

Note: Long Term Targets were updated on July 31, 2025 - Please refer to KBR's Q2 2025 Earnings Presentation for more information



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SUSTAINABLE.<sup>5M</sup>

Investor Day Event | May 8, 2024





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Vice President, Investor Relations and FP&A



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This presentation contains forward-looking statements regarding our plans, objectives, goals, strategies, investments, capital deployment, risk profile, program activity, backlog information, returns, capital requirements, future events, future financial performance, future demand expectations and other information that is not historical. When used in this presentation, the words "estimates," "expects," "anticipates," "projects," "plans," "intends," "believes," "forecasts," "targets" or future or conditional verbs such as "will," "should," "could" or "may," and variations of such words or similar expressions are intended to identify forward-looking statements. Because forward-looking statements relate to the future, they are subject to inherent risks, uncertainties and other factors that are difficult to predict, and which could cause actual results to differ materially from the forward-looking statements contained in this presentation. Our most recently filed Annual Report on Form 10-K, any subsequent Form 10-Qs and 8-Ks and other U.S. Securities and Exchange Commission filings discuss some of the important risk factors that the company has identified that may affect its business, results of operations and financial condition.

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The company does not provide reconciliations of Adj. EBITDA and cumulative deployable free cash to the most comparable GAAP financial measures on a forward-looking basis because the company is unable to predict with reasonable certainty the ultimate outcome of legal proceedings, unusual gains and losses, capital expenditures and acquisition-related expenses without unreasonable effort, which could be material to the company's results computed in accordance with GAAP.



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**Corporate Sustainability Officer** 



#### **Zero Harm**



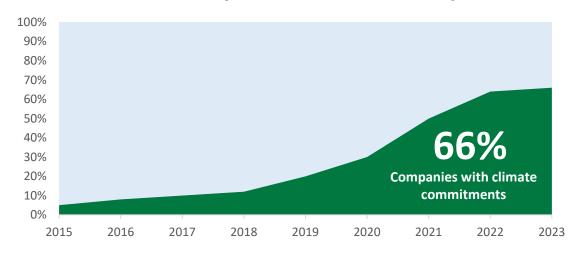


## **World-class Sustainability**

Uniquely positioned to help our customers meet their sustainability goals



#### Commitments by Fortune Global 500 companies<sup>1</sup>



#### CAPEX investment for commitments<sup>2</sup>





Delivering Solutions, Changing the World.





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President and Chief Executive Officer



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# Agenda





**Digital Overview** 

**Greg Conlon** 

Chief Digital and Development Officer

**Financial Performance and Targets** 

**Mark Sopp** 

Executive Vice President and Chief Financial Officer



**Government Solutions** 

**Byron Bright** 

President, Government Solutions U.S.

**Paul Kahn** 

President, Government Solutions International

**Sustainable Technology Solutions** 

Jay Ibrahim

President, Sustainable Technology Solutions



**ONE KBR Panel** 

Byron Bright, Paul Kahn and Jay Ibrahim

**CEO Key Takeaways** 

**Stuart Bradie** 

**Executive Q&A** 

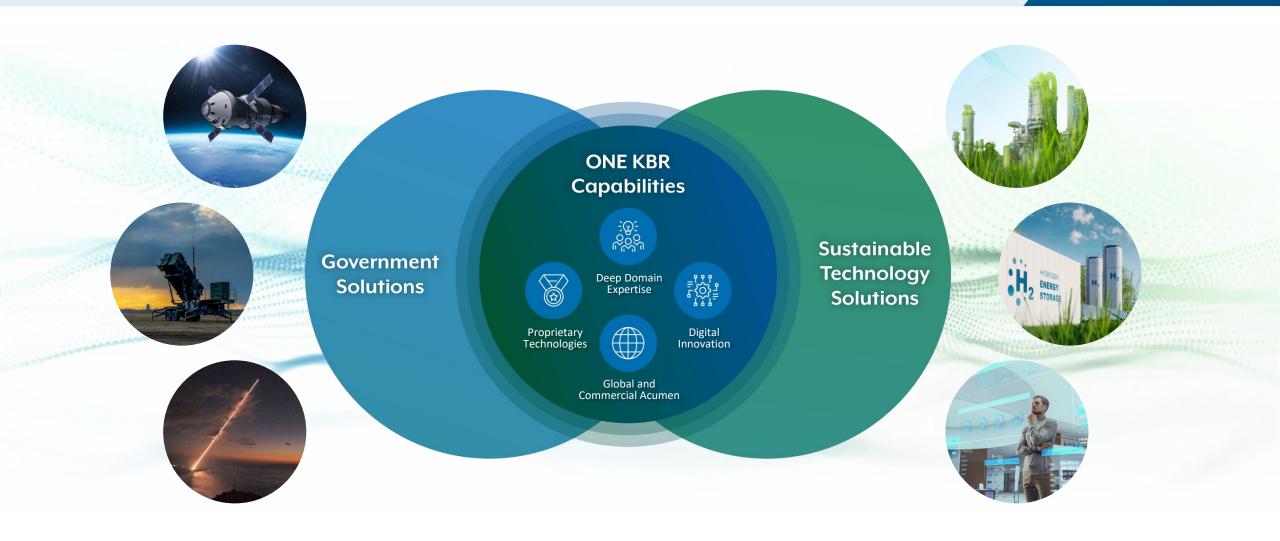
**Stuart Bradie and Mark Sopp** 



# **ONE KBR Capabilities**

Enabling both businesses to reach their full potential

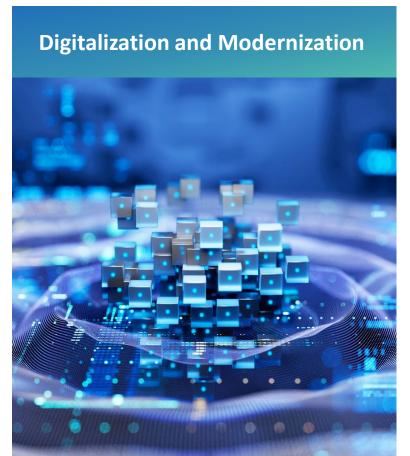


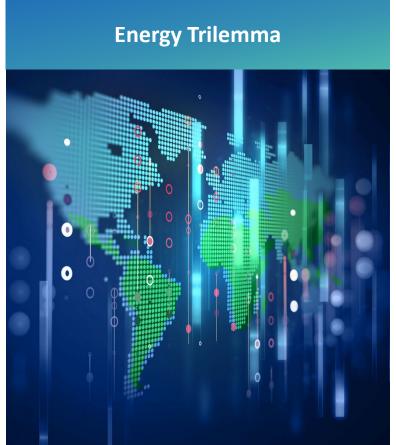


## **Mega Trends**

Well-positioned to benefit from global shifts









## **Investment Thesis**

Attractive growth and value opportunity





- Well-positioned in markets of the future
  - Global delivery footprint
  - Strong customer relationships



- Robust cash generation
- Low capital intensity
- Strong balance sheet and low leverage





- Domain expertise and commercial acumen
  - Strong IP portfolio
  - Digital innovation



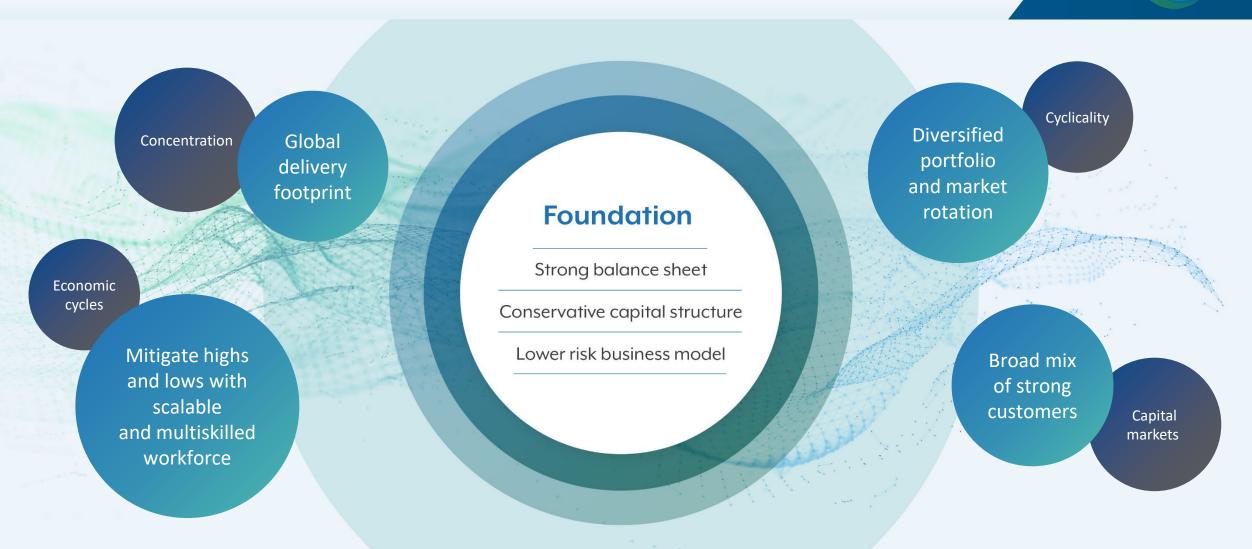
- Portfolio across multiple verticals and cycles
  - Scalable, dynamic workforce
  - Lower-risk business model



## **Balanced and Resilient**

Mature risk management







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Chief Digital and Development Officer



# **Growth Strategy**







**Deliver** Innovation



**Breakout Growth Potential** 

Thrive in **Core Markets** 

**Markets and New** Geographies

## **Digital Imperatives**

KBR's digital accelerators – enabling us to deliver tangible value to our customers





100+

Digital Innovation Initiatives



**+** 

Deliver Innovation



#### **Disruptive Technology**

Innovations improve and accelerate customer decision-makina.



#### **Affordability**

Initiatives drive speed to market and greater cost competitiveness.

#### **Digital Accelerators**

Autonomous Systems

**Digital Engineering** 

Artificial Intelligence

**Data Analytics** 

Cybersecurity



# **Digital Engineering**



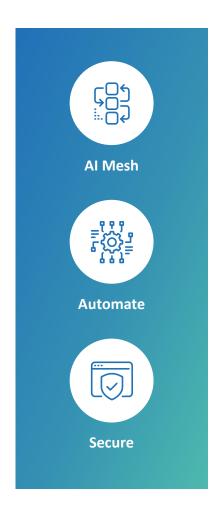


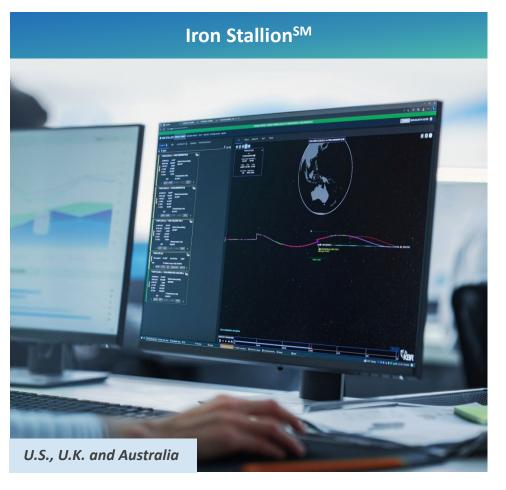


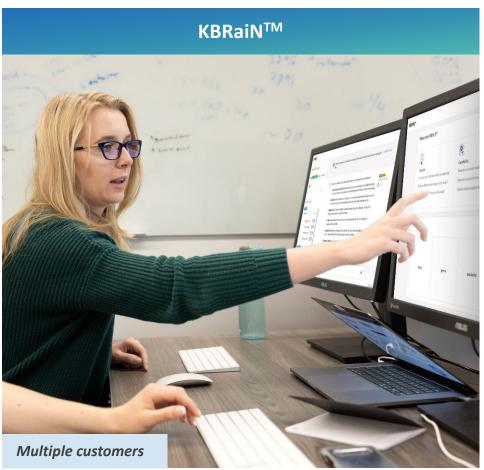


# **Artificial Intelligence**









# **Data Analytics**





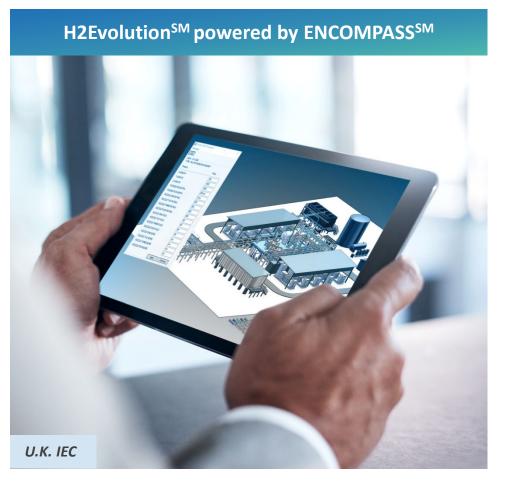




Minimize



Benchmark and Optimize





# **Digital Takeaways**







- Enabling growth strategy
  - Pipeline of digital innovation initiatives

**Digital accelerators positioning KBR for future** 





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# **Mark Sopp**

Executive Vice President and Chief Financial Officer

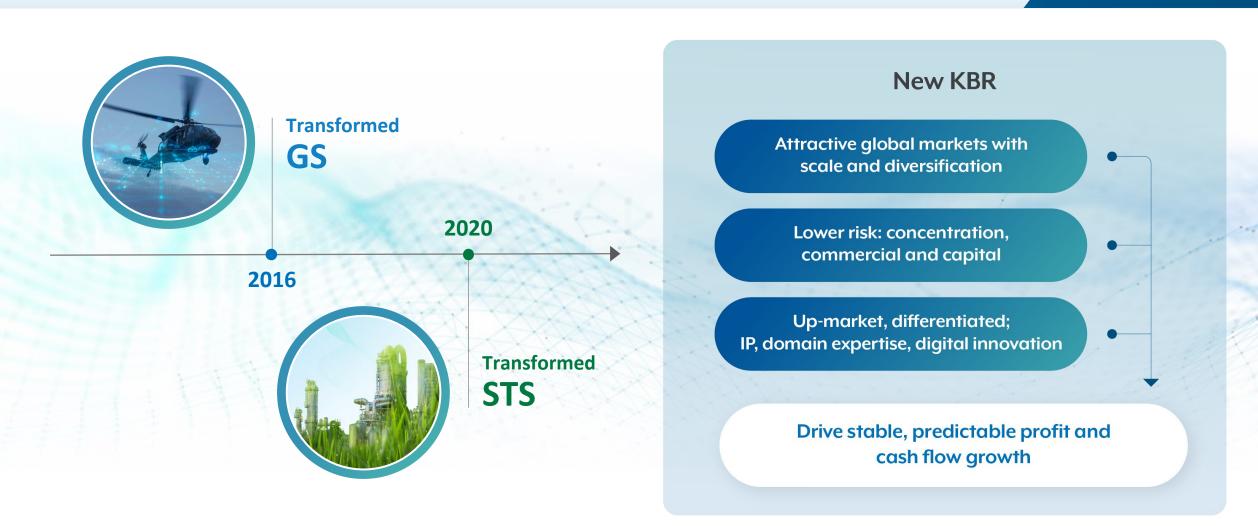


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## Transformation to Global, Diversified Tech Leader in Strong Markets

Targeting stable, predictable growth in profit and cash flow

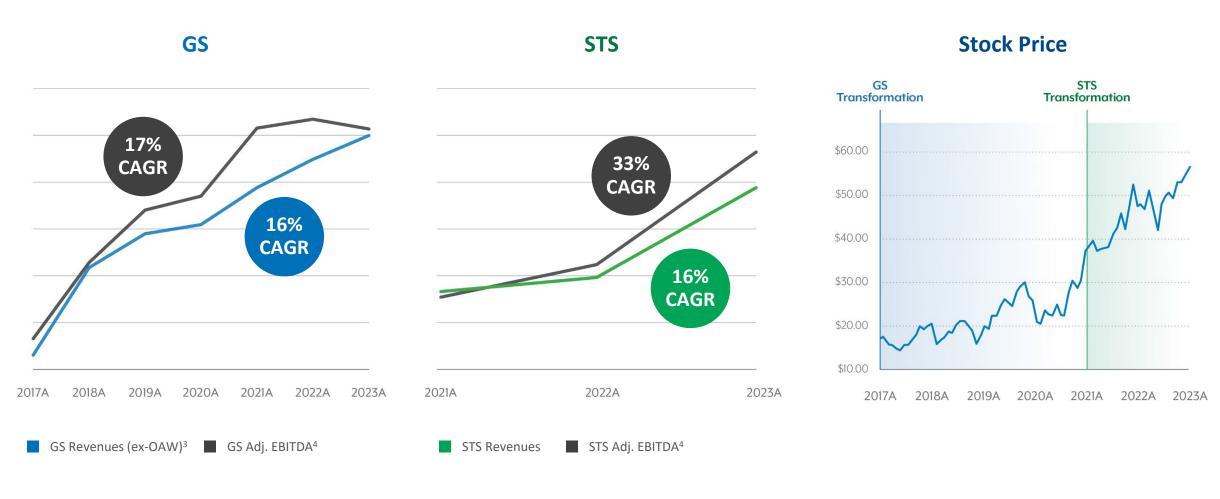




## Results: Double-digit Revenues and Adj. EBITDA<sup>4</sup> Growth

Strong stock appreciation since 2017





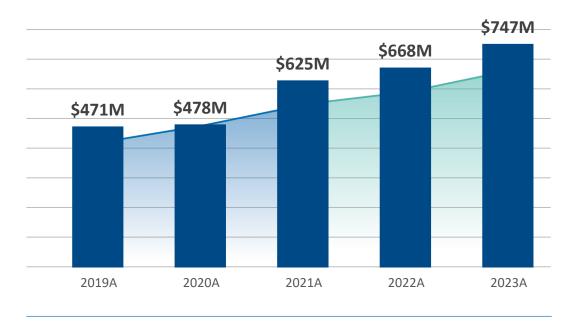
GS CAGR reflects 2017A-2023A; STS CAGR reflects 2021A-2023A

## **Portfolio Enables Predictable Performance**





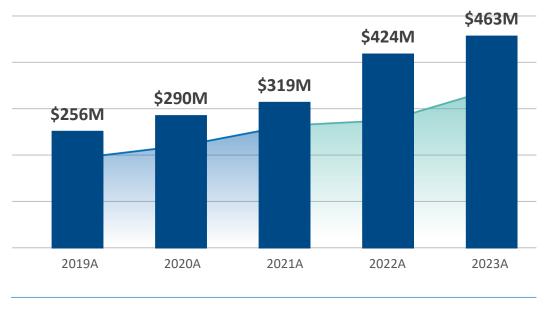
#### Adj. EBITDA<sup>4</sup>





**2021-2025 LT Target** 

#### Adj. OCF<sup>5</sup>



**2019-2022 LT Target** 

**2021-2025 LT Target** 

## **Growth Strategy Leverages Critical Differentiators**

Delivering tangible value builds trusted partners and economics





Commercial access and skillsets

- Widens addressable market
- Skin in the game
- Enables access to higher returns



Deliver real tangible value

- Lower cost of ownership
- Intellectual Property
- Digital



Long term relationships and trust

- Co-venturing new technologies
- Energy transition
- High repeat business



Attractive economics

- Co-investment
- Long-term contracts
- Value-based incentives



## **2027 Long Term Targets**

Double digit profit and cash flow growth

Long Term Targets were updated on July 31, 2025 - Please refer to KBR's Q2 2025 Earnings Presentation for more information





Revenues

\$11.5B+

Adj. EBITDA \$1.15B+

Margin 10%-11%

OCF \$700M+



#### **Government Solutions**

2023-2027 Revenue CAGR

11%-15%

Margin

9%-10%

#### **Sustainable Technology Solutions**

2023-2027 Revenue CAGR

11%-15%

Margin

~20%

Targets exclude capital deployment; OCF target reflects 27% effective tax rate and interest rates consistent with 2023A.

## **Strong Free Cash Flow Conversion and Growth**

Maximize shareholder returns while ensuring ample liquidity





 $Cumulative \ deployable \ free \ cash \ reflects \ 2024E-2027E \ cumulative \ OCF \ less \ capital \ expenditures \ of \ 0.5\% \ to \ 0.75\% \ of \ annual \ revenues.$ 

## **High Performing Business With Sense of Purpose**

Markets, positioning and effectiveness enable double digit returns



Our culture and the impactful work we do attracts great people



Our commercial discipline drives strong economic returns

Targeting \$1.15B+ Adj. EBITDA4 by 2027





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Byron Bright

President, Government Solutions U.S.



**Paul Kahn** 

President, Government Solutions International



## **Government Solutions at a Glance**

At-scale, diversified and up-market with unmatched global footprint



#### **KEY HIGHLIGHTS**

**\$5.4B** 2023 Revenue

~16% 2017 – 2023 Revenue CAGR **~10%** 2023 Adj. EBITDA<sup>4</sup>

Margin

DA<sup>4</sup>

**1.2**x

2023 TTM Bookto-bill<sup>6</sup> 9%

2022 – 2023 Backlog & Options Growth 23K+

Employees

+08

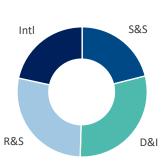
Locations

200+

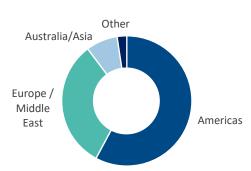
Military Systems Platforms Supported

#### **DIVERSIFIED REVENUE MIX**

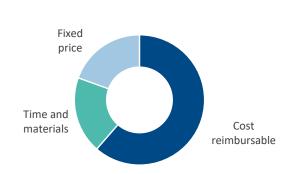
**By Business Unit** 



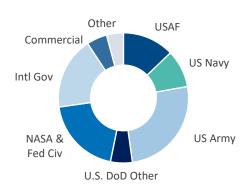
By Geography<sup>7</sup>



**By Contract Type** 



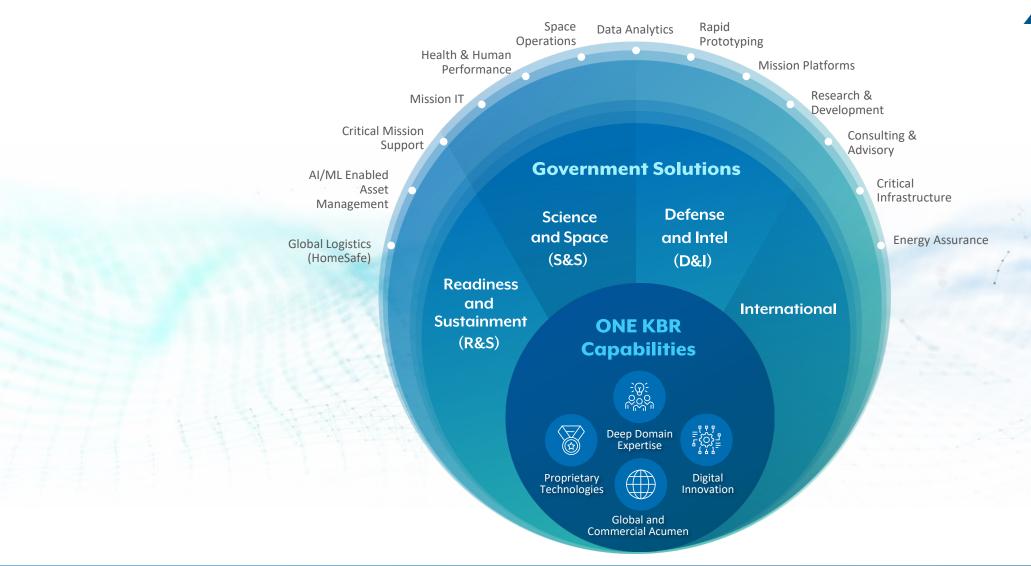
**By Customer** 



## What We Do

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Four distinct go-to-market business approaches driving agility and resilience for sustained growth



# **Global Factors Driving Sustained Growth**



#### **Global Security Priorities**

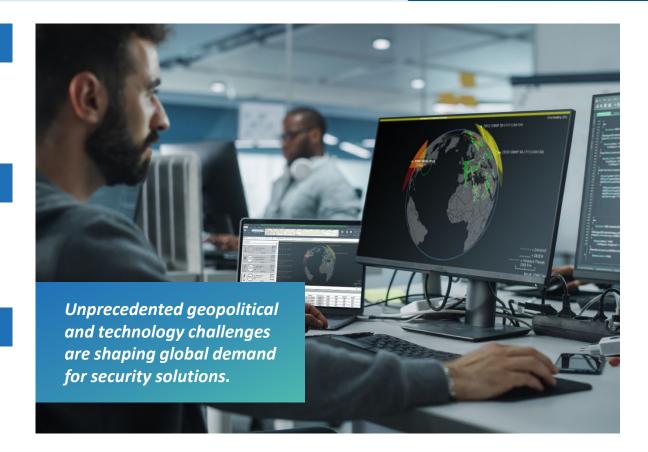
- Near-peer threats and regional conflicts
- Allied cooperation
- NATO allies defense budgets 2% of combined GDP

#### **Emerging Technology**

- Digitalization
- Artificial intelligence
- Autonomous systems

#### **Defense Modernization**

- Strong defense budgets
- Indo-Pacific
- Directed energy and advanced systems



Cyber and Intelligence

**Space** 

Mission Platforms

Information and Data Analytics

Critical Infrastructure

Large-scale Operations

## **High-growth Technology Markets**

Strongly positioned in high-growth areas within global end markets



Cyber and Intelligence	Space	Mission Platforms	Information and Data Analytics	Critical Infrastructure	Large-scale Operations
Defensive and Offensive Cyber Advanced ISR Technology Spectrum Dominance Multi-source Intelligence Analytics	Human Exploration  Earth and Climate Science  National Security Space Space Domain Awareness  Systems Engineering and Integration  Mission Operations	Hypersonics Directed Energy Integrated Air and Missile Defense Next-gen Fighter Aircraft UAS Systems Command and Control	Digital Engineering AI/ML Solutions Advanced Asset Analytics Supply Chain Risk Management End-user Application Development	Defense Water and Transport Ports and Marine Nuclear Sustainability Cyber Resilience Infrastructure Protection	Logistics Training and Exercise Support Human Performance Contingency and Humanitarian Response Household Goods Management
					Time

# **Portfolio Alignment**

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Dynamic portfolio aligned with fastest-growing defense spending end markets

	Cyber and Intelligence	Space	Mission Platforms	Information and Data Analytics	Critical Infrastructure	Large-scale Operations
Readiness and Sustainment				<b>⊘</b>	<b>⊘</b>	<b>⊘</b>
Science and Space						
Defense and Intel	<b>⊘</b>	<b>⊘</b>	<b>⊘</b>	<b>⊘</b>	<b>⊘</b>	<b>⊘</b>
International	<b>⊘</b>	<b>⊘</b>	<b>⊘</b>	<b>⊘</b>	<b>⊘</b>	<b>⊘</b>
Global Addressable Market	\$21B	\$27B	\$45B	\$52B	\$51B	\$42B
2023 – 2027 Market CAGR <sup>8</sup>	7-10%	5-7%	5-8%	6-8%	3-5%	3-5%

## **GS Growth Strategy**

Clear strategy delivers long-term growth targets







- Robust pipeline in growing end markets
- Plan to increase bid output by 50%+ from 2023 to 2024
- Win over 90% of recompetes
- Leverage large portfolio of exceptional government past performance



# **Expand Core Markets** and New Geographies

- Capturing synergies between U.S. and International portfolios
- Specific AUKUS and Saudi growth campaigns
- Leveraging Fraser-Nash
   Consultancy technology and synergies



### **Deliver Innovation**

- Rapid prototyping with digital systems engineering
- Secure labs and infrastructure
- Digital platforms to increase speed of development



## **Multiple Pathways**

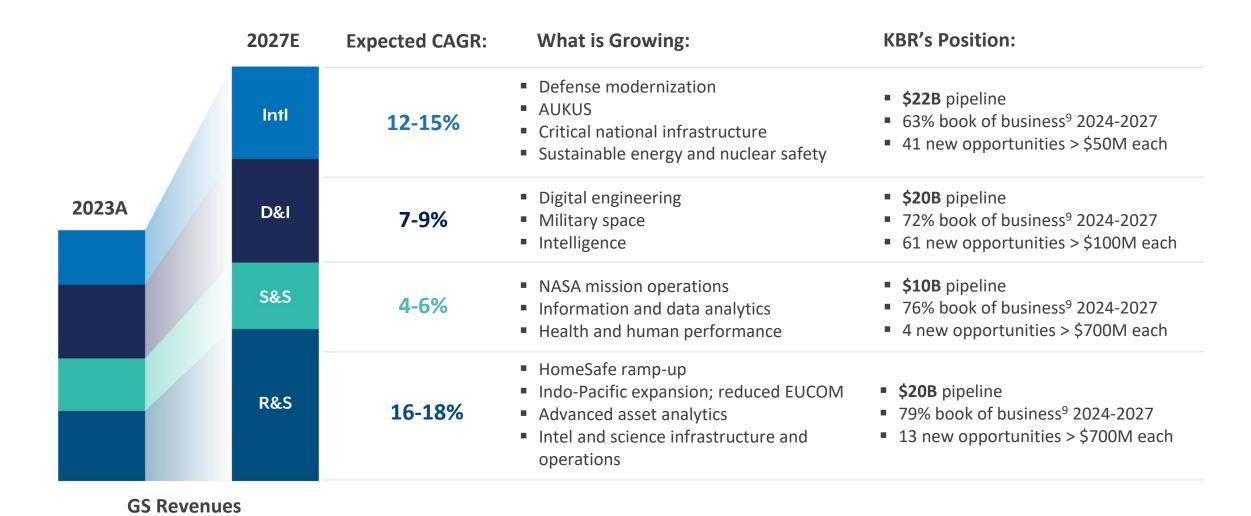
- Positioning for Indo-Pacific priorities
- HomeSafe expansion
- Globalizing technically differentiated consulting
- Commercializing IP-based solutions



## **High Growth Across All Sectors**

GS growth underpinned by robust pursuit pipeline





## **Four-year Growth Targets**

Leading in the industry with confidence



## **Government Solutions**

Revenue CAGR

11%-15%

Adj. EBITDA<sup>4</sup>
Margin

9%-10%





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President, Sustainable Technology Solutions



# **Sustainable Technology Solutions at a Glance**

A differentiated and up-market enabler of the energy trilemma



#### **KEY HIGHLIGHTS**

**\$1.6B** 2023 Revenue

**~33%** 2021 – 2023 Adj. EBITDA<sup>4</sup> CAGR **21%** 2023 Adj. EBITDA<sup>4</sup> Margin **1.1x** 2023 TTM Bookto-bill<sup>6</sup> **~65%**Profit from Repeat
Customers

10K+
Employees

**80+** Locations

**80+**Proprietary
Technologies

#### **DIVERSIFIED MIX**

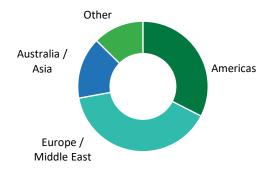
Adj. EBITDA4 by PSL



## Adj. EBITDA<sup>4</sup> by Contract Mix



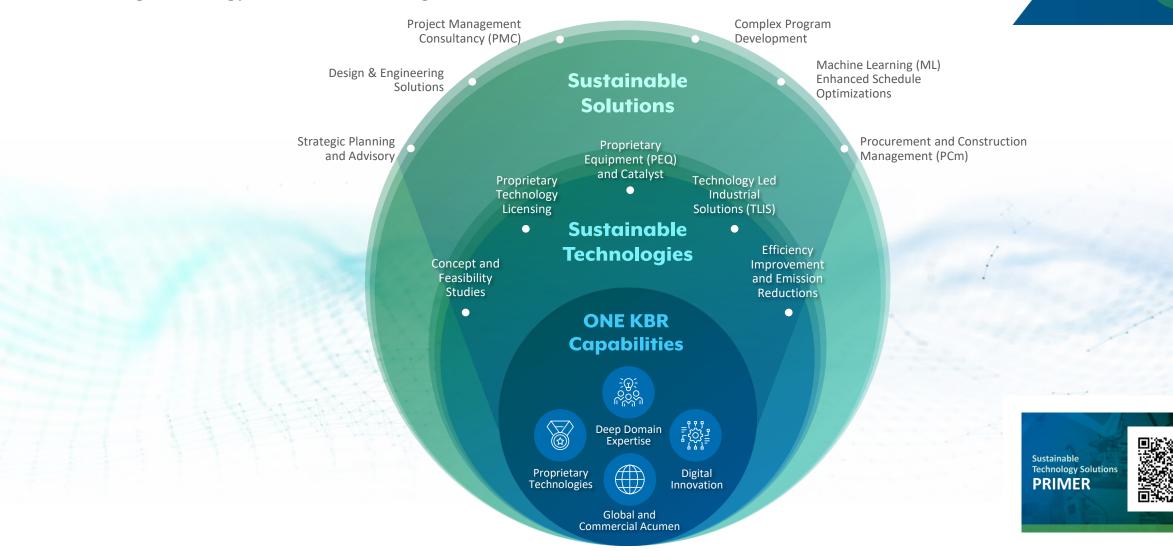
### Revenue by Geography<sup>7</sup>



## What We Do

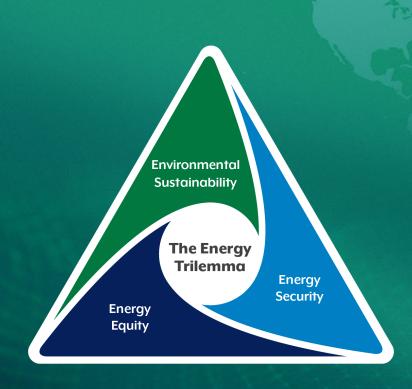
Delivering technology and services to bring sustainable solutions to our customers





# **Energy Trilemma Expanding Our Addressable Market**





## Why is KBR Successful?

- Globally present and trusted
- Technology unlocks affordable decarbonization
- Commercial acumen
- Digital smarts drive efficiency and speed to market

\$32B pursuit pipeline to drive enduring growth

STS pipeline is up 40%+ since 2022

# **High Growth Across All Vectors**

STS growth underpinned by growing market needs



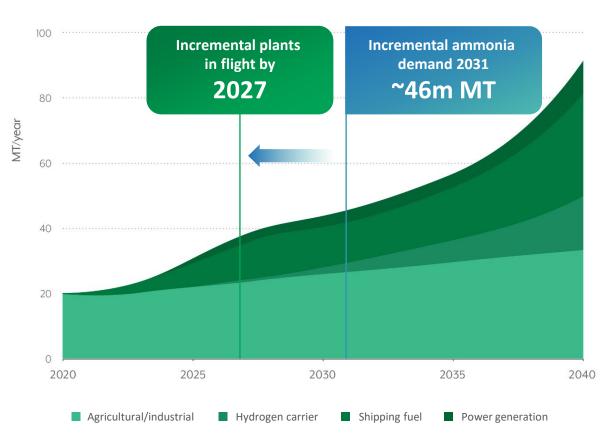
		Expected CAGR:	Market Fundamentals:	KBR's Differentiation:			
	2027E  New Energies	100-125%	<ul> <li>Plastics recycling</li> <li>Sustainable aviation fuel (SAF)</li> <li>Electrification of transport</li> </ul>	<ul> <li>Hydro-PRT® has lowest CO2 footprint in market</li> <li>Drop-in, real SAF with PureSAF<sup>SM</sup></li> <li>Brine-to-battery solution for battery-grade lithium with PureLi<sup>SM</sup> and new lithium extraction alliance</li> </ul>			
2023A	Hydrogen & Ammonia	15-20%	<ul><li>Key no-carbon vectors</li><li>Blue ammonia will outpace green ammonia</li></ul>	<ul> <li>KBR ammonia IP is the leading technology for all colors</li> <li>Largest single-train design available in market</li> <li>First commercial-scale ammonia-cracking project with H2ACT<sup>SM</sup></li> </ul>			
	Clean Refining / Petrochem	3-7%	<ul><li>Demand for plastics outpaces population growth</li></ul>	<ul> <li>A century of experience in technology deployment</li> <li>Giga-scale project expertise</li> <li>Low-carbon-footprint solutions for cleaner products</li> </ul>			
	Energy Security	15-20%	<ul> <li>Demand in Economic Global South</li> <li>Natural gas will be the energy transition "fuel"</li> <li>Reducing global greenhouse gas emissions</li> </ul>	<ul> <li>Time-to-market focus for early production</li> <li>Differentiated methodologies to maximize value and reduce schedule</li> <li>Leading in the design and delivery of the world's LNG</li> </ul>			
STS Adj. EB	ITDA <sup>4</sup>						

## **Ammonia as Hydrogen Vector**

KBR is a global leader in ammonia



#### Incremental Global Ammonia Demand<sup>10</sup>





## **Driving Returns in Innovation and Commercialization**





# Example: K-COT®

KBR's Catalytic Olefins Technology:
improves ethylene and propylene yield
from conventional liquid streams
and uniquely circular and
discounted feedstocks

Mix of externally acquired and internally developed IP first licensed in 2011

\$8M

Initial investment + reinvestment

\$150M

Cumulative profit

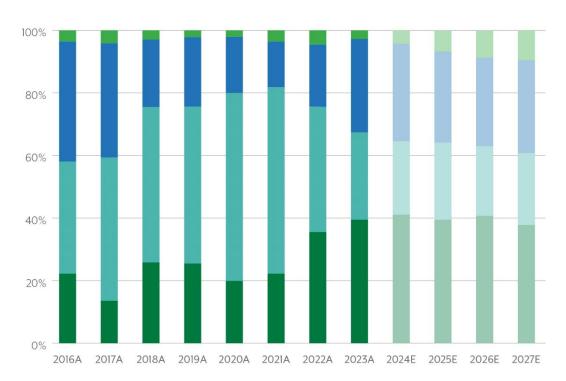
	Trade name	Year added to portfolio	Internal IP	External IP	Energy transition focused
Plastics Recycling	Hydro-PRT®	2021			
Ammonia Cracking	H2ACT <sup>SM</sup>	2022			•
Sustainable Aviation Fuel	PureSAF <sup>SM</sup>	2023			•
Battery-grade Lithium	LiCAPT <sup>SM</sup> + PureLi <sup>SM</sup>	2024			•
Green Hydrogen Project Estimator	H2Evolution <sup>SM</sup>	2024	•		•

## **Energy Vector Mix**

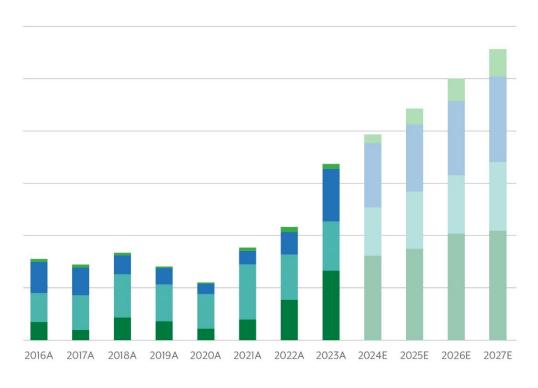
Portfolio diversification mitigates end market cyclicality



#### **Relative Profit Contribution**



## **Profit Progression**







Clean Refining/Petrochem

Downstream, Commodity and Fine
Chemicals





New Energies Renewables, Bio, Plastics Recycling, Lithium, etc.

# **Four-year Growth Targets**

Leading in the energy trilemma with confidence



## **Sustainable Technology Solutions**

Revenue CAGR

11%-15%

Adj. EBITDA<sup>4</sup> Margin

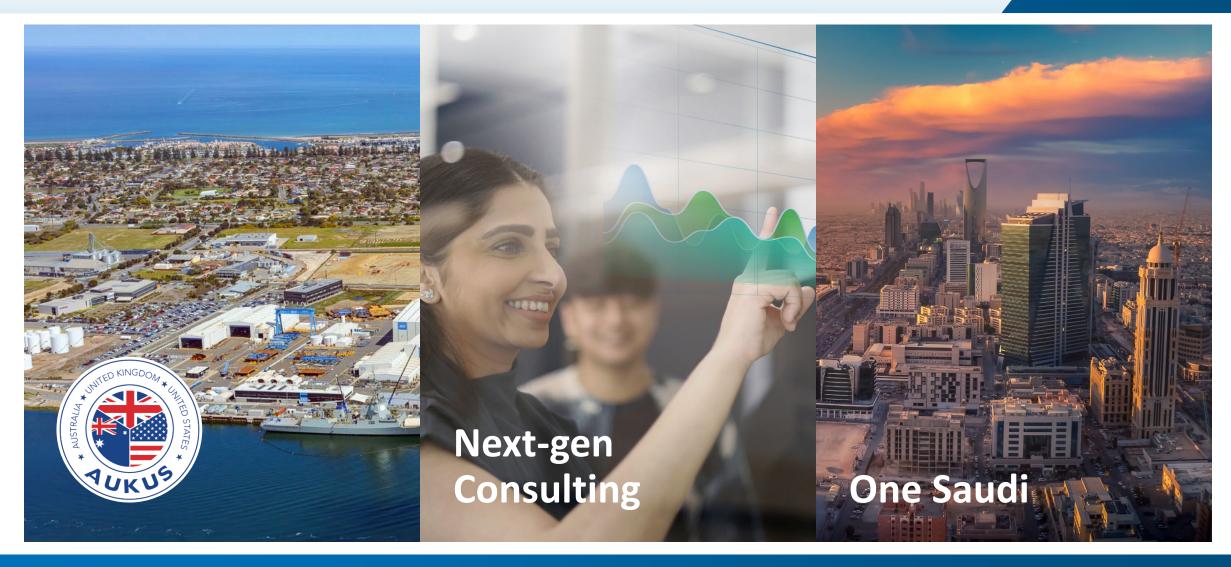
~20%





# We are ONE KBR

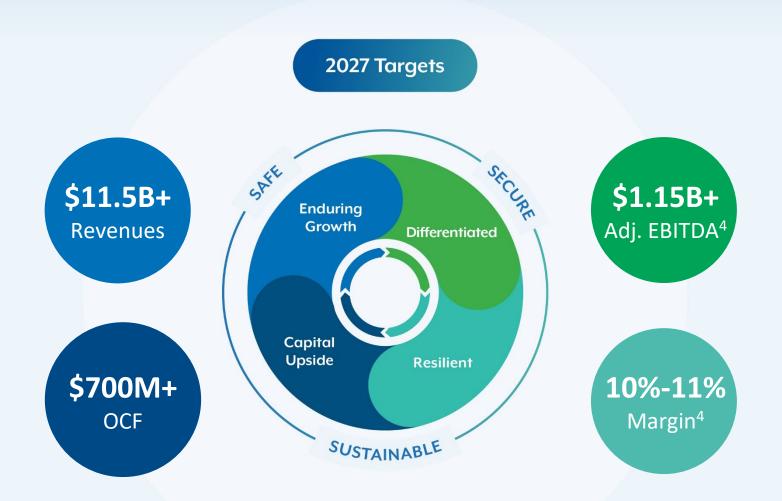




# **Key Takeaways**

Enduring growth and value creation





#### **TAKEAWAYS**

Achieve full potential as ONE KBR

Resilient global portfolio

Proven team is "all in"

Multiple pathways to accelerate growth



Q&A



# Appendix

# **Glossary**



CAGR	Compound annual growth rate		
EBITDA	Earnings before interest, taxes, depreciation and amortization		
GS	Government Solutions		
IP	Intellectual Property		
LNG	Liquefied Natural Gas		

Margin	Adj. EBITDA <sup>4</sup> / Revenues			
MT/year	Metric ton per year			
OCF	Operating cash flows			
PSL	Product/Solution Line			
STS	Sustainable Technology Solutions			

## **Footnotes**



- <sup>1</sup> Climate Impact Partners, "Commitment Issues" dated September 2023.
- <sup>2</sup> BCG, "A Blueprint for the Energy Transition" dated September 2023.
- <sup>3</sup> GS Revenues (ex-OAW) is considered a non-GAAP financial measure under SEC rules. GS Revenues (ex-OAW) exclude amounts related to contingency work associated with the OAW program that was wound down and substantially completed in early FY22 from GAAP revenue. Refer to non-GAAP reconciliation for details.
- <sup>4</sup> Adj. EBITDA and Adj. EBITDA margin are considered non-GAAP financial measures under SEC rules. EBITDA is defined as Net income attributable to KBR, plus Interest expense; Accretion of Convertible Notes debt discounts; Other non-operating expense; Provision for income taxes; and Depreciation and amortization. Adj. EBITDA excludes certain amounts included in EBITDA. Adj. EBITDA margin is calculated as Adj. EBITDA divided by Revenues. Management believes EBITDA, Adj. EBITDA and Adj. EBITDA margin afford investors a view of what management considers KBR's core performance. Refer to non-GAAP reconciliation for details.

The company does not provide a reconciliation of Adj. EBITDA to the most comparable GAAP financial measure on a forward-looking basis because the company is unable to predict with reasonable certainty the ultimate outcome of legal proceedings, unusual gains and losses, and acquisition-related expenses without unreasonable effort, which could be material to the company's results computed in accordance with GAAP.

<sup>5</sup> Cumulative deployable free cash is considered a non-GAAP financial measure under SEC rules. Cumulative deployable free cash excludes certain amounts included in the cash flows provided by operating activities calculated in accordance with GAAP and excludes capital expenditures. The most directly comparable financial measure calculated in accordance with GAAP is cash flows provided by operating activities. Management believes that cumulative deployable free cash affords investors a view of what management considers KBR's core operating cash flow performance and also afford investors the ability to make a more informed assessment of such core operating cash generation performance.

The company does not provide a reconciliation of cumulative deployable free cash to the most comparable GAAP financial measure on a forward-looking basis because the company is unable to predict with reasonable certainty the ultimate outcome of legal proceedings, unusual gains and losses, capital expenditures and acquisition-related expenses without unreasonable effort, which could be material to the company's results computed in accordance with GAAP.

- <sup>6</sup> Trailing-twelve months book-to-bill (TTM BTB). Consistent with our practice, BTB excludes long-term UK PFIs.
- <sup>7</sup> Revenue by geography represents ultimate destination of customer.
- <sup>8</sup> Market CAGR represents KBR's interpretation and synthesis of external sources. Refer to sources for details.
- <sup>9</sup> Book of business includes backlog, options, rated recompetes and high confidence work in pipeline.
- <sup>10</sup> Incremental ammonia demand represents KBR's interpretation and synthesis of external sources. Refer to sources for details.

## **Sources**



### **GS Market Data**

Bloomberg Government (BGOV) research

Mordor Intelligence ('23)

### **Ammonia Vector Data**

IRENA Innovation Outlook Renewable Ammonia ('22)

Yara Capital Markets Day ('22)

S&P Fertecon ('23)



	GS Revenu	ies (ex-OAW)					
	2017A	2018A	2019A	2020A	2021A	2022A	2023A
GS Revenues (as reported)	\$2,193	\$3,457	\$4,042	\$4,055	\$6,149	\$5,320	\$5,353
Revenue attributable to OAW	_	_	_	_	1,583	313	_
GS Revenues (ex-OAW)	\$2,193	\$3,457	\$4,042	\$4,055	\$4,566	\$5,007	\$5,353
	GS Adj	. EBITDA					
	2017A	2018A	2019A	2020A	2021A	2022A	2023A
Pretax income attributable to GS	\$169	\$378	\$335	\$351	\$409	\$440	\$276
Adjustments:							
Interest expense	3	4	3	1	2	4	11
Other non-operating (income) expense	1	_	(2)	2	3	(1)	(2)
Depreciation and amortization	27	41	58	60	108	95	96
EBITDA - GS	\$200	\$423	\$394	\$414	\$522	\$538	\$381
Adjustments:							
Legacy legal fees and settlements	13	11	10	8	16	15	155
Acquisition, integration and restructuring	_	_	_	5	_	_	_
Aspire gain on consolidation	_	(108)	_	_	_	_	_
Adj. EBITDA - GS	\$213	\$326	\$404	\$427	\$538	\$553	\$536

Amounts as disclosed in public filings; reorganizations have not been recast to all years, unless as disclosed in prior public filings.



CTC					
STS	ĸ	e١	/er	ווו	ρς

515 Revenues			
	2021A	2022A	2023A
STS Revenues	1,190	1,244	1,603
STS Adj. EBITDA			
	2021A	2022A	2023A
Pretax income (loss) attributable to STS	\$(37)	\$62	\$322
Adjustments:			
Interest expense	_	1	1
Other non-operating (income) expense	1	(4)	(3)
Depreciation and amortization	16	14	19
EBITDA - STS	\$(20)	\$73	\$339
Adjustments:			
Acquisition, integration and restructuring	(3)	(1)	_
Ichthys commercial dispute cost	218	143	1
Appreciation in fair value of investments	(4)	(16)	_
Provision (benefit) related to exit from Russian commercial projects	_	25	(4)
Adj. EBITDA - STS	\$191	\$224	\$336

Amounts as disclosed in public filings; reorganizations have not been recast to all years, unless as disclosed in prior public filings.





#### KRR Adi FRITDA

	2019A	2020A	2021A	2022A	2023A
Net income (loss) attributable to KBR	\$202	\$(72)	\$27	\$190	\$(265)
Adjustments:					
Interest expense	99	83	80	87	115
Accretion of Convertible Notes debt discounts	_	_	_	_	282
Other non-operating (income) expense	(5)	(1)	9	(12)	5
Provision (benefit) for income taxes	59	26	111	92	95
Depreciation and amortization	104	115	146	137	141
EBITDA	\$459	\$151	\$373	\$494	\$373
Adjustments:					
Non-cash (gain) loss on legal entity rationalization	_	(7)	7	_	_
Ichthys commercial dispute cost	_	9	218	143	1
Acquisition, integration and restructuring	2	317	15	7	10
Legacy legal fees and settlements	10	8	16	15	155
Appreciation in fair value of investments	_	_	(4)	(16)	_
Provision (benefit) related to exit from Russian commercial projects	_	_	_	25	(4)
Loss on derivative bifurcation	_	_	_	_	104
Loss on debt extinguishment	_	_	_	_	70
Loss on settlement of warrants	_	_	_	_	38
Adj. EBITDA	\$471	\$478	\$625	\$668	\$747



## KBR Adj. OCF

	2019A	2020A	2021A	2022A	2023A
Operating cash flows	\$256	\$367	\$278	\$396	\$331
Adjustments:					
Remove: Receivable monetization related to acquisition	_	(100)	_	_	_
Add: Major project advance work off	_	81	11	_	_
Adjust: CARES Act temporary tax repayment (relief)	_	(58)	30	28	_
Add: Legacy legal settlement (after tax)	_	_	_	_	132
Adj. operating cash flows	\$256	\$290	\$319	\$424	\$463



# Thank you for joining!