

Xerox Financial Model
(unaudited)



(in \$ millions, except per-share data)

	1997	1998	1999	2000	2001				
	FY	FY	FY	FY	Q1	Q2	Q3	Q4	FY
Revenues									
Sales	8,303	8,996	8,967	8,839	1,865	1,858	1,708	2,012	7,443
Outsourcing, maintenance and rentals	8,192	8,742	8,853	8,750	2,134	2,139	2,071	2,092	8,436
Financing	962	1,039	1,175	1,162	292	286	273	278	1,129
Total Revenues	17,457	18,777	18,995	18,751	4,291	4,283	4,052	4,382	17,008
Cost of Revenue									
Cost of sales			5,631	6,080	1,362	1,290	1,223	1,236	5,111
Cost of outsourcing, maintenance and rentals			4,898	5,153	1,292	1,183	1,182	1,221	4,878
Cost of financing			435	498	130	125	107	95	457
Total Cost of Revenue			10,964	11,731	2,784	2,598	2,512	2,552	10,446
Gross Profit									
Sales gross profit			3,336	2,759	503	568	485	776	2,332
Outsourcing, maintenance and rentals gross profit			3,955	3,597	842	956	889	871	3,558
Financing gross profit			740	664	162	161	166	183	672
Gross Profit			8,031	7,020	1,507	1,685	1,540	1,830	6,562
Research, development & engineering	1,080	1,045	1,020	1,064	266	268	274	250	1,058
Bad Debt Expense			386	473	84	93	151	110	438
Selling, administrative and general exp. (Excl Bad Debts)			4,818	5,045	1,065	1,127	1,024	1,074	4,290
Total Selling, administrative and general exp.	5,196	5,314	5,204	5,518	1,149	1,220	1,175	1,184	4,728
Non-financing interest expense ¹			443	571	155	141	51	115	462
Aggregate Exchange (gains) / losses			(7)	(103)	(64)	13	59	(37)	(29)
Amortization of Goodwill and intangibles			50	86	23	22	21	28	94
All other, net ²			89	34	(35)	(7)	15	9	(17)
Total Other, net			575	588	79	169	147	115	510
Restructuring and asset impairment charges			12	475	129	295	63	228	715
Gain on sale of half of interest in Fuji Xerox			-	-	(769)	-	-	(4)	(773)
Gain on sale of China operations			-	(200)	-	-	-	-	-
Gain on affiliates' sales of stock, net			-	(21)	-	-	-	(4)	(4)
Purchased in-process research and development			-	27	-	-	-	-	-
Total Costs and Expenses			17,775	19,182	3,638	4,550	4,171	4,321	16,680
Income (Loss) before Income Taxes (Benefits), Equity Income, Cumulative Effect of Change in Accounting Principle and Noncontrolling Interests			1,220	(431)	653	(267)	(119)	61	328
Income Taxes (benefits) ¹			424	(92)	432	(129)	(50)	220	473
Equity in Net Income of Unconsol. Affil.			48	66	3	31	-	19	53
Income(Loss) from Continuing Operations before Cumulative effect of change in accounting principle and Noncontrolling Interests	893	23	844	(273)	224	(107)	(69)	(140)	(92)
Cumulative effect of change in accounting principle, net of tax Discontinued Ops, net	-	-	-	-	(2)	-	-	-	(2)
Net Income (Loss)	893	(167)	844	(273)	222	(107)	(69)	(140)	(94)
Less: Net Income attributable to Noncontrolling Interests ²	<<Data not available>>								
Net Income (Loss) attributable to Xerox Corporation	893	(167)	844	(273)	222	(107)	(69)	(140)	(94)
Preferred Dividends/ Other	- Basic			(46)	(12)	-	-	-	(12)
	- Diluted			(46)	(12)	-	-	-	(12)
Weighted Average Shares	- Basic			668	680	701	718	722	704
	- Diluted			668	782	701	718	722	704
Earnings Per Share	- Basic	1.30	(0.32)	1.20	0.31	(0.15)	(0.10)	(0.19)	(0.15)
	- Diluted	1.24	(0.32)	1.17	0.28	(0.15)	(0.10)	(0.19)	(0.15)
Key Ratios:									
Gross Margins	- Sales	39.5%	40.5%	37.2%	31.2%	27.0%	30.6%	28.4%	31.3%
	- Service/Outsourcing/Rentals	48.4%	46.6%	44.7%	41.1%	39.5%	44.7%	42.9%	42.2%
	- Financing	58.6%	58.2%	63.0%	57.1%	55.5%	56.3%	60.8%	59.5%
	- Total	44.8%	44.3%	42.3%	37.4%	35.1%	39.3%	38.0%	38.6%
SAG as a % of Revenue		29.8%	28.3%	27.4%	29.4%	26.8%	28.5%	29.0%	27.8%
Tax Rate				34.6%	19.1%	65.7%	49.2%	42.9%	266.3%
Other Data:									
Restructuring and Asset Impairment Charges (after taxes)				339	81	222	47	157	507
Gain on Sale of Half of Interest in Fuji Xerox (after taxes)				-	(300)	-	-	(4)	(304)
Gain on Sale of China Operations				(119)	-	-	-	-	-
Unhedged Aggregate Exchange (Gains)/Losses (after taxes)				(69)	(44)	10	38	(25)	(21)
Early Extinguishment of Debt (after taxes)				-	-	-	-	-	-
Ending Xerox Employment	91,500	92,700	94,600	92,500	88,200	85,600	83,300	78,900	78,900

Note: Certain reclassifications of prior year amounts have been made to conform to the current year presentation.

¹ Amounts include reclassifications for the effects of adopting Fin 46R.

² Amounts include reclassifications for the effects of adopting FAS 160

(in \$ millions, except per-share data)

(in \$ millions, except per-share data)

		2002					2003				
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Revenues											
Sales		1,583	1,662	1,593	1,914	6,752	1,589	1,696	1,603	2,082	6,970
Outsourcing, maintenance and rentals		2,011	2,040	1,953	2,093	8,097	1,917	1,970	1,885	1,962	7,734
Financing		264	250	247	239	1,000	251	254	244	248	997
Total Revenues		3,858	3,952	3,793	4,246	15,849	3,757	3,920	3,732	4,292	15,701
Cost of Revenue											
Cost of sales		1,010	994	1,009	1,159	4,172	991	1,050	1,018	1,287	4,346
Cost of outsourcing, maintenance and rentals		1,161	1,154	1,073	1,104	4,492	1,088	1,094	1,059	1,066	4,307
Cost of financing		92	101	107	101	401	92	93	89	88	362
Total Cost of Revenue		2,263	2,249	2,189	2,364	9,065	2,171	2,237	2,166	2,441	9,015
Gross Profit											
Sales gross profit		573	668	584	755	2,580	598	646	585	795	2,624
Outsourcing, maintenance and rentals gross profit		850	886	880	989	3,605	829	876	826	896	3,427
Financing gross profit		172	149	140	138	599	159	161	155	160	635
Gross Profit		1,595	1,703	1,604	1,882	6,784	1,586	1,683	1,566	1,851	6,686
Research, development & engineering											
		243	263	239	235	980	247	246	240	229	962
Bad Debt Expense		103	68	87	74	332	56	74	53	41	224
Selling, administrative and general exp. (Excl Bad Debts)		1,066	1,042	936	1,061	4,105	964	1,015	975	1,071	4,025
Total Selling, administrative and general exp.		1,169	1,110	1,023	1,135	4,437	1,020	1,089	1,028	1,112	4,249
Non-financing interest expense ¹		126	105	127	136	494	146	148	127	103	524
Aggregate Exchange (gains) / losses		24	33	12	8	77	1	(21)	12	19	11
Amortization of Goodwill and intangibles		10	9	9	9	37	9	9	9	9	36
All other, net ²		(23)	8	(15)	15	(15)	302	66	8	(71)	305
Total Other, net		137	155	133	168	593	458	202	156	60	876
Restructuring and asset impairment charges		146	53	63	408	670	8	37	11	120	176
Gain on sale of half of interest in Fuji Xerox		-	-	-	-	-	-	-	-	-	-
Gain on sale of China operations		-	-	-	-	-	-	-	-	-	-
Gain on affiliates' sales of stock, net		-	-	-	-	-	-	(1)	(12)	-	(13)
Purchased in-process research and development		-	-	-	-	-	-	-	-	-	-
Total Costs and Expenses		3,958	3,830	3,647	4,310	15,745	3,904	3,810	3,589	3,962	15,265
Income (Loss) before Income Taxes (Benefits), Equity Income, Cumulative Effect of Change in Accounting Principle and Noncontrolling Interests											
		(100)	122	146	(64)	104	(147)	110	143	330	436
Income Taxes (benefits) ¹		(38)	50	64	(72)	4	(67)	40	38	123	134
Equity in Net Income of Unconsol. Affil.		11	15	17	11	54	14	16	13	15	58
Income(Loss) from Continuing Operations before Cumulative effect of change in accounting principle and Noncontrolling Interests											
		(51)	87	99	19	154	(66)	86	118	222	360
Cumulative effect of change in accounting principle, net of tax											
		(63)	-	-	-	(63)	-	-	-	-	-
Net Income (Loss)		(114)	87	99	19	91	(66)	86	118	222	360
Less: Net Income attributable to Noncontrolling Interests ²		<<Data not available>>									
Net Income (Loss) attributable to Xerox Corporation		(114)	87	99	19	91	(66)	86	118	222	360
Preferred Dividends/ Other											
- Basic		-	-	(63)	(10)	(73)	(10)	(11)	(25)	(25)	(71)
- Diluted		-	13	(63)	(10)	(73)	(10)	(11)	(25)	10	(65)
Weighted Average Shares											
- Basic		726	728	734	737	731	742	747	792	794	769
- Diluted		726	913	825	820	807	742	808	851	1,045	828
Earnings Per Share											
- Basic		(0.16)	0.12	0.05	0.01	0.02	(0.10)	0.10	0.12	0.25	0.38
- Diluted		(0.16)	0.11	0.04	0.01	0.02	(0.10)	0.09	0.11	0.22	0.36
Key Ratios:											
Gross Margins											
- Sales		36.2%	40.2%	36.7%	39.4%	38.2%	37.6%	38.1%	36.5%	38.2%	37.6%
- Service/Outsourcing/Rentals		42.3%	43.4%	45.1%	47.3%	44.5%	43.2%	44.5%	43.8%	45.7%	44.3%
- Financing		65.2%	59.6%	56.7%	57.7%	59.9%	63.3%	63.4%	63.5%	64.5%	63.7%
- Total		41.3%	43.1%	42.3%	44.3%	42.8%	42.2%	42.9%	42.0%	43.1%	42.6%
SAG as a % of Revenue											
		30.3%	28.1%	27.0%	26.7%	28.0%	27.1%	27.8%	27.5%	25.9%	27.1%
Tax Rate											
		37.7%	37.7%	37.7%	37.7%	37.7%	37.7%	37.7%	37.7%	37.3%	30.7%
Other Data:											
Restructuring and Asset Impairment Charges (after taxes)		101	41	49	280	471	5	23	7	76	111
Unhedged Aggregate Exchange (Gains)/Losses (after taxes)		22	24	-	-	46	-	-	-	-	-
Early Extinguishment of Debt (after taxes)		-	-	-	-	-	-	45	-	-	45
Ending Xerox Employment		74,600	72,400	69,900	67,800	67,800	64,700	63,900	62,800	61,085	61,085

Note: Certain reclassifications of prior year amounts have been made to conform to the current year presentation.

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² Amounts include reclassifications for the effects of adopting FAS 160

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(unaudited)



(in \$ millions, except per-share data)

(in \$ millions, except per-share data)		2004					2005				
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Revenues											
Sales		1,681	1,759	1,652	2,167	7,259	1,694	1,827	1,721	2,158	7,400
Outsourcing, maintenance and rentals		1,908	1,860	1,834	1,927	7,529	1,849	1,874	1,822	1,881	7,426
Financing		238	234	230	232	934	228	220	216	211	875
Total Revenues		3,827	3,853	3,716	4,326	15,722	3,771	3,921	3,759	4,250	15,701
Cost of Revenue											
Cost of sales		1,083	1,082	1,003	1,377	4,545	1,047	1,170	1,108	1,370	4,695
Cost of outsourcing, maintenance and rentals		1,102	1,052	1,049	1,092	4,295	1,062	1,083	1,017	1,045	4,207
Cost of financing		89	86	85	85	345	86	83	81	76	326
Total Cost of Revenue		2,274	2,220	2,137	2,554	9,185	2,195	2,336	2,206	2,491	9,228
Gross Profit											
Sales gross profit		598	677	649	790	2,714	647	657	613	788	2,705
Outsourcing, maintenance and rentals gross profit		806	808	785	835	3,234	787	791	805	836	3,219
Financing gross profit		149	148	145	147	589	142	137	135	135	549
Gross Profit		1,553	1,633	1,579	1,772	6,537	1,576	1,585	1,553	1,759	6,473
Research, development & engineering		222	228	234	230	914	225	242	242	234	943
Bad Debt Expense		44	35	21	10	110	19	15	20	18	72
Selling, administrative and general exp. (Excl Bad Debts)		992	1,015	1,015	1,071	4,093	990	1,031	991	1,026	4,038
Total Selling, administrative and general exp.		1,036	1,050	1,036	1,081	4,203	1,009	1,046	1,011	1,044	4,110
Non-financing interest expense ¹		95	84	91	93	363	61	62	55	53	231
Aggregate Exchange (gains) / losses		8	18	20	27	73	16	(6)	-	(5)	5
Amortization of Goodwill and intangibles		9	9	9	10	37	9	10	10	9	38
All other, net ²		(25)	(61)	3	(21)	(104)	(120)	(87)	140	2	(65)
Total Other, net		87	50	123	109	369	(34)	(21)	205	59	209
Restructuring and asset impairment charges		6	33	23	24	86	85	194	17	70	366
Total Costs and Expenses		3,625	3,581	3,553	3,998	14,757	3,480	3,797	3,681	3,898	14,856
Income (Loss) before Income Taxes (Benefits), Equity Income, Cumulative Effect of Change in Accounting Principle and Noncontrolling Interests		202	272	163	328	965	291	124	78	352	845
Income Taxes (benefits) ¹		67	91	62	120	340	116	(233)	29	83	(5)
Equity in Net Income of Unconsol. Affil.		30	27	62	32	151	37	20	23	18	98
Income(Loss) from Continuing Operations before Cumulative effect of change in accounting principle and Noncontrolling Interests		165	208	163	240	776	212	377	72	287	948
Cumulative effect of change in accounting principle, net of tax		-	-	-	-	-	-	-	(8)	-	(8)
Gain on sale of ContentGuard, net of income taxes of \$26		83	-	-	-	83	-	-	-	-	-
Discontinued Operations, net of taxes		-	-	-	-	-	-	53	-	-	53
Net Income (Loss)		248	208	163	240	859	212	430	64	287	993
Less: Net Income attributable to Noncontrolling Interests ²		<<Data not available>>					2	7	1	5	15
Net Income (Loss) attributable to Xerox Corporation		248	208	163	240	859	210	423	63	282	978
Preferred Dividends/ Other		(24) (4)	(21) 11	(14) -	(14) 9	(73) 45	(14) 1	(15) -	(14) (14)	(15) -	(58) 1
Weighted Average Shares		799 968	817 1,046	841 969	879 1,048	834 1,047	959 1,050	960 1,048	962 973	951 1,039	957 1,045
Earnings Per Share		0.28 0.25	0.23 0.21	0.18 0.17	0.26 0.24	0.94 0.86	0.20 0.20	0.43 0.40	0.05 0.05	0.28 0.27	0.96 0.94
Key Ratios:											
Gross Margins		- Sales - Service/Outsourcing/Rentals - Financing - Total	35.6% 42.2% 62.6% 40.6%	38.5% 43.4% 63.2% 42.4%	39.3% 42.8% 63.0% 42.5%	36.5% 43.2% 63.4% 41.0%	37.4% 43.0% 63.1% 41.6%	38.2% 42.6% 62.3% 41.8%	36.0% 42.2% 62.3% 40.4%	35.6% 44.2% 62.5% 41.3%	36.5% 44.4% 64.0% 41.4%
SAG as a % of Revenue			27.1%	27.3%	27.9%	25.0%	26.7%	26.8%	26.7%	26.9%	24.6%
Tax Rate			33.2%	33.5%	38.0%	36.6%	35.2%	39.9%	n/m	37.2%	23.6%
Other Data:											
Restructuring and Asset Impairment Charges (after taxes)		4	22	16	13	55	55	130	11	51	247
Tax benefit from finalization of 1996 - 1998 IRS Tax Audit - Continuing Operations (after taxes)		-	-	-	-	-	-	290	-	-	290
Finalization of 1996 - 1998 IRS Tax Audit Discontinued Operations Income (after taxes)		-	-	-	-	-	-	53	-	-	53
Provisions for Litigation Matters (after taxes)		-	-	-	-	-	-	-	79	-	79
Losses on Hurricane Katrina (after taxes)		-	-	-	-	-	-	-	9	-	9
Changes in Accounting Principles (WEEE/FIN 47) (after taxes)		-	-	-	-	-	-	-	26	-	26
Gain on Sale of ContentGuard (after taxes)		83	-	-	-	83	-	-	-	-	-
Gain on Sale of Scansoft (after taxes)		-	30	-	-	30	-	-	-	-	-
Gain on Sale of Integic (after taxes)		-	-	-	-	-	58	-	-	-	58
Gain on Return of Fuji Xerox Pension Obligation (after taxes)		-	-	38	-	38	-	-	-	-	-

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² Amounts include reclassifications for the effects of adopting FAS 160

n/m - percent not meaningful

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(in \$ millions, except per-share data)

		2006					2007				
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Revenues											
Sales		1,666	1,882	1,736	2,180	7,464	1,707	1,976	2,030	2,479	8,192
Outsourcing, maintenance and rentals		1,816	1,884	1,900	1,991	7,591	1,924	2,027	2,068	2,195	8,214
Financing		213	211	208	208	840	205	205	204	208	822
Total Revenues		3,695	3,977	3,844	4,379	15,895	3,836	4,208	4,302	4,882	17,228
Cost of Revenue											
Cost of sales		1,075	1,200	1,142	1,386	4,803	1,084	1,286	1,316	1,568	5,254
Cost of outsourcing, maintenance and rentals		1,060	1,068	1,083	1,117	4,328	1,118	1,148	1,183	1,258	4,707
Cost of financing		76	76	75	78	305	78	79	79	80	316
Total Cost of Revenue		2,211	2,344	2,300	2,581	9,436	2,280	2,513	2,578	2,906	10,277
Gross Profit											
Sales gross profit		591	682	594	794	2,661	623	690	714	911	2,938
Outsourcing, maintenance and rentals gross profit		756	816	817	874	3,263	806	879	885	937	3,507
Financing gross profit		137	135	133	130	535	127	126	125	128	506
Gross Profit		1,484	1,633	1,544	1,798	6,459	1,556	1,695	1,724	1,976	6,951
Research, development & engineering											
		225	230	230	237	922	218	223	233	238	912
Bad Debt Expense											
Selling, administrative and general exp. (Excl Bad Debts)		20	21	30	16	87	27	39	27	41	134
Total Selling, administrative and general exp.		963	999	955	1,004	3,921	927	1,042	1,064	1,145	4,178
Non-financing interest expense ¹											
Aggregate Exchange (gains) / losses		54	60	63	62	239	58	70	75	60	263
All other, net ²		14	10	7	8	39	3	(1)	(8)	14	8
Total Other, net		(12)	(3)	43	(33)	(5)	(16)	(8)	(8)	(16)	(48)
Restructuring and asset impairment charges											
Amortization of intangible assets		-	36	110	239	385	(2)	(2)	(3)	1	(6)
Total Costs and Expenses		3,485	3,707	3,748	4,125	15,065	3,501	3,886	3,971	4,402	15,760
Income (Loss) before Income Taxes (Benefits), Equity Income, Cumulative Effect of Change in Accounting Principle and Noncontrolling Interests											
		210	270	96	254	830	335	322	331	480	1,468
Income Taxes (benefits) ¹											
Equity in Net Income of Unconsol. Affil.		47	22	(416)	59	(288)	102	76	97	125	400
		39	17	29	29	114	6	27	27	37	97
Income(Loss) from Continuing Operations before Cumulative effect of change in accounting principle and Noncontrolling Interests											
		202	265	541	224	1,232	239	273	261	392	1,165
Net Income (Loss)		202	265	541	224	1,232	239	273	261	392	1,165
Less: Net Income attributable to Noncontrolling Interests ²											
		2	5	5	10	22	6	7	7	10	30
Net Income (Loss) attributable to Xerox Corporation		200	260	536	214	1,210	233	266	254	382	1,135
Preferred Dividends/ Other											
- Basic		(14)	(15)	-	-	(29)	-	-	-	-	-
- Diluted		1	-	-	-	1	-	1	-	-	1
Weighted Average Shares											
- Basic		927	914	975	959	944	945	939	932	923	935
- Diluted		1,017	1,002	989	977	997	962	957	951	942	953
Earnings Per Share											
- Basic		0.20	0.27	0.55	0.22	1.25	0.25	0.28	0.27	0.41	1.21
- Diluted		0.20	0.26	0.54	0.22	1.22	0.24	0.28	0.27	0.41	1.19
Key Ratios:											
Gross Margins											
- Sales		35.5%	36.2%	34.2%	36.4%	35.7%	36.5%	34.9%	35.2%	36.7%	35.9%
- Service/Outsourcing/Rentals		41.6%	43.3%	43.0%	43.9%	43.0%	41.9%	43.4%	42.8%	42.7%	42.7%
- Financing		64.3%	64.0%	63.9%	62.5%	63.7%	62.0%	61.5%	61.3%	61.5%	61.6%
- Total		40.2%	41.1%	40.2%	41.1%	40.6%	40.6%	40.3%	40.1%	40.5%	40.3%
SAG as a % of Revenue											
		26.6%	25.6%	25.6%	23.3%	25.2%	24.9%	25.7%	25.4%	24.3%	25.0%
Tax Rate											
		22.4%	8.1%	-433.3%	23.2%	-34.7%	30.4%	23.6%	29.3%	26.0%	27.2%
Other Data:											
Restructuring and Asset Impairment Charges (after taxes)		-	25	72	160	257	(2)	(2)	(2)	1	(5)
Amortization of purchased intangibles (after taxes)		6	6	7	7	26	4	7	8	9	28
Provisions for Litigation Matters (after taxes)		-	-	68	-	68	-	-	-	-	-
Losses on Hurricane Katrina (after taxes)		-	(2)	(2)	(1)	(5)	-	-	-	-	-
Early Extinguishment of Debt (after taxes)		-	9	-	1	10	-	-	-	-	-
UK Tax Settlement (after taxes)		-	46	(448)	-	(402)	-	-	-	-	-
Ending Xerox Employment											
		55,100	55,100	54,900	53,700	53,700	53,150	58,100	57,100	57,400	57,400

Note: Certain reclassifications of prior year amounts have been made to conform to the current year presentation.

¹ Amounts include reclassifications for the effects of adopting Fin 46R.

² Amounts include reclassifications for the effects of adopting FAS 160

n/m - percent not meaningful

Xerox Financial Model
(unaudited)



RESTATE^{*}
2009

(in \$ millions, except per-share data)

(in \$ millions, except per-share data)

	2008					2009 (As previously reported)					RESTATED 2009	
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	FY	
Revenues												
Sales	2,013	2,119	2,047	2,146	8,325	1,494	1,602	1,555	1,995	6,646	5,843	
Outsourcing, maintenance and rentals	2,113	2,207	2,126	2,039	8,485	1,880	1,951	1,942	2,047	7,820	7,820	
Financing	209	207	197	185	798	180	178	178	177	713	713	
Total Revenues	4,335	4,533	4,370	4,370	17,608	3,554	3,731	3,675	4,219	15,179	14,376	
Cost of Revenue												
Cost of sales	1,319	1,400	1,340	1,460	5,519	1,004	1,065	1,031	1,295	4,395	3,693	
Cost of outsourcing, maintenance and rentals	1,231	1,275	1,241	1,182	4,929	1,100	1,100	1,113	1,175	4,488	4,488	
Cost of financing	80	79	75	71	305	69	68	67	67	271	271	
Total Cost of Revenue	2,630	2,754	2,656	2,713	10,753	2,173	2,233	2,211	2,537	9,154	8,452	
Gross Profit												
Sales gross profit	694	719	707	686	2,806	490	537	524	700	2,251	2,150	
Outsourcing, maintenance and rentals gross profit	882	932	885	857	3,556	780	851	829	872	3,332	3,332	
Financing gross profit	129	128	122	114	493	111	110	111	110	442	442	
Gross Profit	1,705	1,779	1,714	1,657	6,855	1,381	1,498	1,464	1,682	6,025	5,924	
Research, development & engineering	221	223	228	212	884	204	202	209	225	840	839	
Bad Debt Expense	28	34	45	80	187	69	81	59	82	291	287	
Selling, administrative and general exp. (Excl Bad Debts)	1,096	1,136	1,093	1,022	4,347	935	932	948	1,043	3,858	3,769	
Total Selling, administrative and general exp.	1,124	1,170	1,138	1,102	4,534	1,004	1,013	1,007	1,125	4,149	4,056	
Non-financing interest expense ¹	54	65	71	72	262	61	63	64	68	256	256	
Aggregate Exchange (gains) / losses	19	2	9	4	34	20	1	5	-	26	26	
All other, net ²	780	(11)	(7)	(25)	737	2	8	(1)	(6)	3	7	
Total Other, net	853	56	73	51	1,033	83	72	68	62	285	289	
Restructuring and asset impairment charges	3	63	14	349	429	(2)	(1)	(2)	(3)	(8)	(8)	
Acquisition related costs	-	-	-	-	-	-	-	9	63	72	72	
Amortization of intangible assets	13	13	14	14	54	14	15	15	16	60	60	
Total Costs and Expenses	4,844	4,279	4,123	4,441	17,687	3,476	3,534	3,517	4,025	14,552	13,760	
Income (Loss) before Income Taxes (Benefits), Equity Income, Cumulative Effect of Change in Accounting Principle and Noncontrolling Interests	(509)	254	247	(71)	(79)	78	197	158	194	627	616	
Income Taxes (Benefits) ¹	(246)	59	15	(59)	(231)	19	59	44	30	152	148	
Equity in Net Income (Loss) of Unconsol. Affil.	28	29	35	21	113	(10)	9	15	27	41	41	
Income (Loss) from Continuing Operations before Cumulative effect of change in accounting principle and Noncontrolling Interests	(235)	224	267	9	265	49	147	129	191	516	509	
Net Income (Loss)	(235)	224	267	9	265	49	147	129	191	516	509	
Less: Net Income attributable to Noncontrolling Interests ²	9	9	9	8	35	7	7	6	11	31	31	
Net Income (Loss) attributable to Xerox Corporation, Continuing Operations	(244)	215	258	1	230	42	140	123	180	485	478	
(Loss) income from Disc Op	N/A	N/A	N/A	N/A	N/A						7	
Net Income (Loss) attributable to Xerox Corporation	(244)	215	258	1	230	42	140	123	180	485	7	
Preferred Dividends/ Other	- Basic - Diluted	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	
Weighted Average Shares	- Basic - Diluted	911 911	890 903	871 887	867 875	885 896	867 878	870 879	871 883	870 880	870 880	
Earnings (Loss) Per Share	- Basic Continuing Operations Discontinued Operations Total Basic Earnings per Share - Diluted Continuing Operations Discontinued Operations Total Diluted Earnings per Share	(0.27) 0.24 - 0.24 - 0.24 - 0.26	0.24 0.24 0.30 0.30 0.24 0.29 0.29 0.26	0.30 - 0.30 - 0.29 - - 0.26	- 0.26 - 0.26 - 0.26 - 0.26	0.26 0.01 0.56 0.56 0.01 0.55 0.01 0.55	0.05 0.16 0.14 0.21 0.56 0.05 0.16 0.14 0.21 0.56 0.05 0.16 0.14 0.20 0.55 0.05 0.16 0.14 0.20 0.55	0.16 0.16 0.14 0.21 0.56 0.16 0.16 0.14 0.21 0.56 0.16 0.16 0.14 0.21 0.56 0.16 0.16 0.14 0.20 0.55 0.16 0.16 0.14 0.20 0.55	0.14 0.21 0.56 0.56 0.01 0.55 0.01 0.55 0.14 0.21 0.56 0.14 0.21 0.56 0.14 0.20 0.55 0.14 0.20 0.55 0.14 0.20 0.55 0.14 0.20 0.55	0.21 0.56 0.56 0.01 0.55 0.01 0.55 0.20 0.55 0.20 0.55 0.20 0.55 0.20 0.55 0.20 0.55 0.20 0.55 0.20 0.55 0.20 0.55 0.20 0.55		
Key Ratios:												
Gross Margins	- Sales - Service/Outsourcing/Rentals - Financing - Total	34.5% 41.7% 61.7% 39.3%	33.9% 42.2% 61.8% 39.2%	34.5% 41.6% 61.9% 39.2%	32.0% 42.0% 61.6% 37.9%	33.7% 41.9% 61.8% 38.9%	32.8% 41.5% 61.7% 38.9%	33.5% 43.6% 61.8% 40.2%	33.7% 42.7% 62.4% 39.8%	35.1% 42.6% 62.1% 39.9%	33.9% 42.6% 62.0% 39.7%	36.8% 42.6% 62.0% 41.2%
SAG as a % of Revenue		25.9%	25.8%	26.0%	25.2%	25.7%	28.2%	27.2%	27.4%	26.7%	27.3%	28.2%
Tax Rate		48.3%	23.2%	6.1%	83.1%	292.4%	24.4%	29.9%	27.8%	15.5%	24.2%	24.0%
Other Data:												
Restructuring and Asset Impairment Charges (after taxes)	-	43	9	240	292	(1)	(1)	-	(2)	(4)	(4)	
Provisions for Litigation Matters (after taxes)	491	-	-	-	491	-	-	-	-	-	-	
Acquisition related costs (after taxes)	-	-	-	-	-	-	-	8	41	49	49	
Amortization of purchased intangibles (after taxes)	8	9	9	9	35	9	9	10	10	38	38	
Equipment write-off (after taxes)	-	-	-	24	24	-	-	-	-	-	-	
Fuji Xerox Restructuring (after taxes) (2009 onwards)						22	9	9	6	46	46	
Ending Xerox Employment	57,500	58,000	57,400	57,100	57,100	55,600	54,700	54,100	53,600	53,600	53,600	

Note: Certain reclassifications of prior year amounts have been made to conform to the current year presentation.

¹ Amounts include reclassifications for the effects of adopting Fin 46R.

² Amounts include reclassifications for the effects of adopting FAS 160

^{*} Restated for discontinued operations (Paper business only).

n/m - percent not meaningful

(in \$ millions, except per-share data)

		2010 (As previously reported)					RESTATED ***	2011 (Restated *)					RESTATED ***
							2010						2011
		Q1	Q2	Q3	Q4	FY	FY	Q1	Q2	Q3	Q4	FY	FY
Revenues													
Sales		1,678	1,791	1,700	2,065	7,234	6,297	1,482	1,530	1,561	1,827	6,400	6,265
Outsourcing, maintenance and rentals		2,870	3,553	3,567	3,749	13,739	12,693	3,632	3,731	3,689	3,816	14,868	13,741
Financing		173	164	161	162	660	660	162	163	156	151	632	632
Total Revenues		4,721	5,508	5,428	5,976	21,633	19,650	5,276	5,424	5,406	5,794	21,900	20,638
Cost of Revenue													
Cost of sales		1,082	1,172	1,127	1,360	4,741	3,920	930	977	1,001	1,168	4,076	3,960
Cost of outsourcing, maintenance and rentals		1,871	2,359	2,417	2,548	9,195	8,327	2,514	2,538	2,545	2,672	10,269	9,319
Cost of financing		64	61	61	60	246	246	60	60	56	55	231	231
Total Cost of Revenue		3,017	3,592	3,605	3,968	14,182	12,493	3,504	3,575	3,602	3,895	14,576	13,510
Gross Profit													
Sales gross profit		596	619	573	705	2,493	2,377	552	553	560	659	2,324	2,305
Outsourcing, maintenance and rentals gross profit		999	1,194	1,150	1,201	4,544	4,366	1,118	1,193	1,144	1,144	4,599	4,422
Financing gross profit		109	103	100	102	414	414	102	103	100	96	401	401
Gross Profit		1,704	1,916	1,823	2,008	7,451	7,157	1,772	1,849	1,804	1,899	7,324	7,128
Research, development & engineering													
		205	194	189	193	781	780	184	175	182	178	719	719
Bad Debt Expense		56	46	46	40	188	187	31	29	44	53	157	155
Selling, administrative and general exp. (Excl Bad Debts)		1,043	1,117	1,090	1,156	4,406	4,247	1,068	1,071	1,046	1,079	4,264	4,189
Total Selling, administrative and general exp.		1,099	1,163	1,136	1,196	4,594	4,434	1,099	1,100	1,090	1,132	4,421	4,344
Other													
Non-financing interest expense ¹		89	92	87	78	346	342	67	64	60	56	247	243
Aggregate Exchange (gains) / losses		22	(2)	-	(9)	11	11	1	-	10	1	12	12
All other, net ²		(1)	38	(11)	6	32	32	11	40	18	(2)	67	65
Total Other, net		110	128	76	75	389	385	79	104	88	55	326	320
Restructuring and asset impairment charges													
		195	11	4	273	483	476	(16)	(9)	(4)	61	32	31
Acquisition related costs		48	15	5	9	77	77	-	-	-	-	-	-
Amortization of intangible assets		57	85	85	85	312	287	85	87	87	139	398	371
Curtailment gain		-	-	-	-	-	-	-	-	-	(107)	(107)	(107)
Total Costs and Expenses		4,731	5,188	5,100	5,799	20,818	18,932	4,935	5,032	5,045	5,353	20,365	19,188
Income (Loss) before Income Taxes (Benefits), Equity Income, Cumulative Effect of Change in Accounting Principle and Noncontrolling Interests													
		(10)	320	328	177	815	718	341	392	361	441	1,535	1,450
Income Taxes (Benefits) ¹		22	112	98	24	256	221	93	105	79	100	377	347
Equity in Net Income (Loss) of Unconsol. Affil.		(2)	28	26	26	78	78	34	34	43	38	149	149
Income (Loss) from Continuing Operations before Cumulative effect of change in accounting principle and Noncontrolling Interests													
		(34)	236	256	179	637	575	282	321	325	379	1,307	1,252
Net Income (Loss)		(34)	236	256	179	637	575	282	321	325	379	1,307	1,252
Less: Net Income attributable to Noncontrolling Interests ²													
		8	9	6	8	31	31	8	8	9	8	33	33
Net Income attributable to Xerox Corporation, Continuing Operations													
		(42)	227	250	171	606	544	274	313	316	371	1,274	1,219
(Loss) income from Discontinued Operations													
							62	7	6	4	4	21	76
Net Income attributable to Xerox Corporation		(42)	227	250	171	606	606	281	319	320	375	1,295	1,295
Preferred Dividends/ Other													
- Basic		3	6	6	6	21	21	6	6	6	6	24	24
- Diluted		3	6	6	6	21	21	6	6	6	6	24	24
Weighted Average Shares													
- Basic		1,176	1,383	1,387	1,393	1,323	1,323	1,400	1,402	1,396	1,361	1,388	1,388
- Diluted		1,176	1,419	1,417	1,429	1,351	1,351	1,436	1,438	1,426	1,415	1,444	1,417
(Loss) Earnings Per Share													
- Basic:													
Continuing Operations		(0.04)	0.16	0.18	0.12	0.44	0.39	0.19	0.22	0.22	0.27	0.90	0.86
Discontinued Operations							0.05	0.01		0.01		0.02	0.06
Total Basic Earnings per Share		(0.04)	0.16	0.18	0.12	0.44	0.44	0.20	0.22	0.23	0.27	0.92	0.92
- Diluted:													
Continuing Operations		(0.04)	0.16	0.17	0.12	0.43	0.39	0.19	0.22	0.22	0.26	0.88	0.84
Discontinued Operations							0.04					0.02	0.06
Total Diluted Earnings per Share		(0.04)	0.16	0.17	0.12	0.43	0.43	0.19	0.22	0.22	0.26	0.90	0.90
Key Ratios:													
Gross Margins													
- Sales		35.5%	34.6%	33.7%	34.1%	34.5%	37.7%	37.2%	36.1%	35.9%	36.1%	36.3%	36.8%
- Service/Outsourcing/Rentals		34.8%	33.6%	32.2%	32.0%	33.1%	34.4%	30.8%	32.0%	31.0%	30.0%	30.9%	32.2%
- Financing		63.0%	62.8%	62.1%	63.0%	62.7%	62.7%	63.0%	63.2%	64.1%	63.6%	63.4%	63.4%
- Total		36.1%	34.8%	33.6%	33.6%	34.4%	36.4%	33.6%	34.1%	33.4%	32.8%	33.4%	34.5%
SAG as a % of Revenue													
		23.3%	21.1%	20.9%	20.0%	21.2%	22.6%	20.8%	20.3%	20.2%	19.5%	20.2%	21.0%
Tax Rate													
		-220.0%	35.0%	29.9%	13.6%	31.4%	30.8%	27.3%	26.8%	21.9%	22.7%	24.6%	23.9%
Other Data:													
Restructuring and Asset Impairment Charges (after taxes)		135	7	2	173	317	312	(9)	(8)	(3)	39	19	18
Amortization of purchased intangibles (after taxes)		36	52	53	53	194	178	53	54	54	87	248	231
Venezuelan Devaluation (after taxes)		21	-	-	-	21	21	-	-	-	-	-	-
Medicare Subsidy Change (after taxes)		16	-	-	-	16	16	-	-	-	-	-	-
Acquisition related costs (after taxes)		36	14	3	5	58	58	-	-	-	-	-	-
ACS shareholders litigation settlement		-	36	-	-	36	36	-	-	-	-	-	-
Loss on early extinguishment of debt / liability (after taxes)		-	-	-	10	10	10	-	20	-	-	20	20
Fuji Xerox Restructuring (after taxes) (2009 onwards)		22	5	6	5	38	38	11	4	1	3	19	19
Ending Xerox Employment		130,100	130,800	133,200	136,500	136,500	136,500	134,100	133,500	134,200	139,700	139,700	139,700

Note: Certain reclassifications of prior year amounts have been made to conform to the current year presentation.

¹ Amounts include reclassifications for the effects of adopting Fin 46R.

² Amounts include reclassifications for the effects of adopting FAS 160

* Restated for discontinued operations (Paper business only).

*** Restated for discontinued operations, including restatement for the agreement to sell the ITO business as announced in December 2014.

n/m - percent not meaningful

Xerox Financial Model
(unaudited)



(in \$ millions, except per-share data)

	2012 (Restated **)					RESTATED ***	2013 (Restated ***)				
	Q1	Q2	Q3	Q4	FY		Q1	Q2	Q3	Q4	FY
Revenues											
Sales	1,404	1,447	1,373	1,644	5,868	5,827	1,279	1,432	1,352	1,519	5,582
Outsourcing, maintenance and rentals	3,755	3,752	3,715	3,947	15,169	13,997	3,460	3,497	3,415	3,569	13,941
Financing	148	143	160	146	597	597	118	113	133	119	483
Total Revenues	5,307	5,342	5,248	5,737	21,634	20,421	4,857	5,042	4,900	5,207	20,006
Cost of Revenue											
Cost of sales	891	927	884	1,039	3,741	3,701	804	915	851	980	3,550
Cost of outsourcing, maintenance and rentals	2,680	2,616	2,658	2,810	10,764	9,735	2,461	2,429	2,395	2,523	9,808
Cost of financing	53	51	49	45	198	198	43	42	40	38	163
Total Cost of Revenue	3,624	3,594	3,591	3,894	14,703	13,634	3,308	3,386	3,286	3,541	13,521
Gross Profit											
Sales gross profit	513	520	489	605	2,127	2,126	475	517	501	539	2,032
Outsourcing, maintenance and rentals gross profit	1,075	1,136	1,057	1,137	4,405	4,262	999	1,068	1,020	1,046	4,133
Financing gross profit	95	92	111	101	399	399	75	71	93	81	320
Gross Profit	1,683	1,748	1,657	1,843	6,931	6,787	1,549	1,656	1,614	1,666	6,485
Research, development & engineering	173	161	161	160	655	655	155	149	146	153	603
Bad Debt Expense	24	30	22	43	119	119	24	33	27	36	120
Selling, administrative and general exp. (Excl Bad Debts)	1,022	1,024	1,007	1,031	4,084	4,022	1,000	992	974	987	3,953
Total Selling, administrative and general exp.	1,046	1,054	1,029	1,074	4,203	4,141	1,024	1,025	1,001	1,023	4,073
Non-financing interest expense ¹	57	59	56	60	232	229	61	61	59	59	240
Aggregate Exchange (gains) / losses	(1)	1	-	3	3	3	(4)	(3)	1	(1)	(7)
All other, net ²	1	15	1	8	25	25	(41)	1	(22)	(25)	(87)
Total Other, net	57	75	57	71	260	257	16	59	38	33	146
Restructuring and asset impairment charges	20	29	14	91	154	149	(8)	33	35	55	115
Amortization of intangible assets	82	82	82	82	328	301	76	76	77	76	305
Total Costs and Expenses	5,002	4,995	4,934	5,372	20,303	19,137	4,571	4,728	4,583	4,881	18,763
Income before Income Taxes & Equity Income⁽¹⁾	305	347	314	365	1,331	1,284	286	314	317	326	1,243
Income Taxes ¹	75	64	62	70	271	256	46	61	79	67	253
Equity in Net Income (Loss) of Unconsol. Affil.	40	31	34	47	152	152	47	36	43	43	169
Income from Continuing Operations	270	314	286	342	1,212	1,180	287	289	281	302	1,159
Income (loss) from Discontinued Operations, net of tax	6	2	2	1	11	43	13	(12)	10	9	20
Net Income (Loss)	276	316	288	343	1,223	1,223	300	277	291	311	1,179
Less: Net Income attributable to Noncontrolling Interests ²	7	7	6	8	28	28	4	6	5	5	20
Net Income attributable to Xerox Corporation	269	309	282	335	1,195	1,195	296	271	286	306	1,159
Preferred Dividends/	- Basic	6	6	6	24	24	6	6	6	6	24
Other	- Diluted	6	6	6	-	24	6	6	6	-	-
Weighted Average Shares	- Basic	1,337	1,334	1,294	1,249	1,302	1,225	1,230	1,236	1,214	1,225
	- Diluted	1,369	1,366	1,319	1,296	1,329	1,253	1,260	1,259	1,261	1,274
Earnings Per Share	- Basic:										
	Continuing Operations	0.19	0.23	0.21	0.26	0.87	0.23	0.23	0.22	0.24	0.91
	Discontinued Operations	0.01	-	-	-	0.03	0.01	(0.01)	0.01	0.01	0.02
	Total Basic Earnings per Share	0.20	0.23	0.21	0.26	0.90	0.24	0.22	0.23	0.25	0.93
	- Diluted:										
	Continuing Operations	0.19	0.22	0.21	0.26	0.87	0.22	0.22	0.21	0.23	0.89
	Discontinued Operations	-	-	-	-	0.01	0.01	(0.01)	0.01	0.01	0.02
	Total Diluted Earnings per Share	0.19	0.22	0.21	0.26	0.88	0.23	0.21	0.22	0.24	0.91
	- Adjusted (2012 onwards):										
	Adjusted Net Income	313	358	331	385	1,387	330	330	324	344	1,328
	Adjusted Earnings per Share	0.22	0.26	0.25	0.30	1.02	0.26	0.26	0.25	0.27	1.04
	Adjusted Weighted Average Shares	1,396	1,393	1,346	1,296	1,356	1,280	1,287	1,286	1,261	1,274
Key Ratios:											
Gross Margins	- Sales	36.5%	35.9%	35.6%	36.8%	36.5%	37.1%	36.1%	37.1%	35.5%	36.4%
	- Outsourcing/Maintenance/Rentals	28.6%	30.3%	28.5%	28.8%	30.4%	28.9%	30.5%	29.9%	29.3%	29.6%
	- Financing	64.2%	64.3%	69.4%	69.2%	66.8%	63.6%	62.8%	69.9%	68.1%	66.3%
	- Total	31.7%	32.7%	31.6%	32.1%	33.2%	31.9%	32.8%	32.9%	32.0%	32.4%
SAG as a % of Revenue		19.7%	19.7%	19.6%	18.7%	20.3%	21.1%	20.3%	20.4%	19.6%	20.4%
Tax Rate		24.6%	18.4%	19.7%	19.2%	19.9%	16.1%	19.4%	24.9%	20.6%	20.4%
Other Data:											
Amortization of purchased intangibles (after taxes)	50	51	51	51	203	186	47	47	48	47	189
Restructuring and Asset Impairment Charges (after taxes)	13	22	5	58	98	95	(6)	23	26	39	82
Fuji Xerox Restructuring (after taxes) (2009 onwards)	4	6	5	1	16	16	4	1	3	1	9
Ending Xerox Employment	138,300	139,100	146,000	147,600	147,600	147,600	143,200	142,300	141,900	143,100	143,100

Note: Certain reclassifications of prior year amounts have been made to conform to the current year presentation.

¹ Amounts include reclassifications for the effects of adopting Fin 46R.

² Amounts include reclassifications for the effects of adopting FAS 160.

** Restated for discontinued operations, excluding restatement for the agreement to sell the ITO business as announced in December 2014.

*** Restated for discontinued operations, including restatement for the agreement to sell the ITO business as announced in December 2014.

n/m - percent not meaningful

Xerox Financial Model
(unaudited)



(in \$ millions, except per-share data)

		2014				
		Q1 ***	Q2 ***	Q3 ***	Q4 ***	FY ***
Revenues						
Sales		1,257	1,342	1,275	1,414	5,288
Outsourcing, maintenance and rentals		3,414	3,501	3,424	3,526	13,865
Financing		100	98	96	93	387
Total Revenues		4,771	4,941	4,795	5,033	19,540
Cost of Revenue						
Cost of sales		778	832	774	885	3,269
Cost of outsourcing, maintenance and rentals		2,454	2,488	2,444	2,499	9,885
Cost of financing		36	36	35	33	140
Total Cost of Revenue		3,268	3,356	3,253	3,417	13,294
Gross Profit						
Sales gross profit		479	510	501	529	2,019
Outsourcing, maintenance and rentals gross profit		960	1,013	980	1,027	3,980
Financing gross profit		64	62	61	60	247
Gross Profit		1,503	1,585	1,542	1,616	6,246
Research, development & engineering		145	143	139	150	577
Bad Debt Expense		14	22	18	(1)	53
Selling, administrative and general exp. (Excl Bad Debts)		931	937	924	943	3,735
Total Selling, administrative and general exp.		945	959	942	942	3,788
Non-financing interest expense		63	60	56	58	237
Aggregate Exchange losses / (gains)		1	(1)	-	5	5
All other, net		(25)	6	15	(6)	(10)
Total Other, net		39	65	71	57	232
Restructuring and asset impairment charges		26	39	27	36	128
Amortization of intangible assets		77	78	77	83	315
Total Costs and Expenses		4,500	4,640	4,509	4,685	18,334
Income (Loss) before Income Taxes & Equity Income		271	301	286	348	1,206
Income Taxes		42	73	66	34	215
Equity in Net Income of Unconsol. Affil.		42	33	44	41	160
Income (Loss) from Continuing Operations		271	261	264	355	1,151
Income (loss) from discontinued operations, net of tax		15	11	8	(149)	(115)
Net Income (Loss)		286	272	272	206	1,036
Less: Net Income attributable to Noncontrolling Interests		5	6	6	6	23
Net Income (Loss) Attributable to Xerox Corporation		281	266	266	200	1,013
Preferred Dividends/		6	6	6	6	24
Other		6	6	6	-	-
Weighted Average Shares		1,179	1,161	1,149	1,129	1,154
		1,198	1,181	1,165	1,171	1,199
Earnings Per Share						
- Basic:						
Continuing operations		0.22	0.21	0.22	0.30	0.96
Discontinued operations		0.01	0.01	0.01	(0.13)	(0.10)
Total Basic Earnings (Loss) per Share		0.23	0.22	0.23	0.17	0.86
- Diluted:						
Continuing operations		0.22	0.21	0.21	0.30	0.94
Discontinued operations		0.01	0.01	0.01	(0.13)	(0.09)
Total Diluted Earnings (Loss) per Share		0.23	0.22	0.22	0.17	0.85
- Adjusted (2012 onwards):						
Adjusted Net Income		314	303	306	357	1,280
Adjusted Earnings per Share		0.26	0.25	0.26	0.31	1.07
Adjusted Weighted Average Shares		1,225	1,208	1,192	1,171	1,199
Key Ratios:						
Gross Margins						
- Sales		38.1%	38.0%	39.3%	37.4%	38.2%
- Outsourcing/Maintenance/Rentals		28.1%	28.9%	28.6%	29.1%	28.7%
- Financing		64.0%	63.3%	63.5%	64.5%	63.8%
- Total		31.5%	32.1%	32.2%	32.1%	32.0%
SAG as a % of Revenue		19.8%	19.4%	19.6%	18.7%	19.4%
Tax Rate		15.5%	24.3%	23.1%	9.8%	17.8%
Adjusted Effective Tax Rate		20.4%	27.2%	26.2%	25.3%	24.9%
Other Data:						
Amortization of purchased intangibles (after taxes)		48	48	48	52	196
Restructuring and Asset Impairment Charges (after taxes)		21	25	19	26	91
Fuji Xerox Restructuring (after taxes)		3	(1)	1	-	3
Ending Xerox Employment		141,400	142,400	144,500	147,500	147,500

Note: Certain reclassifications of prior year amounts have been made to conform to the current year presentation.

*** Restated for discontinued operations, including restatement for the agreement to sell the ITO business as announced in December 2014.

*** Restated for change in accounting guidance for taxes on Equity Investments in December 2014.

Xerox Financial Model
(unaudited)

(in \$ millions, except per-share data)



	2015					2015 Adjusted *		2016			
	Q1	Q2	Q3	Q4	FY	Q3	FY	Q1	Q2	Q3	September YTD
Revenues											
Sales	1,126	1,224	1,150	1,248	4,748	1,150	4,748	1,021	1,145	1,076	3,242
Outsourcing, maintenance and rentals	3,253	3,279	3,098	3,321	12,951	3,214	13,067	3,177	3,158	3,053	9,388
Financing	90	87	85	84	346	85	346	83	82	83	248
Total Revenues	4,469	4,590	4,333	4,653	18,045	4,449	18,161	4,281	4,385	4,212	12,874
Cost of Revenue											
Cost of sales	674	776	721	790	2,961	721	2,961	624	707	657	1,988
Cost of outsourcing, maintenance and rentals	2,368	2,356	2,592	2,375	9,691	2,319	9,418	2,344	2,279	2,216	6,839
Cost of financing	33	32	33	32	130	33	130	33	32	32	97
Total Cost of Revenue	3,075	3,164	3,346	3,197	12,782	3,073	12,509	3,001	3,018	2,905	8,924
Gross Profit											
Sales gross profit	452	448	429	458	1,787	429	1,787	397	438	419	1,254
Outsourcing, maintenance and rentals gross profit	885	923	506	946	3,260	895	3,649	833	879	837	2,549
Financing gross profit	57	55	52	52	216	52	216	50	50	51	151
Gross Profit	1,394	1,426	987	1,456	5,263	1,376	5,652	1,280	1,367	1,307	3,954
Research, development & engineering	141	142	135	145	563	135	563	134	128	126	388
Bad Debt Expense	20	15	12	6	53	12	53	14	11	13	38
Selling, administrative and general exp. (Excl Bad Debts)	895	891	843	877	3,506	843	3,506	868	851	814	2,533
Total Selling, administrative and general exp.	915	906	855	883	3,559	855	3,559	882	862	827	2,571
Non-financing interest expense	56	56	55	56	223	55	223	55	49	49	153
Aggregate Exchange losses / (gains)	6	(5)	3	2	6	3	6	4	(3)	3	4
All other, net	(16)	17	15	(12)	4	15	4	(2)	9	4	11
Total Other, net	46	68	73	46	233	73	233	57	55	56	168
Separation costs	-	-	-	-	-	-	-	8	28	39	75
Restructuring and related costs	14	157	20	(5)	186	20	186	126	71	32	229
Amortization of intangible assets	77	79	77	77	310	77	310	89	78	77	244
Total Costs and Expenses	4,268	4,516	4,506	4,343	17,633	4,233	17,360	4,297	4,240	4,062	12,599
Income (Loss) before Income Taxes & Equity Income	201	74	(173)	310	412	216	801	(16)	145	150	279
Income Taxes	39	(9)	(105)	52	(23)	43	125	(15)	9	5	(1)
Equity in Net Income of Unconsol. Affil.	34	29	40	32	135	40	135	37	22	39	98
Income (Loss) from Continuing Operations	196	112	(28)	290	570	213	811	36	158	184	378
Income (loss) from discontinued operations, net of tax	34	(95)	(3)	(14)	(78)	(3)	(78)	-	-	-	-
Net Income (Loss)	230	17	(31)	276	492	210	733	36	158	184	378
Less: Net Income attributable to Noncontrolling Interests	5	5	3	5	18	3	18	2	3	3	8
Net Income (Loss) Attributable to Xerox Corporation	225	12	(34)	271	474	207	715	34	155	181	370
Preferred Dividends/ Other	- Basic - Diluted	6 6	6 6	6 -	24 24			6 6	6 6	6 6	18 18
Weighted Average Shares	- Basic - Diluted	1,110 1,127	1,088 1,105	1,045 1,045	1,013 1,046	1,065 1,076		1,013 1,021	1,013 1,022	1,014 1,025	1,013 1,022
Earnings Per Share	- Basic: Continuing operations Discontinued operations Total Basic Earnings (Loss) per Share - Diluted: Continuing operations Discontinued operations Total Diluted Earnings (Loss) per Share - Adjusted (2012 onwards): Adjusted Net Income** Adjusted Earnings per Share** Adjusted Weighted Average Shares**	0.17 0.03 0.20 0.16 0.03 0.19 278 0.24 1,154	0.09 (0.08) 0.01 0.09 (0.08) 0.01 264 0.23 1,132	(0.04) - (0.04) (0.04) - (0.04) 289 0.27 1,078	0.28 (0.02) 0.26 0.27 (0.01) 0.26 346 0.33 1,046	0.50 (0.08) 0.42 0.49 (0.07) 0.42 1,177 1.07 1,103		0.03 - 0.03 0.03 - 0.03 231 0.22 1,021	0.15 - 0.15 0.15 - 0.15 311 0.30 1,049	0.17 - 0.17 0.17 - 0.17 286 0.27 1,052	0.35 - 0.35 0.34 - 0.34 828 0.79 1,049
Key Ratios:											
Gross Margins	- Sales - Outsourcing/Maintenance/Rentals - Financing - Total	40.1% 27.2% 63.3% 31.2%	36.6% 28.1% 63.2% 31.1%	37.3% 16.3% 61.2% 22.8%	36.7% 28.5% 61.9% 31.3%	37.6% 25.2% 62.4% 29.2%		38.9% 26.2% 60.2% 29.9%	38.3% 27.8% 61.0% 31.2%	38.9% 27.4% 61.4% 31.0%	38.7% 27.2% 60.9% 30.7%
SAG as a % of Revenue		20.5%	19.7%	19.7%	19.0%	19.7%		20.6%	19.7%	19.6%	20.0%
Tax Rate		19.4%	-12.2%	60.7%	16.8%	-5.6%		93.8%	6.2%	3.3%	-0.4%
Adjusted Effective Tax Rate		25.7%	25.3%	27.2%	23.2%	25.2%		22.5%	17.8%	25.3%	21.7%
Non-GAAP Adjustments:											
Restructuring and related costs	14	157	20	(5)	186			126	71	32	229
HE Charge	-	-	389	-	389			-	-	-	-
Amortization of purchased intangibles	77	79	77	77	310			89	78	77	244
Non-service retirement-related costs	42	10	30	34	116			46	32	34	112
Separation costs	-	-	-	-	-			8	28	39	75
Fuji Xerox Restructuring	1	1	2	-	4			-	1	2	3
Tax on adjusted items	(47)	(90)	(198)	(45)	(380)			(72)	(54)	(79)	(205)
Ending Xerox Employment	145,600	135,800	140,800	143,600	143,600			135,300	131,800	131,800	131,800

* Adjusted for the Health Enterprise charge.

** Revised to conform to change in reporting methodology to exclude non-service retirement-related costs and the impairment related to the Q3 2015 Health Enterprise business write-off.

**Xerox Financial Model - Non-GAAP basis
(unaudited)**



(in \$ millions, except per-share data)

	2015 ¹					2016			
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	September YTD
Revenues									
Sales	1,126	1,224	1,150	1,248	4,748	1,021	1,145	1,076	3,242
Outsourcing, maintenance and rentals	3,253	3,279	3,214	3,321	13,067	3,177	3,158	3,053	9,388
Financing	90	87	85	84	346	83	82	83	248
Total Revenues	4,469	4,590	4,449	4,653	18,161	4,281	4,385	4,212	12,878
Cost of Revenue									
Cost of sales	671	775	720	788	2,954	621	706	654	1,981
Cost of outsourcing, maintenance and rentals	2,355	2,353	2,310	2,364	9,382	2,330	2,268	2,206	6,804
Cost of financing	33	32	33	32	130	33	32	32	97
Total Cost of Revenue	3,059	3,160	3,063	3,184	12,466	2,984	3,006	2,892	8,882
Gross Profit									
Sales gross profit	455	449	430	460	1,794	400	439	422	1,261
Outsourcing, maintenance and rentals gross profit	898	926	904	957	3,685	847	890	847	2,584
Financing gross profit	57	55	52	52	216	50	50	51	151
Gross Profit	1,410	1,430	1,386	1,469	5,695	1,297	1,379	1,320	3,996
Research, development & engineering	134	141	129	140	544	126	122	119	367
Bad Debt Expense	20	15	12	6	53	14	11	13	38
Selling, administrative and general exp. (Excl Bad Debts)	876	886	829	861	3,452	847	837	800	2,484
Total Selling, administrative and general exp.	896	901	841	867	3,505	861	848	813	2,522
Non-financing interest expense	56	56	55	56	223	55	49	49	153
Aggregate Exchange losses / (gains)	6	(5)	3	2	6	4	(3)	3	4
All other, net	(16)	17	15	(12)	4	(2)	9	4	11
Total Other, net	46	68	73	46	233	57	55	56	168
Total Costs and Expenses	4,135	4,270	4,106	4,237	16,748	4,028	4,031	3,880	11,939
Income before Income Taxes & Equity Income	334	320	343	416	1,413	253	354	332	939
Income Taxes	86	81	93	97	357	57	63	84	204
Equity in Net Income of Unconsol. Affil.	35	30	42	32	139	37	23	41	101
Income from Continuing Operations	283	269	292	351	1,195	233	314	289	836
Income (loss) from discontinued operations, net of tax	34	(95)	(3)	(14)	(78)	-	-	-	-
Net Income	317	174	289	337	1,117	233	314	289	836
Less: Net Income attributable to Noncontrolling Interests	5	5	3	5	18	2	3	3	8
Net Income Attributable to Xerox Corporation	312	169	286	332	1,099	231	311	286	828
Key Ratios:									
Gross Margins									
- Sales	40.4%	36.7%	37.4%	36.9%	37.8%	39.2%	38.3%	39.2%	38.9%
- Outsourcing/Maintenance/Rentals	27.6%	28.2%	28.1%	28.8%	28.2%	26.7%	28.2%	27.7%	27.5%
- Financing	63.3%	63.2%	61.2%	61.9%	62.4%	60.2%	61.0%	61.4%	60.9%
- Total	31.6%	31.2%	31.2%	31.6%	31.4%	30.3%	31.4%	31.3%	31.0%
SAG as a % of Revenue	20.0%	19.6%	18.9%	18.6%	19.3%	20.1%	19.3%	19.3%	19.6%
Adjusted Effective Tax Rate	25.7%	25.3%	27.1%	23.3%	25.3%	22.5%	17.8%	25.3%	21.7%

¹ Revised to conform to change in reporting methodology to exclude non-service retirement-related costs and the impairment related to the Q3 2015 Health Enterprise business write-off.

Xerox Corporation Business Segment Performance
(unaudited)



(in \$ millions)

	2007					2008					2009				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Revenues															
Production	1,194	1,281	1,286	1,554	5,315	1,271	1,337	1,272	1,357	5,237	833	850	865	928	3,476
Office	2,105	2,327	2,384	2,657	9,473	2,447	2,526	2,446	2,409	9,828	2,335	2,476	2,399	2,857	10,067
Other	537	600	632	671	2,440	617	670	652	604	2,543	386	405	411	434	1,636
Total Revenues	3,836	4,208	4,302	4,882	17,228	4,335	4,533	4,370	4,370	17,608	3,554	3,731	3,675	4,219	15,179
Segment Profit (Loss)															
Production	119	111	126	206	562	101	87	83	123	394	31	61	58	81	231
Office	259	267	259	330	1,115	265	279	260	258	1,062	166	248	234	301	949
Other	(10)	(21)	(12)	(4)	(47)	(27)	(3)	(32)	(49)	(111)	(95)	(80)	(88)	(79)	(342)
Segment Profit (Loss)	368	357	373	532	1,630	339	363	311	332	1,345	102	229	204	303	838
Segment Margin															
Production	10.0%	8.7%	9.8%	13.3%	10.6%	7.9%	6.5%	6.5%	9.1%	7.5%	3.7%	7.2%	6.7%	8.7%	6.6%
Office	12.3%	11.5%	10.9%	12.4%	11.8%	10.8%	11.0%	10.6%	10.7%	10.8%	7.1%	10.0%	9.8%	10.5%	9.4%
Other	(1.9%)	(3.5%)	(1.9%)	(0.6%)	(1.9%)	(4.4%)	(0.4%)	(4.9%)	(8.1%)	(4.4%)	(24.6%)	(19.8%)	(21.4%)	(18.2%)	(20.9%)
Segment Margin	9.6%	8.5%	8.7%	10.9%	9.5%	7.8%	8.0%	7.1%	7.6%	7.6%	2.9%	6.1%	5.6%	7.2%	5.5%

	2004					2005					2006				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Revenues															
Production	1,094	1,122	1,067	1,307	4,590	1,072	1,125	1,058	1,285	4,540	1,035	1,134	1,088	1,322	4,579
Office	1,857	1,869	1,819	2,082	7,627	1,829	1,914	1,848	2,027	7,618	1,804	1,927	1,849	2,045	7,625
Developing Markets	420	417	406	464	1,707	412	440	446	514	1,812	436	469	478	555	1,938
Other	456	445	424	473	1,798	458	442	407	424	1,731	420	447	429	457	1,753
Total Revenues	3,827	3,853	3,716	4,326	15,722	3,771	3,921	3,759	4,250	15,701	3,695	3,977	3,844	4,379	15,895
Memo: Color Revenues	957	1,025	975	1,231	4,188	1,097	1,200	1,189	1,443	4,929	1,214	1,364	1,379	1,621	5,578
Segment Profit (Loss)															
Production	82	122	105	202	511	101	79	73	174	427	67	88	73	175	403
Office	169	187	182	241	779	192	173	189	265	819	160	213	183	276	832
Developing Markets	19	6	4	6	35	10	19	18	17	64	17	34	28	45	124
Other	(32)	17	(43)	(67)	(125)	109	66	(14)	(10)	151	13	(3)	25	37	72
Segment Profit (Loss)	238	332	248	382	1,200	412	337	266	446	1,461	257	332	309	533	1,431
Segment Margin															
Production	7.5%	10.9%	9.8%	15.5%	11.1%	9.4%	7.0%	6.9%	13.5%	9.4%	6.5%	7.8%	6.7%	13.2%	8.8%
Office	9.1%	10.0%	10.0%	11.6%	10.2%	10.5%	9.0%	10.2%	13.1%	10.8%	8.9%	11.1%	9.9%	13.5%	10.9%
Developing Markets	4.5%	1.4%	1.0%	1.3%	2.1%	2.4%	4.3%	4.0%	3.3%	3.5%	3.9%	7.2%	5.9%	8.1%	6.4%
Other	(7.0%)	3.8%	(10.1%)	(14.2%)	(7.0%)	23.8%	14.9%	(3.4%)	(2.4%)	8.7%	3.1%	(0.7%)	5.8%	8.1%	4.1%
Segment Margin	6.2%	8.6%	6.7%	8.8%	7.6%	10.9%	8.6%	7.1%	10.5%	9.3%	7.0%	8.3%	8.0%	12.2%	9.0%

Note: Certain reclassifications of prior year amounts have been made to conform to the current year presentation.

Xerox Corporation Business Segment Performance
(unaudited)



(in \$ millions)	2012					2012 Adjusted	2013 ³				
	Q1 ²	Q2 ²	Q3 ²	Q4 ²	FY ²	FY ²	Q1	Q2	Q3	Q4	FY
Revenues											
Services	2,810	2,795	2,836	3,043	11,484	10,271	2,584	2,613	2,596	2,686	10,479
Document Technology	2,338	2,370	2,259	2,495	9,462	9,462	2,135	2,263	2,159	2,351	8,908
Other	159	177	153	199	688	688	138	166	145	170	619
Total Revenues	5,307	5,342	5,248	5,737	21,634	20,421	4,857	5,042	4,900	5,207	20,006
Segment Profit (Loss)											
Services	263	298	269	343	1,173	1,091	250	276	268	261	1,055
Document Technology	245	268	245	307	1,065	1,065	186	245	260	273	964
Other	(57)	(71)	(65)	(64)	(257)	(254)	(68)	(61)	(54)	(34)	(217)
Segment Profit (Loss)	451	495	449	586	1,981	1,902	368	460	474	500	1,802
Segment Margin											
Services	9.4%	10.7%	9.5%	11.3%	10.2%	10.6%	9.7%	10.6%	10.3%	9.7%	10.1%
Document Technology	10.5%	11.3%	10.8%	12.3%	11.3%	11.3%	8.7%	10.8%	12.0%	11.6%	10.8%
Other	(35.8%)	(40.1%)	(42.5%)	(32.2%)	(37.4%)	(36.9%)	(49.3%)	(36.7%)	(37.2%)	(20.0%)	(35.1%)
Segment Margin	8.5%	9.3%	8.6%	10.2%	9.2%	9.3%	7.6%	9.1%	9.7%	9.6%	9.0%

(in \$ millions)	2010					2011 ¹				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Revenues										
Services	1,843	2,529	2,554	2,711	9,637	2,584	2,672	2,717	2,864	10,837
Document Technology	2,483	2,555	2,466	2,845	10,349	2,495	2,552	2,500	2,712	10,259
Other	395	424	408	420	1,647	197	200	189	218	804
Total Revenues	4,721	5,508	5,428	5,976	21,633	5,276	5,424	5,406	5,794	21,900
Segment Profit (Loss)										
Services	203	319	286	324	1,132	266	322	323	296	1,207
Document Technology	233	273	247	332	1,085	266	300	258	316	1,140
Other	(104)	(93)	(79)	(66)	(342)	(74)	(82)	(93)	(36)	(285)
Segment Profit (Loss)	332	499	454	590	1,875	458	540	488	576	2,062
Segment Margin										
Services	11.0%	12.6%	11.2%	12.0%	11.7%	10.3%	12.1%	11.9%	10.3%	11.1%
Document Technology	9.4%	10.7%	10.0%	11.7%	10.5%	10.7%	11.8%	10.3%	11.7%	11.1%
Other	(26.3%)	(21.9%)	(19.4%)	(15.7%)	(20.8%)	(37.6%)	(41.0%)	(49.2%)	(16.5%)	(35.4%)
Segment Margin	7.0%	9.1%	8.4%	9.9%	8.7%	8.7%	10.0%	9.0%	9.9%	9.4%

Note: Certain reclassifications of prior year amounts have been made to conform to the current year presentation.

¹ Restated for discontinued operations (Paper business only).

² Restated for discontinued operations, excluding restatement for the agreement to sell the ITO business as announced in December 2014.

³ Restated for discontinued operations, including restatement for the agreement to sell the ITO business as announced in December 2014.

Xerox Corporation Business Segment Performance
(unaudited)



(in \$ millions)	2014					2014 Adjusted	2015 ²					2015 Adjusted ³		2016			
	Q1 ¹	Q2 ¹	Q3 ¹	Q4	FY	FY ²	Q1	Q2	Q3	Q4	FY	Q3	FY	Q1	Q2	Q3	September YTD
Revenues																	
Services	2,585	2,651	2,623	2,725	10,584	10,338	2,467	2,526	2,367	2,602	9,962	2,483	10,078	2,482	2,470	2,398	7,350
Document Technology	2,044	2,126	2,029	2,159	8,358	8,358	1,830	1,880	1,778	1,877	7,365	1,778	7,365	1,639	1,752	1,626	5,017
Other	142	164	143	149	598	844	172	184	188	174	718	188	718	160	163	188	511
Total Revenues	4,771	4,941	4,795	5,033	19,540	19,540	4,469	4,590	4,333	4,653	18,045	4,449	18,161	4,281	4,385	4,212	12,878
Segment Profit (Loss)																	
Services	222	226	240	268	956	893	187	181	(196)	252	424	193	813	190	236	226	652
Document Technology	249	306	284	310	1,149	1,204	232	235	248	245	960	248	960	167	221	213	601
Other	(50)	(75)	(82)	(65)	(272)	(185)	(47)	(62)	(55)	(46)	(210)	(55)	(210)	(66)	(80)	(65)	(211)
Segment Profit (Loss)	421	457	442	513	1,833	1,912	372	354	(3)	451	1,174	386	1,563	291	377	374	1,042
Segment Margin																	
Services	8.6%	8.5%	9.1%	9.8%	9.0%	8.6%	7.6%	7.2%	(8.3%)	9.7%	4.3%	7.8%	8.1%	7.7%	9.6%	9.4%	8.9%
Document Technology	12.2%	14.4%	14.0%	14.4%	13.7%	14.4%	12.7%	12.5%	13.9%	13.1%	13.0%	13.9%	13.0%	10.2%	12.6%	13.1%	12.0%
Other	(35.2%)	(45.7%)	(57.3%)	(43.6%)	(45.5%)	(21.9%)	(27.3%)	(33.7%)	(29.3%)	(26.4%)	(29.2%)	(29.3%)	(29.2%)	(41.3%)	(49.1%)	(34.6%)	(41.3%)
Segment Margin	8.8%	9.2%	9.2%	10.2%	9.4%	9.8%	8.3%	7.7%	(0.1%)	9.7%	6.5%	8.7%	8.6%	6.8%	8.6%	8.9%	8.1%

Note: Certain reclassifications of prior year amounts have been made to conform to the current year presentation.

¹ Restated for discontinued operations, including restatement for the agreement to sell the ITO business as announced in December 2014.

² Revised to exclude non-service retirement-related costs and to transfer the Educations/Student Loan business from the Services segment to the Other segment.

³ Adjusted for the Health Enterprise charge.