

Performance

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Chairman's Message

# Performance

(in millions, except per share amounts)



2017

2018

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Performance

(in millions, except per share amounts)

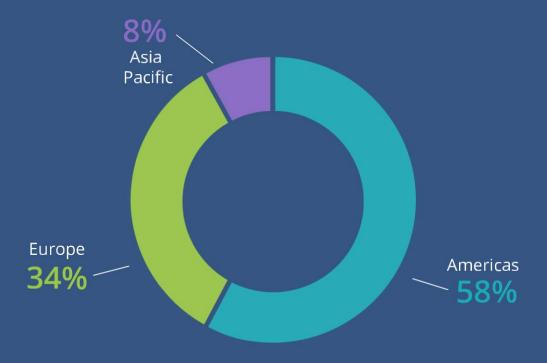


Growth

Region

Mix

Digita





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(in millions, except per share amounts)

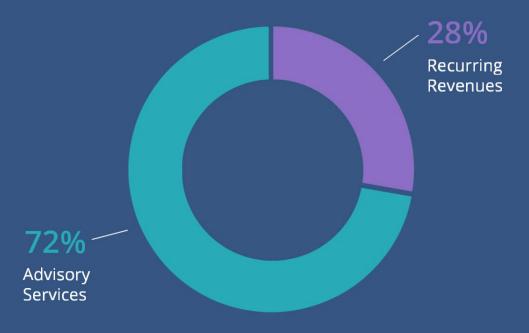


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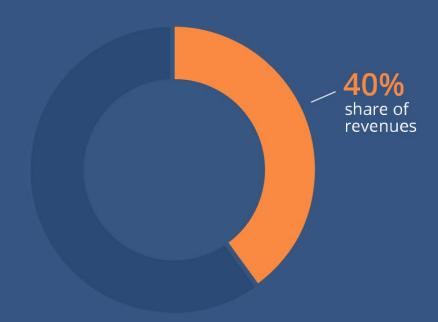
Revenue Earnings Cash Flow/Debt Clients

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## Performance

(in millions, except per share amounts)

Earnings Cash Flow/Debt Clients Revenue

**Operating Income** 

**GAAP EPS** \$12.7





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Performance (in millions, except per share amounts)

Revenue Earnings Cash Flow/Debt Clients

Operating Income

GAAP EPS

Adjusted EBITDA

Adjusted EPS

Adjusted EPS

(0.05)

2017 2018



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(in millions, except per share amounts)

Revenue Earnings

Cash Flow/Debt

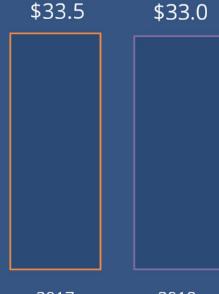
Clients

Operating Income

**GAAP EPS** 

Adjusted EBITDA

Adjusted EPS



2017

2018



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# Performance (in millions, except per share amounts)

Cash Flow/Debt Earnings Clients Revenue \$0.37 **GAAP EPS** Adjusted EPS \$0.25 2017 2018



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(in millions, except per share amounts)





About the Firm



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(in millions, except per share amounts)



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### Performance

(in millions, except per share amounts)

Revenue Earnings Cash Flow/Debt Clients



15 of the Top 20 Global Auto Manufacturers



**20 of the Top 25** Software and Services Companies Globally



About the Firm



31 of the Top 50 Global Major Banks
2 of the Top 25 Major Banks in the Americas
18 of Top 25 Banks in EMEA
10 of the Top 15 Investment Services Firms Globally



20 of the Top 30 Telecom Companies Globally



23 of the Top 25 Global Pharmaceutical Companies14 of the Top 15 US-based Healthcare Providers



9 of the Top 10 Public Utilities in the US11 of the Top 15 Oil/Gas Firms in the US/Canada7 of the Top 10 Chemical Companies Globally



16 of the Top 20 Insurance Companies in North America17 of the Top 20 Insurance Companies in EMEA



24 of the Top 25 CPG Firms Globally