Q4 Fiscal 2022

Updates and highlights



Full Year Fiscal 2022 Financial Highlights

(unaudited)

10% Revenue growth to $16.5 billion

8% Employer Services revenue growth

15% PEO Services revenue growth

16% Adj. Diluted EPS[1] growth to $7.01 per share

14% Adjusted EBIT[1] growth

23.5% Adjusted EBIT[1] margin

Business highlights

- **Robust 15% fiscal 2022 ES new business bookings performance; Over $1.7 billion in ES new business bookings for the year**
- **15% fiscal 2022 growth in PEO average worksite employees**
- **Record-level revenue retention across several businesses**

Fiscal 2023 Financial Outlook

as of July 27, 2022

6 to 9%
ES new business bookings growth

7 to 9%
Consolidated revenue growth

13 to 16%
Adjusted diluted EPS[1] growth

Industry-leading scale and financial strength

- **990,000+** clients worldwide
- **39M+ workers paid** across over 140 countries
- **1 in 6** US workers paid
- **AA credit rating** AA- S&P, Aa3 Moody's, AA- Fitch
- **$2.7 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 Q4 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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