

Resilient performance reflects continued growth ahead of the market, strong profitability and record cash flow, driving shareholder value

## TOTAL REVENUES

# \$44.3B

⬆️ increase of 4% in local currency and 3% in USD

## GEOGRAPHIC MARKETS Revenues and Growth in Local Currency



North America



Europe



Growth Markets

## INDUSTRY GROUPS

Revenues and Growth in Local Currency

Communications, Media & Technology



Financial Services



Health & Public Service



Products



Resources



## EPS (GAAP)

# \$7.89

⬆️ 7% increase

## EPS (Adjusted)

# \$7.46

⬆️ 1% increase excluding \$0.43 of gains on an investment

## RETURNING CASH TO SHAREHOLDERS

Record free cash flow

# \$7.6B

free cash flow to (adjusted) net income ratio of 1.6

Share repurchases

# \$2.9B

Cash dividends paid

# \$2.0B

\$3.20 per share, a 10% increase over prior-year dividends

Cash balance

# \$8.4B

Increase of \$2.3B from the end of FY19

Total cash returned

# \$5.0B

## OPERATING MARGIN

# 14.7%

⬆️ 10 bps increase

## SERVICES

Approx. FY20 revenues

	Revenues (\$ USD)	% of Revenues	Est'd % Growth in Local Currency
Strategy & Consulting	\$13B	30%	Low single-digit decline
Technology Services	\$25B	56%	Mid single-digit growth
Operations	\$6B	14%	High single-digit growth
<b>TOTAL</b>	<b>\$44B</b>	<b>100%</b>	<b>4%</b>

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

Approx. FY20 revenues

# \$30B\*

approx. 70% of revenues about 10% growth in local currency

	Revenues (\$ USD)	% of Revenues	Est'd Growth in Local Currency
Digital	\$23B	52%	10%
Cloud	\$12B	28%	13%
Security	\$3B	7%	26%

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

## RECORD NEW BOOKINGS

# \$49.6B

10% increase in local currency