# CU AN LIV

# 3rd Quarter FY 2022 Earnings Presentation

February 2, 2022

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### **Non-GAAP Financial Measures**

We present Non-GAAP financial measures which are derived from the statements of operations, cash flow and balance sheets of DXC. These Non-GAAP financial measures include earnings before interest and taxes ("EBIT"), adjusted EBIT, Non-GAAP income from continuing operations before income taxes, Non-GAAP net income attributable to DXC and Non-GAAP basic and diluted EPS, organic revenue growth, free cash flow, Non-GAAP cost of services, Non-GAAP SG&A expense, Non-GAAP depreciation and amortization, and Non-GAAP other income.

We believe EBIT, adjusted EBIT margin, Non-GAAP income before income taxes, Non-GAAP net income attributable to DXC, Non-GAAP basic and diluted EPS provide investors with useful supplemental information about our operating performance after excluding certain categories of expenses.

We believe organic revenue growth provides investors with useful supplemental information about our revenues after excluding the effect of currency exchange rate fluctuations for currencies other than U.S. dollars in the periods presented, and impact of acquisitions and divestitures. See below for a description of the methodology we use to present organic revenue growth.

One category of expenses excluded from adjusted EBIT, Non-GAAP income from continuing operations before tax, Non-GAAP net income attributable to DXC and Non-GAAP EPS, incremental amortization of intangible assets acquired through business combinations, may result in a significant difference in period over period amortization expense on a GAAP basis. We exclude amortization of certain acquired intangible assets as these non-cash amounts are inconsistent in amount and frequency and are significantly impacted by the timing and/or size of acquisitions. Although DXC management excludes amortization of acquired intangible assets, primarily customer-related intangible assets, from its Non-GAAP expenses, we believe that it is important for investors to understand that such intangible assets were recorded as part of purchase accounting and support revenue generation. Any future transactions may result in a change to the acquired intangible asset balances and associated amortization expense.

Another category of expenses excluded from adjusted EBIT, Non-GAAP income from continuing operations before tax, Non-GAAP net income attributable to DXC and Non-GAAP EPS, impairment losses, may result in a significant difference in period over period expense on a GAAP basis. We exclude impairment losses as these non-cash amounts, generally an acceleration of what would be multiple periods of expense, have not occurred frequently. Further assets such as goodwill may be significantly impacted by market conditions outside of management's control.

There are limitations to the use of the Non-GAAP financial measures presented in this report. One of the limitations is that they do not reflect complete financial results. We compensate for this limitation by providing a reconciliation between our Non-GAAP financial measures and the respective most directly comparable financial measure calculated and presented in accordance with GAAP. Additionally, other companies, including companies in our industry, may calculate Non-GAAP financial measures differently than we do, limiting the usefulness of those measures for comparative purposes between companies.

Selected references are made to revenues on an "organic basis" so that certain financial results can be viewed without the impact of fluctuations in foreign currency rates and without the impacts of acquisitions and divestitures from "organic basis" financial results, thereby providing comparisons of operating performance from period to period of the business that we have owned during all periods presented. Organic revenue growth is calculated by dividing the year over year change in GAAP revenues attributed to organic growth by the GAAP revenues reported in the prior comparable period. Revenues on an "organic basis" are Non-GAAP financial measures calculated by translating current period activity into U.S. dollars using the comparable prior period's currency conversion rates after excluding the impact of acquisitions and divestitures on revenue in both periods.

DXC does not provide a reconciliation of Non-GAAP financial measures that it discusses as part of its guidance because certain significant information required for such reconciliation is not available without unreasonable efforts or at all, including, most notably, the impact of significant non-recurring items. Without this information, DXC does not believe that a reconciliation would be meaningful. Explanations of Non-GAAP financial measures used herein are provided later in this document.



# **Forward-Looking Statements**

All statements in this presentation that do not directly and exclusively relate to historical facts constitute "forward-looking statements." These statements represent current expectations and beliefs, and no assurance can be given that the results described in such statements will be achieved. Such statements are subject to numerous assumptions, risks, uncertainties and other factors that could cause actual results to differ materially from those described in such statements, many of which are outside of our control. Furthermore, many of these risks and uncertainties are currently amplified by and may continue to be amplified by or may, in the future, be amplified by, the ongoing coronavirus disease 2019 ("COVID-19") pandemic and the impact of varying private and governmental responses that affect our customers, employees, vendors and the economies and communities where they operate. For a written description of these factors, see the section titled "Risk Factors" in DXC's Annual Report on Form 10-K for the fiscal year ended March 31, 2021, and any updating information in subsequent SEC filings, including DXC's upcoming Quarterly Report on Form 10-Q for the quarterly period ended December 31, 2021.

No assurance can be given that any goal or plan set forth in any forward-looking statement can or will be achieved, and readers are cautioned not to place undue reliance on such statements which speak only as of the date they are made. We do not undertake any obligation to update or release any revisions to any forward-looking statement or to report any events or circumstances after the date of this presentation or to reflect the occurrence of unanticipated events except as required by law.



# **Agenda for Today**

- Overview of Q3 FY22 Results
- Progress on Our Transformation Journey
- 3 Q3 FY22 Financial Results and Guidance
- 4 Closing Remarks



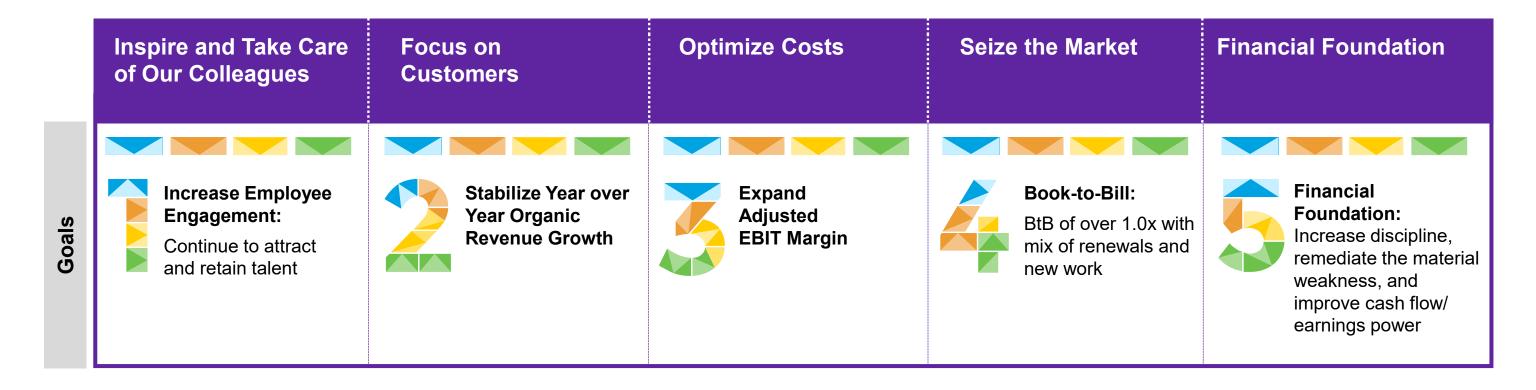
# **Continued Strong Performance in Q3 FY22**

	Q3 FY22 – Key	y Metrics and Drivers
Revenue	\$4.09B	Organic revenue growth* improved to (1.4%); Fx. negatively impacted by \$26M vs. guidance
Adjusted EBIT Margin*	8.7%	170 bps margin expansion YoY
Book-to-Bill	1.23x	\$5 billion in bookings in Q3; book-to-bill of 1.08x on a trailing 12-month basis
Non-GAAP Diluted EPS*	\$0.92	10% increase YoY

<sup>\*</sup> Please see reconciliation at the end of the presentation



# **Transformation Journey – Building the Foundation in FY22**







- Hiring is a major focus to capture more open demand and project work
- Successfully increased head count by 3% in Q3 FY22 as compared to Q2 and increased project work by 13%
- Continue to see that our people-first strategy and our virtual-first model are resonating in the market and helping us in our recruiting efforts
- Attrition at DXC has stabilized and remains below the industry average



- Key metric of customer satisfaction Net Promoter Score (NPS)
- 12-month rolling NPS is now at the top end of the industry best practice range of 20 to 30
- Running mission critical systems builds trust with our customers; leveraging those relationships into more work in both GIS and GBS stabilizes our revenues and sets us up for growth
- A great example of this strategy working is the new agreement with the London Market, the world's largest insurance market



- Portfolio shaping is accretive to our valuation and improves our focus
- Expect sales of businesses to result in an additional \$500 million of proceeds within the next 12 months
- At the same time, we are focused on prudently investing in assets that will enable us to grow the business
- DXC ServiceNow Strategic Business Group delivers market-leading, resilient technology services that transform Enterprise Service Operations – built on our proprietary DXC Platform X™

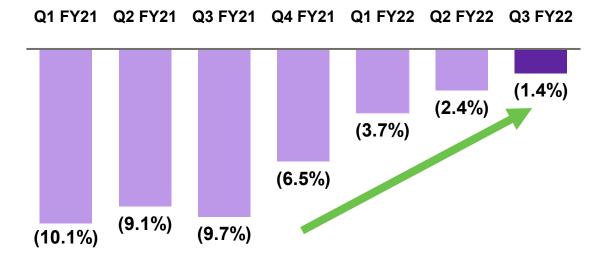




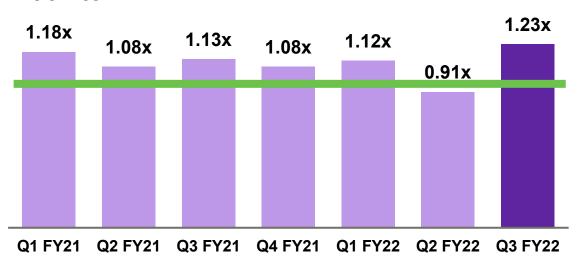
- Strong bookings of \$5 billion drive book-to-bill of 1.23x in Q3 and 1.08x TTM
- 58% of Q3 FY22 bookings were new work and 42% renewals
- ITO organic revenue growth improved from (17.7%) to (1.9%)
- Modern Workplace book-to-bill of 1.11x expect to follow ITO trajectory
- Analytics and Engineering up 18.7%, with a 1.29x TTM book-to-bill
- We are seeing increased opportunities and are winning in the market

# **Transformation Journey Remains on Track**

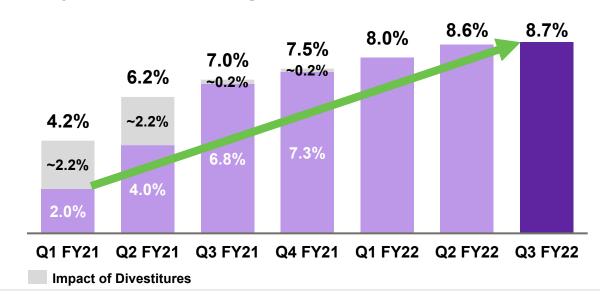
#### **Organic Revenue Growth Trends (YoY)**



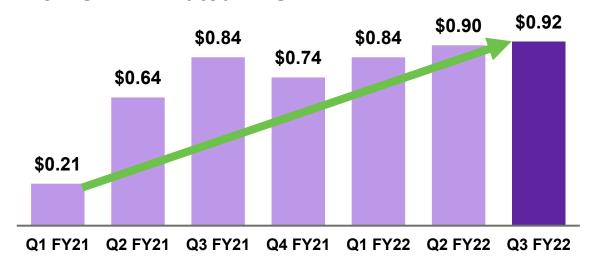
#### **Book-to-Bill**



#### **Adjusted EBIT Margin**



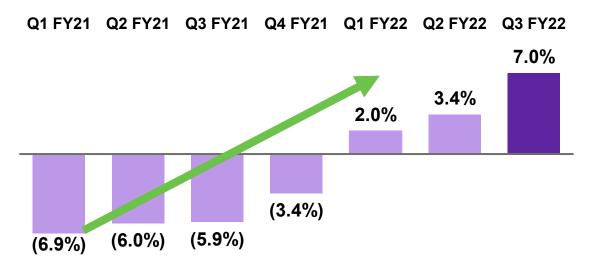
#### Non-GAAP Diluted EPS



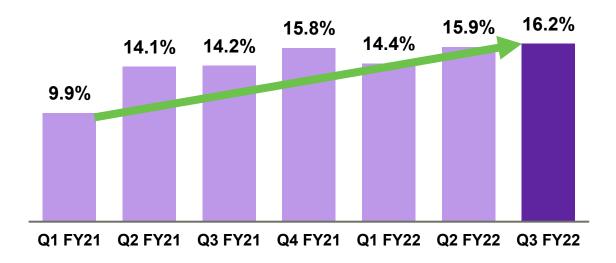


# **Results by Segment**

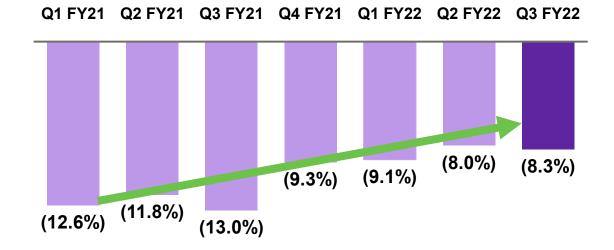
#### **GBS Organic Revenue Growth (YoY)**



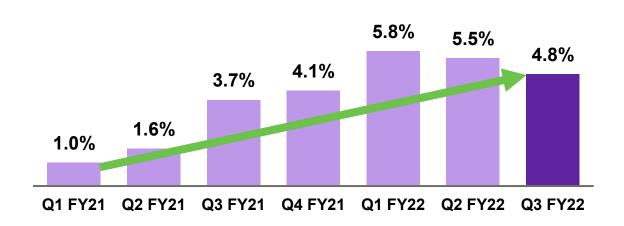
#### **GBS Segment Profit Margin**



#### **GIS Organic Revenue Growth (YoY)**



#### **GIS Segment Profit Margin**





# **Enterprise Technology Stack**

			Q3 FY22		
		Revenue (\$M)	YoY Organic Growth	Book-to-Bill	TTM Book-to-Bill
	Analytics and Engineering	545	18.7%	1.46x	1.29x
CDC	Applications	1,268	4.8%	1.28x	1.16x
GBS	Business Process Services (BPS)	116	(8.3%)	0.50x	1.00x
	Mergers, Acquisitions, and Divestitures	17			
	GBS Total	1,946	7.0%	1.28x	1.17x
	Cloud and Security	471	(12.2%)	1.23x	0.97x
GIS	IT Outsourcing	1,111	(1.9%)	1.05x	0.97x
	Modern Workplace	561	(16.0%)	1.39x	1.11x
	GIS Total	2,143	(8.3%)	1.18x	1.01x
	DXC TOTAL	4,089	(1.4%)	1.23x	1.08x



# **Building the Financial Foundation**

1

# Financial Discipline

- True earnings power
- Disciplined finance execution
- Remediate material weakness

2

# Strengthen Balance Sheet

- Maintain investment grade credit profile
- Achieve targeted debt level
- Refinance debt/reduce interest expense

3

# **Cash Generation**

- Improve cash flow generation
- · Portfolio shaping
- Establish capital budgeting process

4

# Restructuring & TSI

- Reduce expense to ~\$100M in FY24
- Accelerate virtual facilities model

5

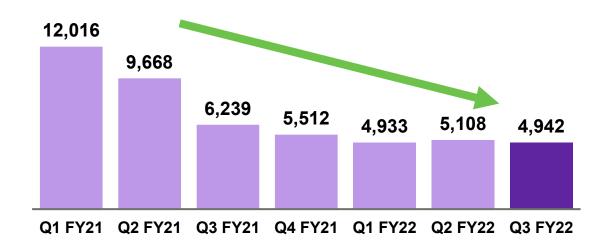
# Capital Allocation

- Investing in our people and offerings
- Disciplined capital allocation program

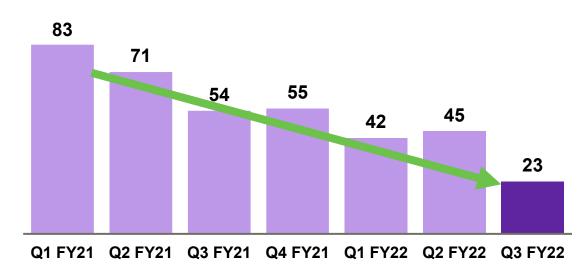


# **Evidence We Are Building Our Financial Foundation**

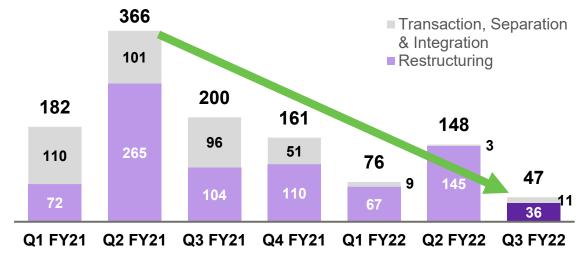
#### Total Debt (\$M)



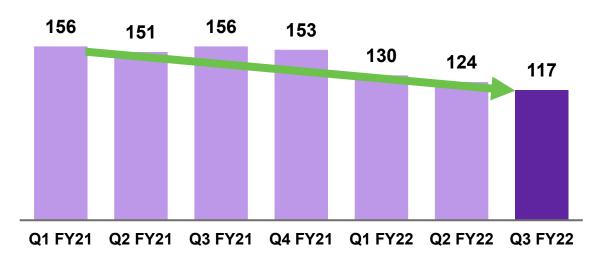
#### **Net Interest Expense (\$M)**



#### Restructuring/Transaction, Separation & Integration (\$M)



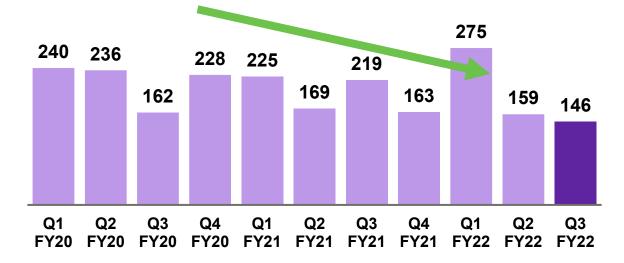
#### **Cash Payments for Operating Leases (\$M)**



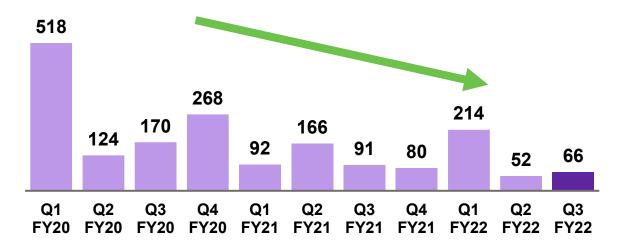


# **Evidence We Are Building Our Financial Foundation**

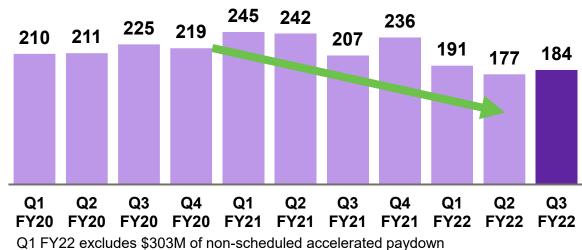
#### **Capital Expenditures (\$M)**



#### **Finance Lease & Asset Financing Originations (\$M)**

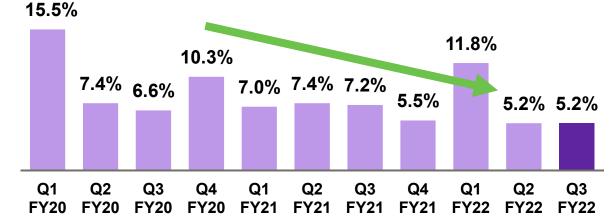


#### Finance Lease & Asset Financing Payments (\$M)



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# Capital Expenditures & Finance Lease Originations as a % of Revenue



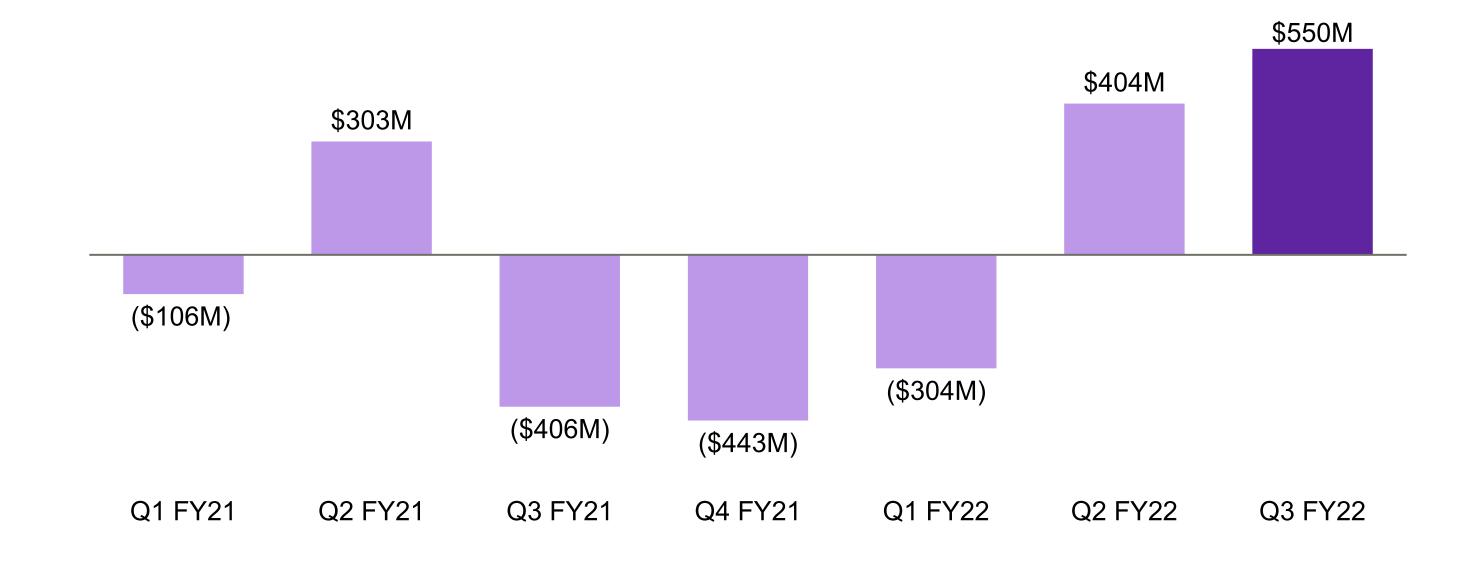


# **Cash Generation**

(in millions)	Q3 FY22	YTD FY22	Q3 FY21	YTD FY21
Cash from operations	\$ 696	\$ 1,230	\$ (187)	\$ 404
Less capital expenditures				
Purchase of property and equipment	(52)	(217)	(59)	(215)
Payments for transition and transformation contract costs	(45)	(152)	(53)	(189)
Software purchased and developed	(49)	(211)	(107)	(209)
Total capital expenditures	(146)	(580)	(219)	(613)
Free cash flow	550	650	(406)	(209)
Other investing cash flows	41	674	4,953	5,113
Payments on finance leases and borrowings for asset financing	(184)	(855)	(207)	(694)
Borrowings less repayments	(5)	85	(3,495)	(3,906)
Repurchase of stock	(202)	(352)	0	0
Debt extinguishment costs	0	(344)	0	0
Other financing cash flows	20	93	(5)	(64)
Change in cash	\$ 220	\$ (49)	\$ 840	\$ 240

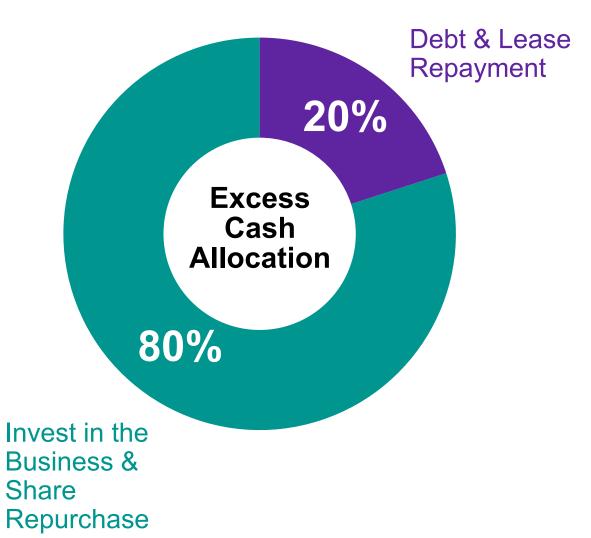


### **Trended Free Cash Flow**





# **Expect \$1B of Self-Funded Share Repurchases in Next Year**





#### Target \$5.0B debt balance

\$4.9B as of Q3 FY22



#### Maintain \$2.5B cash to operate\*

\$2.9B as of Q3 FY22



Generate \$500M+ through portfolio shaping by end of Q3 FY23

Targeting deals that are EBIT/FCF neutral



#### **Share repurchases**

Share repurchases: \$213M in Q3 FY22, \$363M YTD (4%); targeting \$1B of additional purchases over the next 12 months



#### **Dividends**

Dividends limit flexibility



#### **Acquisitions**

Building the strong foundation necessary to capitalize on acquisitions; will revisit tuck-in acquisitions once Platinum channel is proven out



### Q4 FY22 Outlook

 Revenue
 YoY Organic Revenue Growth
 Adjusted EBIT Margin
 Non-GAAP Diluted EPS

 \$4.11B - \$4.15B
 (1.2%) - (1.7%)
 8.7% - 9.0%
 \$0.98 - \$1.03

### **Q4 FY22 Financial Targets**



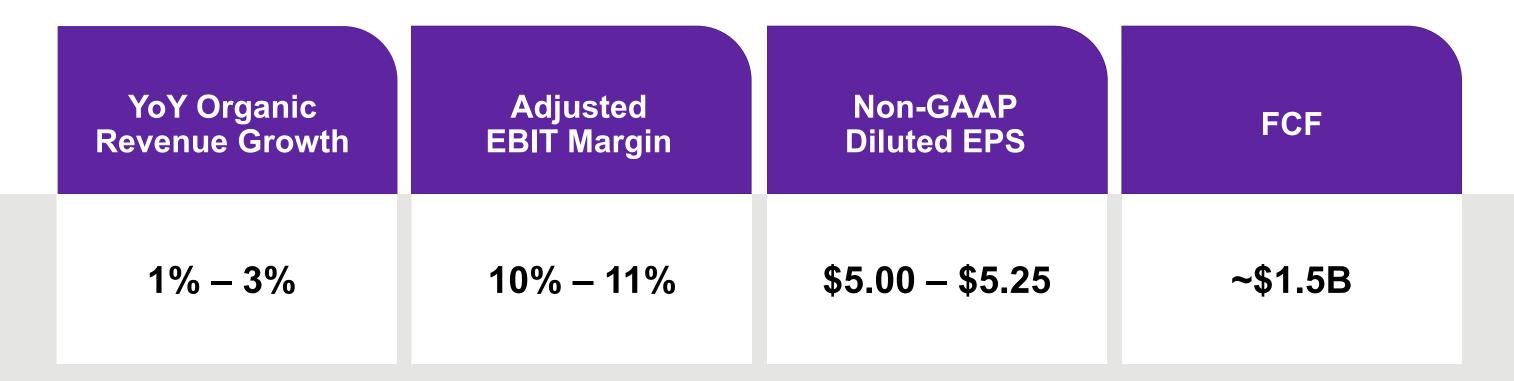
## **FY22 Outlook**

Revenue	YoY Organic Revenue Growth	Adjusted EBIT Margin	Non-GAAP Diluted EPS	FCF
~\$16.4B	(2.2%) – (2.3%)	8.5% — 8.6%	\$3.64 – \$3.69	>\$650M (prev. \$500M)

Note: Fx. rates for prior revenue guidance of \$16.4B-\$16.5B: Euro \$1.16, Sterling \$1.36 and AUD \$0.74. Fx. rates for updated revenue guidance: Euro \$1.13, Sterling \$1.37 and AUD \$0.73. Change in rates reduced FY22 revenue by ~\$40 million vs. prior guidance.



# FY24 – Long Term Outlook



**FY24 Financial Targets Reaffirmed** 



### **FY22 Goals**

- Win in the market book to bill >1
- **Sequential revenue stability**
- Strengthen the balance sheet
- □ Achieve organic revenue growth of (1%) to (2%) in FY22
- □ Remediate material weakness and improve governance score
- Reduce restructuring and TSI
- **☑** Continued margin expansion
- **✓** Improve free cash flow
- Resume capital deployment to shareholders



# **Supplemental Information**

Q3 FY22 Quarterly Result Details

Non-GAAP Reconciliations

**Definitions** 



# **Organic Revenue Growth**

GBS (\$M)	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	Total FY21	Q1 FY22	Q2 FY22	Q3 FY22
GBS revenue	2,174	2,242	1,921	1,999	8,336	1,887	1,873	1,946
YoY GBS revenue growth	0.7%	(1.9%)	(18.6%)	(13.4%)	(8.5%)	(13.2%)	(16.5%)	1.3%
Foreign currency	1.8%	(1.5%)	(2.2%)	(4.2%)	(1.6%)	(4.7%)	(0.9%)	1.3%
Acquisitions and divestitures	(9.4%)	(2.6%)	14.9%	14.2%	4.5%	19.9%	20.8%	4.4%
YoY GBS organic revenue growth	(6.9%)	(6.0%)	(5.9%)	(3.4%)	(5.6%)	2.0%	3.4%	7.0%
GBS bookings (\$B)	3.5	2.4	2.7	2.4	11.0	2.4	1.7	2.5
GBS book-to-bill	1.62x	1.09x	1.35x	1.20x	1.32x	1.29x	0.92x	1.28x
GIS (\$M)	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	Total FY21	Q1 FY22	Q2 FY22	Q3 FY22
GIS revenue	2,328	2,312	2,367	2,386	9,393	2,254	2,154	2,143
YoY GIS revenue growth	(14.8%)	(9.9%)	(11.1%)	(4.8%)	(10.3%)	(3.2%)	(6.8%)	(9.5%)
Foreign currency	2.4%	(1.7%)	(2.4%)	(5.0%)	(1.6%)	(6.6%)	(1.9%)	0.9%
Acquisitions and divestitures	(0.2%)	(0.2%)	0.5%	0.5%	0.1%	0.7%	0.7%	0.3%
YoY GIS organic revenue growth	(12.6%)	(11.8%)	(13.0%)	(9.3%)	(11.8%)	(9.1%)	(8.0%)	(8.3%)
GIS bookings (\$B)	1.8	2.5	2.2	2.3	8.8	2.2	2.0	2.5
GIS book-to-bill	0.77x	1.07x	0.95x	0.98x	0.94x	0.97x	0.91x	1.18x
Total (\$M)	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	Total FY21	Q1 FY22	Q2 FY22	Q3 FY22
GAAP revenue	4,502	4,554	4,288	4,385	17,729	4,141	4,027	4,089
Total revenue growth	(7.9%)	(6.1%)	(14.6%)	(8.9%)	(9.4%)	(8.0%)	(11.6%)	(4.6%)
Foreign currency	2.1%	(1.6%)	(2.3%)	(4.6%)	(1.6%)	(5.7%)	(1.4%)	1.0%
Acquisitions and divestitures	(4.3%)	(1.4%)	7.2%	7.0%	2.2%	10.0%	10.6%	2.2%
YoY organic revenue growth	(10.1%)	(9.1%)	(9.7%)	(6.5%)	(8.8%)	(3.7%)	(2.4%)	(1.4%)
Bookings (\$B)	5.3	4.9	4.9	4.7	19.8	4.6	3.7	5.0
Book-to-bill	1.18x	1.08x	1.13x	1.08x	1.12x	1.12x	0.91x	1.23x



# Reconciliation of Segment Profit to Pretax Income

GBS (\$M)	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	Total FY20	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	Total FY21	Q1 FY22	Q2 FY22	Q3 FY22
Segment revenue	2,159	2,285	2,359	2,308	9,111	2,174	2,242	1,921	1,999	8,336	1,887	1,873	1,946
Segment profit	366	359	353	223	1,301	215	317	273	315	1,120	272	298	315
GBS profit %	17.0%	15.7%	15.0%	9.7%	14.3%	9.9%	14.1%	14.2%	15.8%	13.4%	14.4%	15.9%	16.2%

GIS (\$M)	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	Total FY20	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	Total FY21	Q1 FY22	Q2 FY22	Q3 FY22
Segment revenue	2,731	2,566	2,662	2,507	10,466	2,328	2,312	2,367	2,386	9,393	2,254	2,154	2,143
Segment profit	340	243	232	192	1,007	23	36	88	98	245	131	118	102
GIS profit %	12.4%	9.5%	8.7%	7.7%	9.6%	1.0%	1.6%	3.7%	4.1%	2.6%	5.8%	5.5%	4.8%

Total (\$M)	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	Total FY20	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	Total FY21	Q1 FY22	Q2 FY22	Q3 FY22
Total revenue for reportable segments	4,890	4,851	5,021	4,815	19,577	4,502	4,554	4,288	4,385	17,729	4,141	4,027	4,089
Total profit for reportable segments	706	602	585	415	2,308	238	353	361	413	1,365	403	416	417
Total segment profit margin	14.4%	12.4%	11.7%	8.6%	11.8%	5.3%	7.8%	8.4%	9.4%	7.7%	9.7%	10.3%	10.2%
All other	(54)	(73)	(57)	(63)	(247)	(48)	(70)	(61)	(84)	(263)	(71)	(70)	(62)
Restructuring costs	(142)	(32)	(74)	(4)	(252)	(72)	(265)	(104)	(110)	(551)	(67)	(145)	(36)
TSI	(105)	(53)	(68)	(92)	(318)	(110)	(101)	(96)	(51)	(358)	(9)	(3)	(11)
Amortization of intangible assets	(138)	(151)	(146)	(148)	(583)	(148)	(152)	(114)	(116)	(530)	(109)	(110)	(106)
Gains and losses on dispositions	-	-	-	-	-	-	-	2,046	(42)	2,004	347	-	(4)
Pension, actuarial & settlement losses	-	-	-	244	244	(2)	-	-	(517)	(519)	-	-	(7)
Impairment losses	-	(2,887)	(53)	(3,854)	(6,794)	-	-	-	(190)	(190)	-	(10)	-
Gain on arbitration award	-	632	-	-	632	-	-	-	-	-	-	-	-
Debt extinguishment costs	-	-	-	-	-	-	-	-	(41)	(41)	(28)	(281)	(2)
EBIT (1)	267	(1,962)	187	(3,502)	(5,010)	(142)	(235)	2,032	(738)	917	466	(203)	189
Net interest	(61)	(37)	(60)	(60)	(218)	(83)	(71)	(54)	(55)	(263)	(42)	(45)	(23)
Income before taxes	206	(1,999)	127	(3,562)	(5,228)	(225)	(306)	1,978	(793)	654	424	(248)	166





# Adjusted EBIT and Adjusted EBITDA Reconciliation

EBIT to Adjusted EBIT (\$M)	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	Total FY20	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	Total FY21	Q1 FY22	Q2 FY22	Q3 FY22	T4Q	PT4Q
Net income (loss)	168	(2,115)	90	(3,501)	(5,358)	(199)	(246)	1,103	(804)	(146)	282	(187)	102	(607)	(2,843)
Income tax expense (benefit)	38	116	37	(61)	130	(26)	(60)	875	11	800	142	(61)	64	156	728
Interest income	(30)	(67)	(33)	(35)	(165)	(23)	(25)	(28)	(22)	(98)	(20)	(16)	(15)	(73)	(111)
Interest expense	91	104	93	95	383	106	96	82	77	361	62	61	38	238	379
EBIT (1)	267	(1,962)	187	(3,502)	(5,010)	(142)	(235)	2,032	(738)	917	466	(203)	189	(286)	(1,847)
Restructuring costs	142	32	74	4	252	72	265	104	110	551	67	145	36	358	445
Transaction, separation & integration-related costs	105	53	68	92	318	110	101	96	51	358	9	3	11	74	399
Amortization of acquired intangible assets	138	151	146	148	583	148	152	114	116	530	109	110	106	441	562
Impairment losses	-	2,887	53	3,854	6,794	-	-	-	190	190	-	10	-	200	3,854
Gain on arbitration award	-	(632)	-	-	(632)	-	-	-	-	-	-	-	-	-	-
Gains and losses on disposition of businesses	-	-	-	-	-	-	-	(2,046)	42	(2,004)	(347)	-	4	(301)	(2,046)
Pension & OPEB actuarial & settlement losses	-	-	-	(244)	(244)	2	-	-	517	519	-	-	7	524	(242)
Debt extinguishment costs	-	-	-	-	-	-	-	-	41	41	28	281	2	352	-
Adjusted EBIT (1)	652	529	528	352	2,061	190	283	300	329	1,102	332	346	355	1,362	1,125
Depreciation and amortization	470	467	479	526	1,942	492	525	475	478	1,970	422	448	424	1,772	2,018
Less: Amortization of acquired intangible assets	(138)	(151)	(146)	(148)	(583)	(148)	(152)	(114)	(116)	(530)	(109)	(110)	(106)	(441)	(562)
Adjusted EBITDA (1)	984	845	861	730	3,420	534	656	661	691	2,542	645	684	673	2,693	2,581
EBIT margin <sup>(1)</sup>	5.5%	(40.4%)	3.7%	(72.7%)	(25.6%)	(3.2%)	(5.2%)	47.4%	(16.8%)	5.2%	11.3%	(5.0%)	4.6%	(1.7%)	(10.2%)
Adjusted EBIT margin (1)	13.3%	10.9%	10.5%	7.3%	10.5%	4.2%	6.2%	7.0%	7.5%	6.2%	8.0%	8.6%	8.7%	8.2%	6.2%





### **Non-GAAP Reconciliation – Income Statement Measures**

COS, SG&A, D&A (\$M)	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	Total FY20	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	Total FY21	Q1 FY22	Q2 FY22	Q3 FY22
Cost of services	3,622	3,679	3,827	3,773	14,901	3,629	3,563	3,333	3,561	14,086	3,255	3,088	3,179
Less: Impairment losses	-	-	-	-	-	-	-	-	(190)	(190)	-	-	-
Less: TSI	-	-	-	-	-	-	-	-	(2)	(2)	-	-	-
Non-GAAP COS	3,622	3,679	3,827	3,773	14,901	3,629	3,563	3,333	3,369	13,894	3,255	3,088	3,179
As a % of revenue	74.1%	75.8%	76.2%	78.4%	76.1%	80.6%	78.2%	77.7%	76.8%	78.4%	78.6%	76.7%	77.7%
SG&A expense	507	489	518	536	2,050	539	539	517	471	2,066	383	370	340
Less: Impairment losses	-	-	-	-	-	-	-	-	-	-	-	(10)	-
Less: TSI	(105)	(53)	(68)	(92)	(318)	(110)	(108)	(96)	(49)	(363)	(9)	(3)	(11)
Non-GAAP SG&A expense	402	436	450	444	1,732	429	431	421	422	1,703	374	357	329
As a % of revenue	8.2%	9.0%	9.0%	9.2%	8.8%	9.5%	9.5%	9.8%	9.6%	9.6%	9.0%	8.9%	8.0%
Depreciation	167	169	136	171	643	178	200	185	192	754	158	165	156
Amortization	303	298	343	355	1,299	314	325	290	287	1,216	264	283	268
Total depreciation & amortization	470	467	479	526	1,942	492	525	475	478	1,970	422	448	424
Less: amortization of acquired intangible assets	(138)	(151)	(146)	(148)	(583)	(148)	(152)	(114)	(116)	(530)	(109)	(110)	(106)
Non-GAAP depreciation & amortization	332	316	333	378	1,359	344	373	361	362	1,440	313	338	318
Other income, net	(118)	(109)	(117)	(376)	(720)	(88)	(103)	(127)	420	102	(103)	(102)	(85)
Less: Gains and losses on disposition of businesses	-	-	-	-	-	-	-	-	-	-	(30)	-	4
Less: TSI	-	-	-	-	-	-	8	-	-	8	-	-	-
Less: Pension & OPEB actuarial & settlement losses	-	-	-	244	244	(2)	-	-	(517)	(519)	-	-	(7)
Non-GAAP other income	(118)	(109)	(117)	(132)	(476)	(90)	(95)	(127)	(97)	(409)	(133)	(102)	(88)



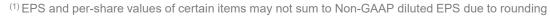
### **Non-GAAP Reconciliation – Income Statement Measures**

EBIT to EPS (in \$M, except EPS)	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	Total FY20	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	Total FY21	Q1 FY22	Q2 FY22	Q3 FY22
Adjusted EBIT <sup>(1)</sup>	652	529	528	352	2,061	190	283	300	329	1,102	332	346	355
Interest expense	91	104	93	95	383	106	96	82	77	361	62	61	38
Interest income	(30)	(67)	(33)	(35)	(165)	(23)	(25)	(28)	(22)	(98)	(20)	(16)	(15)
Net interest	61	37	60	60	218	83	71	54	55	263	42	45	23
Non-GAAP income before income taxes	591	492	468	292	1,843	107	212	246	274	839	290	301	332
Income tax expense	38	116		(61)	130	(26)	(60)	875	11	800	142	(61)	64
As % of income before income taxes	18.4%	-5.8%	29.1%	1.7%	-2.5%	11.6%	19.6%	44.2%	-1.4%	122.3%	33.5%	24.6%	38.6%
Tax impact of restructuring	28	4		2	44	12			17	92	10	34	4
Tax impact of TSI	22	5		20	63	28			17	87	4	1	1
Tax impact of amortization	31	34	34	34	133	34	35	26	26	121	24	26	13
Tax impact of gain on dispositions	-	-	-	-	-	-	-	(903)	(17)	(920)	(91)	-	
Tax impact of impairment losses	-	-	53	42	95	-	-	-	49	49	-	2	_
Tax impact of other	-	(29)	(10)	(45)	(84)	-	(2)	-	(15)	(17)	(21)	66	11
Non-GAAP income tax expense	119	130	140	(8)	381	48	51	25	88	212	68	68	93
As % of Non-GAAP income before income taxes	20.1%	26.4%	29.9%	-2.7%	20.7%	44.9%	24.1%	10.2%	32.1%	25.3%	23.4%	22.6%	28.0%
Net income (loss)	168	(2,115)	90	(3,501)	(5,358)	(199)	(246)	1,103	(804)	(146)	282	(187)	102
Less: Net income attributed to NCI	5	4	8	(6)	11	6	(2)	5	(6)	3	4	1	4
Net income (loss) attributable to DXC	163	(2,119)	82	(3,495)	(5,369)	(205)	(244)	1,098	(798)	(149)	278	(188)	98
GAAP EPS (basic)	\$ 0.61	\$ (8.19)	\$ 0.32	\$ (13.79)	\$ (20.76)	\$ (0.81)	\$ (0.96)	\$ 4.32	\$ (3.14)	\$ (0.59)	\$ 1.09	\$ (0.74)	\$ 0.39
GAAP EPS (diluted)	\$ 0.61	\$ (8.19)	\$ 0.32	\$ (13.79)	\$ (20.76)	\$ (0.81)	\$ (0.96)	\$ 4.29	\$ (3.14)	\$ (0.59)	\$ 1.07	\$ (0.74)	\$ 0.38
Shares outstanding (basic)	267.0	258.7	255.1	253.5	258.6	253.6	254.1	254.3	254.5	254.1	254.7	252.4	250.3
Shares outstanding (diluted)	269.0	258.7	256.1	253.5	258.6	254.4	254.1	255.8	258.4	256.9	260.3	252.4	254.8



### **Non-GAAP Reconciliation – EPS**

Non-GAAP EPS (in \$M, except EPS)	Q FY			Q2 Y20	Q3 Y20		Q4 Y20		otal 720	Q FY		Q2 FY2		Q: FY2		C FY	24 '21	Tot FY:		Q1 Y22	Q2 FY22	Q3 Y22
Net income (loss) attributable to DXC		163	(:	2,119)	82	(;	3,495)	(5	5,369)		(205)	(	(244)	1	,098		(798)		(149)	278	(188)	98
Restructuring costs		114		28	64		2		208		60		213		93		93		459	57	111	32
TSI		83		48	52		72		255		82		75		80		34		271	5	2	10
Amortization of acquired intangible assets		107		117	112		114		450		114		117		88		90		409	85	84	93
Impairment losses		-		2,887	-		3,812		6,699		-		-		-		141		141	-	8	_
Gains and losses on disposition of businesses		-		-	-		-		-		-		-	(1,	143)		59	(1	,084)	(256)	-	4
Gain on arbitration award		-		(632)	-		-		(632)		-		-		-		-		-	-	-	_
Debt extinguishment costs		-		-	-		-		-		-		-		-		31		31	21	215	2
Pension & OPEB actuarial & settlement gains and losses		-		-	-		(193)		(193)		2		-		-		402		404	-	-	6
Tax adjustment		-		29	10		(6)		33		-		2		-		140		142	28	-	(10)
Non-GAAP net income attributable to DXC		467		358	320		306		1,451		53		163		216		192		624	218	232	235
Non-GAAP EPS (basic)	\$	1.75	\$	1.38	\$ 1.25	\$	1.21	\$	5.61	\$	0.21	\$	0.64	\$	0.85	\$	0.75	\$	2.46	\$ 0.86 \$	0.92	\$ 0.94
Non-GAAP EPS (diluted) <sup>(1)</sup>	\$	1.74	\$	1.38	\$ 1.25	\$	1.20	\$	5.58	\$	0.21	\$	0.64	\$	0.84	\$	0.74	\$	2.43	\$ 0.84 \$	0.90	\$ 0.92
Shares outstanding (basic)		267.0		258.7	255.1		253.5		258.6		253.6	2	254.1	2	54.3		254.5	2	254.1	 254.7	252.4	250.3
Shares outstanding (diluted)	2	269.0		260.0	256.1		254.1		259.8		254.4	2	255.2	2	55.8		258.4	2	256.9	260.3	257.2	254.8





### **Non-GAAP Reconciliation – EPS**

Non-GAAP EPS	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	Total FY20	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	Total FY21	Q1 FY22	Q2 FY22	Q3 FY22
GAAP EPS (diluted)	\$ 0.61	\$ (8.19)	\$ 0.32	\$ (13.79)	\$ (20.76)	\$ (0.81)	\$ (0.96)	\$ 4.29	\$ (3.14)	\$ (0.59)	\$ 1.07	\$ (0.74)	\$ 0.38
Restructuring costs	0.42	0.11	0.25	0.01	0.80	0.24	0.83	0.36	0.36	1.79	0.22	0.43	0.13
TSI	0.31	0.18	0.20	0.28	0.98	0.32	0.29	0.31	0.13	1.06	0.02	0.01	0.04
Amortization of acquired intangible assets	0.40	0.45	0.44	0.45	1.73	0.45	0.46	0.34	0.35	1.59	0.33	0.33	0.36
Impairment losses	-	11.10	-	15.00	25.78	-	-	-	0.55	0.55	-	0.03	-
Gains and losses on disposition of businesses	-	-	-	-	-	-	-	(4.47)	0.23	(4.22)	(0.98)	-	0.02
Gain on arbitration award	-	(2.43)	-	-	(2.43)	-	-	-	-	-	-	-	-
Debt extinguishment costs	-	-	-	-	-	-	-	-	0.12	0.12	0.08	0.84	0.01
Pension & OPEB actuarial & settlement gains and losses	-	-	-	(0.76)	(0.74)	0.01	-	-	1.56	1.57	-	-	0.02
Tax adjustment	-	0.11	0.04	(0.02)	0.13	-	0.01	-	0.54	0.55	0.11	-	(0.04)
Non-GAAP EPS (diluted) <sup>(1)</sup>	\$ 1.74	\$ 1.38	\$ 1.25	\$ 1.20	\$ 5.58	\$ 0.21	\$ 0.64	\$ 0.84	\$ 0.74	\$ 2.43	\$ 0.84	\$ 0.90	\$ 0.92
Shares outstanding (diluted)	269.0	260.0	256.1	254.1	259.8	254.4	255.2	255.8	258.4	256.9	260.3	257.2	254.8

<sup>(1)</sup> EPS and per-share values of certain items may not sum to Non-GAAP diluted EPS due to rounding



# **DXC Historical Balance Sheet**

Assets (in \$M)	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	Total FY20	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	Total FY21	Q1 FY22	Q2 FY22	Q3 FY22
Cash and cash equivalents	1,868	2,880	2,560	3,679	3,679	5,509	3,079	3,919	2,968	2,968	2,460	2,699	2,919
Receivables, net	5,234	4,611	4,619	4,392	4,392	4,271	4,194	4,130	4,156	4,156	4,081	3,821	3,664
Prepaid expenses	728	671	660	646	646	667	604	586	567	567	659	534	600
Other current assets	360	328	344	270	270	261	335	470	357	357	341	330	314
Assets held for sale	-	-	-	-	-	-	125	-	160	160	-	-	-
Total current assets	8,190	8,490	8,183	8,987	8,987	10,708	8,337	9,105	8,208	8,208	7,541	7,384	7,497
Intangible assets, net	6,468	6,293	6,140	5,731	5,731	5,540	4,146	4,019	4,043	4,043	3,888	3,691	3,575
Operating right-of-use assets, net	1,591	1,482	1,484	1,428	1,428	1,602	1,555	1,459	1,366	1,366	1,299	1,174	1,104
Goodwill	8,806	5,784	6,003	2,017	2,017	2,057	725	736	641	641	639	631	629
Deferred income taxes, net	356	330	372	265	265	285	292	315	289	289	238	255	260
Property and equipment, net	3,628	3,555	3,631	3,547	3,547	3,503	3,417	3,321	2,946	2,946	2,841	2,691	2,555
Other assets	3,538	3,582	3,786	4,031	4,031	4,199	4,360	4,679	4,192	4,192	4,421	4,289	4,310
Assets held for sale – non-current	-	-	-	<u>-</u>	-	-	2,838	-	353	353	-	-	-
Total assets	32,577	29,516	29,599	26,006	26,006	27,894	25,670	23,634	22,038	22,038	20,867	20,115	19,930



# **DXC Historical Balance Sheet**

Liabilities & Equity (in \$M)	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	Total FY20	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	Total FY21	Q1 FY22	Q2 FY22	Q3 FY22
Short term debt & current LT debt	1,511	1,471	1,581	1,276	1,276	1,682	1,622	795	1,167	1,167	817	745	706
Accounts payable	1,517	1,603	1,576	1,598	1,598	1,522	1,345	852	914	914	857	724	759
Accrued payroll and related costs	746	684	678	630	630	766	756	741	698	698	746	645	563
Current operating lease liabilities	586	489	498	482	482	488	461	450	418	418	413	392	386
Accrued expenses & other CL	3,183	2,943	3,139	2,801	2,801	2,756	3,203	3,285	3,358	3,358	3,060	3,120	3,112
Def. rev. & advance contract payments	1,609	1,571	1,069	1,021	1,021	1,030	974	1,102	1,079	1,079	1,032	933	1,001
Income taxes payable	186	213	243	87	87	81	111	1,045	398	398	481	260	187
Liabilities related to assets HFS	-	-	-	-	-	-	184	-	118	118	-	-	-
Total current liabilities	9,338	8,974	8,784	7,895	7,895	8,325	8,656	8,270	8,150	8,150	7,406	6,819	6,714
LT debt, net of current maturities	7,893	7,698	7,315	8,672	8,672	10,334	8,046	5,444	4,345	4,345	4,116	4,363	4,236
Non-current deferred revenue	309	234	747	735	735	733	697	666	622	622	598	775	882
Non-current operating lease liabilities	1,129	1,139	1,097	1,063	1,063	1,208	1,192	1,113	1,038	1,038	971	862	787
Non-current pension obligations	-	-	-	761	-	-	-	-	793	793	-	-	_
LT tax liabilities & deferred tax liabilities	1,281	1,269	1,189	1,157	1,157	1,075	917	792	854	854	771	711	789
Other LT liabilities	1,410	1,332	1,366	594	594	1,277	1,325	1,354	908	908	1,619	1,502	1,435
LT liabilities related to assets HFS	-	-	-	-	-	-	86	-	20	20	-	-	-
Total liabilities	21,360	20,646	20,498	20,877	20,877	22,952	20,919	17,639	16,730	16,730	15,481	15,032	14,843
Total equity	11,217	8,870	9,101	5,129	5,129	4,942	4,751	5,995	5,308	5,308	5,386	5,083	5,087
Total liabilities and equity	32,577	29,516	29,599	26,006	26,006	27,894	25,670	23,634	22,038	22,038	20,867	20,115	19,930



# **DXC Cash Flows from Operating Activities**

Cash Flows from Operating Activities (in \$M)	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	Total FY20	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	Total FY21	Q1 FY22	Q2 FY22	Q3 FY22
Net income	168	(2,115)	90	(3,501)	(5,358)	(199)	(246)	1,103	(804)	(146)	282	(187)	102
Depreciation & amortization	474	472	483	531	1,960	496	529	481	482	1,988	427	452	430
Goodwill impairment losses	-	2,887	53	3,854	6,794	-	-	-	-	-	-	_	-
Operating right of use expense	176	164	166	192	698	156	151	156	153	616	130	124	117
Pension & other post-employment benefits	-	-	-	(244)	(244)	2	-	-	517	519	-	-	7
Share-based compensation	18	30	9	11	68	16	20	6	14	56	25	26	26
Deferred taxes	-	-	-	(56)	(56)	-	-	(319)	(84)	(403)	(25)	(16)	58
(Gain)/loss on dispositions	(8)	4	10	(5)	1	4	10	(2,037)	40	(1,983)	(414)	(1)	13
Provision for loss on A/R	-	-	-	3	3	35	10	7	1	53	(3)	1	3
Unrealized Fx. (gain)/loss	(14)	(36)	64	10	24	(11)	(32)	(17)	24	(36)	(8)	(11)	(1)
Impairment losses & contract write-offs	-	-	-	30	30	-	42	26	207	275	-	17	4
Debt extinguishment costs	-	-	-	-	-	-	-	-	41	41	28	281	2
Amortization of debt issuance costs	-	-	-	(4)	(4)	-	-	-	3	3	-	-	-
Cash surrender value	-	-	-	(12)	(12)	-	-	-	(3)	(3)	-	-	-
Other non-cash charges, net	(5)	7	5	(7)	-	7	(12)	3	3	1	3	-	(2)
Changes in assets and liabilities													
Receivables	(172)	491	10	(60)	269	8	222	143	(116)	257	99	214	88
Prepaid expenses & other current assets	(163)	11	(36)	(41)	(229)	(108)	(65)	(112)	(14)	(299)	(73)	108	(50)
Accounts payable & accruals	(234)	(55)	(124)	(152)	(565)	(82)	207	(640)	(12)	(527)	(336)	(192)	(86)
Income taxes payable & tax liability	(62)	(19)	(22)	(94)	(197)	(31)	(114)	1,143	(564)	434	48	(243)	(67)
Operating lease liability	(174)	(166)	(166)	(192)	(698)	(156)	(151)	(156)	(153)	(616)	(130)	(124)	(117)
Advance contract payment & def. revenue	(59)	(68)	(46)	27	(146)	(23)	(91)	34	14	(66)	(80)	106	176
Other operating activities, net	(11)	44	(19)	(2)	12	5	(8)	(8)	(29)	(40)	(2)	8	(7)
Cash flows from operating activities	(66)	1,651	477	288	2,350	119	472	(187)	(280)	124	(29)	563	696

<sup>(1)</sup> Changes in assets and liabilities are aggregated and presented in our interim unaudited condensed consolidated statements of cash flows as three line items: "Decrease in operating lease liability," and "Decrease in other liabilities." The above table disaggregates the three line items on a basis consistent with the presentation in our annual audited financial statements for discussion and analysis purposes only.

<sup>(2)</sup> Quarterly columns may not foot precisely to the amounts reported under cash flows from operating activities in our quarterly reports on Form 10-Q and related earnings releases due to rounding; no retrospective changes were made to earlier periods.



# **DXC Key Cash Flow Drivers**

(in \$M)	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	Total FY20	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	Total FY21	Q1 FY22	Q2 FY22	Q3 FY22
Payments on finance leases & borrowings for asset financing	(210)	(211)	(225)	(219)	(865)	(245)	(242)	(207)	(236)	(930)	(494)	(177)	(184)
Less: Originations													
Capital expenditures through finance lease obligations	253	127	127	98	605	88	117	72	71	348	71	43	66
Assets acquired under long-term financing	235	13	34	94	376	2	8	16	9	35	35	9	-
Prepaid assets acquired under long- term financing	30	(16)	9	76	99	2	41	3	-	46	111	-	-
Total origination	518	124	170	268	1,080	92	166	91	80	429	217	52	66
Capital lease & asset financing debt accumulation/(paydown)	308	(87)	(55)	49	215	(153)	(76)	(116)	(156)	(501)	(277)	(125)	(118)
Purchases of property & equipment	(105)	(87)	(48)	(110)	(350)	(95)	(61)	(59)	(46)	(261)	(98)	(67)	(52)
Payments for transition & transformation contract cost	(72)	(86)	(62)	(61)	(281)	(82)	(54)	(53)	(72)	(261)	(55)	(52)	(45)
Software purchased & developed	(63)	(63)	(52)	(57)	(235)	(48)	(54)	(107)	(45)	(254)	(122)	(40)	(49)
Total capital expenditures	(240)	(236)	(162)	(228)	(866)	(225)	(169)	(219)	(163)	(776)	(275)	(159)	(146)
Capital lease originations & capex as a % of revenue	15.5%	7.4%	6.6%	10.3%	9.9%	7.0%	7.4%	7.2%	5.5%	6.8%	11.9%	5.2%	5.2%
Payments on operating lease liabilities	(174)	(166)	(166)	(192)	(698)	(156)	(151)	(156)	(153)	(616)	(130)	(124)	(117)
Less: ROU assets obtained for operating leases, net	65	164	172	97	498	275	135	39	81	530	52	17	61
Operating lease accumulation/(paydown)	(109)	(2)	6	(95)	(200)	119	(21)	(117)	(72)	(86)	(78)	(107)	(56)



# **DXC Key Cash Flow Drivers**

(43)

(87)

(72)

(45)

(in \$M)	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	Total FY20	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	Total FY21	Q1 FY22	Q2 FY22	Q3 FY22
Cash paid for restructuring	(92)	(105)	(76)	(61)	(334)	(61)	(99)	(149)	(133)	(442)	(115)	(86)	(78)
Cash paid for TSI <sup>(1)</sup>	(94)	(41)	(68)	(54)	(257)	(88)	(81)	(135)	(56)	(360)	(9)	(3)	(11)
Total cash paid for restructuring & TSI	(186)	(146)	(144)	(115)	(591)	(149)	(180)	(284)	(189)	(802)	(124)	(89)	(89)
Interest expense	(91)	(104)	(93)	(95)	(383)	(106)	(96)	(82)	(77)	(361)	(62)	(61)	(38)
Interest income	30	67	33	35	165	23	25	28	22	98	20	16	15
Net interest expense	(61)	(37)	(60)	(60)	(218)	(83)	(71)	(54)	(55)	(263)	(42)	(45)	(23)

(31)

(53)

(75)

(639)

(798)

(52)

(222)

(247)



Cash paid for taxes on income,

net of refunds

(52)

<sup>(1)</sup> Cash paid for Transaction, Separation and Integration-Related Costs is presented on a cash basis through Q4 FY21, as the company tracked the cash outflows for the purposes of reporting a Non-GAAP adjusted free cash flow metric, which was discontinued in FY21. Beginning in Q1 FY22, TSI quarterly expense is presented as equivalent to the cash paid for TSI as the differences between the two metrics are deemed immaterial.

# **DXC Free Cash Flow**

Free Cash Flow (in \$M)	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	Total FY20	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	Total FY21	Q1 FY22	Q2 FY22	Q3 FY22
Cash flows from operating activities	(66)	1,651	477	288	8 2,350 119 472 (187)		(280)	124	(29)	563	696		
Less capex													
Purchase of property & equipment	(105)	(87)	(48)	(110)	(350)	(95)	(61)	(59)	(46)	(261)	(98)	(67)	(52)
Payments for transition & transformation contract costs	(72)	(86)	(62)	(61)	(281)	(82)	(54)	(53)	(72)	(261)	(55)	(52)	(45)
Software purchased & developed	(63)	(63)	(52)	(57)	(235)	(48)	(54)	(107)	(45)	(254)	(122)	(40)	(49)
Total capex	(240)	(236)	(162)	(228)	(866)	(225)	(169)	(219)	(163)	(776)	(275)	(159)	(146)
FCF	(306)	1,415	315	60	1,484	(106)	303	(406)	(443)	(652)	(304)	404	550
Additional cash information													
Payments on finance leases & borrowings for asset financing	(210)	(211)	(225)	(219)	(865)	(245)	(242)	(207)	(236)	(930)	(494)	(177)	(184)
Cash paid for restructuring expense	(92)	(105)	(76)	(61)	(334)	(61)	(99)	(149)	(133)	(442)	(115)	(86)	(78)
Cash paid for interest expense	(91)	(87)	(99)	(94)	(371)	(103)	(65)	(94)	(72)	(334)	(65)	(90)	(22)
Cash paid for taxes on income, net of refunds	(43)	(87)	(72)	(45)	(247)	(31)	(53)	(75)	(639)	(798)	(52)	(222)	(52)



# Q3 FY22 Non-GAAP Reconciliation: Organic Revenue – Enterprise Technology Stack

(in \$M)	Analytics and Engineering		Applications		Business Process Services (BPS)		Cloud and Security		IT Outsourcing		Modern Workplace		Acquisitions and Divestitures		Total	
Revenue	\$	545	\$	1,268	\$	116	\$	471	\$	1,111	\$	561	\$	18	\$	4,089
Prior year revenue		464		1,225		128		541		1,141		676		112		4,288
YoY change \$	\$	81	\$	43	\$	(12)	\$	(70)	\$	(30)	\$	(115)	\$	(94)	\$	(199)
YoY change %																
Revenue	1	7.3%		3.6%		(9.7%)		(13.0%)		(2.7%)		(17.1%)		-		(4.6%)
Foreign currency		1.4%		1.2%		1.4%		0.8%		0.8%		1.1%		-		1.0%
Acquisitions and divestitures		-		-		-		-		-		-		-		2.2%
Organic revenue growth/(decline) %	1	8.7%		4.8%		(8.3%)		(12.2%)		(1.9%)		(16.0%)		-		(1.4%)



### **Non-GAAP** and Other Definitions

**Segment profit:** Segment revenue *less* costs of services, segment selling, general and administrative, depreciation and amortization, and other income, excluding the movement in foreign currency exchange rates on our foreign currency denominated assets and liabilities and the related economic hedges, restructuring costs, transaction, separation and integration-related costs, amortization of acquired intangible assets, pension and OPEB actuarial and settlement losses and gain on disposition of businesses

Segment profit margin: Segment profit as a percentage of segment revenue

Earnings before interest and taxes (EBIT): Net income (loss) less income from discontinued operations, net of taxes, interest expense, interest income, and income tax expense (benefit)

**Earnings before interest, taxes, depreciation and amortization (EBITDA):** Net income (loss) less income from discontinued operations, net of taxes, interest expense, interest income, income tax expense (benefit), depreciation, and amortization

EBIT margin: EBIT as a percentage of revenue

**Adjusted EBIT:** EBIT excluding restructuring costs, transaction, separation and integration-related costs, amortization expense related to acquired intangible assets, pension and OPEB actuarial and settlement losses and gain on disposition of businesses, and impairments

Adjusted EBIT margin: Adjusted EBIT as a percentage of revenue

Adjusted EBITDA: EBITDA excluding amortization of intangible assets

Adjusted EBITDA margin: Adjusted EBITDA as a percentage of revenue

**Free cash flow:** Cash flows from operating activities excluding capital expenditures for property and equipment, transition and transformation contract costs, and software purchased and developed

Capital expenditure: Equal to the sum of purchases of property, equipment, and software, and payments on capital leases, less proceeds from sales of assets

Organic revenue: Excludes the impacts of acquisitions and divestitures from financial results on a constant currency basis

Organic revenue growth: Calculated by dividing the current period change in organic revenues by GAAP revenues reported in the prior comparable period



