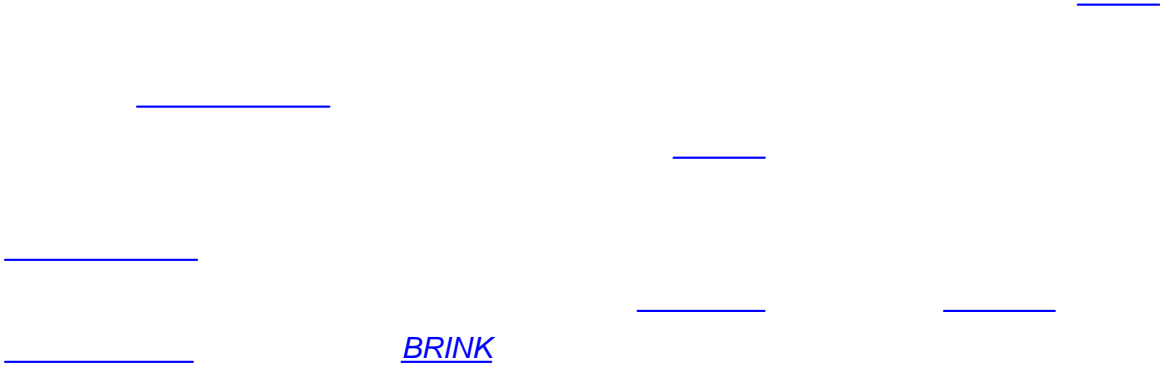




Underlying Revenue Increases 5% for the Quarter and 4% for the First Nine Months of 2018
Nine Months GAAP EPS Rises 4% to \$2.93 and Adjusted EPS Increases 14% to \$3.26
Excluding Revenue Standard Impact, Nine Months EPS Grows 1% and Adjusted EPS Rises 10%

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*adjusted operating income (loss) adjusted operating margin, adjusted income, net of tax
adjusted earnings per share (EPS)*

*Adjusted operating income (loss)
income (loss)*

adjusted operating

adjusted operating margin

*adjusted operating margin
adjusted operating income*

adjusted operating income (loss) adjusted operating margin adjusted income, net of ta
adjusted earnings per share (EPS)

Adjusted operating income (loss)

income (loss)

adjusted operating margin

adjusted operating margin

adjusted operating income

adjusted operating

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Adjusted income net of tax

adjusted income, net of tax
adjusted income, net of tax

Adjusted EPS

adjusted EPS

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