

# Investor Relations Update

May 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.

# 50 Years of Experience and Achievement

- **\$3.8 billion Fortune 1000 provider of professional and IT services to the federal government**
  - 14,600 employees, 70% holding clearances
- **Strategic focus on U.S. government's most critical needs**
  - Defense, Intelligence, Homeland Security, Government Transformation
  - Capitalizing on opportunities in a large addressable market
- **Strategy and operational excellence driving financial results**
- **Leading strategic consolidator**

# Five Decades of Innovation

- Responding to emerging needs
- Delivering innovative solutions to increase productivity and reduce costs

Mobility Solutions

Healthcare IT

Geospatial and  
Cyber Intelligence

Counterterrorism

Government Transformation

Consulting Services

U.S. Army Mission Support

Intelligence Services

Information Assurance

Network Services

Knowledge Management

Systems Integration

Litigation Support

Marketing Analysis Services

Software Development

Defense Logistics

Simulation Services

**1962**

User  
Training

**70s**

Professional  
Services

**80s**

Information  
Technology  
Services

**90s**

New Era –  
A Network  
World

**00s**

Counterterrorism  
and Government  
Transformation

**10s**

Expanding  
Markets

# Large Addressable Market

- **Finding opportunity in \$200+ billion addressable market**
  - CACI is ~ 1.5% of total market opportunity
  - Large market with significant room to maneuver
- **High growth focus areas**
  - Mission-critical ISR
  - Healthcare IT
  - Cyber Security
  - Government Transformation

# Strategic Plan Drives Growth

## ■ Our growth strategy

- Provide mission-critical services for our clients' pressing challenges
- Focus on well-funded areas in large addressable market
- Capitalize on new growth opportunities, organically and through acquisitions

## ■ Delivering results

- Innovative solutions meet clients' needs
- Operational excellence keeps clients with CACI
- Able to move rapidly to identify and respond to current and emerging needs

# Aligned with Government's Priorities

## ■ Defense

- Increasing emphasis on counterterrorism (SOF, ISR) and cyber operations
- Better use of IT and business and enterprise systems

## ■ Intelligence

- First line of defense against future attacks
- Continuing need for information sharing

## ■ Homeland Security

- Growing threat of cyber attacks
- Non-proliferation of WMD is critical
- Counter Narco-Terrorism

## ■ Government Transformation

- Lowers the cost of gov't and increases productivity
- Improves citizen services and organizational effectiveness



CACI  
EVER VIGILANT™

50  
1962  
2012

# Track Record of Winning Major Contract Awards

## Contract Awards of \$1B+ since 2006

S3 (Army)	\$19.25B ceiling	10 years
EAGLE (DHS)	\$45B ceiling	7 years
ITES-2S (Army)	\$20B ceiling	9 years
DESP II (Air Force)	\$1.9B ceiling	4 years
FIRST (Army)	\$36B ceiling	20 years
MEGA III (Justice)	\$1B ceiling	6 years
ALLIANT (GSA)	\$50B ceiling	10 years
ENCORE II (DISA)	\$12B ceiling	10 years
DIA SIA (DIA)	\$1B ceiling	5 years
PEOSTRI (Army)	\$17.5B ceiling	10 years
GBPS (SOCOM)	\$1.5B ceiling	5 years
CIMS (CDC)	\$1B ceiling	10 years
ITSSS (FBI)	\$30B ceiling	8 years
ITSS4 (DOJ)	\$1.1B ceiling	6.5 years
OPTARSS II (Army)	\$2.5B ceiling	5 years
T4 (VA)	\$12B ceiling	5 years
OPM (OPM)	\$2.5B ceiling	5 years
INSCOM (Army)	\$9.7B ceiling	5 years
DHS (DHS)	\$3.0B ceiling	5 years
<b>TOTAL</b>	<b>\$267 billion</b>	

# Effectively Using Our Balance Sheet

- **Solid credit profile**
  - Strong, predictable cash flows
  - Net debt/TTM pro forma EBITDA (\$350 million) = 1.5x\*
- **Strategic acquisition plan drives long-term value**
  - Accretive, positive returns
  - Proven track record of successfully integrating acquisitions
    - Completed 55 transactions
  - Disciplined – Not afraid to walk away from a deal
- **Delivered on share repurchase programs**
  - Recently completed a 4 million share ASR agreement
  - 4<sup>th</sup> share repurchase since 2007

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

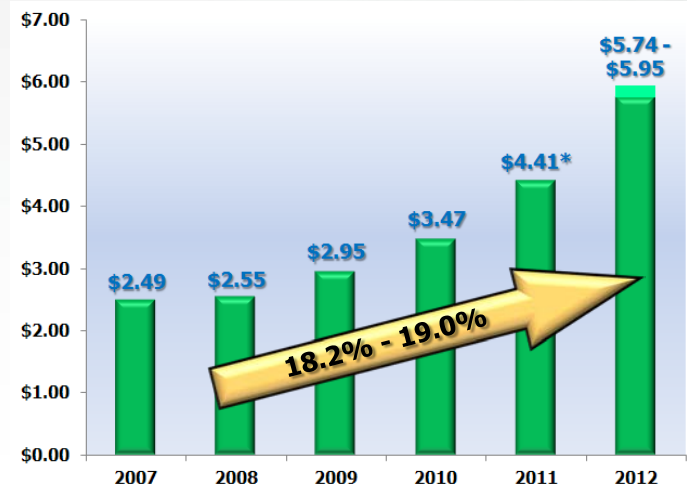
# Track Record of Financial Performance

\$ in millions except per share amounts

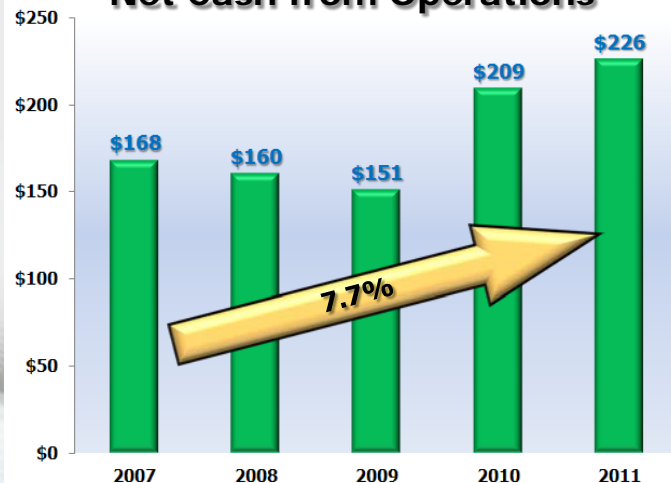
## Revenue



## Diluted EPS



## Net Cash from Operations



## Contract Funding Orders



\* Pro forma results exclude acquisition earn-out adjustments

\*\* This guidance represents our views as of 5/2/12 and is not being updated as of the date of this presentation. 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.

# Leading Indicators Pointed in Right Direction

## ▪ Opportunity pipeline remains strong

- ~ \$9 billion in submitted proposals under evaluation; 65% for new business
- Expect to submit more than \$11.9 billion in new proposals by June 30, 2012; over 57% for new business
- Bid and proposal activity is accelerating

## ▪ Funded backlog of \$2.0 billion

## ▪ Through Nine Months of FY12

- Funding orders up 11% to \$3.0 billion
- Contract awards up 35% to \$3.6 billion

# Our Current View

- **Remain confident in our long-term growth strategy**
- **Our focus on direct labor continues to benefit our bottom line results**
- **In the early stages of developing our FY13 plans**
- **Preliminary view indicates the growth rates we've experienced will slow due to:**
  - Uncertainty in the government budget process
  - Delays in government procurement process
  - Drawdown in Southwest Asia
- **Optimistic that our focus on high-priority markets will provide opportunities for growth**

# Summary

- **Our capabilities are aligned with DoD's guidance and government budget challenges**
- **Large addressable market offers attractive growth opportunities**
- **Well-defined strategy creates organic and acquisitive growth**
  - Recent wins demonstrate innovation and differentiation
  - Strategic M&A complementing our strengths and adding depth to our solutions
- **Track record of solid performance**
  - Strategy and operational excellence driving financial results