FORWARD LOOKING SAFE HARBOR STATEMENT

• Certain statements contained in this presentation and in related comments by our management include “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. Examples of forward-looking statements include statements that do not directly relate to any historical or current fact. In some cases, you can identify forward-looking statements by terminology such as “may,” “will,” “could,” “should,” “forecasts,” “expects,” “intends,” “plans,” “anticipates,” “projects,” “outlook,” “believes,” “estimates,” “predicts,” “potential,” “continue,” “preliminary,” or the negative of these terms or other comparable terminology. Although we believe that the expectations reflected in the forward-looking statements are reasonable, we can give you no assurance these expectations will prove to have been correct.

• These forward-looking statements relate to future events or our future financial performance and involve known and unknown risks, uncertainties and other factors that may cause our actual results, levels of activity, performance or achievements to differ materially from any future results, levels of activity, performance or achievements expressed or implied by these forward-looking statements. A number of important factors could cause actual results to differ materially from those contained in or implied by these forward-looking statements, including those factors discussed in our filings with the Securities and Exchange Commission (SEC), including our Annual Report on Form 10-K for the fiscal year ended March 31, 2023, which can be found at the SEC’s website at www.sec.gov. All forward-looking statements attributable to us or persons acting on our behalf are expressly qualified in their entirety by the foregoing cautionary statements. All such statements speak only as of the date made and, except as required by law, we undertake no obligation to update or revise publicly any forward-looking statements, whether as a result of new information, future events or otherwise.
MEET OUR AI EXPERTS. 2,200 EMPLOYEES STRONG.
ONE COLLECTIVE VISION: IGNITING TECHNICAL INNOVATION THROUGH AI EXPERTISE.

2,200 Employees

Top Job Classifications
- Data Scientist
- Data Engineer
- Adv Data Scientist/Researcher
- ML Engineer
- AI Solution Architect

Sector Alignment
- GDS: 40%
- CTO: 28%
- Civil: 19%
- NSS: 14%

Top Job Classifications
- Data Scientist
- Data Engineer
- Adv Data Scientist/Researcher
- ML Engineer
- AI Solution Architect

Highest Education
- Bachelor’s: 42%
- Master’s: 44%
- Doctoral: 9%
- Other: 5%

Top Majors
- Engineering: 22%
- Computer Science: 18%
- Data Science: 14%
- Business: 13%
- Mathematics: 13%

Booz Allen Tenure
- <1 year: 79%
- 1-3 years: 17%
- 4-6 years: 6%
- 7-9 years: 5%
- 10+ years: 6%

Are members of a Technical Experience Group (TXG)

Clearance
- Top Secret: 80% of AI Talent
- Secret: 28%
- TS/SCI: 14%
- Public Trust*: 5%

Certifications
- Total Certified: 50%
- Average Certs Per Employee: 2.3

Top Geographies
- Bethesda, MD
- Annapolis Junction, MD
- Norfork, VA
- Fayetteville, NC
- Atlanta, GA
- Tampa, FL
- Austin, TX
- San Antonio, TX
- El Segundo, CA
- San Diego, CA

42 STATES
6 COUNTRIES

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**AI TECHNICAL TALENT**

- **2,200** AI professionals firmwide
- **~25%** Annualized growth since FY23

**AI PORTFOLIO**

- **200** ACTIVE AI PROJECTS
  - Across Defense, Intelligence, and Civil Agencies
  - Of the Largest AI contracts in DoD

**AI REVENUE**

- **FY24**: $500M - $700M
- **3X** More than our nearest competitor in AI-related FY22 prime contract obligations

**AI BOOK OF BUSINESS**

- **36%** Of our contracts greater than $100M include AI
- **50%** Higher win rate for contracts over $100M when AI is included
PRODUCTION READINESS

10  Tech Partnerships
LatentAI, Synthetaic, CredoAI, Hidden Layer, & more
NVIDIA Partner of the Year 2017–2019

20  aiSSEMBLE Opportunities Won
Proprietary AI software factory, aiSSEMBLE, offers reusable solutions that can be quickly tailored for the mission

Our investments have been selected to offer strategic value to national missions and strategic access to COTS technology with a favorable financial return.

MISSION KNOWLEDGE

Single largest provider of AI services to the Federal Government 3
-Deltek’s GovWin Federal AI Landscape Report 2024

160+ Federal Clients
Defense, Intel, Civil

INNOVATION

Creating AI differentiation, IP engineering efficiencies, risk reduction and ROI through Research and Development

• AI Edge Performance Lab
• Quantum Crypto Lab
• AI Adoption Studio

Best Workplace for Innovators 5
Fast Company, 2021

Growth & Innovation Leader 6
Frost & Sullivan, 2023

BOOZ ALLEN ADVANTAGE

We deeply understand the federal government’s most pressing challenges which create insight advantages that rapidly accelerate pathways to AI mission impact.

BOOZ ALLEN ADVANTAGE

We pioneer AI Innovation through R&D, partnerships, and emerging tech investments—propelling government missions today with the AI solutions of tomorrow.

BOOZ ALLEN ADVANTAGE

Our AI team reduces risk, accelerates delivery and increases quality by scaling our specialized AI skillsets

Our tech investments provide customers with rapid access to production grade AI at lower cost of ownership
TODAY’S BUSINESS
MATURING

SERVICES
Industry leading and third-party recognized as the largest single provider of AI Services to the Federal Government

TOMORROW’S BUSINESS
EMERGING

REUSABLE CONTENT
Accelerate client missions with reusable AI code and inform solutions and managed services

FUTURE BUSINESS
IN DEVELOPMENT

SOLUTIONS & MANAGED SERVICES
Create technical differentiation and competitive advantage through high quality, low risk reuse, Booz Allen IP, and commercial technical solutions
BOOZ ALLEN ADVANTAGE

Our stacks are our clients’ launch pad. Designed for federal missions and integrate seamlessly with our clients’ systems.
EMPOWERING CLIENT MISSION WITH TECHNICAL EDGE

Pre-packaged solutions that combine Booz Allen IP and commercial technologies, known as our AI Stacks, enhance our service delivery and evolve our delivery model.

MEET OUR STACKS

**CYBER AI STACK**
Enables standardized and reusable deployment of Cyber AI/ML focused on defensive cyber operations.

**VISION AI STACK**
A set of integrated software services to build, deliver, run, and sustain computer vision models in the cloud or at the edge.

**RESPONSIBLE AI STACK**
Integrated software and AI solution for managing risk across the entire ML and generative AI lifecycle.

**ADVERSARIAL AI STACK**
Addresses risk across the AI lifecycle to offer clients a variety of options to study, assess, engineer, monitor and improve model robustness.

**GENERATIVE AI STACK**
Standard deployment frameworks and pipelines that power rapid and safe adaptation of foundational models to fit unique mission requirements.
1. Slide data as of September 2023. Booz Allen defines AI Tech Talent as one of the following job classifications: Advanced Data Scientist / Researcher, Artificial Intelligence Solution Architect, Data Engineer - Big Data, Data Scientist, or Machine Learning Engineer. Excludes approximately 1,700 Software Engineers who often provide critical support for software components for AI projects and who are well positioned to be upskilled into AI job classification through our Booz Allen training offerings. Education levels, majors, and certifications are as self-reported by employees.

2. AI Revenue is Booz Allen’s estimate of revenue accrued, or expected to be accrued, in FY24 as a result of work attributable to AI. This calculation estimates the portion of work of individual contracts that are attributable to AI and takes into account current contracts as well contracts in the pipeline (weighted for Booz Allen’s expected likelihood of winning the work) and the estimated number of AI-qualified staff available to deliver this work.


4. As of September 2023.

