# *SAIC*. 2024 INVESTOR DAY

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April 11, 2024



## INTRODUCTION

Joseph DeNardi Senior Vice President, Investor Relations & Treasurer

## Forward-Looking Statements

Certain statements in this presentation are "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. Words such as "may," "will," "should," "expects," "intends," "projects," "plans," "believes," "estimates," "targets," "anticipates," and similar expressions identify forward-looking statements in this presentation. Such statements include, but are not limited to, statements about future financial and operating results, plans, objectives, expectations and intentions, and other statements that are not historical facts. These statements are subject to numerous assumptions, risks, and uncertainties, and other factors, many of which are outside the control of SAIC. These factors could cause actual results to differ materially from such forward-looking statements. Risks, uncertainties and assumptions that could cause SAIC's actual results to differ materially from the forward-looking statements include, but are not limited to, those described in the "Risk Factors" section of SAIC's most recent Form 10-K filed with the Securities and Exchange Commission ("SEC") and updated in any subsequent Quarterly Reports on Form 10-Q and other filings with the SEC. The reports referenced above are available on SAIC's website at www.saic.com or on the SEC's website at www.sec.gov. No assurance can be given that the results of events described in forward-looking statements will be achieved and actual results may differ materially from these statements. SAIC disclaims any obligation to update any forward-looking statements provided in this presentation to reflect subsequent events, actual results, or changes in SAIC's expectations.

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This presentation includes non-GAAP financial measures. Such non-GAAP measures should be considered in addition to, not a substitute for, the corresponding GAAP financial measure. A reconciliation of certain non-GAAP financial measures to the most directly comparable GAAP financial measure is included in SAIC's most recent earnings release attached as Exhibit 99.1 to the Current Report on Form 8-K filed with the SEC on March 18, 2024.

## Investor Day Agenda

10:45	Registration	
10:55 - 11:00	Introduction	Joseph DeNardi Senior Vice President
:00 -   :35	SAIC Strategy and Future Outlook	<b>Toni Townes-Whitley</b> Chief Executive Officer
:35 -  2:05	Differentiated Solution Portfolio & ROIC	Lauren Knausenberger Chief Innovation Officer
2:05 -  :00	Customer Innovation Showcase	
1:00 - 1:10	Break	
1:10 - 1:25	Financial Update	<b>Prabu Natarajan</b> Chief Financial Officer
1:25 - 2:00	Q&A	

**SAIC.** Asset-light technology integrator with shareholder-focused capital deployment strategy

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## SAIC STRATEGY AND FUTURE OUTLOOK

**Toni Townes-Whitley** Chief Executive Officer

## New SAIC Executive Leadership Organization



TONI TOWNES-WHITLEY Chief Executive Officer



#### PRABU NATARAJAN Executive Vice President and Chief Financial Officer

FUNCTIONAL/IF LEADERS



HILARY HAGEMAN Executive Vice President, General Counsel and Corporate Secretary



MICHELLE O'HARA Executive Vice President and Chief Human Resources Officer

**TIM TURITTO** 





LAUREN KNAUSENBERGER Executive Vice President and Chief Innovation Officer

**Executive Vice President of Enterprise** 

**Operations & Chief of Staff to the CEO** 

#### BUSINESS LEADERS



#### VINNIE DIFRONZO Executive Vice President Air Force and Combatant Commands Business Group



JOSH JACKSON Executive Vice President Army Business Group



DAVID RAY Executive Vice President Space and Intelligence Business Group



BARBARA SUPPLEE Executive Vice President Navy Business Group



SRINI ATTILI Executive Vice President Civilian Business Group

DIFFERENTIATED SOLUTION PORTFOLIO & ROIC CIO Lauren Knausenberger FINANCIAL UPDATE CFO Prabu Natarajan

## SAIC Fiscal Year 2027 Targets





~5% organic revenue growth





EBITDA\* \$750M - \$780M

FY27 adj. EBITDA margin<sup>\*</sup> guidance of 9.4% - 9.6%

FREE CASH FLOW\* \$550M ~\$12/share

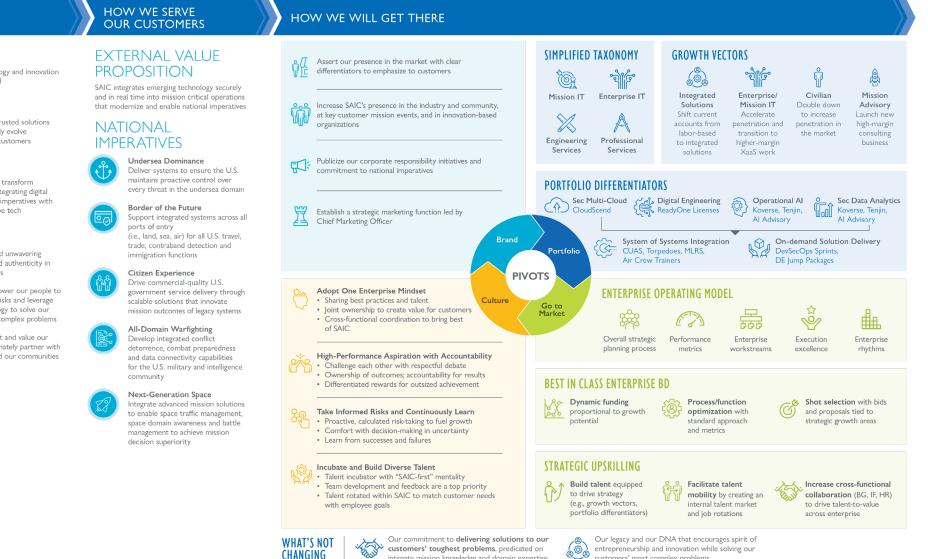
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**5**/C. Asset-light technology integrator with shareholder-focused capital deployment strategy

## Financial Path Forward (FY25 – FY27)

ORGANIC GROWTH	Implementing an enterprise operating model, standardizing the BD function and redesigning incentive comp to deliver profitable organic growth rates inline with or better than peers
BALANCING REVENUE GROWTH & MARGINS	Accelerating organic growth to maximize long-term EBITDA \$\$ and free cash flow, while improving margins
RECOMPETE WIN RATES	Intense focus on solving recompete challenges and returning win rates to a more typical 80% - 90% range
CAPITAL DEPLOYMENT PRIORITIES	Priority is unchanged with a focus on returning capital to shareholders via share repurchases and accelerating strategy with capability-targeted M&A
INVESTMENT SPENDING	Focused investment spend in FY25 & FY26 with expected ROIC in FY27 producing mid-single digit growth and margin improvement

## SAIC Enterprise Growth Strategy Overview



intimate mission knowledge and domain expertise

PURPOSE

WHO WE ARE

Advance the power of technology and innovation to serve and protect our world

#### VISION

We will be our nation's most trusted solutions integrator to secure and digitally evolve U.S. critical missions with our customers

#### MISSION

Partner with our customers to transform government, by creating and integrating digital solutions that address national imperatives with our diverse talent and innovative tech

#### VALUES

Integrity. Demand unwavering honesty, ethics and authenticity in yourself and others

Innovation. Empower our people to take appropriate risks and leverage emerging technology to solve our customers' most complex problems

Inclusion. Respect and value our people and passionately partner with our customers and our communities

**SAIF** Asset-light technology integrator with shareholder-focused capital deployment strategy

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customers' most complex problems

## **Customer Focus**



### EXTERNAL VALUE PROPOSITION

SAIC integrates emerging technology securely and in real time into mission critical operations that modernize and enable national imperatives

### NATIONAL IMPERATIVES



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#### Undersea Dominance

Deliver systems to ensure the U.S. maintains proactive control over every threat in the undersea domain

#### Border of the Future

Support integrated systems across all ports of entry (i.e., land, sea, air) for all U.S. travel, trade, contraband detection and immigration functions



#### Citizen Experience

Drive commercial-quality U.S. government service delivery through scalable solutions that innovate mission outcomes of legacy systems

#### All-Domain Warfighting

Develop integrated conflict deterrence, combat preparedness and data connectivity capabilities for the U.S. military and intelligence community

#### Next-Generation Space

Integrate advanced mission solutions to enable space traffic management, space domain awareness and battle management to achieve mission decision superiority

## Portfolio Pivot

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#### **SIMPLIFIED TAXONOMY**



Mission IT

IIIII Enterprise IT



Engineering Services Professional

Services

**GROWTH VECTORS** 



Integrated Solutions Shift current accounts from labor-based to integrated solutions



**Civilian** Double down to increase penetration in the market



Enterprise/ Mission IT Accelerate penetration and transition to highermargin XaaS work



Mission Advisory Launch new high-margin consulting business

## **Growth Vectors**

## **Civilian**

Action	Lever	aging our current footprint to expand our capabilities across the sector
	$\checkmark$	Larger addressable market over DoD and Intel
tionalo	./	=   =   =   =   =   =   =   =   =

Action

Rationale

- **Rationale**  $\checkmark$  High growth sector (> 4.5%) with more accretive margins
  - Rebalances our portfolio across sectors



Launch new high-margin consulting business; focused on Enterprise / Mission IT in Civilian sector

- ✓ High growth (>6.0%) and double-digit margins
- ✓ Leverages our customer intimacy and technical expertise
- Provides opportunity to pull through large mission implementations



#### **Integrated Solutions**

Shift current contracts from labor-based services to integrated solutions

- $\checkmark$  Increases customer value and drives margin expansion
- ✓ Value creation improves recompete rates
- $\checkmark$  Strengthens SAIC's position as a mission integrator

**SAIC.** Asset-light technology integrator with shareholder-focused capital deployment strategy

 $\checkmark$ 

**Enterprise / Mission IT** 

Accelerate transition to higher-margin XaaS; increase bid volumes

leveraging enterprise differentiators

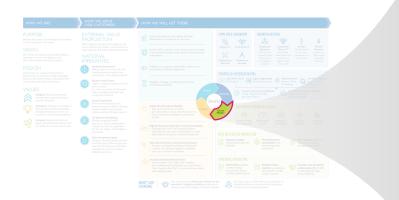
✓ Largest addressable market across all sectors

Highest margins in current portfolio

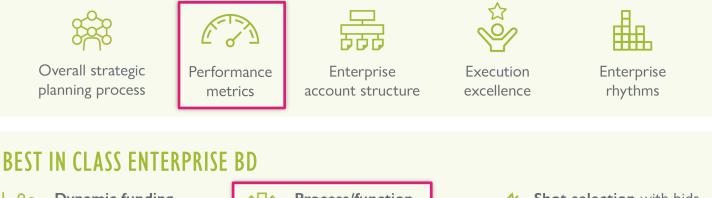
Tightest alignment to SAIC offerings and budget certainty



## Go-to-Market Pivot



#### **ENTERPRISE OPERATING MODEL**





**Dynamic funding** proportional to growth potential Process/function optimization with standard approach and metrics



Shot selection with bids and proposals tied to strategic growth areas

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## **Enterprise Performance Metrics**

	Enterprise + Business Group		orise Strategy Scorecard		Year-to-Date Performance							
	Performance Scorecard	Enterpris			Trend	Actual vs. Plan	Actual	Plan	Variance to Plan	FY25 Plan	FY24 Actuals	FY26 Goals
Me	etric			Book-to-Bill								
Sub	mits			Total Awards								
% N	New Business		Increase Organic Revenue at 3% - 4% CAGR	Qualified pipeline								
.º Tot	al Awards		FY24-27	Submits								
rfo		0		Revenue								
Rec	compete Win Rate	Portfolio		On-contract growth								
Nev	w Business Win Rate	ort	Increase Operating Margin	Adj. EBITDA Margin								
Boo	ok-to-Bill	<b>.</b>		% of Cost Plus TCV in Pipeline								
			Grow in Selected Vectors	Qualified Pipeline in FedCiv / S&L								
Rev	renue			Qualified Pipeline in Mission & Enterprise IT								
Org	ganic Growth			Fed Civ / S&L Revenue								
Org	ganic Growth vs. Peers			Mission & Enterprise IT Revenue								
je Adj	usted EBITDA			% of Bids Proposed incl. IF Capabilities								
ipy Financial	usted EBITDA Margin %	et e	Repeatable & Scaleable	% of Programs Using IF Capabilities								
	-	o-to-Market	Technology	% of Actual COS Revenue								
Adj	usted EBITDA \$ Growth vs. Peers	Σ		% of IF Affiliated Revenue								
Adj	usted Operating Cash Flow	9 20	Customer Intimacy	Recompete win rate								
Adj	usted Operating Cash Flow Conversion vs. Peers	0		Client Assessments								
은 Inte	ernal Fills % - Critical Skills		Strengthen Internal Talent	Internal Fills % - Critical Skills								
lov Cultur		Culture	Align Culture with Strategy	Culture Survey								
Vol	untary Turnover (Critical Skills)	Brand	Align Brand with Strategy	TBD								

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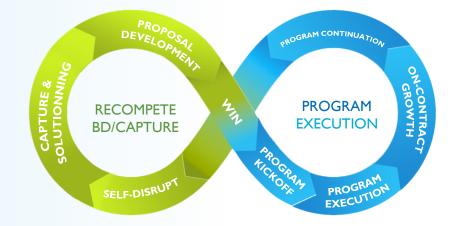
## Best in Class Enterprise Business Development

#### **Recompete Focus**

- Recompete starts day I of a new program mentality
- Standardized processes with granular metrics and guardrails for program delivery, BD/Capture
- Deliberate infusion of innovation to drive on-contract-growth
- Positioning SAIC as long-term partner for national imperatives



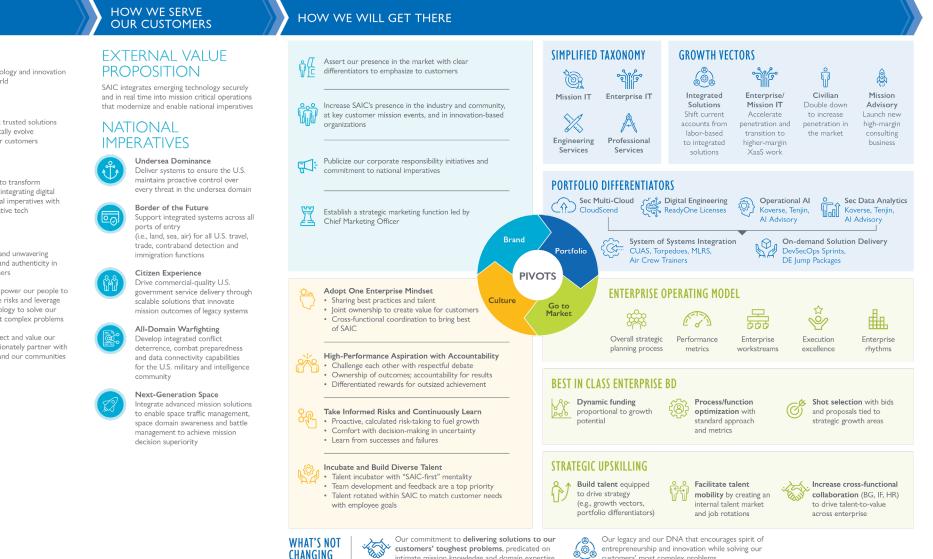
- Increasing submit level to \$30B/year in FY27
- Bidding into high-growth vectors to increase organic growth
- Focus on consistency across enterprise, adherence to process
- Investing to build best in class BD team with proven professionals
- Redesign of incentive programs aligned to growth strategy







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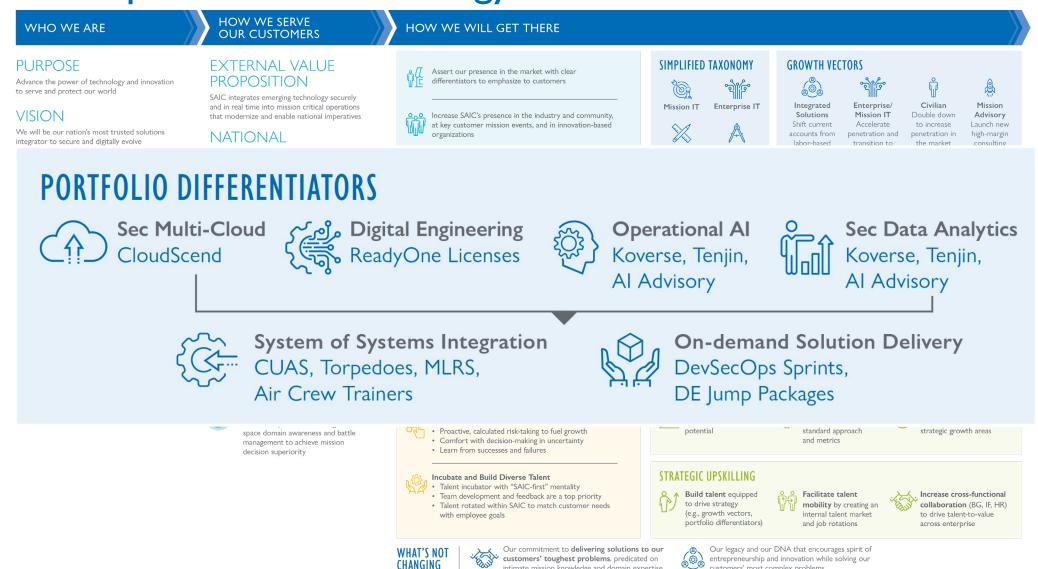
CHANGING

customers' toughest problems, predicated on intimate mission knowledge and domain expertise

customers' most complex problems

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## SAIC Enterprise Growth Strategy Overview



intimate mission knowledge and domain expertise

customers' most complex problems



## DIFFERENTIATED SOLUTION PORTFOLIO & ROIC

Lauren Knausenberger Chief Innovation Officer WHY SAIC? WHY NOW?













## Who We Are & What We Do

#### DELIVERY

#### **INNOVATION FACTORY**

#### STRATEGY CTO PRODUCT, PARTNERSHIPS & VENTURES

#### DELIVERY SUCCESS

Team-of-teams agile delivery services by the sprint; managed service delivery for O&M

#### PRODUCT & SOLUTION DEVELOPMENT

Buy, Borrow/Partner, Build, Integrate Differentiation

#### SUBJECT MATTER EXPERT SUPPORT

Compose solutions and offerings (e.g., demos, customer pre-deal shaping) that address requirements of a specific customer need

#### **TECH ADVISORY**

Customer problem solving / success packages

#### % OF TOTAL CAPABILITY SPEND

~67% DIGITAL (AI, SECURE CLOUD & DATA, DELIVERY)

#### ~33% ENGINEERING

Delivery Services = 92%+ billable

Rest of Org = **30% billable** + 10% B&P + 60% capabilities

BILLABILITY

## **Differentiated Solutions Portfolio**



CloudScend

- Fast, scalable migration of systems / apps
- Enhanced security via Zero Trust, Trust Resilience
- Operates across multiple CSPs and multiple security domains

**OPERATIONAL AI** 

Infrastructure for rapid deployment

Turns mission owners into citizen data

• Force multiplier for workforce Fosters

trust, adoption, and model



#### Data Science Suite, KDP, Tenjin, Al Advisory

- Shared data layer across multiple and integration across mission systems stakeholders at varied levels of security
  - Elastic scalability from edge to global exabyte scale
  - Modular approach for integration into legacy system from the enterprise to the edge



**DIGITAL ENGINEERING** 

#### **ReadyOne Licenses**

- Highly-tailorable, fully-integrated, & rapidly deployable solution
- Seamless interoperability of data across the entire engineering lifecycle
- Open architecture approach to systems integration



### SYSTEM OF SYSTEMS INTEGRATION

- cUAS, Torpedoes, MLRS, Air Crew Trainers
- Rapid Integration of hardware, software, data models, and OEM components

scientists

explainability

• Tailored to problem statement; vendor / tech agnostic



#### **ON-DEMAND SOLUTION DELIVERY**

- DevSecOps Sprints, DE Jump Packages
- On-demand delivery of secure, functioning solutions in days / weeks
- Streamlined, agile-friendly acquisition and efficient execution

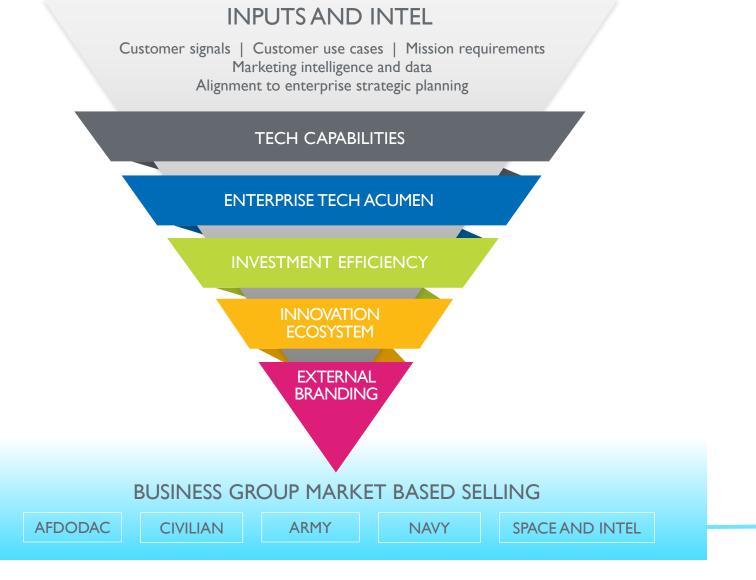


Asset-light technology integrator with shareholder-focused capital deployment strategy SAIL

INTRODUCTION

SAIC'S Approach to Fostering Innovation

Unlock the latent value of our IP by shaping mission driven capabilities into repeatable customer outcomes.



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## Key Metrics to Assess Innovation Factory Impact

### REVENUE



#### IF AFFILIATED REVENUE

Total revenue captured on a contract awarded to SAIC because of our differentiated IF offerings

**ADOPTION** 

#### TECHNICAL SCORES AND WIN RATES

Increase in sales and/or positive IF offering feedback from proposal evaluations



#### IF DISCREET REVENUE

Offering-specific revenues captured by SAIC directly attributable to our differentiated IF offerings



#### IF ALIGNMENT TO BID VOLUME

Percentage of total bids that include SAIC's differentiated IF offerings



#### **IF-DRIVEN ON CONTRACT GROWTH**

Outcome-based revenue captured through sales of differentiated IF offerings into the ceiling of existing contracts



#### INTERNAL ADOPTION

Extent to which SAIC incorporates our differentiated customer-facing solutions into our own operations



## Solutions Portfolio Aligned with National Imperatives

### TODAY'S DEMOS



Data Science Suite

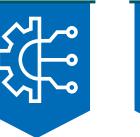
Border of the Future, All Domain Warfighting





CloudScend

All Domain Warfighter, Citizen Experience





ReadyOne

Next Gen Space, Undersea Dominance







## FINANCIAL UPDATE

**Prabu Natarajan** Chief Financial Officer

## SAIC Investment Case

TRACK RECORD OF DELIVERING ON COMMITMENTS	Keen focus on consistent execution, transparency with investors, and aligning incentives with shareholder value drives strong track record
CONSISTENT ORGANIC REVENUE GROWTH	FY22 to FY27 average organic growth of ~3.5% supported by exposure to durable and growing total addressable market
MARGIN IMPROVEMENT WITH ~10% LONG-TERM TARGET	Strong base of cost-type contracts provides stability while fixed-price and T&M portfolio along with increasing differentiation and Factory solutions drive upside to EBITDA and margins
COMPOUNDING FREE CASH FLOW PER SHARE GROWTH	Mid-single-digit growth in free cash flow and lowering WASO by 4% - 5% annually expected to drive free cash flow per share of ~\$12 in FY27 from ~\$8 in FY23
CAPITAL DEPLOYMENT BIASED TO SHARE REPURCHASES	FY25 to FY27 plan assumes \$375M of annual repurchases with additional capacity for incremental repo or tuck-in M&A

## Multi-Year Financial Targets

	FY24A	FY25	FY26	FY27
Revenue	\$7.444 <b>B</b> (\$7.26B excl. L&SCM)	\$7.35B - \$7.50B	\$7.55B - \$7.75B	\$7.95B - \$8.10B
Organic Growth	7.4%	2% - 3%	2% - 4%	<b>4% - 6%</b>
Adjusted EBITDA %*	9.0%	<b>9.2</b> % - <b>9.4</b> %	<b>9.3</b> % - <b>9.5</b> %	<b>9.4% - 9.6%</b>
Adjusted EBITDA	\$668M	~\$690M	~\$720M	~\$765M
Adjusted Diluted EPS*	\$7.88	\$8.00 - \$8.20	\$8.90 - \$9.10	\$9.90 - \$10.10
Diluted WASO	53.7M	~51M	~48.5M	~46.5M
Free Cash Flow*	\$486M	\$490M - \$510M	\$510M - \$530M	\$540M - \$560M
FCF per Share*	\$9.05	~\$10	~\$11	~\$12
Share Repurchases	\$357M	\$350M - \$400M	\$350M - \$400M	\$350M - \$400M
Target Net Leverage**	~3.0x	~3.0x	~3.0x	~3.0×

\* A non-GAAP financial measure; such non-GAAP measure should be considered in addition to, not a substitute for, the corresponding GAAP financial measure. \*\* Target net leverage reflects approximate leverage ratio expected over the course of the multi-year plan.

## Multi-Year Financial Targets

	F	Y24A	F	Y25	F	FY27	
	2023 Investor Day	or Day 2024 Investor Day 2023 Investor Day 2024 Investor Day		2023 Investor Day	2024 Investor Day	112/	
Revenue	\$7.125B	\$7.444 <b>B</b> (\$7.26B excl. L&SCM)	\$7.2B	\$7.35B - \$7.50B	\$7.4B	\$7.55B - \$7.75B	\$7.95B - \$8.10B
Organic Growth	~3%	7.4%	~3%	<b>2% - 3%</b>	~3%	2% - 4%	<b>4% - 6%</b>
Adjusted EBITDA %*	9.3%	9.0%	9.5%	9.2% - 9.4%	9.5% - 9.7%	<b>9.3</b> % - <b>9.5</b> %	<b>9.4</b> % - <b>9.6</b> %
Adjusted EBITDA	~\$660M	\$668M <b>()</b>	~\$685M	~\$690M	~\$710M	~\$720M <b>()</b>	~\$765M
Adjusted Diluted EPS*	\$6.90	\$7.88	\$7.70	\$8.00 - \$8.20	\$8.60	\$8.90 - \$9.10 ()	\$9.90 - \$10.10
Diluted WASO	~54M	53.7M <b>()</b>	~51M	~51M	~48M	~48.5M	~46.5M
Free Cash Flow*	\$470M	\$486M <b>†</b>	\$490M	\$490M - \$510M 🕇	\$515M	\$510M - \$530M 1	\$540M - \$560M
FCF per Share*	~\$9	\$9.05 <b>t</b>	~\$10	~\$10	~\$11	~\$11	~\$12
Share Repurchases	~\$375M	\$357M	~\$300M	\$350M - \$400M 🕇	~\$300M	\$350M - \$400M 1	\$350M - \$400M
Target Net Leverage**	~3.0x	~3.0×	~3.0×	~3.0x	~3.0x	~3.0x	~3.0×

\* A non-GAAP financial measure; such non-GAAP measure should be considered in addition to, not a substitute for, the corresponding GAAP financial measure. \*\* Target net leverage reflects approximate leverage ratio expected over the course of the multi-year plan.

Represents increase compared to 2023 Investor Day

## Compensation Aligned with TSR, EBITDA and Cash Flow

#### SHORT-TERM INCENTIVE PLAN

#### PERFORMANCE TARGETS AND WEIGHTINGS

Revenue 33.3% Adjusted EBITDA<sup>\*</sup> 33.3% Adjusted Operating Cash Flow<sup>\*</sup> 33.3%

#### PERFORMANCE SCALE

Peer informed and narrowed to drive outperformance

MULTIPLIERS 0.5x – 1.2x individual leadership multiplier

#### LONG-TERM INCENTIVE PLAN

#### PERFORMANCE TARGETS AND WEIGHTINGS

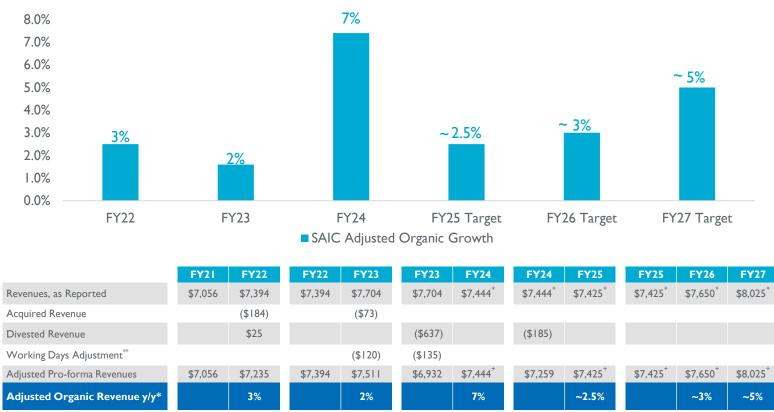
Adjusted EBITDA\* 33.3% Adjusted Operating Cash Flow\* 33.3% Relative TSR 33.3%



\* A non-GAAP financial measure. Such non-GAAP measure should be considered in addition to, not a substitute for, the corresponding GAAP financial measure

#### Incentive compensation designed to further align executive performance with shareholder value

## Solid Organic Revenue Growth Expected to Continue



#### Value of Submissions to Increase through FY27

Fiscal Year	TCV of Submissions	
FY24	\$17B	
FY25	\$22B	
FY26	\$25B	
FY27	\$30B	

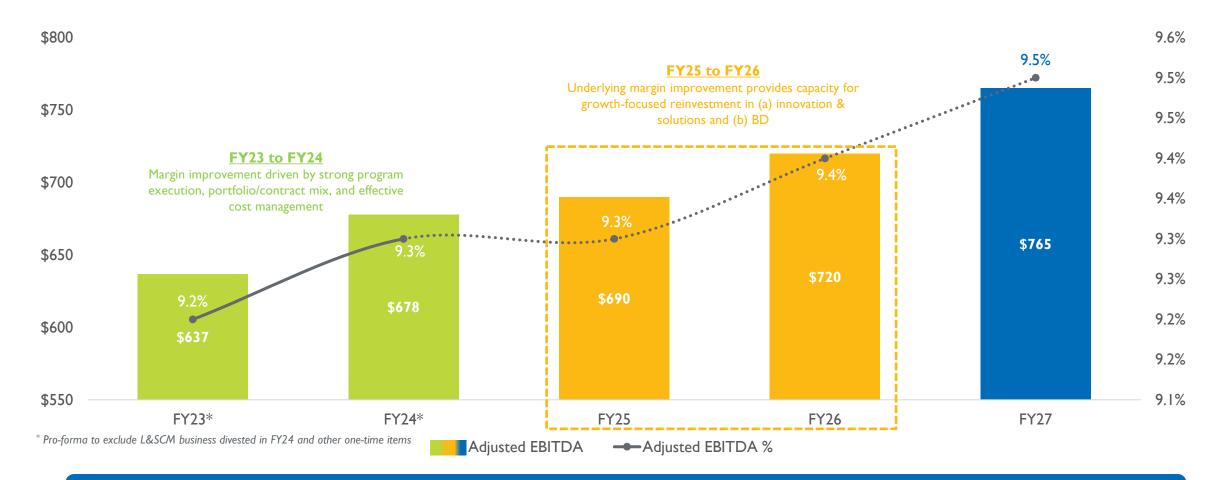
+ Revenue figures reflect midpoint of target range

\*\* Results reflect four additional working days in FY23 and five fewer working days in FY24

\* A non-GAAP financial measure; such non-GAAP measure should be considered in addition to, not a substitute for, the corresponding GAAP financial measure

#### Multi-year plan assumes increasing pipeline, improvement in submissions and revenue growth

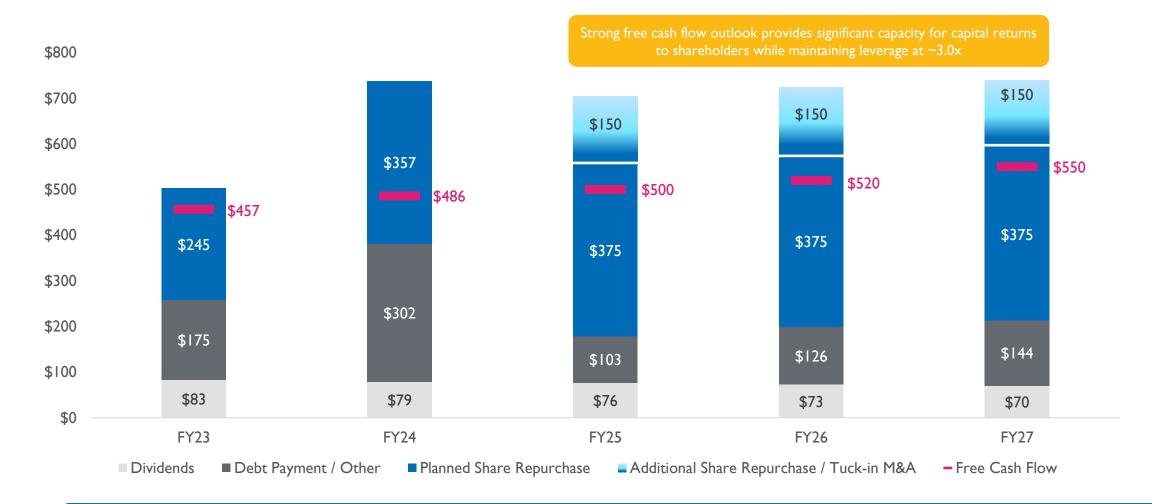
## Growth-Focused Investment Driving Increased EBITDA



#### Strategy focused on maximizing long-term EBITDA & free cash flow via revenue growth and margin expansion

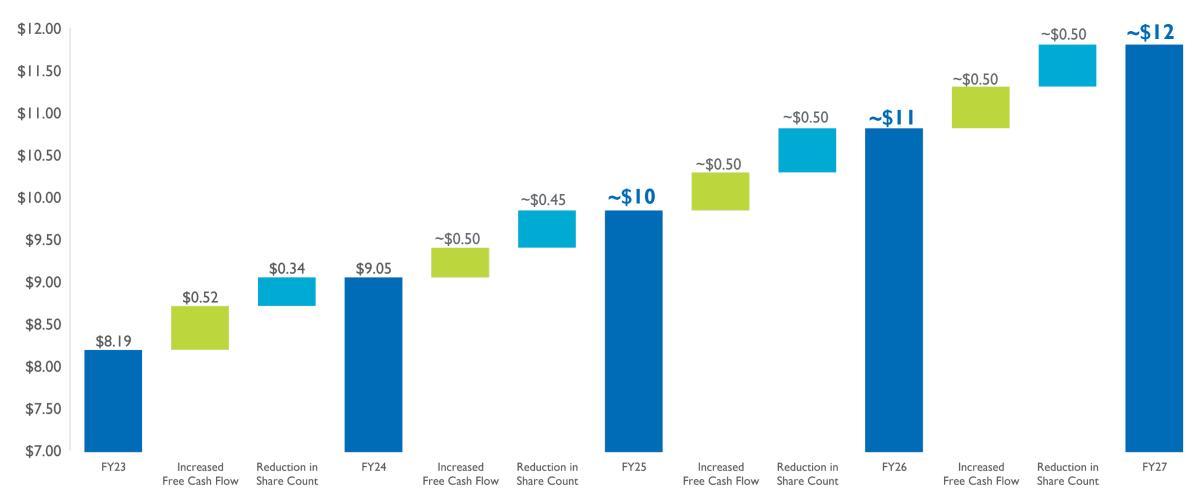
**SAIC** Asset-light technology integrator with shareholder-focused capital deployment strategy

## Capital Deployment Outlook



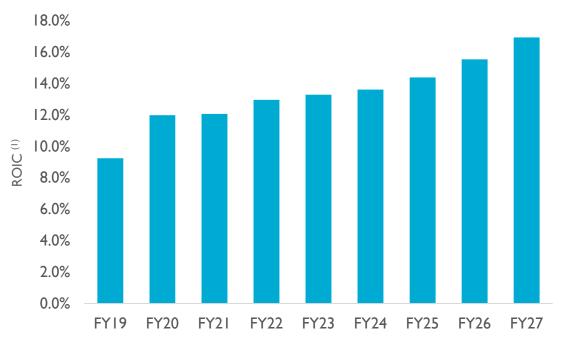
#### Plan assumes ~\$375M of annual repurchases with capacity for incremental repo or tuck-in M&A

### Path to Free Cash Flow Per Share of ~\$12

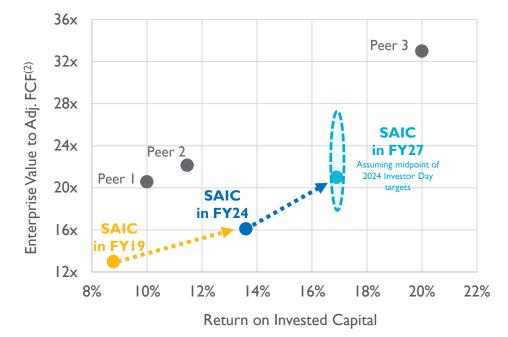


#### Consistent free cash flow per share growth remains the priority

## Strategy Drives Increasing ROIC through FY27



(1) ROIC calculated as adjusted EBITDA less capex and assumes a 21% tax rate divided by invested capital; invested capital is calculated as total assets less cash and non-interest-bearing current liabilities. Prior year periods reflect actual results as reported while future years are based on midpoint of multi-year financial targets.



(2) Adjusted free cash flow normalizes SAIC and peer data for the impact of Section 174 and other non-recurring items to improve comparability.

Lower capital intensity, improving margins, and shareholder-focused capital deployment drive higher ROIC

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## SAIC Investment Case

#### TRACK RECORD OF DELIVERING ON COMMITMENTS

Keen focus on consistent execution, transparency with investors, and aligning incentives with shareholder value drives strong track record



\* Consists of planned share repurchases and dividends

## Analyst Q&A