

Strong finish to fiscal year 2016, as we continue to execute well against our growth strategy

TOTAL NET REVENUES



\$8.5B

⬆️ **increase of 9% in local currency** and 8% in USD

GEOGRAPHIC REGIONS

Revenues and Growth in Local Currency



North America

↑ **10%**
\$4.1B

Europe

↑ **8%**
\$2.8B

Growth Markets

↑ **9%**
\$1.6B

OPERATING GROUPS

Revenues and Growth in Local Currency



Communications,
Media & Technology



\$1.7B

Financial Services



\$1.8B

Health &
Public Service



\$1.5B

Products



\$2.3B

Resources



\$1.2B

EPS (Adjusted)

\$1.31

⬆️ **14% increase** on an adjusted basis*



* After adjusting Q4 FY16 GAAP EPS of \$1.68 to exclude gains on the sale of businesses of \$0.37 per share

RETURNING CASH TO SHAREHOLDERS



Strong free cash flow

\$1.9B

Share repurchases

\$640M

\$2.6B for full year 2016

Semi-annual cash dividend declared Sept. 2016

\$1.21 per share

increase of \$0.11 per share or 10% over our semi-annual dividend declared in March 2016.

OPERATING MARGIN

14.1%

⬆️ **20 bps increase** from Q4 FY15



BUSINESS DIMENSIONS

Revenue Growth in Local Currency



**Strategy/
Consulting**

double-digit growth

**Application
Services**

mid-single-digit growth

Operations

double-digit growth

"THE NEW" – DIGITAL, CLOUD, SECURITY SERVICES



Approx.

40%

of revenues
strong double-digit growth

NEW BOOKINGS



\$9.0B

solid new bookings

