

EDS - Financial Results & Forecast

Feb-08

(Fiscal year end: Dec 31)

	2007	% of	Change	2006	% of	Change	2005	% of
	(\$ Mill)	Rev	07/06	(\$ Mill)	Rev	06/06	(\$ Mill)	Rev
Revenue								
Non-GM	\$21,130	95.5%	5.8%	\$19,968	93.9%	11.2%	\$17,952	90.9%
GM (e)	\$1,000	4.5%	-25.0%	\$1,300	6.1%	-28.0%	\$1,805	9.1%
Total Revenue	\$22,134	100.0%	4.0%	\$21,268	100.0%	7.6%	\$19,757	100.0%
4Q07	\$5,832		2.2%	\$5,704				
Revenue by industry (e)								
Manufact. (incl. GM)	\$3,320	15%	-2.4%	\$3,403	16%	7.1%	\$3,176	16%
Energy	\$885	4%	4.1%	\$851	4%	30.0%	\$655	3%
Finance & Insurance	\$4,648	21%	9.3%	\$4,254	20%	7.6%	\$3,952	20%
Government	\$8,190	37%	10.0%	\$7,444	35%	29.3%	\$5,757	29%
Transportation	\$1,328	6%	4.1%	\$1,276	6%	5.3%	\$1,212	6%
Communications	\$1,660	8%	4.1%	\$1,595	8%	19.6%	\$1,334	7%
Health	\$664	3%	56.1%	\$425	2%	22.8%	\$346	2%
Other	\$1,439	6%	-28.8%	\$2,020	10%	-39.2%	\$3,325	17%
Costs								
Cost of Non-GM Revenue	\$18,086	85.6%	3.9%	\$17,409	87.2%	9.6%	\$15,885	88.5%
Various charges & credits (incl. above)								
Cost of GM Revenue (e)	\$850	85.0%	-27.4%	\$1,170	90.0%	-28.0%	\$1,625	90.0%
Total Cost of Rev.	\$18,936	85.6%	1.9%	\$18,579	87.4%	11.5%	\$17,509	88.6%
Gross Profit/Margin	\$3,198	14.4%	18.9%	\$2,689	12.6%	19.6%	\$2,248	11.4%
Expenses								
Restructuring Charges/Income	\$156			\$15			-\$118	
Selling, Gen.&Admin.	\$1,910	8.6%	2.8%	\$1,858	8.7%	1.9%	\$1,824	9.2%
Total Costs & Exp.	\$21,002	94.9%	2.7%	\$20,452	96.2%	6.4%	\$19,215	97.3%
Oper. Profit (Loss)	\$1,132	5.1%	38.7%	\$816	3.8%	50.6%	\$542	2.7%
4Q07	\$271	4.6%	-26.4%	\$368				
Interest Expense/Income, Net	\$43	0.2%		\$60	0.3%		\$103	0.5%
Income(Loss) B. Tax	\$1,089	4.9%	44.0%	\$756	3.6%	72.2%	\$439	2.2%
Income Tax	\$360	1.6%	40.2%	\$257	1.2%	68.0%	\$153	0.8%
" Rate	33.0%			34.0%			34.9%	
Loss from disco's ops	-\$13			-\$29				
Net Income (Loss)	\$716	3.2%	52.3%	\$470	2.2%	64.3%	\$286	1.4%
4Q07	\$225	3.9%	80.0%	\$125				
Earnings (Loss) per share (basic)	\$1.40		54.3%	\$0.91		64.3%	\$0.55	
Income from discontinued operations				-\$0.05		-80.8%	-\$0.26	
Net Income (incl. disco'd ops)				\$0.86		194.0%	\$0.29	

Source: Annex Research