

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)

⬆️ 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) %

⬆️ 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	\$11B	32%	Low single-digit
Application Services	\$17B	48%	High single-digit
Operations	\$7B	20%	Double-digit
TOTAL	\$35B	100%	7%

* Strategy & Consulting updated to include Infrastructure Consulting, which was previously categorized within Operations.

“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