Fiscal 2014 Fourth Quarter & Full Year Earnings

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Chief Financial Officer and Treasurer

November 13, 2014

MAXIMUS

HELPING GOVERNMENT SERVE THE PEOPLE®

Forward-looking Statements & Non-GAAP Information

These slides should be read in conjunction with the Company's most recent quarterly earnings press release, along with listening to or reading a transcript of the comments of Company management from the Company's most recent quarterly earnings conference call.

This document may contain non-GAAP financial information. Management uses this information in its internal analysis of results and believes that 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. For a reconciliation of non-GAAP measures to the comparable GAAP measures presented in this document, see the Company's most recent quarterly earnings press release and the final slide in this presentation.

Throughout this presentation numbers may not add due to rounding.

A number of statements being made today will be forward-looking in nature. Such statements are only predictions and actual events or results may differ materially as a result of risks we face, including those discussed in our SEC filings. We encourage you to review the summary of these risks in Exhibit 99.1 to our most recent Form 10-K filed with the SEC. The Company does not assume any obligation to revise or update these forward-looking statements to reflect subsequent events or circumstances.

Highlights of Fiscal 2014

- Fiscal 2014 highlighted by strong growth and solid execution
  - Delivered on unprecedented number of start-ups
  - Increased support to clients during first open enrollment of Affordable Care Act (ACA)
  - Unprecedented growth in our core markets and expansion into new adjacencies with new wins in the U.S. and U.K.
  - Full-year earnings towards top of increased range
  - Strong operating margins, even with an increase in cost-reimbursable, lower-margin work from certain new contracts

Clients continue to turn to MAXIMUS because of our proven ability to offer reliable solutions and scalability in order to meet programmatic objectives.

Total Company Results – Fourth Quarter

($ in millions)	Q4 FY14	Q4 FY13	% Change
Revenue			
Health Services	$ 321.7	$ 271.0	19%
Human Services	113.7	113.3	<1%
Total	$ 435.4	$ 384.3	13%
Operating Income			
Health Services	$ 42.8	$ 45.9	(7%)
Human Services	9.0	11.9	(25%)
Other (includes legal)	0.0	(0.8)	
Total	$ 51.8	$ 57.0	(9%)
Operating Margin %	*11.9%*	*14.8%*	
Net Income attributable to MAXIMUS	$ 36.2	$ 35.6	2%
EPS - Diluted	$ 0.53	$ 0.51	4%

- Q4 FY14 revenue increased 13%, driven by growth in Health Services
- Operating margin of 11.9% for Q4 FY14 impacted by:
  - Start up of new contracts (Fit for Work & Dept. of Ed.)
  - Expansion in Australia
  - Increased costs ahead of the Australia JSA rebid
  - Contract change in the U.K. Work Programme
- Net income attributable to MAXIMUS totaled $36.2M
- Diluted EPS of $0.53
- Tax rate decreased to 31.2% due to reversal of a valuation allowance on a tax asset in Canada and favorable year-end true-ups to U.S. tax returns; benefit offset by change orders that shifted into FY15

Total Company Results – Full Fiscal Year

($ in millions)	FY14 GAAP	FY13 GAAP	FY13 Pro forma[1]	% Change GAAP	% Change Pro forma[1]
Revenue					
Health Services	$ 1,250.6	$ 862.9	$ 862.9	45%	45%
Human Services	450.3	468.4	452.4	(4%)	(<1%)
Total	$ 1,700.9	$ 1,331.3	$ 1,315.3	28%	29%
Operating Income					
Health Services	$ 175.4	$ 129.8	$ 129.8	35%	35%
Human Services	50.5	58.1	47.2	(13%)	7%
Other (includes legal)	(0.6)	(2.8)	(2.8)		
Total	$ 225.3	$ 185.2	$ 174.3	22%	29%
Operating Margin %	*13.2%*	*13.9%*	*13.3%*		
Net Income attributable to MAXIMUS	$ 145.4	$ 116.7	$ 110.3	25%	32%
EPS - Diluted	$ 2.11	$ 1.67	$ 1.58	26%	34%

(1) Excludes the benefit of $16.0 million in revenue and $10.9 million in pre-tax income from the terminated contract

- FY13 included one-time benefit of $16.0M revenue, $10.9M of pre-tax income and $0.09 of diluted EPS from terminated contract acquired with PSI
- Revenue increased 28% driven by Health Services; pro forma revenue grew 29%, of which 27% was organic
- Operating margin remained healthy at 13.2% compared to pro forma operating margin of 13.3% for FY13
- Net income attributable to MAXIMUS totaled $145.4M ($2.11 per diluted share) compared to FY13 GAAP net income of $116.7M, or $1.67 per diluted share
- On a GAAP basis, diluted EPS grew 26%; on a pro forma basis, EPS grew 34% compared to FY13

Health Services Segment

With a record year of growth, the Segment executed soundly and expanded into new adjacent markets.

($ in millions)	Q4 FY14	Q4 FY13	% Change	FY14	FY13	% Change
Revenue						
Health Services	$ 321.7	$ 271.0	19%	$ 1,250.6	$ 862.9	45%
Operating Income						
Health Services	$ 42.8	$ 45.9	(7%)	$ 175.4	$ 129.8	35%
Operating Margin %	*13.3%*	*16.9%*		*14.0%*	*15.0%*	

Revenue

- Q4 and FY14 growth driven by new work, including ACA work and existing contract expansion
- Majority of growth was organic, FY14 received benefit of full-year's contribution from Health Management acquisition, which closed on July 1, 2013

Operating Income & Margins

- Expected lower margins for Q4 and FY14 largely due to increase in lower-margin, cost-reimbursable contracts and new programs that incurred start-up losses in FY14
- Three contracts tempered margins in FY14:
  - Unprofitable contract acquired from PSI; commenced work in Q1 FY14
  - Start up of Fit for Work contract in Q4 FY14
  - Start up of Department of Education Debt Management contract in Q4 FY14

New U.K. Health & Disability Assessments Contract

- Program take over on March 1, 2015, followed by 36 months of operations through February 28, 2018
- Option to extend contract for two additional years
- For FY15, contract expected to contribute approximately $140M to $165M over the seven months of operations that begin in March 2015
- Four months of revenue and costs related to mobilization phase and leading up to launch will be deferred over the life of the contract
- Anticipate contract will be accretive in FY15
- Expect contract will operate in an operating margin range of 10% to 15% over the life of the contract
- Total contract value was not disclosed at the time of award; expect full contract value to be published by client in November

Human Services Segment

($ in millions)	Q4 FY14	Q4 FY13	% Change	FY14	FY13	% Change
Revenue						
Human Services	$ 113.7	$ 113.3	<1%	$ 450.3	$ 452.4	(<1%)
Operating Income						
Human Services	$ 9.0	$ 11.9	(24%)	$ 50.5	$ 47.2	7%
Operating Margin %	*7.9%*	*10.5%*		*11.2%*	*10.4%*	

All comparisons exclude revenue and earnings benefit from the terminated contract in FY13

Q4 Results

- Q4 FY14 revenue remained flat compared to Q4 FY13, which included benefit from large, fixed-price contract that ended in early FY14; the decline offset solid revenue growth in Australia (18-site expansion)
- Q4 FY14 margins lower due to: the completion of the fixed-price contract that ended in early FY14 ; one-time contract change in U.K. that negatively impacted margin; start-up of the new 18-sites in Australia; and increased costs related to Australia rebid in FY15

Fiscal 2014 Results

- Solid top-line growth from international operations, offset by completion of the accretive fixed-price contract
- FY14 revenue unfavorably impacted by currency fluctuations, most notably in Australia; if currency exchange rates remained constant, would have had additional $11.2M of revenue and $0.02 of earnings
- FY14 operating income increased with a full-year margin of 11.2% compared to a normalized margin (excluding terminated contract) of 10.4% for prior year

Balance Sheet and Cash Flows

Cash Flows in Q4

- DSOs were 61 days, better than target range of 65-80 days

Reconciliation to Free Cash Flow

$ in millions	Q4 FY14	FY14
Cash provided by operating activities	$48.5	$213.6
Cash paid for property, equipment and capitalized software	(19.6)	(47.1)
Free cash flow	$28.9	$166.5

Cash and Cash Equivalents

- Balance sheet remains healthy; at September 30, 2014, cash and cash equivalents totaled $158.1M (approximately $95M held outside U.S.)
- Longer-term cash deployment activities include: dividends; opportunistic repurchases of common stock; working capital investment to support new contracts; and strategic acquisitions

Share Repurchases and Other Uses of Cash

Share Repurchases

- Share repurchase program is opportunistic in nature
- Aggressively repurchased shares of MMS common stock in Q4 FY14 and through most of October

Period	Purchase Amount	Number of Shares	Weighted Average Price
Q4 FY14	$52.2M	1,265,484	$41.24
Fiscal 2014	$113.1M	2,672,151	$42.34
Subsequent to quarter close through 10/28	$30.6M	753,010	$40.66

- At September 30, 2014, we had approximately $135.2M available for future repurchases

Uses of Cash

- Can sufficiently address FY15 cash needs with generation of cash flow and available line of credit
- Unwavering commitment to continue to create and deliver long-term shareholder value to investors
- Priority use of cash remains focused on strengthening core business for long-term growth either through investment or acquisition

Confirming FY15 Revenue & Earnings Guidance

FY15 Guidance	
Revenue	$1.9B - $2.0B
Diluted EPS	$2.25 - $2.40

- Entering FY15 with backlog of $3.8B at September 30, 2014
- Based on midpoint of revenue guidance, estimate that approximately 90% of forecasted FY15 revenue is in form of backlog or option periods
- Backlog number does not include new Health and Disability Assessments contract, which was awarded after September 30, 2014; this is a large program with operational complexities; solid execution will be critical to how program performs in FY15

Factors for Fiscal 2015 Estimates

- **Segment level detail:** Revenue growth in FY15 driven by Health Services; Human Services may still grow in mid-single digits; expect Health Services will deliver a full-year operating margin around mid-point of target range of 10%-15% and Human Services will operate toward lower end of range

- **Other factors assumed within estimates and discussed in recent 8-K filings:**
  1. Expect portion of FY14 ACA work may not repeat in FY15 (estimated to range between $50M-$100M); lower call volumes and talk times; not expecting same level of change orders that benefitted Q2 FY13
  2. Anticipated start-up losses of approximately $0.10 of EPS from Fit for Work and Dept. of Education contracts; both launched in August 2014
  3. New accretive work coming online from recently awarded Health and Disability Assessments contract; expect approximately $140M-$165M of accretive revenue attributable to seven months of operations in FY15 beginning in March; hybrid contract, predominantly cost-reimbursable with cost ceilings, includes potential incentive fees and penalties
  4. Guidance includes estimated revenue and earnings related to potential new work that is probability-weighted in the forecast
  5. Estimated tax rate for FY15 to range between 37% and 37.5%; final tax rate will depend on level of operating income contribution from various tax jurisdictions

Forecasting 12%-18% revenue growth and 7%-14% GAAP-basis earnings growth

Quarterly Trends for Fiscal 2015

Quarters may fluctuate in FY15:

- On a sequential basis, strong Q1 FY15 driven by seasonality with ACA open enrollment
- Anticipating a dip in Q2 FY15 as open enrollment winds down, but too soon to predict how consumer behavior might affect call volumes and talk times this year
- In Q3 FY15, go live with new Health and Disability Assessments contract; should provide boost to Q3, relative to Q2
- Should we be successful on JSA rebid, new contract contains features that will cause a start-up loss in Q4 FY15; new contract expected to start July 1, 2015

Cash Flow Guidance

FY15 Guidance	
Cash from Continuing Operations	$165M - $190M
Free Cash Flow from Continuing Operations	$100M - $125M

Forecasting lower cash flows in FY15 driven by two main factors:

- DSOs that are expected to run around 65 days
- New large programs in start-up with working capital requirements that are expected to unfavorably impact cash flows in 2015

Fiscal 2014 Fourth Quarter & Full Year Earnings

Richard A. Montoni

Chief Executive Officer

November 13, 2014

MAXIMUS

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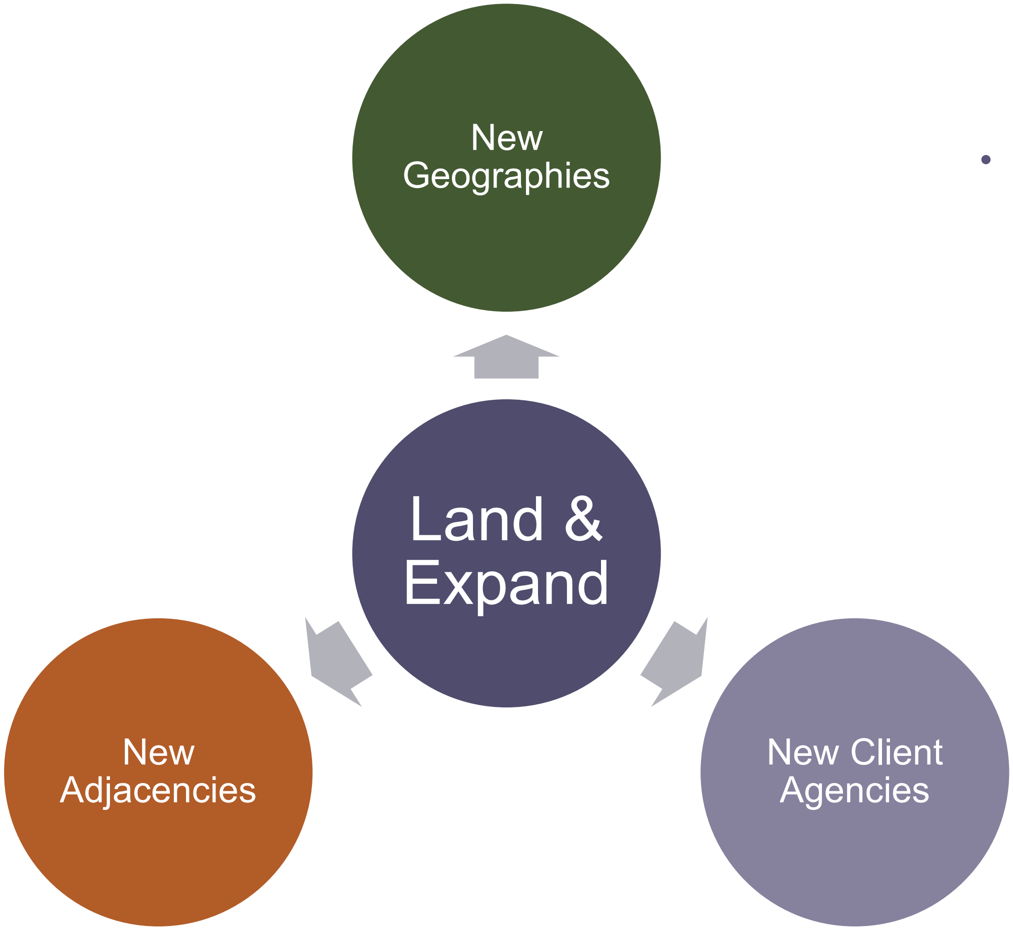
Past Achievements & Future Expectations

- Proud of our solid operational and financial results in FY14
- Significant progress towards our long-term strategic goals that are underpinnings for consistent growth and shareholder value:
  - Growing our operations outside of the U.S.
  - Expanding our U.S. federal operations to serve new agencies and programs
  - Continuing to grow our domestic business
- Over the past eight years, MAXIMUS has experienced a remarkable transformation:
  - Optimized our business
  - Shed non-core business lines
  - Launched a focused growth platform that will benefit us for decades to come

“Land and Expand” Growth Model



- Demonstrated key strategic successes from the past 18 months:
  - New Fit for Work contract (U.K.)
  - New Health and Disability Assessments contract (U.K.)
  - Ongoing expansion in Australia where our top-rated performance has been critical to consistent expansion
  - New Debt Management contract (U.S. Department of Education)

Growth Drivers Outside of the U.S.

Reform efforts to address rising caseloads and improve the effectiveness of social benefits programs

+

A trend towards more outcomes-based government programs

=

Growing demand for our services

New U.K. Health & Disability Assessments Contract

- U.K. Government developed criteria and an assessment process for determining eligibility for various benefits programs as part of a broader welfare reform effort over the last several years
- MAXIMUS will conduct assessments for individuals seeking certain disability benefits according to the rules from Parliament
- The Department for Work and Pensions will use the results from each assessment to determine the level of support for different benefits
- Our performance tied to quality, timeliness and number of assessments completed
- MAXIMUS does not make the final determination on benefits and has no financial incentive to determine if someone is eligible for benefits or able to return to work

Addressing Current Program Challenges

- Our experience and expertise makes us ideally suited to tackle some of the challenges that exist today
- Our number one goal under the program is to improve the overall customer experience
- We want to reduce the long wait times, improve the quality of the assessment, and make the assessment process less intimidating for customers
- This should also help reduce the number of people who fail to show up for their assessment, which has been a concern with the program in the past

Win is right in the heart of our core services. MAXIMUS has a proven track record of turning around troubled programs. In British Columbia and Texas, we made sizeable improvements and delivered a significantly improved service to program participants over the long-run.

Fit for Work Contract

- U.K. Fit for Work program was a result of a government review to consider how the current employee sickness absence systems could be improved to help people stay in work, reduce costs, and contribute to economic growth
  - Analysis found 140 million days lost to sickness absence, costing employers £9 billion each year
- Fit for Work helps employers and employees balance medical conditions and work requirements more effectively
- The program offers businesses access to occupational health assessments and return-to-work plans for people who reach (or are expected to reach) a four-week sickness absence period
- We are in the mobilization phase and will begin a phased operations launch next month

Confirming Data Points for U.K. Land & Expand

- Both the Health and Disability Assessment and Fit for Work contracts are great examples of how our services meet the needs of governments by:
  - Addressing rising caseloads to manage benefits programs more effectively
  - Implementing performance-based metrics to achieve the outcomes that matter
- They also provide confirming data points for our U.K. “land and expand” model
- We completed a strategic acquisition and built off the solid reputation established by our U.K. Human Services team

Expanded AUS Disability Employment Services

- Positive news out of Australia
- Government recently decided to move Disability Employment Services (DES) caseloads that were historically managed in-house to outside providers
- MAXIMUS has been a strong DES performer and was notified last week that we were a successful bidder for this new work
  - Win will effectively double our DES book of business, from a current annual run rate of about $30M to about $60M
  - New work will begin in March and provide a partial-year contribution that is already baked into FY15 guidance

Upcoming Job Services Australia (JSA) Rebid

- Australian team is hard at work on JSA rebid
- Response to tender is due later this month and expect to hear results in Spring 2015
- Reminder that rebid not expected to be "winner-take-all" award
    - Based on past procurements, awards are done location-by-location
- Evidenced by our organic growth in Australia, MAXIMUS has excelled in this outcomes-based market and we remain cautiously optimistic about our position on this important rebid

Second ACA Open Enrollment

- Starts this Saturday and runs through February 15, 2015
- Expect this year will be smoother – fewer technology challenges as governments apply "lessons learned" from last year
- Volumes may likely be lower due to improved technology and more self-service tools; but this year will include new tax forms, individuals renewing current coverage, and new populations
- Difficult to predict how these new factors might impact call volumes and talk times
- Enrollment trends remain fluid; expect activities won't reach a steady state for several years
- Future opportunities to support clients with ongoing ACA implementation and stabilization, including work for various exchanges and helping states adapt their Medicaid programs to meet program requirements

Rebids

Fiscal 2014

- Won or extended approximately 91% of the total base contract value of our rebids

Fiscal 2015

- Have 10 contracts up for rebid, combined total value of base contracts is approximately $1.2B
  - Job Services Australia rebid
    - Estimated to be approximately $690M over five years
    - Updated value includes contributions from recently reallocated sites
  - Texas Eligibility Support rebid
    - Current contract runs through December 2015
    - Total contract value estimated to be $324M over its three-year life

New Awards & Sales Pipeline

New Awards	September 30, 2014
YTD signed awards	$2.0 billion
New contracts pending	$327 million
Sales Opportunities	**September 30, 2014**
Total pipeline	$3.5 billion

Pipeline reflects opportunities where we expect the request for proposal to be released within the next six months.

- Sales pipeline reached a record $3.5B:
  - Contained opportunities across multiple geographies and both segments
  - Confirmation of continued demand for our core services
- Awards and pipeline numbers reflective of where opportunities stood at Sept. 30
- New U.K. Health and Disability Assessments contract reported in pipeline (not in new awards)
  - Total contract value in pipeline of $150M; far below total value of awarded contract
- Procurement process is dynamic; we take more measured approach to our pipeline
  - Rebids go into pipeline at full value; new opportunities typically capped at $150M
  - Best approach for MAXIMUS; it still provides transparency, but reduces unusual fluctuations that may result from a handful of contracts where size or scope may change materially during the procurement lifecycle

Contract Contributions to Long-Term Value

- Governments around the world face same challenges:
  - Increasing populations
  - Rising caseloads
  - Need to effectively manage their social programs
- Demand trends for our business can span decades:
  - Enter into contracts that are sometimes up to 10 years
  - Expect all contracts to provide meaningful returns and contribute to long-term shareholder value over life of contract
- While some contracts may generate initial start-up losses, our historical experience is that in subsequent years, they become accretive and are in-line (or better) than our overall portfolio margin targeted range of 10% to 15%

Earnings Slingshot From Three New Contracts

The chart below depicts the aggregate of the estimated contributions from the Fit for Work, Debt Management, and Health and Disability Assessments contracts*

- Fit for Work & Debt Management have ramp-up losses in FY14 & FY15; both are forecasted to breakeven in FY16
- Health and Disability Assessments has a different structure and is expected to be accretive in year one
- In aggregate, the three contracts are presently expected to provide a meaningful contribution to future organic growth

	FY14 Actual	FY15 Estimate	FY16 Estimate
Aggregate Revenue	$10.2M	$235.0M	$460.0M
Aggregate EPS	($0.04)	$0.08	$0.34
Year-over-Year EPS Change (Earnings Slingshot)	-	*$0.12*	*$0.26*

- These large programs require resources and investment from across the organization; when investors model the three contracts, they should not add another 10% growth on top of these numbers
- The benefit from the slingshot effect is part of our organic growth; these new contracts set the path for helping us achieve longer-term growth targets for the next few years
- While we cannot provide a further breakdown of these contracts, we understand that this level of visibility helps investors understand the longer-term economics of our programs
- Most importantly, illustrates the underpinnings to forecasted ready-made growth over next few years

*These contracts are in their early stages of implementation and these numbers represent management estimates at this time, but they may be subject to significant changes as the programs develop over time.

Conclusion

- Coming off a great 2014; table is set for solid growth in 2015 and well beyond
- We are excited about significant progress made in establishing ourselves in new:
  - Markets
  - Adjacencies
  - Agencies
- A growing business and solid demand both inside and outside U.S.; we believe that MAXIMUS should no longer be viewed as just another ACA play
- MAXIMUS remains well-positioned to partner with governments to:
  - Improve overall program efficiency
  - Deliver the outcomes that matter
  - Achieve value for taxpayer dollars
  - Deliver the best service to citizens

Reconciliation to Non-GAAP Measures

MAXIMUS, Inc.
Non-GAAP Measures

ADJUSTED REVENUE AND OPERATING INCOME
(Dollars in millions)
(Unaudited)

	Year Ended September 30, 2013
Total company revenue	$ 1,331.3
Revenue from terminated contract	(16.0)
Total company revenue excluding terminated contract	$ 1,315.2
Total company operating income	$ 185.2
Operating income from terminated contract	(10.9)
Total company operating income excluding terminated contract	$ 174.3
Total company operating margin, excluding terminated contract, acquisition expenses, and legal and settlement recoveries	13.3%

	Year Ended September 30, 2013
Human Services revenue	$ 468.4
Revenue from terminated contract	(16.0)
Human Services revenue, excluding terminated contract	$ 452.4
Human Services operating income	$ 58.1
Operating income from terminated contract	(10.9)
Human Services operating income, excluding terminated contract	$ 47.2
Human Services operating margin, excluding terminated contract	10.4%