\$ 4,100,000	\$ 3,800,000
funded backlog	\$ 2,100,000	\$ 1,900,000	\$ 2,300,000	\$ 2,000,000
Total Backlog	\$ 11,300,000	\$ 11,200,000	\$ 11,000,000	\$ 9,572,000
Employees	18,800	18,600	19,900	16,700

**FY18 Revenue by Customer**



**FY18 Revenue by Contract Type**



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