



**3Q Fiscal 2015**

**ADP Earnings Call & Webcast**

**April 30, 2015**



# 3Q Fiscal 2015 Earnings Call Webcast

## FORWARD LOOKING STATEMENTS >

This document and other written or oral statements made from time to time by ADP may contain “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. Statements that are not historical in nature and which may be identified by the use of words like “expects,” “assumes,” “projects,” “anticipates,” “estimates,” “we believe,” “could” and other words of similar meaning, are forward-looking statements. These statements are based on management’s expectations and assumptions and are subject to risks and uncertainties that may cause actual results to differ materially from those expressed. Factors that could cause actual results to differ materially from those contemplated by the forward-looking statements include: ADP’s success in obtaining, retaining and selling additional services to clients; the pricing of products and services; changes in, or interpretations of, existing legislation or regulations, or compliance with new legislation or regulations; overall market, political and economic conditions, including interest rate and foreign currency trends; competitive conditions; our ability to maintain our current credit rating and the impact on our funding costs and profitability; vulnerability to security breaches, fraudulent acts, and system interruptions and failures; employment and wage levels; changes in technology; availability of skilled technical associates; and the impact of new acquisitions and divestitures. ADP disclaims any obligation to update any forward-looking statements, whether as a result of new information, future events or otherwise. These risks and uncertainties, along with the risk factors discussed under “Item 1A. - Risk Factors” in our Annual Report on Form 10-K for the fiscal year ended June 30, 2014 should be considered in evaluating any forward-looking statements contained herein.

## CEO's Perspective

- Delivered solid quarterly results despite increasing FX translation pressure
- Continued focus on execution across all pillars of HCM strategy
- Favorable market response to progress



A more human resource

# 3Q Fiscal 2015 Financial Highlights



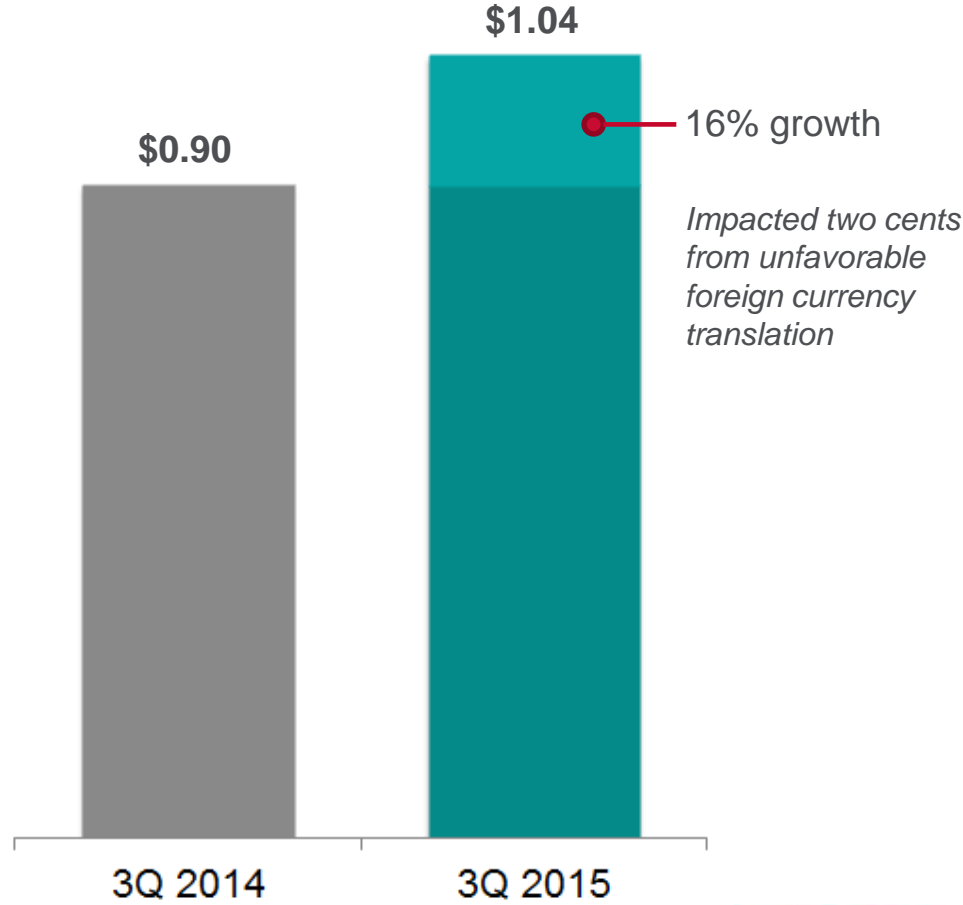
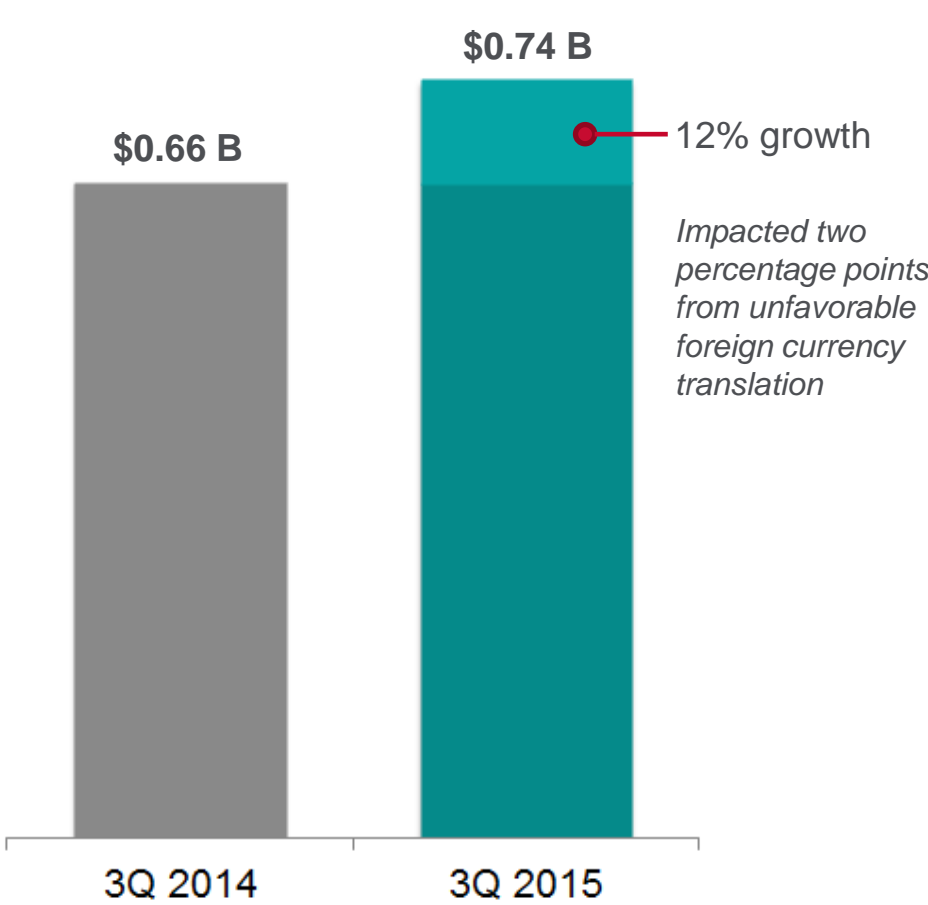
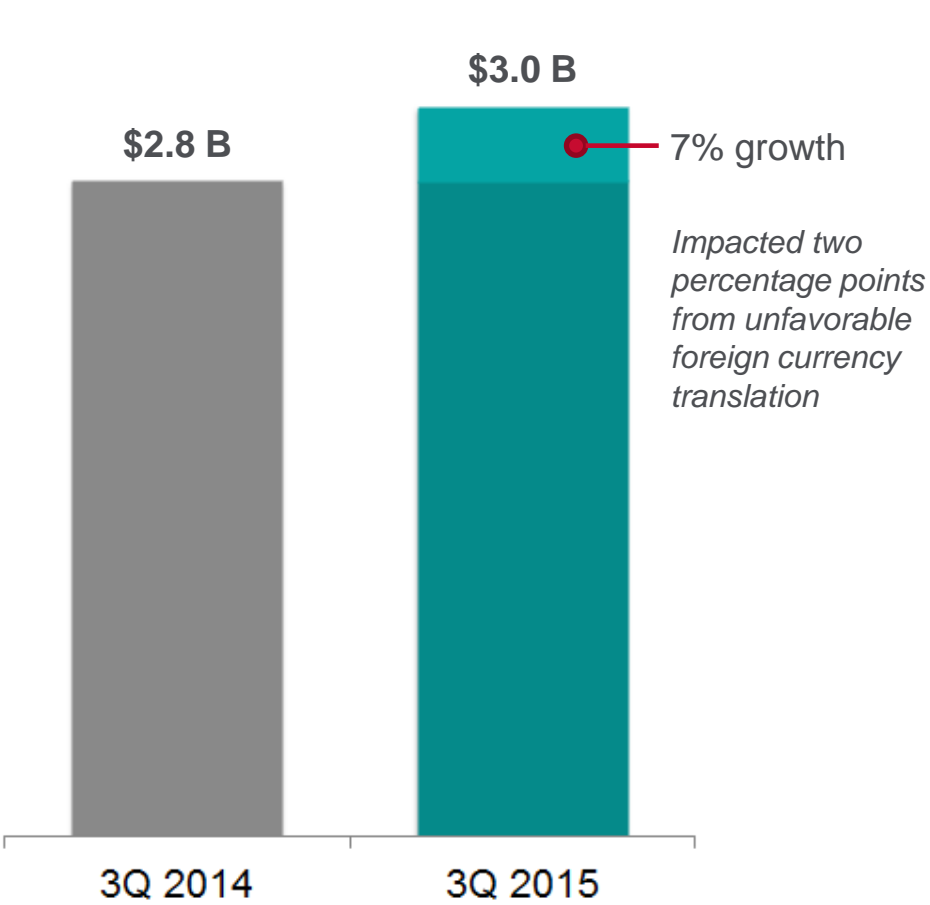
**Revenue in Billions**  
(unaudited)



**Pretax Earnings from Continuing Operations** (unaudited)



**Diluted Earnings Per Share from Continuing Operations** (unaudited)



3Q Fiscal 2015

# New Business Bookings and Reportable Segment Results



## Worldwide New Business Bookings

- ↑ 6% representing annualized recurring revenues anticipated from new orders



## Employer Services

- Revenues ↑ 5% impacted three percentage points from unfavorable foreign currency translation
- Worldwide client revenue retention ↓ 50 basis points
- U.S. pays per control ↑ 3.1%
- Average client funds balances ↑ 4%
- Pretax margin ↑ 190 basis points



## PEO Services

- Revenues ↑ 15%
- Average worksite employees paid ↑ 13% to 369,000
- Pretax margin ↑ 150 basis points

# Fiscal 2015 Outlook

## Total ADP

<i>All amounts refer to continuing operations</i>	<b>FY15 Forecast</b>
Revenues	↑ ~7% from \$10.3 billion in fiscal 2014
Pretax Margin	↑ At least 75 basis points from 18.4% in fiscal 2014
Effective Tax Rate	↓ Decrease to 33.7% from 33.9% in fiscal 2014
Diluted Earnings per Share	↑ ~14% from \$2.58 in fiscal 2014

## Fiscal 2015 Outlook

# New Business Bookings and Reportable Segments



### Worldwide New Business Bookings

- ↑ ~10% compared to \$1.4 billion sold in fiscal 2014



### Employer Services

- Revenues ↑ ~5%
- Pretax margin ↑ ~125 basis points
- U.S. pays per control ↑ ~3.0%



### PEO Services

- Revenues ↑ ~16%
- Pretax margin ↑ ~100 basis points



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# Fiscal 2015 Outlook – Appendix

## Total ADP Guidance History

	4/30/15 Forecast	2/4/15 Forecast	10/29/14 Forecast	7/31/14 Forecast
<b>Total ADP</b>				
Revenues	↑ ~7%	↑ 7% - 8%	↑ 7% - 8%	↑ 7% - 8%
Pretax Margin	↑ At least 75 bps from 18.4% in FY14	↑ 75-100 bps from 18.4% in FY14	↑ 75 – 100 bps from 18.4% in FY14	↑ 75 – 100 bps from 18.4% in FY14
Effective Tax Rate	↓ Decrease to 33.7% from 33.9% in fiscal 2014	↑ Increase to 34.2% from 33.9% in fiscal 2014	↑ Increase to 34.6% from 33.9% in fiscal 2014	↑ Increase to 34.6% from 33.9% in fiscal 2014
Diluted EPS from Continuing Operations	↑ ~14%	↑ 12% - 14%	↑ 12% - 14%	↑ 12% - 14%
<b>Employer Services (ES)</b>				
Revenues	↑ ~5%	↑ ~5%	↑ 6% - 7%	↑ 6% - 7%
Pretax Margin	↑ ~125 bps	↑ ~100 bps	↑ ~100 bps	↑ ~100 bps
Pays per Control	↑ ~3.0%	↑ 2.0% - 3.0%	↑ 2.0% - 3.0%	↑ 2.0% - 3.0%
<b>PEO Services</b>				
Revenues	↑ ~16%	↑ 15% - 17%	↑ 13% - 15%	↑ 13% - 15%
Pretax Margin	↑ ~100 bps	↑ Up to 100 bps	↑ Up to 50 bps	↑ Up to 50 bps
<b>ES &amp; PEO New Business Bookings, Worldwide</b>				
	↑ ~10%	↑ ~10%	↑ ~8%	↑ ~8%

## Fiscal 2015 Outlook - Appendix

# Client Funds Portfolio Extended Investment Strategy

- Average Client Funds Balances  $\uparrow$  ~5% from \$20.7 billion in FY14, compared to prior forecast of  $\uparrow$  5%-7%
- Yield on the Client Funds Portfolio decreases up to 10 bps from 1.8% in FY14
- Client Funds Interest Revenue  $\uparrow$  ~\$5 million from \$374 million in FY14, compared to prior forecast of  $\uparrow$  \$5-\$15 million
- Impact from Extended Investment Strategy  $\uparrow$  ~\$5 million from \$412 million in FY14, compared to prior forecast of  $\uparrow$  \$5-\$15 million

	FY15 Forecast			
	Average Balance		Average Yield	Client Funds Interest
Client Short	~\$4.2B	x	~0.2%	= ~\$10M
Client Extended	~9.3B	x	~1.7%	= ~160M
Client Long	~8.2B	x	~2.5%	= ~210M
<b>Total Client Funds Interest Revenue</b>	<b>~21.7B</b>	<b>x</b>	<b>~1.7%</b>	<b>= ~\$380M</b>
Corporate Extended Interest Income	~2.7B	x	~1.7%	= ~\$45M
Borrowing Days Interest Expense	~2.7B	x	~0.2%	= ~\$(10)M
<b>Net FY15 Impact From Client Funds Extended Investment Strategy</b>	<b>~\$415M</b>			

**A**

**B**

Interest on the Extended Portfolio flows into two separate sections of the Statements of Consolidated Earnings.

**A:** Reported as Interest on Funds Held for Clients in the revenue section of the Statements of Consolidated Earnings.

**B:** A component of Interest Income on Corporate Funds, reported within Other Income, net, on the Statements of Consolidated Earnings.