



## First Quarter 2018 Earnings Presentation

Delta Tucker Holdings, Inc.  
Parent of DynCorp International Inc.  
May 14, 2018

AVIATION ■ LOGISTICS ■ OPERATIONS ■ INTELLIGENCE ■ TRAINING



DYNCORP INTERNATIONAL

We Serve Today for a Better Tomorrow.

# Forward-Looking Statements and Non-GAAP Measures

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- **This presentation includes forward-looking statements about the Company’s future business and financial performance, plans, goals, beliefs, or expectations. All of these forward-looking statements are based on estimates and assumptions made by the Company’s management that, although believed by the Company to be reasonable, are inherently uncertain. Forward-looking statements involve risks and uncertainties, including, but not limited to, our substantial level of indebtedness and our ability to refinance our indebtedness; the outcome of any litigation, government investigation, audit or other regulatory matters; award fee determination; termination or modification of key contracts; changes in the demand for services; acts of war or terrorist activities; changes in significant operating expenses; and other economic, competitive, governmental, political and technological factors outside of the Company’s control. These risks and uncertainties may cause the Company’s business, strategy or actual results or events to differ materially from the statements made herein.**
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# CEO George Krivo – Executive Summary

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## Key Financial Results

- Revenue of \$534.3 Million
- Adjusted EBITDA of \$47.2 Million
- Adjusted EBITDA Margin of 8.8%
- DSO at 49 Days

## Positive Momentum Continues

- Key Wins, Extensions & Contract Modifications
  - WLSS-C
  - Afghanistan National Army and Police
  - LOGCAP IV PACOM
- Credit Ratings Upgrade
- Market Dynamics Strong

# Operational Highlights

# Operational Highlights

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## Key Developments

**Worldwide Contractor Logistics Support IDIQ – \$25.5B Ceiling**

**CFT Davis-Monthan Re-compete – \$46.2M**

**Afghanistan National Army and Police 12-Month Extension – \$121.4M**

**LOGCAP IV PACOM Kwajalein Atoll – \$45.6M**

**LOGCAP IV NORTHCOM Puerto Rico USACE Warehouse Support – \$24.9M**



## **ALiSS**

- Task Order 001: Food Services OY3 – \$76.5M
- Task Order 014: Camp Eggers Support Services Award – \$13.4M

**T34/44/6 CLS Eleventh Consecutive PMF Award**

# Financial Review

# Q1 2018 Results

	<i>Millions</i>	Q1 2018	2018 vs. 2017		
Revenue		\$534.3M	\$74.4M	16.2%	
Adjusted EBITDA		\$47.2M	\$10.7M	29.2%	
Adjusted EBITDA Margin		8.8%	89 bps		
			vs. Q4 2017		
Total Backlog		\$3,909M	(\$260M)	(6.2%)	

## Q1 Highlights

Revenue	Adjusted EBITDA
↑ LOGCAP IV	↑ JPATS T6
↑ CLS	↑ LOGCAP IV
↑ GISS G4 INSCOM	↑ ALiSS
↑ NTWP	↑ CFT Davis-Monthan / Little Rock
↑ ALiSS	↑ PAX River
↑ JPATS T6	↑ MD530
↑ CFT Davis-Monthan / Little Rock	↑ GISS G4 INSCOM
↓ INL	↓ AFM RASM / TASM
↓ MAISR	↓ INL
↓ NASA AMOS	↓ WRM II / III
↓ WRM II / III	↓ NASA AMOS

# DynAviation

<i>Millions</i>	Q1 2018	2018 vs. 2017	
	<b>Revenue</b>	<b>\$317.2M</b>	<b>\$29.3M</b>
<b>Adjusted EBITDA</b>	<b>\$27.0M</b>	<b>\$5.5M</b>	<b>25.9%</b>
<b>Adjusted EBITDA Margin</b>	<b>8.5%</b>	<b>106 bps</b>	
		<b>vs. Q4 2017</b>	
<b>Total Backlog</b>	<b>\$2,316M</b>	<b>(\$299M)</b>	<b>(11.4%)</b>



## Q1 Highlights

Revenue		Adjusted EBITDA	
↑ NTWP		↑ CFT Davis-Monthan / Little Rock	
↑ CLS		↑ JPATS T6	
↑ MD530		↑ PAX River	
↑ CFT Davis-Monthan / Little Rock		↑ MD530	
↑ JPATS T6		↑ T34/44/6	
↓ INL		↓ INL	
↓ MAISR		↓ AFM RASM / TASM	
↓ NASA AMOS		↓ NASA AMOS	
Total Backlog			
↑ CFT Davis-Monthan		↓ INL	
↓ PAX River		↓ CLS	
↓ Andrews		↓ JPATS T6	
↓ AFM RASM / TASM		↓ T34/44/6	



# DynLogistics

	<i>\$millions</i>	2018 vs. 2017	
		Q1 2018	
Revenue	\$217.5M	\$45.2M	26.2%
Adjusted EBITDA	\$22.5M	\$5.0M	28.7%
Adjusted EBITDA Margin	10.4%	20 bps	
		vs. Q4 2017	
Total Backlog	\$1,593M	\$39M	2.5%



## Q1 Highlights

Revenue	Adjusted EBITDA
<ul style="list-style-type: none"> <li>↑ ALISS</li> <li>↑ GISS G4 INSCOM</li> <li>↑ LOGCAP IV</li> <li>↓ WRM II / III</li> <li>↓ POSII</li> </ul>	<ul style="list-style-type: none"> <li>↑ ALISS</li> <li>↑ GISS G4 INSCOM</li> <li>↑ LOGCAP IV</li> <li>↓ WRM II / III</li> </ul>
Total Backlog	
<ul style="list-style-type: none"> <li>↑ ALISS</li> <li>↑ WRM III</li> </ul>	<ul style="list-style-type: none"> <li>↓ ANA / ANP</li> <li>↓ LOGCAP IV</li> <li>↓ GISS G4 INSCOM</li> <li>↓ Taji</li> </ul>

## Financial Review – Q1 Miscellaneous Items

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### **Working Capital<sup>(1)</sup> of \$157.1 Million**

- Up \$10.6 Million from Year-end; 7.6% of Revenue
- DSO at 49 Days – Decrease 5 days from Year-end 2017

### **Q1 2018 Free Cash Flow of \$3.2 Million**

- Improvement of \$19.7 Million vs Q1 2017 of (\$16.5) Million

### **Current Net Debt Position of \$413.1 Million**

- Balance Sheet Unrestricted Cash Position of \$117.5 Million at Quarter-end
- No Revolver Borrowings Outstanding at Quarter-end

### **Term Loan Payment Pursuant to Excess Cash Flow Provision – \$54.9 Million**

<sup>(1)</sup> Working Capital = Accounts Receivable + Contract Assets + Inventory + Work in Progress – Accounts Payable – Accrued Payroll and Employee Cost

# 2018 Full Year Financial Guidance Update

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## Full Year 2018 Revenue Estimate

- \$1.98 Billion to \$2.0 Billion
  - Full Year Contribution of Recent Wins Supports Year
    - CLS Transport Army C12
    - Naval Test Wing Pacific
  - LOGCAP IV Forecasted to Grow \$125 Million
  - Offsets Expected Decline in INL AIR WING
    - 2018 INL AIR WING Revenue Expected at \$110 Million

## Full Year 2018 Adjusted EBITDA Estimate – Increased

- \$166 Million to \$170 Million
  - Q1 Productivity Drives Performance
  - Increased Full Year 2018 Visibility

## Full Year 2018 Free Cash Flow Estimate

- \$60 Million

# CEO Closing Remarks

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## **Strong Quarter – Off to a Good Start!**

- ✓ Revenue Growth
- ✓ Profit up
- ✓ Margin Expansion
- ✓ Credit Ratings Upgrades

## **2018 Priorities – Maintain Focus on Growth**

- Make Our Numbers / BD Focus
- Delight Our Customer Through Operational Excellence
- Maintain High Professional Standards

**Serving Today for a Better Tomorrow!**

# Q & A

# Appendix

# Unaudited Consolidated Statements of Operations

(Amounts in thousands)	Three Months Ended	
	March 31, 2018	March 31, 2017
Revenue	\$ 534,293	\$ 459,872
Cost of services	(465,423)	(399,477)
Selling, general and administrative expenses	(25,359)	(31,719)
Depreciation and amortization expense	(6,057)	(8,555)
Earnings from equity method investees	47	43
Operating income	37,501	20,164
Interest expense	(16,988)	(18,715)
Loss on early extinguishment of debt	(239)	—
Interest income	525	5
Other income, net	649	1,373
Income before income taxes	21,448	2,827
Provision for income taxes	(4,744)	(3,039)
Net income (loss)	16,704	(212)
Noncontrolling interests	(296)	(275)
Net income (loss) attributable to DTH, Inc.	\$ 16,408	\$ (487)
Provision for income taxes	4,744	3,039
Interest expense, net of interest income	16,463	18,710
Depreciation and amortization <sup>(1)</sup>	6,820	8,898
EBITDA <sup>(2)</sup>	\$ 44,435	\$ 30,160
Certain income/expense or gain/loss adjustments per our credit agreements <sup>(3)</sup>	2,980	(166)
Employee share based compensation, severance, relocation and retention expense <sup>(4)</sup>	373	1,130
Cerberus fees <sup>(5)</sup>	31	650
Global Advisory Group expenses <sup>(6)</sup>	—	5,160
Other <sup>(7)</sup>	(634)	(406)
Adjusted EBITDA	\$ 47,185	\$ 36,528

(1) Includes certain depreciation and amortization amounts which are classified as Cost of services in the condensed consolidated statements of operations.

(2) We define EBITDA as GAAP net income (loss) attributable to DTH, Inc. adjusted for interest, taxes, depreciation and amortization. We believe these non-GAAP financial measures are useful in evaluating operating performance and are regularly used by security analysts, institutional investors and other interested parties in reviewing the Company. Non-GAAP financial measures are not intended to be a substitute for any GAAP financial measure and, as calculated, may not be comparable to other similarly titled measures of the performance of other companies.

(3) Includes certain unusual income and expense items, as defined in the Indenture and New Senior Credit Facility.

(4) Includes post-employment benefit expense related to severance in accordance with ASC 712 - *Compensation*, relocation expenses, retention expense and share based compensation expense.

(5) Includes Cerberus Operations and Advisory Company expenses, net of recovery.

(6) Reflects Global Advisory Group cost incurred during the three months ended March 31, 2017, which we were able to add back to Adjusted EBITDA under the Indenture and New Senior Credit Facility in an aggregate amount up to a total of \$30 million, which was fully utilized as of the second quarter of calendar year 2017.

(7) Includes changes due to fluctuations in foreign exchange rates, earnings from affiliates not received in cash, costs incurred pursuant to ASC 805 - *Business Combination* and other immaterial items.

# Unaudited Credit Agreement Adjusted EBITDA Calculation by Segment

(Amounts in thousands)

DTH, Inc. CY18 QTD Q1

	DynAviation	DynLogistics	Headquarters/ Others	Consolidated
Operating income (loss)	\$ 25,934	\$ 19,306	\$ (7,739)	\$ 37,501
Depreciation and amortization expense <sup>(1)</sup>	498	416	5,906	6,820
Loss on early extinguishment of debt	—	—	(239)	(239)
Noncontrolling interests	—	—	(296)	(296)
Other income, net	199	81	369	649
EBITDA <sup>(2)</sup>	\$ 26,631	\$ 19,803	\$ (1,999)	\$ 44,435
Certain income/expense or gain/loss adjustments per our credit agreements <sup>(3)</sup>	79	2,636	265	2,980
Employee share based compensation, severance, relocation and retention expense <sup>(4)</sup>	245	123	5	373
Cerberus fees <sup>(5)</sup>	14	9	8	31
Other <sup>(6)</sup>	—	(56)	(578)	(634)
Adjusted EBITDA	\$ 26,969	\$ 22,515	\$ (2,299)	\$ 47,185

(1) Includes certain depreciation and amortization amounts which are classified as Cost of services in the condensed consolidated statements of operations.

(2) We define EBITDA as GAAP net income attributable to DTH, Inc. adjusted for interest, taxes, depreciation and amortization. We believe these non-GAAP financial measures are useful in evaluating operating performance and are regularly used by security analysts, institutional investors and other interested parties in reviewing the Company. Non-GAAP financial measures are not intended to be a substitute for any GAAP financial measure and, as calculated, may not be comparable to other similarly titled measures of the performance of other companies.

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(5) Includes Cerberus Operations and Advisory Company expenses, net of recovery.

(6) Includes changes due to fluctuations in foreign exchange rates, earnings from affiliates not received in cash, costs incurred pursuant to ASC 805 - *Business Combination* and other immaterial items.



# Unaudited Credit Agreement Adjusted EBITDA Calculation by Segment

(Amounts in thousands)	DTH, Inc. CY17 QTD Q1			
	DynAviation	DynLogistics	Headquarters/ Others	Consolidated
Operating (loss) income	\$ 18,946	\$ 17,500	\$ (16,282)	\$ 20,164
Depreciation and amortization expense <sup>(1)</sup>	289	140	8,469	8,898
Noncontrolling interests	—	—	(275)	(275)
Other income, net	997	107	269	1,373
EBITDA <sup>(2)</sup>	\$ 20,232	\$ 17,747	\$ (7,819)	\$ 30,160
Certain income/expense or gain/loss adjustments per our credit agreements <sup>(3)</sup>	—	(756)	590	(166)
Employee share based compensation, severance, relocation and retention expense <sup>(4)</sup>	793	323	14	1,130
Cerberus fees <sup>(5)</sup>	401	215	34	650
Global Advisory Group expenses <sup>(6)</sup>	—	—	5,160	5,160
Other <sup>(7)</sup>	—	(40)	(366)	(406)
Adjusted EBITDA	\$ 21,426	\$ 17,489	\$ (2,387)	\$ 36,528

(1) Includes certain depreciation and amortization amounts which are classified as Cost of services in the condensed consolidated statements of operations.

(2) We define EBITDA as GAAP net loss attributable to DTH, Inc. adjusted for interest, taxes, depreciation and amortization. We believe these non-GAAP financial measures are useful in evaluating operating performance and are regularly used by security analysts, institutional investors and other interested parties in reviewing the Company. Non-GAAP financial measures are not intended to be a substitute for any GAAP financial measure and, as calculated, may not be comparable to other similarly titled measures of the performance of other companies.

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(7) Includes changes due to fluctuations in foreign exchange rates, earnings from affiliates not received in cash, costs incurred pursuant to ASC 805 - *Business Combination* and other immaterial items.

# Unaudited Condensed Consolidated Balance Sheets

(Amounts in thousands)

	As of	
	March 31, 2018	December 31, 2017
<b>ASSETS</b>		
Current assets:		
Cash and cash equivalents	\$ 117,523	\$ 168,250
Accounts receivable, net of allowances of \$9,417 and \$10,142, respectively	119,398	352,550
Contract assets	200,940	—
Other current assets	43,098	52,542
Total current assets	480,959	573,342
Non-current assets	154,910	162,375
Total assets	\$ 635,869	\$ 735,717
<b>LIABILITIES AND DEFICIT</b>		
Current portion of long-term debt, net	\$ —	\$ 53,652
Other current liabilities	267,950	331,872
Total current liabilities	267,950	385,524
Long-term debt, net	530,575	527,039
Other long-term liabilities	12,069	13,081
Total deficit attributable to Delta Tucker Holdings, Inc.	(180,207)	(195,456)
Noncontrolling interests	5,482	5,529
Total deficit	(174,725)	(189,927)
Total liabilities and deficit	\$ 635,869	\$ 735,717

# Unaudited Other Contract Data

(Amounts in millions)	As of	
	March 31, 2018	December 31, 2017
Backlog <sup>(1)</sup> :		
Funded backlog	\$ 1,048	\$ 968
Unfunded backlog	2,861	3,201
Total Backlog	<u>\$ 3,909</u>	<u>\$ 4,169</u>

- (1) Backlog consists of funded and unfunded amounts under contracts. Funded backlog is equal to the amounts appropriated by a customer for payment of goods and services less actual revenue recognized as of the measurement date under that appropriation. Unfunded backlog is the dollar value of unexercised, priced contract options, and the unfunded portion of exercised contract options. Most of our U.S. government contracts allow the customer the option to extend the period of performance of a contract for a period of one or more years.

# Unaudited Condensed Statements of Cash Flows

(Amounts in thousands)	For the three months ended	
	March 31, 2018	March 31, 2017
Cash Flow Information:		
Net cash provided by (used in) operating activities	\$ 8,049	\$ (15,048)
Net cash used in investing activities	(3,622)	(1,044)
Net cash used in financing activities	(55,154)	(79)
Net cash provided by (used in) operating activities	8,049	(15,048)
Less: Purchase of property and equipment	(4,852)	(1,757)
Proceeds from sale of property and equipment	12	370
Less: Purchase of software	(32)	(26)
Free cash flow	<u>\$ 3,177</u>	<u>\$ (16,461)</u>