Q3 Fiscal 2022

Updates and highlights



Q3 Fiscal 2022 Financial Highlights

10% ↑ Revenue growth to $4.5 billion

8% Employer Services revenue growth

14% PEO Services revenue growth

17% ↑ Adj. Diluted EPS[1] growth to $2.21 per share

12% Adjusted EBIT[1] growth

26.8% Adjusted EBIT[1] margin

Fiscal 2022 Financial Outlook

as of April 27, 2022

13 to 16%
ES new business bookings growth

9 to 10%
Consolidated revenue growth

15 to 17%
Adjusted diluted earnings per share[1] growth

Business highlights

- ✓ **Increase in full year outlook for revenue retention, average Worksite Employees, revenue, adjusted EBIT[1] margin, and adjusted diluted EPS[1]**
- ✓ **16% Q3 growth in PEO average worksite employees**
- ✓ **Record-level Q3 Employer Services revenue retention**

Industry-leading scale and financial strength

- **920,000+** clients worldwide
- **38M+ workers paid** across over 140 countries
- **1 in 6** US workers paid
- **AA credit rating** AA- S&P, Aa3 Moody's, AA- Fitch
- **$2.3 trillion** annual payroll/tax processed
- **47 consecutive years** of dividend increases

1. Adjusted EBIT, adjusted EBIT margin, and adjusted diluted earnings per share are all non-GAAP financial measures. Please refer to the Q3 fiscal 2022 earnings release available at investors.adp.com for a discussion of why ADP believes these measures are important and for a reconciliation of non-GAAP financial measures to their closest comparable GAAP financial measures.

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