LEIDOS 4Q CY15 Earnings Conference Call February 18, 2016 leidos

Forward-Looking Statements

Certain statements in this release contain or are based on "forward-looking" information within the meaning of the Private Securities Litigation Reform Act of 1995. In some cases, you can identify forward-looking statements by words such as "expects," "intends," "plans," "anticipates," "believes," "estimates," "guidance" and similar words or phrases. Forward-looking statements in this release include, among others, estimates of future revenues, operating income, earnings, earnings per share, charges, backlog, outstanding shares and cash flows, as well as statements about future dividends, stock repurchases, and other uses of capital. These statements reflect our belief and assumptions as to future events that may not prove to be accurate.

Actual performance and results may differ materially from the guidance and other forward-looking statements made in this release depending on a variety of factors, including: changes to our reputation and relationships with government agencies, developments in the U.S. Government defense budget, including budget reductions, implementation of spending cuts (sequestration) or changes in budgetary priorities; delays in the U.S. Government budget process; delays in the U.S. Government contract procurement process or the award of contracts; delays or loss of contracts as a result of competitor protests; changes in U.S. Government procurement rules, regulations and practices; changes in interest rates and other market factors out of our control; our compliance with various U.S. Government and other government procurement rules and regulations; governmental reviews, audits and investigations of our Company; our ability to effectively compete for and win contracts with the U.S. Government and other customers; our ability to attract, train and retain skilled employees, including our management team, and to obtain security clearances for our employees; factors relating to the satisfaction of the conditions to the proposed transaction with Lockheed Martin, including regulatory approvals and the required approvals of our stockholders; our and Lockheed Martin's ability to meet expectations regarding the timing, completion and accounting and tax treatments of the transaction with Lockheed Martin; the possibility that we may be unable to achieve expected synergies and operating efficiencies in connection with the transaction with Lockheed Martin within the expected time-frames or at all; the integration of the Information Systems & Global Solutions business being acquired from Lockheed Martin being more difficult, time-consuming or costly than expected; the effect of any changes resulting from the proposed transaction in customer, supplier and other business relationships; general market perception of the proposed transaction with Lockheed Martin; exposure to lawsuits and contingencies associated with Lockheed Martin's Information Systems & Global Solutions business; the mix of our contracts and our ability to accurately estimate costs associated with our firm-fixed-price and other contracts; our ability to realize as revenues the full amount of our backlog; cybersecurity, data security or other security threats, systems failures or other disruptions of our business; resolution of legal and other disputes with our customers and others or legal or regulatory compliance issues; our ability to effectively acquire businesses and make investments; our ability to maintain relationships with prime contractors, subcontractors and joint venture partners; our ability to manage performance and other risks related to customer contracts, including complex engineering or design build projects; the failure of our inspection or detection systems to detect threats; the adequacy of our insurance programs designed to protect us from significant product or other liability claims; our ability to manage risks associated with our international business; our ability to declare future dividends based on our earnings, financial condition, capital requirements and other factors, including compliance with applicable laws and contractual agreements; and our ability to execute our business plan and long-term management initiatives effectively and to overcome these and other known and unknown risks that we face. These are only some of the factors that may affect the forward-looking statements contained in this release. For further information concerning risks and uncertainties associated with our business, please refer to the filings we make from time to time with the U.S. Securities and Exchange Commission, including the "Risk Factors," "Management's Discussion and Analysis of Financial Condition and Results of Operations" and "Legal Proceedings" sections of our latest annual report on Form 10-K and quarterly reports on Form 10-Q, all of which may be viewed or obtained through the Investor Relations section of our web site at www.leidos.com.

All information in this presentation is as of February 18, 2016. The Company expressly disclaims any duty to update the guidance or any other forward-looking statement provided in this presentation to reflect subsequent events, actual results or changes in the Company's expectations. The Company also disclaims any duty to comment upon or correct information that may be contained in reports published by investment analysts or others.

leidos

Non-GAAP Reconciliations

This presentation includes certain non-GAAP financial measures, such as non-GAAP operating income, non-GAAP income from continuing operations, non-GAAP earnings per share and non-GAAP operating income margin. These non-GAAP financial measures are not meant to be considered in isolation or as a substitute for results prepared in accordance with generally accepted accounting principles in the United States (GAAP). A reconciliation of non-GAAP financial measures to the most directly comparable financial measures calculated and presented in accordance with GAAP is included in this presentation and can be found on our website at www.Leidos.com. Leidos management believes that these non-GAAP financial measures provide useful information to investors regarding the Company's financial condition and results of operations as they provide another measure of the Company's profitability, and are considered important measures by financial analysts covering Leidos and its peers.

Note: See slides 17 and 18 for non-GAAP reconciliations.

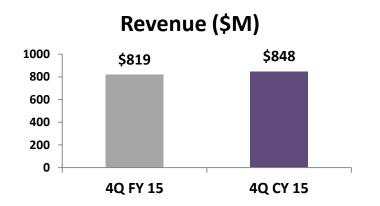


Executive Summary

- Q4 CY15 Highlights
 - Revenue of \$1.3B, +10% yoy
 - Non-GAAP Operating Income margins of 8.2%, +144bps yoy
 - Non-GAAP EPS of \$0.78, +13% yoy
 - Cash Flow from Operations: \$32M
- CY15 Highlights
 - Revenue of \$5.1B, +0.5% yoy
 - Non-GAAP Operating Income margins of 7.4%, +38bps yoy
 - Non-GAAP EPS of \$2.89, +13% yoy
 - Cash Flow from Operations: \$410M
- Ongoing internal priorities include:
 - People
 - Capabilities
 - Cost Structure



National Security Solutions – Overview



Operating Income (\$M)



Revenue increased \$29M, or 4% yoy, driven by:

- Increase in revenues associated with the U.K. Ministry of Defense program, partially offset by
- Decline in revenues from Overseas Contingency Operations (OCO)
- Non-OCO Revenue increased 7.5%

Operating Income:

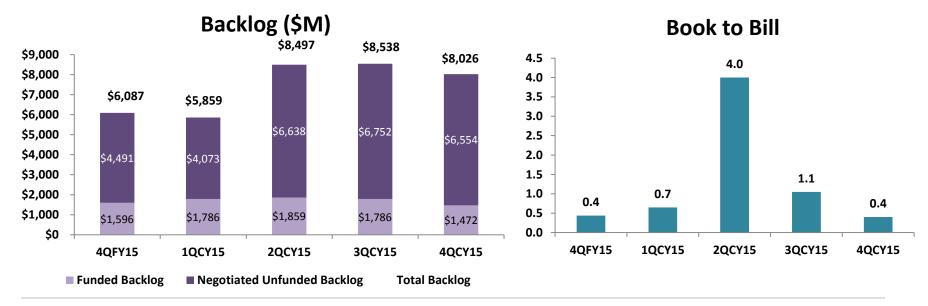
 Operating income increased \$6M, or 10% yoy due to improved program performance

Operating Margin:

 Operating income margin of 7.7% increased from the prior year by 50bps



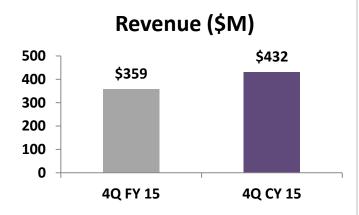
National Security Solutions – Awards & Backlog



- 0.4x book-to-bill for Q4 CY15
- Total bids outstanding of \$8.3B at end of Q4 CY15
- Recent notable wins
 - U.S. Army \$662M single award IDIQ
 - U.S. Special Operations Command \$750M multiple award IDIQ
 - Contracts with a value of \$127M, by U.S. national security and intelligence clients



Health and Engineering – Overview



Operating Income (\$M)



Revenue increased \$73M, or 20% yoy, due to:

- Growth in Federal Health business driven by ramp of DHMSM program
- Increase in engineering & security products revenues
- Partially offset by lower volumes in commercial health

Operating income increased \$63M yoy, primarily due to:

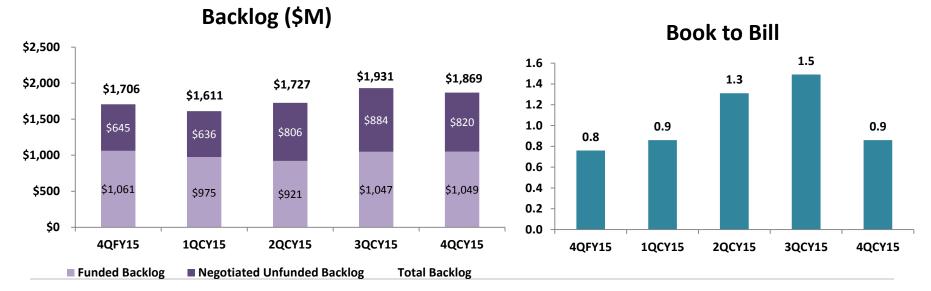
- Higher sales volumes from security products, and reduced indirect expenses
- Prior year period includes \$40 million non-cash asset impairment charge related to the sale of Plainfield

Operating margin:

 Operating margin of 10.6% grew significantly compared to -4.7% in the prior year period



Health and Engineering – Awards & Backlog



- 0.9x book-to-bill for Q4 CY15
- Total bids outstanding of \$2.6B at end of Q4 CY15
- Recent notable wins
 - National Institutes of Health \$17M Task Order



Leidos Calendar Year 2016 Guidance

Revenue	\$5.1B to \$5.3B
Non-GAAP Diluted EPS*	\$2.75 to \$2.95
Cash Flow from Continuing Operations	At or above \$275M



^{*} For a definition of Non-GAAP Diluted EPS please see slide 19.

Profit and Loss – GAAP

	4QCY15	40		Percentage Change
	•			share amounts)
Revenues	\$ 1,28	1 \$	1,169	10%
Cost of revenues	1,124	4	1,017	
Selling, general and administrative expenses	52	2	73	
Asset impairment charges	-		40	
Restructuring expenses	,	3	2	
Operating income	102	2	37	176%
Operating income margin	8.09	6	3.2%	
Interest expense, net	(12	2)	(17)	
Other income, net	83	3	4	
Income from continuing operations before income taxes	173	3	24	
Income tax (expense) benefit	(46	5)	2	
Income from continuing operations	12	7	26	
Diluted EPS from continuing operations	\$ 1.72	2	\$ 0.35	



Profit and Loss – Non-GAAP

	4Q	CY15	4Q	FY15	Percentage Change
		(in millions	s, exc	ept for pe	r share amounts)
Revenues	\$	1,281	\$	1,169	10%
Cost of revenues		1,124		1,017	
Selling, general and administrative expenses		52		73	
Non-GAAP operating income from continuing operations ¹		105		79	33%
Non-GAAP operating income margin		8.2%		6.8%	
Interest expense, net		(12)		(17)	
Other income, net		1		4	
Non-GAAP income from continuing operations before income					
taxes		94		66	
Income tax expense		(36)		(14)	
Non-GAAP income from continuing operations ²		58		52	
Non-GAAP diluted EPS from continuing operations	\$	0.78	\$	0.69	

¹ Non-GAAP operating income from continuing operations excludes asset impairment charges of \$40 million for 4Q FY15 and restructuring expenses of \$3 million and \$2 million for 4Q CY15 and 4Q FY15, respectively. See slides 17 and 18 for the reconciliation of non-GAAP operating income and EPS to GAAP operating income and EPS.

² Non-GAAP income from continuing operations excludes a gain on a real estate sale of \$82 million for 4Q CY15. See slides 18 and 19 for the reconciliation of non-GAAP EPS to GAAP EPS.

Appendices

Working Days per Quarter
GAAP Financial Information
Non-GAAP Financial Information
Calendar Year 2015 Reconciliation to Transition Period



Working Days per Quarter

	Q1	Q2	Q3	Q4	Year Total
CY15	63	63	64	61	251
FY15	64	63	64	60	251
(Decrease) / Increase	(1)	0	0	1	0

Note 1: In March 2015, Leidos announced a change in its fiscal year end from the Friday nearest the end of January to the Friday closest to the end of December. The first quarter results are for the three months ended April 3, 2015, which includes the last month of the previous fiscal year ended January 30, 2015. Calendar Year 2015 (CY15) refers to the period from January 3, 2015 – January 1, 2016.



Historical Financials — Segment Income Statement

	10	FY15	2Q	FY15	3Q	FY15	40	QFY15	F	FY15	1Q	CY15	2Q	CY15	3Q	CY15	4QCY15		CY15
										(in millio	ons)								
National Security Segme	ent																		
Revenues	\$	944	\$	925	\$	906	\$	819	\$	3,594	\$	862	\$	879	\$	878	\$ 848	\$	3,467
Operating income	\$	77	\$	78	\$	72	\$	59	\$	286	\$	62	\$	74	\$	78	\$ 65	\$	279
Health & Engineering Se	gme	nt																	
Revenues	\$	372	\$	381	\$	373	\$	359	\$	1,485	\$	385	\$	379	\$	418	\$ 432	\$	1,614
Operating income (loss)	\$	23	\$	(482)	\$	4	\$	(17)	\$	(472)	\$	(7)	\$	(7)	\$	13	\$ 46	\$	45
Corporate																			
Revenues	\$	(4)	\$	-	\$	(3)	\$	(9)	\$	(16)	\$	(1)	\$	(1)	\$	6	\$ 1	\$	5
Operating (loss) income	\$	(13)	\$	(6)	\$	(4)	\$	(5)	\$	(28)	\$	(17)	\$	(3)	\$	3	\$ (9) \$	(26)
Total Continuing Operat	ions																		
Revenues	\$	1,312	\$	1,306	\$	1,276	\$	1,169	\$	5,063	\$	1,246	\$	1,257	\$	1,302	\$ 1,281	\$	5,086
Operating income (loss)	\$	87	\$	(410)	\$	72	\$	37	\$	(214)	\$	38	\$	64	\$	94	\$ 102	\$	298



Historical Financials — Income Statement

	1QFY	15	2QF	Y15	3Q	FY15	4Q	FY15	F	Y15	10	CY15	20	CY15	30	QCY15	4Q0	CY15	CY15
							(i	n million	s, e	xcept for	r pei	r share a	amo	unts)					
Revenues	\$ 1,	312	\$ 1	,306	\$	1,276	\$	1,169	\$	5,063	\$	1,246	\$	1,257	\$	1,302	\$	1,281 \$	5,086
Cost of revenues	1,	141	1	,119		1,115		1,017		4,392		1,093		1,113		1,138		1,124	4,468
Selling, general and administrative expenses ¹		83		87		72		73		315		73		51		65		52	241
Goodwill impairment charges		-		486		-		-		486		-		-		-		-	-
Asset impairment charges		-		24		17		40		81		40		29		4		-	73
Restructuring expenses		1		-		-		2		3		2		-		1		3	6
Operating income (loss) from continuing operations	\$	87	\$ ((410)	\$	72	\$	37	\$	(214)	\$	38	\$	64	\$	94	\$	102 \$	298
Non-operating income (expense):																			
Interest expense, net		(20)		(19)		(18)		(17)		(74)		(14)		(14)		(14)		(12)	(54)
Other income (expense), net		2		(1)		-		4		5		(1)		2		-		83	84
Income (loss) from continuing operations before income taxes		69	((430)		54		24		(283)		23		52		80		173	328
Income tax (expense) benefit		(24)		(9)		(16)		2		(47)		-		(15)		(31)		(46)	(92)
Income (loss) from continuing operations	\$	45	\$	(439)	\$	38	\$	26	\$	(330)	\$	23	\$	37	\$	49	\$	127 \$	236
Diluted earnings (loss) per share from continuing operations	\$ 0).57	\$ ((5.93)	\$	0.51	\$	0.35	\$	(4.46)	\$	0.31	\$	0.50	\$	0.67	\$	1.72 \$	3.19
Diluted weighted average number of shares outstanding		78		74		74		75		74		75		74		73		74	74

Note: Earnings per share are computed independently for each of the quarters presented and therefore may not sum to the total for the fiscal year.



¹ Selling, general and administrative expenses includes bad debt expense of \$9 million for calendar year 2015 and \$5 million for fiscal 2015, respectively.

Historical Financials — Non-GAAP Income Statement

	1Q	FY15	20	FY15	30	FY15	40	FY15		FY15	10	QCY15	20	QCY15	30	QCY15	40	QCY15	CY15
							(in	million	s, e	xcept for	pe	r share	am	ounts)					
Revenues	\$	1,312	\$	1,306	\$	1,276	\$	1,169	\$	5,063	\$	1,246	\$	1,257	\$	1,302	\$	1,281 \$	5,086
Cost of revenues		1,141		1,119		1,115		1,017		4,392		1,093		1,113		1,138		1,124	4,468
Selling, general and administrative expenses ¹		83		87		72		73		315		73		51		65		52	241
Non-GAAP operating income from continuing operations ²	\$	88	\$	100	\$	89	\$	79	\$	356	\$	80	\$	93	\$	99	\$	105 \$	377
Non-operating income (expense):																			
Interest expense, net		(20)		(19)		(18)		(17)		(74)		(14)		(14)		(14)		(12)	(54)
Other income (expense), net		2		(1)		-		4		5		(1)		2		-		1	2
Non-GAAP income from continuing operations before income taxes		70		80		71		66		287		65		81		85		94	325
Non-GAAP income tax expense		(24)		(34)		(23)		(14)		(95)		(16)		(27)		(32)		(36)	(111)
Non-GAAP income from continuing operations ³	\$	46	\$	46	\$	48	\$	52	\$	192	\$	49	\$	54	\$	53	\$	58 \$	214
Non-GAAP diluted earnings per share from continuing operations	\$	0.59	\$	0.61	\$	0.65	\$	0.69	\$	2.56	\$	0.65	\$	0.73	\$	0.73	\$	0.78 \$	2.89
Non-GAAP diluted weighted average number of shares outstanding		78		75		74		75		75		75		74		73		74	74

Note: Earnings per share are computed independently for each of the quarters presented and therefore may not sum to the total for the fiscal year.



¹ Selling, general and administrative expenses includes bad debt expense of \$9 million for calendar year 2015 and \$5 million for fiscal 2015, respectively.

² Non-GAAP operating income from continuing operations excludes asset impairment charges and restructuring expenses. See slides 17 and 18 for the reconciliation of non-GAAP operating income and EPS to GAAP operating income (loss) and EPS.

³ Non-GAAP income from continuing operations excludes a gain on a real estate sale. See slides 18 and 19 for the reconciliation of non-GAAP EPS to GAAP EPS.

Non-GAAP Operating Income Reconciliation

	1QF	Y15	2Q	FY15	3Q	FY15	4Q	FY15	F	Y15	1Q	CY15	2Q	CY15	3Q	CY15	4Q(CY15	C	Y15
										(in mil	lion	s)								
GAAP operating income (loss) from continuing operations	\$	87	\$	(410)	\$	72	\$	37	\$	(214)	\$	38	\$	64	\$	94	\$	102	\$	298
Asset impairment charges		_		510		17		40		567		40		29		4		_		73
7.000t impairment onarges				010		.,		10		001		10		20		•				10
Restructuring expenses		1		-		-		2		3		2		-		1		3		6
Non-GAAP operating income from continuing operations		88	\$	100	\$	89	\$	79	\$	356	\$	80	\$	93	\$	99	\$	105	\$	377
Non-GAAP operating income margin		6.7%		7.7%		7.0%		6.8%		7.0%		6.4%		7.4%		7.6%		8.2%		7.4%

Note: Please see description of non-GAAP operating income on slide 19.



Non-GAAP EPS Reconciliation

	1Q	FY15	20	QFY15	30	QFY15	40	FY15		FY15	1Q	CY15	2 Q	CY15	3Q	CY15	4QCY1	5	CY15
							(in millio	าร, เ	except for	pe	r share a	amou	ınts)					
GAAP income (loss) from continuing operations	\$	45	\$	(439)	\$	38	\$	26	\$	(330)	\$	23	\$	37	\$	49 9	\$ 12	7 \$	236
Asset impairment charges		-		510		17		40		567		40		29		4		-	73
Restructuring expenses		1		-		-		2		3		2		-		1	3	3	6
Gain on a real estate sale		-		-		-		-		-		-		-		-	(82	2)	(82)
Total non-GAAP adjustments	\$	1	\$	510	\$	17	\$	42	\$	570	\$	42	\$	29	\$	5 \$	\$ (79	9) \$	(3)
Adjustment to the income tax provision to reflect non-GAAP adjustments ¹		-		(25)		(7)		(16)		(48)		(16)		(12)		(1)	10)	(19)
Non-GAAP income from continuing operations	\$	46	\$	46	\$	48	\$	52	\$	192	\$	49	\$	54	\$	53 \$	\$ 58	3 \$	214
GAAP diluted earnings (loss) per share from continuing operations ²	\$	0.57	\$	(5.93)	\$	0.51	\$	0.35	\$	(4.46)	\$	0.31	\$	0.50	\$	0.67	\$ 1.72	2 \$	3.19
Total adjustments from non-GAAP income from continuing operations, above ²	\$	0.02	\$	6.54	\$	0.14	\$	0.34	\$	7.02	\$	0.34	\$	0.23	\$	0.06	\$ (0.94	4) \$	(0.30)
Non-GAAP diluted earnings per share from continuing operations ²	\$	0.59	\$	0.61	\$	0.65	\$	0.69	\$	2.56	\$	0.65	\$	0.73	\$	0.73	\$ 0.78	3 \$	2.89
Diluted Shares (for computing Non-GAAP EPS)		78		75		74		75		75		75		74		73	74	ŀ	74

¹ Calculation uses an estimated statutory tax rate on non-GAAP tax deductible adjustments.

Note 1: Please see description of non-GAAP EPS on slide 19.



² Earnings per share are computed independently for each of the quarters presented and therefore may not sum to the total for the fiscal year.

Non-GAAP Definitions

The Company's computation of non-GAAP operating income and non-GAAP diluted earnings per share from continuing operations, which may not be comparable to a similarly titled measure reported by other companies, uses GAAP operating income (loss) and income (loss) from continuing operations, respectively, adjusted to exclude the impact of discrete events such as separation transaction expenses, restructuring expenses, business acquisition and integration costs, gains and losses on disposal of assets and businesses, and impairments.

Non-GAAP operating income and non-GAAP diluted earnings per share are adjusted for the following discrete items:

- Asset impairment charges This adjustment represents impairments of goodwill and longlived intangible and tangible assets.
- Restructuring expenses This adjustment represents costs for lease termination and facility consolidation including costs associated with the Company's September 2013 spin-off of its former technical services and enterprise IT business.
- Gain on a real estate sale This adjustment represents the gain on the sale of the remaining building and land associated with the Company's former headquarters.



Calendar Year 2015 Reconciliation to Transition Period

As a result of the Company's fiscal year end change, the Company's Annual Report on Form 10-K to be filed with the Securities Exchange Commission on or before March 1, 2016 will cover the 11-month period from January 31, 2015 to January 1, 2016 (transition period) as its Transition Report. This presentation covers the 12-month period from January 3, 2015 to January 1, 2016 (calendar year 2015). Below is a reconciliation of income from continuing operations from calendar year 2015 to the transition period.

	CY15		onth Ended lary 30, 2015		lonths Ended nuary 1, 2016
	(in millio	ns, excep	t for per share ar	nounts)	
Revenues	\$ 5,086	\$	374	\$	4,712
Cost of revenues	4,468		322		4,146
Selling, general and administrative expenses ¹	241		32		209
Asset impairment charges	73		40		33
Restructuring expenses	6		2		4
Operating income (loss) from continuing operations	\$ 298	\$	(22)	\$	320
Non-operating income (expense):					
Interest expense, net	(54)		(5)		(49)
Other income, net	84		-		84
Income (loss) from continuing operations before income taxes	328		(27)		355
Income tax (expense) benefit	(92)		20		(112)
Income (loss) from continuing operations	\$ 236	\$	(7)	\$	243
Basic earnings (loss) per share from continuing operations	\$ 3.23	\$	(0.10)	\$	3.33
Diluted earnings (loss) per share from continuing operations	\$ 3.19	\$	(0.09)	\$	3.28

¹ Selling, general and administrative expenses includes bad debt expense of \$9 million and \$8 million for calendar year 2015 and the 11 months ended January 1, 2016, respectively.

