

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

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)

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

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