

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, D.C. 20549

FORM 8-K

CURRENT REPORT
PURSUANT TO SECTION 13 OR 15(d) OF THE
SECURITIES EXCHANGE ACT OF 1934

Date of report (Date of earliest event reported): April 21, 2022



THE INTERPUBLIC GROUP OF COMPANIES, INC.
(Exact name of registrant as specified in its charter)

Delaware

(State or other jurisdiction of
incorporation or organization)

1-6686

(Commission File Number)

13-1024020

(I.R.S. Employer
Identification No.)

909 Third Avenue, New York, New York 10022

(Address of principal executive offices) (Zip Code)

(212)704-1200

(Registrant's telephone number, including area code)

(Former name, former address and former fiscal year, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Securities registered pursuant to Section 12(b) of the Act:

Title of each class	Trading Symbol(s)	Name of each exchange on which registered
Common Stock, par value \$0.10 per share	IPG	The New York Stock Exchange

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Item 7.01 Regulation FD Disclosure

As previously disclosed, for the quarter ended March 31, 2022, the Company will change the presentation of its financial information to reflect the management and reporting of operating results through three reportable segments: Media, Data, & Engagement Solutions; Integrated Advertising & Creativity Led Solutions; and Specialized Communications & Experiential Solutions.

Prior period information will be recast to reflect our new reportable segments, beginning with our earnings release and Form 10-Q filing for the first quarter of 2022. In order to facilitate analysis, we are providing this unaudited, pro forma disclosure of the Company's new segment reporting structure for prior periods of 2019, 2020 and 2021.

In January 2022, the Company completed a managerial and operational review, which has resulted in changes to its operating structure and financial segment reporting. The Company's reportable segments reflect the aggregation of certain operating segments with similar characteristics, providing appropriate disclosure regarding the Company's businesses to help investors in their understanding of the Company.

Above all, IPG is a client-centric company. Accordingly, our offerings and businesses collaborate by design, in order to meet the needs of today's complex and rapidly evolving marketplace, and the digital-first, fragmented media environment in which our clients operate. Our go-to-market strategy therefore supports the need to provide integrated, multi-agency services that span reportable segments. Our operations will always support the strategic position that marketers have access to the best and most appropriate Company resources and may access these capabilities from across the IPG network in order to drive their business success.

Concurrently, the speed at which the market and client needs are moving requires a focused and disciplined approach to the way in which the Company manages investments in key areas of our business and the creation of infrastructure and expertise that supports and can be shared by like-with-like assets.

Consistent with this principle and our recent review, IPG's agency brands are grouped into reportable segments based on the agencies' primary capabilities and how we operationally manage those businesses.

- Our Media, Data & Engagement Solutions ("MD&E") segment primarily provides, and is distinguished by innovative capabilities and scale in, global media and communications services, digital services and products, advertising and marketing technology, e-commerce services, data management and analytics, strategic consulting, and digital brand experience. This segment is comprised of IPG Mediabrands, Acxiom, and Kinesso, as well as our digital and commerce specialist agencies, which include MRM, R/GA, and Huge.
- Our Integrated Advertising & Creativity Led Solutions ("IA&C") segment primarily provides advertising, corporate and brand identity services, and strategic consulting. The segment is distinguished by the leading role of complex integrations of ideation and the execution of advertising and creative campaigns across all communications channels that are foundational to client brand identities. Integrated Advertising & Creativity Led Solutions is comprised of leading global networks and agencies that provide a broad range of services, including McCann Worldgroup, IPG Health, MullenLowe Group, Foote, Cone & Belding ("FCB"), and our domestic integrated agencies.
- Our Specialized Communications & Experiential Solutions ("SC&E") segment primarily provides best-in-class global public relations and other specialized communications services, events, sports and entertainment marketing, and strategic consulting. The segment is comprised of agencies that provide a range of marketing services expertise, including IPG DXTRA and DXTRA Health, Weber Shandwick, Golin, and our sports, entertainment, and experiential agencies.

The Company evaluates the financial performance of its reportable segments based on organic change in net revenue, adjusted EBITA and adjusted EBITA margin on net revenue. It is important to note that the types of services prevalent in each reportable segment – e.g., media, digital, data, commerce, creativity, and experience – are not exclusive to any one reportable segment but instead represent the predominant services within each reportable segment.

For comparability and investor analysis purposes, the Company is furnishing to this report selected segment information for the historical periods presented in Exhibit 99.1 that has been recast to reflect the Company's new reportable segments. This recast of prior-period selected segment financial information is not a restatement of previous financial statements and does not affect the Company's consolidated reported total revenue, net revenue, operating income, net income, earnings per share available to IPG common stockholders, or total assets or liabilities for any of the previously reported periods.

The information in this Item 7.01 of Form 8-K, including Exhibit 99.1, is being furnished and shall not be deemed incorporated by reference into any other filing with the Securities and Exchange Commission.

Item 9.01. Financial Statements and Exhibits.

[Exhibit 99.1](#): Selected Segment Information

Exhibit 104: Cover Page Interactive Data File - the cover page XBRL tags are embedded within the Inline XBRL document (included as Exhibit 101).

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Date: April 21, 2022

THE INTERPUBLIC GROUP OF COMPANIES, INC.

By: /s/ Andrew Bonzani

Name: Andrew Bonzani

Title: Executive Vice President, General Counsel

Exhibit 99.1: Selected Segment Information.

We are providing the following unaudited management discussion of past organic revenue performance “as if” our new segments had existed in their current configuration in the years 2019, 2020, and 2021.

ORGANIC CHANGE OF NET REVENUE (Unaudited)					
	2021	2020	2019	2-YEAR ⁽¹⁾ 2020-2021	3-YEAR ⁽²⁾ 2019-2021
Media, Data & Engagement Solutions	13.7%	(5.4%)	5.9%	7.5%	13.8%
Integrated Advertising & Creativity Led Solutions	10.7%	(0.9%)	2.7%	9.7%	12.6%
Specialized Communications & Experiential Solutions	10.3%	(13.0%)	(0.5%)	(4.0%)	(4.5%)
IPG Consolidated	11.9%	(4.8%)	3.3%	6.5%	10.0%

(1) 2-Year Organic Change of Net Revenue is Calculated as follows: $(1 + 2021 \text{ Organic Growth}) \times (1 + 2020 \text{ Organic Growth}) - 1$. Differences due to Rounding.

(2) 3-Year Organic Change of Net Revenue is Calculated as follows: $(1 + 2021 \text{ Organic Growth}) \times (1 + 2020 \text{ Organic Growth}) \times (1 + 2019 \text{ Organic Growth}) - 1$. Differences due to Rounding.

2021 Segment Net Revenue Organic Change

Our consolidated growth of organic revenue was 11.9% in 2021. The organic growth of our Media, Data & Engagement Solutions segment was 13.7%, which was led by notably strong growth in our Media, Data and Technology offerings. Growth was broadly shared across client sectors, led by our Retail, Health Care, Financial Services, and Technology & Telecom sectors. The organic growth of our Integrated Advertising & Creativity Led Solutions segment was 10.7%, which was broad-based across our global and domestic agency networks. Among client sectors, growth was led by Health Care, followed by our Technology & Telecom, Retail and Other (mainly industrial and public) sectors. The organic growth of our Specialized Communications & Experiential Solutions segment was 10.3%, which was led by the recovery of our Events and Sports & Entertainment disciplines from the prior-year impact of the pandemic, as well as strong growth in Public Relations. By client sector, the strongest growth was in our Other, Food & Beverage, Auto & Transportation, and Health Care sectors.

2020 Segment Net Revenue Organic Change

Our consolidated change of organic revenue was negative 4.8% in 2020, due to the adverse impact of the COVID-19 global pandemic on the economy and our business. The organic decrease of our Media, Data & Engagement Solutions segment was 5.4%; that decrease was predominantly driven by our project-based digital specialist agencies. Our top performing client sectors, which increased for the year, were Retail, Health Care and Financial Services. The organic decrease of our Integrated Advertising & Creativity Led Solutions segment was 0.9%, due to decreases in our global and domestic advertising networks. Our top performing sectors were Health Care and Retail, both of which grew in 2020. The organic decrease at our Specialized Communications & Experiential Solutions segment was 13.0%, reflecting the significant impact

of the pandemic on our Events and Sports & Entertainment businesses during the year. Decreases were most significant in the Auto, Financial Services and Other sectors.

2019 Segment Net Revenue Organic Change

Our consolidated organic growth of net revenue was 3.3% in 2019. The organic growth of our Media, Data & Engagement Solutions segment was 5.9%, driven by notably strong performance of our Media, Data & Technology services. Segment growth was led by our Retail, Financial Services, Other, and Consumer Goods sectors; the Automotive sector was significantly impacted in the year by a client loss. The organic growth of our Integrated Advertising & Creativity Led Solutions segment was 2.7%. Among our client sectors, growth was led by the Health Care sector, followed by Financial Services, Technology & Telecom and Consumer Goods. The organic decrease at our Specialized Communications & Experiential Solutions segment was 0.5%, where growth in Public Relations was offset by decreased revenue in our Events and Sports & Entertainment businesses. Strong growth in our Health Care and Food & Beverage sectors was offset by decreases in the Auto, Other and Consumer Goods sectors.

The Interpublic Group of Companies, Inc.
Segment Realignment - Total Revenue (Unaudited)
(Dollars in Millions)

	Q1 2021	Q2 2021	Q3 2021	Q4 2021	FY 2021	FY 2020
Total Revenue - As previously reported						
IAN	\$ 1,851.4	\$ 2,077.8	\$ 2,085.7	\$ 2,404.5	\$ 8,419.4	\$ 7,410.1
DXTRA	405.6	431.8	456.3	527.6	1,821.3	1,650.9
Total IPG Revenue	\$ 2,257.0	\$ 2,509.6	\$ 2,542.0	\$ 2,932.1	\$ 10,240.7	\$ 9,061.0

Total Revenue - As recast						
Media, Data & Engagement Solutions	\$ 871.5	\$ 1,003.0	\$ 1,001.5	\$ 1,185.7	\$ 4,061.7	\$ 3,520.4
Integrated Advertising & Creativity Led Solutions	953.9	1,049.5	1,034.0	1,142.9	4,180.3	3,727.8
Specialized Communications & Experiential Solutions	431.6	457.1	506.5	603.5	1,998.7	1,812.8
Total IPG Revenue ⁽¹⁾	\$ 2,257.0	\$ 2,509.6	\$ 2,542.0	\$ 2,932.1	\$ 10,240.7	\$ 9,061.0

(1) Amounts were not impacted by changes in our reportable segments.

The Interpublic Group of Companies, Inc.
Segment Realignment - Net Revenue (Unaudited)
(Dollars in Millions)

	Q1 2021	Q2 2021	Q3 2021	Q4 2021	FY 2021	FY 2020
Net Revenue - As previously reported						
IAN	\$ 1,734.1	\$ 1,954.5	\$ 1,942.7	\$ 2,208.5	\$ 7,839.8	\$ 6,921.4
DXTRA	293.6	315.1	319.0	340.4	1,268.1	1,143.1
Total IPG Net Revenue	\$ 2,027.7	\$ 2,269.6	\$ 2,261.7	\$ 2,548.9	\$ 9,107.9	\$ 8,064.5

Net Revenue - As recast						
Media, Data & Engagement Solutions	\$ 849.8	\$ 985.3	\$ 980.0	\$ 1,158.5	\$ 3,973.6	\$ 3,451.2
Integrated Advertising & Creativity Led Solutions	875.7	963.7	951.5	1,035.2	3,826.1	3,429.5
Specialized Communications & Experiential Solutions	302.2	320.6	330.2	355.2	1,308.2	1,183.8
Total IPG Net Revenue ⁽¹⁾	\$ 2,027.7	\$ 2,269.6	\$ 2,261.7	\$ 2,548.9	\$ 9,107.9	\$ 8,064.5

(1) Amounts were not impacted by changes in our reportable segments.

The Interpublic Group of Companies, Inc.
Segment Realignment - Net Revenue Change (Unaudited)
(Dollars in Millions)

	Quarter Ended 3/31/2020				Components of Change		Quarter Ended 3/31/2021		Change	
	Net Revenue	Foreign Currency	Net Acquisitions/ (Divestitures)	Organic	Net Revenue	Organic	Net Revenue	Organic	Total	
Net Revenue Change - As previously reported										
IAN	\$ 1,664.5	\$ 22.8	\$ (6.0)	\$ 52.8	\$ 1,734.1			3.2%	4.2%	
DXTRA	307.6	6.5	(5.7)	(14.8)	293.6			(4.8%)	(4.6%)	
IPG Total	\$ 1,972.1	\$ 29.3	\$ (11.7)	\$ 38.0	\$ 2,027.7			1.9%	2.8%	

	Quarter Ended 3/31/2020				Components of Change		Quarter Ended 3/31/2021		Change	
	Net Revenue	Foreign Currency	Net Acquisitions/ (Divestitures)	Organic	Net Revenue	Organic	Net Revenue	Organic	Total	
Net Revenue Change - As recast										
Media, Data & Engagement Solutions	\$ 811.7	\$ 14.1	\$ -	\$ 24.0	\$ 849.8			3.0%	4.7%	
Integrated Advertising & Creativity Led Solutions	838.8	9.3	(5.8)	33.4	875.7			4.0%	4.4%	
Specialized Communications & Experiential Solutions	321.6	5.9	(5.9)	(19.4)	302.2			(6.0%)	(6.0%)	
IPG Total⁽¹⁾	\$ 1,972.1	\$ 29.3	\$ (11.7)	\$ 38.0	\$ 2,027.7			1.9%	2.8%	

(1) Amounts were not impacted by changes in our reportable segments.

The Interpublic Group of Companies, Inc.
Segment Realignment - Net Revenue Change (Unaudited)
(Dollars in Millions)

	Quarter Ended 6/30/2020				Quarter Ended 6/30/2021			Change
	Net Revenue	Foreign Currency	Components of Change		Net Revenue	Organic	Total	
			Net Acquisitions/ (Divestitures)	Organic				
Net Revenue Change - As previously reported								
IAN	\$ 1,585.7	\$ 48.6	\$ (5.4)	\$ 325.6	\$ 1,954.5	20.5%	23.3%	
DXTRA	267.7	9.5	(2.6)	40.5	315.1	15.1%	17.7%	
IPG Total	\$ 1,853.4	\$ 58.1	\$ (8.0)	\$ 366.1	\$ 2,269.6	19.8%	22.5%	

	Quarter Ended 6/30/2020				Quarter Ended 6/30/2021			Change
	Net Revenue	Foreign Currency	Components of Change		Net Revenue	Organic	Total	
			Net Acquisitions/ (Divestitures)	Organic				
Net Revenue Change - As recast								
Media, Data & Engagement Solutions	\$ 766.9	\$ 25.6	\$ -	\$ 192.8	\$ 985.3	25.1%	28.5%	
Integrated Advertising & Creativity Led Solutions	814.4	23.6	(5.3)	131.0	963.7	16.1%	18.3%	
Specialized Communications & Experiential Solutions	272.1	8.9	(2.7)	42.3	320.6	15.5%	17.8%	
IPG Total⁽¹⁾	\$ 1,853.4	\$ 58.1	\$ (8.0)	\$ 366.1	\$ 2,269.6	19.8%	22.5%	

(1) Amounts were not impacted by changes in our reportable segments.

The Interpublic Group of Companies, Inc.
Segment Realignment - Net Revenue Change (Unaudited)
(Dollars in Millions)

	Quarter Ended 9/30/2020				Quarter Ended 9/30/2021			Change
	Net Revenue	Foreign Currency	Components of Change		Net Revenue	Organic	Total	
			Acquisitions/	Organic				
Net Revenue Change - As previously reported			Net					
			Acquisitions/					
			(Divestitures)					
JAN	\$ 1,685.5	\$ 18.5	\$ (3.6)	\$ 242.3	\$ 1,942.7		14.4%	
DXTRA	269.1	3.9	(4.0)	50.0	319.0		18.6%	
IPG Total	\$ 1,954.6	\$ 22.4	\$ (7.6)	\$ 292.3	\$ 2,261.7		15.0%	

	Quarter Ended 9/30/2020				Quarter Ended 9/30/2021			Change
	Net Revenue	Foreign Currency	Components of Change		Net Revenue	Organic	Total	
			Acquisitions/	Organic				
Net Revenue Change - As recast			Net					
			Acquisitions/					
			(Divestitures)					
Media, Data & Engagement Solutions	\$ 838.9	\$ 7.5	\$ (0.1)	\$ 133.7	\$ 980.0		15.9%	
Integrated Advertising & Creativity Led Solutions	836.8	11.3	(3.5)	106.9	951.5		12.8%	
Specialized Communications & Experiential Solutions	278.9	3.6	(4.0)	51.7	330.2		18.5%	
IPG Total⁽¹⁾	\$ 1,954.6	\$ 22.4	\$ (7.6)	\$ 292.3	\$ 2,261.7		15.0%	

(1) Amounts were not impacted by changes in our reportable segments.

The Interpublic Group of Companies, Inc.
Segment Realignment - Net Revenue Change (Unaudited)
(Dollars in Millions)

	Quarter Ended 12/31/2020				Quarter Ended 12/31/2021			Change	
	Net Revenue	Foreign Currency	Components of Change		Net Revenue	Organic	Net Revenue	Organic	Total
			Acquisitions/ Divestitures	Organic					
Net Revenue Change - As previously reported									
IAN	\$ 1,985.7	\$ 4.2	\$ (3.4)	\$ 222.0	\$ 2,208.5		11.2%	11.2%	
DXTRA	298.7	1.2	(4.5)	45.0	340.4		15.1%	14.0%	
IPG Total	\$ 2,284.4	\$ 5.4	\$ (7.9)	\$ 267.0	\$ 2,548.9		11.7%	11.6%	

	Quarter Ended 12/31/2020				Quarter Ended 12/31/2021			Change	
	Net Revenue	Foreign Currency	Components of Change		Net Revenue	Organic	Net Revenue	Organic	Total
			Acquisitions/ Divestitures	Organic					
Net Revenue Change - As recast									
Media, Data & Engagement Solutions	\$ 1,033.7	\$ 1.9	\$ -	\$ 122.9	\$ 1,158.5		11.9%	12.1%	
Integrated Advertising & Creativity Led Solutions	939.5	2.3	(3.4)	96.8	1,035.2		10.3%	10.2%	
Specialized Communications & Experiential Solutions	311.2	1.2	(4.5)	47.3	355.2		15.2%	14.1%	
IPG Total⁽¹⁾	\$ 2,284.4	\$ 5.4	\$ (7.9)	\$ 267.0	\$ 2,548.9		11.7%	11.6%	

(1) Amounts were not impacted by changes in our reportable segments.

The Interpublic Group of Companies, Inc.
Segment Realignment - Net Revenue Change (Unaudited)
(Dollars in Millions)

	Year Ended 12/31/2020				Year Ended 12/31/2021		
	Net Revenue	Foreign Currency	Components of Change		Net Revenue	Organic	Total
Acquisitions/ Divestitures			Organic	Change			
Net Revenue Change - As previously reported							
IAN	\$ 6,921.4	\$ 94.1	\$ (18.1)	\$ 842.4	\$ 7,839.8	12.2%	13.3%
DXTRA	1,143.1	21.1	(16.8)	120.7	1,268.1	10.6%	10.9%
IPG Total	\$ 8,064.5	\$ 115.2	\$ (34.9)	\$ 963.1	\$ 9,107.9	11.9%	12.9%

	Year Ended 12/31/2020				Year Ended 12/31/2021		
	Net Revenue	Foreign Currency	Components of Change		Net Revenue	Organic	Total
Acquisitions/ Divestitures			Organic	Change			
Net Revenue Change - As recast							
Media, Data & Engagement Solutions	\$ 3,451.2	\$ 49.2	\$ (0.1)	\$ 473.3	\$ 3,973.6	13.7%	15.1%
Integrated Advertising & Creativity Led Solutions	3,429.5	46.3	(17.7)	368.0	3,826.1	10.7%	11.6%
Specialized Communications & Experiential Solutions	1,183.8	19.7	(17.1)	121.8	1,308.2	10.3%	10.5%
IPG Total⁽¹⁾	\$ 8,064.5	\$ 115.2	\$ (34.9)	\$ 963.1	\$ 9,107.9	11.9%	12.9%

(1) Amounts were not impacted by changes in our reportable segments.

The Interpublic Group of Companies, Inc.
Segment Realignment - Net Revenue Change (Unaudited)
(Dollars in Millions)

	Year Ended 12/31/2019				Components of Change			Year Ended 12/31/2020		Change	
	Net Revenue	Foreign Currency	Net Acquisitions/ (Divestitures)	Organic	Net Revenue	Organic	Total	Net Revenue	Organic	Total	
Net Revenue Change - As previously reported											
IAN	\$ 7,328.8	\$ (66.9)	\$ (73.3)	\$ (267.2)	\$ 6,921.4	(3.6%)	(5.6%)				
DXTRA	1,296.3	(1.6)	(5.8)	(145.8)	1,143.1	(11.2%)	(11.8%)				
IPG Total	\$ 8,625.1	\$ (68.5)	\$ (79.1)	\$ (413.0)	\$ 8,064.5	(4.8%)	(6.5%)				

	Year Ended 12/31/2019				Components of Change			Year Ended 12/31/2020		Change	
	Net Revenue	Foreign Currency	Net Acquisitions/ (Divestitures)	Organic	Net Revenue	Organic	Total	Net Revenue	Organic	Total	
Net Revenue Change - As recast											
Media, Data & Engagement Solutions	\$ 3,685.5	\$ (33.5)	\$ -	\$ (200.8)	\$ 3,451.2	(5.4%)	(6.4%)				
Integrated Advertising & Creativity Led Solutions	3,568.7	(32.5)	(72.8)	(33.9)	3,429.5	(0.9%)	(3.9%)				
Specialized Communications & Experiential Solutions	1,370.9	(2.5)	(6.3)	(178.3)	1,183.8	(13.0%)	(13.6%)				
IPG Total⁽¹⁾	\$ 8,625.1	\$ (68.5)	\$ (79.1)	\$ (413.0)	\$ 8,064.5	(4.8%)	(6.5%)				

(1) Amounts were not impacted by changes in our reportable segments.

The Interpublic Group of Companies, Inc.
Segment Realignment - Net Revenue Change (Unaudited)
(Dollars in Millions)

	Year Ended 12/31/2018		Components of Change			Year Ended 12/31/2019		Change	
	Net Revenue	Foreign Currency	Net Acquisitions/ (Divestitures)	Organic	Net Revenue	Organic	Total		
Net Revenue Change - As previously reported									
IAN	\$ 6,720.9	\$ (124.5)	\$ 465.5	\$ 266.9	\$ 7,328.8	4.0%	9.0%		
DXTRA	1,310.7	(18.6)	2.3	1.9	1,296.3	0.1%	(1.1%)		
IPG Total	\$ 8,031.6	\$ (143.1)	\$ 467.8	\$ 268.8	\$ 8,625.1	3.3%	7.4%		

	Year Ended 12/31/2018		Components of Change			Year Ended 12/31/2019		Change	
	Net Revenue	Foreign Currency	Net Acquisitions/ (Divestitures)	Organic	Net Revenue	Organic	Total		
Net Revenue Change - As recast									
Media, Data & Engagement Solutions	\$ 3,042.7	\$ (67.2)	\$ 531.0	\$ 179.0	\$ 3,685.5	5.9%	21.1%		
Integrated Advertising & Creativity Led Solutions	3,597.3	(58.1)	(67.2)	96.7	3,568.7	2.7%	(0.8%)		
Specialized Communications & Experiential Solutions	1,391.6	(17.8)	4.0	(6.9)	1,370.9	(0.5%)	(1.5%)		
IPG Total⁽¹⁾	\$ 8,031.6	\$ (143.1)	\$ 467.8	\$ 268.8	\$ 8,625.1	3.3%	7.4%		

(1) Amounts were not impacted by changes in our reportable segments.

The Interpublic Group of Companies, Inc.
Segment Realignment - Segment EBITA (Unaudited)
(Dollars in Millions)

	Q1 2021	Q2 2021	Q3 2021	Q4 2021	FY 2021	FY 2020
Segment EBITA - As previously reported						
IAN	\$ 254.3	\$ 382.9	\$ 352.0	\$ 476.1	\$ 1,465.3	\$ 699.1
DXTRA	40.4	54.7	53.3	38.1	186.5	56.5
Corporate and Other	(30.1)	(31.6)	(32.3)	(35.4)	(129.4)	(81.3)
Total IPG Adjusted EBITA ⁽¹⁾	\$ 264.6	\$ 406.0	\$ 373.0	\$ 478.8	\$ 1,522.4	\$ 674.3

(1) Adjusted EBITA is a financial measure that is not defined by U.S. GAAP. Refer to Non-GAAP reconciliation for details of Adjusted EBITA calculation.

	Q1 2021	Q2 2021	Q3 2021	Q4 2021	FY 2021	FY 2020
Segment EBITA - As recast						
Media, Data & Engagement Solutions	\$ 135.8	\$ 201.6	\$ 198.5	\$ 282.1	\$ 818.0	\$ 385.7
Integrated Advertising & Creativity Led Solutions	118.1	183.1	152.9	192.1	646.2	329.2
Specialized Communications & Experiential Solutions	40.8	52.9	53.9	40.0	187.6	40.7
Corporate and Other ⁽²⁾	(30.1)	(31.6)	(32.3)	(35.4)	(129.4)	(81.3)
Total IPG Adjusted EBITA ⁽¹⁾⁽²⁾	\$ 264.6	\$ 406.0	\$ 373.0	\$ 478.8	\$ 1,522.4	\$ 674.3

(1) Amounts were not impacted by changes in our reportable segments.

(2) Adjusted EBITA is a financial measure that is not defined by U.S. GAAP. Refer to Non-GAAP reconciliation for details of Adjusted EBITA calculation.

The Interpublic Group of Companies, Inc.
Segment Realignment - Segment EBITA Margin on Net Revenue (Unaudited)

	Q1 2021	Q2 2021	Q3 2021	Q4 2021	FY 2021	FY 2020
Segment EBITA Margin on Net Revenue - As previously reported						
IAN	14.7%	19.6%	18.1%	21.6%	18.7%	10.1%
DXTRA	13.8%	17.4%	16.7%	11.2%	14.7%	4.9%
Total IPG Adjusted EBITA Margin on Net Revenue ⁽¹⁾	13.0%	17.9%	16.5%	18.8%	16.7%	8.4%

(1) Adjusted EBITA is a financial measure that is not defined by U.S. GAAP. Refer to Non-GAAP reconciliation for details of Adjusted EBITA calculation.

	Q1 2021	Q2 2021	Q3 2021	Q4 2021	FY 2021	FY 2020
Segment EBITA Margin on Net Revenue - As recast						
Media, Data & Engagement Solutions	16.0%	20.5%	20.3%	24.4%	20.6%	11.2%
Integrated Advertising & Creativity Led Solutions	13.5%	19.0%	16.1%	18.6%	16.9%	9.6%
Specialized Communications & Experiential Solutions	13.5%	16.5%	16.3%	11.3%	14.3%	3.4%
Total IPG Adjusted EBITA Margin on Net Revenue ⁽¹⁾⁽²⁾	13.0%	17.9%	16.5%	18.8%	16.7%	8.4%

(1) Amounts were not impacted by changes in our reportable segments.

(2) Adjusted EBITA is a financial measure that is not defined by U.S. GAAP. Refer to Non-GAAP reconciliation for details of Adjusted EBITA calculation.

The Interpublic Group of Companies, Inc.
Segment Realignment - Restructuring Charges (Unaudited)
(Dollars in Millions)

	<u>Q1 2021</u>	<u>Q2 2021</u>	<u>Q3 2021</u>	<u>Q4 2021</u>	<u>FY 2021</u>	<u>FY 2020</u>
Restructuring Charges - As previously reported						
IAN	\$ 0.5	\$ -	\$ (0.6)	\$ 3.1	\$ 3.0	\$ 317.9
DXTRA	0.8	(0.3)	(0.6)	9.8	9.7	78.8
Corporate and Other	-	0.1	(2.3)	0.1	(2.1)	17.1
Total IPG Restructuring Charges	\$ 1.3	\$ (0.2)	\$ (3.5)	\$ 13.0	\$ 10.6	\$ 413.8
Restructuring Charges - As recast						
Media, Data & Engagement Solutions	\$ -	\$ 0.2	\$ (0.4)	\$ 0.3	\$ 0.1	\$ 159.9
Integrated Advertising & Creativity Led Solutions	0.4	(0.4)	(0.2)	2.8	2.6	148.1
Specialized Communications & Experiential Solutions	0.9	(0.1)	(0.6)	9.8	10.0	88.7
Corporate and Other ⁽¹⁾	-	0.1	(2.3)	0.1	(2.1)	17.1
Total IPG Restructuring Charges⁽¹⁾	\$ 1.3	\$ (0.2)	\$ (3.5)	\$ 13.0	\$ 10.6	\$ 413.8

(1) Amounts were not impacted by changes in our reportable segments.

The Interpublic Group of Companies, Inc.
Non-GAAP Reconciliation - Adjusted Results (Unaudited)
(Dollars in Millions)

	<u>Q1 2021</u>	<u>Q2 2021</u>	<u>Q3 2021</u>	<u>Q4 2021</u>	<u>FY 2021</u>	<u>FY 2020</u>
Non-GAAP Reconciliation - As previously reported						
Net Revenue	\$ 2,027.7	\$ 2,269.6	\$ 2,261.7	\$ 2,548.9	\$ 9,107.9	\$ 8,064.5
Adjusted EBITA Reconciliation:						
Net Income Available to IPG Common Stockholders	\$ 91.7	\$ 263.3	\$ 239.9	\$ 357.9	\$ 952.8	\$ 351.1
Add back:						
Provision for Income Taxes	23.8	86.7	73.9	67.4	251.8	8.0
Subtract:						
Total (expenses) and other income	(126.6)	(30.3)	(33.2)	(24.0)	(214.1)	(227.1)
Equity in net (loss) income of unconsolidated affiliates	(0.2)	0.4	0.2	2.1	2.5	0.9
Net income attributable to noncontrolling interests	(0.7)	(4.5)	(4.7)	(10.1)	(20.0)	(3.1)
Operating Income	243.0	384.4	351.5	457.3	1,436.2	588.4
Add back:						
Amortization of acquired intangibles	21.6	21.6	21.5	21.5	86.2	85.9
Total IPG Adjusted EBITA⁽¹⁾	\$ 264.6	\$ 406.0	\$ 373.0	\$ 478.8	\$ 1,522.4	\$ 674.3
<i>Adjusted EBITA Margin on Net Revenue</i>	13.0%	17.9%	16.5%	18.8%	16.7%	8.4%
Restructuring Charges	1.3	(0.2)	(3.5)	13.0	10.6	413.8
Adjusted EBITA before Restructuring Charges⁽¹⁾	\$ 265.9	\$ 405.8	\$ 369.5	\$ 491.8	\$ 1,533.0	\$ 1,088.1
<i>Adjusted EBITA before Restructuring Charges on Net Revenue</i>	13.1%	17.9%	16.3%	19.3%	16.8%	13.5%

(1) Adjusted EBITA and Adjusted EBITA before restructuring Charges are financial measures that are not defined by U.S. GAAP. Adjusted EBITA is calculated as net income available to IPG common stockholders before provision for income taxes, total (expenses) and other income, equity in net (loss) income of unconsolidated affiliates, net income attributable to noncontrolling interests and amortization of acquired intangibles. Adjusted EBITA before restructuring charges is calculated as Adjusted EBITA, as defined previously, before restructuring changes.

