FY2020 Fourth Quarter Earnings Presentation:
Three & Twelve Months Ended 9.30.2020

ZACH PARKER | PRESIDENT & CEO
KATHRYN JOHNBULL | CFO

12.07.20

© Copyright 2020 DLH Holdings Corp. All Rights Reserved.
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 re-competes 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.
Annual revenue rose 30% to $209.2 million

Earnings of $7.1 million, or $0.54 per share

Operating cash flow of $19.5 million

Completed acquisition of IBA

Backlog of $688.4 million

“DLH has, once again, performed very well under rather unpredictable and challenging circumstances, solidifying its leadership position in the federal markets we serve.”

- Zach Parker, CEO
Key Awards and Backlog Expansion

- Modernized Solutions for Head Start Monitoring and Analytics Drives Major Recompete Win and Efficiencies to Client
- Major Extensions and Favorable Progress on Heritage Veterans Pharma Contracts
- COVID-19 Related Expansion of Infectious Disease Research and Prevention
- Military Health System Contracts, Talent and Capabilities Acquired in Fourth Quarter
Election Impact -- Neutral to Positive

- Election not materially change outlook for DLH core markets, although Biden Administration has articulated interest in increased healthcare initiatives
- VA, DoD, and HHS largely supported by both parties, with high-priority programs designed to address the health and safety of Americans
- Will continue to engage applicable Senate and House Committees as appropriate to remain informed
Pandemic Response Creates **Opportunities** and minor **Headwinds** for Near-term

Expanding portfolio of mission-critical related services across key government agencies

- Research and clinical trials for investigational therapies
- Telehealth technology to expand pathways to care
- Active pipeline for short- and long-term R&D

Federal, state, local government pandemic-related guidelines and restrictions

- Closure and limitations of facilities scheduled for inspection
- Restrictions on DLH subject matter experts travel
**Top Priority Focus and Investments**

**Health and Safety of our uniquely talented workforce**
Guided by our Covid-19 Executive Task Force (screenshot)
Telework tools, masks & PPE, facility provisions, surveys
Evolution of business practices for the “NextNormal”

**Collaborate, Innovate, and Accelerate for Growth**
Leverage recent infusion of new Leadership Talent
Expanded innovative solution architect resources (differentiate)
Effective integration with reconstructed growth engine

**Deploy secure large-scale data analytics platform**
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
FY2020 Q4 reflects deferrals in monitoring and compliance programs and reduction of non-labor costs due to pandemic conditions.
FY2020 Q4 Results: Operating Income

Operating Income for FY20 Q4 increased as compared to FY19 Q4 when adjusted for $0.9 million of acquisition costs.
FY2020 Q4 Results: EBITDA

$5.3

$4.4

EBITDA for FY20 Q4 in line with FY19 Q4 after factoring in $0.9 million of acquisition expense

A reconciliation of net income to EBITDA is provided in the back of this presentation.
Strengthening and Broadening our Contract Backlog

Amount in millions

<table>
<thead>
<tr>
<th>Fiscal 2019 ending balance</th>
<th>$414</th>
</tr>
</thead>
<tbody>
<tr>
<td>Additions</td>
<td></td>
</tr>
<tr>
<td>Head Start recompete win</td>
<td>150</td>
</tr>
<tr>
<td>IBA acquisition</td>
<td>141</td>
</tr>
<tr>
<td>Balance of net contract addtions</td>
<td>193</td>
</tr>
<tr>
<td>Reductions</td>
<td></td>
</tr>
<tr>
<td>Fiscal 2020 revenue incurred</td>
<td>(209)</td>
</tr>
<tr>
<td>Fiscal 2020 ending balance</td>
<td>688</td>
</tr>
<tr>
<td><strong>Fiscal 2020 backlog growth</strong></td>
<td><strong>$274</strong></td>
</tr>
<tr>
<td>YoY % Growth</td>
<td>66%</td>
</tr>
</tbody>
</table>
Debt Position and Outlook

Continued strong operating cash flow anticipated for fiscal 2021, leading to a projected year-end debt balance of $50 to $52 million.

Net Debt is a non-GAAP metric used by investors and lenders and management believes it provides relevant and useful information to investors and other users of our financial data. Net Debt is calculated by subtracting cash and cash equivalents from the sum of current and long-term debt. A reconciliation of the Total Leverage Ratio is included in the back of this presentation.
Appendix

Non-GAAP Reconciliations

This document contains non-GAAP financial information including EBITDA, Adjusted EBITDA, and Adjusted EBITDA as a percentage of revenue. Management uses this information in its internal analysis of results and believes this information may be informative to investors in gauging the quality of our financial performance, identifying trends in our results, and providing meaningful period-to-period comparisons. These measures should be used in conjunction with, rather than instead of, their comparable GAAP measures. A reconciliation of non-GAAP measures to the comparable GAAP measures is presented in this document. The Company defines Adjusted EBITDA as net income excluding interest expense, provision for or benefit from income taxes, depreciation and amortization, and acquisition costs and defined Adjusted EBITDA as a percent of revenue is Adjusted EBITDA divided by revenue. Definitions of the other non-GAAP measures we use in the presentation are contained in the Company's most recent earnings press release, which is available on the investor relations section of our web site at www.dlhcorp.com.

Debt Covenant

We are also including Total Leverage Ratio in this presentation. Total Leverage Ratio is used for the purpose of testing the Maximum Total Leverage Ratio covenant in our Amended and Restated Credit Agreement dated September 30, 2020 (the “Credit Agreement”), which provides for a maximum total leverage ratio of 3.75 to 1.00 for all periods from closing date to September 30, 2021. Management considers the Total Leverage Ratio to be an important indicator of the Company’s ability to incur additional debt, its ability to service existing debt and the extent of our compliance with the leverage covenant in the Credit Agreement. We believe that analysts and investors use this metric to assess the Company’s ability to service existing debt and our liquidity, generally. The reconciliation of the Total Leverage Ratio is presented in the appendix to this presentation. As used in this presentation, Total Leverage Ratio, which is not calculated in accordance with GAAP, is defined as total debt as of the respective date(s) presented herein, divided by Consolidated EBITDA for the period(s) then ended. Total Leverage Ratio and Consolidated EBITDA are calculated in accordance with the Credit Agreement.
## FY2020 Q4 and Full Year EBITDA Reconciliation

<table>
<thead>
<tr>
<th></th>
<th>Three Months Ended September 30,</th>
<th>Twelve Months Ended September 30,</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2020</td>
<td>2019</td>
</tr>
<tr>
<td>Net income</td>
<td>$1,363</td>
<td>$1,565</td>
</tr>
<tr>
<td>(i) Interest expense, net</td>
<td>781</td>
<td>1,190</td>
</tr>
<tr>
<td>(ii) Provision for taxes</td>
<td>554</td>
<td>639</td>
</tr>
<tr>
<td>(iii) Depreciation and amortization</td>
<td>1,664</td>
<td>1,919</td>
</tr>
<tr>
<td>EBITDA</td>
<td>4,362</td>
<td>5,313</td>
</tr>
<tr>
<td>Acquisition costs</td>
<td>930</td>
<td>-</td>
</tr>
<tr>
<td>Adj. EBITDA</td>
<td>5,292</td>
<td>5,313</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>2020</th>
<th>2019</th>
<th>Change</th>
<th>2020</th>
<th>2019</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net income as a % of revenue</td>
<td>2.7%</td>
<td>2.9%</td>
<td>(0.2%)</td>
<td>3.4%</td>
<td>3.3%</td>
<td>0.1%</td>
</tr>
<tr>
<td>Adj. EBITDA as a % of revenue</td>
<td>10.4%</td>
<td>9.8%</td>
<td>0.6%</td>
<td>10.2%</td>
<td>9.5%</td>
<td>0.7%</td>
</tr>
<tr>
<td>Revenue</td>
<td>$50,691</td>
<td>$54,183</td>
<td>$(3,492)</td>
<td>$209,185</td>
<td>$160,391</td>
<td>$48,794</td>
</tr>
</tbody>
</table>

© Copyright 2020 DLH Holdings Corp. All Rights Reserved.
A History of Solid Growth

Historical Revenue

- FY13: $53.5
- FY14: $60.5
- FY15: $65.3
- FY16: $85.6
- FY17: $115.7
- FY18: $133.2
- FY19: $160.4
- FY20: $209.2

Acquired:
- May 2016
- Jun 2019
- Sep 2020

18.5% CAGR
And Increasing Value

Historical EBITDA

- FY13: $0.4
- FY14: $0.9
- FY15: $2.6
- FY16: $4.5
- FY17: $8.4
- FY18: $11.0
- FY19: $13.9
- FY20: $20.5

June 2019 - acquired Social & Scientific Systems
May 2016 - acquired Danya International
September 2020 - acquired Irving Burton Assoc.

63.6% CAGR
### Trending EBITDA Reconciliation

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net (loss)/income</strong></td>
<td>$ (159)</td>
<td>$ 5,357</td>
<td>$ 8,728</td>
<td>$ 3,384</td>
<td>$ 3,288</td>
<td>$ 1,836</td>
<td>$ 5,324</td>
<td>$ 7,114</td>
</tr>
<tr>
<td>(i) Interest expense/other (income)</td>
<td>407</td>
<td>4</td>
<td>(744)</td>
<td>823</td>
<td>1,228</td>
<td>1,116</td>
<td>2,473</td>
<td>3,441</td>
</tr>
<tr>
<td>(ii) (Benefit)/provision for taxes</td>
<td>-</td>
<td>(4,597)</td>
<td>(5,488)</td>
<td>(938)</td>
<td>2,114</td>
<td>5,830</td>
<td>2,171</td>
<td>2,906</td>
</tr>
<tr>
<td>(iii) Depreciation and amortization</td>
<td>121</td>
<td>106</td>
<td>55</td>
<td>1,244</td>
<td>1,754</td>
<td>2,242</td>
<td>3,956</td>
<td>7,003</td>
</tr>
<tr>
<td><strong>EBITDA</strong></td>
<td>$ 369</td>
<td>$ 870</td>
<td>$ 2,551</td>
<td>$ 4,513</td>
<td>$ 8,384</td>
<td>$ 11,024</td>
<td>$ 13,924</td>
<td>$ 20,464</td>
</tr>
</tbody>
</table>

Twelve Months Ended September 30,
## Reconciliation of Leverage Ratio

<table>
<thead>
<tr>
<th></th>
<th>S3 Acquisition</th>
<th>IBA Acquisition</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>6/7/19</td>
<td>9/30/19</td>
</tr>
<tr>
<td>Term Loan</td>
<td>$70,000</td>
<td>$56,000</td>
</tr>
<tr>
<td>Revolving Credit Loan</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Letters of Credit</td>
<td>-</td>
<td>1,745</td>
</tr>
<tr>
<td>Total Funded Debt</td>
<td>$70,000</td>
<td>$57,745</td>
</tr>
<tr>
<td>Consolidated EBITDA</td>
<td>$20,162</td>
<td>$21,664</td>
</tr>
<tr>
<td>Total Leverage Ratio</td>
<td>3.47</td>
<td>2.67</td>
</tr>
</tbody>
</table>

Consolidated EBITDA as calculated per the Credit Agreement.