

Strong quarterly results reflect continued successful execution of our growth strategy

TOTAL NET REVENUES



\$9.1B

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

GEOGRAPHIC REGIONS

Net Revenues and Growth in Local Currency



North America

↑ 4%
\$4.2B

Europe

↑ 10%
\$3.1B

Growth Markets

↑ 14%
\$1.8B

OPERATING GROUPS

Net Revenues and Growth in Local Currency



Communications,
Media & Technology



\$1.8B

Financial Services



\$1.9B

Health &
Public Service



\$1.6B

Products



\$2.5B

Resources



\$1.3B

EPS

\$1.48

⬆️ 13% 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

\$1.8B

Share repurchases

\$657M

\$2.6B for full year 2017

Semi-annual cash dividend declared September 2017

\$1.33

per share

increase of \$0.12 per share or 10% over our semi-annual dividend declared in March 2017

OPERATING MARGIN

14.2%

⬆️ 10 bps increase from Q4 FY16



BUSINESS DIMENSIONS

Revenue Growth in Local Currency



Strategy/
Consulting

flat growth

Application
Services

double-digit growth

Operations

double-digit growth

"THE NEW" – DIGITAL, CLOUD, SECURITY SERVICES



More than

50%

of revenues
strong double-digit growth

NEW BOOKINGS



\$10.1B



strong new bookings

Durable and balanced performance as we continue rotating to “the New” – digital-, cloud- and security-related services

TOTAL NET REVENUES



\$34.9B

⬆️ increase of 7% in local currency and 6% in USD

GEOGRAPHIC REGIONS

Net Revenues and Growth in Local Currency



North America

↑ **4%**
\$16.3B

Europe

↑ **8%**
\$11.9B

Growth Markets

↑ **12%**
\$6.6B

OPERATING GROUPS

Net Revenues and Growth in Local Currency



Communications, Media & Technology

↑ **4%**
\$6.9B

Financial Services

↑ **7%**
\$7.4B

Health & Public Service

↑ **3%**
\$6.2B

Products

↑ **14%**
\$9.5B

Resources

↑ **1%**
\$4.8B

EPS (Adjusted)

\$5.91 ⬆️ 11% increase from adjusted FY16*



*After adjusting FY17 GAAP EPS of \$5.44 to exclude pension settlement charge of \$0.47 per share, and adjusting FY16 GAAP EPS of \$6.45 to exclude gains on the sale of businesses of \$1.11 per share

RETURNING CASH TO SHAREHOLDERS



Strong free cash flow

\$4.5B

reflects a free cash flow to adjusted net income ratio of 1.1 (after adjusting GAAP net income of \$3.63 billion to exclude \$312M after-tax impact of the pension settlement charge)

Share repurchases

\$2.6B

Cash dividends paid

\$1.6B

\$2.42 per share, a 10% increase over prior-year dividend

OPERATING MARGIN (Adjusted) %

14.8% ⬆️ 20bps increase from FY16*

*After adjusting FY17 GAAP operating margin of 13.3% to exclude impact of pension settlement charge (150 basis points)

BUSINESS DIMENSIONS

Approx. FY17 revenues



	Revenues (\$ USD)	% of Revenues	Est'd % Growth in Local Currency
Strategy & Consulting	\$10B	29%	Low single-digit
Application Services	\$17B	48%	High single-digit
Operations	\$8B	23%	Double-digit
TOTAL	\$35B	100%	7%

“THE NEW” – DIGITAL, CLOUD, SECURITY SERVICES

Approx. FY17 revenues

\$18B* approx. 50% of revenues about 30% growth in local currency

	Revenues (\$ USD)	% of Revenues
Digital	\$13.5B	39%
Cloud	\$6.5B	19%
Security	\$1.2B	3%

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

NEW BOOKINGS



\$37.4B

strong new bookings increase of 6% in local currency