Booz | Allen | Hamilton

August 7, 2017

Booz Allen Hamilton Announces First Quarter Fiscal 2018 Results

Continued Solid Performance Against Growth Strategy

Revenue Increased by 5.0 percent to $1.49 billion, and Revenue, Excluding Billable Expenses[1] Increased by 5.2 percent

Diluted Earnings per Share and Adjusted Diluted Earnings per Share[1] of $0.53

Sequential Headcount Increase of 150, and Increase of 930 Year-Over-Year

Quarterly Dividend of $0.17 per share, Payable on August 31, 2017

MCLEAN, Va.--(BUSINESS WIRE)-- Booz Allen Hamilton Holding Corporation (NYSE:BAH), the parent company of management and technology consulting and engineering services firm Booz Allen Hamilton Inc., today announced preliminary results for the first quarter of fiscal 2018.

For the first quarter, the Company reported an increase in revenue of 5.0 percent as compared to the prior year quarter, and a 5.2 percent increase in Revenue, Excluding Billable Expenses as compared to the prior year quarter, with solid growth in bottom-line earnings. Headcount increased since the prior quarter by 150, and year-over-year by 930. Total backlog increased by 17 percent, reaching a record high, and generating a book-to-bill ratio of 1.32, the best first quarter result since the Company's initial public offering.

"For the last five years, Booz Allen has been building toward sustainable, quality growth by pursuing an innovation agenda and integrating advanced capabilities, mission knowledge, and consulting expertise into solutions that our clients need most," said Horacio Rozanski, President and Chief Executive Officer. "As fiscal year 2018 opens, Booz Allen is proud to see growth throughout our portfolio—continuing in our civil and global commercial markets, and accelerating in defense and intelligence."

The Company declared a regular quarterly dividend of $0.17 per share, which is payable on August 31, 2017, to stockholders of record on August 14, 2017.

Financial Summary

First Quarter Ended June 30, 2017 - A summary of Booz Allen's results for the first quarter of fiscal 2018 is below. All comparisons are to the prior year quarter, and a description of key drivers can be found in the Company's Earnings Call Presentation for the first quarter of fiscal year 2018 posted on investors.boozallen.com.

- **Revenue**: $1.49 billion, an increase of 5.0 percent.
- **Revenue, Excluding Billable Expenses**:[1] $1.04 billion, an increase of 5.2 percent.
- **Operating Income**: $139.5 million, an increase of 7.9 percent; and **Adjusted Operating Income:**[1] $139.5 million, an increase of 6.9 percent.
- **Net Income**: $79.5 million, an increase of 17.3 percent; and **Adjusted Net Income:**[1] $79.9 million, an increase of 15.4 percent.
- **Adjusted EBITDA**[1]: $154.9 million, an increase of 7.7 percent.
- **Diluted EPS**: $0.53, up from $0.45; and **Adjusted Diluted EPS**[1]**:** $0.53, up from $0.46.

As of June 30, 2017, total backlog was $14.1 billion, compared to $12.0 billion as of June 30, 2016, an increase of 17 percent. Net cash provided by operating activities was $4.0 million as compared $11.6 million in the prior year period. Free cash flow[1] for the first quarter was $(7.5) million, compared with $5.5 million in the prior year period.

[1] Revenue, Excluding Billable Expenses, Adjusted Operating Income, Adjusted Net Income, Adjusted EBITDA, Adjusted Diluted EPS, and Free Cash Flow are non-GAAP financial measures. See "Non-GAAP Financial Information" below for additional detail.

Financial Outlook

For our full fiscal year 2018 we are updating our Diluted and Adjusted Diluted EPS guidance. The change solely reflects the impact of a $6.9 million excess tax benefit attributable to the adoption of ASU 2016-09, the new accounting standard related to share-based compensation. We are reaffirming our Revenue guidance.

- **Revenue:** Growth in the 4 to 7 Percent Range
- **Diluted EPS:** $1.80 - $1.90
- **Adjusted Diluted EPS:** $1.83 - $1.93

These EPS estimates are based on fiscal 2018 estimated average diluted shares outstanding of approximately 149.5 million shares, and assumes an effective tax rate in the range of 37 percent to 38 percent.

Conference Call Information

Booz Allen will host a conference call at 8:00 a.m. EDT on Monday, August 7, 2017, to discuss the financial results for its first quarter fiscal 2018 (ended June 30, 2017). Analysts and institutional investors may participate on the call by dialing (877) 375-9141 International: (253) 237-1151. The conference call will be webcast simultaneously to the public through a link on the investor relations section of the Booz Allen Hamilton web site at investors.boozallen.com. A replay of the conference call will be available online at investors.boozallen.com beginning at 11:00 a.m. EDT on August 7, 2017, and continuing for 30 days.

About Booz Allen Hamilton

Booz Allen Hamilton (NYSE: BAH) has been at the forefront of strategy and technology for more than one hundred years. Today, the firm provides management and technology consulting and engineering services to leading *Fortune* 500 corporations, governments, and not-for-profits across the globe. Booz Allen partners with public and private sector clients to solve their most difficult challenges through a combination of consulting, analytics, mission operations, technology, systems delivery, cybersecurity, engineering, and innovation expertise.

With international headquarters in McLean, Virginia, the firm employs approximately 23,400 people globally, and had revenue of $5.80 billion for the 12 months ended March 31, 2017. To learn more, visit www.boozallen.com.

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Non-GAAP Financial Information

"Revenue, Excluding Billable Expenses" represents revenue less billable expenses. Booz Allen uses 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 its consulting staff headcount and its overall direct labor, which management believes provides useful information to its investors about its core operations.

"Adjusted Operating Income" represents Operating Income before adjustments related to the amortization of intangible assets resulting from the acquisition of our Company by The Carlyle Group. 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. "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, and (ii) amortization or write-off of debt issuance costs and write-off of original issue discount, in each case 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 of calculating EPS as required in accordance with GAAP.

"Free Cash Flow" represents the net cash generated from operating activities less the impact of purchases of property and equipment.

Booz Allen utilizes and discusses in this release Revenue, Excluding Billable Expenses, Adjusted Operating Income, Adjusted EBITDA, Adjusted EBITDA Margin, Adjusted Net Income, and Adjusted Diluted EPS because management uses these measures for business planning purposes, including managing its business against internal projected results of operations and measuring its performance. Management views Adjusted Operating Income, Adjusted EBITDA, Adjusted EBITDA Margin, Adjusted Net Income, and Adjusted Diluted EPS as measures of the core operating business, which exclude the impact of the items detailed in the supplemental exhibits, as these items are generally not operational in nature. These supplemental performance measures also provide another basis for comparing period to period results by excluding potential differences caused by non-operational and unusual or non-recurring items. Management also utilizes 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 its consulting staff headcount and its overall direct labor, which management believes provides useful information to its investors about its core operations. Booz Allen also utilizes and discusses Free Cash Flow in this release because management uses this measure for business planning purposes, measuring the cash generating ability of the operating business and measuring liquidity generally. Booz Allen presents these supplemental 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 measurements may vary from and may not be comparable to similarly titled measures by other companies in Booz Allen's industry. Revenue, Excluding Billable Expenses, Adjusted Operating Income, Adjusted EBITDA, Adjusted EBITDA Margin, Adjusted Net Income, Adjusted Diluted EPS, and Free Cash Flow 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 a 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. Exhibit 4 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.

With respect to our expectations under "Financial Outlook" above, a 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.

Forward Looking Statements

Certain statements contained in this press release 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, and 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.

These risks and other factors include: cost cutting and efficiency initiatives, budget reductions, Congressionally mandated automatic spending cuts, and other efforts to reduce U.S. government spending, including automatic sequestration required by the Budget Control Act of 2011 (as amended by the American Taxpayer Relief Act of 2012, the Bipartisan Budget Act of 2013 and the Bipartisan Budget Act of 2015), which have reduced and delayed contract awards and funding for orders for services especially in the current political environment or otherwise negatively affect our ability to generate revenue under contract awards, including as a result of reduced staffing and hours of operation at U.S. government clients; delayed funding of our contracts due to uncertainty relating to and a possible failure of Congressional efforts to approve funding of the U.S. government and to craft a long-term agreement on the U.S. government's ability to incur indebtedness in excess of its current limits, or changes in the pattern or timing of government funding and spending (including those resulting from or related to cuts associated with sequestration or other budgetary cuts made in lieu of sequestration); current and continued uncertainty around the timing, extent, nature, and effect of ongoing Congressional and other U.S. government action to address budgetary constraints, including, but not limited to, uncertainty around the outcome of Congressional efforts to craft a long-term agreement on the U.S. government's ability to incur indebtedness in excess of its current limits, and the U.S. deficit; any issue that compromises our relationships with the U.S. government or damages our professional reputation, including negative publicity concerning government contractors in general or us in particular; changes in U.S. government spending, including a continuation of efforts by the U.S. government to decrease spending for management support service contracts, and mission priorities that shift expenditures away from agencies or programs that we support; U.S. government shutdowns due to, among other reasons, a failure by elected officials to fund the government; the size of our addressable markets and the amount of U.S. government spending on private contractors; failure to comply with numerous laws and regulations; our ability to compete effectively in the competitive bidding process and delays or losses of contract awards caused by competitors' protests of major contract awards received by us; the loss of General Services Administration Multiple Award schedule contracts, or GSA schedules, or our position as prime contractor on government-wide acquisition contract vehicles, or GWACs; changes in the mix of our contracts and our ability to accurately estimate or otherwise recover expenses, time, and resources for our contracts; continued efforts to change how the U.S. government reimburses compensation related and other expenses or otherwise limit such reimbursements, including recent rules that expand the scope of existing reimbursement limitations, such as a reduction in allowable annual employee compensation to certain contractors as a result of the Bipartisan Budget Act of 2013, and an increased risk of compensation being deemed unallowable or payments being withheld as a result of U.S. government audit, review, or investigation; our ability to generate revenue under certain of our contracts; our ability to realize the full value of and replenish our backlog and the timing of our receipt of revenue under contracts included in backlog; changes in estimates used in recognizing revenue; an inability to attract, train, or retain employees with the requisite skills, experience, and security clearances; an inability to hire, assimilate, and deploy enough employees to serve our clients under existing contracts; an inability to timely and effectively utilize our employees or manage our cost structure; failure by us or our employees to obtain and maintain necessary security clearances; the loss of members of senior management or failure to develop new leaders; misconduct or other improper activities from our employees or subcontractors, including the improper use or release of our clients' sensitive or classified information; increased insourcing by various U.S. government agencies due to changes in the definition of "inherently governmental" work, including proposals to limit contractor access to sensitive or classified information and work assignments; increased competition from other companies in our industry; failure to maintain strong relationships with other contractors or the failure of contractors with which we have entered into a sub- or prime-contractor relationship to meet their obligations to us or our clients; inherent uncertainties and potential adverse developments in legal or regulatory proceedings, including litigation, audits, reviews, and investigations, which may result in materially adverse judgments, settlements, withheld payments, penalties, or other unfavorable outcomes including debarment, as well as disputes over the availability of insurance or indemnification; internal system or service failures and security breaches, including, but not limited to, those resulting from external cyber attacks on our network and internal systems; risks related to changes to our operating structure, capabilities, or strategy intended to address client needs, grow our business or respond to market developments; risks associated with new relationships, clients, capabilities, and service offerings in our U.S. and international businesses; failure to comply with special U.S. government laws and regulations relating to our international operations; risks related to our indebtedness and credit facilities which contain financial and operating covenants; the adoption by the U.S. government of new laws, rules, and regulations, such as those relating to organizational conflicts of interest issues or limits; risks related to completed and future acquisitions, including our ability to realize the expected benefits from such acquisitions; an inability to utilize existing or future tax benefits, including those related to our stock-based compensation expense, for any reason, including a change in law; and variable purchasing patterns under U.S. government GSA schedules, blanket purchase agreements and indefinite delivery, indefinite quantity contracts, or IDIQ, contracts. Additional information concerning these and other factors can be found in our filings with the Securities and Exchange Commission (SEC), including our Annual Report on Form 10-K, filed with the SEC on May 22, 2017.

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.

Exhibit 1
Booz Allen Hamilton Holding Corporation
Condensed Consolidated Statements of Operations

(Amounts in thousands, except per share data)	Three Months Ended June 30, 2017	Three Months Ended June 30, 2016
	(Unaudited)	
Revenue	$1,493,570	$1,422,722
Operating costs and expenses:		
Cost of revenue	698,538	656,954
Billable expenses	451,664	432,265
General and administrative expenses	188,455	189,701
Depreciation and amortization	15,449	14,501
Total operating costs and expenses	1,354,106	1,293,421
Operating income	139,464	129,301
Interest expense	(18,747)	(17,828)
Other income (expense), net	761	1,891
Income before income taxes	121,478	113,364
Income tax expense	41,938	45,547
Net income	$ 79,540	$ 67,817
Earnings per common share:		
Basic	$ 0.53	$ 0.46
Diluted	$ 0.53	$ 0.45
Dividends declared per share	$ 0.17	$ 0.15

Exhibit 2
Booz Allen Hamilton Holding Corporation
Condensed Consolidated Balance Sheets

(Amounts in thousands, except share and per share data)	June 30, 2017	March 31, 2017
	(Unaudited)	
Assets		
Current assets:		
Cash and cash equivalents	$ 337,487	$ 217,417
Accounts receivable, net of allowance	1,073,968	991,810
Prepaid expenses and other current assets	95,521	85,253
Total current assets	1,506,976	1,294,480
Property and equipment, net of accumulated depreciation	138,912	139,167
Intangible assets, net of accumulated amortization	267,893	271,880
Goodwill	1,571,186	1,571,190
Other long-term assets	90,558	96,388
Total assets	$ 3,575,525	$3,373,105
Liabilities and stockholders' equity		
Current liabilities:		
Current portion of long-term debt	$ 63,150	$ 193,150
Accounts payable and other accrued expenses	508,430	504,117
Accrued compensation and benefits	227,036	263,816
Other current liabilities	146,651	140,318
Total current liabilities	945,267	1,101,401

Long-term debt, net of current portion	1,798,655	1,470,174
Other long-term liabilities	232,576	227,939
Total liabilities	2,976,498	2,799,514
Stockholders' equity:		
Common stock, Class A — $0.01 par value — authorized, 600,000,000 shares; issued, 156,800,716 shares at June 30, 2017 and 155,901,485 shares at March 31, 2017; outstanding, 148,676,105 shares at June 30, 2017 and 148,887,708 shares at March 31, 2017	1,568	1,559
Treasury stock, at cost — 8,124,611 shares at June 30, 2017 and 7,013,777 shares at March 31, 2017	(230,421)	(191,900
Additional paid-in capital	312,874	302,907
Retained earnings	532,230	478,102
Accumulated other comprehensive loss	(17,224)	(17,077
Total stockholders' equity	599,027	573,591
Total liabilities and stockholders' equity	$ 3,575,525	$3,373,105

Exhibit 3
Booz Allen Hamilton Holding Corporation
Condensed Consolidated Statements of Cash Flows

	Three Months Ended June 30,	
(Amounts in thousands)	**2017**	**2016**
	(Unaudited)	
Cash flows from operating activities		
Net income	$ 79,540	$ 67,817
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation and amortization	15,449	14,501
Stock-based compensation expense	5,249	5,889
Excess tax benefits from stock-based compensation	(6,864)	(3,546)
Amortization of debt issuance costs	1,289	2,083
Losses on dispositions	174	3
Changes in assets and liabilities:		
Accounts receivable	(82,158)	(60,508)
Prepaid expenses and other current assets	(3,249)	36,206
Other long-term assets	5,504	(15,980)
Accrued compensation and benefits	(36,203)	(34,533)
Accounts payable and other accrued expenses	1,832	(20,776)
Accrued interest	4,698	1,658
Other current liabilities	14,487	13,195
Other long-term liabilities	4,247	5,638
Net cash provided by operating activities	3,995	11,647
Cash flows from investing activities		
Purchases of property and equipment	(11,536)	(6,171)
Payments for business acquisitions, net of cash acquired	(204)	(851)
Net cash used in investing activities	(11,740)	(7,022)
Cash flows from financing activities		
Proceeds from issuance of common stock	1,779	1,571
Stock option exercises	3,263	2,338
Excess tax benefits from stock-based compensation	—	3,546
Repurchases of common stock	(48,428)	(4,566)
Cash dividends paid	(25,412)	(22,349)
Dividend equivalents paid to option holders	(890)	(2,157)
Repayment of debt	(175,788)	(175,563)
Proceeds from debt issuance	373,291	185,000
Net cash provided by (used in) financing activities	127,815	(12,180)
Net increase (decrease) in cash and cash equivalents	120,070	(7,555)

Cash and cash equivalents — beginning of period	217,417	187,529
Cash and cash equivalents — end of period	$337,487	$179,974
Supplemental disclosures of cash flow information		
Cash paid during the period for:		
Interest	$ 12,652	$ 14,051
Income taxes	$ 17,016	$ 1,490

Exhibit 4
Booz Allen Hamilton Holding Corporation
Non-GAAP Financial Information

	Three Months Ended June 30,	
(In thousands, except share and per share data)	**2017**	**2016**
	(Unaudited)	
Revenue, Excluding Billable Expenses		
Revenue	$ 1,493,570	$ 1,422,722
Billable expenses	451,664	432,265
Revenue, Excluding Billable Expenses	$ 1,041,906	$ 990,457
Adjusted Operating Income		
Operating Income	$ 139,464	$ 129,301
Amortization of intangible assets (a)	—	1,126
Adjusted Operating Income	$ 139,464	$ 130,427
EBITDA, Adjusted EBITDA & Adjusted EBITDA Margin		
Net income	$ 79,540	$ 67,817
Income tax expense	41,938	45,547
Interest and other, net (b)	17,986	15,937
Depreciation and amortization	15,449	14,501
EBITDA & Adjusted EBITDA	$ 154,913	$ 143,802
Revenue	$ 1,493,570	$ 1,422,722
Adjusted EBITDA Margin	10.4%	10.1%
Adjusted Net Income		
Net income	$ 79,540	$ 67,817
Amortization of intangible assets (a)	—	1,126
Amortization or write-off of debt issuance costs and write-off of original issue discount	658	1,289
Adjustments for tax effect (c)	(263)	(966)
Adjusted Net Income	$ 79,935	$ 69,266
Adjusted Diluted Earnings Per Share		
Weighted-average number of diluted shares outstanding	149,868,273	149,634,592
Adjusted Net Income Per Diluted Share (d)	$ 0.53	$ 0.46
Free Cash Flow		
Net cash provided by operating activities	$ 3,995	$ 11,647
Less: Purchases of property and equipment	(11,536)	(6,171)
Free Cash Flow	$ (7,541)	$ 5,476

(a) Reflects amortization of intangible assets resulting from the acquisition of our Company by The Carlyle Group for the three months ended June 30, 2016.

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

(c) Reflects tax effect of adjustments at an assumed effective tax rate of 40%.

(d) Excludes an adjustment of approximately $0.6 million of net earnings for both the three months ended June 30, 2017 and 2016, respectively, associated with the application of the two-class method for computing diluted earnings per share.

Exhibit 5
Booz Allen Hamilton Holding Corporation
Operating Data

(Amounts in millions)	As of June 30, 2017	As of June 30, 2016
Backlog		
Funded	$ 2,517	$ 2,639
Unfunded	3,243	2,873
Priced Options	8,309	6,504
Total Backlog	$14,069	$12,016

	Three Months Ended June 30, 2017	Three Months Ended June 30, 2016
Book-to-Bill *	1.32	1.14

**Book-to-bill is 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.*

	As of June 30, 2017	As of June 30, 2016
Headcount		
Total Headcount	23,454	22,524
Consulting Staff Headcount	21,081	20,249

	Three Months Ended June 30, 2017	Three Months Ended June 30, 2016
Percentage of Total Revenue by Contract Type		
Cost-Reimbursable (1)	50%	49%
Time-and-Materials	26%	27%
Fixed-Price (2)	24%	24%

(1) Includes both cost-plus-fixed-fee and cost-plus-award fee contracts.
(2) Includes fixed-price level of effort contracts.

	Three Months Ended June 30, 2017	Three Months Ended June 30, 2016
Days Sales Outstanding **	69	65

***Calculated as total accounts receivable divided by revenue per day during the relevant fiscal quarter.*

Booz Allen Hamilton
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