

CACI International Inc

Second Quarter Fiscal Year 2012

Earnings Conference Call
February 2, 2012



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 (including the impact of uncertainty regarding U.S. debt limits and actions taken related thereto); terrorist activities or war; changes in interest rates; currency fluctuations; significant fluctuations in the equity markets; changes in our effective tax rate; valuation of contingent consideration in connection with business combinations; failure to achieve contract awards in connection with recompetes 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, or in the event of a priority need for funds, such as homeland security, the war on terrorism, or an economic stimulus package; 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 investigations into allegations of improper actions related to the provision of services in support of U.S. military operations in Iraq; the results of government audits and reviews conducted by the Defense Contract Audit Agency, the Defense Contract Management Agency, or other government 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 the company's Securities and Exchange Commission filings.

Participants

- **Paul Cofoni**
President and Chief Executive Officer
- **Tom Mutryn**
Chief Financial Officer
- **Dan Allen**
President of U.S. Operations
- **Bill Fairl**
Chief Development Officer
- **Greg Bradford**
Chief Executive of CACI Limited UK

Record Second Quarter Results

- RECORD** ▶ Revenue of \$973.2M up 12.2%
- RECORD** ▶ Pro forma operating income of \$74.7M up 26.8%
- RECORD** ▶ Pro forma net income of \$41.1M up 24.8%
- RECORD** ▶ Pro forma diluted EPS of \$1.51 up 41.4%
- RECORD** ▶ Contract awards of \$962M up 87.9%
- RECORD** ▶ Contract funding orders of \$605M up 17.4%

Achieved financial goals of mid-to-high single-digit organic revenue growth and double-digit earnings growth

Factors That Differentiate CACI

- **Positioned in well-funded markets**
- **Committed to operational excellence**
- **Focused on bringing innovation to our clients**
- **Have a culture that values teamwork, winning, and agility**



```
void plugin_seq_doit(Cast *cast, float fact, float fact), int width,  
int height, ImBuf *ibuf1, ImBuf *ibuf2, ImBuf *out, ImP  
  
char *dest, *src1;  
int x, y, c;  
double gamma_table[256];  
double uv_table[256];  
float *destf = buf->Text - float;  
float *src1f;  
  
if (!buf1) return;  
  
destf = (char *) out ->Text;  
src1f = (char *) ibuf1 ->Text;  
src1f = (buf1->src1) ->Text;
```



CACI and the DoD's Guidance and Priorities

- **Corporate strategy aligned with DoD priorities for increased funding of:**
 - **Intelligence, surveillance, and reconnaissance (ISR)**
 - **Counterterrorism**
 - **Cybersecurity**
 - **Reducing the cost of doing the business of government**
- **CACI has business in all of the above priorities**

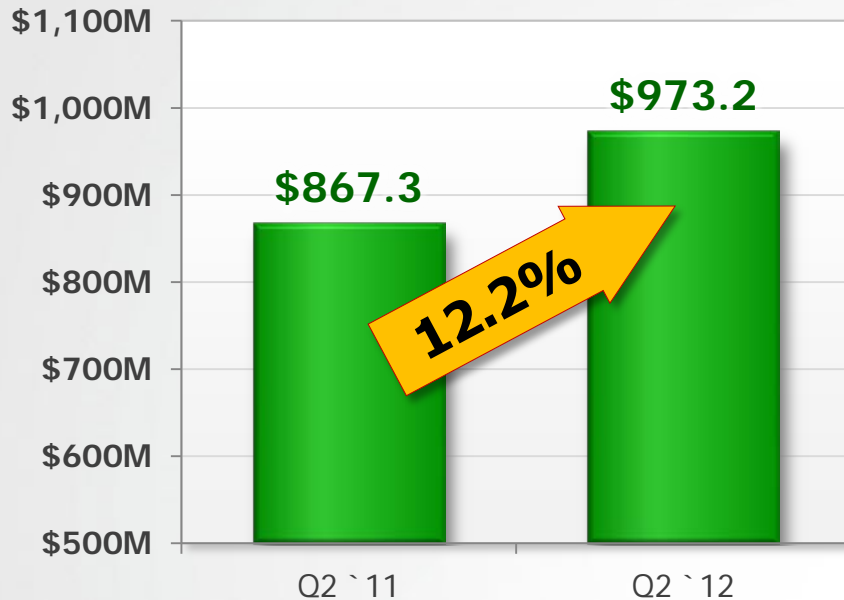
Management Changes and Additions

- **Management changes**
 - Dan Allen – President of U.S. Operations
 - Bill Fairl – Chief Development Officer
- **Attracting talented executives**
 - Krisstie Kondrotis – Executive Vice President of Business Development
 - Lani Kass – Corporate Strategic Advisor and Senior Vice President
- **Raising our FY12 guidance**

```
void plugin_seq_doit(Cast *cast, float fact0, float fact1, int width,  
int height, ImBuf *ibuf1, ImBuf *ibuf2, ImBuf *out, ImBuf *in)  
{  
    char *dest, *src1;  
    int x, y, c;  
    double gamma_table[256];  
    double uv_table[256];  
    float *destf = out->rect_float;  
    float *src1f;  
  
    if (!ibuf1) return;  
  
    dest = (char *) out->rect;  
    src1 = (char *) ibuf1->rect;  
    srcf = ibuf1->rect_float;  
  
    for (y = 0; y < 256; y++) {  
        float v = 1.0 * y / 255;  
        v += cast->setup_y;  
        v *= cast->gain_y;  
        v = pow(v, cast->gamma_y);  
        if (v > 1.0) v = 1.0;  
        else if (v < 0.0) v = 0.0;  
        gamma_table[y] = v * 255;  
    }  
}
```

Record Financial Results

Revenue



Pro Forma Operating Income *



Record revenue driven by:

- Direct labor growth of 11.8%
- ODC growth of 11.6%
- Organic revenue growth of 8.9%

Record operating income driven by:

- Direct labor growth
- Strong performance on a fixed price contract
- Continued cost controls

** Pro forma results exclude acquisition earn-out adjustments*

Record Financial Results

Pro Forma
Net Income *



Pro Forma
Diluted EPS *



- Earnings growth driven by strong operating income
- Effective tax rate of 39.6% for Q2 FY12
- Reduced diluted share count by 3.6 million due to accelerated share repurchase

* Pro forma results exclude acquisition earn-out adjustments

Other Financial Metrics

- **Operating cash flow of \$29 million; \$85 million for six months ended 12/31/11**
- **Trailing 12 months free cash flow of \$226 million**
 - TTM operating cash flow (\$242 million) less TTM capital expenditures (\$16 million)
- **Pro forma diluted adjusted EPS of \$2.00***
- **Net debt of \$573 million**
- **Net debt/TTM pro forma EBITDA (\$337M) = 1.7x***

** Pro forma results exclude acquisition earn-out adjustments*

Raising Guidance for FY12

	Current FY12 <u>Guidance*</u>	Previous FY12 <u>Guidance*</u>
Revenue (millions)	\$3,850 – \$4,050	\$3,850 – \$4,050
Net income (millions)	\$162 – \$168	\$157 – \$163
Diluted EPS	\$5.72 – \$5.94	\$5.55 – \$5.80
Diluted shares (millions)	28.3	28.2

*Based on expected GAAP results

FY12 revenue expected to be 8 – 13% over FY11 revenue

FY12 net income expected to be 17 – 22% over '11 pro forma net income

FY12 diluted EPS expected to be 30 – 35% over '11 pro forma diluted EPS

This guidance represents our views as of February 1, 2012. 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.

Second Quarter FY12 Operations

- **Operational Excellence**
 - Increase in operating income driven by continued strong program performance
 - Expanding CACI labor content on our contracts
- **Record Contract Funding Orders and Awards**
 - Contract funding orders of \$605 million, 17% increase
 - Contract awards of \$962 million, an increase of 88%
 - Classified intelligence awards of \$189 million
- **Federal Civilian revenue increased almost 20%**
 - Strong organic growth
 - APG and Paradigm acquisitions contributing to this growth

Wins That Demonstrate Strategy Execution

- **DoD strategy of “More Disciplined Use of Defense Dollars”**
 - \$37 million contract to help the Navy more efficiently manage the purchase, maintenance, and deployment of supplies
 - \$39 million task order to support the Defense Logistics Agency in modernizing and streamlining the DoD security clearance process
- **Expanding Military Health System business**
 - Task order in support of the Air Force Surgeon General’s Office of the CIO to provide government transformation solutions
- **Special Operations expansion**
 - \$22 million award to provide training support to the U.S. Special Operations Command

Leading Indicators Pointed in Right Direction

- **Opportunity pipeline remains strong**
 - Nearly \$6 billion in submitted proposals under evaluation (66% for new business)
 - Pace of bid and proposal activity is accelerating
 - Expect to submit more than \$10.7 billion in new proposals by the end of Q4 (> 67% for new business)
- **Size of CACI's addressable market reaffirmed at approximately \$230 – \$250 billion**
 - Preliminary update based on DoD strategy
 - Detailed assessment to continue as more information becomes available

CEO Closing Comments

- **Committed to helping our government clients**
- **Have the agility to adapt quickly to market changes and meet evolving client requirements**
- **Our capabilities are aligned with DoD's guidance and government budget challenges**
- **Raising our FY12 guidance**