

# PORTFOLIO

A weekly report compiled from the proxy statement and annual report of a publicly held company with local headquarters or a major division in the area



## New York Stock Exchange—XRX

Based in Norwalk, Conn., Xerox Corp. provides business process and document management services, equipment, and technology. Pursuant to plans originally announced in January 2016, Xerox is in the process of splitting into two independent, publicly traded companies: a company retaining the original Xerox Corp. name will include the document technology and document outsourcing business, while Conduent, a new company, will include the business process outsourcing business. Xerox expects to complete the restructuring by the end of 2016. Currently the company has three reportable segments: services, which accounted for 56 percent of the company's fiscal 2015 revenue and comprises business process outsourcing and document outsourcing; document technology, which accounted for 41 percent of 2015 revenue and comprises sale of products and supplies, technical service and equipment financing; and other, which contributed 3 percent of total 2015 revenue and includes paper sales in certain foreign markets, licensing revenue and certain corporate items, software and technology. Some 33 percent of 2015 Xerox revenue was generated by customers outside the U.S.

Xerox employs approximately 143,600 people worldwide, including some 6,213 people locally—most of them at the company's single largest manufacturing site, in Webster.

Xerox reported revenue of \$18 billion in fiscal 2015, down 7.7 percent compared to 2014. Net income declined by 53 percent to \$474 million in 2015, and net income per share fell to 42 cents from 85 cents in 2014. Net cash provided by operating activities was \$1.6 billion; net cash provided by investing activities was \$508 million; and net cash used in financing activities was \$2.1 billion.

The company's fiscal year ended on Dec. 31.

Common shares outstanding as of June 30 .....	1,013,304,000
Price per share of common stock on Aug. 25 .....	\$9.72
Total market value on Aug. 25 .....	9,849,314,880
Controlled by all directors and officers as a group .....	3,797,815 (0.4 percent) <sup>1</sup>

## Performance Record

(Dollars in millions except per-share data)

	2015	2014	2013	2012	2011
Total revenue	\$18,045	\$19,540	\$20,006	\$20,421	\$21,900
Net income (loss)	474	1,013	1,159	1,195	1,295
Net income (loss) per share	0.42	0.85	0.91	0.88	0.90
Dividends per share	0.28	0.25	0.23	0.17	0.17
Total assets	24,817	27,658	29,036	30,015	30,116
Long-term debt	6,382	6,314	6,904	7,447	7,088
Shareholders' equity	9,117	10,678	12,419	11,664	11,876
Operating cash flow (loss)	1,611	2,063	2,375	2,580	1,961
Investing cash flow (loss)	508	(703)	(452)	(761)	(675)
Financing cash flow (loss)	(2,074)	(1,624)	(1,402)	(1,472)	(1,586)

## Directors

	Total stock interest <sup>2</sup>
Ursula Burns, 57, chairman and CEO .....	2,260,608
William Hunter, 68 .....	166,620
Ann Reese, 63, executive director, Center for Adoption Policy .....	151,705
Richard Harrington, 69, chairman and general partner, the Cue Ball Group .....	136,554
Charles Prince, 66 .....	114,233
Robert Keegan, 68, operating partner, Friedman Fleischer & Lowe .....	78,732
Sara Tucker, 60 .....	70,021
Stephen Rusckowski, 58, president and CEO, Quest Diagnostics .....	18,748

## Executive Compensation

Officer	2015 compensation <sup>3</sup>
Ursula Burns, chairman and CEO .....	\$10,613,090
Don Liu, executive vice president, general counsel and secretary .....	5,165,436
Robert K. Zapfel, executive vice president and president, Xerox services .....	4,550,046
Kathryn Mikells, former executive vice president and chief financial officer .....	4,242,317
Jeffrey Jacobson, executive vice president, and president, Xerox technology .....	4,021,680
Leslie Varon, vice president, investor relations and interim chief financial officer .....	1,429,505
<b>Above executive officers as a group .....</b>	<b>\$30,022,074</b>

### Footnotes:

<sup>1</sup> Total shares beneficially owned by directors and officers as listed in the most recent proxy statement, as percentage of aggregate number of shares of common stock outstanding as of Sept. 14.

<sup>2</sup> Includes shares that may be acquired through the exercise of stock options and deferred stock options, shares held in a grantor retained annuity trust, shares held by family members, performance shares, restricted stock units subject to future vesting, interests in corporate savings and deferred compensation plans.

<sup>3</sup> Includes salary, bonuses, value of stock and option awards, non-equity incentive plan compensation, change in pension value and nonqualified deferred compensation earnings, and all other compensation.

## Stock Performance

