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October 11, 2023
The Helix, Booz Allen's Center for Innovation

Booz Allen

DISCLAIMER

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.

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MEET OUR AI EXPERTS. 2,200 EMPLOYEES STRONG.[1]

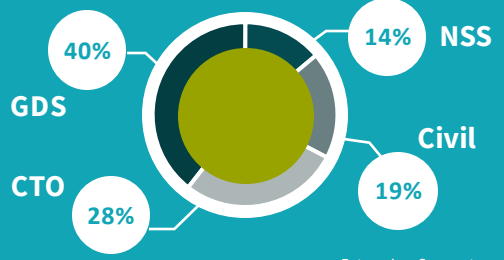
ONE COLLECTIVE VISION: IGNITING TECHNICAL INNOVATION THROUGH AI EXPERTISE.

AI 2,200 Employees

Top Job Classifications

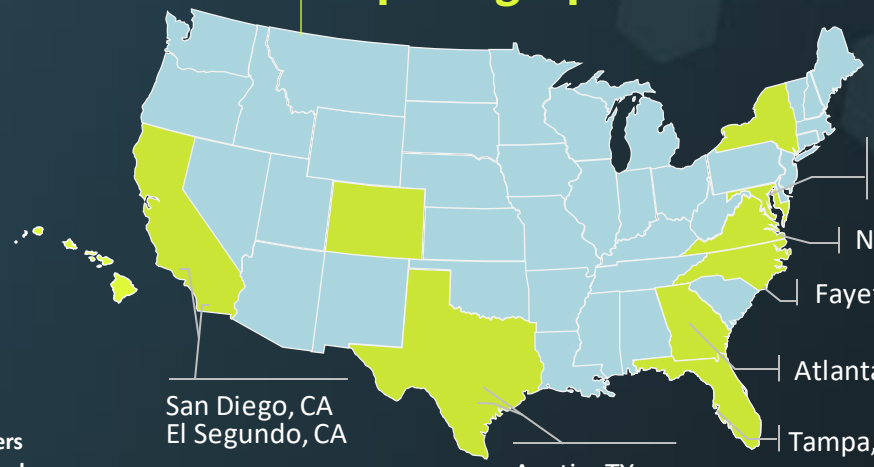
- Data Scientist
- Data Engineer
- Adv Data Scientist/Researcher
- ML Engineer
- AI Solution Architect

Sector Alignment



+ Enterprise, Corporate

Top Geographies



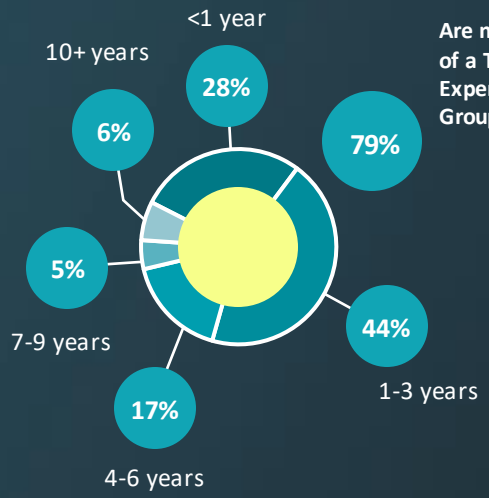
42 STATES (NOT INCLUDING D.C.)
6 COUNTRIES

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

Highest Education

Bachelor's	42%
Master's	44%
Doctoral	9%
Other	5%

Booz Allen Tenure

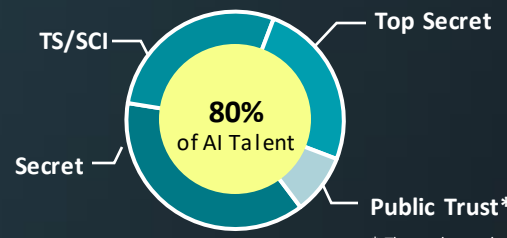


Are members of a Technical Experience Group (TXG)

Top Majors

Engineering	22%
Computer Science	18%
Data Science	14%
Business	13%
Mathematics	13%

Clearance



* Those that *only* have a Public Trust are counted

Certifications

50% Total Certified

2.3 **Average Certs** Per Employee

Booz Allen TXG Artificial Intelligence

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AI TECHNICAL TALENT

2,200 AI professionals firmwide

~25% Annualized growth since FY23

AI REVENUE [2]

FY24 : $500M - $700M

3X More than our nearest competitor in AI-related FY22 prime contract obligations [3]

AI PORTFOLIO

200 **ACTIVE AI PROJECTS**
Across Defense, Intelligence, and Civil Agencies

3 Of the Largest AI contracts in DoD

AI BOOK OF BUSINESS [4]

36% Of our contracts greater than $100M include AI

50% Higher win rate for contracts over $100M when AI is included

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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

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.**

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

PRODUCTION READINESS

10 Tech Partnerships
LatentAI, Synthetaic, CredoAI, Hidden Layer, & more

NVIDIA
Partner of the Year [7]
--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**

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

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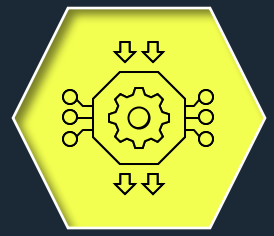
TODAY'S BUSINESS
MATURING

SERVICES



Industry leading and third-party recognized as the largest single provider of AI Services to the Federal Government [1]

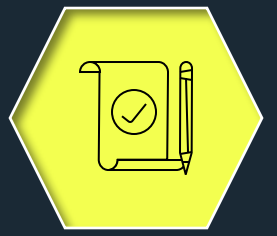
TOMORROW'S BUSINESS
EMERGING

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

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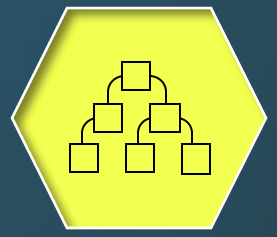
BOOZ ALLEN ADVANTAGE



Our stacks are our clients' launch pad.

Designed for federal missions and integrate seamlessly with our clients' systems

AI Stack Components

AI SERVICES

Booz Allen
IP PIPELINE & MODELS

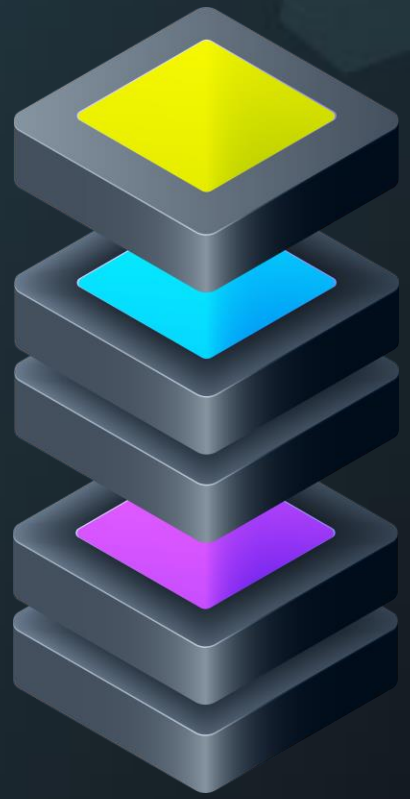
MODELS

PIPELINE(S)

COMMERCIAL & VENTURE TECH PARTNERS

AI PLATFORMS

INFRASTRUCTURE



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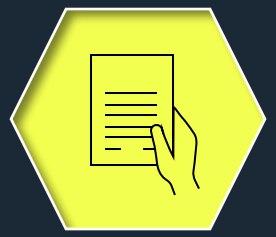
EMPOWERING CLIENT MISSION WITH TECHNICAL EDGE

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

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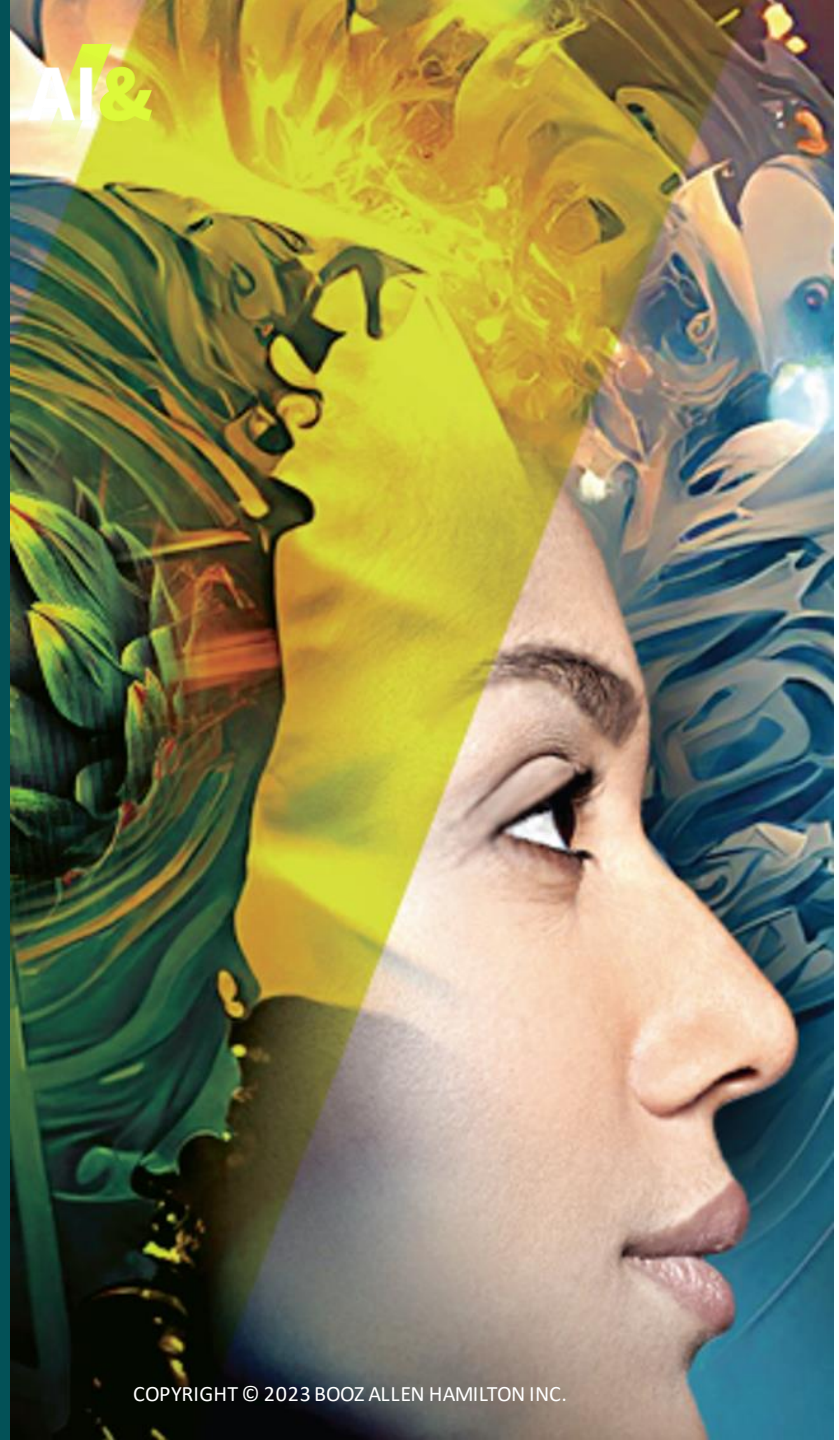

ENDNOTES

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.

3. Deltek GovWin IQ databases, Federal Procurement Data System data, and Deltek's GovWin Federal AI Landscape Report of 2024.

4. As of September 2023.

5. Fast Company, "Best Workplaces for Innovators" in 2021, https://www.boozallen.com/menu/media-center/q2-2022/booz-allen-recognized-as-a-best-workplace-for-innovators-.html.

6. Frost & Sullivan, "Growth and Innovation Leader" in 2023 in the Frost Radar™: Military Intelligence Analytics report, https://www.boozallen.com/insights/ai/the-new-world-of-military-intelligence-analytics.html.

7. NVIDIA NPN Partner of the Year Award Winner in 2019, https://blogs.nvidia.com/blog/2020/07/17/npn-partner-awards/.

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