

Strong finish to fiscal year 2016, as we continue to execute well against our growth strategy

TOTAL NET REVENUES



\$8.5B

⬆️ **increase of 9% in local currency**
and 8% in USD

GEOGRAPHIC REGIONS

Revenues and Growth in Local Currency



North America

↑ **10%**
\$4.1B

Europe

↑ **8%**
\$2.8B

Growth Markets

↑ **9%**
\$1.6B

OPERATING GROUPS

Revenues and Growth in Local Currency



Communications,
Media & Technology



\$1.7B

Financial Services



\$1.8B

Health &
Public Service



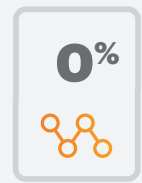
\$1.5B

Products



\$2.3B

Resources



\$1.2B

EPS (Adjusted)

\$1.31

⬆️ **14% increase**
on an adjusted basis*



* After adjusting Q4 FY16 GAAP EPS of \$1.68 to exclude gains on the sale of businesses of \$0.37 per share

RETURNING CASH TO SHAREHOLDERS



Strong free cash flow

\$1.9B

Share repurchases

\$640M

\$2.6B for full year 2016

Semi-annual cash dividend declared Sept. 2016

\$1.21 per share

increase of \$0.11 per share or 10% over our semi-annual dividend declared in March 2016.

OPERATING MARGIN

14.1%

⬆️ **20 bps increase**
from Q4 FY15



BUSINESS DIMENSIONS

Revenue Growth in Local Currency



**Strategy/
Consulting**

double-digit growth

**Application
Services**

mid-single-digit growth

Operations

double-digit growth

"THE NEW" – DIGITAL, CLOUD, SECURITY SERVICES



Approx.

40%

of revenues
strong double-digit growth

NEW BOOKINGS



\$9.0B

solid new bookings



Strong, broad-based financial performance driving superior shareholder value

TOTAL NET REVENUES



\$32.9B

↑ increase of 10.5% in local currency and 6% in USD

GEOGRAPHIC REGIONS

Revenues and Growth in Local Currency



North America

↑ **11%**
\$15.7B

Europe

↑ **11%**
\$11.4B

Growth Markets

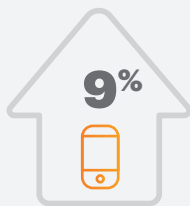
↑ **8%**
\$5.8B

OPERATING GROUPS

Revenues and Growth in Local Currency



Communications,
Media & Technology



\$6.6B

Financial Services



\$7.0B

Health &
Public Service



\$6.0B

Products



\$8.4B

Resources



\$4.8B

EPS (Adjusted)

\$5.34

↑ 11% increase from adjusted FY15*



* After adjusting FY16 GAAP EPS of \$6.45 to exclude gains on the sale of businesses (\$1.11 per share), and adjusting FY15 GAAP EPS of \$4.76 to exclude a pension settlement charge (\$0.06 per share).

RETURNING CASH TO SHAREHOLDERS



Strong free cash flow

\$4.1B

reflects a free cash flow to adjusted net income ratio of 1.1 (after adjusting GAAP net income of \$4.35B to exclude \$745M in after-tax gains on the sale of businesses)

Share repurchases

\$2.6B

Cash dividends paid

\$1.4B

\$2.20 per share,
an **8% increase**
over prior-year dividend

OPERATING MARGIN

14.6%

↑ 10 bps increase from adjusted FY15*



* FY15 adjusted operating margin of 14.5% excludes impact of pension settlement charge (20 basis points).

BUSINESS DIMENSIONS

Approx. FY16 revenues



	Revenues (\$ USD)	% of Revenues	Est'd % Growth in Local Currency
Strategy & Consulting	\$10B	31%	Double-digit
Application Services	\$16B	47%	Mid-single-digit
Operations	\$7B	22%	Double-digit
TOTAL	\$33B	100%	10.5%

"THE NEW" – DIGITAL, CLOUD, SECURITY SERVICES

Approx. FY16 revenues

\$13.5B*

approx. 40% of total revenues

	Revenues (\$ USD)	% of Revenues	Est'd % Growth in Local Currency
Digital services	\$9.5B	30%	30%
Cloud services	\$4.5B		
Security services	\$0.7B		

* Revenues for "the New" include Digital-, Cloud- and Security-related services, net of estimated overlap

NEW BOOKINGS



\$35.4B

strong new bookings
increase of 7% in local currency