

# 2nd Quarter FY 2018 Earnings Presentation

November 7, 2017

# Pro forma combined company financial information

In an effort to provide investors with additional information, we are disclosing certain unaudited pro forma combined company financial information of DXC for the three and six months of fiscal 2017 ("pro forma combined company" information) as supplemental information herein. The following discussion includes comparisons of our unaudited results of operations for the three and six months of fiscal 2018 to our pro forma combined company results. The pro forma combined company results are based on the historical quarterly statements of operations of each of CSC and the Enterprise Services Business of Hewlett Packard Enterprise Company ("HPES"), giving effect to the merger as if it had been consummated on April 2, 2016. CSC reported its results based on a fiscal year convention that comprised four thirteen-week quarters, while HPES reported its results on a fiscal year basis ended October 31. As a consequence of CSC and HPES having different fiscal year-end dates, the pro forma combined company results include the historical unaudited condensed combined statements of operations of CSC for the three and six months ended September 30, 2016 and of HPES for the three and six months ended July 31, 2016.

The historical financial information of HPES was "carved-out" from the combined statement of operations of HPE and reflects assumptions and allocations made by HPE and only includes revenue and costs directly attributable to HPES and an allocation of expenses related to certain HPE corporate functions and does not necessarily include all expenses that would have been incurred by HPES had it been a separate, stand-alone entity and therefore, does not necessarily reflect what HPES' results of operations would have been had HPES operated as a stand-alone company during the period presented. Actual costs that may have been incurred if HPES had been a stand-alone company would depend on a number of factors, including the chosen organizational structure, functions outsourced or performed by employees and strategic decisions made in areas such as information technology and infrastructure.

The pro forma combined company results have been prepared using the acquisition method of accounting with CSC considered the accounting acquirer of HPES. These pro forma combined company results include historical results, reflecting preliminary purchase accounting adjustments and aligning our accounting policies for consolidated results and reportable segments. These adjustments give effect to pro forma events that were (i) directly attributable to the merger of CSC and HPES, (ii) factually supportable, and (iii) expected to have a continuing impact on the consolidated results of operations of DXC. The pro forma combined company results do not reflect the costs of integration activities or benefits that may result from realization of synergies. No assurances of the timing or the amount of cost synergies, or the costs necessary to achieve those cost synergies, can be provided.

The adjustments to historical results included were based upon currently available information and assumptions that management of DXC believes to be reasonable. The pro forma combined company results are provided for illustrative and informational purposes only and are not intended to represent or be indicative of what DXC's results of operations would have been had the merger occurred on April 2, 2016, and should not be taken as being indicative of DXC's future consolidated financial results. The pro forma combined company results should be read in conjunction with Exhibit 99.2 of the previously filed Form 8-K/A that was filed on June 14, 2017, including the accompanying notes.



#### Non-GAAP financial measures

We present non-GAAP financial measures of performance which are derived from the unaudited condensed consolidated statements of operations and unaudited pro forma combined company statement of operations of DXC. These non-GAAP financial measures include earnings before interest and taxes ("EBIT"), adjusted EBIT, adjusted EBIT margin, non-GAAP income before income taxes, non-GAAP net income, non-GAAP EPS and adjusted free cash flow.

We present these non-GAAP financial measures to provide investors with meaningful supplemental financial information, in addition to the financial information presented on a GAAP basis. Non-GAAP financial measures exclude certain items from GAAP results which DXC management believes are not indicative of core operating performance. DXC management believes these non-GAAP measures provide investors supplemental information about the financial performance of DXC exclusive of the impacts of corporate wide strategic decisions. DXC management believes that adjusting for these items provides investors with additional measures to evaluate the financial performance of our core business operations on a comparable basis from period to period. DXC management believes the non-GAAP measures provided are also considered important measures by financial analysts covering DXC as equity research analysts continue to publish estimates and research notes based on our non-GAAP commentary, including our guidance around non-GAAP EPS.

There are limitations to the use of the non-GAAP financial measures presented in this presentation. 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 or on a pro forma combined company basis. 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 on a "constant currency basis" (cc) so that certain financial results can be viewed without the impact of fluctuations in foreign currency rates, thereby providing comparisons of operating performance from period to period. Financial results on a "constant currency basis" are non-GAAP measures calculated by translating current period activity into U.S. dollars using the comparable prior period's currency conversion rates. This approach is used for all results where the functional currency is not the U.S. dollar.



## Forward-looking statements

All statements and assumptions contained 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. For a written description of these factors, see the section titled "Risk Factors" in CSC's Form 10-K for the fiscal year ended March 31, 2017, and DXC's Form 10-Q for the quarter ended June 30, 2017 filed on August 9, 2017 and any updating information in subsequent SEC filings, including DXC's upcoming Form 10-Q for the quarter ended September 30, 2017.

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.





# 2nd Quarter FY 2018 Earnings Presentation

Mike Lawrie
Chairman, President and
Chief Executive Officer

## **Key messages**

Q2 FY18 non-GAAP EPS<sup>(1)</sup> of \$1.93<sup>(2)</sup>

Revenue down 3.5%<sup>(3)</sup> YoY in cc and flat sequentially; book-to-bill of 1.0x

Strong digital momentum, with revenue up 23% YoY

Achieving key merger integration milestones

Raising FY18 non-GAAP EPS<sup>(1)</sup> target to \$7.25 – \$7.75<sup>(2)</sup>

<sup>&</sup>lt;sup>3</sup> Adjusted for the impact of purchase price accounting (PPA) on revenue in the second quarter of FY18



<sup>&</sup>lt;sup>1</sup> Excludes restructuring costs, transaction and integration-related costs, and amortization of acquired intangible assets

<sup>&</sup>lt;sup>2</sup> Includes benefit from the reclassification of HPES operating leases to capitalized leases and the corresponding adjustment of the related assets to fair value



# 2nd Quarter FY 2018 Earnings Presentation

Paul Saleh
Executive Vice President
and Chief Financial Officer

## **Financial presentation**

Pro forma results conform with the methodology used in the Form S-4

	Fiscal 2017				
	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	
csc	July 1, 2016	September 30, 2016	December 30, 2016	March 31, 2017	
HPES	April 30, 2016	July 31, 2016	October 31, 2016	January 31, 2017	

- Prior year pro forma non-GAAP results assume a flat quarterly tax rate of about 27.5%
- FY18 results reflect revenue adjustments for purchase price accounting, whereas the prior year pro forma does not
- Non-GAAP results exclude restructuring costs, transaction and integration-related costs, and amortization
  of acquired intangible assets



#### **Reconciliation of non-GAAP results**

	Q2 FY18								
(in millions except EPS)	GAAP	Restructuring costs	Transaction and integration-related costs	Amortization of acquired intangible assets	Non-GAAP results				
Income before income taxes	387	192	66	169	814				
Income tax expense	122	46	23	57	248				
Net income	265	146	43	112	566				
Diluted EPS*	\$ 0.88	0.50	0.15	0.39	\$ 1.93				

	YTD FY18							
(in millions except EPS)	GAAP	Restructuring costs	Transaction and integration-related costs	Amortization of acquired intangible assets	Non-GAAP results			
Income before income taxes	572	382	190	289	1,433			
Income tax expense	134	91	64	103	392			
Net income	438	291	126	186	1,041			
Diluted EPS*	\$ 1.43	1.01	0.44	0.64	\$ 3.52			



# 2nd quarter results

	Q2			
		FY18		Pro forma combined company FY17
Revenue (\$M)	\$	6,163	\$	6,355
- YoY Growth - GAAP		(3.0%)		
- adjusted for PPA <sup>(1)</sup>		(2.7%)		
- cc, adjusted for PPA <sup>(1)</sup>		(3.5%)		
<ul><li>QtQ Growth - GAAP</li></ul>		4.2%		
- adjusted for PPA <sup>(1)</sup>		2.5%		
Adjusted EBIT (\$M)		876		380
Adjusted EBIT Margin (%)		14.2%		6.0%
Adjusted Net Income (\$M) <sup>(1)(2)</sup>		566		225
Non-GAAP EPS <sup>(1)(2)(3)</sup>	\$	1.93	\$	0.76
Bookings (\$B)	\$	5.9	\$	5.5

YTD					
	FY18		Pro forma combined company FY17		
\$	12,076	\$	12,773		
	(5.5%)				
	(4.4%)				
	(3.9%)				
	_				
	_				
	1,555		690		
	12.9%		5.4%		
	1,041		401		
\$	3.52	\$	1.37		
\$	12.2	\$	11.5		

<sup>&</sup>lt;sup>3</sup> Includes cumulative benefit of \$75 million of Net Income or \$0.26 per share from the reclassification of HPES operating leases to capitalized leases and the corresponding adjustment of the related assets to fair value



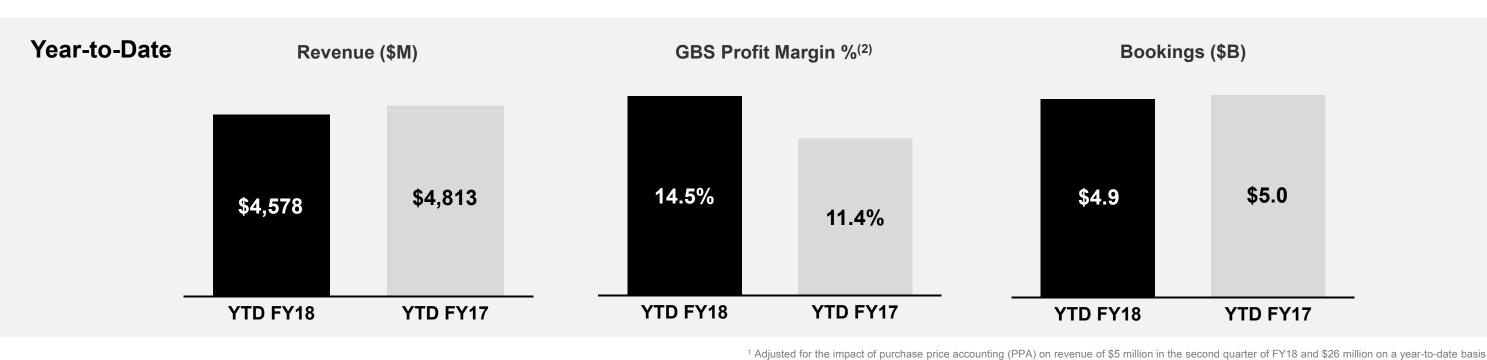
<sup>&</sup>lt;sup>1</sup> Adjusted for the impact of purchase price accounting (PPA) on revenue of \$21 million in the second quarter of FY18 and \$140 million on a year-to-date basis

<sup>&</sup>lt;sup>2</sup> Excludes restructuring costs, transaction and integration-related costs, amortization of acquired intangible assets, pension and OPEB actuarial and settlement losses, certain overhead costs, and tax adjustment

# Global Business Services (GBS)

	Q2 FY18	Pro forma combined company Q2 FY17
Revenue (\$M)	\$ 2,311	\$ 2,392
– YoY growth - GAAP	(3.4%)	
- adjusted for PPA <sup>(1)</sup>	(3.2%)	
- cc, adjusted for PPA <sup>(1)</sup>	(4.3%)	
<ul><li>QtQ growth - GAAP</li></ul>	1.9%	
- adjusted for PPA <sup>(1)</sup>	1.2%	
GBS Profit (\$M) <sup>(2)</sup>	380	265
GBS Profit Margin (%) (2)	16.4%	11.1%
Bookings (\$B)	\$ 2.5	\$ 3.1

Y	TD FY18	Pro forma combined company YTD FY17
\$	4,578	\$ 4,813
	(4.9%)	
	(4.3%)	
	(4.0%)	
	_	
	_	
	662	551
	14.5%	11.4%
\$	4.9	\$ 5.0

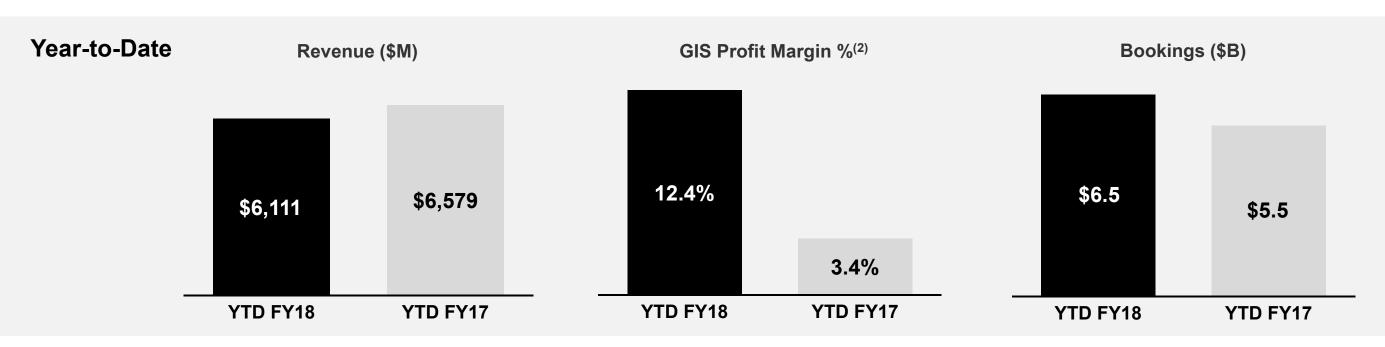




# Global Infrastructure Services (GIS)

	Q2 FY18	Pro forma combined company Q2 FY17
Revenue (\$M)	\$ 3,142	\$ 3,289
- YoY growth - GAAP	(4.5%)	
- adjusted for PPA <sup>(1)</sup>	(4.0%)	
- cc, adjusted for PPA <sup>(1)</sup>	(4.8%)	
<ul><li>QtQ growth - GAAP</li></ul>	5.8%	
- adjusted for PPA <sup>(1)</sup>	3.1%	
GIS Profit (\$M) <sup>(2)</sup>	469	156
GIS Profit Margin (%) (2)	14.9%	4.7%
Bookings (\$B)	\$ 2.8	\$ 2.1

`	YTD FY18	Pro forma combined company YTD FY17
\$	6,111	\$ 6,579
	(7.1%)	
	(5.5%)	
	(4.7%)	
	_	
	_	
	759	223
	12.4%	3.4%
\$	6.5	\$ 5.5

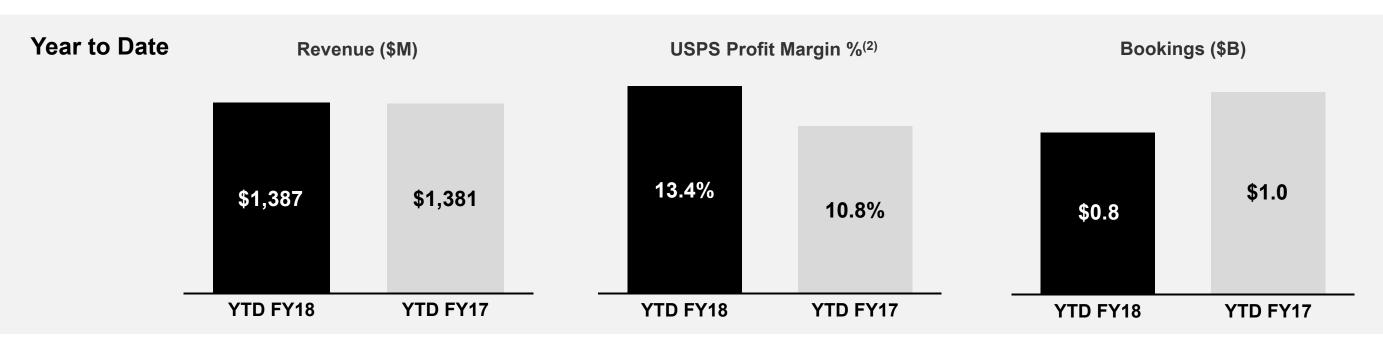


Adjusted for the impact of purchase price accounting (PPA) on revenue of \$15 million in the second quarter of FY18 and \$108 million on a year-to-date basis <sup>2</sup> Includes cumulative benefit of \$86 million of GIS segment profit from the reclassification of HPES operating leases to capitalized leases and the corresponding adjustment of the related assets to fair value in the second quarter of FY18 and on a year-to-date basis

# **U.S. Public Sector (USPS)**

	Q2 FY18	Pro forma combined company Q2 FY17
Revenue (\$M)	\$ 710	\$ 674
- YoY growth - GAAP	5.3%	
- adjusted for PPA <sup>(1)</sup>	5.5%	
– QtQ growth - GAAP	4.8%	
- adjusted for PPA <sup>(1)</sup>	4.2%	
USPS Profit (\$M) <sup>(2)</sup>	109	68
USPS Profit Margin (%) (2)	15.4%	10.1%
Bookings (\$B)	\$ 0.6	\$ 0.3

,	YTD FY18	Pro forma combined company YTD FY17
\$	1,387	\$ 1,381
	0.4%	
	0.9%	
	_	
	_	
	186	149
	13.4%	10.8%
\$	0.8	\$ 1.0



Adjusted for the impact of purchase price accounting (PPA) on revenue of \$1 million in the second quarter of FY18 and \$6 million on a year-to-date basis lncludes cumulative benefit of \$32 million of USPS segment profit from the reclassification of HPES operating leases to capitalized leases and the corresponding adjustment of the related assets to fair value in the second quarter of FY18 and on a year-to-date basis

# **Financial highlights**

Cash Flow Performance	<ul> <li>Adjusted Free Cash Flow</li> <li>Cap Ex — Including Capital Leases</li> <li>Cap Ex as a % of Revenue</li> </ul>	<b>Q2 FY18</b> \$589M \$553M 9.0%	\$1,184M \$808M 6.7%
Capital to Shareholders	<ul><li>► Cash Dividends</li><li>► Share Repurchases</li></ul>	Q2 FY18 \$51M \$47M 592K shares	<b>YTD FY18</b> \$72M \$66M 842K shares
Capital Structure	<ul><li>► Cash and Cash Equivalents</li><li>► Net Debt-to-Total Capitalization</li></ul>	<b>Q2 FY18</b> \$2.7B 27.8%	



## FY 2018 targets

Revenue

\$24.0B - \$24.5B

Non-GAAP EPS(1)(2)

\$7.25 - \$7.75

**Adjusted Free Cash Flow** 

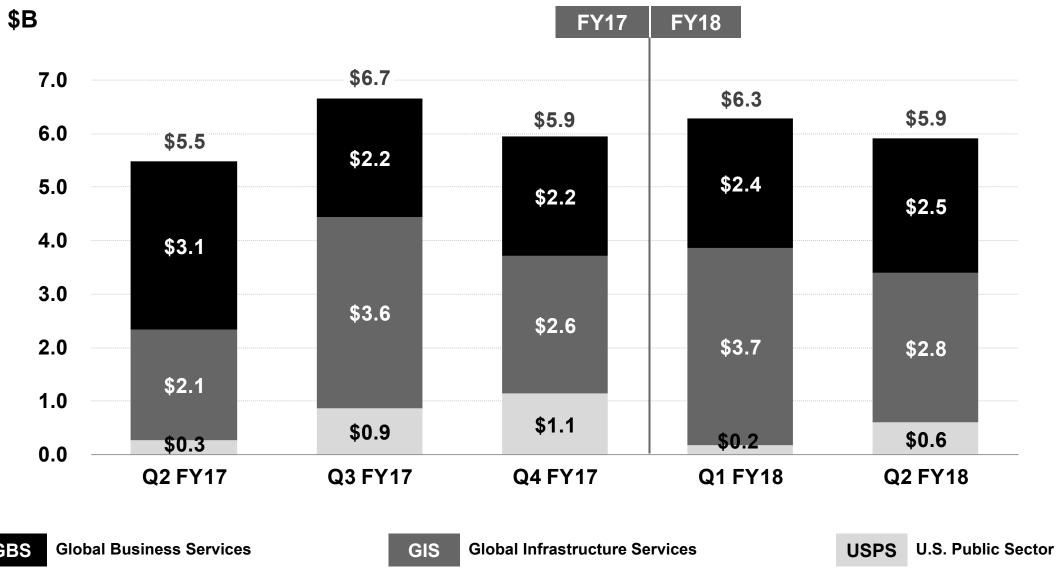
90% of Adj. Net Income<sup>(1)(2)</sup>

<sup>&</sup>lt;sup>2</sup> Excludes restructuring costs, transaction and integration-related costs, and amortization of acquired intangible assets



<sup>1</sup> Includes cumulative benefit from the reclassification of HPES operating leases to capitalized leases and the corresponding adjustment of the related assets to fair value

# Bookings\*





2nd Quarter FY 2018 Earnings Presentation





# 2nd Quarter FY 2018 Earnings Presentation

Supplemental Information

# Segment profitability impact of lease reclassifications of HPES operating leases and corresponding adjustment of those assets to fair value

(in millions)	Segment profitability (as reported)	Lease reclassification impact	Segment profitability excluding impact of lease reclassifications
GBS profit	380	2	378
GIS profit	469	86	383
USPS profit	109	32	77
All other profit (loss)	(82)	1	(83)
Adjusted EBIT	876	121	755
GBS profit margin	16.4%	0.1%	16.4%
GIS profit margin	14.9%	2.7%	12.2%
USPS profit margin	15.4%	4.5%	10.8%
Adjusted EBIT margin	14.2%	2.0%	12.3%



#### **Non-GAAP** reconciliations

### Adjusted EBIT

(in millions)	Q	2 FY18	co	o forma mbined mpany 2 FY17
Net income (loss)	\$	265	\$	(123)
Income tax expense (benefit)		122		(108)
Interest income		(16)		(20)
Interest expense		78		89
EBIT		449		(162)
Restructuring costs		192		301
Transaction and integration-related costs		66		70
Amortization of acquired intangible assets		169		120
Pension and OPEB actuarial and settlement losses		-		-
Certain overhead costs		-		51
Adjusted EBIT	\$	876	\$	380

YTD	) FY18	Pro fo comb comp YTD F	ined oany
\$	438	\$	(404)
	134		(149)
	(32)		(41)
	154		177
	694		(417)
	382		432
	190		156
	289		233
	-		198
	-		88
\$	1,555	\$	690

	Q2 FY18	Pro forma combined company Q2 FY17
Adjusted EBIT margin	14.2%	6.0%
EBIT margin	7.3%	(2.5%)

YTD FY18	Pro forma combined company YTD FY17
12.9%	5.4%
5.7%	(3.3%)



#### **Non-GAAP** reconciliations

#### Segment profit

(in millions)	Q2 F	Y18	com com	forma bined pany FY17
Profit				
GBS profit	\$	380	\$	265
GIS profit		469		156
USPS profit		109		68
All other profit (loss)		(82)		(160)
Interest income		16		20
Interest expense		(78)		(89)
Restructuring costs		(192)		(301)
Transaction and integration-related costs		(66)		(70)
Amortization of acquired intangible assets		(169)		(120)
Pension and OPEB actuarial and settlement losses		-		-
Income (loss) before income taxes	\$	387	\$	(231)

Segment profit margins	Q2 FY18	Pro forma combined company Q2 FY17
GBS	16.4%	11.1%
GIS	14.9%	4.7%
USPS	15.4%	10.1%

ΥΤΙ	) FY18	cor coi	o forma nbined mpany D FY17
		_	
\$	662	\$	551
	759		223
	186		149
	(52)		(321)
	32		41
	(154)		(177)
	(382)		(432)
	(190)		(156)
	(289)		(233)
	-		(198)
\$	572	\$	(553)

YTD FY18	Pro forma combined company YTD FY17
14.5%	11.4%
12.4%	3.4%
13.4%	10.8%



#### **Q2 FY18 non-GAAP results**

(in millions except EPS)	ı	GAAP	Restructuring costs	Transaction and integration related costs	Amortization of acquired intangible assets	Non-GAAP results	
Costs of services (excludes depreciation and amortization and restructuring costs)	\$	4,312	\$ -	\$ -	\$ -	\$ 4,31	12
Selling, general and administrative (excludes depreciation and amortization and restructuring costs)		672	-	(66)	-	60	)6
Income before income taxes		387	192	66	169	81	14
Income tax expense		122	46	23	57	24	18
Income from continuing operations		265	146	43	112	56	36
Less: net income attributable to noncontrolling interest, net of tax		9	-	-	-		9
Net income attributable to DXC common stockholders	\$	256	\$ 146	\$ 43	\$ 112	\$ 55	57
Effective tax rate		31.5%				30.5	5%
Basic EPS*	\$	0.90	\$ 0.51	\$ 0.15	\$ 0.39	\$ 1.9	<del>)</del> 6
Diluted EPS*	\$	0.88	\$ 0.50	\$ 0.15	\$ 0.39	\$ 1.9	<del>)</del> 3
Weighted average common shares outstanding for:							
Basic EPS		284.87	284.87	284.87	284.87	284.8	87
Diluted EPS		289.29	289.29	289.29	289.29	289.2	29



#### YTD FY18 non-GAAP results

(in millions except EPS)	GAAP	Restructuring costs	Transaction and integration related costs	Amortization of acquired intangible assets	Nor	n-GAAP esults
Costs of services (excludes depreciation and amortization and restructuring costs)	\$ 9,100	\$ -	\$ -	\$ -	\$	9,100
Selling, general and administrative (excludes depreciation and amortization and restructuring costs)	1,082	-	(190)	-		892
Income before income taxes	572	382	190	289		1,433
Income tax expense	134	91	64	103		392
Income from continuing operations	438	291	126	186		1,041
Less: net income attributable to noncontrolling interest, net of tax	23	-	-	-		23
Net income attributable to DXC common stockholders	\$ 415	\$ 291	\$ 126	\$ 186	\$	1,018
Effective tax rate	23.4%					27.4%
Basic EPS*	\$ 1.46	\$ 1.02	\$ 0.44	\$ 0.65	\$	3.58
Diluted EPS*	\$ 1.43	\$ 1.01	\$ 0.44	\$ 0.64	\$	3.52
Weighted average common shares outstanding for:						
Basic EPS	284.35	284.35	284.35	284.35		284.35
Diluted EPS	289.38	289.38	289.38	289.38		289.38



#### **Q2 FY17 non-GAAP results**

(in millions except EPS)	Pro forma combined company	Restructuring costs	and	ransaction d integration- elated costs	Amortization o acquired intangible assets	f	Certain overhead costs	Tax adjustment	Non-GAAP results
Costs of services (excludes depreciation and amortization and restructuring costs)	\$ 5,008	\$ -	\$	-	\$ -	\$	-	\$ -	\$ 5,0
Selling, general and administrative (excludes depreciation and amortization and restructuring costs)	660	-		(70)	-		(51)	-	5
(Loss) income before taxes	(231)	301		70	120	)	51	-	3
Income tax (benefit) expense	(108)	-		-	-		-	194	
Net (loss) income	(123)	301		70	120	)	51	(194	) 2
Less: net income attributable to noncontrolling interest, net of tax	7	-		-	-		-	-	
Net (loss) income attributable to DXC common stockholders	\$ (130)	\$ 301	\$	70	\$ 120	) \$	51	\$ (194	) \$ 2
Effective tax rate	46.8%								27.
Basic EPS*	\$ (0.46)	\$ 1.06	\$	0.25	\$ 0.42	2 \$	0.18	\$ (0.69	) \$ 0.
Diluted EPS*	\$ (0.46)	\$ 1.05	\$	0.24	\$ 0.42	2 \$	0.18	\$ (0.68	) \$ 0.
Weighted average common shares outstanding for:									
Basic EPS	283.16	283.16	3	283.16	283.1	6	283.16	283.16	5 283
Diluted EPS	283.16	286.41	1	286.41	286.4	1	286.41	286.4	1 286



#### YTD FY17 non-GAAP results

(in millions except EPS)	co	o forma ombined ompany	Restructuring costs	and	ransaction d integration- lated costs	Amortization of acquired intangible assets	Pension and OPEB actuarial and settlement losses	Certain overhead costs	Tax adjustment	Non-GAAP results
Costs of services (excludes depreciation and amortization and restructuring costs)	\$	10,278	\$ -	\$	-	\$ -	\$ (150) \$	-	\$ -	\$ 10,128
Selling, general and administrative (excludes depreciation and amortization and restructuring costs)		1,370	-		(156)	-	(48)	(88)	-	1,078
(Loss) income before taxes		(553)	432	2	156	233	198	88	-	554
Income tax (benefit) expense		(149)	-		-	-	-	-	302	153
Net (loss) income		(404)	432	2	156	233	198	88	(302)	401
Less: net income attributable to noncontrolling interest, net of tax		9	-		-	-	-	-	-	9
Net (loss) income attributable to DXC common stockholders	\$	(413)	\$ 432	2 \$	156	\$ 233	\$ 198 5	88	\$ (302)	\$ 392
Effective tax rate		26.9%								27.6%
Basic EPS*	\$	(1.46)	\$ 1.53	3 \$	0.55	\$ 0.82	\$ 0.70	\$ 0.31	\$ (1.07)	\$ 1.38
Diluted EPS*	\$	(1.46)	\$ 1.5	1 \$	0.54	\$ 0.81	\$ 0.69	\$ 0.31	\$ (1.05)	\$ 1.37
Weighted average common shares outstanding for:										
Basic EPS		283.16	283.1	6	283.16	283.16	283.16	283.16	283.16	283.16
Diluted EPS		283.16	286.5	4	286.54	286.54	286.54	286.54	286.54	286.54



# Adjusted free cash flow

(in millions)	C	Q2 FY18	Y	ΓD FY18
Net cash provided by operating activities	\$	1,009	\$	1,543
Net cash used in investing activities		(422)		437
Acquisitions, net of cash acquired		152		(822)
Payments on capital leases and other long-term asset financings		(318)		(443)
Payments on separation and other transaction costs		63		143
Payments on restructuring costs		162		393
Sale of accounts receivables, net DPP		30		20
Sale of USPS accounts receivables		(87)		(87)
Adjusted free cash flow	\$	589	\$	1,184



#### Non-GAAP and other definitions

**Segment profit:** Segment revenue less costs of services, segment selling, general, and administrative, and depreciation and amortization (excluding amortization of acquired intangible assets)

Segment profit margin: Segment profit as a percentage of 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)

EBIT margin: EBIT as a percentage of revenue

**Adjusted EBIT:** EBIT excluding restructuring costs, transaction and integration-related costs, amortization expense related to acquired intangible assets, pension and OPEB actuarial and settlement losses, and certain overhead costs

Adjusted EBIT margin: Adjusted segment EBIT as a percentage of revenue

Adjusted free cash flow: Equal to the sum of (1) operating cash flows, (2) investing cash flows, excluding business acquisitions, dispositions and investments (including short-term investments and purchase or sale of available for sale securities), and (3) payments on capital leases and other long-term asset financings. Adjusted free cash flow is further adjusted for certain cash flow items, such as (i) payments for transaction and integration-related costs, (ii) restructuring payments, (iii) cash receipts from the sale of accounts receivables

**Capital expenditure:** Equal to sum of purchases of property, equipment, and software, and payments on outsourcing contracts, less proceeds from sales of assets and purchases made through our lease credit facility

**Net debt:** Total debt, less cash and cash equivalents

Net debt-to-total capitalization: Calculated as the ratio of net debt to total capitalization



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