

## Annual Meeting of the Shareholders

**MARCH 18, 2021** 



# **Forward-Looking Statements**

#### "Safe Harbor" Statement under the Private Securities Litigation Reform Act of 1995:

This presentation may contain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These statements relate to future events or DLH's future financial performance. Any statements that refer to expectations, projections or other characterizations of future events or circumstances or that are not statements of historical fact (including without limitation statements to the effect that the Company or its management "believes", "expects", "anticipates", "plans", "intends" and similar expressions) should be considered forward looking statements that involve risks and uncertainties which could cause actual events or DLH's actual results to differ materially from those indicated by the forward-looking statements. Forward-looking statements reflect our belief and assumptions as to future events that may not prove to be accurate. Our actual results may differ materially from such forward-looking statements made in this presentation due to a variety of factors, including: the outbreak of the novel coronavirus ("COVID-19"), including the measures to reduce its spread, and its impact on the economy and demand for our services, which are uncertain, cannot be predicted, and may precipitate or exacerbate other risks and uncertainties; the failure to achieve the anticipated benefits of the IBA acquisition (including anticipated future financial operating performance and results); diversion of management's attention from normal daily operations of the business and the challenges of managing larger and more widespread operations resulting from the acquisition; the inability to retain IBA employees and customers; contract awards in connection with recompetes for present business and/or competition for new business; compliance with bank financial and other covenants; changes in client budgetary priorities; government contract procurement (such as bid protest, small business set asides, loss of work due to organizational conflicts of interest, etc.) and termination risks; the ability to successfully integrate the operations of IBA and any future acquisitions; and other risks described in our SEC filings. For a discussion of such risks and uncertainties which could cause actual results to differ from those contained in the forward-looking statements, see "Risk Factors" in the Company's periodic reports filed with the SEC, including our Annual Report on Form 10-K for the fiscal year ended September 30, 2020, as well as subsequent reports filed thereafter. The forward-looking statements contained herein are not historical facts, but rather are based on current expectations, estimates, assumptions and projections about our industry and business. Such forward-looking statements are made as of the date hereof and may become outdated over time. The Company does not assume any responsibility for updating forward-looking statements, except as may be required by law.



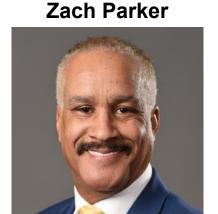
## Agenda



CORPORATE GROWTH STRATEGY & INVESTMENT PREMISE
ZACH PARKER, PRESIDENT & CEO



STRONG ADDRESSABLE MARKET & KEY CAMPAIGNS
JACKIE EVERETT, CHIEF GROWTH OFFICER



Kathryn JohnBull

**Jackie Everett** 



FINANCIAL UPDATE
KATHRYN JOHNBULL, CHIEF FINANCIAL OFFICER



Q&A





# Corporate Growth Strategy & Investment Premise

Zach Parker, President and CEO



### **DLH Vision and Values**



#### **Integrity & Trust**

Resulting in trusted partnerships that produce long-term relationships

DLH customers with 20+ year relationships











#### **Performance Excellence**

Attracting and retaining the industry's top talent while deploying best practices and innovative solutions

Key credentials, best practices, and awards















#### **Diversity & Inclusion**

Committed to providing a work environment which values the contributions of a diverse and inclusive team at all levels of the enterprise.

A workforce that reflects the breadth of our nation's diversity in race, gender, age, culture, and sexual orientation.





#### **Agility**

Executive leadership that is responsive to evolving customer requirements

Nimble organizational structure supports rapid decisionmaking









# **Delivering on Strategy**

Revenue & EBITDA Growth





Achieved by organic and acquisitive growth on more complex and differentiated programs, leveraging our operating structure which is suited to manage \$300-500M in revenue.

Diversification & Mission-Criticality





Fully executed Phase I acquisition roadmap yielded a presence in each key Federal health/human services market:







Defense & Veteran Health Solutions

n Human Services & Solutions

Public Health & Life Sciences

Anchor contracts providing longterm revenue visibility in each market. Strategic Capital Deployment





Robust YoY growth
accomplished largely via
senior debt financing, with
minimal (<10%) equity
dilution

Top Talent with Best Practices



Premier executive team
with diverse leadership
experiences gained from
a range of industry
leaders



# A Culture of Competitive Differentiation Through...

#### **Heritage of Customer Intimacy**

# Long-standing relationships DHAS Deep passion for the mission Thought leadership talent

#### **Customized Technology Tools**



#### **Verifiable Customer Value**





# **Key Technology Resources**



# Data Scientists Biostatisticians Clinical Research Scientists/Professionals Biomedical Engineers Epidemiologists Clinical Data Managers

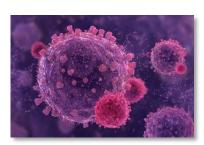














# Next Chapter – Positioned to Drive Higher Returns



#### Collaborate, Innovate, and Accelerate for Growth

Leverage recent infusion of new Leadership Talent

Effective integration with reconstructed growth engine

Broad capabilities aligned with customers' growth initiatives.



#### Secure cloud computing, AI, and digital transformation

Certified Paas / IaaS solution for Cyber and Health IT markets Major government-wide Health IT IDIQs on the horizon Complements expanded Agile, DevOps, Artificial Intelligence



Leveraging a balanced portfolio, we are building a stronger company and enhancing shareholder value.



# Strong Addressable Market & Key Campaigns

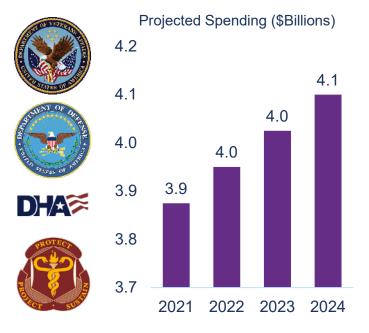
Jackie Everett, Chief Growth Officer



# Strong Addressable Markets and Key Campaigns

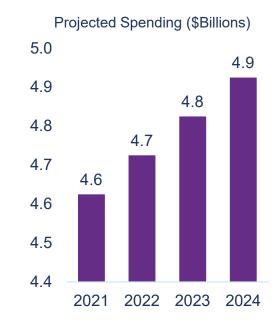


#### **Defense & Veterans Health Solutions**



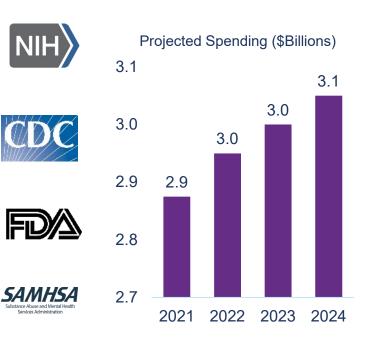


#### **Human Services** & Solutions





#### **Public Health** & Life Sciences





Telehealth AI/ML



Analytics



Scientific

Research



Compliance

& Monitoring





AI/ML



Scientific

Research





Analytics





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Analytics



Compliance & Monitoring



# **Ever-expanding Core Competencies for Strategic Markets**

Compliance, Monitoring, and Fraud, Waste, & Abuse Detection



Secure Data Analytics and Cybersecurity



Clinical, Medical and Scientific Research



Artificial Intelligence,
Machine Language, & Predictive
Analytics



Robotics and Autonomous Vehicles



Logistics & Supply Chain Management



Telehealth Research and Application



System Modernization and Digital Transformation





# **Key New Business Campaigns**



DLH powered by Infinibyte® – securing large & complex data for our clients

Telehealth and Virtual Health are driving reengineering of U.S. public health efforts





Building a strong pipeline with DoD & scientific/clinical research

Increasing contract portfolio as the government shifts towards multiple award contracts



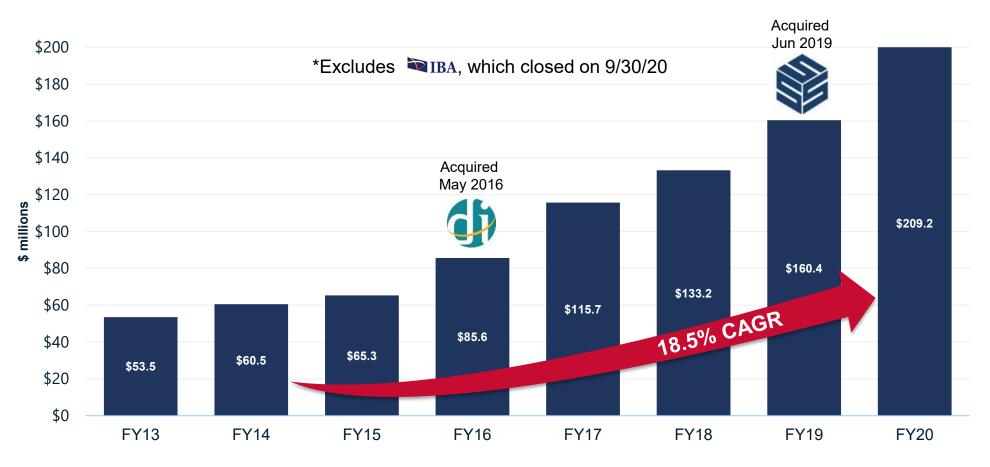






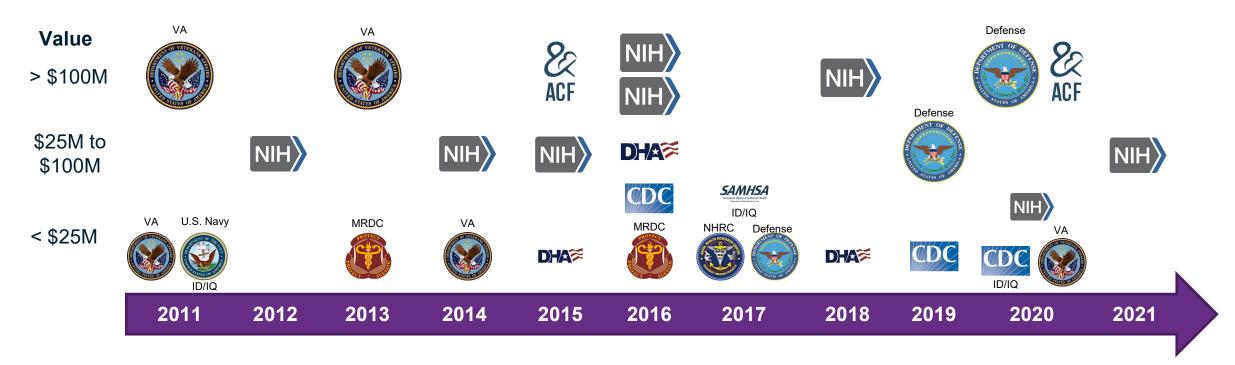
# Consistent and Strategic Growth for 10 Consecutive Years

#### **Historical Revenue**





# Strong Business Base as a Mid-tier GovCon Company



Eight (8) awards over \$100M in value since 2011

Organic expansion into adjacent markets

Completion of initial acquisition roadmap to establish foothold in 3 markets defined in 2014



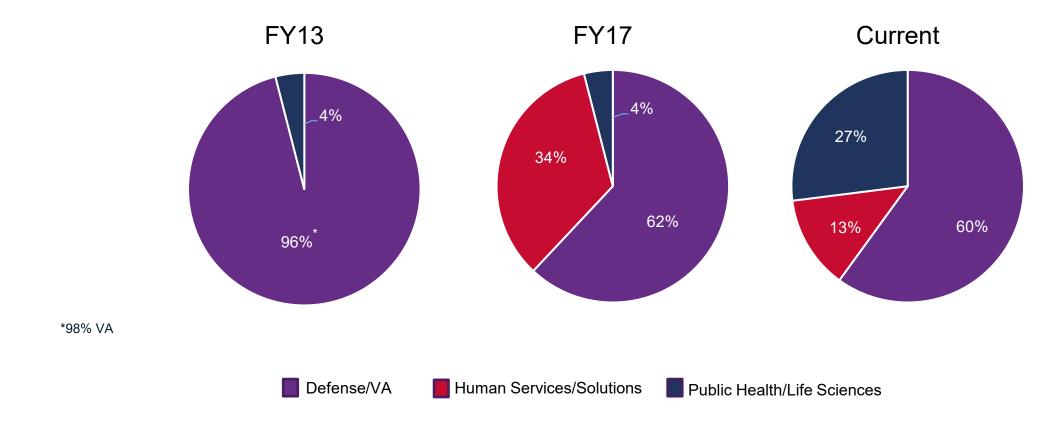
# A History of Increasing Value

#### **Historical EBITDA**





# Revenue by Market - Concentration to Diversification





# Corporate Development Go-Forward Strategy



#### We are affirming the markets that we have defined

- Long-standing trend of bipartisan support for health/human services programs
- Enduring and expanding need for these services, notwithstanding COVID uncertainty



# Given the broad markets we have defined, we plan to continue to emphasize growth through all channels

- Organic expansion and new business
- Cross-selling opportunities
- Complementary acquisitions



#### We expect future acquisitions to be largely focused on augmenting our current path

- Expanded capabilities (such as digital transformation, AI/ML, etc.)
- Strategic additional agencies in current markets



#### We believe we have adequate sources of capital to finance further growth

- Strong senior lending group comprised of banks with deep industry knowledge and support
- Active capital markets would support equity financing if appropriate in support of a key deal



# Appendix

#### Trending EBITDA Reconciliation

#### **Twelve Months Ended**

#### September 30,

(amounts in thousands)	2013		2014		2015		2016		2017		2018		2019		2020	
Net (loss)/income	\$	(159)	\$	5,357	\$	8,728	\$	3,384	\$	3,288	\$	1,836	\$	5,324	\$	7,114
(i) Interest expense/other (income)		407		4		(744)		823		1,228		1,116		2,473		3,441
(ii) (Benefit)/provision for taxes		-		(4,597)		(5,488)		(938)		2,114		5,830		2,171		2,906
(iii) Depreciation and amortization		121		106		55		1,244		1,754		2,242		3,956		7,003
EBITDA	\$	369	\$	870	\$	2,551	\$	4,513	\$	8,384	\$	11,024	\$	13,924	\$	20,464
Revenue	\$	53,506	\$	60,493	\$	65,346	\$	85,602	\$	115,662	\$	133,236	\$	160,391	\$	209,185
EBITDA as a % of revenue		0.7%		1.4%		3.9%		5.3%		7.2%		8.3%		8.7%		9.8%













