

Leidos Q4 FY23 Earnings Conference Call

February 13, 2024

FORWARD-LOOKING STATEMENTS

Certain statements in this release contain or are based on "forwardlooking" 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," "quidance" and similar words or phrases. Forward-looking statements in this release include, among others, estimates of our future growth, strategy and financial and operating performance, including future revenues, adjusted EBITDA margins, diluted EPS (including on a non-GAAP basis) and cash flows provided by operating activities, as well as statements about our business contingency plans, government budgets and the ongoing Continuing Resolution, uncertainties in tax due to new tax legislation or other regulatory developments, strategy, planned investments, sustainability goals and our future dividends, share repurchases, capital expenditures, debt repayments, acquisitions, dispositions and cash flow conversion. 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 those results anticipated by our guidance and other forward-looking statements made in this release depending on a variety of factors, including, but not limited to: developments in the U.S. government defense and non-defense budgets, including budget reductions, sequestration, implementation of spending limits or changes in budgetary priorities, delays in the U.S. government budget process or a government shutdown, or the U.S. government's failure to raise the debt ceiling, which increases the possibility of a default by the U.S. government on its debt obligations, related credit-rating downgrades, or an economic recession; uncertainties in tax due to new tax legislation or other regulatory developments; deterioration of economic conditions or weakening in credit or capital markets; uncertainty in the consequences of current and future geopolitical events; inflationary pressures and fluctuations in interest rates; delays in the U.S. government contract procurement process or the award of contracts and delays or loss of contracts as a result of competitor protests; changes in Ú.S. government procurement rules, regulations and practices, including its organizational conflict of interest rules; increased preference by the U.S. government for minority-owned, small and small disadvantaged businesses; fluctuations in foreign currency exchange rates;

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 and win contracts with the U.S. government and other customers; our ability to respond rapidly to emerging technology trends, including the use of artificial intelligence; our reliance on information technology spending by hospitals/healthcare organizations; our reliance on infrastructure investments by industrial and natural resources organizations; energy efficiency and alternative energy sourcing investments; investments by U.S. government and commercial organizations in environmental impact and remediation projects; the effects an epidemic, pandemic, or similar outbreaks may have on our business, financial position, results of operations and/or cash flows; our ability to attract, train and retain skilled employees, including our management team, and to obtain security clearances for our employees; our ability to accurately estimate costs, including cost increases due to inflation, associated with our firm-fixed-price contracts and other contracts; resolution of legal and other disputes with our customers and others or legal or regulatory compliance issues; cybersecurity, data security or other security threats, system failures or other disruptions of our business; our compliance with international, federal, state and local laws and regulations regarding privacy, data security, protection, storage, retention, transfer, disposal and other processing, technology protection and personal information; the damage and disruption to our business resulting from natural disasters and the effects of climate change; 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; the failure of our inspection or detection systems to detect threats; the adequacy of our insurance programs, customer indemnifications or other liability protections designed to protect us from significant product or other liability claims, including cybersecurity attacks; our ability to manage risks associated with our international business; our ability to comply with the U.S. Foreign Corrupt Practices Act, the U.K. Bribery Act of 2010 and similar worldwide anti-corruption and anti-bribery laws and regulations; our ability to protect our

intellectual property and other proprietary rights by third parties of infringement, misappropriation or other violations by us of their intellectual property rights; our ability to prevail in litigation brought by third parties of infringement, misappropriation or other violations by us of their intellectual property rights; our ability to declare or increase future dividends based on our earnings, financial condition, capital requirements and other factors, including compliance with applicable law and our agreements; our ability to grow our commercial health and infrastructure businesses, which could be negatively affected by budgetary constraints faced by hospitals and by developers of energy and infrastructure projects; our ability to successfully integrate acquired businesses; 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 ("SEC"), 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 website at www.leidos.com.

All information in this release is as of December 29, 2023. Leidos expressly disclaims any duty to update the guidance or any other forward-looking statement provided in this release to reflect subsequent events, actual results or changes in Leidos' expectations. Leidos also disclaims any duty to comment upon or correct information that may be contained in reports published by investment analysts or others.

NON-GAAP FINANCIAL MEASURES

This presentation includes certain non-GAAP financial measures, such as organic growth, non-GAAP operating income, non-GAAP operating margin, non-GAAP effective tax rate, non-GAAP diluted earnings per share (EPS), adjusted earnings before interest, taxes, depreciation and amortization (EBITDA), adjusted EBITDA margin, non-GAAP free cash flow and non-GAAP free cash conversion.

These are not measures of financial performance under generally accepted accounting principles in the U.S. and, accordingly, these measures should not be considered in isolation or as a substitute for the comparable GAAP measures and should be read in conjunction with the Company's consolidated financial statements prepared in accordance with GAAP.

Management believes that these non-GAAP measures provide another measure of Leidos' results of operations and financial condition, including its ability to comply with financial covenants. These non-GAAP measures are frequently used by financial analysts covering Leidos and its peers. Leidos' computation of its non-GAAP measures may not be comparable to similarly titled measures reported by other companies, thus limiting their use for comparability.

Leidos does not provide a reconciliation of forward-looking adjusted EBITDA margins or non-GAAP diluted EPS to GAAP net income, due to the inherent difficulty in forecasting and quantifying certain amounts that are necessary for such reconciliation. Because certain deductions for non-GAAP exclusions used to calculate projected net income may vary significantly based on actual events, Leidos is not able to forecast on a GAAP basis with reasonable certainty all deductions needed in order to provide a GAAP calculation of projected net income at this time. The amounts of these deductions may be material and, therefore, could result in projected GAAP net income and diluted EPS being materially less than projected adjusted EBITDA margins and non-GAAP diluted EPS.

A reconciliation between all non-GAAP measures used in this presentation to the most directly comparable GAAP measure is contained in the appendix.

CEO KEY MESSAGES

2023 FINANCIAL PERFORMANCE

- Record Q4 revenue; robust margins; strong cash collections
- Exceeded 2023 financial guidance for all metrics
- Increased Share Repurchases

BUILDING A BETTER FUTURE

- New Capability-Focused
 Organization operational—
 delivering benefits
- Committed to achieving above-market organic growth
- Committed to being the best employer for the best talent

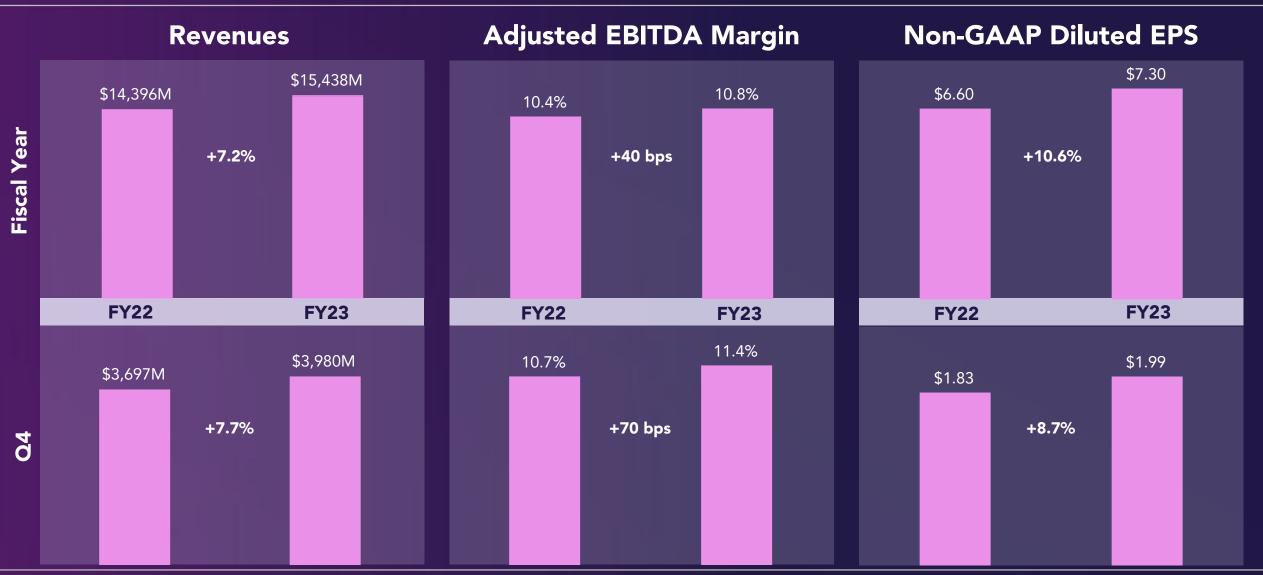
2024 **EXPECTATIONS**

- Meet or exceed all '22-'24 targets
- Robust strategic analysis to crystallize new North Star
- Leidos—"Making Smart Smarter"

MAKING SMART SMARTER



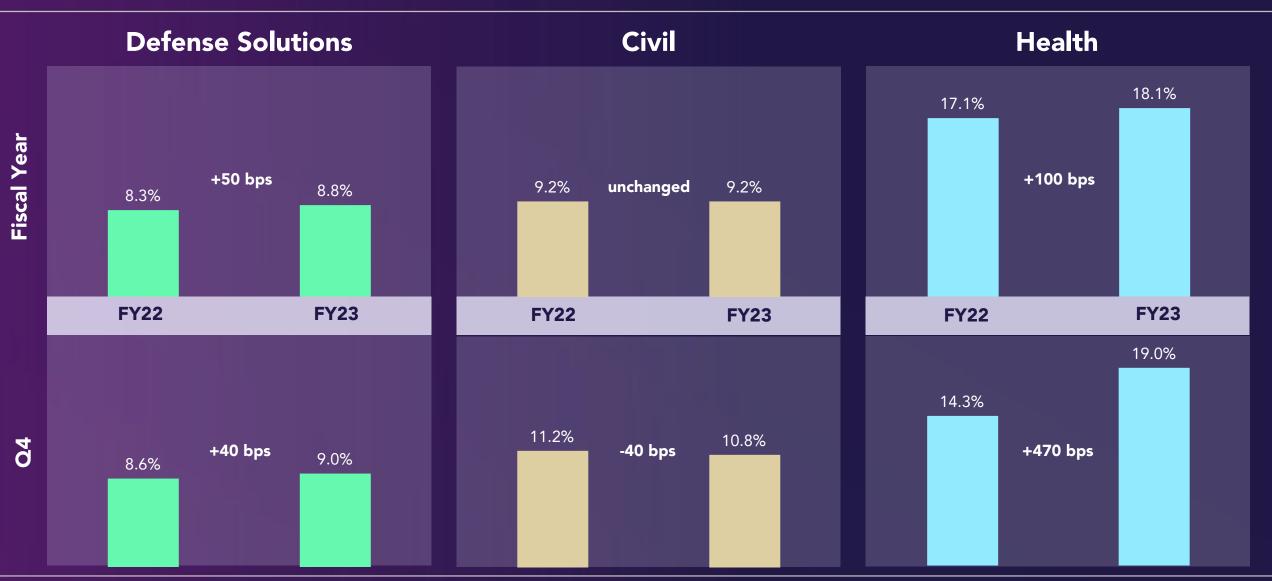
FY23 AND Q4 RESULTS: INCOME STATEMENT



FY23 AND Q4 RESULTS: SEGMENT REVENUES



FY23 AND Q4 RESULTS: SEGMENT NON-GAAP MARGINS



FY23 AND Q4 RESULTS: CASH FLOW / BALANCE SHEET

Cash Flow Generation	Higher than anticipated due to strong collections	Operating cash flowNon-GAAP free cash flowDSO of 56 days, 1-day improvem	<u>Q4</u> \$304M \$226M nent sequent	FY23 \$1,165M \$958M tially
Capital Deployment	Strong balance sheet provides flexibility to return capital to shareholders	Total return to shareholdersCapEx & net debt repaymentShare repurchases	<u>Q4</u> \$253M \$82M \$202M	FY23 \$447M \$509M \$246M
Balance Sheet	Below target leverage ratio (3.0x gross)	Strong liquidityTotal debtLeverage ratio (net)Leverage ratio (gross)		>\$1.5B \$4.7B 2.2x 2.8x

2024 GUIDANCE

Measure	FY24 Guidance
Revenues (B)	\$15.7 - \$16.1
Adjusted EBITDA Margin	Mid-to-High 10%
Non-GAAP Diluted EPS	\$7.50 - \$7.90
Cash Flows Provided by Operating Activities (B)	approximately \$1.1

Key Assumptions

- Conservatism built around budget uncertainties
- 134M average shares outstanding
- 23% Effective Tax Rate
- \$60M in cash tax payments related to Section 174



ORGANIC GROWTH

(in millions, except growth rates)	Q	4 FY23	Q	4 FY22	% Change	FY23	FY22	% Change
Defense Solutions								
Revenues, as reported	\$	2,212	\$	2,068	7%	\$ 8,732	\$ 8,244	6%
Acquisition and divestiture revenues ⁽¹⁾		9		2		95	6	
Organic revenues	\$	2,203	\$	2,066	7%	\$ 8,637	\$ 8,238	5%
Civil								
Revenues, as reported	\$	961	\$	938	2%	\$ 3,664	\$ 3,464	6%
Health								
Revenues, as reported	\$	807	\$	691	17%	\$ 3,042	\$ 2,688	13%
Total Operations								
Revenues, as reported	\$	3,980	\$	3,697	8%	\$ 15,438	\$ 14,396	7%
Acquisition and divestiture revenues ⁽¹⁾		9		2		95	6	
Organic revenues	\$	3,971	\$	3,695	7%	\$ 15,343	\$ 14,390	7%

Note:

^{1.} Current period acquisition revenues reflect revenues for 12 months from closing of an acquisition or divestiture

Q4 NON-GAAP INCOME METRICS

				Three I	Months	s Ended	Decembe	er 29	, 2023						Three	Mont	ths Ended	Decemb	er 30, 2	2022			
(in millions, except per share amounts)		As orted	intėc a restru	uisition, egration and ructuring costs	of acc	rtization cquired ngibles	Asset impairm charge	nent	Goodwill impairment charges	(Non- GAAP esults	re	As eported	integ ar restru	isition, ration nd cturing osts	of a	ortization acquired angibles	Asse impairr charc	ment		vative oss	G.	Non- GAAP esults
Operating income	_	361	\$	10		49				_	420	\$		\$	5	\$	57			\$		\$	364
Non-operating expense, net		(51)		_					_		(51)		(47)				_				2		(45)
Income before income taxes		310		10		49		3	(3)		369		218		5		57		37		2		319
Income tax expense ⁽¹⁾		(80)		(2)		(13)		(1)	3		(93)		(38)		(1)		(15)		(9)		(1)		(64)
Net income		230		8		36		2	_		276		180		4		42		28		1		255
Less: net income attributable to non- controlling interest		1									1		3		_				_				3
Net income attributable to Leidos common stockholders	\$ 2	229	\$	8	\$	36	\$	2	\$	\$	275	\$	177	\$	4	\$	42	\$	28	\$	1	\$	252
Diluted EPS attributable to Leidos common stockholders ⁽²⁾	\$ 1.	1.66	\$	0.06	\$	0.26	\$	0.01	\$ —	\$	1.99	\$	1.28	\$	0.03	\$	0.30	\$	0.20	\$	0.01	\$	1.83
Diluted shares		138		138		138		138	138		138		138		138		138		138		138		138
Income before income taxes		310		10		49		3	(3)		369		218		5		57		37		2		319
Depreciation expense		34		_		_		_	_		34		27		_				_		_		27
Amortization of intangibles		49		_		(49)		_	-		_		57		_		(57)		_		_		
Interest expense, net		49		_							49		51		_		_						51
EBITDA	\$ 4	442	\$	10	\$	\equiv	\$	3	\$ (3)	\$	452	\$	353	\$	5	\$		\$	37	\$	2	\$	397
EBITDA margin ⁽³⁾		11.1 %									11.4 %		9.5 %										10.7 %

Notes:

- 1. Calculation uses an estimated statutory tax rate on non-GAAP adjustments.
- 2. Earnings per share is computed independently for each of the non-GAAP adjustments presented and therefore may not sum to the total non-GAAP earnings per share due to rounding.

3. EBITDA divided by revenues (slide 5)

FULL YEAR NON-GAAP INCOME METRICS

			Year Ended December 29, 2023 Acquisition,											Y	ear Ended D	ece	ember 30, 2022					
(in millions, except per share amounts)	re	As eported	inte restr	equisition, tegration and tructuring costs ⁽³⁾	of a	nortization f acquired itangibles	Ass impairi charc	rment	Goodwill impairmer charges	nt	Non- GAAP results	re	As eported	Acquisition integration and restructur costs (3)	on ing	Amortization of acquired intangible	d	Asset impairment charges		rivative loss	C	Non- GAAP results
Operating income	\$	621	\$	36				91	\$ 59	_	\$ 1,546	\$	1,088	\$	17			\$ 40	\$	U33 —	_	1,374
Non-operating expense, net	Ÿ	(218)							ъ <i>Эт</i> —		(218)	¥	(202)	Ψ	_		<u></u>	— —	J	18	Ψ	(184)
Income before income taxes		403		36		202		91	59	6	1,328		886		17	22	29	40		18		1,190
Income tax expense ⁽¹⁾		(195)		(9)		(51)		(31)	(2	(6)	(312)		(193)		(4)	(5	59)	(10)		(5)		(271)
Net income		208		27		151		60	57	0	1,016		693		13	17	70	30		13		919
Less: net income attributable to non- controlling interest		9									9		8		-					_		8
Net income attributable to Leidos common stockholders	\$	199	\$	27	\$	151	\$	60	\$ 57	0	\$ 1,007	\$	685	\$	13	\$ 17	70	\$ 30	\$	13	\$	911
Diluted EPS attributable to Leidos common stockholders ⁽²⁾	\$	1.44	\$	0.20	\$	1.09	\$	0.43	\$ 4.1	3	\$ 7.30	\$	4.96	\$ 0	.09	\$ 1.2	23	\$ 0.22	\$	0.09	\$	6.60
Diluted shares		138		138		138		138	13	8	138		138	ŕ	138	13	38	138		138		138
Income before income taxes		403		36		202		91	59	6	1,328		886		17	22	29	40		18		1,190
Depreciation expense		129		_		_		_		_	129		103		_		_	_		_		103
Amortization of intangibles		202		_		(202)		_		=	_		230		_	(22	29)	_				1
Interest expense, net		212				_					212		199									199
EBITDA	\$	946	\$	36	\$		\$	91	\$ 59	6	\$ 1,669	\$	1,418	\$	17	\$ -	\equiv	\$ 40	\$	18	\$	1,493
EBITDA margin ⁽⁴⁾		6.1 %									10.8 %		9.8 %									10.4 %

Notes:

- 1. Calculation uses an estimated statutory tax rate on non-GAAP adjustments.
- 2. Earnings per share is computed independently for each of the non-GAAP adjustments presented and therefore may not sum to the total non-GAAP earnings per share due to rounding.
- 3. Asset markdowns associated with restructuring activities were recorded to "Cost of revenues" in the consolidated statements of operations.
- 4. EBITDA divided by revenues (slide 5)

Q4 SEGMENT NON-GAAP OPERATING INCOME

Three Months Ended December 29, 2023

							 · /			
(in millions)	erating ne (loss)	inte	acquisition, egration and estructuring costs	nortization of acquired intangibles	i	Goodwill impairment charges	Asset impairment charges	i	Non-GAAP operating income (loss)	Non-GAAP operating margin ⁽¹⁾
Defense Solutions	\$ 167	\$	2	\$ 29	\$	_	\$ _	\$	198	9.0 %
Civil	90			14		(3)	3		104	10.8 %
Health	147		_	6		_	_		153	19.0 %
Corporate	(43)		8	<u> </u>		_	_		(35)	NM
Total	\$ 361	\$	10	\$ 49	\$	(3)	\$ 3	\$	420	10.6 %

Three Months Ended December 30, 2022

						000111001 007		
(in millions)	erating ne (loss)	integra restru	iisition, ition and icturing osts	á	ortization of acquired tangibles	Asset impairment charges	Non-GAAP operating income (loss)	Non-GAAP operating margin ⁽¹⁾
Defense Solutions	\$ 132	\$	_	\$	33	\$ 12	\$ 177	8.6 %
Civil	74		T 1		17	14	105	11.2 %
Health	86		_		7	6	99	14.3 %
Corporate	(27)		5			5	(17	n) NM
Total	\$ 265	\$	5	\$	57	\$ 37	\$ 364	9.8 %

Notes:

1. Non-GAAP operating income (loss) divided by revenues (slides 5 and 6)

NM - Not Meaningful

FULL YEAR SEGMENT NON-GAAP OPERATING INCOME

	 _	
Vacue	100000	7, 2023
	77 M M M M M M M	/ /U/-5

(in millions)	rating ne (loss)	Acquisition, integration and restructuring costs		mortization of acquired intangibles	i	Goodwill mpairment charges	im	Asset pairment harges	Non-GAAP operating income (loss)	Non-GAAP operating margin ⁽¹⁾
Defense Solutions	\$ 636	\$ 5	5 \$	117	\$	_	\$	8	\$ 766	8.8 %
Civil	(413)	10)	62		596		83	338	9.2 %
Health	528	_	-	23		_		_	551	18.1 %
Corporate	(130)	2′		<u> </u>		_		_	(109)	NM
Total	\$ 621	\$ 36	\$	202	\$	596	\$	91	\$ 1,546	10.0 %

Year Ended December 30, 2022

							33. 33/ 2322			
(in millions)	erating me (loss)	integra restru	uisition, ation and acturing osts	á	ortization of acquired tangibles	iı	Asset mpairment charges	Non-C opera income	ating	Non-GAAP operating margin ⁽¹⁾
Defense Solutions	\$ 541	\$	_	\$	130	\$	12	\$	683	8.3 %
Civil	234		_		70		14		318	9.2 %
Health	421		_		29		9		459	17.1 %
Corporate	(108)		17		_		5		(86)	NM
Total	\$ 1,088	\$	17	\$	229	\$	40	\$	1,374	9.5 %

Notes:

1. Non-GAAP operating income (loss) divided by revenues (slides 5 and 6)

NM - Not Meaningful

NON-GAAP FREE CASH FLOW

	Three Mo	nths E	nded		Year l	Ended	<u> </u>
(in millions, except conversion ratio)	ember 29, 2023		ember 30, 2022	Dec	ember 29, 2023	Dec	ember 30, 2022
Net cash provided by operating activities ⁽¹⁾	\$ 304	\$	125	\$	1,165	\$	992
Payments for property, equipment and software	(78)		(53)		(207)		(129)
Non-GAAP free cash flow	\$ 226	\$	72	\$	958	\$	863
Net (loss) income attributable to Leidos common stockholders	\$ 229	\$	177	\$	199	\$	685
Acquisition, integration and restructuring costs ⁽²⁾⁽³⁾	8		4		27		13
Amortization of acquired intangibles ⁽²⁾	36		42		151		170
Goodwill impairment charges ⁽²⁾	_				570		
Asset impairment charges ⁽²⁾	2		28		60		30
Derivative loss ⁽²⁾	_		1				13
Non-GAAP net income attributable to Leidos common stockholders	\$ 275	\$	252	\$	1,007	\$	911
Operating cash flow conversion ratio ⁽⁴⁾	133 %		71 %		585 %		145 %
Non-GAAP free cash flow conversion ratio ⁽⁵⁾	82 %	,	29 %		95 %		95 %

Notes:

- 1. Prior year financial information has been reclassified to reflect the effect of foreign exchange rate changes on cash, cash equivalents and restricted cash in net cash provided by operating activities.
- 2. After-tax expenses excluded from non-GAAP net income.
- 3. Asset markdowns associated with restructuring activities were recorded to "Cost of revenues" in the consolidated statements of operations.
- 4. Net cash provided by operating activities divided by net income attributable to Leidos common stockholders.
- 5. Free cash flow divided by non-GAAP net income attributable to Leidos common stockholders.

RECAST OF SELECTED SEGMENT FINANCIALS

		Year l	Ende	ed
(in millions)	D	ecember 29, 2023	Dε	ecember 30, 2022
National Security and Digital	\$	7,196	\$	6,745
Health & Civil		4,238		3,945
Commercial & International		2,126		1,900
Defense Systems		1,878		1,806
Total	\$	15,438	\$	14,396

Year Ended December 29, 2023

(in millions)	Operating income (loss)	Acquisition, integration and restructuring costs	Amortization of acquired intangibles	Asset impairment charges	Goodwill impairment charges	Non-GAAP operating income (loss)	Non-GAAP operating margin ⁽¹⁾
National Security and Digital	\$ 672	\$ —	\$ 47	\$ —	\$ —	\$ 719	10.0 %
Health & Civil	574		40	<u> </u>	_	614	14.5 %
Commercial & International	(560)	10	37	83	596	166	7.8 %
Defense Systems	65	5	78	8	_	156	8.3 %
Corporate	(130)	21	_	_	_	(109)	NM
Total	\$ 621	\$ 36	\$ 202	\$ 91	\$ 596	\$ 1,546	10.0 %

Notes:

^{1.} Non-GAAP operating income (loss) divided by revenues NM - Not Meaningful