

Xerox Financial Model  
(unaudited)



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

	1997	1998	1999	2000	2001				
	FY	FY	FY	FY	Q1	Q2	Q3	Q4	FY
<b>Revenues</b>									
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
<b>Total Revenues</b>	<b>17,457</b>	<b>18,777</b>	<b>18,995</b>	<b>18,751</b>	<b>4,291</b>	<b>4,283</b>	<b>4,052</b>	<b>4,382</b>	<b>17,008</b>
<b>Cost of Revenue</b>									
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
<b>Total Cost of Revenue</b>			<b>10,964</b>	<b>11,731</b>	<b>2,784</b>	<b>2,598</b>	<b>2,512</b>	<b>2,552</b>	<b>10,446</b>
<b>Gross Profit</b>									
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
<b>Gross Profit</b>			<b>8,031</b>	<b>7,202</b>	<b>1,507</b>	<b>1,685</b>	<b>1,540</b>	<b>1,830</b>	<b>6,562</b>
<b>Research, development &amp; engineering</b>	<b>1,080</b>	<b>1,045</b>	<b>1,020</b>	<b>1,064</b>	<b>266</b>	<b>268</b>	<b>274</b>	<b>250</b>	<b>1,058</b>
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
<b>Total Selling, administrative and general exp.</b>	<b>5,196</b>	<b>5,314</b>	<b>5,204</b>	<b>5,518</b>	<b>1,149</b>	<b>1,220</b>	<b>1,175</b>	<b>1,184</b>	<b>4,728</b>
Non-financing interest expense <sup>1</sup>			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 <sup>2</sup>			89	34	(35)	(7)	15	9	(17)
<b>Total Other, net</b>			<b>575</b>	<b>588</b>	<b>79</b>	<b>169</b>	<b>147</b>	<b>115</b>	<b>510</b>
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	-	-	-	-	-
<b>Total Costs and Expenses</b>			<b>17,775</b>	<b>19,182</b>	<b>3,638</b>	<b>4,550</b>	<b>4,171</b>	<b>4,321</b>	<b>16,680</b>
<b>Income (Loss) before Income Taxes (Benefits), Equity Income, Cumulative Effect of Change in Accounting Principle and Noncontrolling Interests</b>			1,220	(431)	653	(267)	(119)	61	328
Income Taxes (benefits) <sup>1</sup>			424	(92)	432	(129)	(50)	220	473
Equity in Net Income of Unconsol. Affil.			48	66	3	31	-	19	53
<b>Income(Loss) from Continuing Operations before Cumulative effect of change in accounting principle and Noncontrolling Interests</b>	893	23	844	(273)	224	(107)	(69)	(140)	(92)
<b>Cumulative effect of change in accounting principle, net of tax Discontinued Ops, net</b>	-	(190)	-	-	(2)	-	-	-	(2)
<b>Net Income (Loss)</b>	<b>893</b>	<b>(167)</b>	<b>844</b>	<b>(273)</b>	<b>222</b>	<b>(107)</b>	<b>(69)</b>	<b>(140)</b>	<b>(94)</b>
<b>Less: Net Income attributable to Noncontrolling Interests <sup>2</sup></b>					<<Data not available>>				
<b>Net Income (Loss) attributable to Xerox Corporation</b>	<b>893</b>	<b>(167)</b>	<b>844</b>	<b>(273)</b>	<b>222</b>	<b>(107)</b>	<b>(69)</b>	<b>(140)</b>	<b>(94)</b>
<b>Preferred Dividends/ Other</b>				(46)	(12)	-	-	-	(12)
<b>Adjusted Average Shares</b>				668	680	701	718	722	704
<b>Earnings Per Share</b>				668	782	701	718	722	704
- Basic	1.30	(0.32)	1.20	(0.48)	0.31	(0.15)	(0.10)	(0.19)	(0.15)
- Diluted	1.24	(0.32)	1.17	(0.48)	0.28	(0.15)	(0.10)	(0.19)	(0.15)
<b>Key Ratios:</b>									
<b>Gross Margins</b>									
- Sales	39.5%	40.5%	37.2%	31.2%	27.0%	30.6%	28.4%	38.6%	31.3%
- Service/Outsourcing/Rentals	48.4%	46.6%	44.7%	41.1%	39.5%	44.7%	42.9%	41.6%	42.2%
- Financing	58.6%	58.2%	63.0%	57.1%	55.5%	56.3%	60.8%	65.8%	59.5%
- Total	44.8%	44.3%	42.3%	37.4%	35.1%	39.3%	38.0%	41.8%	38.6%
<b>SAG as a % of Revenue</b>	29.8%	28.3%	27.4%	29.4%	26.8%	28.5%	29.0%	27.0%	27.8%
<b>Tax Rate</b>			34.6%	19.1%	65.7%	49.2%	42.9%	266.3%	126.1%
<b>Other Data:</b>									
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)				-	-	-	-	-	-
<b>Ending Xerox Employment</b>	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.

<sup>1</sup> Amounts include reclassifications for the effects of adopting Fin 46R.

<sup>2</sup> Amounts include reclassifications for the effects of adopting FAS 160

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

	2002					2003				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
<b>Revenues</b>										
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
<b>Total Revenues</b>	<b>3,858</b>	<b>3,952</b>	<b>3,793</b>	<b>4,246</b>	<b>15,849</b>	<b>3,757</b>	<b>3,920</b>	<b>3,732</b>	<b>4,292</b>	<b>15,701</b>
<b>Cost of Revenue</b>										
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
<b>Total Cost of Revenue</b>	<b>2,263</b>	<b>2,249</b>	<b>2,189</b>	<b>2,364</b>	<b>9,065</b>	<b>2,171</b>	<b>2,237</b>	<b>2,166</b>	<b>2,441</b>	<b>9,015</b>
<b>Gross Profit</b>										
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
<b>Gross Profit</b>	<b>1,595</b>	<b>1,703</b>	<b>1,604</b>	<b>1,882</b>	<b>6,784</b>	<b>1,586</b>	<b>1,683</b>	<b>1,566</b>	<b>1,851</b>	<b>6,686</b>
<b>Research, development &amp; engineering</b>	<b>243</b>	<b>263</b>	<b>239</b>	<b>235</b>	<b>980</b>	<b>247</b>	<b>246</b>	<b>240</b>	<b>229</b>	<b>962</b>
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
<b>Total Selling, administrative and general exp.</b>	<b>1,169</b>	<b>1,110</b>	<b>1,023</b>	<b>1,135</b>	<b>4,437</b>	<b>1,020</b>	<b>1,089</b>	<b>1,028</b>	<b>1,112</b>	<b>4,249</b>
Non-financing interest expense <sup>1</sup>	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 <sup>2</sup>	(23)	8	(15)	15	(15)	302	66	8	(71)	305
<b>Total Other, net</b>	<b>137</b>	<b>155</b>	<b>133</b>	<b>168</b>	<b>593</b>	<b>458</b>	<b>202</b>	<b>156</b>	<b>60</b>	<b>876</b>
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	-	-	-	-	-	-	-	-	-	-
<b>Total Costs and Expenses</b>	<b>3,958</b>	<b>3,830</b>	<b>3,647</b>	<b>4,310</b>	<b>15,745</b>	<b>3,904</b>	<b>3,810</b>	<b>3,589</b>	<b>3,962</b>	<b>15,265</b>
<b>Income (Loss) before Income Taxes (Benefits),</b>										
<b>Equity Income, Cumulative Effect of Change in Accounting Principle and Noncontrolling Interests</b>	(100)	122	146	(64)	104	(147)	110	143	330	436
Income Taxes (benefits) <sup>1</sup>	(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
<b>Income(Loss) from Continuing Operations before</b>										
<b>Cumulative effect of change in accounting principle and Noncontrolling Interests</b>	(51)	87	99	19	154	(66)	86	118	222	360
<b>Cumulative effect of change in accounting principle, net of tax</b>	(63)	-	-	-	(63)	-	-	-	-	-
<b>Net Income (Loss)</b>	<b>(114)</b>	<b>87</b>	<b>99</b>	<b>19</b>	<b>91</b>	<b>(66)</b>	<b>86</b>	<b>118</b>	<b>222</b>	<b>360</b>
<b>Less: Net Income attributable to Noncontrolling Interests <sup>2</sup></b>						<<Data not available>>				
<b>Net Income (Loss) attributable to Xerox Corporation</b>	<b>(114)</b>	<b>87</b>	<b>99</b>	<b>19</b>	<b>91</b>	<b>(66)</b>	<b>86</b>	<b>118</b>	<b>222</b>	<b>360</b>
<b>Preferred Dividends/</b>	- Basic	-	(63)	(10)	(73)	(10)	(11)	(25)	(25)	(71)
<b>Other</b>	- Diluted	-	13	(63)	(10)	(73)	(10)	(11)	(25)	(65)
<b>Adjusted Average Shares</b>	- Basic	726	728	734	737	731	742	747	792	769
	- Diluted	726	913	825	820	807	742	808	851	828
<b>Earnings Per Share</b>	- Basic	(0.16)	0.12	0.05	0.01	0.02	(0.10)	0.10	0.12	0.38
	- Diluted	(0.16)	0.11	0.04	0.01	0.02	(0.10)	0.09	0.11	0.36
<b>Key Ratios:</b>										
<b>Gross Margins</b>	- Sales	36.2%	40.2%	36.7%	39.4%	38.2%	37.6%	38.1%	36.5%	38.2%
	- Service/Outsourcing/Rentals	42.3%	43.4%	45.1%	47.3%	44.5%	43.2%	44.5%	43.8%	44.3%
	- Financing	65.2%	59.6%	56.7%	57.7%	59.9%	63.3%	63.4%	63.5%	63.7%
	- Total	41.3%	43.1%	42.3%	44.3%	42.8%	42.2%	42.9%	42.0%	42.6%
<b>SAG as a % of Revenue</b>		30.3%	28.1%	27.0%	26.7%	28.0%	27.1%	27.8%	27.5%	27.1%
<b>Tax Rate</b>		37.7%	37.7%	37.7%	37.7%	37.7%	37.7%	37.7%	37.7%	37.7%
<b>Other Data:</b>										
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
<b>Ending Xerox Employment</b>	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.

<sup>1</sup> Amounts include reclassifications for the effects of adopting Fin 46R.

<sup>2</sup> Amounts include reclassifications for the effects of adopting FAS 160

Xerox Financial Model  
(unaudited)



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

	2004					2005				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
<b>Revenues</b>										
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
<b>Total Revenues</b>	<b>3,827</b>	<b>3,853</b>	<b>3,716</b>	<b>4,326</b>	<b>15,722</b>	<b>3,771</b>	<b>3,921</b>	<b>3,759</b>	<b>4,250</b>	<b>15,701</b>
<b>Cost of Revenue</b>										
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
<b>Total Cost of Revenue</b>	<b>2,274</b>	<b>2,220</b>	<b>2,137</b>	<b>2,554</b>	<b>9,185</b>	<b>2,195</b>	<b>2,336</b>	<b>2,206</b>	<b>2,491</b>	<b>9,228</b>
<b>Gross Profit</b>										
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
<b>Gross Profit</b>	<b>1,553</b>	<b>1,633</b>	<b>1,579</b>	<b>1,772</b>	<b>6,537</b>	<b>1,576</b>	<b>1,585</b>	<b>1,553</b>	<b>1,759</b>	<b>6,473</b>
<b>Research, development &amp; engineering</b>										
	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
<b>Total Selling, administrative and general exp.</b>	<b>1,036</b>	<b>1,050</b>	<b>1,036</b>	<b>1,081</b>	<b>4,203</b>	<b>1,009</b>	<b>1,046</b>	<b>1,011</b>	<b>1,044</b>	<b>4,110</b>
Non-financing interest expense <sup>1</sup>	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 <sup>2</sup>	(25)	(61)	3	(21)	(104)	(120)	(87)	140	2	(65)
<b>Total Other, net</b>	<b>87</b>	<b>50</b>	<b>123</b>	<b>109</b>	<b>369</b>	<b>(34)</b>	<b>(21)</b>	<b>205</b>	<b>59</b>	<b>209</b>
Restructuring and asset impairment charges	6	33	23	24	86	85	194	17	70	366
<b>Total Costs and Expenses</b>	<b>3,625</b>	<b>3,581</b>	<b>3,553</b>	<b>3,998</b>	<b>14,757</b>	<b>3,480</b>	<b>3,797</b>	<b>3,681</b>	<b>3,898</b>	<b>14,856</b>
<b>Income (Loss) before Income Taxes (Benefits), Equity Income, Cumulative Effect of Change in Accounting Principle and Noncontrolling Interests</b>										
	202	272	163	328	965	291	124	78	352	845
Income Taxes (benefits) <sup>1</sup>	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
<b>Income(Loss) from Continuing Operations before Cumulative effect of change in accounting principle and Noncontrolling Interests</b>										
	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
<b>Net Income (Loss)</b>	<b>248</b>	<b>208</b>	<b>163</b>	<b>240</b>	<b>859</b>	<b>212</b>	<b>430</b>	<b>64</b>	<b>287</b>	<b>993</b>
Less: Net Income attributable to Noncontrolling Interests <sup>2</sup>						2	7	1	5	15
<b>Net Income (Loss) attributable to Xerox Corporation</b>	<b>248</b>	<b>208</b>	<b>163</b>	<b>240</b>	<b>859</b>	<b>210</b>	<b>423</b>	<b>63</b>	<b>282</b>	<b>978</b>
<b>Preferred Dividends/ Other</b>										
- Basic	(24)	(21)	(14)	(14)	(73)	(14)	(15)	(14)	(15)	(58)
- Diluted	(4)	11	-	9	45	1	-	(14)	-	1
<b>Adjusted Average Shares</b>										
- Basic	799	817	841	879	834	959	960	962	951	957
- Diluted	968	1,046	969	1,048	1,047	1,050	1,048	973	1,039	1,045
<b>Earnings Per Share</b>										
- Basic	0.28	0.23	0.18	0.26	0.94	0.20	0.43	0.05	0.28	0.96
- Diluted	0.25	0.21	0.17	0.24	0.86	0.20	0.40	0.05	0.27	0.94
<b>Key Ratios:</b>										
<b>Gross Margins</b>										
- Sales	35.6%	38.5%	39.3%	36.5%	37.4%	38.2%	36.0%	35.6%	36.5%	36.6%
- Service/Outsourcing/Rentals	42.2%	43.4%	42.8%	43.2%	43.0%	42.6%	42.2%	44.2%	44.4%	43.3%
- Financing	62.6%	63.2%	63.0%	63.4%	63.1%	62.3%	62.3%	62.5%	64.0%	62.7%
- Total	40.6%	42.4%	42.5%	41.0%	41.6%	41.8%	40.4%	41.3%	41.4%	41.2%
<b>SAG as a % of Revenue</b>										
	27.1%	27.3%	27.9%	25.0%	26.7%	26.8%	26.7%	26.9%	24.6%	26.2%
<b>Tax Rate</b>	33.2%	33.5%	38.0%	36.6%	35.2%	39.9%	n/m	37.2%	23.6%	n/m
<b>Other Data:</b>										
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	-	-	-	-	-
<b>Ending Xerox Employment</b>	<b>60,592</b>	<b>60,001</b>	<b>59,262</b>	<b>58,098</b>	<b>58,098</b>	<b>57,989</b>	<b>57,300</b>	<b>56,276</b>	<b>55,229</b>	<b>55,229</b>

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

<sup>1</sup> Amounts include reclassifications for the effects of adopting Fin 46R.

<sup>2</sup> Amounts include reclassifications for the effects of adopting FAS 160

n/m - percent not meaningful

Xerox Financial Model  
(unaudited)



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

	2006					2007					
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	
<b>Revenues</b>											
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	
<b>Total Revenues</b>	<b>3,695</b>	<b>3,977</b>	<b>3,844</b>	<b>4,379</b>	<b>15,895</b>	<b>3,836</b>	<b>4,208</b>	<b>4,302</b>	<b>4,882</b>	<b>17,228</b>	
<b>Cost of Revenue</b>											
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	
<b>Total Cost of Revenue</b>	<b>2,211</b>	<b>2,344</b>	<b>2,300</b>	<b>2,581</b>	<b>9,436</b>	<b>2,280</b>	<b>2,513</b>	<b>2,578</b>	<b>2,906</b>	<b>10,277</b>	
<b>Gross Profit</b>											
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	
<b>Gross Profit</b>	<b>1,484</b>	<b>1,633</b>	<b>1,544</b>	<b>1,798</b>	<b>6,459</b>	<b>1,556</b>	<b>1,695</b>	<b>1,724</b>	<b>1,976</b>	<b>6,951</b>	
<b>Research, development &amp; engineering</b>	225	230	230	237	922	218	223	233	238	912	
Bad Debt Expense	20	21	30	16	87	27	39	27	41	134	
Selling, administrative and general exp. (Excl Bad Debts)	963	999	955	1,004	3,921	927	1,042	1,064	1,145	4,178	
<b>Total Selling, administrative and general exp.</b>	<b>983</b>	<b>1,020</b>	<b>985</b>	<b>1,020</b>	<b>4,008</b>	<b>954</b>	<b>1,081</b>	<b>1,091</b>	<b>1,186</b>	<b>4,312</b>	
Non-financing interest expense <sup>1</sup>	54	60	63	62	239	58	70	75	60	263	
Aggregate Exchange (gains) / losses	14	10	7	8	39	3	(1)	(8)	14	8	
All other, net <sup>2</sup>	(12)	(3)	43	(33)	(5)	(16)	(8)	(8)	(16)	(48)	
<b>Total Other, net</b>	<b>56</b>	<b>67</b>	<b>113</b>	<b>37</b>	<b>273</b>	<b>45</b>	<b>61</b>	<b>59</b>	<b>58</b>	<b>223</b>	
Restructuring and asset impairment charges	-	36	110	239	385	(2)	(2)	(3)	1	(6)	
Amortization of intangible assets	10	10	10	11	41	6	10	13	13	42	
<b>Total Costs and Expenses</b>	<b>3,485</b>	<b>3,707</b>	<b>3,748</b>	<b>4,125</b>	<b>15,065</b>	<b>3,501</b>	<b>3,886</b>	<b>3,971</b>	<b>4,402</b>	<b>15,760</b>	
<b>Income (Loss) before Income Taxes (Benefits), Equity Income, Cumulative Effect of Change in Accounting Principle and Noncontrolling Interests</b>	210	270	96	254	830	335	322	331	480	1,468	
Income Taxes (benefits) <sup>1</sup>	47	22	(416)	59	(288)	102	76	97	125	400	
Equity in Net Income of Unconso. Affil.	39	17	29	29	114	6	27	27	37	97	
<b>Income(Loss) from Continuing Operations before Cumulative effect of change in accounting principle and Noncontrolling Interests</b>	202	265	541	224	1,232	239	273	261	392	1,165	
<b>Net Income (Loss)</b>	<b>202</b>	<b>265</b>	<b>541</b>	<b>224</b>	<b>1,232</b>	<b>239</b>	<b>273</b>	<b>261</b>	<b>392</b>	<b>1,165</b>	
<b>Less: Net Income attributable to Noncontrolling Interests <sup>2</sup></b>	<b>2</b>	<b>5</b>	<b>5</b>	<b>10</b>	<b>22</b>	<b>6</b>	<b>7</b>	<b>7</b>	<b>10</b>	<b>30</b>	
<b>Net Income (Loss) attributable to Xerox Corporation</b>	<b>200</b>	<b>260</b>	<b>536</b>	<b>214</b>	<b>1,210</b>	<b>233</b>	<b>266</b>	<b>254</b>	<b>382</b>	<b>1,135</b>	
<b>Preferred Dividends/ Other</b>	(14) 1	(15) -	- -	- -	(29) 1	- -	- 1	- -	- -	- 1	
<b>Adjusted Average Shares</b>	927 1,017	914 1,002	975 989	959 977	944 997	945 962	939 957	932 951	923 942	935 953	
<b>Earnings Per Share</b>	0.20 0.20	0.27 0.26	0.55 0.54	0.22 0.22	1.25 1.22	0.25 0.24	0.28 0.28	0.27 0.27	0.41 0.41	1.21 1.19	
<b>Key Ratios:</b>											
<b>Gross Margins</b>	- Sales - Service/Outsourcing/Rentals - Financing - Total	35.5% 41.6% 64.3% 40.2%	36.2% 43.3% 64.0% 41.1%	34.2% 43.0% 63.9% 40.2%	36.4% 43.9% 62.5% 41.1%	35.7% 43.0% 63.7% 40.6%	36.5% 41.9% 62.0% 40.6%	34.9% 43.4% 61.5% 40.3%	35.2% 42.8% 61.3% 40.1%	36.7% 42.7% 61.5% 40.5%	35.9% 42.7% 61.6% 40.3%
<b>SAG as a % of Revenue</b>		26.6%	25.6%	25.6%	23.3%	25.2%	24.9%	25.7%	25.4%	24.3%	
<b>Tax Rate</b>		22.4%	8.1%	-433.3%	23.2%	-34.7%	30.4%	23.6%	29.3%	26.0%	
<b>Other Data:</b>											
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)	-	-	-	-	-	
<b>Ending Xerox Employment</b>	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.

<sup>1</sup> Amounts include reclassifications for the effects of adopting Fin 46R.

<sup>2</sup> Amounts include reclassifications for the effects of adopting FAS 160

n/m - percent not meaningful

**Xerox Financial Model**  
(unaudited)



RESTATED \*  
2009

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

	2008					2009 (As previously reported)					FY	
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY		
<b>Revenues</b>												
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	
<b>Total Revenues</b>	<b>4,335</b>	<b>4,533</b>	<b>4,370</b>	<b>4,370</b>	<b>17,608</b>	<b>3,554</b>	<b>3,731</b>	<b>3,675</b>	<b>4,219</b>	<b>15,179</b>	<b>14,376</b>	
<b>Cost of Revenue</b>												
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	
<b>Total Cost of Revenue</b>	<b>2,630</b>	<b>2,754</b>	<b>2,656</b>	<b>2,713</b>	<b>10,753</b>	<b>2,173</b>	<b>2,233</b>	<b>2,211</b>	<b>2,537</b>	<b>9,154</b>	<b>8,452</b>	
<b>Gross Profit</b>												
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	
<b>Gross Profit</b>	<b>1,705</b>	<b>1,779</b>	<b>1,714</b>	<b>1,657</b>	<b>6,855</b>	<b>1,381</b>	<b>1,498</b>	<b>1,464</b>	<b>1,682</b>	<b>6,025</b>	<b>5,924</b>	
<b>Research, development &amp; engineering</b>	<b>221</b>	<b>223</b>	<b>228</b>	<b>212</b>	<b>884</b>	<b>204</b>	<b>202</b>	<b>209</b>	<b>225</b>	<b>840</b>	<b>839</b>	
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	
<b>Total Selling, administrative and general exp.</b>	<b>1,124</b>	<b>1,170</b>	<b>1,138</b>	<b>1,102</b>	<b>4,534</b>	<b>1,004</b>	<b>1,013</b>	<b>1,007</b>	<b>1,125</b>	<b>4,149</b>	<b>4,056</b>	
Non-financing interest expense <sup>1</sup>	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 <sup>2</sup>	780	(11)	(7)	(25)	737	2	8	(1)	(6)	3	7	
<b>Total Other, net</b>	<b>853</b>	<b>56</b>	<b>73</b>	<b>51</b>	<b>1,033</b>	<b>83</b>	<b>72</b>	<b>68</b>	<b>62</b>	<b>285</b>	<b>289</b>	
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	
<b>Total Costs and Expenses</b>	<b>4,844</b>	<b>4,279</b>	<b>4,123</b>	<b>4,441</b>	<b>17,687</b>	<b>3,476</b>	<b>3,534</b>	<b>3,517</b>	<b>4,025</b>	<b>14,552</b>	<b>13,760</b>	
<b>Income (Loss) before Income Taxes (Benefits), Equity Income, Cumulative Effect of Change in Accounting Principle and Noncontrolling Interests</b>	<b>(509)</b>	<b>254</b>	<b>247</b>	<b>(71)</b>	<b>(79)</b>	<b>78</b>	<b>197</b>	<b>158</b>	<b>194</b>	<b>627</b>	<b>616</b>	
Income Taxes (Benefits) <sup>1</sup>	(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	
<b>Income (Loss) from Continuing Operations before Cumulative effect of change in accounting principle and Noncontrolling Interests</b>	<b>(235)</b>	<b>224</b>	<b>267</b>	<b>9</b>	<b>265</b>	<b>49</b>	<b>147</b>	<b>129</b>	<b>191</b>	<b>516</b>	<b>509</b>	
<b>Net Income (Loss)</b>	<b>(235)</b>	<b>224</b>	<b>267</b>	<b>9</b>	<b>265</b>	<b>49</b>	<b>147</b>	<b>129</b>	<b>191</b>	<b>516</b>	<b>509</b>	
<b>Less: Net Income attributable to Noncontrolling Interests <sup>2</sup></b>	<b>9</b>	<b>9</b>	<b>9</b>	<b>8</b>	<b>35</b>	<b>7</b>	<b>7</b>	<b>6</b>	<b>11</b>	<b>31</b>	<b>31</b>	
<b>Net Income (Loss) attributable to Xerox Corporation, Continuing Operations</b>	<b>(244)</b>	<b>215</b>	<b>258</b>	<b>1</b>	<b>230</b>	<b>42</b>	<b>140</b>	<b>123</b>	<b>180</b>	<b>485</b>	<b>478</b>	
<b>(Loss) income from Disc Op</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>						<b>7</b>	
<b>Net Income (Loss) attributable to Xerox Corporation</b>	<b>(244)</b>	<b>215</b>	<b>258</b>	<b>1</b>	<b>230</b>	<b>42</b>	<b>140</b>	<b>123</b>	<b>180</b>	<b>485</b>	<b>7</b>	
<b>Preferred Dividends/ Other</b>	-	-	-	-	-	-	-	-	-	-	-	
<b>Adjusted Average Shares</b>	- Basic 911	890	871	867	885	867	870	871	871	870	870	
- Diluted	911	903	887	875	896	878	879	883	887	880	880	
<b>Earnings (Loss) Per Share</b>	- Basic											
Continuing Operations	(0.27)	0.24	0.30	-	0.26	0.05	0.16	0.14	0.21	0.56	0.55	
Discontinued Operations	-	-	-	-	-	-	-	-	-	-	0.01	
<b>Total Basic Earnings per Share</b>	<b>(0.27)</b>	<b>0.24</b>	<b>0.30</b>	<b>-</b>	<b>0.26</b>	<b>0.05</b>	<b>0.16</b>	<b>0.14</b>	<b>0.21</b>	<b>0.56</b>	<b>0.56</b>	
- Diluted												
Continuing Operations	(0.27)	0.24	0.29	-	0.26	0.05	0.16	0.14	0.20	0.55	0.54	
Discontinued Operations	-	-	-	-	-	-	-	-	-	-	0.01	
<b>Total Diluted Earnings per Share</b>	<b>(0.27)</b>	<b>0.24</b>	<b>0.29</b>	<b>-</b>	<b>0.26</b>	<b>0.05</b>	<b>0.16</b>	<b>0.14</b>	<b>0.20</b>	<b>0.55</b>	<b>0.55</b>	
<b>Key Ratios:</b>												
<b>Gross Margins</b>	- Sales	34.5%	33.9%	34.5%	32.0%	33.7%	32.8%	33.5%	33.7%	35.1%	33.9%	36.8%
- Service/Outsourcing/Rentals	41.7%	42.2%	41.6%	42.0%	41.9%	41.5%	43.6%	42.7%	42.6%	42.6%	42.6%	
- Financing	61.7%	61.8%	61.9%	61.6%	61.8%	61.7%	61.8%	62.4%	62.1%	62.0%	62.0%	
- Total	39.3%	39.2%	39.2%	37.9%	38.9%	38.9%	40.2%	39.8%	39.9%	39.7%	41.2%	
<b>SAG as a % of Revenue</b>	25.9%	25.8%	26.0%	25.2%	25.7%	28.2%	27.2%	27.4%	26.7%	27.3%	28.2%	
<b>Tax Rate</b>	48.3%	23.2%	6.1%	83.1%	292.4%	24.4%	29.9%	27.8%	15.5%	24.2%	24.0%	
<b>Other Data:</b>												
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	
<b>Ending Xerox Employment</b>	<b>57,500</b>	<b>58,000</b>	<b>57,400</b>	<b>57,100</b>	<b>57,100</b>	<b>55,600</b>	<b>54,700</b>	<b>54,100</b>	<b>53,600</b>	<b>53,600</b>	<b>53,600</b>	

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

<sup>1</sup> Amounts include reclassifications for the effects of adopting Fin 46R.

<sup>2</sup> 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)



RESTATED \*\*\*

RESTATED \*\*\*

	2010 (As previously reported)					RESTATED ***	2011 (Restated *)					RESTATED ***	
	2010	2010	2011 (Restated *)	2011		2011							
	Q1	Q2	Q3	Q4	FY	FY	Q1	Q2	Q3	Q4	FY	FY	
<b>Revenues</b>													
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	
<b>Total Revenues</b>	<b>4,721</b>	<b>5,508</b>	<b>5,428</b>	<b>5,976</b>	<b>21,633</b>	<b>19,650</b>	<b>5,276</b>	<b>5,424</b>	<b>5,406</b>	<b>5,794</b>	<b>21,900</b>	<b>20,638</b>	
<b>Cost of Revenue</b>													
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	
<b>Total Cost of Revenue</b>	<b>3,017</b>	<b>3,592</b>	<b>3,605</b>	<b>3,968</b>	<b>14,182</b>	<b>12,493</b>	<b>3,504</b>	<b>3,575</b>	<b>3,602</b>	<b>3,895</b>	<b>14,576</b>	<b>13,510</b>	
<b>Gross Profit</b>													
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	
<b>Gross Profit</b>	<b>1,704</b>	<b>1,916</b>	<b>1,823</b>	<b>2,008</b>	<b>7,451</b>	<b>7,157</b>	<b>1,772</b>	<b>1,849</b>	<b>1,804</b>	<b>1,899</b>	<b>7,324</b>	<b>7,128</b>	
<b>Research, development &amp; engineering</b>	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	
<b>Total Selling, administrative and general exp.</b>	<b>1,099</b>	<b>1,163</b>	<b>1,136</b>	<b>1,196</b>	<b>4,594</b>	<b>4,434</b>	<b>1,099</b>	<b>1,100</b>	<b>1,090</b>	<b>1,132</b>	<b>4,421</b>	<b>4,344</b>	
Non-financing interest expense <sup>1</sup>	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 <sup>2</sup>	(1)	38	(11)	6	32	32	11	40	18	(2)	67	65	
<b>Total Other, net</b>	<b>110</b>	<b>128</b>	<b>76</b>	<b>75</b>	<b>389</b>	<b>385</b>	<b>79</b>	<b>104</b>	<b>88</b>	<b>55</b>	<b>326</b>	<b>320</b>	
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)	
<b>Total Costs and Expenses</b>	<b>4,731</b>	<b>5,188</b>	<b>5,100</b>	<b>5,799</b>	<b>20,818</b>	<b>18,932</b>	<b>4,935</b>	<b>5,032</b>	<b>5,045</b>	<b>5,353</b>	<b>20,365</b>	<b>19,188</b>	
<b>Income (Loss) before Income Taxes (Benefits), Equity Income, Cumulative Effect of Change in Accounting Principle and Noncontrolling Interests</b>	(10)	320	328	177	815	718	341	392	361	441	1,535	1,450	
Income Taxes (Benefits) <sup>1</sup>	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	
<b>Income (Loss) from Continuing Operations before Cumulative effect of change in accounting principle and Noncontrolling Interests</b>	(34)	236	256	179	637	575	282	321	325	379	1,307	1,252	
<b>Net Income (Loss)</b>	(34)	236	256	179	637	575	282	321	325	379	1,307	1,252	
<b>Less: Net Income attributable to Noncontrolling Interests <sup>2</sup></b>	8	9	6	8	31	31	8	8	9	8	33	33	
<b>Net Income attributable to Xerox Corporation, Continuing Operations</b>	<b>(42)</b>	<b>227</b>	<b>250</b>	<b>171</b>	<b>606</b>	<b>544</b>	<b>274</b>	<b>313</b>	<b>316</b>	<b>371</b>	<b>1,274</b>	<b>1,219</b>	
<b>(Loss) income from Discontinued Operations</b>						62	7	6	4	4	21	76	
<b>Net Income attributable to Xerox Corporation</b>	<b>(42)</b>	<b>227</b>	<b>250</b>	<b>171</b>	<b>606</b>	<b>606</b>	<b>281</b>	<b>319</b>	<b>320</b>	<b>375</b>	<b>1,295</b>	<b>1,295</b>	
<b>Preferred Dividends/ Other</b>	- Basic - Diluted	3 3	6 6	6 6	6 6	21 21	6 6	6 6	6 6	6 6	24 24	24 24	
<b>Adjusted Average Shares</b>	- Basic - Diluted	1,176 1,176	1,383 1,419	1,387 1,417	1,393 1,429	1,323 1,351	1,400 1,436	1,402 1,438	1,396 1,426	1,361 1,415	1,388 1,444	1,388 1,417	
<b>(Loss) Earnings Per Share</b>	- Basic: Continuing Operations Discontinued Operations Total Basic Earnings per Share	(0.04) 0.16 0.16	0.16 0.18 0.18	0.18 0.12 0.12	0.44 0.44 0.44	0.39 0.05 0.44	0.19 0.01 0.20	0.22 0.01 0.22	0.22 0.01 0.23	0.27 0.01 0.27	0.90 0.02 0.92	0.86 0.06 0.92	
	- Diluted: Continuing Operations Discontinued Operations Total Diluted Earnings per Share	(0.04) 0.16 0.16	0.16 0.17 0.17	0.12 0.12 0.12	0.43 0.43 0.43	0.39 0.04 0.43	0.19 0.19 0.19	0.22 0.22 0.22	0.22 0.22 0.22	0.26 0.26 0.26	0.88 0.02 0.90	0.84 0.06 0.90	
<b>Key Ratios:</b>													
<b>Gross Margins</b>	- Sales - Service/Outsourcing/Rentals - Financing - Total	35.5% 34.8% 63.0% 36.1%	34.6% 33.6% 62.8% 34.8%	33.7% 32.2% 62.1% 33.6%	34.1% 32.0% 63.0% 33.6%	34.5% 33.1% 62.7% 34.4%	37.7% 34.4% 62.7% 36.4%	37.2% 30.8% 63.0% 33.6%	36.1% 32.0% 63.2% 34.1%	35.9% 31.0% 64.1% 33.4%	36.1% 30.0% 63.8% 32.8%	36.3% 30.9% 63.4% 33.4%	36.8% 32.2% 63.4% 34.5%
<b>SAG as a % of Revenue</b>		23.3%	21.1%	20.9%	20.0%	21.2%	22.6%	20.8%	20.3%	20.2%	19.5%	20.2%	
<b>Tax Rate</b>		-220.0%	35.0%	29.9%	13.6%	31.4%	30.8%	27.3%	26.8%	21.9%	22.7%	24.6%	
<b>Other Data:</b>													
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	
<b>Ending Xerox Employment</b>	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.

<sup>1</sup> Amounts include reclassifications for the effects of adopting Fin 46R.

<sup>2</sup> 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 *** 2012	2013 (Restated ***)					
	Q1	Q2	Q3	Q4	FY		Q1	Q2	Q3	Q4	FY	
<b>Revenues</b>												
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	
<b>Total Revenues</b>	<b>5,307</b>	<b>5,342</b>	<b>5,248</b>	<b>5,737</b>	<b>21,634</b>	<b>20,421</b>	<b>4,857</b>	<b>5,042</b>	<b>4,900</b>	<b>5,207</b>	<b>20,006</b>	
<b>Cost of Revenue</b>												
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	
<b>Total Cost of Revenue</b>	<b>3,624</b>	<b>3,594</b>	<b>3,591</b>	<b>3,894</b>	<b>14,703</b>	<b>13,634</b>	<b>3,308</b>	<b>3,386</b>	<b>3,286</b>	<b>3,541</b>	<b>13,521</b>	
<b>Gross Profit</b>												
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	
<b>Gross Profit</b>	<b>1,683</b>	<b>1,748</b>	<b>1,657</b>	<b>1,843</b>	<b>6,931</b>	<b>6,787</b>	<b>1,549</b>	<b>1,656</b>	<b>1,614</b>	<b>1,666</b>	<b>6,485</b>	
<b>Research, development &amp; engineering</b>	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	
<b>Total Selling, administrative and general exp.</b>	<b>1,046</b>	<b>1,054</b>	<b>1,029</b>	<b>1,074</b>	<b>4,203</b>	<b>4,141</b>	<b>1,024</b>	<b>1,025</b>	<b>1,001</b>	<b>1,023</b>	<b>4,073</b>	
Non-financing interest expense <sup>1</sup>	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 <sup>2</sup>	1	15	1	8	25	25	(41)	1	(22)	(25)	(87)	
<b>Total Other, net</b>	<b>57</b>	<b>75</b>	<b>57</b>	<b>71</b>	<b>260</b>	<b>257</b>	<b>16</b>	<b>59</b>	<b>38</b>	<b>33</b>	<b>146</b>	
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	
<b>Total Costs and Expenses</b>	<b>5,002</b>	<b>4,995</b>	<b>4,934</b>	<b>5,372</b>	<b>20,303</b>	<b>19,137</b>	<b>4,571</b>	<b>4,728</b>	<b>4,583</b>	<b>4,881</b>	<b>18,763</b>	
<b>Income before Income Taxes &amp; Equity Income<sup>(1)</sup></b>	305	347	314	365	1,331	1,284	286	314	317	326	1,243	
Income Taxes <sup>1</sup>	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	
<b>Income from Continuing Operations</b>	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	
<b>Net Income (Loss)</b>	276	316	288	343	1,223	1,223	300	277	291	311	1,179	
<b>Less: Net Income attributable to Noncontrolling Interests <sup>2</sup></b>	7	7	6	8	28	28	4	6	5	5	20	
<b>Net Income attributable to Xerox Corporation</b>	<b>269</b>	<b>309</b>	<b>282</b>	<b>335</b>	<b>1,195</b>	<b>1,195</b>	<b>296</b>	<b>271</b>	<b>286</b>	<b>306</b>	<b>1,159</b>	
<b>Preferred Dividends/</b>	- Basic	6	6	6	24	24	6	6	6	6	24	
<b>Other</b>	- Diluted	6	6	6	-	24	6	6	6	-	-	
<b>Adjusted Average Shares</b>	- 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	
<b>Earnings Per Share</b>	- Basic:											
	Continuing Operations	0.19	0.23	0.21	0.26	0.89	0.23	0.23	0.22	0.24	0.91	
	Discontinued Operations	0.01	-	-	-	0.01	0.01	(0.01)	0.01	0.01	0.02	
	<b>Total Basic Earnings per Share</b>	<b>0.20</b>	<b>0.23</b>	<b>0.21</b>	<b>0.26</b>	<b>0.88</b>	<b>0.24</b>	<b>0.22</b>	<b>0.23</b>	<b>0.25</b>	<b>0.93</b>	
	- 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	
	<b>Total Diluted Earnings per Share</b>	<b>0.19</b>	<b>0.22</b>	<b>0.21</b>	<b>0.26</b>	<b>0.88</b>	<b>0.23</b>	<b>0.21</b>	<b>0.22</b>	<b>0.24</b>	<b>0.91</b>	
	- 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	
<b>Key Ratios:</b>												
<b>Gross Margins</b>	- Sales	36.5%	35.9%	35.6%	36.8%	36.2%	36.5%	37.1%	36.1%	37.1%	35.5%	36.4%
	- Outsourcing/Maintenance/Rentals	28.6%	30.3%	28.5%	28.8%	29.0%	30.4%	28.9%	30.5%	29.9%	29.3%	29.6%
	- Financing	64.2%	64.3%	69.4%	69.2%	66.8%	66.8%	63.6%	62.8%	69.9%	68.1%	66.3%
	- Total	31.7%	32.7%	31.6%	32.1%	32.0%	33.2%	31.9%	32.8%	32.9%	32.0%	32.4%
<b>SAG as a % of Revenue</b>		19.7%	19.7%	19.6%	18.7%	19.4%	20.3%	21.1%	20.3%	20.4%	19.6%	20.4%
<b>Tax Rate</b>		24.6%	18.4%	19.7%	19.2%	20.4%	19.9%	16.1%	19.4%	24.9%	20.6%	20.4%
<b>Other Data:</b>												
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	
<b>Ending Xerox Employment</b>	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.

<sup>1</sup> Amounts include reclassifications for the effects of adopting Fin 46R.

<sup>2</sup> 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					2015				2015 Adjusted****		
	Q1 ***	Q2 ***	Q3 ***	Q4 ***	FY ***	Q1	Q2	Q3	Sep YTD	Q3	Sep YTD	
<b>Revenues</b>												
Sales	1,257	1,342	1,275	1,414	5,288	1,126	1,224	1,150	3,500	1,150	3,500	
Outsourcing, maintenance and rentals	3,414	3,501	3,424	3,526	13,865	3,253	3,279	3,098	9,630	3,214	9,746	
Financing	100	98	96	93	387	90	87	85	262	85	262	
<b>Total Revenues</b>	<b>4,771</b>	<b>4,941</b>	<b>4,795</b>	<b>5,033</b>	<b>19,540</b>	<b>4,469</b>	<b>4,590</b>	<b>4,333</b>	<b>13,392</b>	<b>4,449</b>	<b>13,508</b>	
<b>Cost of Revenue</b>												
Cost of sales	778	832	774	885	3,269	674	776	721	2,171	721	2,171	
Cost of outsourcing, maintenance and rentals	2,454	2,488	2,444	2,499	9,885	2,368	2,356	2,592	7,316	2,319	7,043	
Cost of financing	36	36	35	33	140	33	32	33	98	33	98	
<b>Total Cost of Revenue</b>	<b>3,268</b>	<b>3,356</b>	<b>3,253</b>	<b>3,417</b>	<b>13,294</b>	<b>3,075</b>	<b>3,164</b>	<b>3,346</b>	<b>9,585</b>	<b>3,073</b>	<b>9,312</b>	
<b>Gross Profit</b>												
Sales gross profit	479	510	501	529	2,019	452	448	429	1,329	429	1,329	
Outsourcing, maintenance and rentals gross profit	960	1,013	980	1,027	3,980	885	923	506	2,314	895	2,703	
Financing gross profit	64	62	61	60	247	57	55	52	164	52	164	
<b>Gross Profit</b>	<b>1,503</b>	<b>1,585</b>	<b>1,542</b>	<b>1,616</b>	<b>6,246</b>	<b>1,394</b>	<b>1,426</b>	<b>987</b>	<b>3,807</b>	<b>1,376</b>	<b>4,196</b>	
<b>Research, development &amp; engineering</b>	145	143	139	150	577	141	142	135	418	135	418	
Bad Debt Expense	14	22	18	(1)	53	20	15	12	47	12	47	
Selling, administrative and general exp. (Excl Bad Debts)	931	937	924	943	3,735	895	891	843	2,629	843	2,629	
<b>Total Selling, administrative and general exp.</b>	<b>945</b>	<b>959</b>	<b>942</b>	<b>942</b>	<b>3,788</b>	<b>915</b>	<b>906</b>	<b>855</b>	<b>2,676</b>	<b>855</b>	<b>2,676</b>	
Non-financing interest expense <sup>1</sup>	63	60	56	58	237	56	56	55	167	55	167	
Aggregate Exchange losses / (gains)	1	(1)	-	5	5	6	(5)	3	4	3	4	
All other, net <sup>2</sup>	(25)	6	15	(6)	(10)	(16)	17	15	16	15	16	
<b>Total Other, net</b>	<b>39</b>	<b>65</b>	<b>71</b>	<b>57</b>	<b>232</b>	<b>46</b>	<b>68</b>	<b>73</b>	<b>187</b>	<b>73</b>	<b>187</b>	
Restructuring and asset impairment charges	26	39	27	36	128	14	157	20	191	20	191	
Amortization of intangible assets	77	78	77	83	315	77	79	77	233	77	233	
<b>Total Costs and Expenses</b>	<b>4,500</b>	<b>4,640</b>	<b>4,509</b>	<b>4,685</b>	<b>18,334</b>	<b>4,268</b>	<b>4,516</b>	<b>4,506</b>	<b>13,290</b>	<b>4,233</b>	<b>13,017</b>	
<b>Income (Loss) before Income Taxes &amp; Equity Income<sup>(1)</sup></b>	271	301	286	348	1,206	201	74	(173)	102	216	491	
Income Taxes <sup>1</sup>	42	73	66	34	215	39	(9)	(105)	(75)	43	73	
Equity in Net Income of Unconsol. Affil.	42	33	44	41	160	34	29	40	103	40	103	
<b>Income (Loss) from Continuing Operations</b>	271	261	264	355	1,151	196	112	(28)	280	213	521	
Income (loss) from discontinued operations, net of tax	15	11	8	(149)	(115)	34	(95)	(3)	(64)	(3)	(64)	
<b>Net Income (Loss)</b>	286	272	272	206	1,036	230	17	(31)	216	210	457	
Less: Net Income attributable to Noncontrolling Interests <sup>2</sup>	5	6	6	6	23	5	5	3	13	3	13	
<b>Net Income (Loss) Attributable to Xerox Corporation</b>	<b>281</b>	<b>266</b>	<b>266</b>	<b>200</b>	<b>1,013</b>	<b>225</b>	<b>12</b>	<b>(34)</b>	<b>203</b>	<b>207</b>	<b>444</b>	
<b>Preferred Dividends/ Other</b>	- Basic - Diluted	6 6	6 6	6 -	24 -	6 6	6 6	6 6	18 18			
<b>Adjusted Average Shares</b>	- Basic - Diluted	1,179 1,198	1,161 1,181	1,149 1,165	1,129 1,171	1,154 1,199	1,110 1,127	1,088 1,105	1,045 1,045	1,080 1,093		
<b>Earnings Per Share</b>	- Basic:											
Continuing operations		0.22	0.21	0.22	0.30	0.96	0.17	0.09	(0.04)	0.23		
Discontinued operations		0.01	0.01	0.01	(0.13)	(0.10)	0.03	(0.08)	-	(0.06)		
<b>Total Basic Earnings (Loss) per Share</b>		<b>0.23</b>	<b>0.22</b>	<b>0.23</b>	<b>0.17</b>	<b>0.86</b>	<b>0.20</b>	<b>0.01</b>	<b>(0.04)</b>	<b>0.17</b>		
- Diluted:												
Continuing operations		0.22	0.21	0.21	0.30	0.94	0.16	0.09	(0.04)	0.23		
Discontinued operations		0.01	0.01	0.01	(0.13)	(0.09)	0.03	(0.08)	-	(0.06)		
<b>Total Diluted Earnings (Loss) per Share</b>		<b>0.23</b>	<b>0.22</b>	<b>0.22</b>	<b>0.17</b>	<b>0.85</b>	<b>0.19</b>	<b>0.01</b>	<b>(0.04)</b>	<b>0.17</b>		
- Adjusted (2012 onwards):												
Adjusted Net Income		314	303	306	357	1,280	239	246	258	743		
Adjusted Earnings per Share		0.26	0.25	0.26	0.31	1.07	0.21	0.22	0.24	0.66		
Adjusted Weighted Average Shares		1,225	1,208	1,192	1,171	1,199	1,127	1,105	1,078	1,093		
<b>Key Ratios:</b>												
<b>Gross Margins</b>	- Sales - Outsourcing/Maintenance/Rentals - Financing - Total	38.1% 28.1% 64.0% 31.5%	38.0% 28.9% 63.3% 32.1%	39.3% 28.6% 63.5% 32.2%	37.4% 29.1% 64.5% 32.1%	38.2% 28.7% 63.8% 32.0%	40.1% 27.2% 63.3% 31.2%	36.6% 28.1% 63.2% 31.1%	37.3% 16.3% 61.2% 22.8%	38.0% 24.0% 62.6% 28.4%	37.3% 27.8% 61.2% 30.9%	38.0% 27.7% 62.6% 31.1%
<b>SAG as a % of Revenue</b>		19.8%	19.4%	19.6%	18.7%	19.4%	20.5%	19.7%	19.7%	20.0%	19.2%	19.8%
<b>Tax Rate</b>		15.5%	24.3%	23.1%	9.8%	17.8%	19.4%	-12.2%	60.7%	-73.5%	19.9%	14.9%
<b>Adjusted Effective Tax Rate</b>		20.4%	27.2%	26.2%	25.3%	24.9%	24.5%	25.8%	24.6%	24.9%		
<b>Other Data:</b>												
Amortization of purchased intangibles (after taxes)		48	48	48	52	196	48	49	48	145		
Restructuring and Asset Impairment Charges (after taxes)		21	25	19	26	91	9	99	15	123		
Fuji Xerox Restructuring (after taxes)		3	(1)	1	-	3	1	1	2	4		
<b>Ending Xerox Employment</b>		141,400	142,400	144,500	147,500	147,500	145,600	135,800	140,800	140,800		

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

<sup>1</sup> Amounts include reclassifications for the effects of adopting Fin 46R.

<sup>2</sup> Amounts include reclassifications for the effects of adopting FAS 160

\*\*\* 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.

\*\*\*\* Adjusted for the Health Enterprise charge.

n/m - percent not meaningful



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
<b>Revenues</b>															
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
<b>Total Revenues</b>	<b>3,836</b>	<b>4,208</b>	<b>4,302</b>	<b>4,882</b>	<b>17,228</b>	<b>4,335</b>	<b>4,533</b>	<b>4,370</b>	<b>4,370</b>	<b>17,608</b>	<b>3,554</b>	<b>3,731</b>	<b>3,675</b>	<b>4,219</b>	<b>15,179</b>
<b>Segment Profit (Loss)</b>															
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)
<b>Segment Profit (Loss)</b>	<b>368</b>	<b>357</b>	<b>373</b>	<b>532</b>	<b>1,630</b>	<b>339</b>	<b>363</b>	<b>311</b>	<b>332</b>	<b>1,345</b>	<b>102</b>	<b>229</b>	<b>204</b>	<b>303</b>	<b>838</b>
<b>Segment Margin</b>															
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%)
<b>Segment Margin</b>	<b>9.6%</b>	<b>8.5%</b>	<b>8.7%</b>	<b>10.9%</b>	<b>9.5%</b>	<b>7.8%</b>	<b>8.0%</b>	<b>7.1%</b>	<b>7.6%</b>	<b>7.6%</b>	<b>2.9%</b>	<b>6.1%</b>	<b>5.6%</b>	<b>7.2%</b>	<b>5.5%</b>

  

	2004					2005					2006				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
<b>Revenues</b>															
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
<b>Total Revenues</b>	<b>3,827</b>	<b>3,853</b>	<b>3,716</b>	<b>4,326</b>	<b>15,722</b>	<b>3,771</b>	<b>3,921</b>	<b>3,759</b>	<b>4,250</b>	<b>15,701</b>	<b>3,695</b>	<b>3,977</b>	<b>3,844</b>	<b>4,379</b>	<b>15,895</b>
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
<b>Segment Profit (Loss)</b>															
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
<b>Segment Profit (Loss)</b>	<b>238</b>	<b>332</b>	<b>248</b>	<b>382</b>	<b>1,200</b>	<b>412</b>	<b>337</b>	<b>266</b>	<b>446</b>	<b>1,461</b>	<b>257</b>	<b>332</b>	<b>309</b>	<b>533</b>	<b>1,431</b>
<b>Segment Margin</b>															
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%
<b>Segment Margin</b>	<b>6.2%</b>	<b>8.6%</b>	<b>6.7%</b>	<b>8.8%</b>	<b>7.6%</b>	<b>10.9%</b>	<b>8.6%</b>	<b>7.1%</b>	<b>10.5%</b>	<b>9.3%</b>	<b>7.0%</b>	<b>8.3%</b>	<b>8.0%</b>	<b>12.2%</b>	<b>9.0%</b>

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)	2013 ***					2014					2015					2015 Adjusted****	
	Q1	Q2	Q3	Q4	FY	Q1 ***	Q2 ***	Q3 ***	Q4	FY	Q1	Q2	Q3	Q4	Sep YTD	Q3	Sep YTD
<b>Revenues</b>																	
Services	2,584	2,613	2,596	2,686	10,479	2,585	2,651	2,623	2,725	10,584	2,514	2,569	2,416		7,499	2,532	7,615
Document Technology	2,135	2,263	2,159	2,351	8,908	2,044	2,126	2,029	2,159	8,358	1,830	1,880	1,778		5,488	1,778	5,488
Other	138	166	145	170	619	142	164	143	149	598	125	141	139		405	139	405
<b>Total Revenues</b>	<b>4,857</b>	<b>5,042</b>	<b>4,900</b>	<b>5,207</b>	<b>20,006</b>	<b>4,771</b>	<b>4,941</b>	<b>4,795</b>	<b>5,033</b>	<b>19,540</b>	<b>4,469</b>	<b>4,590</b>	<b>4,333</b>	<b>-</b>	<b>13,392</b>	<b>4,449</b>	<b>13,508</b>
<b>Segment Profit (Loss)</b>																	
Services	250	276	268	261	1,055	222	226	240	268	956	189	192	(184)		197	205	586
Document Technology	186	245	260	273	964	249	306	284	310	1,149	203	228	227		658	227	658
Other	(68)	(61)	(54)	(34)	(217)	(50)	(75)	(82)	(65)	(272)	(62)	(76)	(76)		(214)	(76)	(214)
<b>Segment Profit (Loss)</b>	<b>368</b>	<b>460</b>	<b>474</b>	<b>500</b>	<b>1,802</b>	<b>421</b>	<b>457</b>	<b>442</b>	<b>513</b>	<b>1,833</b>	<b>330</b>	<b>344</b>	<b>(33)</b>	<b>-</b>	<b>641</b>	<b>356</b>	<b>1,030</b>
<b>Segment Margin</b>																	
Services	9.7%	10.6%	10.3%	9.7%	10.1%	8.6%	8.5%	9.1%	9.8%	9.0%	7.5%	7.5%	(7.6%)		2.6%	8.1%	7.7%
Document Technology	8.7%	10.8%	12.0%	11.6%	10.8%	12.2%	14.4%	14.0%	14.4%	13.7%	11.1%	12.1%	12.8%		12.0%	12.8%	12.0%
Other	(49.3%)	(36.7%)	(37.2%)	(20.0%)	(35.1%)	(35.2%)	(45.7%)	(57.3%)	(43.6%)	(45.5%)	(49.6%)	(53.9%)	(54.7%)		(52.8%)	(54.7%)	(52.8%)
<b>Segment Margin</b>	<b>7.6%</b>	<b>9.1%</b>	<b>9.7%</b>	<b>9.6%</b>	<b>9.0%</b>	<b>8.8%</b>	<b>9.2%</b>	<b>9.2%</b>	<b>10.2%</b>	<b>9.4%</b>	<b>7.4%</b>	<b>7.5%</b>	<b>(0.8%)</b>	<b>-</b>	<b>4.8%</b>	<b>8.0%</b>	<b>7.6%</b>

(in \$ millions)	2010					2011 *					2012				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1 **	Q2 **	Q3 **	Q4 **	FY **
<b>Revenues</b>															
Services	1,843	2,529	2,554	2,711	9,637	2,584	2,672	2,717	2,864	10,837	2,810	2,795	2,836	3,043	11,484
Document Technology	2,483	2,555	2,466	2,845	10,349	2,495	2,552	2,500	2,712	10,259	2,338	2,370	2,259	2,495	9,462
Other	395	424	408	420	1,647	197	200	189	218	804	159	177	153	199	688
<b>Total Revenues</b>	<b>4,721</b>	<b>5,508</b>	<b>5,428</b>	<b>5,976</b>	<b>21,633</b>	<b>5,276</b>	<b>5,424</b>	<b>5,406</b>	<b>5,794</b>	<b>21,900</b>	<b>5,307</b>	<b>5,342</b>	<b>5,248</b>	<b>5,737</b>	<b>21,634</b>
<b>Segment Profit (Loss)</b>															
Services	203	319	286	324	1,132	266	322	323	296	1,207	263	298	269	343	1,173
Document Technology	233	273	247	332	1,085	266	300	258	316	1,140	245	268	245	307	1,065
Other	(104)	(93)	(79)	(66)	(342)	(74)	(82)	(93)	(36)	(285)	(57)	(71)	(65)	(64)	(257)
<b>Segment Profit (Loss)</b>	<b>332</b>	<b>499</b>	<b>454</b>	<b>590</b>	<b>1,875</b>	<b>458</b>	<b>540</b>	<b>488</b>	<b>576</b>	<b>2,062</b>	<b>451</b>	<b>495</b>	<b>449</b>	<b>586</b>	<b>1,981</b>
<b>Segment Margin</b>															
Services	11.0%	12.6%	11.2%	12.0%	11.7%	10.3%	12.1%	11.9%	10.3%	11.1%	9.4%	10.7%	9.5%	11.3%	10.2%
Document Technology	9.4%	10.7%	10.0%	11.7%	10.5%	10.7%	11.8%	10.3%	11.7%	11.1%	10.5%	11.3%	10.8%	12.3%	11.3%
Other	(26.3%)	(21.9%)	(19.4%)	(15.7%)	(20.8%)	(37.6%)	(41.0%)	(49.2%)	(16.5%)	(35.4%)	(35.8%)	(40.1%)	(42.5%)	(32.2%)	(37.4%)
<b>Segment Margin</b>	<b>7.0%</b>	<b>9.1%</b>	<b>8.4%</b>	<b>9.9%</b>	<b>8.7%</b>	<b>8.7%</b>	<b>10.0%</b>	<b>9.0%</b>	<b>9.9%</b>	<b>9.4%</b>	<b>8.5%</b>	<b>9.3%</b>	<b>8.6%</b>	<b>10.2%</b>	<b>9.2%</b>

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

\* Restated for discontinued operations (Paper business only).

\*\* 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.

\*\*\*\* Adjusted for the Health Enterprise charge.