
**UNITED STATES
SECURITIES AND EXCHANGE COMMISSION**
Washington, D.C. 20549

FORM 8-K

CURRENT REPORT
Pursuant to Section 13 or 15(d)
of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): February 6, 2018

Booz Allen Hamilton Holding Corporation

(Exact name of Registrant as specified in its charter)

Delaware
(State or other jurisdiction
of incorporation)

001-34972
(Commission
File Number)

26-2634160
(IRS Employer
Identification No.)

8283 Greensboro Drive,
McLean, Virginia
(Address of principal executive offices)

22102
(Zip Code)

Registrant's telephone number, including area code: (703) 902-5000

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the Registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Item 7.01 Regulation FD Disclosure.

Booz Allen Hamilton Holding Corporation (the "Company") will present the attached materials to certain investors on February 7, 2018 and may be used by the Company in various other presentations to investors. A copy of the materials is attached as Exhibit 99.1 to this Current Report on Form 8-K.

Item 9.01 Financial Statements and Exhibits.

<u>Exhibit No.</u>	<u>Description</u>
99.1	Investor Presentation

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Booz Allen Hamilton Holding Corporation

BY: /s/ Lloyd W. Howell, Jr.
Lloyd W. Howell, Jr.
Executive Vice President, Chief Financial Officer and Treasurer

Date: February 6, 2018



FISCAL YEAR 2018 THIRD QUARTER

Investor Presentation

FEBRUARY 2018

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 information concerning Booz Allen’s preliminary financial results, financial outlook and guidance, including forecasted revenue, Diluted EPS, Adjusted Diluted EPS, future quarterly dividends, and future improvements in operating margins, as well as any other statement that does 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, 2017, 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.

Note Regarding Non-GAAP Financial Data Information

Booz Allen discloses in the following information Revenue, Excluding Billable Expenses, Adjusted Operating Income, Adjusted EBITDA, Adjusted EBITDA Margin, Adjusted Net Income, Adjusted Diluted EPS, and Free Cash Flow which are not recognized measurements under GAAP, and when analyzing Booz Allen’s performance or liquidity as applicable, investors should (i) evaluate each adjustment in our reconciliation of revenue to Revenue Excluding Billable Expenses, operating income to Adjusted Operating Income, net income to Adjusted EBITDA, Adjusted EBITDA Margin, Adjusted Net Income and Adjusted Diluted Earnings Per Share, and net cash provided by operating activities to Free Cash Flow, and the explanatory footnotes regarding those adjustments, each as defined under GAAP, (ii) use Revenue, Excluding Billable Expenses, Adjusted Operating Income, Adjusted EBITDA, Adjusted EBITDA Margin, Adjusted Net Income, and Adjusted Diluted EPS in addition to, and not as an alternative to, revenue, operating income, net income or diluted EPS, as measures of operating results, each as defined under GAAP and (iii) use Free Cash Flow in addition to, and not as an alternative to, net cash provided by operating activities as a measure of liquidity, each as defined under GAAP. The Factsheet includes a reconciliation of Revenue, Excluding Billable Expenses, Adjusted Operating Income, Adjusted EBITDA, Adjusted EBITDA Margin, Adjusted Net Income, Adjusted Diluted EPS, and Free Cash Flow to the most directly comparable financial measure calculated and presented in accordance with GAAP. Booz Allen presents these supplemental performance measures because it believes that these measures provide investors and securities analysts with important supplemental information with which to evaluate Booz Allen’s performance, long term earnings potential, or liquidity, as applicable and to enable them to assess Booz Allen’s performance on the same basis as management. These supplemental performance and liquidity measurements may vary from and may not be comparable to similarly titled measures by other companies in Booz Allen’s industry. With respect to our expectations under “Fiscal 2018 Full Year Outlook,” reconciliation of Adjusted Diluted EPS guidance to the closest corresponding GAAP measure is not available without unreasonable efforts on a forward-looking basis due to our inability to predict our stock price, equity grants and dividend declarations during the course of fiscal 2018. Projecting future stock price, equity grants and dividends to be declared would be necessary to accurately calculate the difference between Adjusted Diluted EPS and GAAP EPS as a result of the effects of the two-class method and related possible dilution used in the calculation of EPS. Consequently, any attempt to disclose such reconciliation would imply a degree of precision that could be confusing or misleading to investors. We expect the variability of the above charges to have an unpredictable, and potentially significant, impact on our future GAAP financial results.

KEY INVESTMENT THEMES

- **INDUSTRY LEADING ORGANIC REVENUE GROWTH**
- **DIFFERENTIATED BUSINESS MODEL**
- **PREVAILING IN COMPETITIVE MARKET FOR SKILLED LABOR**
- **STRONG CASH GENERATION AND EFFECTIVE CAPITAL DEPLOYMENT**

A LEADER WITH A PROUD HISTORY

COMPANY OVERVIEW

We are a global firm of approximately 24,747 diverse, passionate, and exceptional people driven to excel, do right, and realize positive change in everything we do. We bring bold thinking and a desire to be the best in our work in consulting, analytics, digital solutions, engineering, and cyber and with industries ranging from defense to health, energy, and international development.

- Over 100 years in business
- HQ in McLean, VA
- 97% of FY17 revenue was derived from government agencies, including Department of Defense, Department of Homeland Security, and the U.S. Armed Forces
- Key client relationships at a high level of the U.S. Government
- Approximately 4,800⁽¹⁾ contracts and task orders; 91% of our FY17 revenue was derived from engagements on which we acted as the prime contractor



UNIQUE ORGANIZATION AND CULTURE

- Built on collaboration
- One P&L and single bonus pool for partners, vice presidents, principals, and senior associates
- Equity incentives broadly distributed to leadership to ensure long-term success and alignment with shareholders
- Approximately 70%⁽¹⁾ of staff with security clearances



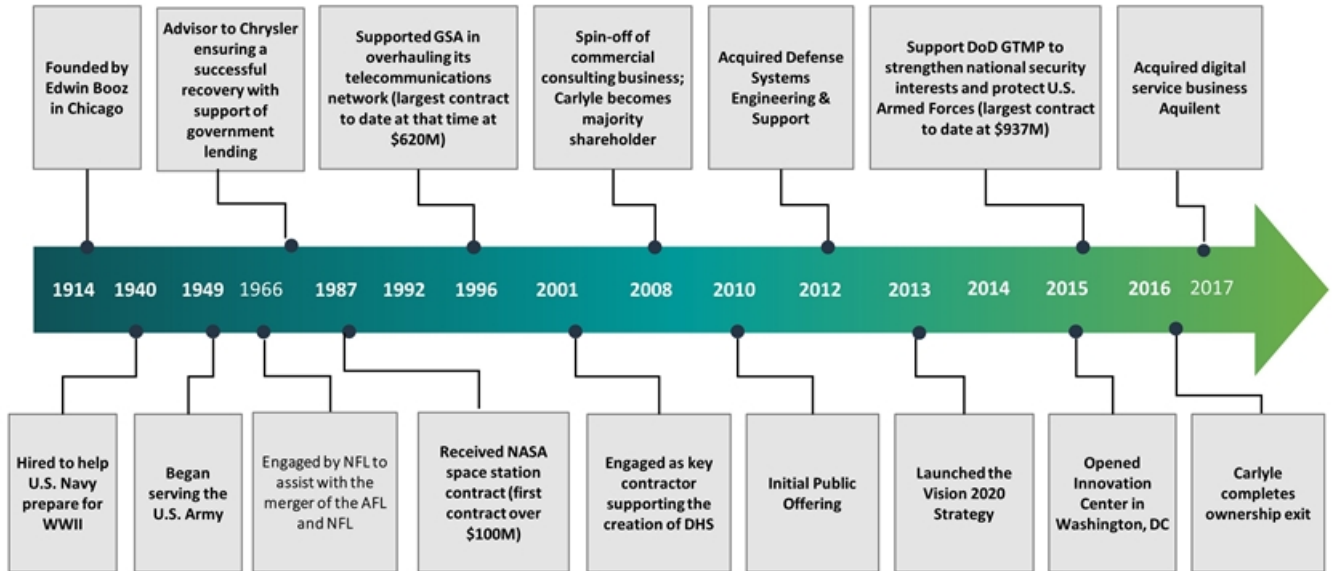
24,747

NUMBER OF EMPLOYEES
As of December 31, 2017

⁽¹⁾ Data as of 3/31/17

COMPANY HISTORY

OVER 75 YEARS OF INDUSTRY LEADERSHIP



SERVICE OFFERINGS

Consulting focuses on the talent and expertise needed to solve client problems and develop mission-oriented solutions.

Analytics focuses on delivering transformational solutions in both traditional areas, such as decision analytics, and new or emerging areas, like data science.

Digital Solutions focuses on data-driven, statistical processes to improve the quality of software development work for clients.

Engineering delivers in-depth technical solutions to our clients' most challenging problems with core capabilities in command, communications, and intelligence, among others.

Cyber focuses on prevention, which includes abilities to secure platforms and enterprises against cyber attack and detection.



Data Science & Machine Intelligence offers cutting-edge analytics solutions across our entire client set. Using our large set of data science experts and products, we help clients use and think differently about their data.

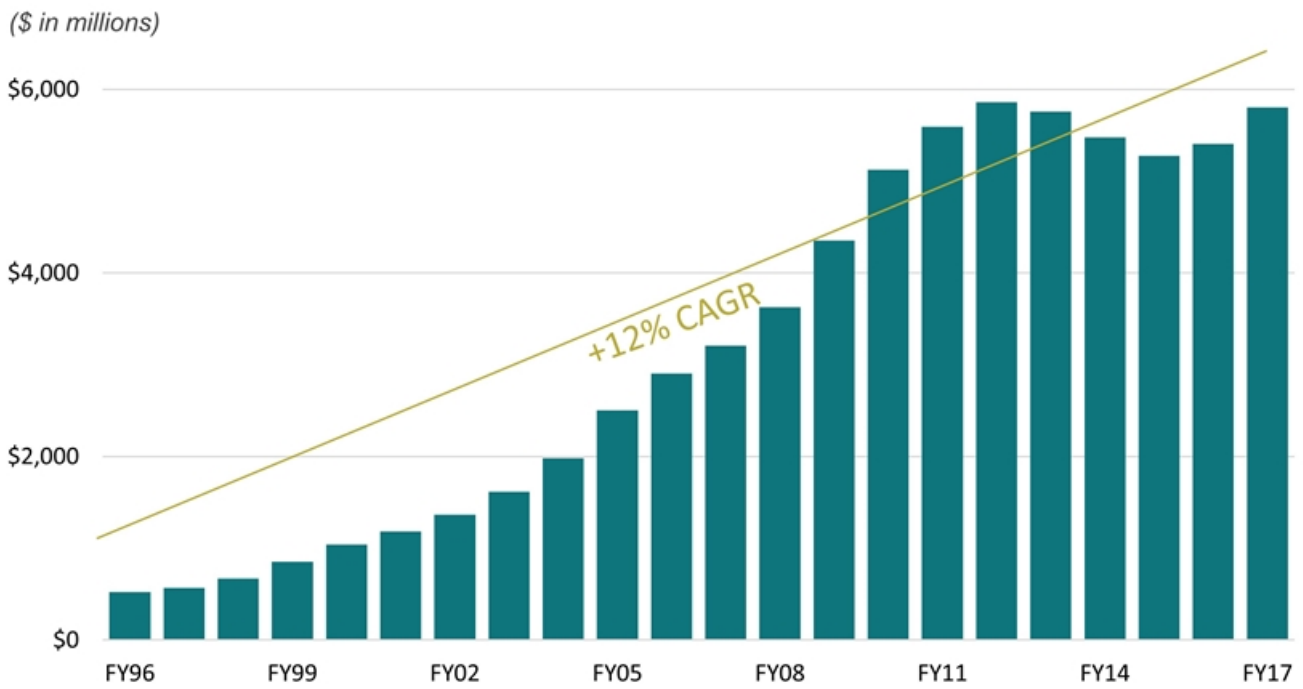
Digital Solutions Network helps clients modernize and transform their missions through the open integration and reuse of digital capabilities across the enterprise.

Directed Energy technologies use high-energy lasers or high-powered microwaves to efficiently disrupt or damage targets with non-kinetic, speed-of-light engagement.

Cyber Futures develops differentiated cyber solutions and disruptive business models to address emerging threats and vulnerabilities against clients' emerging, expanding digital enterprise.

HISTORY OF REVENUE GROWTH

FISCAL YEAR REVENUE GROWTH ⁽¹⁾



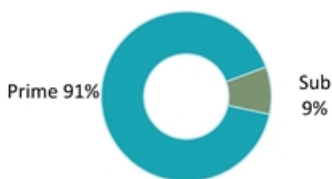
(1) All years represent FYE March 31. FY96 through FY05 revenue is based on revenue derived directly from Booz Allen's accounting system (JAMIS). FY06 and later revenue is based on revenue derived directly from Booz Allen's consolidated financial statements, which have been audited and prepared in accordance with GAAP.

HIGH-QUALITY AND DIVERSIFIED CONTRACT PORTFOLIO

OUR DIVERSIFIED REVENUE BASE MINIMIZES VOLATILITY

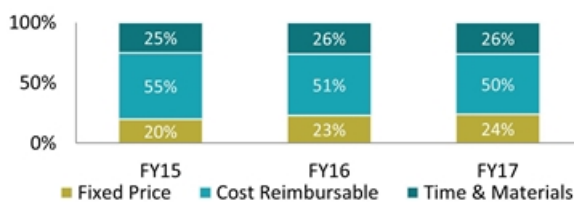
- Delivered on over 4,800 U.S. government contracts and task orders ⁽¹⁾
 - Largest definite contract accounted for 2.8% of revenue
 - 76% of revenue was derived from over 3,900 active task orders under indefinite delivery, indefinite quantity (IDIQ) contract vehicles
 - Largest task order under an IDIQ contract represented 2.7% revenue
 - Largest IDIQ contract vehicle represented 5.5% of revenue

PRIME/SUB

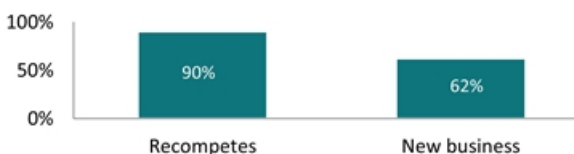


- High concentration as a prime contractor provides significant direct contact with our clients' senior leaders, which in turn allows us to develop unique insights in understanding their needs and serving as their strategic partner

CONTRACT MIX



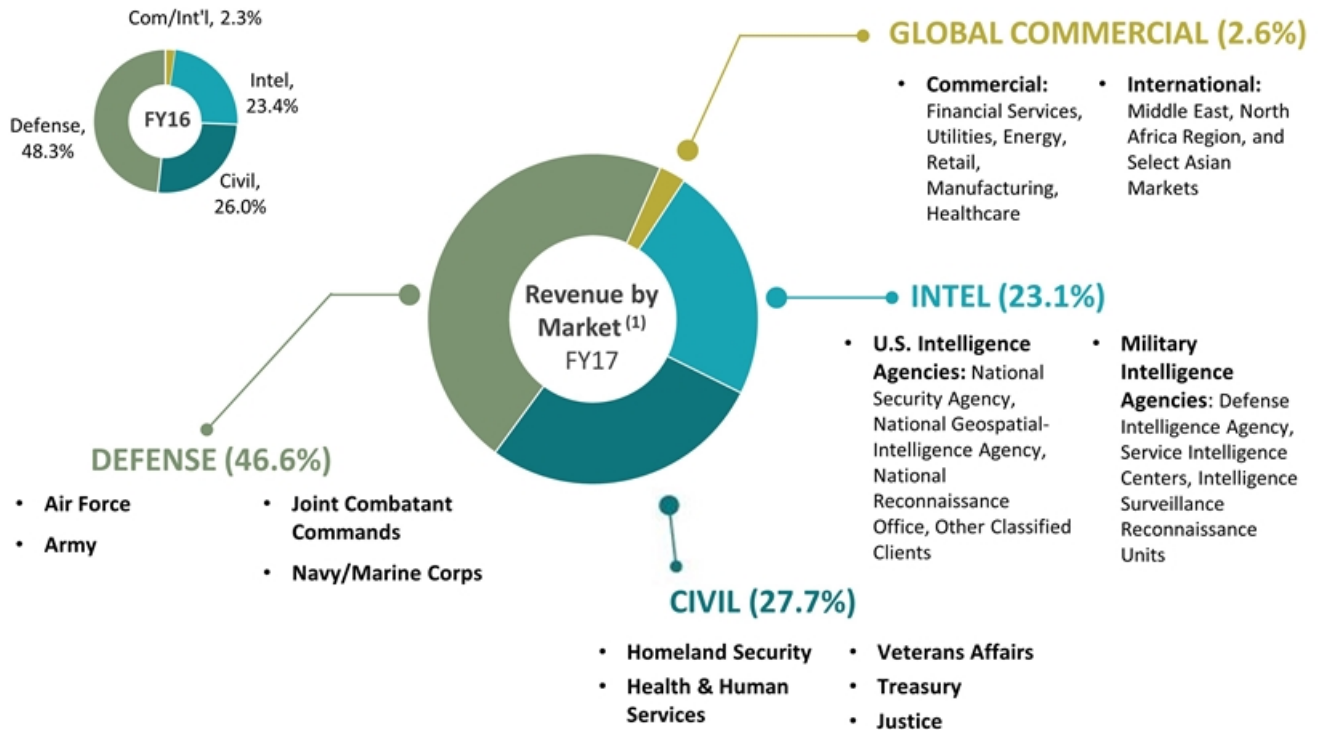
WIN RATE ⁽¹⁾



⁽¹⁾ Contract information is based on FY17 results

DIVERSIFIED CLIENT BASE

WE PROVIDE SERVICES TO A BROAD CUSTOMER BASE

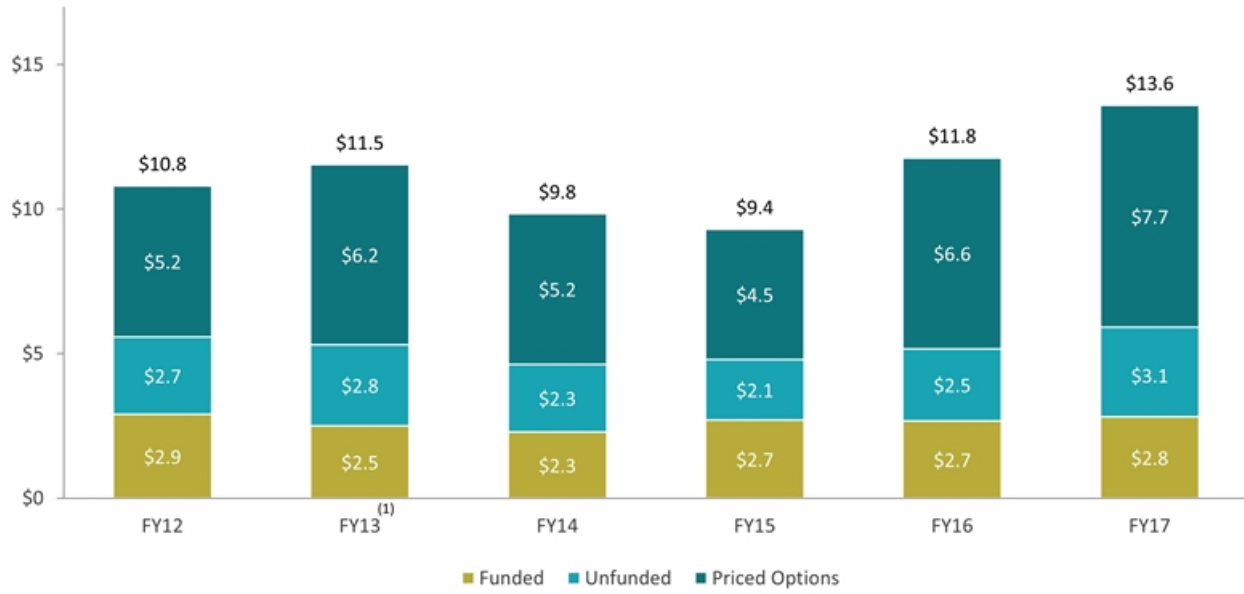


(1) Client listing includes significant clients based on revenue, but the lists are not all inclusive

STRONG BACKLOG GROWTH

ROBUST BACKLOG PROVIDES REVENUE VISIBILITY

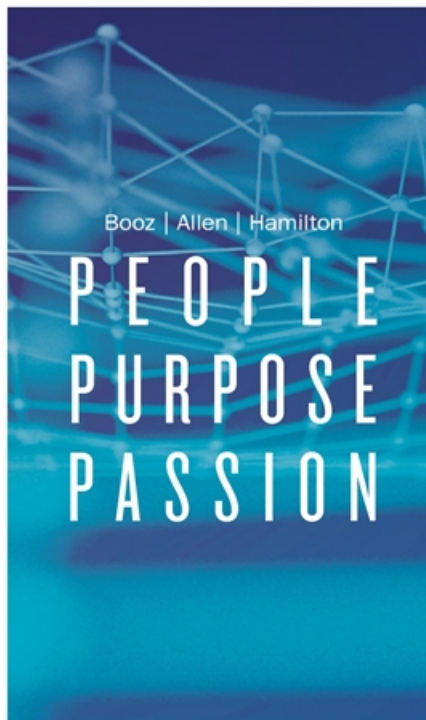
(\$ in billions)



(1) FY13 backlog excludes backlog gained in the BES acquisition.

GROWTH STRATEGY

VISION 2020 STRATEGY IS IN ITS FIFTH YEAR OF IMPLEMENTATION



Key Elements

- Moving closer to the center of our clients' core mission
- Increasing the technical content of our work
- Attracting and retaining superior talent in diverse areas of expertise
- Leveraging innovation to deliver complex, differentiated, end-to-end solutions
- Creating a broad network of external partners and alliances
- Expanding into commercial and international markets

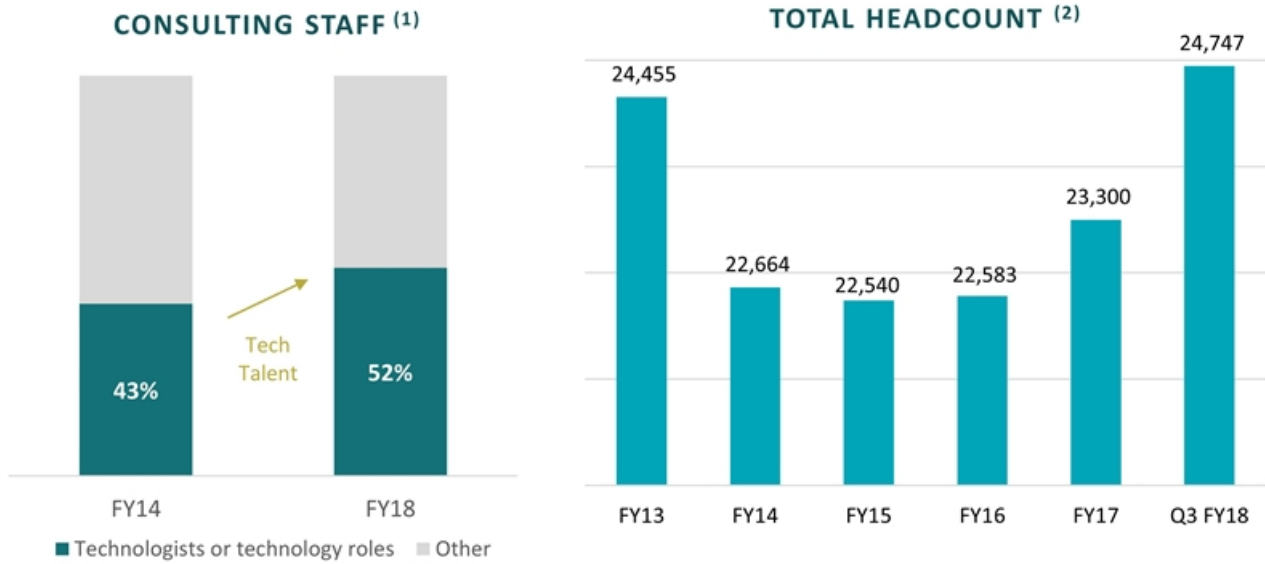
KEY AREAS OF DIFFERENTIATION

WE ATTRIBUTE OUR BUSINESS AND FINANCIAL SUCCESS TO FIVE KEY FEATURES

- **Our culture**
 - Our purpose, as a firm, is to empower people to change the world, and we are committed to our employees
 - **Our strategy**
 - Successful execution of Vision 2020 reflects our ability to reinvent ourselves
 - **Our channels**
 - Our mature, large-scale channels enable us to shape future growth
 - **Our ability to integrate**
 - We merge our consulting expertise with advanced technical capabilities and mission knowledge to create integrated capabilities
 - **Our agility**
 - We anticipate the needs of the market and quickly move capabilities and talent to respond to client demands
-

STRONG HIRING TRENDS

WE ARE PREVAILING IN A COMPETITIVE MARKET FOR SKILLED LABOR



52% of our people doing client work are technologists or sit in technology roles, compared to **43%** in 2014

(1) Percentages based on total client headcount as of December 31, 2017
(2) Fiscal Year headcount based on Q4 totals, unless otherwise stated

LONG-TERM SHAREHOLDER VALUE

WE ARE CREATING VALUE FROM ACCELERATING GROWTH THROUGH A VIRTUOUS CYCLE



The graphic features a dark teal background with a subtle grid pattern. A light green line with three circular markers curves upwards from the bottom left towards the top right. The text 'QUARTERLY PERFORMANCE: Q3 FY18' is positioned in the upper left quadrant in a white, sans-serif font.

QUARTERLY PERFORMANCE: Q3 FY18

KEY HIGHLIGHTS

THIRD QUARTER FISCAL YEAR 2018

- Maintaining position as the government services industry organic revenue growth leader ⁽¹⁾
 - Accelerating growth in Revenue, Excluding Billable Expenses compared to the prior year period
 - Raising full-year revenue and Adjusted Diluted EPS guidance
- Experiencing strong client demand for innovative technology solutions
 - Highest Q3 book-to-bill since our IPO
 - Near-record backlog
- Prevailing in a competitive market for skilled labor
 - Strong year-over-year net headcount growth of more than 1,700
 - 52% of our people doing client work are technologists or sit in technology roles, compared to 43% four years ago
- Delivering strong capital returns
 - Returned \$275 million to shareholders in the first three quarters through share repurchases and dividends

(1) Industry consists of CACI, CSRA, Engility Holdings, Leidos, ManTech, and Science Applications International Corp.

FINANCIAL RESULTS

THIRD QUARTER FISCAL YEAR 2018 RESULTS

	THIRD QUARTER ⁽¹⁾		YEAR TO DATE ⁽¹⁾	
Revenue	\$1.5 billion	6.8% Increase	\$4.5 billion	7.4% Increase
Revenue, Excluding Billable Expenses	\$1.1 billion	8.3% Increase	\$3.2 billion	7.0% Increase
Net Income	\$69.8 million	25.5% Increase	\$220.2 million	18.3% Increase
Adjusted Net Income	\$70.2 million	24.1% Increase	\$221.5 million	13.5% Increase
Adjusted EBITDA	\$134.8 million	10.0% Increase	\$432.2 million	7.5% Increase
Diluted EPS	\$0.47	27.0% Increase	\$1.47	19.5% Increase
Adjusted Diluted EPS	\$0.48	26.3% Increase	\$1.49	14.6% Increase
Total Backlog	\$16.7 billion 23.2% Increase			

(1) Comparisons are to prior fiscal period

CAPITAL ALLOCATION

DELIVERING STRONG CAPITAL RETURNS THROUGH FLEXIBLE CAPITAL DEPLOYMENT STRATEGY

- Strategy remains unchanged:
 - Convert approximately 100 percent of Adjusted Net Income to Free Cash Flow
 - Aim to deploy at least 100 percent of Free Cash Flow to support acquisitions, share repurchases, and/or incremental dividends as opportunities warrant
 - Deployed approximately \$300 million fiscal year-to-date as of December 31
 - Paid \$199 million to repurchase 5.7 million shares
 - Paid \$76 million of quarterly common dividends
 - Closed acquisition of high-end cyber managed service firm, Morphick
 - Raised quarterly dividend by 12% to \$0.19
 - Ended Q3 with a healthy cash balance of approximately \$290 million and remaining repurchase authorization of \$271 million
-

FINANCIAL OUTLOOK

RAISING FULL YEAR GUIDANCE

FISCAL 2018 FULL YEAR OUTLOOK	
Revenue	Growth in the Range of 5.5 to 7.5 Percent
Diluted EPS ⁽¹⁾	\$1.86 - \$1.94
Adjusted Diluted EPS ⁽¹⁾	\$1.87 - \$1.95

1) These EPS estimates are based on fiscal 2018 estimated average diluted shares outstanding of approximately 148.0 million shares and assume an effective tax rate in the range of 33 percent to 34 percent, which reflects changes in U.S. tax law. The estimated average diluted shares outstanding used for purposes of our revised guidance has been updated from approximately 149.5 million used in prior guidance, which excluded certain estimated legal expenses, to reflect the net effect of the repurchase of shares during fiscal year 2018.

(1) Comparisons are to prior fiscal period

HIGHEST Q3 BTB SINCE OUR IPO

QUARTERLY BOOK TO BILL TREND



- Highest Q3 BTB since our IPO and we are setting ourselves up for continued momentum:
 - Anticipating client needs and advancing their missions
 - Pivoting to where the most attractive opportunities are
 - Capturing opportunities in every market we serve
 - Being recognized as an Essential Partner to our clients

(1) Q3FY13 Book to Bill excludes the addition of backlog gained in the BES acquisition



APPENDIX

NON-GAAP FINANCIAL INFORMATION

- "Revenue, Excluding Billable Expenses" represents revenue less billable expenses. We use Revenue, Excluding Billable Expenses because it provides management useful information about the Company's operating performance by excluding the impact of costs that are not indicative of the level of productivity of our consulting staff headcount and our overall direct labor, which management believes provides useful information to our investors about our core operations.
 - "Adjusted Operating Income" represents Operating Income before: (i) adjustments related to the amortization of intangible assets resulting from the acquisition of our Company by The Carlyle Group, and (ii) transaction costs, fees, losses, and expenses, including fees associated with debt prepayments. Booz Allen prepares Adjusted Operating Income to eliminate the impact of items it does not consider indicative of ongoing operating performance due to their inherent unusual, extraordinary or non-recurring nature or because they result from an event of a similar nature.
 - "Adjusted EBITDA" represents net income before income taxes, net interest and other expense and depreciation and amortization and before certain other items, including transaction costs, fees, losses, and expenses, including fees associated with debt prepayments. "Adjusted EBITDA Margin" is calculated as Adjusted EBITDA divided by revenue. Booz Allen prepares Adjusted EBITDA and Adjusted EBITDA Margin to eliminate the impact of items it does not consider indicative of ongoing operating performance due to their inherent unusual, extraordinary or non-recurring nature or because they result from an event of a similar nature.
 - "Adjusted Net Income" represents net income before: (i) adjustments related to the amortization of intangible assets resulting from the acquisition of our Company by The Carlyle Group, (ii) transaction costs, fees, losses, and expenses, including fees associated with debt prepayments, and (iii) amortization or write-off of debt issuance costs and write-off of original issue discount, net of the tax effect where appropriate calculated using an assumed effective tax rate. Booz Allen prepares Adjusted Net Income to eliminate the impact of items, net of taxes, it does not consider indicative of ongoing operating performance due to their inherent unusual, extraordinary or non-recurring nature or because they result from an event of a similar nature.
 - "Adjusted Diluted EPS" represents diluted EPS calculated using Adjusted Net Income as opposed to net income. Additionally, Adjusted Diluted EPS does not contemplate any adjustments to net income as required under the two-class method as disclosed in the footnotes to the condensed consolidated financial statements.
 - "Free Cash Flow" represents the net cash generated from operating activities less the impact of purchases of property and equipment.
-

NON-GAAP FINANCIAL INFORMATION

(Amounts in thousands, except share and per share data)	Three Months Ended December 31,		Nine Months Ended December 31,	
	2017	2016	2017	2016
	(Unaudited)		(Unaudited)	
Revenue, Excluding Billable Expenses				
Revenue	\$ 1,499,914	\$ 1,404,638	\$ 4,535,569	\$ 4,222,213
Billable expenses	443,015	428,685	1,378,235	1,270,941
Revenue, Excluding Billable Expenses	\$ 1,056,899	\$ 975,953	\$ 3,157,334	\$ 2,951,272
Adjusted Operating Income				
Operating Income	\$ 118,087	\$ 108,124	\$ 384,037	\$ 355,086
Amortization of intangible assets (a)	—	1,056	—	3,169
Transaction expenses (b)	—	—	—	3,354
Adjusted Operating Income	\$ 118,087	\$ 109,180	\$ 384,037	\$ 361,609
EBITDA, Adjusted EBITDA & Adjusted EBITDA Margin				
Net income	\$ 69,773	\$ 55,590	\$ 220,226	\$ 186,237
Income tax expense	28,240	37,025	105,356	117,489
Interest and other, net (c)	20,074	15,509	58,455	51,360
Depreciation and amortization	16,701	14,410	48,196	43,588
EBITDA	134,788	122,534	432,233	398,674
Transaction expenses (b)	—	—	—	3,354
Adjusted EBITDA	\$ 134,788	\$ 122,534	\$ 432,233	\$ 402,028
Revenue	1,499,914	1,404,638	4,535,569	4,222,213
Adjusted EBITDA Margin	9.0 %	8.7 %	9.5 %	9.5 %
Adjusted Net Income				
Net income	\$ 69,773	\$ 55,590	\$ 220,226	\$ 186,237
Amortization of intangible assets (a)	—	1,056	—	3,169
Transaction expenses (b)	—	—	—	3,354
Amortization or write-off of debt issuance costs and write-off of original issue discount	672	669	1,993	8,236
Adjustments for tax effect (d)	(199)	(690)	(727)	(5,904)
Adjusted Net Income	\$ 70,246	\$ 56,625	\$ 221,492	\$ 195,092
Adjusted Diluted Earnings Per Share				
Weighted-average number of diluted shares outstanding	146,570,617	150,607,259	148,447,248	150,143,851
Adjusted Net Income Per Diluted Share (e)	\$ 0.48	\$ 0.38	\$ 1.49	\$ 1.30
Free Cash Flow				
Net cash provided by operating activities	\$ 68,858	\$ 65,959	\$ 246,920	\$ 283,042
Less: Purchases of property and equipment	(26,078)	(15,411)	(63,067)	(30,554)
Free Cash Flow	\$ 42,780	\$ 50,548	\$ 183,853	\$ 252,488

(a) Reflects amortization of intangible assets resulting from the Acquisition for the three and nine months ended December 31, 2016.

(b) Reflects debt refinancing costs incurred in connection with the refinancing transaction consummated on July 13, 2016.

(c) Reflects the combination of Interest expense and Other income (expense), net from the condensed consolidated statement of operations.

(d) Periods related to fiscal 2017 reflect the tax effect of adjustments at an assumed effective tax rate of 40%. Beginning in the third quarter of fiscal 2018 with the Tax Cuts and Jobs Act (the "2017 Tax Act"), adjustments are reflected using an assumed effective tax rate of 36.5%.

(e) Excludes an adjustment of approximately \$0.6 million and \$1.9 million of net earnings for the three and nine months ended December 31, 2017, respectively, and excludes an adjustment of approximately \$0.6 million and \$2.0 million of net earnings for the three and nine months ended December 31, 2016, respectively, associated with the application of the two-class method for computing diluted earnings per share.

SHAREHOLDER AND STOCK INFORMATION

BOOZ ALLEN HAMILTON HOLDING CORPORATION'S CLASS A COMMON STOCK BEGAN TRADING ON THE NEW YORK STOCK EXCHANGE (NYSE) ON NOV 17, 2010

- Fiscal Year – Booz Allen Hamilton Holding Corporation's fiscal year starts April 1 and ends March 31
 - Share Price Information – Booz Allen Hamilton Holding Corporation's Class A common stock is listed on the NYSE under ticker symbol BAH. The weighted average number of diluted shares outstanding for the fiscal year ended March 31, 2017, was 150,274,640. Share price information can be found at investors.boozallen.com
 - Company News – Information about Booz Allen Hamilton Holding Corporation and its principal operating subsidiary, Booz Allen Hamilton Inc., including archived news releases and SEC filings, is available from its website at www.boozallen.com. Booz Allen's earnings conference calls and other significant investor events are posted when they occur
 - State of Incorporation – Booz Allen Hamilton Holding Corporation is incorporated in Delaware
 - Employee Stock Plan
 - Equity Incentive Plans – Booz Allen believes that its executives should hold equity to align their interests to those of its stockholders, and, accordingly, long-term equity compensation is an important component of its compensation program
 - Employee Stock Purchase Plan (ESPP) – Booz Allen currently has an employer-sponsored program that allows employees to make planned periodic purchases of shares of Booz Allen's Class A common stock
 - Annual Stockholder Meeting – Stockholders were invited to attend Booz Allen's FY17 annual meeting on August 3, 2017 at the McLean headquarters. At the annual meeting, stockholders voted upon the matters set forth in the notice of meeting: the election of certain directors; ratification of the appointment of E&Y as our independent registered public accounting firm for FY18; approval, in a non-binding advisory vote, of the Company's executive compensation; and determination, in a non-binding advisory vote, of the frequency of future advisory votes on the Company's executive compensation. Holders of Class A common stock on the record date were entitled to vote at the annual meeting.
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SHAREHOLDER AND STOCK INFORMATION

BOOZ ALLEN HAS UTILIZED DISTRIBUTIONS (RECURRING AND SPECIAL) AS PART OF ITS CAPITAL DEPLOYMENT STRATEGY

- Regular: The firm has issued regular dividends each quarter since FY12 and has increased the dividend periodically when deemed appropriate. A history of past dividend increases is below:

Action	Record Date	Payable Date	Amount Increase	Dividend Amount
Establish regular dividend	2/13/2012	2/29/2012	N/A	\$0.09
Increase	6/10/2013	6/28/2013	\$0.01	\$0.10
Increase	6/10/2014	6/30/2014	\$0.01	\$0.11
Increase	2/10/2015	2/27/2015	\$0.02	\$0.13
Increase	2/10/2016	2/29/2016	\$0.02	\$0.15
Increase	2/10/2017	2/28/2017	\$0.02	\$0.17
Increase	2/14/2018	2/28/2018	\$0.02	\$0.19

- Special: When deemed appropriate, the firm has also issued special dividends from time to time. The table below lists the details of declared special dividends since the IPO:

Record Date	Payable Date	Dividend Amount
6/11/2012	6/29/2012	\$1.50
8/15/2012	8/31/2012	\$6.50
11/11/2013	11/29/2013	\$1.00
2/10/2014	2/28/2014	\$1.00
8/11/2014	8/29/2014	\$1.00

- The actual declaration of any such future dividends and the establishment of the per share amount, record dates, and payment dates for any such future dividends are subject to the discretion of the Board, which will take into consideration future earnings, cash flows, financial requirements, and other factors. Please visit investors.boozallen.com/dividends.cfm for more information regarding prior distributions

SHAREHOLDER AND STOCK INFORMATION

- **Transfer Agent & Registrar**

- Computershare www.computershare.com/investor/
- P.O. Box 30170
- College Station, TX 77842-3170
- Phone: 866-390-3908
- Computershare maintains records for registered stockholders and provides stockholder services at no charge, including:
 - Change of name or address
 - Consolidation of accounts
 - Duplicate mailings
 - Lost stock certificates
 - Transfer of stock to another person
 - Additional administrative services

- **Independent Registered Public Accounting Firm** – Ernst & Young LP – McLean, VA

- **Leadership Team**

- Horacio D. Rozanski – President and CEO
- Lloyd Howell – Executive Vice President and CFO
- Karen Dahut – Executive Vice President
- Nancy Laben – Executive Vice President, Chief Legal Officer and Secretary
- Joseph Logue – Executive Vice President
- Susan Penfield – Executive Vice President
- Joseph Mahaffee – Executive Vice President, Chief Administrative Officer
- Betty Thompson – Executive Vice President

- **Board of Directors**

- Dr. Ralph W. Shrader – Chairman
- Joan Lordi C. Amble – Independent
- Melody Barnes – Independent
- Peter Clare – Independent
- Ian Fujiyama – Independent
- Mark Gaumont – Independent
- Arthur E. Johnson – Independent
- Gretchen W. McClain – Independent
- Philip A. Odeen – Independent
- Charles O. Rossotti – Independent
- Horacio D. Rozanski – President and CEO

SHAREHOLDER AND STOCK INFORMATION

- Website: investors.boozallen.com

- Contact Information

- **Investor Relations**

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Vice President of Investor Relations
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- **Media**

- James Fisher
Principal, Media Relations
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- **Corporate Governance**

- Nancy Laben
Executive Vice President, Chief Legal Officer and Secretary
703/377-9042
Laben_Nancy@bah.com



FINANCIAL AND OPERATIONAL HIGHLIGHTS

CONDENSED CONSOLIDATED STATEMENT OF OPERATIONS (a)

	Q4		FY2016					FY2017					FY2018		
	FY2015	Q1	Q2	Q3	Q4	FY2016	Q1	Q2	Q3	Q4	FY2017	Q1	Q2	Q3	
\$ in thousands, except for shares and per share data	3/31/2015	6/30/2015	9/30/2015	12/31/2015	3/31/2016	6/30/2016	9/30/2016	12/31/2016	3/31/2017	6/30/2017	9/30/2017	12/31/2017			
Revenue	\$ 1,342,946	\$ 5,274,770	\$ 1,351,604	\$ 1,322,154	\$ 1,307,663	\$ 1,424,317	\$ 5,405,738	\$ 1,422,722	\$ 1,394,853	\$ 1,404,638	\$ 1,582,071	\$ 5,804,284	\$1,493,570	\$1,542,085	\$1,499,914
Billable Expenses	\$ 341,533	\$ 1,406,527	\$ 378,650	\$ 363,690	\$ 355,401	\$ 415,342	\$ 1,513,083	\$ 432,265	\$ 409,991	\$ 428,685	\$ 480,136	\$ 1,751,077	\$451,664	\$483,556	\$443,015
Operating income	\$ 92,560	\$ 458,822	\$ 126,144	\$ 108,816	\$ 105,116	\$ 104,508	\$ 444,584	\$ 129,301	\$ 117,661	\$ 108,124	\$ 129,161	\$ 484,247	\$139,464	\$126,486	\$118,087
Income before income taxes	\$ 75,280	\$ 365,918	\$ 108,586	\$ 90,953	\$ 87,909	\$ 92,014	\$ 379,462	\$ 113,364	\$ 97,747	\$ 92,615	\$ 108,174	\$ 411,900	\$121,478	\$106,091	\$98,013
Net income	\$ 43,363	\$ 232,569	\$ 64,306	\$ 56,216	\$ 108,055	\$ 65,517	\$ 294,094	\$ 67,817	\$ 62,830	\$ 55,590	\$ 66,253	\$ 252,490	\$79,540	\$70,913	\$69,773
Weighted Average Shares Outstanding^(b)															
Basic	145,835,932	145,414,120	145,251,780	146,176,944	147,428,588	147,130,727	146,494,407	147,241,782	148,008,994	148,679,393	148,980,214	148,218,968	147,714,993	147,065,314	144,942,367
Diluted	149,867,259	150,375,531	149,271,321	149,388,556	149,900,925	149,559,119	149,719,137	149,634,592	150,200,454	150,607,259	150,661,457	150,274,640	149,868,273	148,887,497	148,570,617
Earnings per Common Share^(b)															
Basic	\$ 0.29	\$ 1.58	\$ 0.44	\$ 0.38	\$ 0.72	\$ 0.44	\$ 1.98	\$ 0.46	\$ 0.42	\$ 0.37	\$ 0.44	\$ 1.69	\$0.53	\$0.48	\$0.48
Diluted	\$ 0.29	\$ 1.52	\$ 0.43	\$ 0.37	\$ 0.71	\$ 0.43	\$ 1.94	\$ 0.45	\$ 0.41	\$ 0.37	\$ 0.44	\$ 1.67	\$0.53	\$0.47	\$0.47

a All interim periods reflect unaudited numbers while annual numbers are audited.

b Basic and diluted weighted average shares outstanding and earnings per common share amounts are calculated using the two-class method.

FINANCIAL AND OPERATIONAL HIGHLIGHTS

UNAUDITED NON-GAAP FINANCIAL INFORMATION (a)

	FY 2015		FY 2016				FY 2017				FY 2018				
	Q4	FY 2015	Q1	Q2	Q3	Q4	FY 2016	Q1	Q2	Q3	Q4	FY 2017	Q1	Q2	Q3
\$ in thousands, except for shares and per share data	3/31/2015		6/30/2015	9/30/2015	12/31/2015	3/31/2016		6/30/2016	9/30/2016	12/31/2016	3/31/2017		6/30/2017	9/30/2017	12/31/2017
Revenue, Excluding Billable Expenses															
Revenue	\$ 1,342,846	\$ 5,274,770	\$ 1,351,604	\$ 1,322,154	\$ 1,307,863	\$ 1,424,317	\$ 5,405,738	\$ 1,422,722	\$ 1,384,853	\$ 1,404,638	\$ 1,582,071	\$ 5,804,284	\$ 1,493,570	\$ 1,542,085	\$ 1,499,914
Billable Expenses	341,533	1,406,527	378,650	363,690	355,401	415,342	1,513,083	432,285	409,991	428,665	480,136	1,751,077	451,664	483,556	443,015
Revenue, Excluding Billable Expenses	\$ 1,001,313	\$ 3,868,243	\$ 972,954	\$ 958,464	\$ 952,462	\$ 1,008,975	\$ 3,892,655	\$ 990,437	\$ 974,862	\$ 975,973	\$ 1,101,935	\$ 4,053,207	\$ 1,041,906	\$ 1,058,529	\$ 1,056,899
Adjusted Operating Income															
Operating income	\$ 92,560	\$ 458,822	\$ 126,144	\$ 108,816	\$ 105,116	\$ 104,508	\$ 444,584	\$ 129,301	\$ 117,661	\$ 108,124	\$ 129,161	\$ 484,247	\$ 139,484	\$ 126,486	\$ 118,087
Amortization of intangible assets (b)	1,056	4,225	1,056	1,056	1,056	1,056	4,225	1,126	987	1,056	1,056	4,225	—	—	—
Transaction expenses (c)	—	2,039	—	—	—	—	—	—	3,354	—	—	3,354	—	—	—
Adjusted Operating Income	\$ 93,616	\$ 465,086	\$ 127,200	\$ 109,872	\$ 106,172	\$ 105,565	\$ 448,809	\$ 130,427	\$ 122,002	\$ 109,180	\$ 130,217	\$ 491,826	\$ 139,484	\$ 126,486	\$ 118,087
EBITDA & Adjusted EBITDA															
Net income	\$ 43,363	\$ 232,569	\$ 64,306	\$ 56,216	\$ 108,055	\$ 65,517	\$ 294,094	\$ 67,817	\$ 62,830	\$ 55,990	\$ 66,253	\$ 252,490	\$ 79,540	\$ 70,913	\$ 69,773
Income tax expense (benefit)	31,917	153,349	44,280	34,737	(20,146)	26,497	85,368	45,547	34,917	37,025	41,921	159,410	41,938	35,178	28,240
Interest and other, net	17,280	72,904	17,556	17,863	17,207	12,494	65,122	15,937	19,914	15,509	20,987	72,347	17,988	20,365	20,074
Depreciation and amortization	15,427	62,860	15,117	15,352	16,148	14,919	61,536	14,501	14,677	14,410	15,956	59,544	15,449	16,046	16,701
EBITDA	107,987	521,482	141,261	124,166	121,264	119,427	506,120	143,802	132,338	122,534	145,117	543,791	154,913	142,532	134,788
Transaction expenses (c)	—	2,039	—	—	—	—	—	—	3,354	—	—	3,354	—	—	—
Adjusted EBITDA	\$ 107,987	\$ 523,521	\$ 141,261	\$ 124,166	\$ 121,264	\$ 119,427	\$ 506,120	\$ 143,802	\$ 135,692	\$ 122,534	\$ 145,117	\$ 547,145	\$ 154,913	\$ 142,532	\$ 134,788
Adjusted EBITDA Margin (%)	8.0 %	9.9 %	10.5 %	8.4 %	9.3 %	8.4 %	8.4 %	10.7 %	8.7 %	8.7 %	8.2 %	8.4 %	10.4 %	9.2 %	9.0 %
Adjusted Net Income															
Net income	\$ 43,363	\$ 232,569	\$ 64,306	\$ 56,216	\$ 108,055	\$ 65,517	\$ 294,094	\$ 67,817	\$ 62,830	\$ 55,990	\$ 66,253	\$ 252,490	\$ 79,540	\$ 70,913	\$ 69,773
Transaction expenses (c)	—	2,039	—	—	—	—	—	—	3,354	—	—	3,354	—	—	—
Release of income tax reserves (d)	—	—	—	—	(47,867)	(5,834)	(53,301)	—	—	—	—	—	—	—	—
Amortization of intangible assets (b)	1,056	4,225	1,056	1,056	1,056	1,057	4,225	1,126	987	1,056	1,056	4,225	—	—	—
Amortization or write-off of debt issuance costs and write-off of original issue discount	1,278	6,545	(942)	1,309	1,307	1,291	5,201	1,289	6,278	669	630	8,866	658	663	672
Adjustments for tax effect (e)	(824)	(5,124)	(942)	(946)	(945)	(939)	(3,775)	(966)	(4,248)	(890)	(674)	(8,578)	(263)	(265)	(199)
Adjusted Net Income	\$ 44,763	\$ 240,254	\$ 65,716	\$ 57,635	\$ 61,806	\$ 61,292	\$ 246,449	\$ 69,266	\$ 69,201	\$ 56,825	\$ 67,265	\$ 265,257	\$ 79,935	\$ 71,311	\$ 70,246
Adjusted Diluted Earnings per Share															
Weighted-average number of diluted shares outstanding	149,867,259	150,375,531	149,271,321	149,368,556	149,900,825	149,559,119	149,719,137	149,634,592	150,200,454	150,607,259	150,661,457	150,274,640	149,868,273	148,887,497	148,570,817
Adjusted Net Income per Diluted Share (f)	\$ 0.30	\$ 1.60	\$ 0.44	\$ 0.39	\$ 0.41	\$ 0.41	\$ 1.65	\$ 0.46	\$ 0.46	\$ 0.38	\$ 0.45	\$ 1.75	\$ 0.53	\$ 0.48	\$ 0.48
Free Cash Flow															
Net cash provided by operating activities	\$ 81,900	\$ 309,958	\$ 19,096	\$ 69,591	\$ 92,310	\$ 68,237	\$ 249,234	\$ 11,647	\$ 205,436	\$ 65,959	\$ 99,235	\$ 382,277	\$ 3,995	\$ 174,067	\$ 68,858
Less: Purchases of property and equipment	(18,575)	(36,041)	(13,140)	(16,422)	(16,267)	(20,856)	(66,635)	(5,171)	(8,972)	(15,411)	(23,265)	(53,919)	(11,536)	(25,453)	(26,078)
Free Cash Flow	\$ 63,325	\$ 273,917	\$ 5,956	\$ 53,169	\$ 76,043	\$ 47,381	\$ 182,599	\$ 6,476	\$ 196,464	\$ 50,548	\$ 75,970	\$ 328,358	\$ (7,541)	\$ 148,614	\$ 42,780
Free Cash Flow to Adjusted Net Income	1.4	1.1	0.1	0.9	1.2	0.8	0.7	0.1	2.8	0.9	1.1	1.3	(0.1)	2.1	0.6

a The use and definition of Non-GAAP financial measurements can be found in the Company's public filings.

b Reflects amortization of intangible assets resulting from the acquisition of our Company by The Carlyle Group.

c Fiscal 2017 reflects debt refinancing costs incurred in connection with the refinancing transaction consummated on July 13, 2016. Fiscal 2015 reflects debt refinancing costs incurred in connection with the refinancing transaction consummated on May 7, 2014.

d Release of pre-acquisition income tax reserves assumed by the Company in connection with the acquisition of our Company by The Carlyle Group.

e Periods prior to fiscal 2017 reflect the tax effect of adjustments at an assumed effective tax rate of 40%. Beginning in the third quarter of fiscal 2018 with the Tax Cuts and Jobs Act, adjustments are reflected using an assumed effective tax rate of 36.5%.

f Excludes adjustments to net earnings associated with the application of the two-class method for computing diluted earnings per share.

FINANCIAL AND OPERATIONAL HIGHLIGHTS

UNAUDITED NON-GAAP FINANCIAL INFORMATION (a)

\$ in thousands, except for shares and per share data

	FY2008	Proforma FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018
Revenue, Excluding Billable Expenses											
Revenue								\$ 5,274,770	\$ 5,405,738	\$ 5,804,284	\$ 4,535,569
Billable Expenses								1,408,527	1,513,083	1,751,077	1,378,235
Revenue, Excluding Billable Expenses								\$ 3,866,243	\$ 3,892,655	\$ 4,053,207	\$ 3,157,334
Adjusted Operating Income											
Operating income	\$ 66,401	\$ 199,554	\$ 319,444	\$ 387,432	\$ 448,234	\$ 460,811	\$ 458,822	\$ 444,584	\$ 484,247	\$ 384,037	
Certain stock-based compensation expense ^(b)	82,019	68,517	39,947	14,241	5,868	1,094	—	—	—	—	
Amortization of intangible assets ^(c)	57,833	40,597	28,641	16,364	12,510	8,450	4,225	4,225	4,225	—	
Net restructuring charge ^(d)	—	1,074	—	—	11,182	—	—	—	—	—	
Purchase accounting adjustments	3,077	—	—	—	—	—	—	—	—	—	
Transaction expenses	—	3,415	4,448	—	2,725	—	2,039	—	—	3,354	
Adjusted Operating Income	\$ 209,330	\$ 313,157	\$ 392,480	\$ 429,219	\$ 467,337	\$ 470,155	\$ 470,155	\$ 465,086	\$ 448,809	\$ 491,826	\$ 384,037
EBITDA & Adjusted EBITDA											
Net income	\$ 17,874	\$ (49,441)	\$ 25,419	\$ 84,694	\$ 239,955	\$ 219,058	\$ 232,188	\$ 232,569	\$ 294,094	\$ 252,490	\$ 220,226
Income tax expense (benefit)	62,693	(25,831)	23,575	43,370	103,919	149,253	148,599	153,349	85,368	159,410	105,356
Interest and other, net	1,808	141,673	150,560	191,380	43,558	77,923	79,824	72,904	65,122	72,347	58,455
Depreciation and amortization	33,079	108,335	95,763	80,603	75,255	74,009	72,327	62,860	61,536	59,544	48,196
EBITDA	115,454	172,736	295,317	400,047	462,687	520,243	532,838	521,462	508,120	543,791	432,233
Certain stock-based compensation expense ^(b)	35,013	82,019	68,517	39,947	14,241	5,868	1,094	—	—	—	—
Net restructuring charge	—	—	—	—	11,182	—	—	—	—	—	—
Purchase accounting adjustments	—	3,077	1,074	—	—	—	—	—	—	—	—
Transaction expenses	5,301	19,512	3,415	4,448	—	2,725	—	2,039	—	3,354	—
Non-recurring items (loss for discontinued operations)	71,106	—	—	—	—	—	—	—	—	—	—
Adjusted EBITDA	\$ 228,874	\$ 277,344	\$ 368,323	\$ 444,442	\$ 488,060	\$ 528,836	\$ 534,032	\$ 523,521	\$ 508,120	\$ 547,145	\$ 432,233
Adjusted EBITDA Margin (%)	6.3 %	6.4 %	7.2 %	7.9 %	8.3 %	9.2 %	9.7 %	9.9 %	9.4 %	9.4 %	9.5 %
Adjusted Net Income											
Net income	\$ (49,441)	\$ 25,419	\$ 84,694	\$ 239,955	\$ 219,058	\$ 232,188	\$ 232,569	\$ 294,094	\$ 252,490	\$ 220,226	
Certain stock-based compensation expense ^(b)	82,019	68,517	39,947	14,241	5,868	1,094	—	—	—	—	
Net restructuring charge (g)	—	—	—	—	11,182	—	—	—	—	—	
Purchase accounting adjustments	3,077	1,074	—	—	—	—	—	—	—	—	
Transaction expenses	—	3,415	20,948	—	2,725	—	2,039	—	—	3,354	
Amortization of intangible assets ^(h)	57,833	40,597	28,641	16,364	12,510	8,450	4,225	4,225	4,225	—	
Amortization or write-off of debt issuance costs and write-off of original issue discount	3,106	5,700	50,102	4,783	13,018	6,719	6,545	5,201	8,866	1,993	
Net gain on sale of state and local transportation	—	—	—	(5,681)	—	—	—	—	—	—	
Release of income tax reserves ⁽ⁱ⁾	—	—	(10,966)	(35,022)	—	—	—	(53,301)	—	8,866	
Adjustments for tax effect ^(j)	(58,414)	(47,721)	(55,855)	(18,628)	(13,649)	(6,505)	(5,124)	(3,770)	(6,578)	(727)	
Adjusted Net Income	\$ 38,180	\$ 97,001	\$ 157,511	\$ 227,194	\$ 239,530	\$ 241,946	\$ 240,254	\$ 246,449	\$ 262,357	\$ 221,492	
Adjusted Diluted Earnings per Share											
Weighted-average number of diluted shares outstanding	105,695,340	116,228,380	127,448,700	140,812,012	144,854,724	148,681,074	150,375,531	149,719,137	150,274,640	148,447,248	
Adjusted Net Income per Diluted Share ^(k)	\$ 0.36	\$ 0.83	\$ 1.24	\$ 1.61	\$ 1.65	\$ 1.63	\$ 1.60	\$ 1.65	\$ 1.75	\$ 1.49	
Free Cash Flow											
Net cash provided by operating activities	\$ (6,217)	\$ 270,484	\$ 296,339	\$ 360,046	\$ 464,654	\$ 332,718	\$ 309,658	\$ 249,234	\$ 382,277	\$ 246,920	
Less: Purchases of property and equipment	(46,149)	(49,271)	(88,794)	(78,825)	(33,113)	(20,905)	(26,041)	(66,635)	(53,919)	(63,067)	
Free Cash Flow	\$ (52,366)	\$ 221,213	\$ 207,545	\$ 281,221	\$ 431,541	\$ 311,813	\$ 273,617	\$ 182,599	\$ 328,358	\$ 183,853	
Free Cash Flow to Adjusted Net Income Conversion Ratio	(1.4)	2.3	1.3	1.2	1.8	1.3	1.1	0.7	1.3	0.8	

a The use and definition of Non-GAAP financial measurements can be found in the company's public filings.

b Reflects amortization of intangible assets resulting from the acquisition of our Company by The Carlyle Group.

c Reflects the gain on sale of our state and local transportation business, net of the associated tax benefit of \$1.6 million.

d Release of pre-acquisition income tax reserves assumed by the Company in connection with the acquisition of our Company by The Carlyle Group.

e Periods prior to fiscal 2017 reflect the tax effect of adjustments at an assumed effective tax rate of 40%. Beginning in the third quarter of fiscal 2018 with the Tax Cuts and Jobs Act (the "2017 Tax Act"),

adjustments are reflected using an assumed effective tax rate of 36.5%.

f Excludes adjustments associated with the application of the two-class method for computing diluted earnings per share.

g Fiscal 2012 reflects restructuring charges of approximately \$15.7 million incurred during the three months ended March 31, 2012, net of approximately \$4.5 million of revenue recognized on recoverable expenses,

associated with the cost of a restructuring plan to reduce certain personnel and infrastructure costs.

h Reflects stock-based compensation expense for options for Class A Common Stock and restricted shares, in each case,

issued in connection with the acquisition of our Company by the Carlyle Group under the Officers' Rollover Stock Plan. Also reflects stock-based compensation expense for Equity Incentive Plan Class A Common Stock options issued in connection with the

acquisition of our Company by the Carlyle Group under the Equity Incentive Plan.

FINANCIAL AND OPERATIONAL HIGHLIGHTS

ADDITIONAL OPERATING DATA (a)

	FY2016					FY2017				FY2018		
	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
<i>\$ in millions except where otherwise noted</i>	3/31/2015	6/30/2015	9/30/2015	12/31/2015	3/31/2016	6/30/2016	9/30/2016	12/31/2016	3/31/2017	6/30/2017	9/30/2017	12/31/2017
Backlog												
Funded	\$ 2,691	\$ 2,388	\$ 3,243	\$ 2,693	\$ 2,673	\$ 2,639	\$ 3,332	\$ 2,787	\$ 2,815	\$ 2,517	\$ 3,590	\$ 2,893
Unfunded	2,121	2,493	2,906	2,825	2,546	2,873	3,297	3,229	3,098	3,243	3,861	4,220
Priced Options	4,548	4,377	6,401	6,556	6,595	6,504	7,015	7,511	7,679	8,309	9,234	9,558
Total Backlog	\$ 9,360	\$ 9,258	\$ 12,550	\$ 12,074	\$ 11,814	\$ 12,016	\$ 13,644	\$ 13,527	\$ 13,592	\$ 14,069	\$ 16,685	\$ 16,671
Book to Bill ^(b)	0.48	0.92	3.49	0.64	0.82	1.14	2.17	0.92	1.04	1.32	2.70	0.99
Headcount												
Total Headcount	22,540	22,544	22,226	22,604	22,583	22,524	22,758	23,044	23,300	23,454	24,225	24,747
Consulting Staff Headcount ^(c)	20,361	20,325	20,006	20,345	20,329	20,249	20,542	20,818	21,032	21,081	21,825	22,261
Percentage of Total Revenue by Contract Type												
Cost-Reimbursable	55 %	55 %	50 %	49 %	50 %	49 %	50 %	49 %	51 %	50 %	52 %	51 %
Time-and-Materials	24 %	24 %	26 %	27 %	28 %	27 %	27 %	26 %	24 %	26 %	25 %	25 %
Fixed-Price	21 %	21 %	24 %	24 %	24 %	24 %	23 %	25 %	25 %	24 %	23 %	24 %
Days Sales Outstanding (Days)	59	61	62	62	60	65	62	64	60	69	65	68

a All interim periods reflect unaudited numbers while annual numbers are audited.

b Calculated as the change in total backlog during the relevant fiscal quarter plus the relevant fiscal quarter revenue, all divided by the relevant fiscal quarter revenue.

c In Q4 FY2016 consulting staff headcount as of March 31, 2015 was adjusted to conform to the current quarter's internal realignment of certain personnel that are engaged in general corporate functions.

FINANCIAL AND OPERATIONAL HIGHLIGHTS

OTHER KEY FINANCIAL METRICS (a)

	FY2016					FY2017				FY2018		
	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
\$ in thousands, except per share amounts	3/31/2015 (c)	6/30/2015	9/30/2015	12/31/2015	3/31/2016	6/30/2016	9/30/2016	12/31/2016	3/31/2017	6/30/2017	9/30/2017	12/31/2017
Cash and Cash Equivalents	\$ 207,217	\$ 151,476	\$ 187,401	\$ 167,104	\$ 187,529	\$ 179,974	\$ 307,223	\$ 349,624	\$ 217,417	\$ 337,487	\$ 330,043	\$ 289,495
Working Capital	299,675	312,538	359,422	340,706	249,858	314,865	381,666	437,761	193,079	561,709	479,770	469,348
Total Assets	2,863,982	2,853,179	2,874,625	2,966,508	3,010,171	3,041,680	3,093,619	3,166,535	3,373,105	3,575,525	3,529,635	3,539,296
Total Debt	1,612,624	1,616,738	1,601,969	1,587,201	1,597,261	1,608,319	1,563,117	1,563,990	1,663,324	1,861,805	1,847,047	1,832,315
Total Liabilities	2,677,484	2,645,525	2,605,841	2,585,751	2,601,683	2,579,406	2,577,282	2,596,822	2,799,514	2,976,498	2,993,352	2,975,018
Stockholders' Equity	186,498	207,654	268,984	380,757	408,488	462,274	516,337	569,713	573,591	599,027	536,283	564,278
Net Cash Provided by Operating Activities ^(b)	\$ 309,958	\$ 19,096	\$ 88,687	\$ 180,997	\$ 249,234	\$ 11,647	\$ 217,083	\$ 283,042	\$ 382,277	\$ 3,995	\$ 178,062	\$ 246,920
Net Cash Used in Investing Activities ^(b)	(60,575)	(13,140)	(30,562)	(96,447)	(117,753)	(7,022)	(15,344)	(30,755)	(300,896)	(11,740)	(37,193)	(61,370)
Net Cash Provided by (Used in) Financing Activities ^(b)	(302,160)	(61,697)	(77,941)	(124,663)	(151,169)	(12,180)	(82,045)	(90,192)	(51,483)	127,815	(28,243)	(93,472)

a All interim periods reflect unaudited numbers while annual numbers are audited.

b Cash flow numbers are on a year-to-date basis for all periods presented.

c In Q4 FY2016 the Company adopted two Accounting Standards Updates issued by the Financial Accounting Standards Board. As a result, Q4 2015 amounts have been reclassified to conform to the current presentation.