



## Forward-Looking Statements

Certain statements in this presentation contain or are based on "forward-looking" information within the meaning of the Private Litigation Reform Act of 1995. In some cases, you can identify forward-looking statements by words such as "expects," "intends," "plans," "anticipates," "believes," "estimates" and similar words or phrases. Forward-looking statements in this presentation include, among others: our intent to separate into two independent publicly traded companies as a result of the proposed spin-off and the timing of the proposed transaction; revenue, growth, profitability and cost-efficiency expectations for the company following the spin-off; the expectation that the spin-off will be tax-free; statements regarding the resources, potential, priorities, competitive positioning, opportunities and addressable markets for the company following the spin-off; expectations about future regular or special dividends, stock repurchases and other anticipated uses of capital. These statements reflect our belief and assumptions as to future events that may not prove to be accurate.

Actual performance and results may differ materially from the forward-looking statements made in these slides depending on a variety of factors, including: developments in the U.S. Government defense budget, including budget reductions, implementation of spending cuts (sequestration) or changes in budgetary priorities; delays in the U.S. Government budget process or approval to raise the U.S. debt ceiling; delays in the U.S. Government contract procurement process or the award of contracts; delays or loss of contracts as result of competitor protests; changes in U.S. Government procurement rules, regulations and practices; our compliance with various U.S. Government and other government procurement rules and regulations; governmental reviews, audits and investigations of our company; our ability to effectively compete and win contracts with the U.S. Government and other customers; our ability to attract, train and retain skilled employees, including our management team, and to obtain security clearances for our employees; our ability to accurately estimate costs associated with our firm-fixed-price and other contracts; our ability to comply with certain agreements entered into in connection with the CityTime matter; cybersecurity, data security or other security threats, systems failures or other disruptions of our business; resolution of legal and other disputes with our customers and others or legal or regulatory compliance issues; our ability to effectively acquire businesses and make investments; our ability to maintain relationships with prime contractors, subcontractors and joint venture partners; our ability to manage performance and other risks related to customer contracts, including complex engineering or design build projects; the failure of our inspection or detection systems to detect threats; the adequacy of our insurance programs designed to protect us from significant product or other liability claims; our ability to manage risks associated with our international business; our ability to declare future dividends based on our earnings, financial condition, capital requirements and other factors, including compliance with applicable laws and contractual agreements; risks associated with the proposed spinoff of our technical, engineering and enterprise information technology services business, such as disruption to business operations, unanticipated expenses, significant transaction costs and/or liabilities, the timing of the spin-off or a failure to complete the proposed spin-off or realize the expected benefits of the proposed spin-off; and our ability to execute our business plan and long-term management initiatives effectively and to overcome these and other known and unknown risks that we face. These are only some of the factors that may affect the forward-looking statements contained in these slides. For further information concerning risks and uncertainties associated with our business, please refer to the filings we make from time to time with the U.S. Securities and Exchange Commission.

All information in this presentation is as of September 11, 2013. The Company expressly disclaims any duty to update the forward-looking statement provided in this presentation to reflect subsequent events, actual results or changes in the Company's expectations. The Company also disclaims any duty to comment upon or correct information that may be contained in reports published by investment analysts or others.

# Investor Day—Wednesday, September 11th

START	STOP	DURATION (mins)	TOPIC
7:30	8:25	55	Registration and Continental Breakfast
8:25	8:30	5	Opening Remarks and Introductions: John Sweeney, Investor Relations
8:30	8:50	20	Introduction and Company Overview: John Jumper, CEO
8:50	9:20	30	Strategy and Operations: Stu Shea, President & Chief Operating Officer
9:20	9:40	20	CEO and COO Q&A
9:40	10:10	30	National Security: Lou Von Thaer, Sector President
10:10	10:30	20	National Security: Q&A
10:30	10:45	15	Break
10:45	11:15	30	Health and Engineering: Joe Craver, Sector President
11:15	11:35	20	Health and Engineering: Q&A
11:35	11:40	15	Financial: Mark Sopp, Chief Financial Officer
11:40	12:00	20	Financial: Q&A
12:00	12:15	15	Closing Remarks: John Jumper, CEO





# Introduction and Company Overview— John Jumper

CEO



## Unlocking The Value of Leidos

- \$200M+ cost savings with more to come in FY15
- Emphasize profit growth over top line revenue
  - Target 10.0% EPS annual growth
  - Continuous improvement driving lower rates & higher margin
- Strong cash generation: priority return to shareholders
  - \$400M annual operating cash flow
- Stable business base: doing the important things
  - Intelligence, Health, Energy, Environment
- Technology leverage: deep analytics, cybersecurity
- Remove Organizational Conflict of Interest



## What Has Changed...

### **Our Transformation**

### Old SAIC

- ▶ 1,000 flowers blooming and internal competition
- Organizational Conflicts of Interest
- ▶ Higher cost structure
- ► M&A-focused capital deployment
- ► Cash on the balance sheet

### Leidos

- Optimized portfolios, shared resources and leveraged technology
- Free to pursue more business
- Designed to cost
- ► Return-focused capital deployment
- Cash returned to shareholders



## Our Key Leaders With You Today

**JOHN JUMPER** 

Chairman and Chief Executive Officer



**STU SHEA** 

President and Chief Operating Officer



**MARK SOPP** 

Chief Financial Officer



JOE CRAVER President, Health and Engineering Sector



**LOU VON THAER** 

President, National Security Sector



**Aligned in Their Vision for the Company** 



### **Our Board of Directors**



JOHN P. JUMPER Chairman & Chief Executive Officer



DAVID G. FUBINI
Director



JOHN J. HAMRE Director



MIRIAM E. JOHN
Director



ANITA K. JONES
Director



HARRY M. J. KRAEMER, JR. Director



LAWRENCE C. NUSSDORF Director



ROBERT S. SHAPARD Director



NOEL B. WILLIAMS
Director



### **Investment Rational**

- Stable National Security Sector revenues combined with growth opportunities in Health and Engineering
- Removal of organizational conflicts of interest
- Continuous improvement to drive down costs
- ► Target operating margin of 8.0%+
- Low Cap Ex requirements
- Strong operating cash generation: Target \$400M + operating cash flow in FY15
- Return Value to Shareholder
  - Attractive dividend yield
  - Priority on returning cash to shareholders
  - Higher threshold for acquisitions





# Strategy and Operations— Stu Shea

PRESIDENT AND CHIEF OPERATING OFFICER



### **Executing on Our Vision**

- Why Leidos Matters
- Who We Are
- What Makes Us Distinctive
- What is Our Value Proposition
- What You Should Expect From Us



## Why Leidos Matters: Convergence of Megatrends

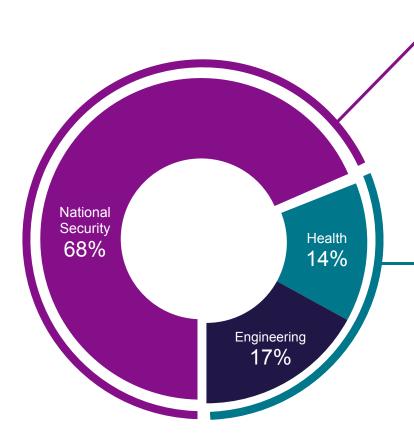








### Who We Are



FY2014 revenues: ~\$6B

#### **National Security Sector**

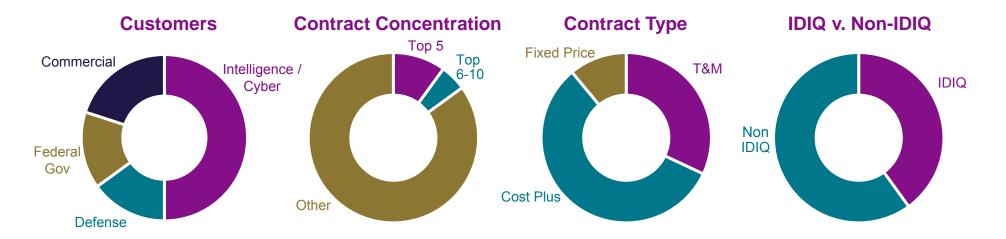
- ➤ ~\$4B revenue
- 13,500 employees with >10,500 possessing DoD, TS/SCI, SAP/SAR, and DoE security clearances
- ▶ 99% government, <1% commercial
- Critical mission support for intelligence community
- C4ISR R&D and solutions for DoD
- Industry-leading cybersecurity capabilities

#### **Health & Engineering Sector**

- ▶ ~\$2B revenue
- ▶ 9,500 employees
- ▶ 63% commercial, 37% government
- Healthcare information technology, electronic health records, and advanced data analytics
- Health and life science / clinical research
- Energy grid and critical infrastructure design and integration



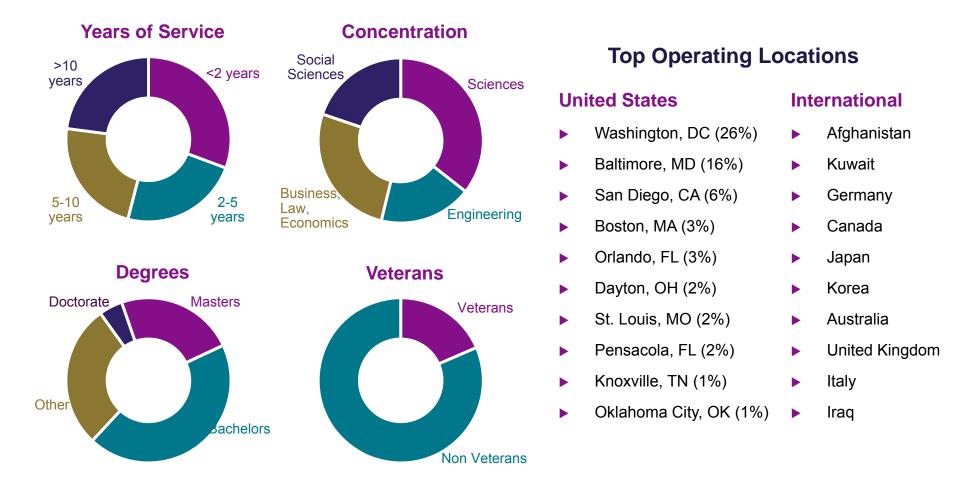
### **Revenue Composition**







### We Have the Right Team





### What Makes Us Distinctive: Rich Markets

### One company in three opportunity rich markets of global importance

#### National Security (\$94B)

#### Drive leading C4ISR solutions in challenging mission environments across all operational regimes

- Focus on agile, missioncritical integration
- Exploit & leverage technology for mission advantage

#### Health (\$43B)

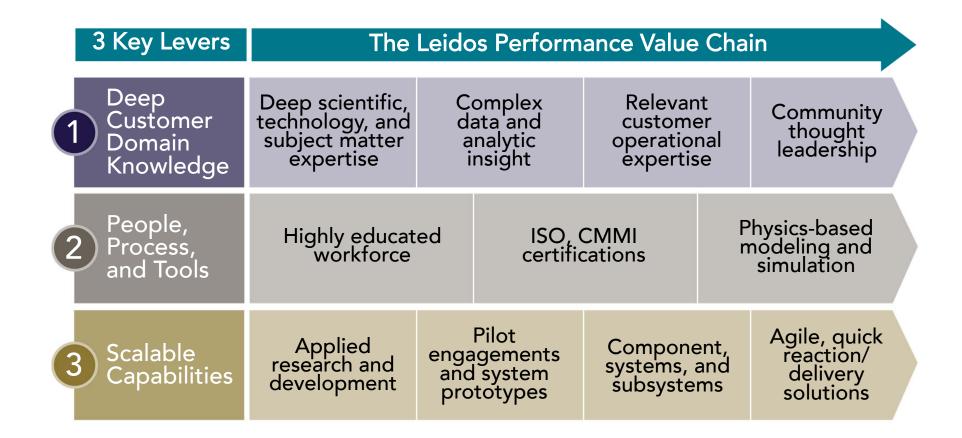
- Improve access and quality of healthcare by driving digitization, interoperability and personalized medicine
- Evolve value-based healthcare through data analytics
- Embed cybersecurity for privacy protection

#### Engineering (\$80B)

- Expand commercially and internationally to meet global infrastructure and natural resource needs
- Build on IT, analytics and engineering capabilities
- Bring science & technology solutions



### What Makes Us Distinctive: Competitive Levers





### What Makes Us Distinctive: Solutions That Work

#### One company with Three Unique Levers

- Deep Customer Domain Knowledge
  - Practical operational knowledge
  - Embedded with our customer community
  - Critical to mission success
  - Respected community thought leadership

- People, Processes, and Tools
  - Agile development processes
  - ► Repeatable processes
  - ► Reliable integrators
  - Physics-based modeling and simulation
  - Science and technology heritage

- Scalable Capabilities
- Concept to creation
- Information-enabled engineering
- Advanced data analytics
- Full range of CyberSecurity
- Appropriate solutions

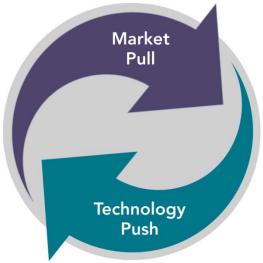


What Makes Us Distinctive: Information-Driven Capabilities

- Achieving technology leverage
  - Market pull is enabled by technology
    - ▶ Provides channel access to customers
  - Technology push is informed by the market
    - ▶ Retains the imperative of innovation



- Diverse markets share common technical challenges
  - Health market drowning in data and need to offset demanding regulatory challenges
  - ► Future of a highly-interconnected infrastructure (energy sensors)
- Additional investments key capabilities





### **Leidos Investment Thesis**

- Compelling vision and performance objectives
- Balanced financial strategy
- Repeatable operating model
- Aggressive portfolio management
- Common core of information-driven capabilities
- Proximity and criticality to operators & customers
- Continually optimized cost structure



## What You Should Expect From Us: Performance

- Maintain discipline
  - Laser-focused on core markets
  - Controlled adjacencies
- Expanding commercial portfolio
- Technology sharing
  - Increased, shared investment
- Economic profit improvement
  - Quality revenues
  - Educated workforce
  - Higher margin expectations

- Perform on current contracts
  - Early contract reviews
  - Integrated early warning system
- Divestitures and monetization
  - Portfolio shaping
- Better return of capital to shareholders
- Continuous attention to cost efficiencies
  - Improved business ecosystems



#### **National Security**



Engineering Health Cybersecurity



# National Security— Lou Von Thaer

**SECTOR PRESIDENT** 



## National Security Sector - Positioned for Success

- ~\$4B in revenues
- NSS capabilities aligned to address our Nation's vast Intelligence & Defense requirements
- Intelligence collection, analysis and exploitation of data expertise are indispensable in today's world
  - Comprises 80% of NSS revenues
- New multibillion dollar OCI-deconflicted markets available to pursue
- Forty-four year track record of winning competitively and executing
- Highly regarded industry reputation
  - Adept at rapidly developing and producing cost-effective solutions



# Market Shift Plays to Leidos' Advantage

**PHYSICAL REALM** 



**DIGITAL REALM** 



**OPERATIONAL REALM** 



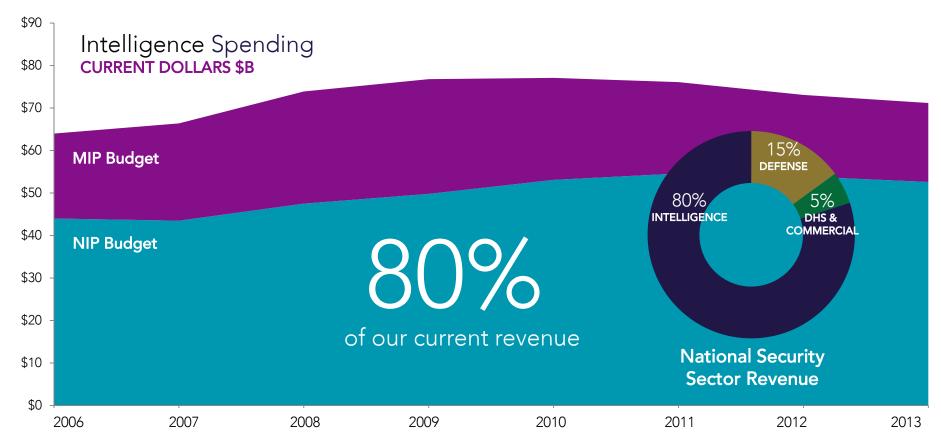
**CONVERGENCE** 

Leidos Information Enabled Solutions

In the future, those that control the information will control greater portions of the budget



## Disclosed US Government Intelligence Budget



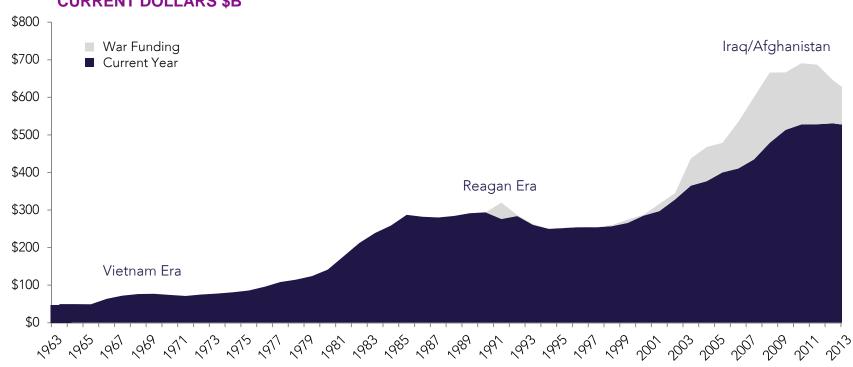
Key contributors to U.S. intelligence for four decades

Sources: DNI disclosure of National Intelligence Budget & DoD Green Book; USD not adjusted for inflation.



## **Expanding Growth Into Defense Market**





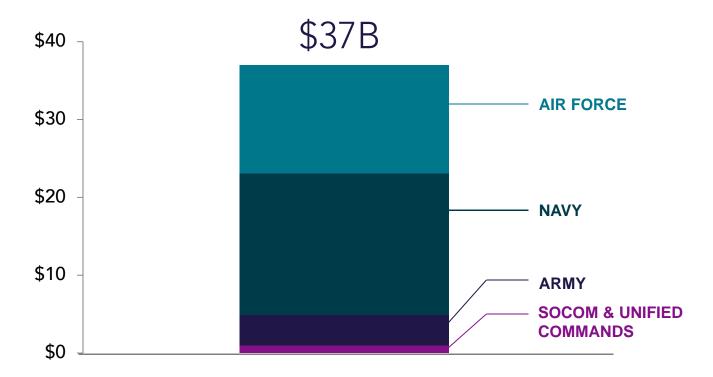
#### Long-term growing market

Source: DoD Green Book, USD not adjusted for inflation



## **National Security Sector Unconstrained Markets**

- Addressable market increases dramatically upon separation
- Significant opportunity space in long term Defense budgets







Critical Mission Support in all Operational Domains: Air, Land, Sea, Space and Cyberspace



## National Security at a Glance

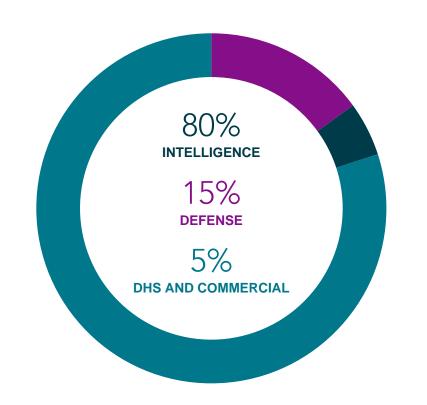
**OUR CORE RESOURCES...** 

13,500 PROFESSIONALS

10,500 WITH SECURITY CLEARANCES

Broad technology, development and integration capabilities

#### **CONTRIBUTE TO OUR CUSTOMER MISSIONS...**





# National Security at a Glance

BUSINESS SEGMENT	REVENUE PERCENTAGE	ADDRESSABLE MARKET
Technology	25%	\$47B
Intelligence	60%	\$23B
Cybersecurity	15%	<u>\$24B</u>
		\$94B

**Increase of \$37 Billion in Addressable Market** 



## National Security at a Glance

- Diversified contract base
- ► Top 10 contracts < 25% of total revenues
- 9 of Top 10 contracts in stable intelligence market

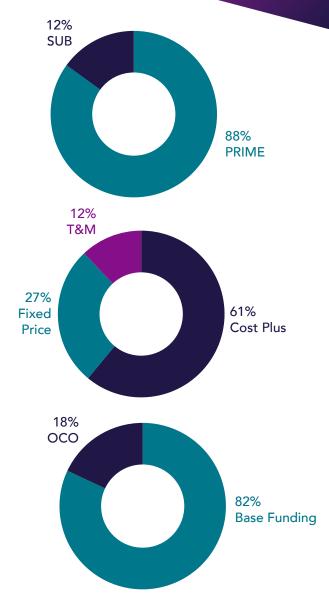
### FY14 Top Contracts

PROGRAM	REVENUE	BUSINESS SEGMENT
Classified	\$154M	Intelligence
Saturn Arch	\$140M	Technology
GGI	\$102M	Intelligence
MRAP JLI	\$ 99M	Intelligence
Classified	\$ 97M	Cyber
Classified	\$ 86M	Cyber
Classified	\$ 85M	Cyber
Buckeye	\$ 79M	Technology
Blue Devil	\$ 72M	Technology
Joint Intel Ops Center	\$ 70M	Intelligence



# History as a Fierce Competitor

- Proximity to operators & deep domain expertise
- Capabilities address emerging market needs
  - Rapidly deploy cost-effective technical solutions
  - Advanced analytics to solve complex information problems
  - Cybersecurity to defend critical missions and systems
- Well positioned in market for revenue & profit growth
  - Market leader with prime contracts
  - Broad and established base
  - Positioned for OCI deconflicted defense market
  - Streamlined infrastructure with costs reduced 15%
- Prolific business development engine
  - 60% increase in proposal submissions
  - \$7B of bids pending award
    - Additional \$7B of IDIQ bids submitted
  - Competitive win rate (50 65%)





# **Leidos National Security Strategy**

Consistent, Reliable, Secure Technology and Information Globally for all Customers

#### **BUSINESS SEGMENTS DELIVERY FOCUS MARKETS** Technology Horizontally Integrated Intelligence Solutions into New Defense Markets Homeland Security Intelligence Quick to Market Healthcare Tailored to Need Engineering Predictive Analytics Cybersecurity **Utilities** Full Life Cycle Support Affordable **Global Operations**



Technology-driven end-to-end integrated solutions operating in the air, land, sea & space

#### **CAPABILITIES**



#### R&D in air, sea, ground & space

- Autonomous and distributed solutions
- Modeling, simulation and training



#### Wide range of technical solutions

- First full-spectrum ISR in theater
- Leading Navy's diesel submarine tracking prototype
- Developing one of two high-speed prototype crafts for USSOCOM



#### Transitioning to new markets

- Unmanned, autonomous naval systems
- Advanced electronic warfare
- Border Security missions
- Classified next generation sensors

### PRIMARY CUSTOMERS Research organizations across DoD



Saturn Arch Buckeye Desert Owl



Blue Devil ISR
Target Recognition



Tactical Sonar Naval Warfare Engineering



MOJAVE ACTUV



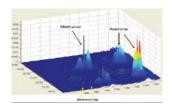
Integrated WMD
Targeting & Intelligence Support

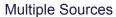
**Advanced Technology Solutions to Differentiate Leidos Offerings** 



### Success Story: Distributed Airborne Information Solutions

Deployed technologies on Blue Devil, Buckeye, Desert Owl, Radiant Falcon, Saturn Arch







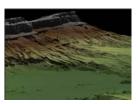
Day & Night



Full Motion Video



Wide Area Imagery



3-D Geospatial

- Mission Needs
  - Customer needed to integrate sensor operations to identify and address threats
- ▶ Leidos Response
  - Leidos combined our expertise, experience, and technologies to develop solutions quickly to match the need
  - Idea to deployment in less than 10 months
- Result
  - Delivered rapid persistent, multisource, integrated intelligence capability
  - Identified multiple high-value targets
  - Protected U.S. and coalition troops operating in high-threat areas

**Catching Bad Guys and Protecting our Troops** 



### Growth Opportunity: Naval Autonomous Technology

Design and integrate unmanned, autonomous solutions for intelligence and defense needs





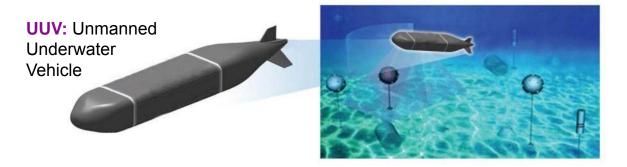
- 130 FEET LONG
  - 40 FEET WIDE
  - 80 tons
- Expanding market for Navy autonomous solutions to address expanding threats
  - Navy developing solution to counter diesel submarines
- Leidos ability to meet Navy's need
  - Leading prototype design to track diesel electric submarines for months at a fraction of their size and cost
  - Leveraging integration capabilities in ocean modeling, systems engineering and integration, and software development
  - Enabled by experience in design and build of maritime sensors, communications systems, autonomous controls, and propulsion systems
  - Positions Leidos for expanded Navy business over the coming decade

**Advanced Platform Development to Meet Demanding New Mission Needs** 



### Growth Opportunity: Naval Autonomous Technology

Design and integrate unmanned, autonomous solutions for intelligence and defense needs



- 25 FEET LONG
  - 5 FOOT DIAMETER
  - 5 TONS
- Growing market for multiple mission autonomous systems
  - Navy developing affordable, versatile systems for deploying and retrieving equipment
- Leidos ability to meet Navy's need
  - Leveraging ACTUV prototype design experience
  - Knowledge in underwater operations, propulsion, and controls
  - Broad experience in intelligence, surveillance, and reconnaissance
  - Expanding Leidos offering for next-generation Navy systems

Leveraging Technology and Experience into Affordable Future Navy Workhorse



# Intelligence Business Segment

Building wide range of information processing systems solving toughest challenges today

#### **CAPABILITIES**



#### System Engineering & Integration

- Advanced analytics
- Software development
- ▶ Intelligence analysis & operations
- Integrated logistics solutions



#### Delivering across Intelligence & Defense

- Top geospatial products producer for IC
- Leading NSA & Army data analytics
- First Intel & Defense Cloud architectures



#### Pursuing adjacent markets in Defense

- Bid Data & Cloud solutions
- Integrated intelligence systems
- Infrastructure protection
- ▶ Modernization, readiness & sustainment

#### **PRIMARY CUSTOMERS**



Classified
Intelligence Communications



Army Military Intel Enterprise
Joint Intelligence Ops Center



Geospatial Production
iSTORE Content Management



MRAP JLI Distributed Common Ground System



GPS System Engineering
TACAN Replacement

Delivering "Glue-ware" to Create Integrated Systems for Decision Makers



### Intelligence Business Segment

### Success Story: Big Data Analytic Solution

Leverage leading data analytics successes in Intelligence into broader markets

Intelligence Data Analytics Tools











**DHS** 

**HEALTH** 

**ENERGY** 

- Mission Need
  - Intelligence community must review massive amounts of data to make accurate decisions
- Leidos Response
  - Leidos leveraged our domain knowledge, data analytics and software development capabilities to deliver the leading data analytics platform
- Result
  - Leidos solution "transformed tactical intelligence"
  - Leidos implemented a 40x improvement in throughput following year
  - "The most significant SIGINT system in aiding the Warfighter in the past 10 years"
  - In 2013, Leidos developed a commercial platform operating at a 200x improvement



### Intelligence Business Segment

# Growth Opportunity: Border Security Surveillance

Rapid solution deployment for high confidence border security

- DHS seeking low-risk near-term solution for U.S. border security
  - Failed Secure Border Initiative program delayed border security implementation
  - Seeking proven system to detect and track items of interest along nation's borders
- Leidos ability to meet DHS' need
  - Leverage security and force protection
  - Integrated solution with proven systems and operations experience
  - Automated solution flexible and easy to operate
  - Positioned for growth in U.S. and global markets







Proven, affordable and flexible solutions for border security



# Cybersecurity Business Segment

Delivering over \$700M of Cybersecurity to the Intelligence Community to constantly defend critical infrastructure against the most sophisticated adversaries

#### **CAPABILITIES**



Leading Cyber Provider in Intelligence Community



- Computer Defense, Exploitation, & Ops
- Predictive Cyber analytics
- Largest forensics malware in IC
- Large-scale systems design and integration



**Delivering Broad Cyber Solutions** 

Cyber software development

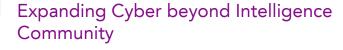


Cryptographic algorithms, key management



 Navy 2013 Tech Award: Cyber Domain Services





#### PRIMARY CUSTOMERS



#### Federal Government

Classified (Multiple) Key Management



U.S. National Data Center Key Management

#### Commercial & Critical Infrastructure

Health
Critical Infrastructure
Commercial Providers

Leveraging Cyber leadership in Intelligence to address increasing commercial demands



### Cybersecurity Business Segment

### Success Story: Cyber Signature Management

Delivering cyber signatures to protect critical Intelligence Community infrastructure







- Mission Needs
  - Intelligence community faced with constant, sophisticated cyber attacks
- Leidos Response
  - Developed solution to identify and defend against new cyber threats
  - Delivers software to defend against new attacks, and protect networks across IC
- Result
  - Enterprisewide protection from new and emerging cyber threats
  - Well positioned to leverage capabilities across defense and commercial markets



### Cybersecurity Business Segment

# Growth Opportunity: Cyber Threat Operations

Using intelligence-based capabilities, deliver cybersecurity to protect federal and commercial entities











- ▶ DHS and commercial companies seeking secure network solutions
  - Cyber threats continue to expand in numbers and sophistication
  - Need for reliable cyber protection expanding
- Leidos has the ability to meet emerging needs
  - Deliver differentiated solutions to protect networks and information
  - Provide cybersecurity defense and incident response
  - Highest margins, fastest growing market
  - Solutions in development



### Competition



#### **SYSTEM INTEGRATORS & SOLUTIONS**

#### BAE SYSTEMS

Intelligence & Security



Information Systems & Technology



National Security Solutions

### Raytheon

Intelligence, Information & Services

#### NORTHROP GRUMMAN

Information Systems



Defense, Space & Security



Information Systems & Global Solutions

#### **SERVICES**

Booz | Allen | Hamilton









### Summary

- NSS brings a 44 year history of performance in good markets and bad
  - Leidos design drives horizontal technology collaboration in expanded markets
  - Continual focus on streamlined operations at reduced cost
  - Expanded focus on increasing earnings to drive shareholder value
- Continued need for intelligence and market shift plays to Leidos' advantage
- Nimble and affordable
- Uniquely positioned to compete

Leidos - Missions that Matter



# Health & Engineering— Joe Craver

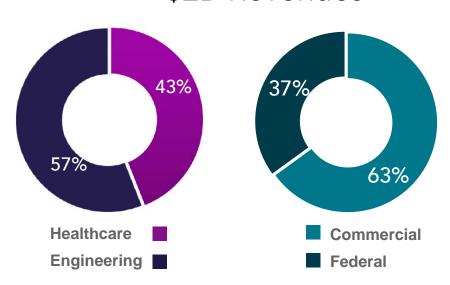
**SECTOR PRESIDENT** 





### **Health & Engineering Sector**





- Long-term market presence with solution and service delivery at scale
- Applied solutions focused on large, receptive commercial markets
- Core capability leverage with broad impact across multiple market segments

# Leidos Health

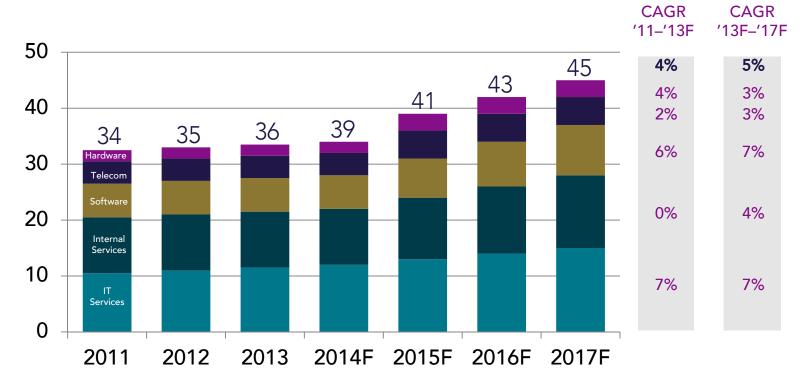


# Leidos Health – Positioned for Long-Term Success

- Material presence and scale in more than \$35B healthcare IT market
- Market drivers and business imperatives creating need for health organizations to seek applied solutions
- Extensive client list, reputation for quality and partnered with all the industry leading software vendors
- Uniquely positioned with expertise in IT, clinical transformation, behavioral health, life sciences and data analytics
- Positioned to grow in both Commercial and Federal markets



### U.S. Healthcare Provider IT Market



- International Health IT market is more than \$90B
- Total addressable market is much bigger than just Health IT



# Leidos Health in the Marketplace

#9

Modern Healthcare's 2013 Management Consulting Firms Worked with
15 of 18
U.S. News and
World Report's
2012-13 Best
Hospitals Honor Roll





#4

KLAS Ranking of Overall Health Services Firms

Engaged by 18 of 25

largest Academic Medical Centers as listed by Modern Healthcare 2012



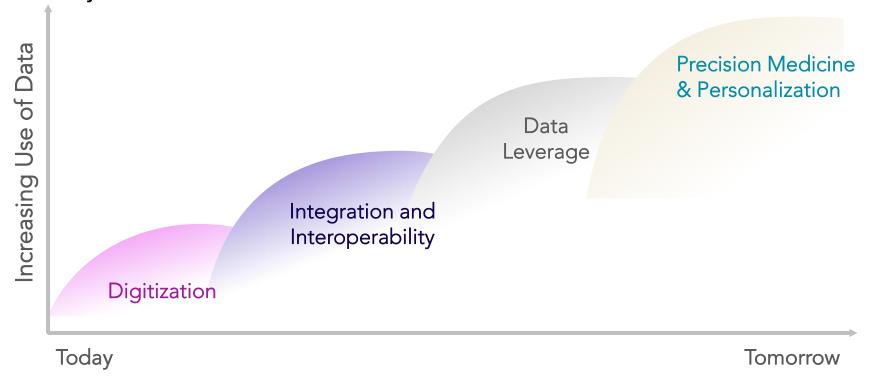
#18 Healthcare Informatics Top 100





# A New Era in Healthcare Is Emerging...

Major Shift as Healthcare Becomes More Data-Enabled...



Leidos' Analytical Capabilities and Domain Knowledge Allow Us To Excel In Data-Enabled Environments





From the Research Bench to the Patient Bedside



What We Do	Percent of Leidos Health Business	Capabilities	Leidos Health 5-Year Growth Trajectory
EHR Consulting (Digitization)	45%	<ul><li>EHR implementation</li><li>Optimization</li></ul>	5–10%
Systems Integration (Integration and Interoperability)	30%	<ul> <li>Information integration</li> <li>IT services</li> <li>Application development and maintenance</li> <li>Ongoing system support</li> <li>Legacy system support</li> </ul>	3–6%
Strategic Services and Solutions (Data Leverage)	15%	<ul> <li>Strategic IT planning</li> <li>Meaningful use</li> <li>Clinical transformation</li> <li>ICD-10</li> <li>Revenue cycle management</li> <li>Data analytics; cybersecurity</li> </ul>	10%+
Health Research and Life Sciences (Precision Medicine and Personalization)	10%	<ul> <li>Behavioral health</li> <li>Public health</li> <li>Life sciences</li> <li>Health research</li> </ul>	3–6%
			<b>—</b>



### **Leidos Health Clients**

### **Commercial Clients Federal Health Clients** CATHOLIC HEALTH EAST Adventist Presence Health Cleveland Clinic North Shore LIJ **A PRESBYTERIAN** Stanford University Medical Center With You. For Life. Albert Einstein Healthcare Network Einstein

**Helping Drive the Transformation Towards Value-Based Healthcare** 



# **EHR Consulting**

We Offer a Set of Client-Centric Services Designed to Get the Most out of an Organization's EHR Investment at all Stages of the Life Cycle

#### **EHR Practices**

- ► Allscripts™
- ▶ Cerner
- ▶ Epic
- ▶ McKesson
- ▶ Meditech
- **▶** Siemens

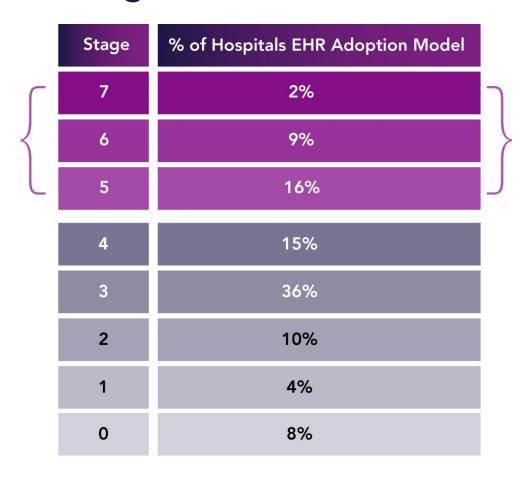




**Digitization** 

### **EHR Consulting**

### Digitization



Only 27% of hospitals have reached Healthcare Information and Management Systems Stage 5 or higher

Majority of Institutions Have Underdeveloped EHR Capabilities

### Systems Integration

### Integration and Interoperability

Developed & support the U.S. military AHLTA/CHCS system, the largest EHR system ever implemented

- Nearly 10 million beneficiaries
- 50 treatment facilities & 360 clinics

Provided health IT & systems integration support in connecting Inland Northwest Health Services (INHS), one of the nation's first health information exchanges, to public health entities and applications



Supported a major Canadian provincial health system in the creation and development of a health information network to link healthcare providers province wide

Links nearly 300 healthcare facilities in 126 communities & 380 pharmacies connecting approximately 19,000 healthcare professionals



### **Systems Integration**

### Integration and Interoperability

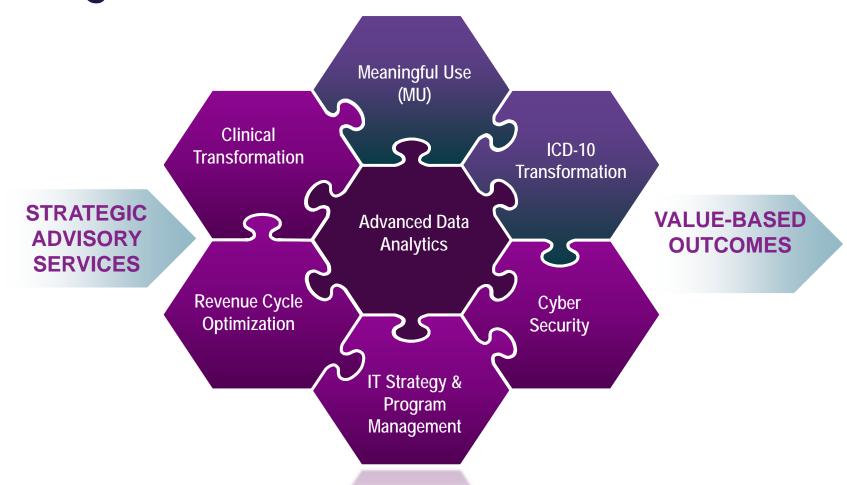
### VA/DoD EHR Integration Opportunity

- Servicing over 18 million patients in both VA / MHS
- ► Total program cost: ~ \$5 \$20 billion
- High Congressional visibility creating pressure for action
- Possible Scenarios:
  - Expansion of existing sharing platforms
  - Adoption of existing systems by differing agency
  - Integration and deployment of new EHR systems (COTS)



# Strategic Services and Solutions

### Data Leverage



True Value of Digitization is Unlocked Through Data Leverage



### Strategic Services and Solutions

**Data Leverage** 

"We reduced our accounts receivable days by 21 percent ... with the assistance of the VCS team."

Cindy Charyulu Vice President, Revenue Cycle Grady Health System



Revenue cycle transformation...

... for one of the largest public hospitals (Grady Health System) in the United States ...

... directed the full implementation of clinical and revenue cycle applications at 27 hospitals and clinics for one of the top academic medical centers in the country ...

Advanced Analytics... deployed social network analytics solutions to support product introduction decisions internationally for one of the largest pharmaceutical companies in the country ...



### Health Research & Life Sciences

# Precision Medicine and Personalization

Leidos has over 25 years of combined programmatic experience providing solutions that enhance health, resilience, readiness, and performance through research, education, training and counseling in areas such as:

#### Performance Enhancement:

Prediction of Unplanned Loss • Team Resilience • Traumatic Brain Injury • Rehabilitation • Career-Span Health & Wellness

#### **Operational Stress:**

Post Traumatic Stress Disorder (PTSD) • Insomnia • Suicide Prevention • Depression • Re-Integration

#### **Behavioral Sciences:**

Adolescent Substance Abuse Counseling & Prevention 

Substance Use & Abuse 

Sexual Assault & Harassment 

Family & Workplace Violence 

Prevention of Sexually 

Transmitted Disease (STDs)



- Leidos researchers conduct over 70 individual research studies annually and have supported over 500 research projects in the last 5 years in the areas of health, resilience, and readiness
- ► Human subject studies range from 100-2,000 and large database driven research studies are in excess of 5 million records



### Research and Life Sciences: Leidos Biomedical Research

Frederick National Laboratory for Cancer Research

Precision Medicine and Personalization



Advanced Technology Research Facility
Opened June 2012

Genetics and genomics



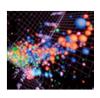
Imaging and nanotechnology



Proteins and proteomics



Advanced biomedical computing



Translational Research





# Competitive Landscape

#### **Federal Health**





**Commercial Health** 























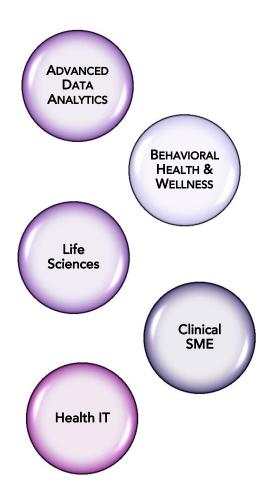








Leidos Health Competitive Advantage







# Leidos Engineering



# **Leidos Engineering**

#### **Engineering Infrastructure Market**

- ▶ Over past 22 years, the median growth of engineering services firms is 7%/year
- >\$20B/yr US market
- >\$40B/yr International
- ► Engineering Services grow 2-1.5X GDP

#### There are Positive Forces in Leidos' Space

- ▶ Power
- Oil and gas
- ► Industrial
- ▶ Infrastructure

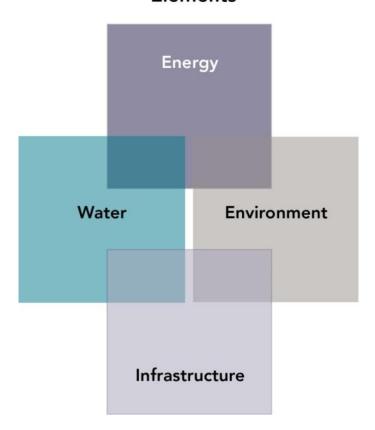
... a Customer Survey of over 800 Industry Decision Makers Revealed the Following Top 3 Priorities...

- Consistently meets deadlines, budget and delivers on commitments
- Uses systems approach to integrate engineering, technology, IT and consulting to address emerging challenges
- Has capabilities to bring clarity and insight to large data



# **Market Drivers**

#### Interconnected Engineering Elements



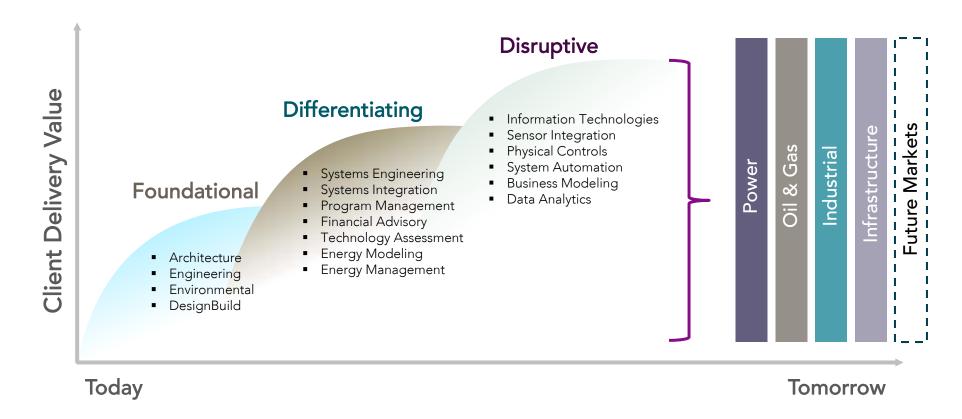
#### **Engineering Market Sectors**

Power	<ul> <li>Steady spend to upgrade aging electric power grid</li> <li>Smart grid digitalization movement</li> <li>Data analytics</li> <li>By 2020 expect 100GW of plant retirements</li> </ul>
Oil and Gas	<ul> <li>Massive shift to shale oil and gas</li> <li>Significant interdependency with water and environment</li> <li>Strategic implications across nearly all sectors</li> </ul>
Industrial	<ul> <li>▶ Continued gradual recovery</li> <li>▶ Increasing focus on efficiency</li> <li>▶ Transformational potential with shift to gas</li> </ul>
Infrastructure	<ul> <li>Need for upgrade or replacement or new builds</li> <li>Need for infrastructure engineering; environmental links</li> <li>Link between security and commerce</li> </ul>



# Leidos Engineering Approach is Our Advantage

Combining Horizontal Capability & Applying to Industry Sectors



**Addressing Market Interdependence Through Horizontal Leverage** 





**Bringing Engineering and Technology Together in Critical Markets** 



# **Industry Rankings and Awards**











#### TOP NATIONAL RANKINGS

- #3 Business Information Modeling (BIM)
  Engineering Firms Building Design+ Constr., July 2013
- #6 Transmission & Distribution ENR, July 2013
- #7 Environmental Management ENR, 2013
- #8 Top 50 in Program Management ENR, June 2013
- #8 Top Engineering/Architecture Firms BD+C, July 2013
- **#23** Top 25 in Power ENR, July 2013
- **#34** Top 500 in Design ENR, April 2013

#### OTHER SELECT RANKINGS

- #4 Wind Power ENR, July 2013
- #6 Auto Plants Engineering Firms ENR, July 2013
- **#9** Top Data Center Engineering Firms ENR, July 2013
- #46 Top 100 in Design-Build ENR, June 2013



What We Do	Percentage of Leidos Engineering Business	Capabilities	Leidos Engineering 5 Year Growth Trajectory
▶ Power	25%	<ul> <li>Consulting</li> <li>Enterprise IT</li> <li>Energy efficiency</li> <li>T&amp;D and smart grid</li> <li>Renewable integration</li> </ul>	5-8%
► Oil and Gas	10%	<ul> <li>Shale gas</li> <li>Asset management</li> <li>Remediation</li> <li>Design and engineering</li> </ul>	8-10%
► Commercial and Industria	al 25%	<ul> <li>DesignBuild</li> <li>Architect and engineer</li> <li>Energy efficiency</li> <li>Advanced communicate</li> <li>systems</li> </ul>	3-6%
► Infrastructure	40%	<ul> <li>Environmental support</li> <li>Water resource manag</li> <li>Civil engineering</li> <li>Financial transactions</li> <li>Secure commerce prod</li> </ul>	ement 3-6%



# Leidos Engineering Capabilities Delivered to Markets

#### Power

- ▶ 180+ public power clients
- ▶ 80+ investor owned utility clients
- ► Manage 37% of U.S. state energy efficiency programs
- ▶ 30+ smart grid projects
- 1st operating smart grid as a service program

#### Industrial

- ► 4,000+ energy efficiency audits completed
- ▶ 800 energy efficiency projects implemented
- 40 building information modeling projects
- ► Independent engineering portfolio of 1,000+ projects
- ▶ Winner of 4 DesignBuild Institute awards

#### Oil and Gas

- ► Active contracts with 4 of the top 6 super majors
- ➤ Service delivery in 500+ shale energy sites across U.S.
- ➤ Shale gas water support in 2,500+ sources
- 26 office locations oriented towards shale plays
- ► EPC upgrades with mid tier refineries

#### Infrastructure

- ▶ Program mgmt of \$2B Texas water supply pipeline
- Design of i235-i35-i40 Crossroads of America
- ▶ 2013 SI of the Year
- Over 1,200 detection systems deployed in over 50 countries
- 78 megawatts geothermal energy in development
- Winner of 3 DesignBuild Institute awards

**Scale and Experience in Markets that Matter** 



# **Leidos Engineering Clients**



























... and Other Fortune 100 Companies



# **Secure Commerce**











Clients Include: CBP, TSA, DoD, DOS, Mexico, Middle East



# **Leidos Engineering**

Lenders & Developers - Consulting Engineering



- Prepared reports on nearly 1,000 power, infrastructure and industrial projects in 75 countries and territories
- Independent engineering on more than 1,000 energy projects, nearing \$200 billion in completed transactions
- Active in independent engineering and owner's advisory since 1978
- Reviewed nearly 500 renewable energy and 150 biofuel projects across 6 continents, with energy capacity in excess of 33,000 megawatts over the last 2 years alone
- Evaluated over 300 major technologies



# Competitive Landscape

#### Large Engineering

#### **Specialized Engineering**





















Rapiscan









**ICF** 

















# Impact of Leidos Health & Engineering

NASA One-of-a-Kind Vibro-Acoustic Research Facility DesignBuild



Responsible Shale Exploration Support



San Diego County Airport
Design, Engineering, Installation,
Testing, and Commissioning



**Data Analytics** 





Oklahoma Cancer Research Center





# Financial Overview— Mark Sopp

**CHIEF FINANCIAL OFFICER** 



# Leidos Value Creation Roadmap

**Profit-Focused Revenues** 

Year-over-year Operating Income Growth

Strong Cash Generation

Capital Allocation Effectiveness

Proven Business Model - On a New Path to Drive Shareholder Value



# **Profitability Actions**

# Focus on Profitable Growth

- Quality revenues; profit focus
- Stay within our wheelhouse; shape portfolio
- Capitalize on OCI and commercial opportunities
- Greater Leidos content, integrated technology

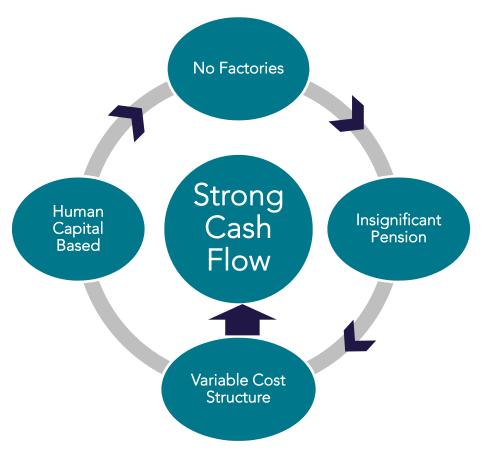
# Deliver Expanded Margins

- Complete transition year costs/charges
- Full-year benefit of FY14 cost reductions; ongoing
- Underperforming business areas removed
- Reduce cost of delivery (procurement, subcontracting)

**Geared for More Predictable and Low Capital-Intensive Profit Streams** 



# **Strong Cash Flow**



**Strong and Improving Capital Efficiency** 



# **Cash & Credit Statistics**

#### **CASH**

Cash at Spin ~\$450M

Dividend from NSAIC \$295M

Est'd Beg. Cash ~\$745M

Est'd End FY14 ~\$950M

#### **DEBT**

- No debt maturities till 12/2020
- ▶ Total Debt = \$1,293M
- Avg. Debt Rate 5.6%
- Anticipate maintaining investment grade rating

**Meaningful Near-Term Cash Deployment Opportunity** 



# Capital Deployment

\$350M Projected FCF\*/Year; >\$2.5B deployable next 5 years



\*FCF = Free Cash Flow; Derived from projected Operating Cash Flow minus projected Capital Expenditures



# Recent Results & Outlook



# Leidos Historical Performance

\$'s in millions	FY12	FY13	H1 FY14		
Leidos Pro Forma Revenue	\$ 5,860	\$ 6,471	\$	3,065	
SAIC as Reported Operating Income	\$ 300	\$ 741	\$	219	
New SAIC	(343)	(288)		(105)	
Stranded Corporate Costs	(66)	(70)		(41)	
Separation Costs	-	10		55	
<b>Leidos Pro Forma Operating Income</b>	(109)	393		128	
Pro Forma Operating Income %	-1.9%	6.1%		4.2%	
Non-GAAP Adjustments:					
CityTime	540	-		-	
Significant EAC Adjustments	-	10		37	
Intangible Impairments	19	13		34	
Regulatory and Legal Settlements	22	9		15	
Adj. Non-GAAP Operating Income	\$ 472	\$ 425	\$	214	
Adj. Non-GAAP Operating Income %*	 7.5%	6.6%		6.9%	

<sup>\*</sup> Operating Income % appropriately adjusted for CityTime and EAC revenue impacts

See Appendix for description of pro forma non-GAAP adjustments

#### Pro Forma (PF) Financials

- Consolidated + segments; Oct '13
- Leidos PF includes:
  - CityTime settlement
  - >100bps stranded costs
  - Significant special charges FY12-14

#### Adjusted Non-GAAP Op Income

- Discrete items adjusted
- Provides additional insight into core operating performance
- Reflects stranded corporate costs and does not reflect cost savings program

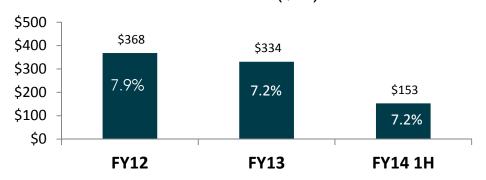


# **National Security Segment Financials**

#### Adjusted Non-GAAP Revenue (\$M)



Adjusted Non-GAAP Operating Income (\$M)



See Non-GAAP reconciliation in the Appendix

#### Revenue

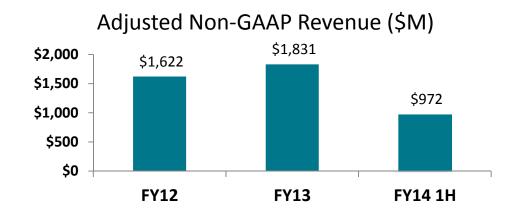
 1HFY14 down due to JLI and Federal spending cuts

#### Adjusted Non-GAAP Operating Income

- Reflects stranded corporate costs;
   does not reflect cost savings program
- Adds back Impairments and EAC adjustments for one program

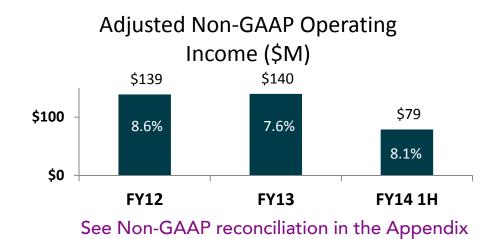


# **Health & Engineering Segment Financials**



#### Revenue

Revenue; growth from acquisitions;1HFY14 internal revenues flat



#### Adjusted Non-GAAP Operating Income

- Reflects stranded corporate costs;
   does not reflect cost savings
- Adds back impairments and EAC adjustments for one program



# Leidos FY 14 Guidance

- Consistent with SAIC Inc. guidance issued Sept 4, 2013, except:
  - Separation now assumed; triggers Stranded Corporate Costs ~\$60M (\$.12 EPS)
  - Legal expenses previously reported as part of TSIT~\$10M (\$.02)
  - EPS, provided on a pre-split and post-split basis

Operating Cash Flows (millions)	\$325 +				
EPS Continuing Operations, split adjusted 1:4	\$	1.80	to	\$	2.04
EPS Continuing Operations, pre-stock split	\$	0.45	to	\$	0.51
Revenues (billions)	\$	5.85	to	\$	6.10



# FY15 Margin Improvement Outlook

EV1/114 Adjusted Non CAAD Operating Income	6.9%	iviajor Levers:					
FY14 1H Adjusted Non-GAAP Operating Income	0.370	<ul><li>Full year benefit of \$200M+ cost reductions</li></ul>					
FY14/15 cost savings program	1.0% - 1.5%	<ul><li>Ongoing streamlining; lower wrap rates</li></ul>					
HE Sector profit improvements	0.7% - 1.25%	<ul> <li>NSS removal of non-core</li> </ul>					
Anticipated portfolio changes	0.1% - 0.2%	under-performing business areas					
Targeted FY15 Operating Margin	8.0% +	<ul> <li>Restoring normative commercial health margins</li> </ul>					
		<ul> <li>HES focus on higher fee consulting engineering projects</li> </ul>					
		<ul><li>Profit-focused incentives and</li></ul>					

Major Levers

accountability

**Focused on Bottom Line in Difficult Top-Line Environment** 



# Playing to our Strengths:

#### Leidos FY15 to FY17 Targets

- Profit-focused
- Lower cost structure
- Strong Cash Flow
- Attractive Regular Dividend (~1/3 FCF)
- Targeting > 1/3 FCF buybacks/special dividends

Targeted Organic Growth:

FY15 +/- low single digit FY16-17 + low single digit

Targeted Annual
Operating Margin 8.0%+

Targeted EPS\* Growth/Yr. 10.0%+

Targeted Operating
Cash Flow/Yr. \$400M+



<sup>\*</sup> GAAP EPS from Continuing Operations

# **Summary**

- 1. Attractive, large, enduring, increasingly integrated markets
- 2. Streamlining, separation, and portfolio moves prep for clean FY15+
- 3. Profit growth and capital effectiveness focus
- 4. Deployment opportunity > \$2.5B over the next 5 years
  - >2/3 FCF targeted for dividends and buybacks
  - Select, established M&A to build our three markets
  - Systematically deploy excess cash

Repositioned with Focus on Driving Profit Growth and Returning Cash to Shareholders



# **Appendix** leidos

# Unaudited Pro Forma Consolidated Financial Information

The unaudited pro forma consolidated financial information included in this presentation was derived from the Company's historical consolidated financial statements and is being presented to show the effect of the proposed spin-off of New SAIC. The unaudited pro forma consolidated financial information should be read in conjunction with the historical financial statements and accompanying notes. The unaudited pro forma consolidated financial information is presented for the six months ended August 2, 2013 and the years ended January 31, 2013 and 2012 and assumes the separation occurred on February 1, 2011.

The pro forma adjustments are based on the best information available and assumptions that management believes are reasonable, that reflect the impacts of events directly attributable to the proposed spin-off, and that are factually supportable. The pro forma adjustments may differ from those that will be calculated to report New SAIC as discontinued operations in Leidos' future filings. The unaudited pro forma consolidated financial information is provided for illustrative and informational purposes only and is not intended to represent or be indicative of what Leidos' results of operations or financial position would have been had the separation occurred on the dates indicated. The unaudited pro forma consolidated financial information also should not be considered representative of Leidos' future results of operations or financial position.

The pro forma adjustments represent the following:

- Removal of the results of operations for the Technical Services and Information Technology segment that comprises New SAIC.
- Removal of non-recurring transaction and infrastructure setup costs incurred by the Company in connection with the proposed spin-off of New SAIC.
- Addition of certain general corporate overhead expenses (stranded costs) that were not specifically related to New SAIC and do not meet the requirements to be presented as a component of discontinued operations.

leidos

# Non-GAAP Reconciliations

This presentation includes the financial measures Adjusted Non-GAAP Revenue, Adjusted Non-GAAP Operating Income, and Free Cash Flow, all of which are defined as non-GAAP financial measures by the Securities and Exchange Commission (SEC). These measures may be different than similarly-titled non-GAAP financial measures used by other companies. The presentation of this financial information is not intended to be considered in isolation or as a substitute for the financial information prepared and presented in accordance with generally accepted accounting principles (GAAP). Explanations of our non-GAAP financial measures are as follows:

**Adjusted Non-GAAP Revenue** is a non-GAAP financial measure that is reconciled to the most directly comparable GAAP financial measure, Revenue. Adjusted Non-GAAP Revenue adjusts Revenue for the following discrete events:

- <u>CityTime</u> This adjustment represents to a legal settlement related to a timekeeping contract with the City of New York.
- Significant EAC Adjustments This adjustment represents write-downs for two discrete contracts during the periods presented that were unusual in nature and in amount.

The Company uses non-GAAP financial measure to provide investors with visibility to how the company performed without these discrete events.



# Non-GAAP Reconciliations (Continued)

Adjusted Non-GAAP Operating Income is a non-GAAP financial measure that is reconciled to the most directly comparable GAAP financial measure, Operating Income. Adjusted Non-GAAP Operating Income adjusts Operating Income for the following discrete events:

- <u>CityTime</u> This adjustment represents to a legal settlement related to a timekeeping contract with the City of New York.
- Intangible Impairments This adjustment represents impairments of long-lived assets due to changes in actual performance against performance projected when the long lived assets were acquired.
- ▶ <u>Significant EAC Adjustments</u> This adjustment represents write-downs for two discrete contracts during the periods presented that were unusual in nature and in amount.
- Regulatory and Legal Settlements This adjustment represents settlements for discrete regulatory and legal matters.

The Company uses non-GAAP financial measure to provide investors with visibility to how the company performed without these discrete events.



# Non-GAAP Reconciliations – Adjusted Non-GAAP Revenue and Operating Income

Non-GAAP Adjusted Operating income ke	CONC	illation t	у эе	CLOI							
	FY12										
	HE Seg		NSS Seg		TSIT		Corp Seg		Total		HE
SAIC as Reported Revenue	\$	1,622	\$	4,631	\$	4,238	\$	(2)	\$	10,489	\$
SAIC Gemini, Inc.						(4,238)		-		(4,238)	
CityTime to Leidos								(391)		(391)	

	 ir oce	 33 3CB	.5	٠.	or b oce	. Ottu	 
SAIC as Reported Revenue	\$ 1,622	\$ 4,631	\$ 4,238	\$	(2)	\$ 10,489	\$
SAIC Gemini, Inc.			(4,238)		-	(4,238)	
CityTime to Leidos					(391)	(391)	
Leidos Pro Forma Revenue	 1,622	4,631	-		(393)	5,860	
Non-GAAP Adjustments:							
CityTime	-	-	-		410	410	
Significant EAC Adjustments	 -	-	-		-	-	
Adj Non-GAAP Revenue	\$ 1,622	\$ 4,631	\$ -	\$	17	\$ 6,270	 \$
Sector as Reported Operating Income	\$ 156	\$ 398	\$ (199)	Ş	(55)	\$ 300	\$
SAIC Gemini, Inc.	-	-	199		-	199	
Stranded Corporate Costs	(17)	(49)	-		-	(66)	
CityTime	-	-	-		(542)	(542)	
Pro Forma Separation Costs	-	-	-		-	-	
Pro Forma Operating Income	139	349	-		(597)	(109)	
Pro Forma Operating Income %	8.6%	7.5%	0.0%		151.9%	-1.9%	
Non-GAAP Adjustments:							
CityTime	-	-	-		540	540	
Significant EAC Adjustments	-	-	-		-	-	
Intangible Impairments	-	19	-			19	
Regulatory and Legal Settlements	-	-	-		22	22	
Adj. Non-GAAP Operating Income	\$ 139	\$ 368	\$ -	\$	(35)	\$ 472	\$
Adj. Non-GAAP Operating Income %	8.6%	7.9%	N/A		N/A	7.5%	

					FY13				
Н	IE Seg	N	SS Seg		TSIT	Co	rp Seg		Total
\$	1,831	\$	4,646	\$	4,693	\$	(5)	\$	11,165
					(4,693)				(4,693)
							(1)		(1)
	1,831		4,646		-		(6)		6,471
	-		-		-		-		-
	10		-		-		-		10
\$	1,841	\$	4,646	\$	-	\$	(6)	\$	6,481
\$	160	\$	371	\$	314	\$	(104)	\$	741
	-		-		(314)		28		(286)
	(20)		(50)		-		-		(70)
	-		-		-		(2)		(2)
	-		-		-		10		10
	140		321		-		(68)		393
	7.6%		6.9%		0.0%	11	133.3%		6.1%
	-		-		-		-		-
	10		-		-		-		10
	-		13		-				13
	-		-		-		9		9
¢	150	¢	334	¢		¢	(59)	¢	425

					FY14			
Н	E Seg	N	SS Seg		TSIT		orp Seg	Total
\$	972	Ş	2,101	Ş	2,116	Ş	(8)	\$ 5,181
					(2,116)			(2,116)
	070		2 404				(0)	-
	972		2,101		-		(8)	3,065
	-		-		-		-	-
	16		15		-		-	31
\$	988	\$	2,116	\$	-	\$	(8)	\$ 3,096
\$	45	\$	157	\$	139	\$	(122)	\$ 219
	-		-		(139)	\$	34	(105)
	(13)		(28)		-	\$	-	(41)
	-		-		-	\$	-	-
	-		-		-	\$	55	55
	32		129		-		(33)	128
	3.3%		6.1%		0.0%		412.5%	4.2%
	-		-		-		-	-
	17		20		-		-	37
	30		4		-			34
	-		-		-		15	15
\$	79	\$	153	\$	-	\$	(18)	\$ 214
	8.0%		7.2%		N/A		N/A	6.9%

Note: The "as reported" amounts above and throughout this presentation have been recasted to give effect to reorganizations and discontinued operations



# Non-GAAP Reconciliations – Free Cash Flow

Free Cash Flow is a non-GAAP financial measure that is reconciled to the most directly comparable GAAP financial measure, cash flows used in operating activities. The company believes that reporting free cash flow provides investors with greater visibility into how effectively it generates cash. The company calculates free cash flow by subtracting expenditures for property, plant and equipment from total cash flows used in operating activities.

(\$ in millions)	FY1	5-FY19
Projected average annual operating cash flow	\$	400
Projected average annual expenditures for property, plant and equipment		(50)
Free cash flow	\$	350



