

Continued strong, broad-based results reflect excellent demand for our services, driving superior shareholder value

## TOTAL REVENUES

# \$41.0B

⬆️ increase of 10.3% in local currency and 13% in USD

## GEOGRAPHIC REGIONS

Revenues and Growth in Local Currency

North America



Europe



Growth Markets



## OPERATING GROUPS

Revenues and Growth in Local Currency

Communications,  
Media & Technology



Financial Services



Health &  
Public Service



Products



Resources



## EPS (Adjusted)

# \$6.74

⬆️ 14% increase on an adjusted basis\*

\* After adjusting FY18 GAAP EPS of \$6.34 to exclude impact of tax law changes of \$0.40 per share, and adjusting FY17 GAAP EPS of \$5.44 to exclude pension settlement charge of \$0.47 per share

## RETURNING CASH TO SHAREHOLDERS

Strong free cash flow

# \$5.4B

reflects a free cash flow to adjusted net income ratio of 1.2 (after adjusting GAAP net income of \$4.21 billion to exclude \$258M impact of tax law changes)

Share repurchases

# \$2.6B

Cash dividends paid

# \$1.7B

\$2.66 per share, a 10% increase over prior-year dividends

## OPERATING MARGIN

# 14.4%

Unchanged from FY17 on an adjusted basis\*

\* After adjusting FY17 operating margin to exclude impact of pension settlement charge

## BUSINESS DIMENSIONS\*

Approx. FY18 revenues

	Revenues (\$ USD)	% of Revenues	Est'd % Growth in Local Currency
Strategy & Consulting	\$13B	32%	Mid single-digit
Technology Services	\$22B	55%	Double-digit
Operations	\$5B	13%	Double-digit
<b>TOTAL</b>	<b>\$41B</b>	<b>100%</b>	<b>10.3%</b>

\* Application Services renamed Technology Services and updated to include Infrastructure Outsourcing, which was previously categorized within Operations

## "THE NEW" – DIGITAL, CLOUD, SECURITY SERVICES

Approx. FY18 revenues

# \$24B\*

approx. 60% of revenues about 25% growth in local currency

	Revenues (\$ USD)	% of Revenues
Digital	\$18B	45%
Cloud	\$9B	23%
Security	\$2B	5%

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

## NEW BOOKINGS\*

# \$42.8B

strong new bookings increase of 12% in local currency

\* New bookings for FY18 have not been updated for accounting standard changes