



# DLH HOLDINGS CORP AT-A-GLANCE

March 2018

### Company Overview

DLH Solutions provides proven, cost effective, quality professional services and solutions within the growing Federal healthcare and medical logistics market. Our market focus is service members and veterans' requirements for telehealth, pharmaceuticals, behavioral healthcare, medication therapy management, controlled substance and cold-chain management, health IT commodities, process management, and healthcare delivery. Our capabilities include managing, monitoring, and supporting large-scale healthcare and human services programs across the continuum of care and case management. DLH's monitoring and evaluation services to the Department of Health and Human Services are critical to ensuring that education, health, and social standards are being achieved to ensure school readiness for underprivileged children.

### Investment Features

- Strong presence in high national priority programs
- Long-standing client relationships
- Over 90% competitively awarded prime contracts
- Innovative solutions for market differentiation
- Highly qualified and experienced leadership and operational teams

### Core Focus Elements

- Maintain focus on top priority markets:
  - Federal health delivery and technology enablers
  - Education, wellbeing and environmental programs
- Prioritize "Performance Excellence" for all clients and teaming partners
- Leverage innovative technology-based solution and methods
- Use strong portfolio of IDIQ contract vehicles to organically grow business
- Ensure "sustainable" profitable growth within current and adjacent markets

### Acquisition Strategy

- Acquired Danya International in May 2016
  - Perfect complement to DLH's culture, services and solutions
  - Maximize and expand through complementary operational synergies and presence in additional Departments within the U.S. Government
- Continue to invest cash and borrowing capacity in strategic growth opportunities

### Forward Looking Federal Health Trends in the DLH Market Space

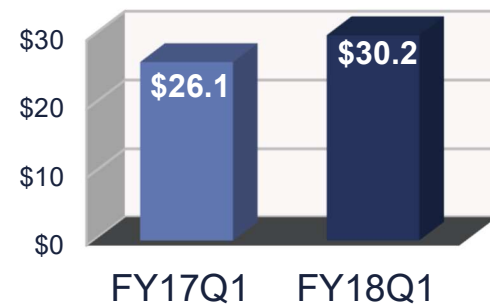
- High priority for telehealth/telemedicine among healthcare organizations
- Increase in proportion of veterans, elderly, and aging populations in the healthcare system
- US Department of Health & Human Services budget has continued to grow; increased from \$0.96 trillion in fiscal 2014 to \$1.09 trillion for fiscal 2016
- Federal health expenditures projected to reach \$1.75 trillion by 2025, growing at an approximately 5.0% compound annual growth rate (CAGR)
- 2017 federal budget allocation for veteran's programs increased eight years in a row, with VA officials given \$74.4 billion in discretionary, a nearly 4 percent increase over fiscal 2016.

### MARKET DATA (as of 3/15/18)

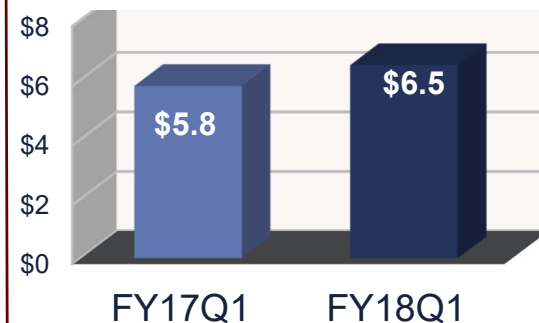
Stock Exchange.....	NASDAQ
Market Symbol.....	DLHC
Share Price.....	\$5.69
52 Week Price Range.....	\$4.10 - \$6.83
Fully Diluted Shares.....	11.8M
Market Cap.....	\$67.5M
Book Value per Share (12/31/17)...	\$2.88
Fiscal Year Ends.....	Sep 30th

### FY18 1st Quarter Year over Year (\$ in Millions)

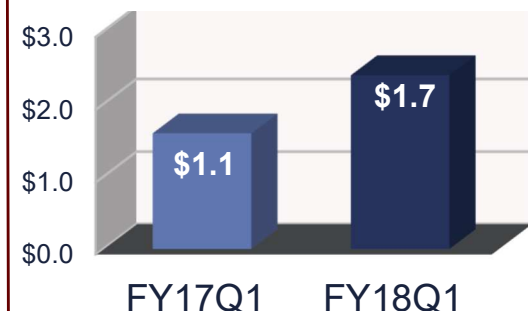
#### Revenue



#### Gross Profit



#### EBITDA



The information contained herein was obtained from the management of DLH Holdings Corp and other sources we believe to be reliable. This does not constitute a solicitation of the purchase or sales of securities. This Fact Sheet contains statements relating to future results of the company (including certain projections and business trends) that are "forward-looking statements" as defined in the Private Security Litigation reform Act of 1995. Actual results may differ materially from those projected as a result of certain risks and uncertainties, detailed from time to time in the filings of the Company with the Securities and Exchange Commission.



## Expertise and what we do in the federal market ...

- Enhance “Medically Ready” status of service-members, reshaping the way healthcare is delivered to restore, improve, and maintain the health of service members and veterans. Includes clinical exams and assessments, evaluate process of care, case reviews, trend analysis, education, research, and injury prevention. Set up and operation of regional behavioral health clinics for case evaluation, processing, and management; partner with national network of mental health providers.
- Innovative solutions for social impact across several sectors such as health, education, and social services; we employ an integrated, comprehensive approach to every project. We apply research-driven analysis coupled with dynamic communications strategies, technology-enabled services, and quality management support to deliver effective solutions to our Federal customers.
- Health pharmacy management systems that incorporate robotics, workflow, quality and management software within a unified architecture for efficient, cost effective delivery of pharmaceutical services and medication therapy management.
- Program management services for federal agencies such as the U.S. Department of Health and Human Services, the Centers for Disease Control and Prevention, the Administration for Children and Families and the U.S. Navy; utilizing our extensive expertise, a diverse range of tools and technologies, and the ability to identify emerging solutions and apply them to improve project outcomes and sustainability.
- Medical research including medical device RDT&E, test and evaluate medical device prototypes coordinate, monitor, and perform environmental and developmental testing of medical devices, diagnostics of commercial, manufacturing and testing systems.
- Environmental biotechnology services including surface and groundwater resource inventory, capability & suitability studies, Invasive species and biology studies, database development of aquatic species, facility site inspection and compliance.

## Management Team

**Zachary Parker, President and CEO.** Over 25 years’ progressive leadership positions with private industry serving government agencies in aerospace & defense including Northrop Grumman. Served in board membership positions and built a strong track record for enhancing performance, delivering results and creating value.

**Kathryn JohnBull, Chief Financial Officer.** Over 25 years’ finance experience with publicly traded companies principally in government services. Prior experience: QinetiQ North America, MAXIMUS, Inc. and United Defense.

**John Armstrong, FACHE, EVP.** Over 25 years’ military and government services primarily in healthcare and logistics. US Army Colonel (Retired) Medical Service Corps. Prior leadership roles with Lockheed Martin & Eagle Group.

**Kevin Wilson, President – DLH Solutions.** Over 20 years’ DoD and other government services. Eight years with DLH Solutions and prior experience with SAIC. Implemented key initiatives to support Company turnaround and growth.

**Helene Fisher, President – DLH Danya.** Over 25 years’ executive experience in federal contracting. Previously at MAXIMUS and Lockheed Martin, she holds Project Management Professional and Information Technology Infrastructure Library certifications. Also served as a U.S. Army Officer, Signal Corps, Captain.

**Denise Ciotti, VP Business Development.** Over 25 years’ executive experience in the federal health IT marketplace including Humana’s Federal Healthcare IT subsidiary DefenseWeb, Xerox, Pitney Bowes, and StayWell Health.

## FY18 First Quarter Financial Highlights

### Three Months Ended December 31,

(\$ in thousands, except per share amounts)	2017	2016
<b>Revenue</b>	<b>\$ 30,215</b>	<b>\$ 26,111</b>
Gross Margin	6,532	5,811
Gross Margin %	21.6%	22.3%
<b>Income from Operations</b>	<b>\$ 1,146</b>	<b>\$ 889</b>
Other Income (Expense), net	(278)	(364)
Tax Benefit (Expense), net [includes \$3.4M charge in 2017]	(3,719)	(201)
<b>Net income</b>	<b>\$ (2,851)</b>	<b>\$ 324</b>
EPS (Diluted)	(0.24)	0.03
<b>EBITDA (1)</b>	<b>\$ 1,652</b>	<b>\$ 1,090</b>

(1) A reconciliation of GAAP net income to non-GAAP EBITDA is provided in the MD&A section of our most recent quarterly report on SEC Form 10-K filed with the Securities and Exchange Commission, and can be viewed on our investor website at: <http://www.dlhcorp.com/investor-relations.aspx>