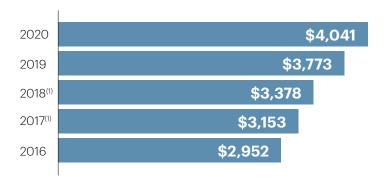
# Paychex at a Glance

## The Future of Work is Here

The workplace as we know it is changing. Paychex leads the way by making complex HR, payroll, and benefits simple. Our innovative HR outsourcing technology and the expertise of our highly trained HR consultants meet the evolving needs of our clients and their employees. You can see it in our growth as an HR leader as well as in the positive returns we deliver to our shareholders.

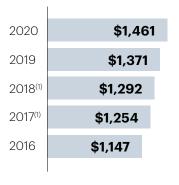
#### Total Revenue (\$Millions)

For the fiscal year ended May 31



### Operating Income (\$Millions)

For the fiscal year ended May 31



# **Paychex Facts**

Founded 1971 — B. Thomas Golisano

\$4 billion in revenue

**680,000 business clients** — in the U.S. and Europe

**117,000 clients** — with Paychex more than a decade

**Paying 12 million workers** — one in 12 U.S. private sector employees

**\$750+ billion transferred** — each year, and growing

**~16,000 Paychex employees** — serving in more than 100 locations

**600+ dedicated HR consultants** — the most in the HR outsourcing industry

**2nd largest PEO** — Serving 1.4M worksite employees through our HR outsourcing solutions (ASO and PEO)

Fiscal year — June 1 through May 31

**Headquarters** — 911 Panorama Trail S., Rochester, New York 14625

President and CEO — Martin Mucci, since 2010

\$889<sub>M</sub>
Dividends Paid

41%
Return on Equity



<sup>&</sup>lt;sup>1</sup> Amounts for fiscal years 2018 and 2017 have been adjusted to reflect the adoption of the FASB Accounting Standards Codification™, Revenue From Contracts With Clients (Topic 606) to conform with current year presentation.

## **Business Solutions**

#### Paychex Flex®

Our all-in-one HR, payroll, time and attendance, and benefits platform helps clients support employees, in the office or working remotely, by managing critical communications, keeping them engaged, and helping them stay productive. With millions of monthly users, Paychex Flex features more than 30+ self-service actions enabling client and employee independence. Our continued innovations and investments in Paychex Flex help our clients compete in a changing workplace.

#### **Dedicated HR consultant**

A highly trained Paychex HR consultant is available to provide proactive recommendations on clients' specific HR issues and to help them make the right HR decisions for their organizations and employees.

#### **Employee benefits**

Paychex helps clients recruit and retain talent with access to the most desired benefits, including retirement, section 125 plans, and group and individual health insurance. We also make these benefits simple to manage through payroll integration.

#### **Business insurance**

As one of the largest insurance brokers in the U.S., Paychex Insurance Agency helps clients protect what they've worked hard to build.

# Honors and Recognition

World's Most Ethical Companies® — Ethisphere Institute®

World's Most Admired Companies — Fortune

Future 50 — Fortune

America's Best Employers for Diversity — Forbes

**America's Best Employers for Women** — Forbes

Most Interesting AI Companies in HR Technology — HRExaminer

**HR Technology Award Winner** — Lighthouse Research

**Next Generation Payroll Services Leader** — NelsonHall

**Excellence in Technology Winner** — Brandon Hall Group

**HR Technology Award Winner** — TalentCulture

#### **Learn more about Paychex**

Website — paychex.com

Newsroom — paychex.com/newsroom

Investor Relations — paychex.com/investors

Stock Symbol — NASDAQ: PAYX

Facebook — Facebook.com/Paychex

**LinkedIn** — Linkedin.com/company/paychex

Twitter — <u>Twitter.com/Paychex</u>

Insurance sold and serviced by Paychex Insurance Agency, Inc., 150 Sawgrass Drive, Rochester, NY 14620. CA License #0C28207

The Paychex Workers' Compensation Payment Service is offered by Paychex, Inc. and is available in all states except Alaska, Hawaii, North Dakota, Ohio, Washington, and Wyoming.

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