Q3 Fiscal 2023

Updates and highlights



Q3 Fiscal 2023 Financial Highlights

(unaudited)

9% Revenue growth to $4.9 billion

11% Employer Services revenue growth

5% PEO Services revenue growth

14% Adj. Diluted EPS[1] growth to $2.52 per share

14% Adjusted EBIT[1] growth

27.8% Adjusted EBIT margin[1]

Business highlights

- **Strong momentum in Employer Services new business bookings**
- **Continued healthy employment trends within ADP client base**
- **Employer Services client retention continues to exceed expectations**
- **Ongoing enhancement of client and user experience**

Fiscal 2023 Financial Outlook

as of April 26, 2023

6 to 9% ES new business bookings growth

8 to 9% Consolidated revenue growth

16 to 17% Adjusted diluted EPS[1] growth

Industry-leading scale and financial strength

- **1 Million+** clients worldwide
- **40M+ 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
- **48 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 2023 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.

This presentation is a supplement to our Q3 fiscal 2023 earnings release; it is intended to be read in conjunction with, not as a substitute for, or in isolation from, the earnings release. 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 "outlook," "expects," "assumes," "projects," "anticipates," "estimates," "we believe," "could," "is designed to" and other words of similar meaning, are forward-looking statements. These statements are based on management's expectations and assumptions and depend upon or refer to future events or conditions and are subject to risks and uncertainties that may cause actual results to differ materially from those expressed, including those set forth in our most recent Annual Report on Form 10-K filed with the SEC.

ADP, the ADP logo, and Always Designing for People are trademarks of ADP, Inc. Copyright © 2023 ADP, Inc. All rights reserved.