

Very strong Q4 and continued rotation to digital, cloud and security, reflecting successful execution of our growth strategy

TOTAL NET REVENUES

\$10.1B

⬆️ increase of 11% in both local currency and USD

GEOGRAPHIC REGIONS

Net Revenues and Growth in Local Currency

North America

↑ **11%**
\$4.7B

Europe

↑ **8%**
\$3.4B

Growth Markets

↑ **15%**
\$2.0B

OPERATING GROUPS

Net Revenues and Growth in Local Currency

Communications,
Media & Technology



\$2.1B

Financial Services



\$2.0B

Health &
Public Service



\$1.7B

Products



\$2.8B

Resources



\$1.5B

EPS

\$1.58

⬆️ 7% increase

RETURNING CASH TO SHAREHOLDERS

Strong free cash flow

\$1.9B

Share repurchases

\$552M

Semi-annual cash dividend declared September 2018

\$1.46

per share

increase of \$0.13 per share or 10% over our semi-annual dividend declared in March 2018

OPERATING MARGIN

14.3%

⬆️ 10 bps increase from Q4 FY17

BUSINESS DIMENSIONS

Revenue Growth in Local Currency

Strategy/
Consulting

double-digit growth

Application
Services

double-digit growth

Operations

double-digit growth

"THE NEW" – DIGITAL, CLOUD, SECURITY SERVICES

More than

60%

of revenues
strong double-digit growth

NEW BOOKINGS

\$10.8B

strong new bookings

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

TOTAL NET REVENUES

\$39.6B

⬆️ increase of 10.5% in local currency and 14% in USD

GEOGRAPHIC REGIONS

Net Revenues and Growth in Local Currency

North America

↑ **9%**
\$17.8B

Europe

↑ **9%**
\$14.1B

Growth Markets

↑ **16%**
\$7.6B

OPERATING GROUPS

Net Revenues and Growth in Local Currency

Communications,
Media & Technology

↑ **14%**
\$8.0B

Financial Services

↑ **7%**
\$8.2B

Health &
Public Service

↑ **7%**
\$6.7B

Products

↑ **11%**
\$10.9B

Resources

↑ **13%**
\$5.7B

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

14.8% Unchanged from FY17 on an adjusted basis*

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

BUSINESS DIMENSIONS

Approx. FY18 revenues

	Revenues (\$ USD)	% of Revenues	Est'd % Growth in Local Currency
Strategy & Consulting	\$12B	31%	High single-digit
Application Services	\$19B	49%	Double-digit
Operations	\$8B	20%	Double-digit
TOTAL	\$40B	100%	10.5%

"THE NEW" – DIGITAL, CLOUD, SECURITY SERVICES

Approx. FY18 revenues

\$23B* 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