



## **Investor Day Presentation**

**September 11, 2013** 

## **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; revenue, growth and cost-efficiency expectations for the two independent companies following the spin-off; the expectation that the spin-off will be tax-free; statements regarding the resources, potential, priorities, competitive positioning and opportunities for the independent companies following the spin-off; expectations about future dividends and the timing of the proposed transaction. 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 this presentation depending on a variety of factors, including, but not limited to: failure to obtain necessary regulatory approvals or to satisfy any of the other conditions to the proposed spin-off; adverse effects on the market price of our common stock and on our operating results because of a failure to complete the proposed spin-off; failure to realize the expected benefits of the proposed spin-off; negative effects of announcement or consummation of the proposed spin-off on the market price of the company's common stock; significant transaction costs and/or unknown liabilities; general economic and business conditions that affect the companies in connection with the proposed spin-off; unanticipated expenses such as litigation or legal settlement expenses; changes in capital market conditions that may affect proposed debt financing; the impact of the proposed spin-off on the Company's or the newly formed company's employees, customers and suppliers; disruption to business operations as a result of the proposed transaction; the inability to retain key personnel; and the inability of the companies to operate independently following the spin-off. The proposed spin-off will be subject to customary regulatory approvals, the receipt of a tax opinion from counsel, the execution of intercompany agreements, finalization of the capital structure of the two corporations, final approval of the SAIC board and other customary matters.

These are only some of the factors that may affect the forward-looking statements contained in this presentation. For further information concerning risks and uncertainties associated with our business, please refer to the filings we make from time to time on behalf of SAIC, Inc. and SAIC Gemini Inc. with the U.S. Securities and Exchange Commission (SEC), including the "Risk Factors," "Management's Discussion and Analysis of Financial Condition and Results of Operations" and "Legal Proceedings" sections of the Registration Statement on Form 10 of SAIC Gemini, Inc., and any amendment thereto, which may be viewed or obtained through the SEC's website, www.sec.gov.

All information in this presentation is as of September 4, 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.



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# SAIC Investor Day – Wednesday, September 11

Start	Stop	Duration (mins)	Topic
1:30	1:35	5	Opening Remarks and Introductions: Paul Levi, Investor Relations & Treasurer
1:35	2:15	40	Introduction and Company Overview: Tony Moraco, Chief Executive Officer (CEO)
2:15	2:45	30	Enterprise Information Technology & Technical and Engineering: Nazzic Keene, Sector President
2:45	3:00	15	Break
3:00	3:30	30	Financial Highlights: John Hartley, (CFO)
3:30	3:45	15	Closing Remarks: Tony Moraco, (CEO)
3:45	4:30	45	Questions and Answers: Tony Moraco, Nazzic Keene, and John Hartley



## **Transaction Overview**

- On September 27, 2013, the Parent (to be renamed Leidos Holdings, Inc.) plans to spin-off the technical engineering and enterprise information technology business
- The IRS issued a favorable ruling as to the tax-free nature of the transaction

Distributing Company	SAIC, Inc (NYSE: SAI) changing to Leidos Holdings, Inc. (NYSE: LDOS)						
Distributed Company	Science Applications International Corporation						
Ticker	SAIC						
Exchange	NYSE						
Distribution Ratio	One share of SAIC for each 7 shares of SAI						
Expected SAIC Shares Outstanding	~ 49 million						
Dividend Policy	SAIC currently intends to pay an initial dividend of \$0.28 <sup>(1)</sup> per quarter on its common stock						
Capital Structure	\$226 million Cash \$200 million Revolving Credit Facility \$500 million Term Loan						

- Expected Key Dates
  - When-Issued Trading Begins: September 16, 2013
  - Distribution Date: September 27, 2013 (11:59 PM/ET)
- Distribution Record Date: September 19, 2013
- Regular Way Trading Begins: September 30, 2013

(1) Dividend adjusted for share distribution ratio



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## **SAIC** Overview

- Leading technology integrator specializing in technical engineering and enterprise IT services to the U.S. Government
- Long term mission service delivery and customer relationships



- 40+ year history of successful performance
- Significant scale and diversified contract base, over \$4.0 billion in annual revenues
- Highly skilled workforce of about 14,000 employees
- Strong and predictable cash flow
- Experienced management team of proven industry leaders



# Spin Enables Access to a Larger Federal Market

Total US Government SAIC Addressable Prior to Split ~\$160B



New Unconstrained
Addressable
~\$25B



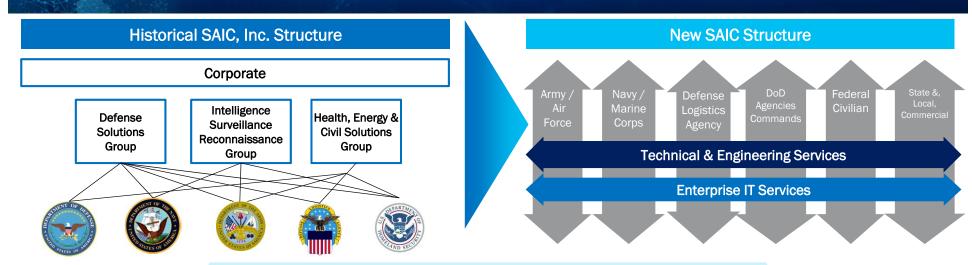
# SAIC Addressable After Split ~\$185B

Customer	Address	able Spend
Army		\$37B
Air Force		\$23B
Navy/Marine Corps	Constant of the second	\$30B
DoD Agencies / Defense Logistics		\$35B
Federal Civilian		\$60B



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# **Enterprise Transformation to Create a Highly Aligned Organization**



	Continuing Then	nes
Ethical Culture	Customer Affinit	y World-class Delivery
Present Themes	$\rightarrow$	New Themes
<ul> <li>Individual entrepreneurship</li> </ul>	<b>→</b>	Enterprise entrepreneurship
<ul> <li>Independent contract management</li> </ul>	ent → •	Customer / portfolio management
Silo organization structure	$\rightarrow$	Organizational alignment
<ul> <li>Diverse industries</li> </ul>	$\rightarrow$	Market segment focused
Ad Hoc resource deployment	<b>→</b>	Enhanced utilization and resource dep
Business Unit focused selling	$\rightarrow$	Selling enterprise capabilities



# **Investment Highlights**

# Enduring Customer Relationships and Mission-Orientation

- Focused on serving our customers leveraging both deep mission domain knowledge and the breadth of enabling IT solutions
- Strategic alignment with the enduring mission needs of our customers
- Long term relationships with all key customers, with several individual contracts over 20 years

#### Full Lifecycle Offerings

- End-to-end offerings support entire mission and enterprise lifecycles
- Services include design, development, integration, training, and sustainment
- Leadership position built upon differentiated offerings such as Supply Chain Management,
   Hardware Integration, and Global Network Integration

# Significant Scale and Diversified Contract Base

- One of the largest pure play technical services providers to the U.S. Government
- Over 1,500 active contracts and task orders
- Prime contractor on 91% of select premier contract vehicles across the federal government

# Tailored Operational Model and Competitive Structure

- Effective account management and service lines for critical mission delivery
- Optimized corporate center leveraging shared services for efficient pricing structures
- Execute enterprise best practices to include CMMI certification

# Technical Experts Led by Experienced Management

- 66% of our employees deployed at customer sites
- Over 65% of workforce hold a security clearance; 32% of workforce have a technical degree
- Executive team members average over 25 years of industry experience

#### **Solid Financial Position**

- Recurring revenue base with margin expansion potential
- Strong cash flow generation and balance sheet strength
- Flexibility of pursuing capital deployment alternatives



## Mission-Oriented Services Promote Enduring Revenue

- Enabling coalition operations for secure joint theater-level communications and enterprise networks globally
- Enabling our armed forces through weapon systems engineering, force protection, and training
- Integrating technology for armed services aerospace systems and tactical vehicles
- Extending the life of current mission critical assets via hardware integration, modernization, and sustainment support

- Enabling eDiplomacy by connecting Department of State Embassies, Consulates and Diplomatic Missions worldwide
- Ensuring equipment, weapons and supplies are available for military installations and forward deployed units
- Maintaining military force readiness and assessing future concepts for military engagement
- Advancing space exploration by connecting scientists across the globe
- Providing cyber security services that protect and defend information systems by ensuring availability, integrity, authentication and confidentiality









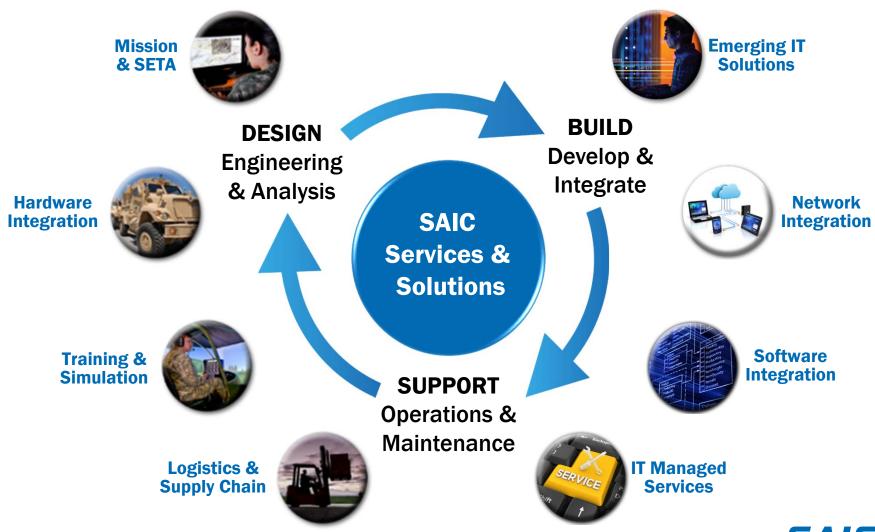


# **Enduring Customer Relationships**

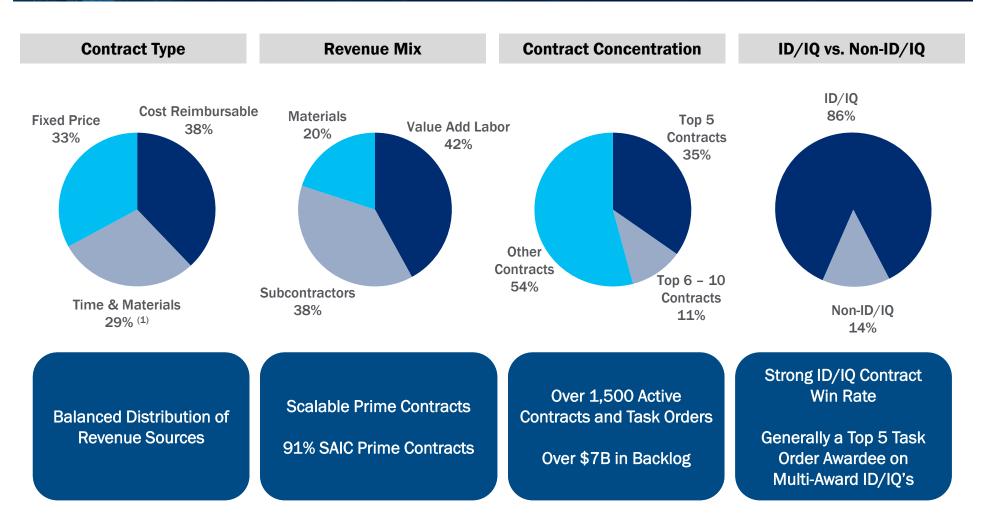
Customer	Army/Air Force	Navy/ Marine Corps	Defense Logistics Agency	DoD Agencies & Commands	Federal Civilian	State, Local and Commercial
Relationship Strength	30+ years	30+ years	30+ years	30+ years	20+ years	20+ years
Top Customers and Commands	<ul> <li>Aviation &amp; Missile Life Cycle Management Command</li> <li>Program Exec. Office for Simulation, Training, &amp; Instrumentation</li> <li>Mission &amp; Installation Contract Command</li> <li>Air Force 754th Electronics Systems Group</li> <li>Research, Development &amp; Engineering Command</li> </ul>	<ul> <li>Space &amp; Naval Warfare Systems Command</li> <li>U.S. Fleet Forces Command</li> <li>Naval Surface Warfare Center Crane Division</li> </ul>	<ul> <li>Defense Logistics Agency Troop Support</li> <li>Defense Logistics Agency Land and Maritime</li> </ul>	<ul> <li>U.S. Central Command</li> <li>Defense Information Systems Agency</li> <li>Missile Defense Agency</li> <li>Defense Threat Reduction Agency</li> <li>Washington Headquarters Services</li> </ul>	<ul> <li>Department of Homeland Security</li> <li>National Aeronautics and Space Administration</li> <li>Department of State</li> <li>Department of Agriculture</li> </ul>	<ul> <li>State of California</li> <li>Toyota</li> <li>Hawaii</li> <li>San Diego Superior Court</li> </ul>
Sample Contract Values / Lengths	<ul><li>\$820M / 3 years</li><li>\$670M / 5 years</li><li>\$433M / 5 years</li></ul>	<ul><li>\$667M / 3 years</li><li>\$245M / 5 years</li></ul>	<ul><li>\$2.3B / 10 years</li><li>\$1.4B / 10 years</li><li>\$1.1B / 7 years</li></ul>	<ul><li>\$345M / 4 years</li><li>\$255M / 5 years</li></ul>	<ul><li>\$4.0B / 10 years</li><li>\$3.0B / 5 years</li><li>\$2.6B / 10 years</li></ul>	<ul><li>\$150M / 5 years</li><li>\$100M / 5 years</li><li>\$43M / 5 years</li></ul>



## Full Lifecycle Services & Solutions



## Significant Scale and Diversified Contract Base



(1) Includes fixed-price-level-of-effort.



# **SAIC Competitive Landscape**



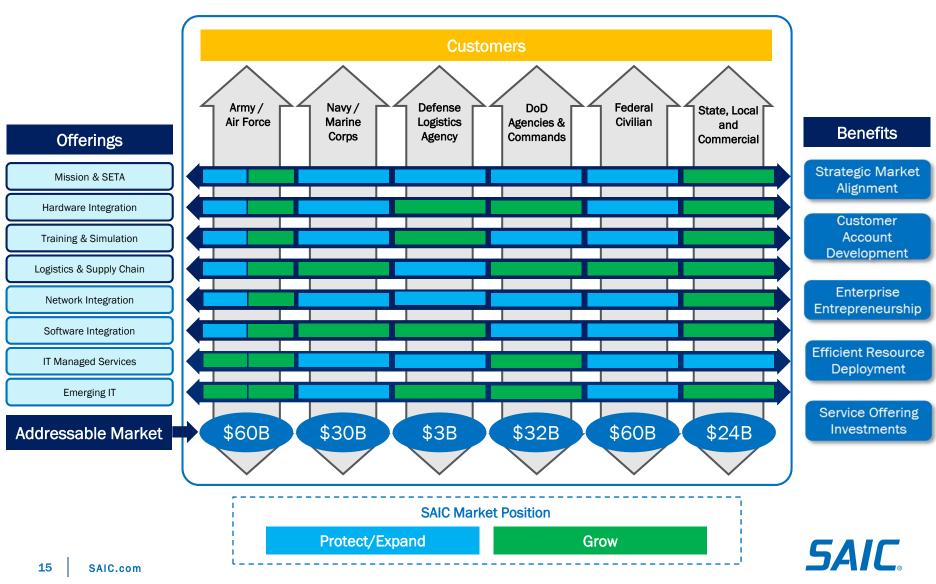




## SAIC competes effectively across this landscape



# **Operating Model to Drive Growth**

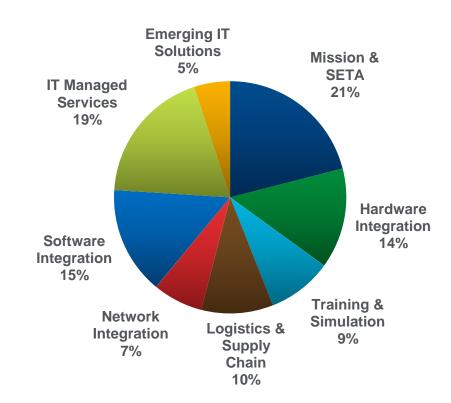


## **Workforce with Technical Expertise**

#### **Employee Demographics**

- About 14,000 employees
- 66% of employees deployed at customer sites
- Over 65% of employees hold a security clearance
- Large percentage of workforce with higher education
- Veterans account for approximately 25% of our workforce
- Key certifications in critical technologies across Microsoft, Cisco and VMware

#### **Distributed Employee Base**





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### **Experienced Leadership Team**



Anthony J. Moraco Chief Executive Officer

- President, SAIC Government Solutions Group
- President, SAIC Intelligence, Surveillance, and Reconnaissance Group
- Executive Vice President, SAIC Corporate Operations



**Thomas G. Baybrook**Chief of Administration
and Operations

- Former Acting President of SAIC's Defense Solutions Group
- Led U.S. Navy and Marine Corps marketing efforts for SAIC's Systems Engineering Group
- 21 years various assignments with U.S. Army Corps of Engineers



John R. Hartley Chief Financial Officer

- Senior Vice President and SAIC Corporate Controller
- Joined SAIC in 2001 as Vice President and Director of Accounting Operations
- Before joining SAIC, spent 12 years with Deloitte LLP



Deborah L. James (1)
President, Technical
and Engineering Sector

- Executive Vice President, SAIC Communications & Gov't Affairs
- Senior Vice President, SAIC Business Unit General Manager
- Former Assistant Secretary of Defense for Reserve Affairs, Department of Defense



**Brian F. Keenan**Executive Vice President
Human Capital Officer

- Executive Vice President of SAIC Human Resources
- Prior to SAIC, spent more than 15 years at Mobil and ExxonMobil in HR leadership roles
- Served seven years in the U.S. Army



Nazzic S. Keene President, Enterprise IT Sector

- Senior Vice President, SAIC Corp Strategy and Planning
- Prior to SAIC, Senior Vice President and General Manager, CGI, U.S. Enterprise Markets
- Communications and IT industry experience after graduating from the University of Arizona



Laura K. Kennedy Senior Vice President and Chief Ethics Officer

- Prior to SAIC, served as Vice President for Global Compliance at Honeywell International
- Prior to Honeywell, spent 21 years in legal private practice, specializing in the areas of government contracts and international trade compliance



Mark D. Schultz
Executive Vice President
General Counsel

- Prior to SAIC, served as General Counsel for MWH Global, SRA International and Raytheon Missile Systems
- Prior business law experience with Sidley Austin and Perkins Coie in telecommunications and aerospace industries



Thomas E. Wofford Senior Vice President, Internal Audit

- Prior to SAIC, served as Director of Global Audit for General Electric's Energy Division
- Prior internal audit experience with Dresser, Inc., Trinity Industries, and E-Systems, Inc.
- Also served as Manager of Finance, Controller, and CFO with E-Systems subsidiaries



## **SAIC** Board of Directors



Edward J. Sanderson, Jr. (Chairman) \*

Director since October 2002

- Executive Vice President of Oracle (Retired)
- President of Unisys Worldwide Services
- Partner at both McKinsey & Company and Accenture (formerly Andersen Consulting)



France A. Córdova \* (1)

Director since February 2008

- President of Purdue University (Retired)
- · Chancellor at the University of California, Riverside
- Chief Scientist of the National Aeronautics and Space Administration



Thomas F. Frist, III \*

Director since September 2009

- Principal of Frist Capital, LLC
- · Co-Managed FS Partners, L.L.C.



Anthony J. Moraco

Chief Executive Officer of Science Applications International Corporation

- President, SAIC Government Solutions Group
- President, SAIC Intelligence, Surveillance, and Reconnaissance Group
- Executive Vice President, SAIC Corporate Operations



Robert A. Bedingfield

- Global Coordinating Partner at Ernst & Young LLP (Retired)
- Aerospace & Defense Practice Leader at Ernst & Young
- Trustee of the University of Maryland at College Park Board of Trustees since 2000



Jere A. Drummond \*

Director since July 2003

- Vice Chairman of BellSouth Corporation (Retired)
- President and Chief Executive Officer of BellSouth Communications Group
- President and Chief Executive Officer of BellSouth Telecommunications. Inc



John J. Hamre \*

Director since June 2005

- President and CEO of the Center for Strategic & International Studies
- Served as Deputy Secretary of Defense



Steven R. Shane

- Partner at Accenture plc (Retired)
- Managed Accenture's US Federal, State and Local, Canada Federal and Canadian Provincial businesses
- Provided advisory services to the executive level at Fannie Mae and other clients





(1) Nominated to become Director of the National Science Foundation



### **Key Investments**

Enterprise Investments

Tailored Offerings

Expanded Market Share

**Key Investment Areas** 

#### **Internal Transformation**

- Efficient corporate center structure designed to the new company's business model
- Operating model implementation
  - Focuses customer account management
  - Optimizes resource deployments

#### **Business Development**

- Pipeline expansion from OCI elimination
- Prioritized investment for Bid and Proposal in each Customer Group
- Leverage broad prime contract vehicle base

#### Capabilities

- Investments in workforce subject matter expertise
- Investments in differentiated offerings in each service line
- Technology re-use of proven offerings for tailored solutions
- Develop strategic partnerships to enhance capabilities

Reinvesting in our enterprise drives shareholder value



## **Strong Financial Position**

# REVENUE & MARGIN

- Large, recurring revenue base; \$4B+ "renewed" company with significant scale and market position
- Revenue base provides significant investment capacity
- Margin opportunities in leaner, focused organization

Strong
Revenue Base
With Margin
Expansion

#### **CASH FLOW**

- Predictable free cash flow to support capital deployment
- Balance sheet strength with firepower for future growth

Predictable Cash Generator

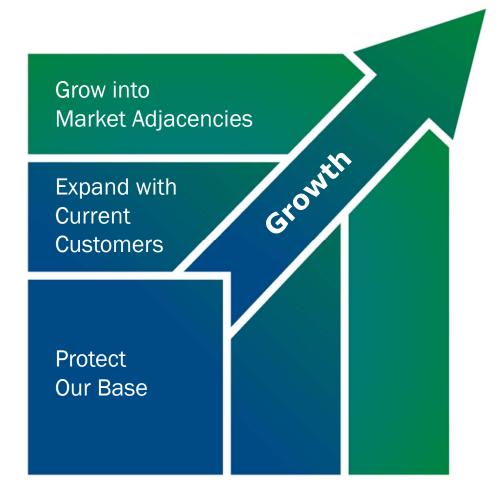
# CAPITAL DEPLOYMENT

- Disciplined philosophy in deploying capital for shareholder value
- Direct return to shareholders of excess cash

Capital
Deployment
Consistency



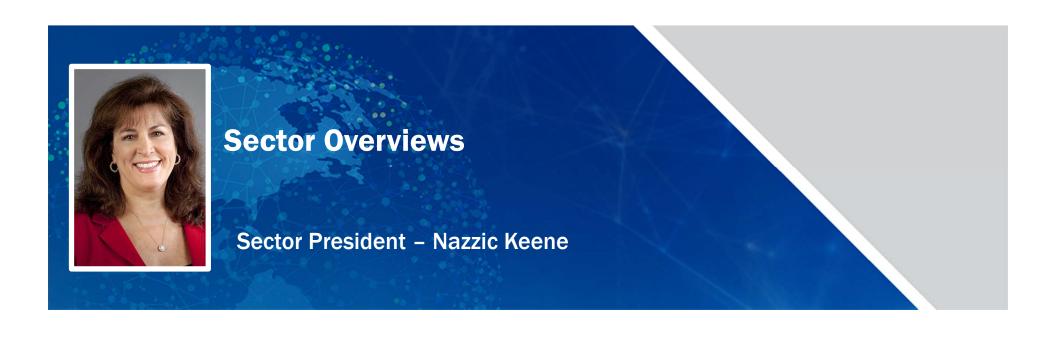
## **Performance Strategy Summary**



- Protect our revenue base
  - Excellent contract execution
  - Retain incumbent positions
- Expand current offerings to current customers
  - Leverage existing service line portfolio to existing customers
- Grow into "white space"
  - Strategic targeting of new customers for our mature capabilities
  - Utilize differentiated offerings

Strategically aligned enterprise investments to expand offerings





#### **Sector Overviews**

#### **Enterprise Information Technology**

- Deliver proven full systems lifecycle Information technology solutions and services
  - Design, development, deployment, management, operations, and security
- Deliver mission critical technology solutions solving most complex customer IT challenges
- Leverage technology to significantly reduce our customers operating costs while improving their mission support

#### **Technical and Engineering**

- Provide mission focused full life-cycle technical, engineering, and professional services
  - Customer affinity coupled with technical expertise
  - Cost-effective solutions through enabling technologies, tailored toolsets, and innovative methodologies
- Specialize in weapons system
   engineering, logistics and supply chain
   management, ground vehicle
   integration, system upgrade and
   maintenance, training and simulation,
   and program support services

Intersection of mission and technology for dependable and reliable service delivery



# Top Contracts & Programs

	Customer / Program	Scope	Period of Performance (POP)	Total Contract Value
į,	U.S. Army/ITES-2S	Supports IT services including data centers and software development	2006 - 2016	\$1.5B
orise I	State Dept / Vanguard	<ul> <li>Provides enterprise-wide IT network infrastructure services</li> </ul>	2011 - 2021	\$2.6B
Enterprise	NASA / NICS	<ul> <li>Manages communication services for all 80,000 network users</li> </ul>	2011 - 2021	\$1.3B
	DHS / EAGLE	<ul> <li>Provides infrastructure engineering, O&amp;M, and software development services</li> </ul>	2006 - 2013	\$1.2B
Engineering	U.S. Army Aviation and Missile Command Expedited Professional & Engineering Support Services	Engineering and software support for aerospace systems	2005 - 2013	\$3B
Engin	Defense Logistics Agency Tires Successor Initiative	<ul> <li>Supply chain management services for military tires</li> </ul>	2005 - 2013	\$3B
cal &	U.S. Navy Network Integration Engineering Facility	<ul> <li>C4I services for Navy's premier C4ISR System Center lab</li> </ul>	2011 -2018	\$1.2B
Technical	National Aeronautics and Space Administration JSC Safety and Mission Assurance Engineering Contract	Safety and mission assurance engineering support services	2013 - 2018	\$200M

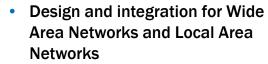




### **Enterprise Information Technology Offerings**



Network Integration



IP telephony integration

- Network security
- Resiliency and redundancy
- Certification and accreditation



Software Integration

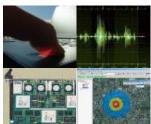
- Software application development and maintenance
- Rapid legacy system modernization
- Service-oriented architecture design
- Mobile application development and management, application stores
- ERP integration
- Mobility



IT Managed Services

- Data center management
- Operation and cloud migration
- Network engineering

- Disaster recovery
- Managed mobile and tactical infrastructure solutions



Emerging IT Solutions

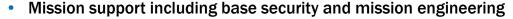
- Cloud and virtualized computing infrastructure
- Big data and data analytics
- Software defined networks
- Business transformation
- Cyber security



## **Technical and Engineering Offerings**



# Mission & SETA



- SETA support including high-end engineering support, assistance & advisory services, C4 systems, R&D support
- Program Support: Program management



Hardware Integration

- In-service engineering support
- C5ISR system integration services
- Force protection systems

- Marine engineering
- R&D support



Training & Simulation

- Training and mission rehearsal planning and management
- Scenario development
- Live, virtual, and constructive training
- Simulation training aids and products
- Process improvement



Logistics & Supply Chain

- Supply chain management
- Stock management support
- Material acquisition

- Demand forecasting
- Distribution
- Sustaining engineering



## **NASA Integrated Communications Services**

#### **Contract Details**

- Contract Name: Integrated Communications Services
- Customer: National Aeronautics and Space Administration
- POP: 6/2011 5/2021
- Contract Value: \$1.3 Billion



Providing two thirds of the agency's IT infrastructure, we enhance the user experience for more than 60,000 NASA professionals at locations worldwide

#### **SAIC Offerings**

#### **Network Integration**

- Consolidates and manages Wide Area Networks and Local Area Networks and provides a single, global point of contact for every NASA center
  - Manage NASA's Global Network connecting numerous countries, including Russia, Australia, Germany, Canada, Spain, Argentina, France, and Chile
  - 500+ point to point dedicated circuits
  - 35,000+ switch voice circuits
  - Satellite services for each center
  - 3 Wide Area Networks: Mission, Corporate, and Research
  - 50+ LANs (including international connectivity)
  - 80.000 network users
  - 156,000 devices connected
  - 200 connections to universities and partners



### Department of State Vanguard 2.2.1

#### **Contract Details**

Contract Name: Vanguard 2.2.1

Customer: Department of State

POP: 2/2011 - 2/2021

Contract Value: \$2.6 Billion



Developing a new partnership by providing a broad spectrum of IT, network, and software services in support of U.S. diplomats around the globe

#### **SAIC Offerings**

Maintain and enhance enterprise-wide IT network and services infrastructure for Department of State Bureau of Information Resource Management

#### **IT Managed Services**

- Support 105,000 users at 385 DoS sites worldwide including classified environments
- 24/7/365 technical Tier II and Tier III support
- 2.000+ servers
- 5,000 Blackberries / 5,000 network devices

#### **Network Integration**

- 40,000+ phone lines, including POTS and secure
- 500+ point to point direct circuits; 250+ VPNs
- 50+ satellite and microwave circuits
- 10+ connections to other government agencies

#### **Software Integration**

- ~40 active Development, Modernization, and Enhancement (DME) projects to expand system capabilities and services
- IT transformation projects to extend the Foreign Affairs Network in support of other agencies



# **AMCOM Express BPA**

#### **Contract Details**

Contract Name: AMCOM Express BPA

Customer: U.S. Army POP: 2/2005 - 2/2015

Contract Value: \$3.0 Billion



Partner with customers to apply broad-based mission, platform, and technical knowledge to serve unique needs

#### **SAIC Offerings**

#### **Mission & SETA**

- C4ISR/Cyber analysis and test
- Air worthiness analysis for all special operations helicopters, Army airplanes and unmanned aircraft systems (UAS/Drones)
- Corrosion prevention and control for aviation and missile weapons systems
- Develop and integrate advanced technologies during entire life cycle of supported systems

#### **Training & Simulation**

- Trained over 20,000 students in basic skills and digital master gunner courses
- Serious gaming solutions
- Maintain and operate UAS simulations in support of live, virtual and constructive simulation events

#### **Software Integration**

- Lifecycle SW support for over 200 projects in the
- aviation, UAS, missiles, mission command, and force protection domains



# **Department of Transportation Expanding in the Federal Aviation Administration**

#### Traditional market space for SAIC

- Systems Acquisition Support
- Concept Development
- Requirements Definition
- Prototype Development
- Safety Engineering
- Testing



#### **New focus area for SAIC**

- Air Traffic Control
- · Telecom, Wireless services
- Flight and Aviation Information to Airlines or General Aviation
- Infrastructure Support
- Outsourced Service: Training, Helpdesk, Cloud
- Management, Cloud solutions, IT application to support non-NAS functions

#### **Current Contracts (\$575M)**

#### **Full Portfolio Pipeline**

X

	Current Contracts	NextGen Inititives \$107M	ATO-T Eng \$70M	ATO-T C&F \$32M	Volpe TMIS \$150M	ETASS- SB \$60M	ITSS \$156M		Opportunities	ITSS-SD \$150M 2013	FCS \$110M 2013	AIMM S2 \$30M 2013	CSMC \$60M 2014	IT Infr \$100M 2014	NG Init's \$110M 2014	Flight Svcs \$400M 2014	\$2020 SB \$35M 2014	ATCOTS \$200M 2014	NAVTAC \$200M 2015
Enterprise IT	Network Integration						X		Network Integration	X	X	X	X	X		X			
	Software Integration						X	rise IT	Software Integration	X	X		X	X					
	IT Managed Services							Enterprise	IT Managed Services	X	X	X	X	X	X	X		X	X
	Emerging IIT Solutions						X	_	Emerging IIT Solutions	X	X	X	X			X		X	X
Technical & Engineering	Mission & SETA							50	Mission & SETA		X	X	X	X			X		X
	Hardware Integration		X		X	X		chnical & gineering	Hardware Integration										
	Logistics & Supply Chain	X	X					Technic Enginee	Logistics & Supply Chain		X	X	X				X	X	X
	Training and Simulation	X	X	X	X	X			Training and Simulation		X	X	X		X		X	X	X

SAIC Market Position Protect/Expand X Grow



## **Integrated Growth Strategy**

#### **PROTECT**

- Recognized and valued by our customers as trusted and highly capable partner dedicated to their mission success
  - Dedicated client management team
  - Flawless execution of proven services and solutions
- Maximize position in mission critical areas
  - Global network integration
  - Combat & weapon systems engineering, integration, and modernization
  - Supply chain management including prime vendor maintenance & repair operations

Stable and Predictable Revenue

#### **EXPAND**

- Leveraging our strong 40+ year SAIC heritage while thoughtfully investing in the future to retain our competitive advantage
  - Expand market position in existing clients by selling the full enterprise
- Growth Opportunities in
  - Cloud migration and brokerage Solutions
  - Mobility systems integration
  - "Government side" engineering and technical support
  - Hardware integration, integrated training, and logistics services

Incremental Revenue & Profit

#### **GROW**

- Well positioned for future growth selling proven, market leading solutions into adjacent markets
  - Next generation enterprise networks & unified communications
  - ITaaS Platform all IT as a service
  - Managed services, outsourced solutions
  - Enterprise IT and technical and engineering services (e.g. Air Force)
- Technical services expansion/OCI uplift (e.g NAVAIR/NAVSEA)

Accelerated Profitable Growth



## **Our Model Will Drive Operational Excellence & Growth**

#### **Services and Solutions**

- Enhanced, innovative capabilities and solutions through service group alignment and focus on best-in-class
- Through enterprise-wide resource planning, easier, quicker access to the right resources at the right time, wherever in SAIC they reside
- Leverage enterprise-wide skills and expertise for program needs and issue resolution

#### **Customer Centric**

- Building on our 40+ year history of serving our customers
- Dedicated account management teams of experienced senior executives
- Improved customer relationships through focused account management
- More effectively sell and deliver the entire range of SAIC's services and solutions to all customers, both current and new

#### **Functional Alignment**

- A highly competitive cost structure to bid and win more profitable work
- Optimized services across the company to maintain competitive rates that help stretch customer budgets

One 'connected' team focused on enterprise goals and aligned on company success





# Financial Overview Chief Financial Officer – John R. Hartley

## Financial Objectives Post Spin

- Low single digit revenue growth in challenging market
  - Considering revenue base of approximately \$4 Billion
- Incremental operating margin improvement
  - Indirect cost structure efficiency, increased value added content, and solid program execution
- Efficient free cash flow in excess of net income
- Effective and disciplined capital deployment
  - Deploying cash in excess of minimum operating needs

**Solid Financial Position** 

**Margin Performance** 

**Strong Cash Flows** 

Disciplined Capital Deployment

SAIC's financial objectives designed to grow shareholder value



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## SAIC - Creating Shareholder Value

#### **Value Proposition Principles:**

- Understood and executed at every level of the enterprise
- Explicit and disciplined in how we deliver value
- Tangible metrics that measure our progress
- Well aligned incentives that drive behavior throughout the enterprise
- Transparency with investors to provide visibility into business

**Organizational alignment** 

Say what we do

Do what we say

**Transparency of mission** 

Make our value proposition clear

Grow shareholder value through delivery of return on investment

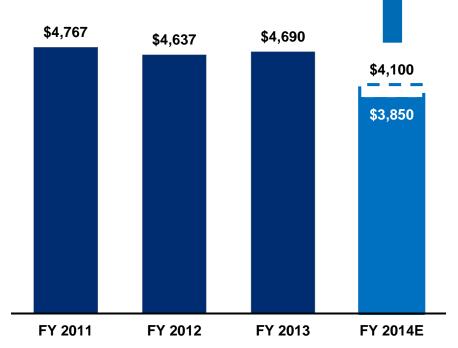


### **Financial Performance**

### Revenues (1)

(\$ in millions)

- ~\$400M loss of DGS contract
- ~\$100M OCO drawdown
- ~\$125M Sequestration/budget pressures



(1) Excludes revenues performed by parent.

### **Revenue Drivers**



**Stable and Diversified Base** 

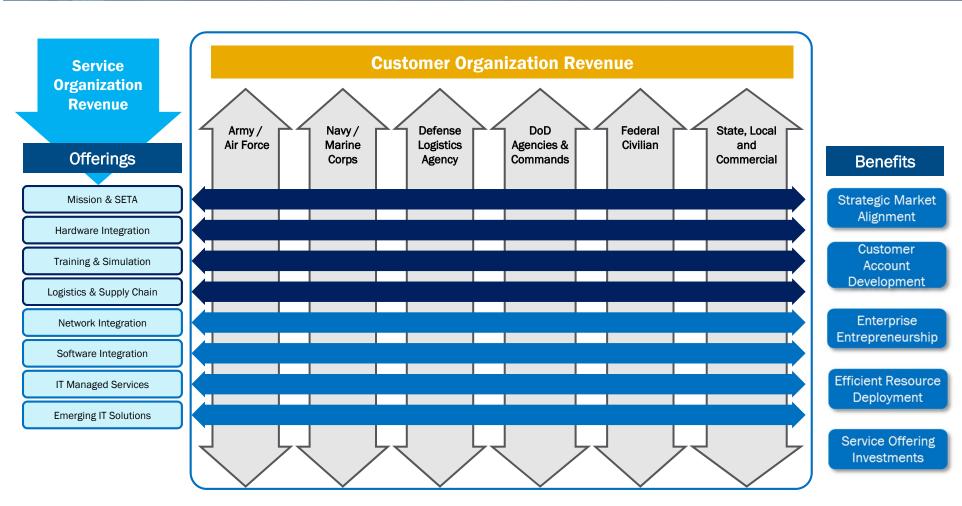
**Expand Existing Customer** 

**Grow Underserved Agencies** 

Revenue Performance Solid Book-to-Bill and Backlog



# **Aligned with Performance Measures**



**Incentive Structure Aligned** with Operational Priorities

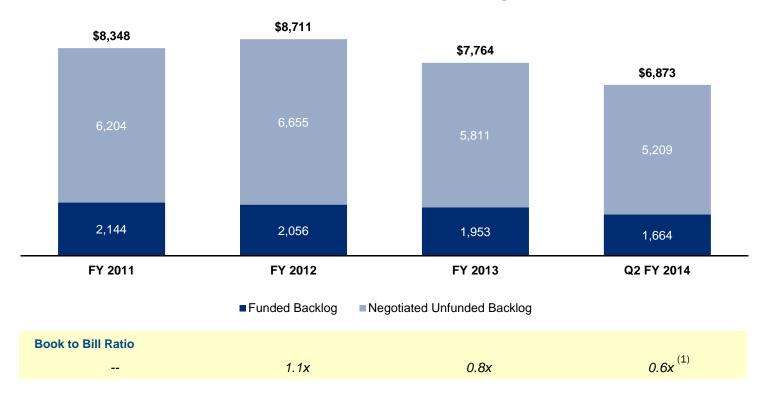


# Backlog

### **Historical Backlog**

(\$ in millions)

- Continued increase in ID/IQ contracts
- Award delays continuing
- Growth in pending awards

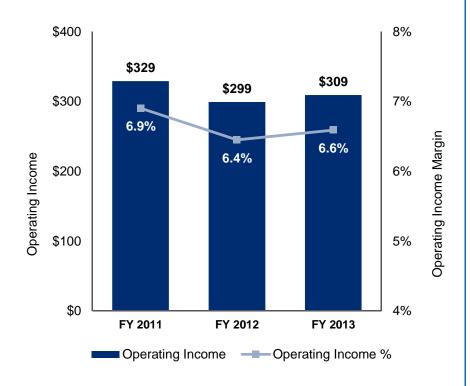


(1) H1 FY 2014 book to bill ratio.



### **Financial Performance**

### Operating Income (Excluding Separation Expenses) (1) (\$ in millions)



(1) Excludes \$28 million of separation transaction expenses in FY 2013. FY14 will also reflect separation transaction expenses.

# Operating Income Drivers



**Reduce indirect cost** 

Increase value add base

Leverage scale

**Strong Program Execution** 

**Operating Income Improvement** 



# **Operating Income Drivers**

### **Cost Optimization**

#### Current

- Corporate organization designed for entire organization
- Significant Group indirect infrastructure

### **Future**

- Indirect cost structure efficiency
- Vigilance about removing unnecessary costs
- Manage unallowable and unbillable costs

### **Success Indicator**

Best in class indirect rates versus peers

### Increase Value Added Base

#### Current

- Incentives motivate subcontract activities
- Value added base decreasing (currently only 42% of revenue)

### **Future**

- Incentives aligned to motivate SAIC content and collaboration
- Explicit about capabilities we provide and what we partner for
- Value added base increasing

### Leverage Scale

#### Current

 Costs structure motivates lowering contract fees to be competitive

### Future

 Bid more contract fee with competitive cost structure and differentiated solutions

### **Program Execution**

#### Current

 Decentralized business models with reactive program management approach



#### **Future**

- Capability alignment promotes proactive program management approach
- Improve fee performance on all programs
- Continue to make our customers successful

#### **Success Indicator**

Percentage of value add versus subcontract labor by capability

### **Success Indicator**

Fee performance by service offering

#### **Success Indicator**

Bid fee versus actual fee performance



## **Near-Term Cost Optimization Opportunities**

# Organizational Simplification

#### Current

- Separate support functions across the organization
- Complicated structure
- Redundant internal processes

**Future** 

- Centralize shared services infrastructure with efficient support model
- Discontinue certain internal processes for more efficient client service

### **Facility Rationalization**

#### Current

• 118 locations occupying ~3.2 million square feet

# -

**Future** 

 Close about 50 sites and reduce about 20 sites (~1.1 million square feet)

### **Benefit Alignment**

#### Current

- Common across entire enterprise
- Limited use of competitive benefit packages



**Future** 

- Benefits better aligned to market
- Disciplined utilization of competitive benefit packages

### **Strategic Sourcing**

#### Current

 Separate vendor relationships among segments



#### **Future**

- Centralize strategic sourcing function
- Negotiate more effectively with vendors by leveraging buying power

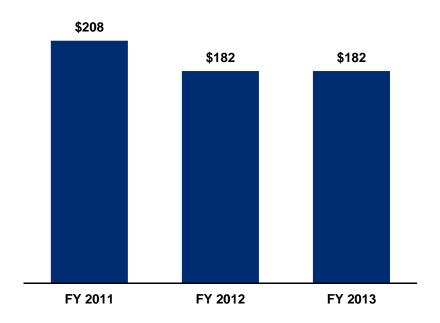


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### Historical Net Income and Cash Flow Generation

#### **Historical Net Income**

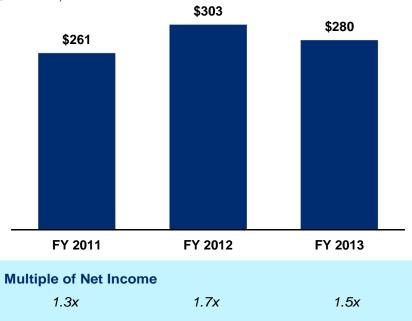
(\$ in millions)



FY13 includes separation transaction expenses net of tax

### **Historical Operating Cash Flow**

(\$ in millions)



- Operating cash flow generation of greater than 1.0x of net income on long term basis
- Capital expenditures are expected to be less than 1% of total revenues
- FY14 cash flow negatively impacted by cancellation of governments accelerated payment program (~\$30M)
- Ample flexibility to pursue capital deployment alternatives



# **Capital Structure Overview**

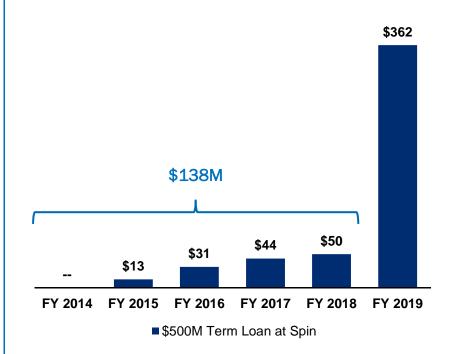
### **Capitalization**

(\$ in millions)

	5/3/2013 Pro Forma
Cash	\$226
New Revolving Credit Facility (1) New Term Loan Facility (Fixed Rate with Interest Rate Swap Capital Lease Obligations & Notes Payable	 p) \$500 3
Total Debt	\$503
Total Book Equity	384
Total Capitalization	\$887
Credit Statistics	
Total Debt / FY 2014 EBITDA	Less than 2.0x

### **Debt Maturity Profile**

(\$ in millions)





 $<sup>(1) \</sup>qquad \hbox{Undrawn, 5-year $200 million Senior Unsecured Revolving Credit Facility}.$ 

<sup>(2)</sup> EBITDA excludes Gemini transaction/separation expenses.

### **SAIC FY14 Guidance**

• Revenue	\$3.85 Billion to \$4.10 Billion
• Diluted Earnings Per Share (1)(2)	\$0.34 to \$0.38
Operating Cash Flow	Equal to or Greater Than \$125 Million

- (1) Based upon SAIC, Inc. average effective share count of 343 Million at September 4, 2013, includes estimated transaction expenses of \$35M net of taxes.
- (2) After adjustment for the distribution in the spin transaction ratio of one (1) SAIC share for every seven (7) SAI owned, Diluted Earnings Per Share guidance will be \$2.38 to \$2.66, as adjusted.



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# Long Term Financial Targets FY14 to FY16

Annual Organic Revenue Growth	Low single-digit growth
Target Operating Margin (for 3 to 5 years)	Year-over-Year Increase
Tax Rate	35% to 40% range
Maximize cash flow generation, free cash flow to exceed net income	Deploy excess cash for shareholder value creation



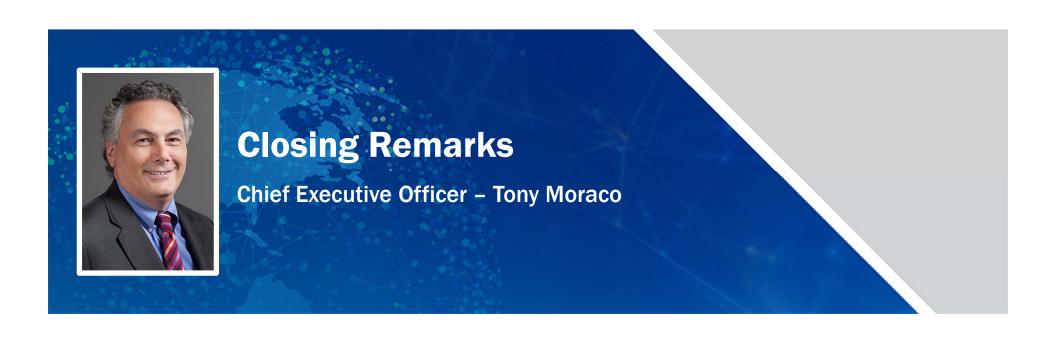
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### **Capital Allocation Priorities**

- **Dividend** Maintain relative portion of historical SAIC, Inc. current dividend
- **Debt Reduction** Not intended in excess of required amortization
- Capital Deployment For shareholder value creation

Capital deployment in excess of minimum operating cash level





# **Investment Highlights**

Enduring Customer Relationships and Mission-Orientation

Full Lifecycle Offerings

Significant Scale and Diversified Contract Base

Tailored Operational Model and Competitive Structure

Technical Experts Led by Experienced Management

**Solid Financial Position** 





WORLD-CLASS MISSION RENEWED SCALE REBORN AUTHENTIC
TECHNICAL EXPERTS ENDURING CUSTOMER RELATIONSHIPS EXPERIENCED LEADERSHIP
FNTFRPPRISE INFORMATION TECHNOLOGY



TECHNICAL & ENGINEERING SOLUTIONS
NETWORKED ENTERPRISE ENTREPRENEURS DEPENDABLE UNCONSTRAINED GROWTH
PROVEN INTEGRATED RESTARTED PARTNER FULL-LIFECYCLE