

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



Europe



Growth Markets



OPERATING GROUPS

Net 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

14.8%

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