



---

***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%***

---

---

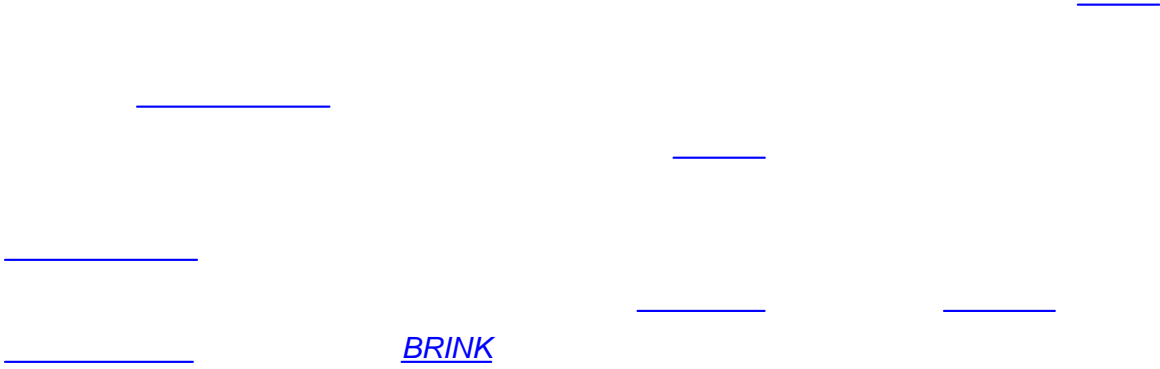
---

,

---

---

---











\_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

=====  
=====

=====  
=====

=====  
=====

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---



\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

=====

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

=====

\_\_\_\_\_

\_\_\_\_\_

=====

*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*

*adjusted operating margin*

*adjusted operating margin  
adjusted operating income*

---

	_____	_____	_____	_____
	_____	_____	_____	_____
	_____	_____	_____	_____
	_____	_____	_____	_____
	=====	=====	=====	=====
	=====	=====	=====	=====
	=====	=====	=====	=====

---

--	--	--	--	--

--	--	--	--	--

---



---

--	--	--	--	--

--	--	--	--	--


*Adjusted income net of tax*

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

*Adjusted EPS*

*adjusted EPS*

\_\_\_\_\_  
\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_  
=====

\_\_\_\_\_  
\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_  
=====

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---



---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---