

DIGITAL UTILITIES

Mission, Vision, & Results

Delivering Better...for those that Value Better

[WE ARE BRAVE LEADERS]



DIGITAL UTILITIES | **OUR VISION**

To achieve Commercial Energy Solutions' most
ambitious goals

as a team of **BRAVE LEADERS** that

advances our customers' most critical missions

through recognized excellence, frictionless collaboration, and
technological and business innovation



DIGITAL UTILITIES | **OUR MISSION**

We help our utility & infrastructure clients **THRIVE**

by using technology & our deep domain expertise to
DESIGN | CREATE | OPERATE | DELIVER
reliable, secure & innovative technology solutions that
propel digital transformation to

make the world **SAFER, HEALTHIER,**
and more **EFFICIENT.**

DIGITAL UTILITIES | BRAVE LEADERSHIP

OUR VALUES

Integrity

We have the courage to make tough ethical decisions, take pride in our work, are transparent with our team, and respectful of everyone

Innovation

We are catalysts; tenacious, curious and agile to excel as part of a learning organization

Agility

We are flexible, creative, and resilient while using our size and strength to our advantage

Inclusion

We realize that none of us is as good as all of us

Collaboration

We are team-oriented, inclusive, and proactively draw out the best from each other

Commitment

We are customer and team focused which drives our accountability, ownership, service leadership, and sense of urgency

OUR SPIRIT

Safety Minded

We vigilantly protect our people, families, clients, and communities

Team Powered

We apply our talents as a team to achieve results bigger than ourselves

Excellence

We demand the best from ourselves and others while respecting the balance of life objectives

Appreciation

We foster a culture of sincere gratitude

Mission Focused

We accept our customer's mission as our own and act as stewards of their legacy

Fun

We share a responsibility to create fun environments to sustain our high performing teams

DIGITAL UTILITIES | FY 20 GROWTH FOCUS

- ❖ **Protect our Entergy base and use it as a springboard for growth**
 - ▶ Bring Leidos' best capabilities to win the "Entergy Favored Few" application support contract award
 - ▶ Leverage CES' IT MSA / PMO / Engineering / IT Project Support contracts for growth
 - ▶ Expand Leidos' footprint in Entergy using an all-CES approach
- ❖ **Accelerate our emergent Digital Asset Management (DAM) Business**
 - ▶ Proceed to full programs at our pilot locations
 - ▶ Expand DAM at Entergy with new awards / stakeholders / use cases
 - ▶ Establish 2 new customers in FY20
- ❖ **Adapt our Connected Energy offerings to a maturing market**
 - ▶ Leverage Honeywell to achieve sales goals
 - ▶ Establish and validate new marketing channels
 - ▶ Expand footprint with existing customers
- ❖ **Explore new solutions in line with our ambitions and resources**
 - ▶ Develop enhanced vegetation management solutions to meet DAM market needs
 - ▶ Develop innovative 5G engineering solutions to support next-generation digital engineering
 - ▶ Evaluate Grid Edge solutions markets to understand opportunities and market engagement opportunities

DIGITAL UTILITIES | Period FOUR

FY20 DU Proposal Submits



29% of \$96M AOP Goal

FY20 DU Contract Awards



32% of \$72M AOP Goal

FY20 DU YTD Revenue



35% of FY20 AOP Goal

FY20 DU YTD OI



40% of FY20 AOP Goal

Engage Our Team	Value	Comment
Total Teammates	216	↓ 1
Timecard Reporting Compliance	98.3%	97% minimum
FY20 Award Recognition	4	David Pass, James Wells

Differentiate Our Solutions	Period Δ	YTD Value	Comment
New Agile Certified Teammates	2	4	Janet Bode, Billy Lewis
New PMP Certified Teammates	--	0	
New Technical Certifications	--	5	
Conference Attendees	--	5	COVID-19 restrictions
Approved R&D Budget	--	\$1.8M	

Grow Our Business	P4 Actuals	YTD Value	FY20 Forecast
FY20 Proposal Submittals	\$2.7M	\$28.0M	Above Plan
FY20 Contract Awards	\$3.8M	\$23.1M	Above Plan
FY20 Marketing Budget	< Plan	< Plan	< Plan
FY20 B&P Budget	> Plan	> Plan	Spend Above Plan
FY20 Conference Presentations	0	2	COVID-19 restrictions

Execute Our Mission	P4 Actuals	Q2 Forecast	FY20 Forecast
Revenue Target	+ 2%	Above Q2F	Above Plan
Timesold Target	+ 4%	On Plan	On Plan
Materials/SubK Target	- 3%	On Plan	Above Plan
Profitability Target	+ 1.0%	Above Q2F	Above Plan
Profitability Stretch	- 4.5%	On Plan	On Plan
SLA Misses	0	0	0

Graph Legend: ■ - AOP ■ - Latest Forecast ■ - Achieved ■ - Remaining

(Title page option B)



DIGITAL UTILITIES XXX

We Value Better



[BE THE BRAVE LEADER]

(Title page option C)



DIGITAL UTILITIES

We Value Better



[BE THE BRAVE LEADER]