Q4 Fiscal 2023

Updates and highlights



Q4 Fiscal 2023 Financial Highlights

(unaudited)

8% Revenue growth to $4.5 billion

11% Employer Services revenue growth

4% PEO Services revenue growth

26% Adj. Diluted EPS[1] growth to $1.89 per share

23% Adjusted EBIT[1] growth

22.5% Adjusted EBIT margin[1]

Recent business highlights

- **Grew Employer Services new business bookings by 10% in FY23, reflecting healthy overall client demand**
- **Strong Q4 PEO new business bookings**
- **Employer Services client retention returned to record level for FY23**
- **Overall client satisfaction levels at record level during Q4**

Fiscal 2024 Financial Outlook

as of July 26, 2023

4 to 7% ES new business bookings growth

6 to 7% Consolidated revenue growth

10 to 12% Adjusted diluted EPS[1] growth

Industry-leading scale and financial strength

- **1 million+** clients worldwide
- **41M+ workers paid** across 140 countries
- **1 in 6** US workers paid
- **AA credit rating** AA- S&P, Aa3 Moody's, AA- Fitch
- **$3.1 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 Q4 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.

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