

ABOUT BOOZ ALLEN

OVERVIEW

Booz Allen is a leading professional services company, providing a broad range of services and solutions in management, technology, consulting, and engineering.

Business, government, and military leaders turn to Booz Allen Hamilton to solve their most complex problems. They rely on our agility to bring together unique teams of subject matter experts who partner with them in the design, development, and implementation of powerful solutions. Steeped in passion and fueled by experience, our people understand the emerging challenges of our time, and guide clients to results that position them for success.

KEY CAPABILITIES

Systems Delivery | Engineering and Sciences | Cyber | Analytics | Consulting

We live to solve problems. It's just that simple. And we are not afraid of the unknown. For more than 100 years, we have been one step ahead, solving challenges where there were no roadmaps, and investing in the right capabilities, markets, and talents to tackle the emerging issues of our time. Our solutions help clients combat global terrorism, strengthen cyber defenses, transform healthcare, improve efficiency, and manage change.

CLIENTS AND INDUSTRIES

Our clients trust us. That is why we have some of the longest-lasting relationships in the business. And our single profit and loss structure gives us the agility to deliver what they need, when and where they need it.

Defense

- U.S. Air Force
- U.S. Army
- U.S. Navy and Marine Corps
- Joint Staff and Combatant Commands
- Infrastructure and Military Health

Intelligence

- U.S. intelligence agencies
- Military intelligence

Civil

- Health Agencies
- Security, Law Enforcement, and Justice agencies
- Finance and Economic Development

- Energy, environment, transportation, and space agencies

Global/Commercial

- Financial Services
- Healthcare
- Energy
- Manufacturing
- Retail
- Automotive

Key Facts

FOUNDED

1914

HEADQUARTERS

McLean, Virginia, USA

NYSE TICKER

BAH

EMPLOYEES

Approximately 22,600

FISCAL YEAR

April 1 – March 31

REVENUE

\$5.41 billion in fiscal year 2016

WEB SITE

www.boozallen.com

Executive Leadership



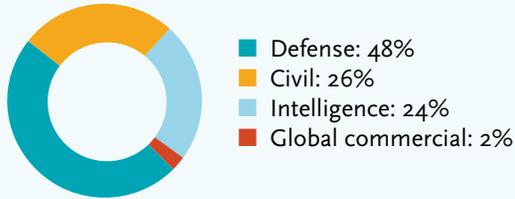
HORACIO D. ROZANSKI
President and Chief Executive Officer



LLOYD HOWELL
Executive Vice President and Chief Financial Officer

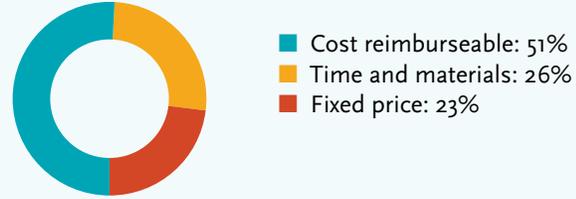
MARKETS WE SERVE

Based on FY16 revenue



PERCENTAGE OF FY16 REVENUE

by Contract

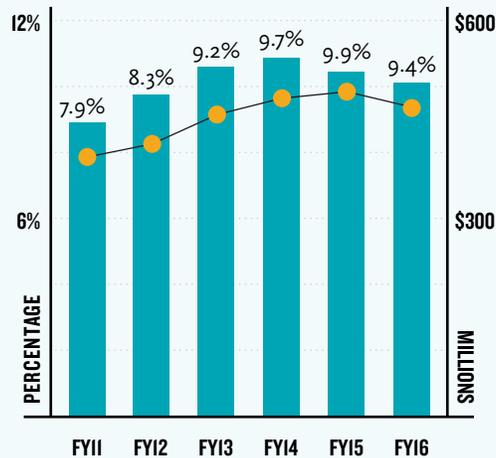


REVENUE, ADJ. EBITDA, AND MARGIN

Revenue in billions



Adj. EBITDA and margin



SIGNIFICANT WIN RATES

Recompete: 88%

New Contracts: 62%

WE HAVE DEFINED "ADJUSTED EBITDA" AS FOLLOWS

"Adjusted EBITDA" represents net income before income taxes, net interest and other expense, and depreciation and amortization and before certain other items, including: (i) certain stock option-based and other equity-based compensation expenses, and (ii) transaction costs, fees, losses, and expenses, including fees associated with debt prepayments. We prepare Adjusted EBITDA to eliminate the impact of items we do not consider indicative of ongoing operating performance due to their inherent unusual, extraordinary, or non-recurring nature or because they result from an event of a similar nature.

NON-GAAP MEASURES

We publicly disclose Adjusted EBITDA, which is a non-GAAP financial measurement in this report, because management uses this measure for business planning purposes, including to manage our business against internal projected results of operations and measure our performance. We view Adjusted EBITDA as a measure of our core operating business, which excludes the impact of the items detailed below, as these items are generally not operational in nature. Adjusted EBITDA also provides another basis for comparing period to period results by excluding potential differences caused by non-operational and unusual or non-recurring items.

We present this supplemental measure because we believe that it provides investors and securities analysts with important supplemental information with which to evaluate our performance and to enable them to assess our performance on the same basis as management. This supplemental performance measurement may vary from and may not be comparable to similarly titled measures by other companies in our industry. Adjusted EBITDA is not a recognized measurement under accounting principles generally accepted in the United States, or GAAP, and when analyzing our performance, investors should (i) evaluate each adjustment in our reconciliation of net income to Adjusted EBITDA as defined under GAAP, and (ii) use Adjusted EBITDA in addition to, and not as an alternative to, net income as a measure of operating results.

Below is a reconciliation of Adjusted EBITDA to the most directly comparable financial measure calculated and presented in accordance with GAAP.

Media and Industry Analyst Inquiries

James Fisher, Principal, Media Relations; fisher_james_w@bah.com; 703-377-7595

**Fiscal Year Ended
March 31, 2016
(Unaudited)**

(Amounts in thousands, except share and per share data)

EBITDA & Adjusted EBITDA

Net income	\$294,094
Income tax expense.....	\$ 85,368
Interest and other, net.....	\$ 65,122
Depreciation and amortization	\$ 61,536
EBITDA & Adjusted EBITDA.....	<u>\$506,120</u>

**Fiscal Year Ended
March 31, 2015
(Unaudited)**

(Amounts in thousands, except share and per share data)

EBITDA & Adjusted EBITDA

Net income	\$ 232,569
Income tax expense.....	\$ 153,349
Interest and other, net.....	\$ 72,904
Depreciation and amortization	\$ 62,660
EBITDA	\$ 521,482
Transaction expenses ¹	\$ 2,039
Adjusted EBITDA.....	<u>\$ 523,521</u>

(1) Reflects debt refinancing costs incurred in connection with the refinancing transaction consummated on May 7, 2014.

**Fiscal Year Ended
March 31, 2014
(Unaudited)**

(Amounts in thousands, except share and per share data)

EBITDA & Adjusted EBITDA

Net income	\$ 232,188
Income tax expense.....	\$ 148,599
Interest and other, net.....	\$ 79,824
Depreciation and amortization	\$ 72,327
EBITDA	\$ 532,938
Certain stock-based compensation expense ²	\$ 1,094
Adjusted EBITDA.....	<u>\$ 534,032</u>

(2) Reflects stock-based compensation expense for options for Class A Common Stock and restricted shares, in each case, issued in connection with the Acquisition of our Company by The Carlyle Group (the Acquisition) under the Officers' Rollover Stock Plan. Also reflects stock-based compensation expense for Equity Incentive Plan Class A Common Stock options issued in connection with the Acquisition under the Equity Incentive Plan.

Investor and Financial Analyst Inquiries

Curt Riggle , Vice President, Investor Relations; riggle_curt@bah.com; 703-377-5332

**Fiscal Year Ended
March 31, 2013
(Unaudited)**

(Amounts in thousands, except share and per share data)

EBITDA & Adjusted EBITDA

Net income	\$ 219,058
Income tax expense.....	\$ 149,253
Interest and other, net.....	\$ 77,923
Depreciation and amortization	<u>\$ 74,009</u>
EBITDA	\$ 520,243
Certain stock-based compensation expense ¹	\$ 5,868
Transaction expenses ²	<u>\$ 2,725</u>
Adjusted EBITDA.....	<u>\$ 528,836</u>

(1) Reflects stock-based compensation expense for options for Class A Common Stock and restricted shares, in each case, issued in connection with the Acquisition of our Company by The Carlyle Group (the Acquisition) under the Officers' Rollover Stock Plan. Also reflects stock-based compensation expense for Equity Incentive Plan Class A Common Stock options issued in connection with the Acquisition under the Equity Incentive Plan.

(2) Reflects debt refinancing costs incurred in connection with the Recapitalization Transaction consummated on July 31, 2012.

**Fiscal Year Ended
March 31, 2012
(Unaudited)**

(Amounts in thousands, except share and per share data)

EBITDA & Adjusted EBITDA

Net income	\$ 239,955
Income tax expense.....	\$ 103,919
Interest and other, net.....	\$ 43,558
Depreciation and amortization	<u>\$ 75,205</u>
EBITDA	\$ 462,637
Certain stock-based compensation expense ³	\$ 14,241
Net restructuring charge ⁴	\$ 11,182
Adjusted EBITDA.....	<u>\$ 488,060</u>

(3) Reflects stock-based compensation expense for options for Class A Common Stock and restricted shares, in each case, issued in connection with the Acquisition of our Company by The Carlyle Group (the Acquisition) under the Officers' Rollover Stock Plan. Also reflects stock-based compensation expense for Equity Incentive Plan Class A Common Stock options issued in connection with the Acquisition under the Equity Incentive Plan.

(4) Reflects restructuring charges of approximately \$15.7 million incurred during the three months ended March 31, 2012, net of approximately \$4.5 million of revenue recognized on recoverable expenses, associated with the cost of a restructuring plan to reduce certain personnel and infrastructure costs.

**Fiscal Year Ended
March 31, 2011
(Unaudited)**

(Amounts in thousands, except share and per share data)

EBITDA & Adjusted EBITDA

Net income	\$ 84,694
Income tax expense.....	\$ 43,370
Interest and other, net.....	\$ 191,380
Depreciation and amortization	<u>\$ 80,603</u>
EBITDA	\$ 400,047
Certain stock-based compensation expense ⁵	\$ 39,947
Transaction expenses ⁶	<u>\$ 4,448</u>
Adjusted EBITDA.....	<u>\$ 444,442</u>

(5) Reflects stock-based compensation expense for options for Class A Common Stock and restricted shares, in each case, issued in connection with the Acquisition of our Company by The Carlyle Group (the Acquisition) under the Officers' Rollover Stock Plan. Also reflects stock-based compensation expense for Equity Incentive Plan Class A Common Stock options issued in connection with the Acquisition under the Equity Incentive Plan.

(6) Reflects debt refinancing costs and prepayment fees incurred in connection with the Refinancing Transaction as well as certain external administrative and other expenses incurred in connection with the initial public offering.