

Strong results reflect broad-based growth ahead of the market, led by digital-, cloud- and security-related services

## TOTAL NET REVENUES



# \$8.9B

↑ increase of 7% in local currency and 5% in USD

## GEOGRAPHIC REGIONS

Net Revenues and Growth in Local Currency



North America

↑ **3%**  
\$4.1B

Europe

↑ **9%**  
\$3.0B

Growth Markets

↑ **13%**  
\$1.7B

## OPERATING GROUPS

Net Revenues and Growth in Local Currency



Communications, Media & Technology

↑ **4%**  
\$1.8B

Financial Services

↑ **6%**  
\$1.9B

Health & Public Service

↑ **2%**  
\$1.6B

Products

↑ **15%**  
\$2.4B

Resources

↑ **4%**  
\$1.2B

## EPS

↑ **\$1.52** 8% increase on an adjusted basis\*

\* After adjusting Q3 FY17 GAAP EPS of \$1.05 to exclude pension settlement charge of \$0.47 per share



## RETURNING CASH TO SHAREHOLDERS



Strong free cash flow

↑ **\$2.7B**  
Year-to-date FY17

Share repurchases

↑ **\$2.0B**  
Year-to-date FY17

Semi-annual cash dividend paid May 2017

↑ **\$1.21**  
per share

increase of \$0.11 per share or 10% over our semi-annual dividend paid in May 2016

## OPERATING MARGIN

↑ **15.5%** unchanged from Q3 FY16 on an adjusted basis\*

\* After adjusting Q3 FY17 GAAP operating margin of 9.8% to exclude impact of pension settlement charge (570 basis points)



## BUSINESS DIMENSIONS

Revenue Growth in Local Currency



Strategy/ Consulting

low single-digit growth

Application Services

high single-digit growth

Operations

double-digit growth

"THE NEW" – DIGITAL, CLOUD, SECURITY SERVICES



Approximately

↑ **50%**

of revenues strong double-digit growth

## NEW BOOKINGS



↑ **\$9.8B**

strong new bookings



Strong performance year-to-date reflects the diversity of our business and continued rotation to “the New”

## TOTAL NET REVENUES



# \$25.7B

⬆️ **increase of 7% in local currency** and 5% in USD

## GEOGRAPHIC REGIONS

Net Revenues and Growth in Local Currency



North America

**4%**  
\$12.1B

Europe

**8%**  
\$8.8B

Growth Markets

**11%**  
\$4.8B

## OPERATING GROUPS

Net Revenues and Growth in Local Currency



Communications, Media & Technology

**3%**  
\$5.1B

Financial Services

**7%**  
\$5.4B

Health & Public Service

**3%**  
\$4.6B

Products

**16%**  
\$7.0B

Resources

**0%**  
\$3.6B

## EPS

**\$4.43** ⬆️ **10% increase** on an adjusted basis\*



\* After adjusting Q3 YTD FY17 GAAP EPS of \$3.96 to exclude pension settlement charge of \$0.47 per share; and after adjusting Q3 YTD FY16 GAAP EPS of \$4.77 to exclude gain on the sale of Navitaire of \$0.74 per share

## RETURNING CASH TO SHAREHOLDERS



Strong free cash flow

**\$2.7B**

Share repurchases

**\$2.0B**

Cash dividends paid

**\$2.42**  
per share

10% increase over the prior year; semi-annual dividends of \$1.21 per share paid in Nov. 2016 and May 2017

## OPERATING MARGIN

**15.0%** ⬆️ **20bps increase** from Q3 YTD FY16 on an adjusted basis\*



\* After adjusting Q3 YTD FY17 GAAP operating margin of 13.0% to exclude impact of pension settlement charge (200 basis points)

## BUSINESS DIMENSIONS

Revenue Growth in Local Currency



Strategy/ Consulting

low single-digit growth

Application Services

mid-single-digit growth

Operations

double-digit growth

**“THE NEW” – DIGITAL, CLOUD, SECURITY SERVICES**



Approximately

**50%**

of revenues  
strong double-digit growth

## NEW BOOKINGS



**\$27.3B**



strong new bookings