

First Quarter Fiscal 2018 Results

October 31, 2017

Safe Harbor for Forward-Looking Statements

This press release contains "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. All statements, other than statements of historical fact, including: the Company's business outlook, forecasted GAAP and adjusted results for the fiscal year ending June 30, 2018, and targeted adjusted EBITDA exit margin for the fiscal year ending June 30, 2019; the Company's objectives for its multi-year business transformation plan; other plans; objectives; forecasts; goals; beliefs; business strategies; future events; business conditions; results of operations; financial position and business outlook and trends; and other information, may be forward-looking statements. Words such as "might," "will," "may," "could," "should," "estimates," "expects," "continues," "contemplates," "anticipates," "projects," "plans," "potential," "predicts," "intends," "believes," "forecasts," "future," "assumes," and variations of such words or similar expressions are intended to identify forward-looking statements. These statements are based on management's expectations and assumptions and are subject to risks and uncertainties that may cause actual results to differ materially from those expressed, or implied by, these forward-looking statements.

Factors that could cause actual results to differ materially from those contemplated by the forward-looking statements include: the Company's success in obtaining, retaining and selling additional services to customers; the pricing of products and services; overall market and economic conditions, including interest rate and foreign currency trends, and technology trends; adverse global economic conditions and credit markets and volatility in the countries in which we do business; auto sales and advertising and related industry changes; competitive conditions; changes in regulation; changes in technology, security breaches, interruptions, failures and other errors involving CDK systems; availability of skilled technical employees/labor/personnel; the impact of new acquisitions and divestitures; employment and wage levels; availability of capital for the payment of debt service obligations or dividends or the repurchase of shares; any changes to the Company's credit ratings and the impact of such changes on financing costs, rates, terms, debt service obligations, access to capital market and working capital needs; the impact of the Company's indebtedness, access to cash and financing, and ability to secure financing, or financing at attractive rates; litigation involving contract, intellectual property, competition, shareholder, and other matters, and governmental investigations; the Company's ability to timely and effectively implement its transformation plan; and the ability of the Company's significant stockholders and their affiliates to significantly influence the Company's decisions or cause it to incur significant costs.

There may be other factors that may cause the Company's actual results, performance or achievements to differ materially from those expressed in, or implied by, the forward-looking statements. CDK gives no assurances that any of the events anticipated by the forward-looking statements will occur or, if any of them do, what impact they will have on its results of operations and financial condition. You should carefully read the factors described in the Company's reports filed with the Securities and Exchange Commission ("SEC"), including those discussed under "Part I, Item 1A. Risk Factors" in its most recent Annual Report on Form 10-K and its most recent Quarterly Report on Form 10-Q for a description of certain risks that could, among other things, cause the Company's actual results to differ from any forward-looking statements contained herein. These filings can be found on the CDK website at www.cdkglobal.com and the SEC's website at www.sec.gov.

All forward-looking statements speak only as of the date of this press release even if subsequently made available by CDK on its website or otherwise. CDK disclaims any obligation to update or revise any forward-looking statements that may be made to reflect new information or future events or circumstances that arise after the date made or to reflect the occurrence of unanticipated events, other than as required by law.

First Quarter Fiscal 2018 Highlights

- Sound first quarter results with 3% revenue growth and 40 bps of net earnings attributable to CDK margin expansion and 320 bps adjusted EBITDA margin expansion
- Continued progress in our business transformation
 - Enhance Customer Service
 - Streamline Implementation
 - MoveUp!
- Expanding our relationships with major OEM's and our product portfolio through acquisition

○ A reconciliation of the most directly comparable GAAP measure to each "Adjusted" measure can be found in the tables accompanying our October 31, 2017 press release that we furnished to the SEC and posted to the "Financial Information" section of our Investor Relations website, <http://investors.cdkglobal.com>.

Revenue Trends Improve in H2 Fiscal 2018

- Slower growth in first half of Fiscal 2018 driven by:
 - Difficult ANA comparisons (20% H1 Fiscal 2017 growth)
 - Slower growth in core RSNA, driven primarily by a reduction in dealers with 1-2 sites, partially offset by continued growth in the 3+ dealer site groups
 - Lower transaction revenues
- Expect H2 Fiscal 2018 revenue growth of 4%-5%, including FX
 - Higher ANA growth, driven by local marketing association and dealer advertising spend
 - Continued strength in CDKI
 - Improvement in RSNA losses
 - Continue renewal efforts and service improvements
 - Focus on delivering value proposition for key offerings
 - Address product needs for smaller dealers via Auto/Mate acquisition

Business Transformation Plan

Key workstreams

WORKSTREAM	DESCRIPTION
1 MoveUp!	Migrate customers to latest software versions; engineer to reduce customizations
2 Streamline implementation	Streamline installation and training process through improved technology, process, tools, and workflow
3 Enhance customer service	Decrease resolution times through optimized case management and technology-enabled, intelligent, user-driven support
4 Optimize sales and product offering	Standardize pricing; optimize discount management; reduce product complexity; adjust sales structure
5 Simplify quote to cash	Reduce business complexity through integrated go-to-market model that leverages an automated contracting process, SKU rationalization, and streamlined invoicing
6 Workforce efficiency and footprint	Increase efficiency through fewer layers and larger spans of control, geographic wage arbitrage, and reduced facility footprint
7 Strategic sourcing	Disciplined vendor management and vendor consolidation
8 CDK International	Comprehensive optimization across back office, R&D, implementation, and support

Business Transformation Plan

Q1 updates



Enhance customer service

- Launched Service Connect to website and advertising customers
- Chat wait time down 57% year over year
- Reduced case resolution time by over 50% year over year



Streamline implementation

- Cycle time improvement



MoveUP!

- Migrated 70% of DMS boxes to new 64-bit platform

Q1 Fiscal 2018 Financial Results

Total CDK; represents growth from Q1 Fiscal 2017

<i>\$ Million (except per share amounts)</i>	GAAP		Adjusted	
Revenues	\$565.7	↑ 3%	\$565.7	↑ 3%
Earnings before income taxes	119.8	↑ 7%	150.3	↑ 5%
Net earnings attributable to CDK	81.3	↑ 6%	96.8	↑ 6%
Diluted net earnings attributable to CDK per share	0.57	↑ 12%	0.68	↑ 13%
Margin	Net earnings attributable to CDK margin 14.4%	↑ 40 bps	EBITDA margin 34.1%	↑ 320 bps

- Q1 Fiscal 2018 GAAP effective tax rate was 30.6% compared to 29.2% in Q1 Fiscal 2017; Q1 Fiscal 2018 adjusted effective tax rate was 34.3% compared to 34.8% in Q1 Fiscal 2017
- A reconciliation of the most directly comparable GAAP measure to each "Adjusted" measure can be found in the tables accompanying our October 31, 2017 press release that we furnished to the SEC and posted to the "Financial Information" section of our Investor Relations website, <http://investors.cdkglobal.com>.

Q1 Fiscal 2018 Financial Results

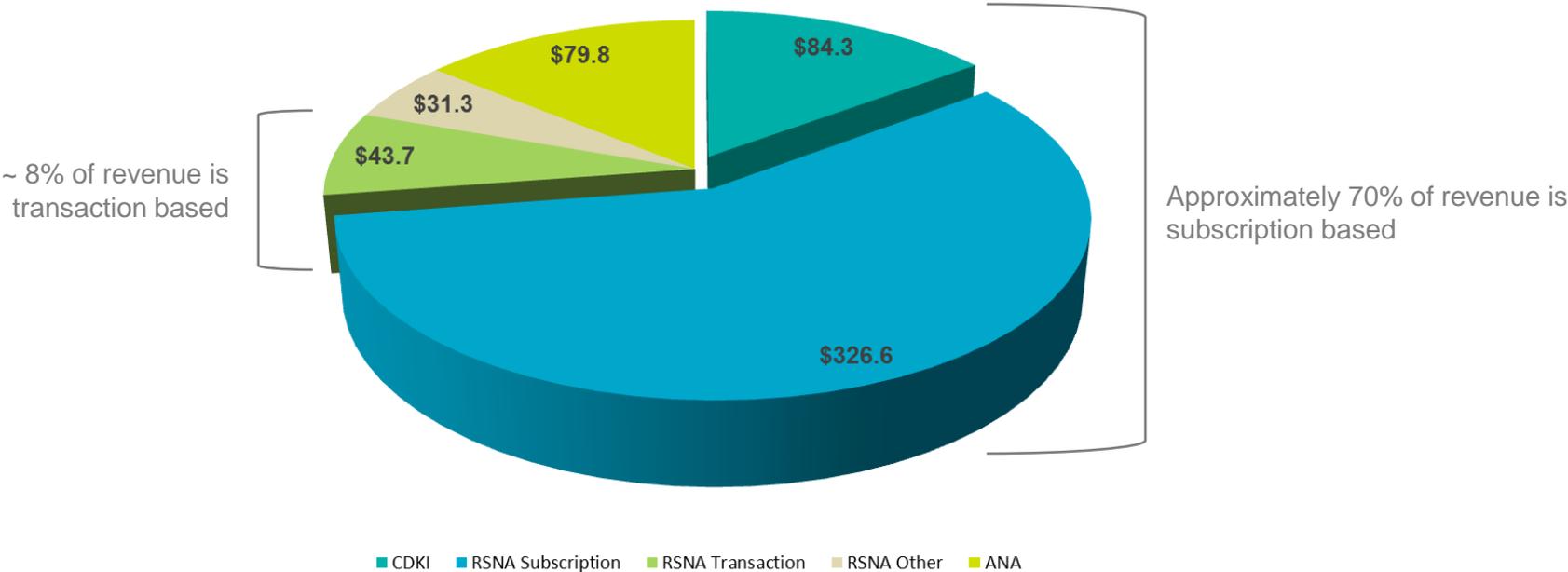
By segment; represents growth from Q1 Fiscal 2017

	Revenues		Pretax Earnings			Pretax Margin	
	GAAP	Constant Currency Adjusted	GAAP	Adjusted	Constant Currency Adjusted	GAAP	Adjusted
<i>\$ Million</i>							
Retail Solutions North America	\$401.6 ↑ 2%	↑ 1%	\$156.2 ↑ 7%	\$157.7 ↑ 8%	↑ 8%	38.9% ↑ 210 bps	39.3% ↑ 250 bps
Advertising North America	79.8 ↑ 3%	↑ 3%	10.6 ↓ 8%	10.6 ↓ 8%	↓ 8%	13.3% ↓ 150 bps	13.3% ↓ 150 bps
CDK International	84.3 ↑ 8%	↑ 6%	21.4 ↑ 27%	21.4 ↑ 27%	↑ 22%	25.4% ↑ 370 bps	25.4% ↑ 370 bps

- A reconciliation of the most directly comparable GAAP measure to each "Adjusted" measure can be found in the tables accompanying our October 31, 2017, press release that we furnished to the SEC and posted to the "Financial Information" section of our Investor Relations website, <http://investors.cdkglobal.com>.

Q1 Fiscal 2018 Financial Results

Segment Revenues (\$ Million)



○ Segment revenue details can be found in the tables accompanying our October 31, 2017, press release that we furnished to the SEC and posted to the "Financial Information" section of our Investor Relations website, <http://investors.cdkglobal.com>.

Fiscal 2018 Guidance

Total CDK; represents growth from Fiscal 2017

	GAAP		Adjusted	
	10/31/17 Guidance	8/1/17 Guidance	10/31/17 Guidance	8/1/17 Guidance
Revenues	↑ 3.0% - 4.0%	↑ 4.0% - 5.0%	↑ 3.0% - 4.0%	↑ 4.0% - 5.0%
Diluted net earnings attributable to CDK per share	\$2.37 – \$2.47 ↑ 19.0% – 24.0%	\$2.37 – \$2.47 ↑ 19.0% – 24.0%	\$2.95 – \$3.00 ↑ 15.0% – 17.0%	\$2.90 – \$3.00 ↑ 13.0% – 17.0%
Growth	Net earnings attributable to CDK		EBITDA	
	↑ 10.0% - 13.0%	↑ 11.0% - 14.0%	↑ 13.0% - 16.0%	↑ 13.0% - 16.0%
Margin	Net earnings attributable to CDK margin		EBITDA margin	
	14.0% - 15.0%	14.0% - 15.0%	35.0% - 36.0%	35.0% - 36.0%

- A reconciliation of the most directly comparable GAAP measure to each “Adjusted” measure can be found in the tables accompanying our October 31, 2017 press release that we furnished to the SEC and posted to the “Financial Information” section of our Investor Relations website, <http://investors.cdkglobal.com>.

Appendix

Glossary of Non-GAAP Measures

Within this presentation, we disclose the financial measures listed below on both a GAAP and a non-GAAP (adjusted) basis. The non-GAAP financial measures disclosed should be viewed in addition to, and not as an alternative to, results prepared in accordance with GAAP. Our use of each of the following non-GAAP financial measures may differ from similarly titled non-GAAP financial measures presented by other companies, and other companies may not define these non-GAAP financial measures, or reconcile them to the comparable GAAP financial measures, in the same way. A reconciliation between the following non-GAAP measures and their most comparable GAAP measure and an explanation of why management believes the non-GAAP measures are useful for both management and investors can be found at the end of the press release posted to our Investor Relations website, <http://investors.cdkglobal.com>, in the “Financial Information” section and furnished by us to the SEC on October 31, 2017.

Non-GAAP Financial Measure	Comparable GAAP Financial Measure
Adjusted earnings before income taxes	Earnings before income taxes
Adjusted provision for income taxes	Provision for income taxes
Adjusted net earnings attributable to CDK	Net earnings attributable to CDK
Adjusted diluted earnings attributable to CDK per share	Diluted earnings attributable to CDK per share
Adjusted EBITDA	Net earnings attributable to CDK
Adjusted EBITDA margin	Net earnings attributable to CDK margin
Constant currency revenues	Revenues
Constant currency adjusted earnings before income taxes	Earnings before income taxes