



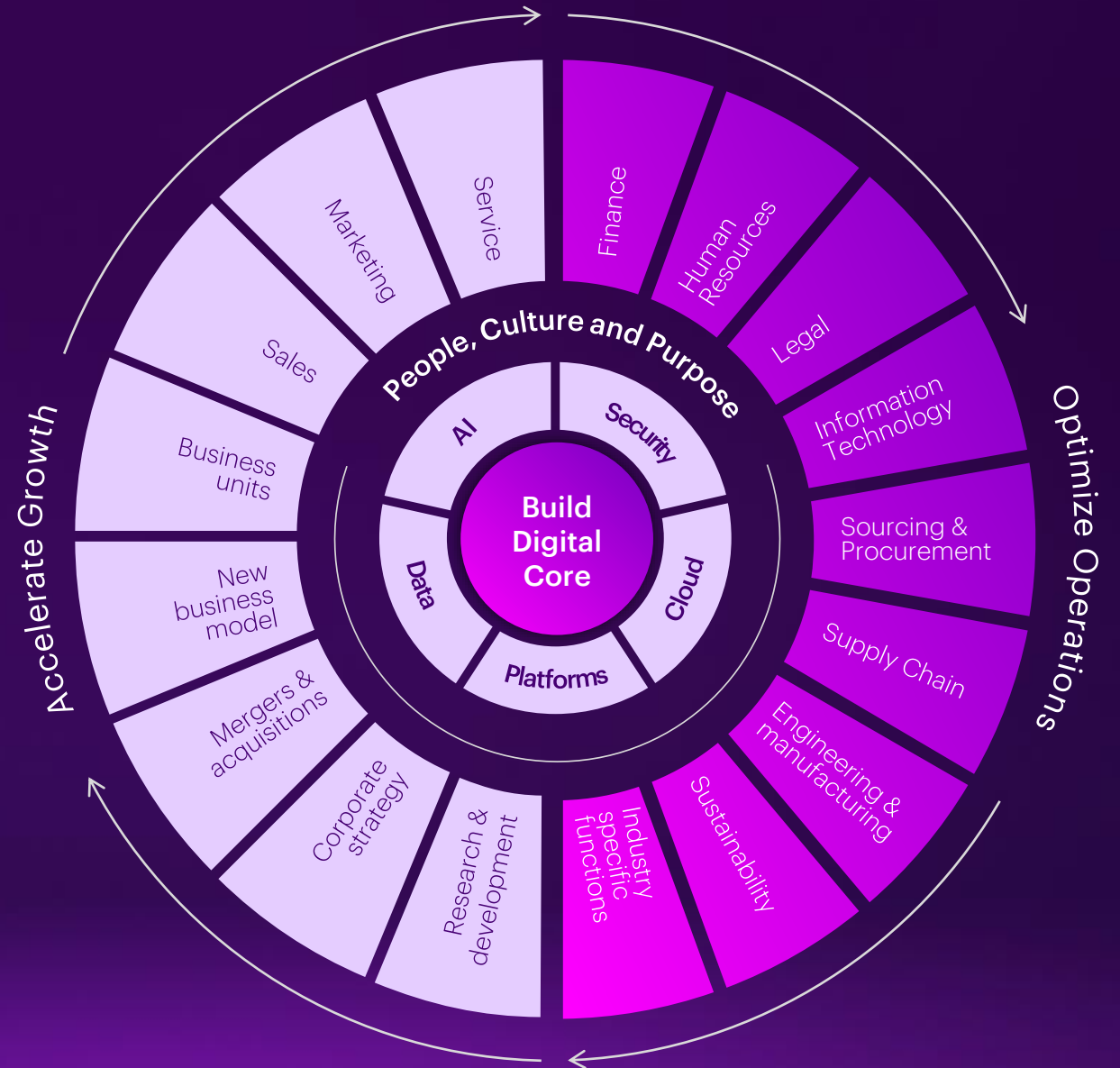
# The Reinvention Ahead

Investor briefing | November 2023

## **Forward-Looking Statements**

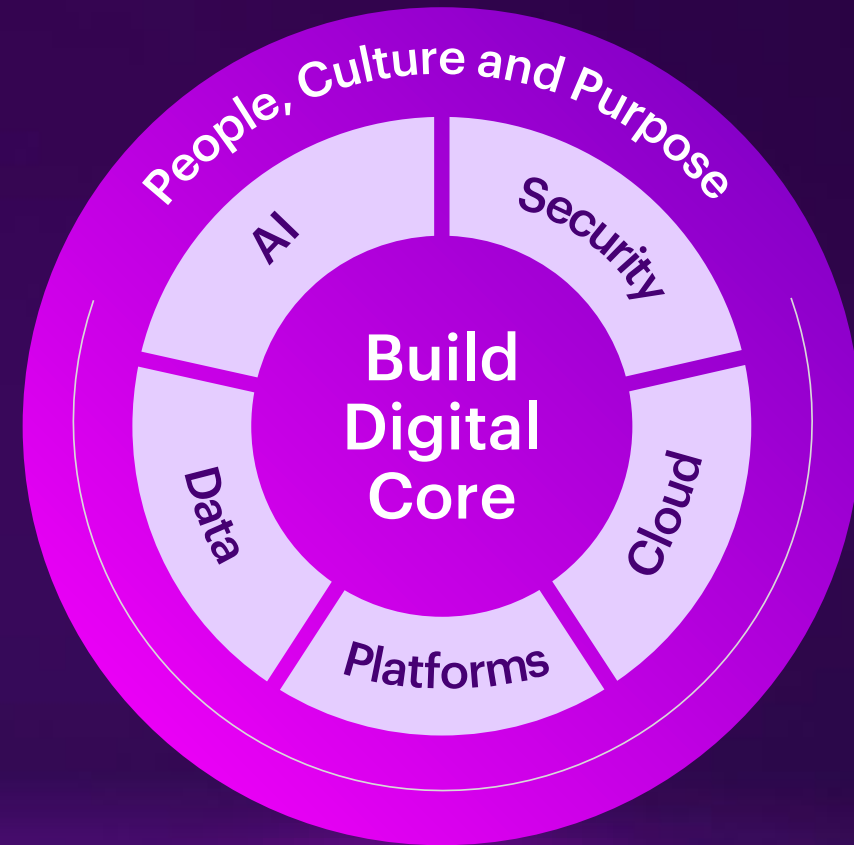
Except for the historical information and discussions contained herein, statements in this presentation may constitute “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995 relating to our operations, results of operations and other matters that are based on our current expectations, estimates, assumptions and projections. Words such as “may,” “will,” “should,” “likely,” “anticipates,” “expects,” “intends,” “plans,” “projects,” “believes,” “estimates,” “positioned,” “outlook” and similar expressions are used to identify these forward-looking statements. Any statements other than statements of historical fact may be forward-looking statements. For details on the uncertainties and other factors that may cause our actual future results to be materially different than those expressed in our forward-looking statements, see the uncertainties and other factors discussed under the “Risk Factors” heading in our most recent annual report on Form 10-K, quarterly reports on Form 10-Q and other documents filed with or furnished to the Securities and Exchange Commission. We do not undertake to update our forward-looking statements. This presentation also includes certain forward-looking projected financial information that is based on current estimates and forecasts. Actual results could differ materially. Forward-looking and other statements herein may also address our corporate responsibility progress, plans, and goals (including environmental matters), and the inclusion of such statements is not an indication that these contents are necessarily material to investors or required to be disclosed in our filings with the Securities and Exchange Commission. In addition, historical, current, and forward-looking sustainability-related statements may be based on standards for measuring progress that are still developing, internal controls and processes that continue to evolve, and assumptions that are subject to change in the future.

Our strategy is to help our clients reinvent

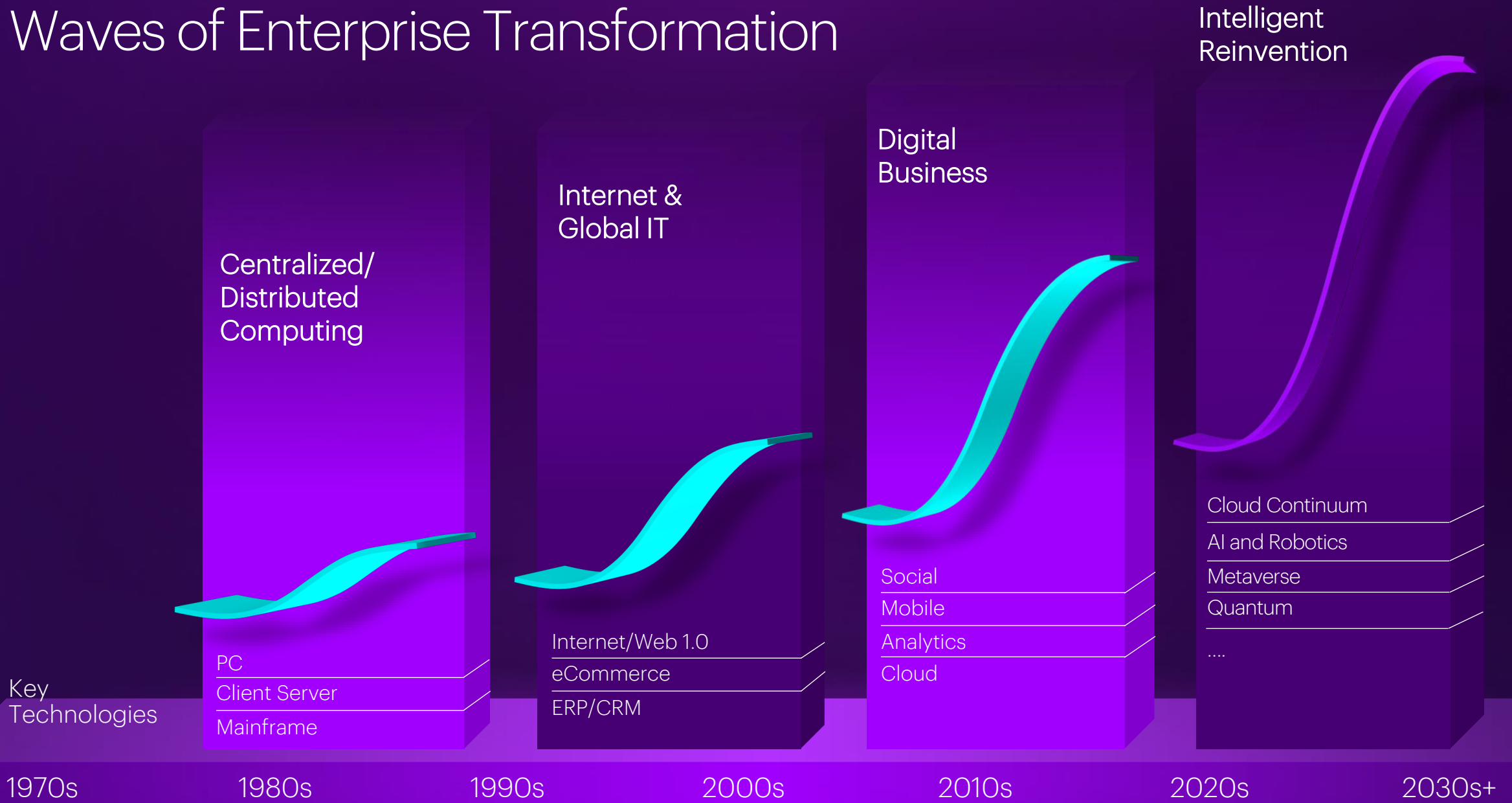


Our strategy  
is to help our  
clients reinvent

It starts with a strong  
**digital core**

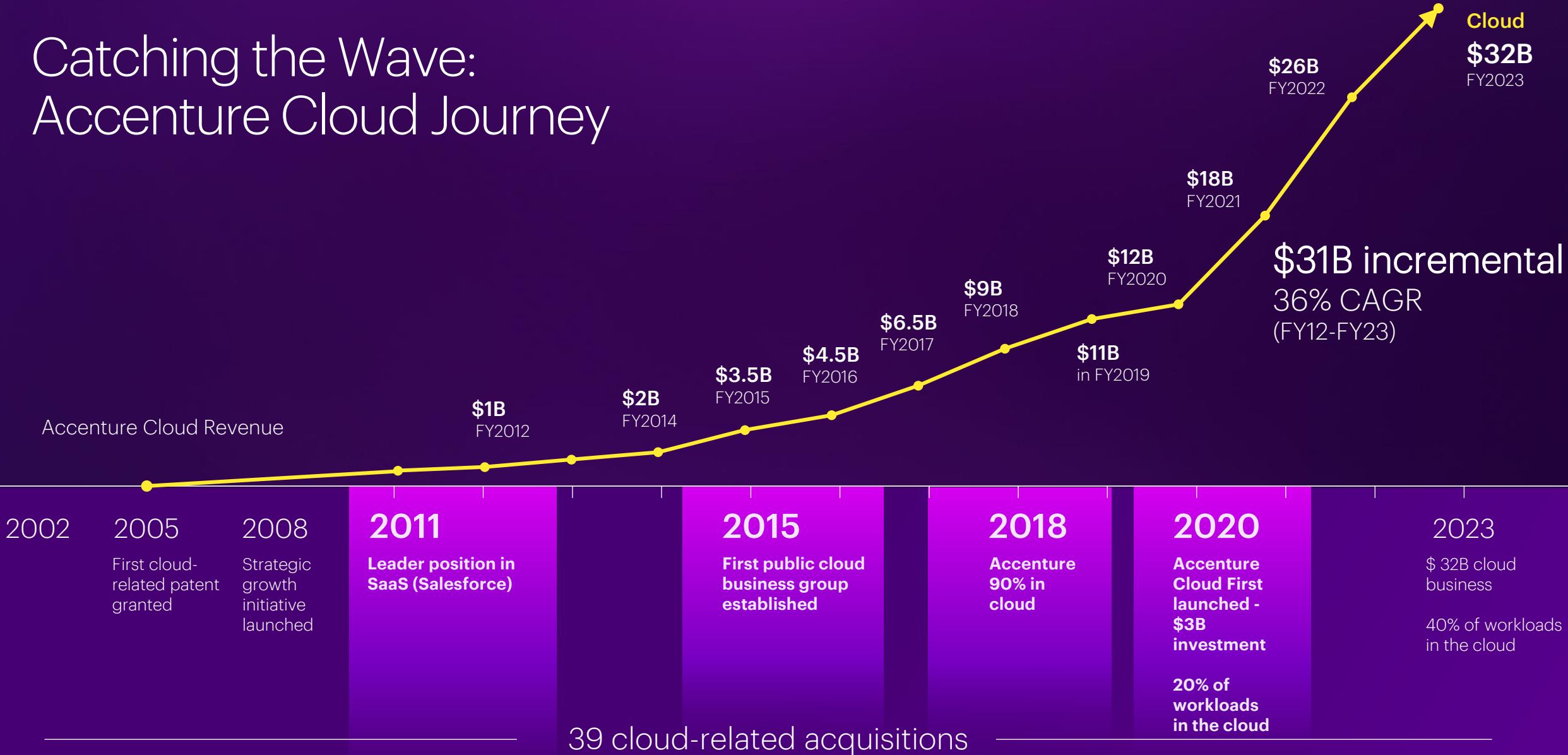


# Waves of Enterprise Transformation



# Catching the Wave: Accenture Cloud Journey

Accenture Cloud Revenue

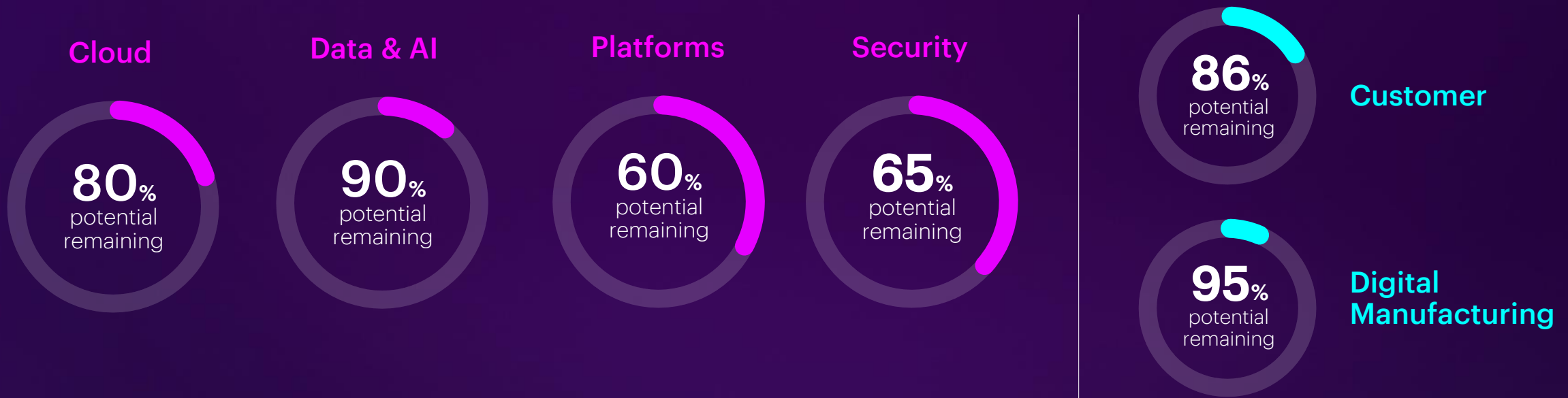


2002	2005	2008	<b>2011</b>		<b>2015</b>		<b>2018</b>	<b>2020</b>		2023
	First cloud-related patent granted	Strategic growth initiative launched	<b>Leader position in SaaS (Salesforce)</b>		<b>First public cloud business group established</b>		<b>Accenture 90% in cloud</b>	<b>Accenture Cloud First launched - \$3B investment</b>		\$ 32B cloud business
								<b>20% of workloads in the cloud</b>		40% of workloads in the cloud
39 cloud-related acquisitions										

Accenture CAGR FY02 to FY12 = **7%** | FY13 to FY23 = **10%**

Cloud revenues and CAGR percentages are approximated and may be modified to reflect periodic changes in definitions

# The Digital Core: Significant Opportunity Ahead



Cloud: 25-40% of workloads are in the cloud (Everest Group); only 20% are modernized (Accenture Research)

Data & AI: Accenture Research

Platforms: Accenture research (approximate based on select platforms)

Security: World Economic Forum

Customer: Only 14% of organizations responding to the 2021 Gartner Cross-Functional Customer Data Survey indicated they have achieved a 360-degree customer view of the customer. Gartner®, Apply Customer Data Management Technologies to Create Better Customer Experiences, 2023.

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Digital Mfg: Everest Group

# Our Leading Ecosystem Partners



#1

ACN Market Position

~2X

market share of  
closest competitor

Emerging  
Key Partners

 snowflake®

 databricks

 Meta LLaMA

  
NVIDIA®

 cohere

ANTHROPIC

 paloalto®  
NETWORKS



# Our Proven Reinvention Formula



## Innovate to anticipate the waves

100 innovation hubs  
35 years of Labs leadership

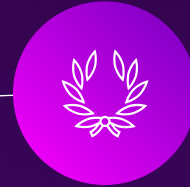


## Invest at Scale

\$1.3B in R&D investments  
\$1.1B in training and development  
\$2.5B across 25 acquisitions

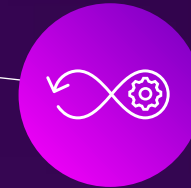
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~\$5B investments



## Ecosystem leadership

#1 partner for our leading ecosystem partners  
55+ Ventures



## Breadth of services

A leader among Forbes' World's Best Management Consulting Firms  
#1 in Tech Services, by Everest  
#1 digital agency in all disciplines, by Ad Age



## Industry expertise

13 industry groups  
Partnered with top 100 clients for 10+ years  
106 clients with quarterly bookings \$100M+  
300 Diamond clients

# The Age of AI, Powered by Gen AI



**\$3B**

Data & AI  
Investment



**\$300M**

Gen AI sales\*



**300**

Gen AI client  
projects\*

**GenAI to become \$1.3T  
market by 2032**

- Bloomberg -

**GenAI Adoption  
Challenges for CXOs\*\***

**46%** view getting the data  
strategy right as top  
issue

**32%** rank talent scarcity  
(skills and people) as  
a concern

\*\*Accenture CXO Pulse Survey; September 2023

**15+** years  
leading in AI

**1545+**  
AI patents  
& patents  
pending

Doubling AI  
talent to **80K**

AI Navigator for  
Enterprise

Accenture  
Center for  
Advanced AI

Cognitive  
Infrastructure  
opportunity

# Gen AI: Two Speed Approach

Early Value Opportunities



**Marketing and  
Customer Support**



**Finance**



**Human Resources**



**IT and Coding**



**Knowledge Management**



**Responsible AI**

**Building Capabilities**

Strategic Bets



**Retail**  
Assortment Optimization



**Insurance**  
Intelligent Underwriting



**Life sciences**  
Generative Drug Discovery



**Energy**  
Capital Projects



# Realities of Gen AI for our Clients



It's early, but moving fast



Driving demand for digital core,  
especially data readiness



Business value focus



Clients taking two-speed approach:  
quick hits and strategic bets



It's not just about the tech.  
Importance of change and  
transformation

Enduring approach  
to shareholder  
value creation

...while delivering  
360° value to all our  
stakeholders

Grow faster than the market  
and take share

Strong earnings growth with  
sustainable margin expansion  
while investing at scale

Strong cash flow  
Disciplined capital allocation  
Significant return to shareholders