



Q4 Fiscal 2021

Updates and highlights



Q4 Fiscal 2021 Financial Highlights

11% ↑

Revenue growth
to \$3.7 billion

10%

Employer Services
revenue growth

12%

PEO Services
revenue growth

5% ↑

Adj. EPS¹
growth
to \$1.20 per share

4%

Adjusted EBIT¹
growth

18.1%

Adjusted EBIT¹
margin

Fiscal 2022 Financial Outlook

as of July 28, 2021



10 to 15%

ES new business
bookings growth



6 to 7%

Consolidated
revenue growth



9 to 11%

Adjusted diluted
earnings per share¹
growth

Business highlights

- ✓ 23% ES new business bookings growth for fiscal 2021
- ✓ Robust 12% Q4 growth in PEO average worksite employees

- ✓ Achieved record level client retention rates for ES and PEO segments in fiscal 2021

Industry-leading scale and financial strength



920,000+
clients worldwide



1 in 6
US workers paid



\$2.3 trillion
annual payroll/tax processed



38M+ workers paid
across over 140 countries



AA credit rating
AA- S&P, Aa3 Moody's, AA- Fitch



46 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 2021 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 comparable GAAP financial measures.

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