

# BOOZ ALLEN HAMILTON ANNOUNCES SECOND QUARTER FISCAL 2021 RESULTS

- + **Company Delivers Excellent Second Quarter and First Half Performance With Continued Top and Bottom Line Growth**
- + **Narrows Full Year Top Line Guidance; Raises Guidance at the Bottom Line and on Adjusted EBITDA Margin on Revenue<sup>1</sup> and Cash From Operating Activities**
- + **Quarterly Revenue Increase of 11.0 percent over the Prior Year Period to \$2.0 billion, and Revenue, Excluding Billable Expenses<sup>1</sup> Growth of 10.6 percent**
- + **Quarterly Diluted Earnings Per Share of \$0.98 and Adjusted Diluted Earnings Per Share<sup>1</sup> of \$1.03**
- + **7.3 percent Increase in Total Backlog to \$24.6 billion, a Record Since IPO; Book-to-Bill of 1.77x**
- + **Quarterly Dividend of \$0.31 per Share**

"Our outstanding performance in the face of unprecedented challenges this year shows the strength and resilience of this firm as we approach the 10-year anniversary of our IPO. We have the right strategy, operational flexibility, culture, and talent to consistently deliver value to clients and investors. My hat's off to the people of Booz Allen. They continue to reach higher and higher, setting new standards for success."

— HORACIO ROZANSKI  
President and Chief Executive Officer

McLean, Virginia; October 30, 2020 - 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 second quarter of fiscal 2021.

The Company delivered an excellent second quarter and first half, continuing its momentum during the COVID-19 pandemic with solid growth in Revenue and Revenue, Excluding Billable Expenses<sup>1</sup>, strong margin performance, improved earnings and backlog growth. Additionally, a high level of staff productivity drove strong client delivery, and solid headcount growth continued through virtual recruiting.

The Company reported quarterly revenue growth of 11.0 percent and a 10.6 percent quarterly increase in Revenue, Excluding Billable Expenses<sup>1</sup>. Net Income increased by 19.0 percent to \$136.1 million and Adjusted Net Income<sup>1</sup> increased by 25.0 percent to \$143.5 million. Strong top-line growth contributed to a 19.2 percent quarterly increase in Adjusted EBITDA<sup>1</sup> to \$228.4 million. Quarterly Adjusted EBITDA Margin on Revenue<sup>1</sup> was 11.3 percent. Diluted Earnings per Share was \$0.98, up \$0.18 or 22.5 percent, while Adjusted Diluted EPS<sup>1</sup> was \$1.03, up \$0.22 or 27.2 percent.

Total backlog increased by 7.3 percent over the prior year period to \$24.6 billion, a record since the Company's IPO, and the quarterly book-to-bill ratio was 1.77x. As of September 30, 2020, total headcount increased by 257 positions since the end of the prior quarter and was 654 higher than at the end of the prior year period, an increase of 2.4 percent.

## FINANCIAL SUMMARY

*Second Quarter ended September 30, 2020* - A summary of Booz Allen's results for the second quarter of fiscal 2021 is below. All comparisons are to the prior year period. A description of key drivers can be found in the Company's Earnings Call Presentation for the second quarter posted on [investors.boozallen.com](http://investors.boozallen.com).

## SECOND QUARTER FY21

(changes are compared to prior year period)

### REVENUE:

\$2.02B +11.0 %

### EX. BILLABLE EXPENSES<sup>1</sup>:

\$1.42B +10.6 %

### OPERATING INCOME:

\$207.2M +20.5 %

### ADJ. OPERATING INCOME<sup>1</sup>:

\$207.4M +20.5 %

### NET INCOME:

\$136.1M +19.0 %

### ADJUSTED NET INCOME<sup>1</sup>:

\$143.5M +25.0 %

### EBITDA:

\$228.2M +19.1 %

### ADJUSTED EBITDA<sup>1</sup>:

\$228.4M +19.2 %

### DILUTED EPS:

\$0.98 up from \$0.80

### ADJUSTED DILUTED EPS<sup>1</sup>:

\$1.03 up from \$0.81

Net cash provided by operating activities for the second quarter fiscal 2021 was \$425.6 million as compared to \$215.7 million in the prior year period, a record quarterly result since the Company's IPO, and \$566.0 million year-to-date as compared to \$266.7 million in the prior year period. Free cash flow<sup>1</sup> for the second quarter was \$407.6 million as compared to \$183.1 million in the prior year period, and \$527.9 million in the first half compared to \$206.7 million in the prior year period.

The Company declared a regular quarterly dividend of 31 cents per share, which is payable on December 2, 2020 to stockholders of record on November 16, 2020.

## FINANCIAL OUTLOOK

For fiscal 2021, the Company is updating guidance issued July 31, 2020:

+ **Revenue:** Growth in the 7 to 9 percent range

+ **Adjusted EBITDA Margin on Revenue**<sup>1</sup>: Low to Mid-10 Percent Range

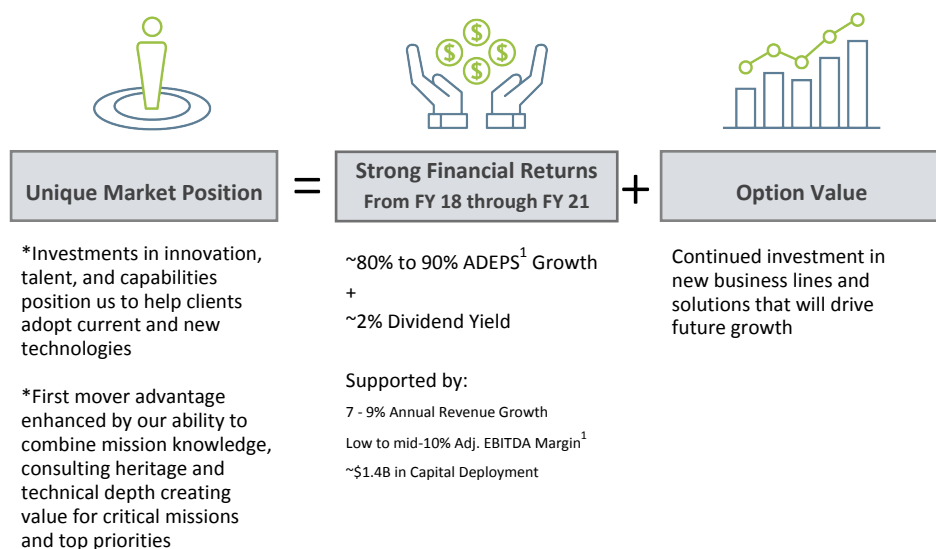
+ **Adjusted Diluted EPS**<sup>1</sup>: \$3.60 - \$3.75

+ **Cash from Operating Activities:** \$600 million - \$650 million

*This Adjusted Diluted EPS<sup>1</sup> estimate is based on fiscal 2021 estimated average diluted shares outstanding in the range of 136 million to 140 million shares, and assumes an effective tax rate in the range of 20 percent to 23 percent.*

## 3-YEAR INVESTMENT THESIS

The Company updated its goals for financial performance through Fiscal 2021 related to ADEPS<sup>1</sup> growth, Revenue growth and Adjusted EBITDA Margin<sup>1</sup>. For the three-year period from Fiscal Year 2018 through Fiscal Year 2021, the Investment Thesis is as follows:



## CONFERENCE CALL INFORMATION

Booz Allen Hamilton will host a conference call at 8 a.m. EDT on Friday, October 30, 2020, to discuss the financial results for its second quarter fiscal 2021 (ended September 30, 2020). Analysts and institutional investors may participate on the call by dialing (877) 375-9141; International: (253) 237-1151, using the passcode 3758657. 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](https://investors.boozallen.com). A replay of the conference call will be available online at [investors.boozallen.com](https://investors.boozallen.com) beginning at 11 a.m. EDT on October 30, 2020, and continuing for 30 days.

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

## ABOUT BOOZ ALLEN HAMILTON

For more than 100 years, military government and business leaders have turned to Booz Allen Hamilton to solve their most complex problems. As a consulting firm with experts in analytics, digital, engineering and cyber, we help organizations transform. We are a key partner on some of the most innovative programs for governments worldwide and trusted by its most sensitive agencies. We work shoulder to shoulder with clients, using a mission-first approach to choose the right strategy and technology to help them realize their vision.

With global headquarters in McLean, Virginia, our firm employs about 27,600 people globally, and had revenue of \$7.5 billion for the 12 months ended March 31, 2020. To learn more, visit [www.boozallen.com](http://www.boozallen.com). (NYSE: BAH)

## FIRST HALF FY21

(changes are compared to prior year period)

### REVENUE:

\$3.98B +9.1 %

### EX. BILLABLE EXPENSES<sup>1</sup>:

\$2.82B +10.5 %

### OPERATING INCOME:

\$399.1M +13.7 %

### ADJ. OPERATING INCOME<sup>1</sup>:

\$399.6M +13.8 %

### NET INCOME:

\$265.4M +14.5 %

### ADJUSTED NET INCOME<sup>1</sup>:

\$273.4M +17.6 %

### EBITDA:

\$440.9M +12.8 %

### ADJUSTED EBITDA<sup>1</sup>:

\$441.4M +13.0 %

### DILUTED EPS:

\$1.90 up from \$1.63

### ADJUSTED DILUTED EPS<sup>1</sup>:

\$1.97 up from \$1.65

## 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: transaction costs, fees, losses, and expenses, including fees associated with debt prepayments and supplemental employee benefits due to the COVID-19 outbreak. 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 and supplemental employee benefits due to the COVID-19 outbreak. “Adjusted EBITDA Margin on Revenue” is calculated as Adjusted EBITDA divided by revenue. “Adjusted EBITDA Margin on Revenue, Excluding Billable Expenses” is calculated as Adjusted EBITDA divided by Revenue, Excluding Billable Expenses. Booz Allen prepares Adjusted EBITDA, Adjusted EBITDA Margin on Revenue, and Adjusted EBITDA Margin on Revenue, Excluding Billable Expenses 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) supplemental employee benefits due to the COVID-19 outbreak, (ii) research and development tax credit, (iii) release of income tax reserves, (iv) loss on debt extinguishment and (v) amortization of debt issuance costs, 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 tax, 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 accounting principles generally accepted in the United States, or GAAP.

“Free Cash Flow” represents the net cash generated from operating activities less the impact of purchases of property, equipment and software.

Booz Allen utilizes and discusses in this release Revenue, Excluding Billable Expenses, Adjusted Operating Income, Adjusted EBITDA, Adjusted EBITDA Margin on Revenue, Adjusted EBITDA Margin on Revenue, Excluding Billable Expenses, 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 on Revenue, Adjusted EBITDA Margin on Revenue, Excluding Billable Expenses, 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 on Revenue, Adjusted EBITDA Margin on Revenue, Excluding Billable Expenses, 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 on Revenue, Adjusted EBITDA Margin on Revenue, Excluding Billable Expenses, Adjusted Net Income, and Adjusted Diluted Earnings per Share, and net cash provided by operating activities to Free Cash Flow, (ii) use Revenue, Excluding Billable Expenses, Adjusted Operating Income, Adjusted EBITDA, Adjusted EBITDA Margin on Revenue, Adjusted EBITDA Margin on Revenue, Excluding Billable Expenses, 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. Exhibit 4 includes a reconciliation of Revenue, Excluding Billable Expenses, Adjusted Operating Income, Adjusted EBITDA, Adjusted EBITDA Margin on Revenue, Adjusted EBITDA Margin on Revenue, Excluding Billable Expenses, 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 2021. 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.

In addition, management may discuss its expectation for EBITDA margin for fiscal 2021 from time to time. A reconciliation of EBITDA margin guidance to the closest corresponding GAAP measure is not available without unreasonable efforts on a forward-looking basis due to our inability to predict specific quantifications of the amounts that would be required to reconcile such

measures. Consequently, any attempt to disclose such reconciliation would imply a degree of precision that could be confusing or misleading to investors.

## 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:

- 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 or as a result of the U.S. presidential election;
- efforts by Congress and other U.S. government bodies to reduce U.S. government spending and address budgetary constraints, and the U.S. deficit, as well as associated uncertainty around the timing, extent, nature, and effect of such efforts;
- delayed funding of our contracts due to uncertainty relating to funding of the U.S. government and a possible failure of Congressional efforts to approve such funding 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;
- U.S. government shutdowns as a result of the failure by elected officials to fund the government;



- failure to comply with numerous laws and regulations, including, but not limited to, the Federal Acquisition Regulation (“FAR”), the False Claims Act, the Defense Federal Acquisition Regulation Supplement and FAR Cost Accounting Standards and Cost Principles;
- the effects of the COVID-19 outbreak, and other pandemics or widespread health epidemics, including disruptions to our workforce and the impact on government spending and demand for our solutions;
- 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;
- variable purchasing patterns under U.S. government GSA schedules, blanket purchase agreements and indefinite deliver, indefinite quantity, or IDIQ contracts;
- 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;
- changes in estimates used in recognizing revenue;
- our ability to realize the full value of and replenish our backlog and generate revenue under certain of our contracts and the timing of our receipt of revenue under contracts included in backlog;
- internal system or service failures and security breaches, including, but not limited to, those resulting from external or internal cyber attacks on our network and internal systems;
- risks related to the potential implementation and operation of new financial management systems;
- an inability to attract, train, or retain employees with the requisite skills and experience;
- an inability to timely hire, assimilate and effectively utilize our employees, ensure that employees obtain and maintain necessary security clearances and/or effectively manage our cost structure;
- 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 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;
- failure to comply with special U.S. government laws and regulations relating to our international operations;
- risks associated with increased competition, new relationships, clients, capabilities, and service offerings in our U.S. and international businesses;
- risks related to changes to our operating structure, capabilities, or strategy intended to address client need, grow our business or respond to market developments;
- 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;
- the incurrence of additional tax liabilities, including as a result of changes in tax laws or management judgments involving complex tax matters;
- risks inherent in the government contracting environment;
- continued efforts to change how the U.S. government reimburses compensation related costs and other expenses or otherwise limit such reimbursements and an increased risk of compensation being deemed unreasonable and unallowable or payments being withheld as a result of U.S. government audit, review, or investigation;
- 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;
- the size of our addressable markets and the amount of U.S. government spending on private contractors;
- risks related to our indebtedness and credit facilities which contain financial and operating covenants; and
- the impact of changes in accounting rules and regulations, or interpretations thereof, that may affect the way we recognize and report our financial results, including changes in accounting rules governing recognition of revenue.

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 26, 2020. 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

	Three Months Ended September 30,		Six Months Ended September 30,	
	2020	2019	2020	2019
	(Unaudited)		(Unaudited)	
(Amounts in thousands, except per share data)				
<b>Revenue</b>	\$ 2,019,185	\$ 1,819,577	\$ 3,975,638	\$ 3,644,753
<b>Operating costs and expenses:</b>				
Cost of revenue	942,597	843,942	1,891,499	1,684,596
Billable expenses	603,652	539,846	1,152,729	1,091,021
General and administrative expenses	244,700	244,122	490,555	478,402
Depreciation and amortization	21,015	19,632	41,747	39,653
Total operating costs and expenses	1,811,964	1,647,542	3,576,530	3,293,672
<b>Operating income</b>	207,221	172,035	399,108	351,081
Interest expense	(19,787)	(25,863)	(40,022)	(51,050)
Other (expense) income, net	(12,034)	2,005	(12,870)	3,976
<b>Income before income taxes</b>	175,400	148,177	346,216	304,007
Income tax expense	39,319	33,852	80,806	72,296
<b>Net income</b>	\$ 136,081	\$ 114,325	\$ 265,410	\$ 231,711
<b>Earnings per common share:</b>				
Basic	\$ 0.98	\$ 0.81	\$ 1.91	\$ 1.64
Diluted	\$ 0.98	\$ 0.80	\$ 1.90	\$ 1.63

## Exhibit 2

### Booz Allen Hamilton Holding Corporation Condensed Consolidated Balance Sheets

(Amounts in thousands, except share and per share data)	September 30, 2020 (Unaudited)	March 31, 2020
<b>Assets</b>		
Current assets:		
Cash and cash equivalents	\$ 1,275,190	\$ 741,901
Accounts receivable, net of allowance	1,467,581	1,459,471
Prepaid expenses and other current assets	68,272	126,816
Total current assets	<u>2,811,043</u>	<u>2,328,188</u>
Property and equipment, net of accumulated depreciation	201,784	208,077
Operating lease right-of-use assets	241,523	240,122
Intangible assets, net of accumulated amortization	303,769	300,987
Goodwill	1,581,160	1,581,160
Other long-term assets	145,619	135,432
Total assets	<u>5,284,898</u>	<u>4,793,966</u>
<b>Liabilities and stockholders' equity</b>		
Current liabilities:		
Current portion of long-term debt	\$ 77,865	\$ 177,865
Accounts payable and other accrued expenses	852,885	698,011
Accrued compensation and benefits	360,547	348,775
Operating lease liabilities	52,988	49,021
Other current liabilities	57,306	54,006
Total current liabilities	<u>1,401,591</u>	<u>1,327,678</u>
Long-term debt, net of current portion	2,315,739	2,007,979
Operating lease liabilities, net of current portion	266,236	270,266
Other long-term liabilities	329,375	331,687
Total liabilities	<u>4,312,941</u>	<u>3,937,610</u>
Stockholders' equity:		
Common stock, Class A — \$0.01 par value — authorized, 600,000,000 shares; issued, 162,079,334 shares at September 30, 2020 and 161,333,973 shares at March 31, 2020; outstanding, 138,024,601 shares at September 30, 2020 and 138,719,921 shares at March 31, 2020	1,621	1,613
Treasury stock, at cost — 24,054,733 at September 30, 2020 and 22,614,052 shares at March 31, 2020	(1,003,650)	(898,095)
Additional paid-in capital	509,512	468,027
Retained earnings	1,508,206	1,330,812
Accumulated other comprehensive loss	(43,732)	(46,001)
Total stockholders' equity	<u>971,957</u>	<u>856,356</u>
Total liabilities and stockholders' equity	<u>\$ 5,284,898</u>	<u>\$ 4,793,966</u>

## Exhibit 3

### Booz Allen Hamilton Holding Corporation Condensed Consolidated Statements of Cash Flows

(Amounts in thousands)	Six Months Ended September 30,	
	2020	2019
	(Unaudited)	
<b>Cash flows from operating activities</b>		
Net income	\$ 265,410	\$ 231,711
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation and amortization	41,747	39,653
Noncash lease expense	26,891	27,711
Stock-based compensation expense	25,632	15,808
Amortization of debt issuance costs	2,176	2,459
Loss on debt extinguishment	13,239	—
Losses on dispositions	25	581
Changes in assets and liabilities:		
Accounts receivable, net of allowance	(8,606)	9,253
Deferred income taxes and income taxes receivable / payable	51,846	(30,322)
Prepaid expenses and other current assets	(10,279)	(16,696)
Other long-term assets	(3,664)	(95)
Accrued compensation and benefits	22,788	(28,805)
Accounts payable and other accrued expenses	154,140	34,623
Other current liabilities	2,669	2,311
Operating lease liabilities	(28,355)	(24,529)
Other long-term liabilities	10,365	3,016
Net cash provided by operating activities	566,024	266,679
<b>Cash flows from investing activities</b>		
Purchases of property, equipment, and software	(38,084)	(59,978)
Net cash used in investing activities	(38,084)	(59,978)
<b>Cash flows from financing activities</b>		
Proceeds from issuance of common stock	9,092	7,049
Stock option exercises	6,492	3,687
Repurchases of common stock	(116,291)	(14,658)
Cash dividends paid	(86,836)	(64,848)
Debt extinguishment costs	(8,971)	—
Repayment of debt	(488,933)	(38,962)
Proceeds from debt issuance	691,496	400,000
Other financing activities	(700)	(1,413)
Net cash provided by financing activities	5,349	290,855
Net increase in cash and cash equivalents	533,289	497,556
Cash and cash equivalents — beginning of period	741,901	283,990
Cash and cash equivalents — end of period	\$ 1,275,190	\$ 781,546
<b>Supplemental disclosures of cash flow information</b>		
Net cash paid during the period for:		
Interest	\$ 32,282	\$ 44,965
Income taxes	\$ 24,451	\$ 102,151
<b>Supplemental disclosures of non-cash investing and financing activities</b>		
Noncash financing activities	\$ 178	\$ 2,110



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

(In thousands, except share and per share data)

	Three Months Ended September 30,		Six Months Ended September 30,	
	2020	2019	2020	2019
	(Unaudited)		(Unaudited)	
<b>Revenue, Excluding Billable Expenses</b>				
Revenue	\$ 2,019,185	\$ 1,819,577	\$ 3,975,638	\$ 3,644,753
Billable expenses	603,652	539,846	1,152,729	1,091,021
Revenue, Excluding Billable Expenses	\$ 1,415,533	\$ 1,279,731	\$ 2,822,909	\$ 2,553,732
<b>Adjusted Operating Income</b>				
Operating Income	\$ 207,221	\$ 172,035	\$ 399,108	\$ 351,081
COVID-19 supplemental employee benefits (a)	167	—	509	—
Adjusted Operating Income	\$ 207,388	\$ 172,035	\$ 399,617	\$ 351,081
<b>EBITDA, Adjusted EBITDA, Adjusted EBITDA Margin on Revenue &amp; Adjusted EBITDA Margin on Revenue, Excluding Billable Expenses</b>				
Net income	\$ 136,081	\$ 114,325	\$ 265,410	\$ 231,711
Income tax expense	39,319	33,852	80,806	72,296
Interest and other, net (b)	31,821	23,858	52,892	47,074
Depreciation and amortization	21,015	19,632	41,747	39,653
EBITDA	\$ 228,236	\$ 191,667	\$ 440,855	\$ 390,734
COVID-19 supplemental employee benefits (a)	167	—	509	—
Adjusted EBITDA	\$ 228,403	\$ 191,667	\$ 441,364	\$ 390,734
Adjusted EBITDA Margin on Revenue	11.3 %	10.5 %	11.1 %	10.7 %
Adjusted EBITDA Margin on Revenue, Excluding Billable Expenses	16.1 %	15.0 %	15.6 %	15.3 %
<b>Adjusted Net Income</b>				
Net income	\$ 136,081	\$ 114,325	\$ 265,410	\$ 231,711
COVID-19 supplemental employee benefits (a)	167	—	509	—
Research and development tax credit (c)	(2,928)	—	(2,928)	—
Release of income tax reserves (d)	—	—	(29)	—
Loss on debt extinguishment (e)	13,239	—	13,239	—
Amortization of debt issuance costs	563	602	1,017	1,059
Adjustments for tax effect (f)	(3,640)	(156)	(3,839)	(275)
Adjusted Net Income	\$ 143,482	\$ 114,771	\$ 273,379	\$ 232,495
<b>Adjusted Diluted Earnings Per Share</b>				
Weighted-average number of diluted shares outstanding	138,747,640	141,362,136	139,004,382	141,252,917
Adjusted Net Income Per Diluted Share (g)	\$ 1.03	\$ 0.81	\$ 1.97	\$ 1.65
<b>Free Cash Flow</b>				
Net cash provided by operating activities	\$ 425,606	\$ 215,696	\$ 566,024	\$ 266,679
Less: Purchases of property, equipment and software	(18,026)	(32,642)	(38,084)	(59,978)
Free Cash Flow	\$ 407,580	\$ 183,054	\$ 527,940	\$ 206,701

- (a) Represents the supplemental contribution to employees' dependent care FSA accounts in response to the COVID-19 outbreak.
- (b) Reflects the combination of Interest expense and Other (expense) income, net from the condensed consolidated statement of operations.
- (c) Reflects tax credits, net of reserves for uncertain tax positions, recognized in fiscal 2021 related to an increase in research and development credits available for fiscal years 2016 to 2019.
- (d) Release of pre-acquisition income tax reserves assumed by the Company in connection with the Carlyle Acquisition.
- (e) Reflects the loss on debt extinguishment resulting from the redemption of Booz Allen Hamilton Inc.'s 5.125% senior notes due 2025, including \$9.0 million of the premium paid at redemption, and write-off of the unamortized debt issuance cost.
- (f) Reflects the tax effect of adjustments at an assumed effective tax rate of 26%, which approximates the blended federal and state tax rates, and consistently excludes the impact of other tax credits and incentive benefits realized.
- (g) Excludes adjustments of approximately \$0.8 million and \$1.5 million of net earnings for the three and six months ended September 30, 2020, respectively, and excludes adjustments of approximately \$0.6 million and \$1.2 million of net earnings for the three and six months ended September 30, 2019, 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 September 30,				
	2020		2019		
<b>Backlog</b>					
Funded	\$	4,482	\$	4,383	
Unfunded		6,159		5,365	
Priced Options		13,933		13,163	
Total Backlog	\$	24,574	\$	22,911	
		Three Months Ended September 30,		Six Months Ended September 30,	
		2020	2019	2020	2019
<b>Book-to-Bill *</b>		1.77	2.68	1.97	1.98

\* Book-to-bill is calculated as the change in total backlog during the relevant fiscal period plus the relevant fiscal period revenue, all divided by the relevant fiscal period revenue.

	As of September 30,				
	2020		2019		
<b>Headcount</b>					
Total Headcount		27,638		26,984	
Consulting Staff Headcount		24,772		24,124	
		Three Months Ended September 30,		Six Months Ended September 30,	
		2020	2019	2020	2019
<b>Percentage of Total Revenue by Contract Type</b>					
Cost-Reimbursable		56%	57%	56%	56%
Time-and-Materials		25%	23%	25%	23%
Fixed-Price		19%	20%	19%	21%