

# COMPANY OVERVIEW

Engility (NYSE: EGL), a \$2 billion technology leader, has thousands of employees around the world working to make a difference. Our history of delivering results for the defense, federal civilian, intelligence and space industries spans more than 60 years. We provide leading-edge solutions and services on Earth, in space and across cyber by leveraging expertise in systems engineering and integration, high performance computing, cybersecurity, readiness and training, enterprise modernization and mission operations support. To learn more about us, please visit [engility.com](https://engility.com) and connect with us on [Facebook](#), [LinkedIn](#) and [Twitter](#).

## Our Business Strategy

- Achieve organic growth by delivering best-value to our customers
- Attract, retain and develop the best talent in the industry
- Further strengthen our balance sheet
- Deliver our innovative solutions, differentiated capabilities and market expertise to solve our nation's toughest challenges
- Expand into high growth markets and win additional task orders under our substantial portfolio of GWAC and IDIQ contract vehicles

## Portfolio of Service Offerings

- Systems Engineering and Integration
- Readiness and Training
- Mission Ops Support
- High Performance Computing
- Enterprise Modernization
- Cyber

## Major Customers

### Defense

- Navy
- Army
- Air Force
- Marine Corps
- OSD
- DTRA
- DISA
- MDA

### Federal Civilian

- DHS
- DOJ
- DOT/FAA
- VA
- NASA
- Treasury
- FDIC

### Intelligence Community

- CIA
- NRO
- NGA
- DIA
- NSA
- ODNI
- FBI

## Our Strengths

- Experienced Workforce and Leadership Team with Deep Industry and Market Knowledge
- Differentiated Service Offerings and Solutions
- Proven Performance and Customer Trust
- Strong Cash Flow Generation
- Diverse Base of Business

## Our Values

- Determination and Grit
- Inspired Imagination
- Humble Service
- Uncompromising Integrity

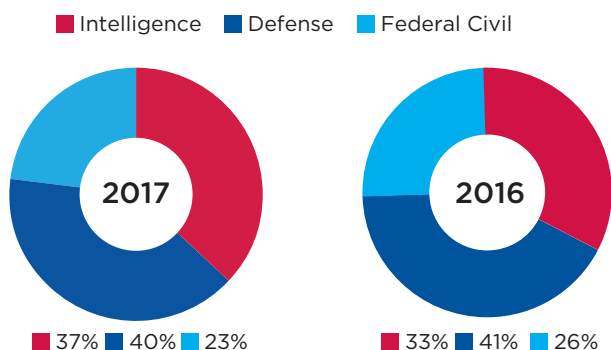
## Executive Leadership

- **Lynn Dugle**, Chairman, President and CEO
- **Wayne Rehberger**, SVP and Chief Financial Officer

### Investment Details

<b>Stock Exchange:</b>	NYSE
<b>Market Symbol:</b>	EGL
<b>FY 2017 Revenue:</b>	\$1.9 billion
<b>Public Since:</b>	Spin-off in 2012
<b>Legacy Businesses:</b>	Spanning over 60 years
<b>Shares Outstanding:</b>	37.4 million (12/31/17)
<b>Employees:</b>	Approximately 8,700 in more than 40 countries
<b>Headquarters:</b>	Chantilly, Virginia

### Customer Mix



### Financial Metrics

(in thousands, except per share data)

	FY 2017	FY 2016
<b>Revenue</b>	\$1,931,887	\$2,076,423
<b>EBITDA</b>	\$171,029	\$169,183
Margin	8.9%	8.1%
<b>Adjusted EBITDA</b>	\$184,276	\$188,564
Margin	9.5%	9.1%
<b>Operating Income</b>	\$126,684	\$122,466
Margin	6.6%	5.9%
<b>Adjusted Operating Income</b>	\$165,269	\$169,740
Margin	8.6%	8.2%
<b>Cash Flow from Operations</b>	\$97,673	\$94,405

### Investor Relations Information

**Dave Spille**, Vice President, Investor Relations

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### Additional Information

- \$100 billion addressable market
- 2,000 active contracts and task orders
- No single contract accounted for more than 10% of our revenue
- Fiscal Year 2017 Cash Flow of \$98 million. Fiscal Year 2018 Cash Flow guidance of \$100 to \$110 million
- Strong reputation for customer success
- Completed the acquisition of Dynamics Research Corporation (DRC) in January 2014 and TASC in February 2015

### Balance Sheet (in thousands)

	FY 2017	FY 2016
<b>Cash and equivalents</b>	\$41,890	\$48,236
<b>Working capital</b>	\$102,747	\$122,291
<b>Total assets</b>	\$2,026,008	\$2,198,559
<b>Total liabilities</b>	\$1,349,903	\$1,493,754
<b>Total equity</b>	\$676,105	\$704,805

### Recent Developments

- Exceeded revenue target; profitability in-line with expectations
  - Revenue of \$477 million - higher than expected due to a combination of factors that are not expected to repeat in future quarters
  - GAAP EPS of \$0.17 - includes \$0.28 of debt repricing, income taxes and non-core operating costs
  - Adjusted EBITDA of \$40 million, or 8.4% of revenue
- Q1 2018 and trailing 12-month book-to-bill ratio of 0.9x
- Total estimated contract value of \$3.4 billion, consistent with Q4 2017
- Total debt payments of \$20 million in Q1 2018, while still making investments in our capabilities and employees
- Repriced \$703 million of our B1 and B2 term loans
  - Lowers interest rate by 50 basis points on both term loans