

Strong quarterly results reflect continued successful execution of our growth strategy

TOTAL NET REVENUES



\$9.1B

⬆️ increase of 8% in local currency and 8% in USD

GEOGRAPHIC REGIONS

Net Revenues and Growth in Local Currency



North America

↑ 4%
\$4.2B

Europe

↑ 10%
\$3.1B

Growth Markets

↑ 14%
\$1.8B

OPERATING GROUPS

Net Revenues and Growth in Local Currency



Communications,
Media & Technology



\$1.8B

Financial Services



\$1.9B

Health &
Public Service



\$1.6B

Products



\$2.5B

Resources



\$1.3B

EPS

\$1.48

⬆️ 13% increase on an adjusted basis*

*After adjusting Q4 FY16 GAAP EPS of \$1.68 to exclude gains on the sale of businesses of \$0.37 per share



RETURNING CASH TO SHAREHOLDERS



Strong free cash flow

\$1.8B

Share repurchases

\$657M

\$2.6B for full year 2017

Semi-annual cash dividend declared September 2017

\$1.33 per share

increase of \$0.12 per share or 10% over our semi-annual dividend declared in March 2017

OPERATING MARGIN

14.2%

⬆️ 10 bps increase from Q4 FY16



BUSINESS DIMENSIONS

Revenue Growth in Local Currency



Strategy/
Consulting

flat growth

Application
Services

double-digit growth

Operations

double-digit growth

"THE NEW" – DIGITAL, CLOUD, SECURITY SERVICES



More than

50%

of revenues
strong double-digit growth

NEW BOOKINGS



\$10.1B



strong new bookings

Durable and balanced performance as we continue rotating to “the New” – digital-, cloud- and security-related services

TOTAL NET REVENUES



\$34.9B

⬆️ increase of 7% in local currency and 6% in USD

GEOGRAPHIC REGIONS

Net Revenues and Growth in Local Currency



North America

↑ 4%
\$16.3B

Europe

↑ 8%
\$11.9B

Growth Markets

↑ 12%
\$6.6B

OPERATING GROUPS

Net Revenues and Growth in Local Currency



Communications, Media & Technology

↑ 4%
\$6.9B

Financial Services

↑ 7%
\$7.4B

Health & Public Service

↑ 3%
\$6.2B

Products

↑ 14%
\$9.5B

Resources

↑ 1%
\$4.8B

EPS (Adjusted)

⬆️ 11% increase from adjusted FY16*

*After adjusting FY17 GAAP EPS of \$5.44 to exclude pension settlement charge of \$0.47 per share, and adjusting FY16 GAAP EPS of \$6.45 to exclude gains on the sale of businesses of \$1.11 per share



RETURNING CASH TO SHAREHOLDERS



Strong free cash flow

\$4.5B

reflects a free cash flow to adjusted net income ratio of 1.1 (after adjusting GAAP net income of \$3.63 billion to exclude \$312M after-tax impact of the pension settlement charge)

Share repurchases

\$2.6B

Cash dividends paid

\$1.6B

\$2.42 per share, a 10% increase over prior-year dividend

OPERATING MARGIN (Adjusted) %

⬆️ 20bps increase from FY16*

*After adjusting FY17 GAAP operating margin of 13.3% to exclude impact of pension settlement charge (150 basis points)

BUSINESS DIMENSIONS

Approx. FY17 revenues



	Revenues (\$ USD)	% of Revenues	Est'd % Growth in Local Currency
Strategy & Consulting	\$10B	29%	Low single-digit
Application Services	\$17B	48%	High single-digit
Operations	\$8B	23%	Double-digit
TOTAL	\$35B	100%	7%

“THE NEW” – DIGITAL, CLOUD, SECURITY SERVICES

Approx. FY17 revenues

\$18B* approx. 50% of revenues about 30% growth in local currency

	Revenues (\$ USD)	% of Revenues
Digital	\$13.5B	39%
Cloud	\$6.5B	19%
Security	\$1.2B	3%

* Revenues for “the New” include Digital-, Cloud- and Security-related services, net of estimated overlap

NEW BOOKINGS



\$37.4B

strong new bookings increase of 6% in local currency

NET REVENUES TREND

Q4 FY17

Quarter Ending Net Revenue from November 30, 2015 to August 31, 2017

(in millions of U.S. dollars)

(Unaudited)

Operating Group	FY2016										FY2017									
	Q1	% of Total	Q2	% of Total	Q3	% of Total	Q4	% of Total	Full Year	% of Total	Q1	% of Total	Q2	% of Total	Q3	% of Total	Q4	% of Total	Full Year	% of Total
Comm. Media & Tech	\$1,605	20%	\$1,607	20%	\$1,708	20%	\$1,697	20%	\$6,616	20%	\$1,686	20%	\$1,621	20%	\$1,755	20%	\$1,823	20%	\$6,885	20%
Financial Services	1,745	22%	1,685	21%	1,805	21%	1,796	21%	7,031	21%	1,810	21%	1,770	21%	1,865	21%	1,949	21%	7,394	21%
Health & Public Service	1,424	18%	1,482	19%	1,539	18%	1,541	18%	5,987	18%	1,501	18%	1,512	18%	1,554	18%	1,611	18%	6,178	18%
Products	1,990	25%	1,995	25%	2,158	26%	2,252	27%	8,395	26%	2,320	27%	2,265	27%	2,429	27%	2,486	27%	9,500	27%
Resources	1,245	15%	1,174	15%	1,221	15%	1,199	14%	4,839	15%	1,195	14%	1,145	14%	1,246	14%	1,262	14%	4,847	14%
Other	4	n/m	3	n/m	4	n/m	4	n/m	15	n/m	4	n/m	6	n/m	18	n/m	18	n/m	46	n/m
Total ⁽¹⁾	\$8,013	100%	\$7,946	100%	\$8,435	100%	\$8,489	100%	\$32,883	100%	\$8,516	100%	\$8,318	100%	\$8,867	100%	\$9,150	100%	\$34,850	100%

Geographic Region	FY2016										FY2017									
	Q1	% of Total	Q2	% of Total	Q3	% of Total	Q4	% of Total	Full Year	% of Total	Q1	% of Total	Q2	% of Total	Q3	% of Total	Q4	% of Total	Full Year	% of Total
North America	\$3,763	47%	\$3,791	48%	\$4,017	48%	\$4,082	48%	\$15,653	48%	\$3,981	47%	\$3,956	48%	\$4,123	47%	\$4,231	46%	\$16,291	47%
Europe	2,885	36%	2,785	35%	2,946	35%	2,833	33%	11,448	35%	2,942	34%	2,827	34%	3,043	34%	3,121	34%	11,933	34%
Growth Markets	1,365	17%	1,370	17%	1,472	17%	1,574	19%	5,781	17%	1,593	19%	1,535	18%	1,701	19%	1,798	20%	6,626	19%
Total ⁽¹⁾	\$8,013	100%	\$7,946	100%	\$8,435	100%	\$8,489	100%	\$32,883	100%	\$8,516	100%	\$8,318	100%	\$8,867	100%	\$9,150	100%	\$34,850	100%

Type of Work	FY2016										FY2017									
	Q1	% of Total	Q2	% of Total	Q3	% of Total	Q4	% of Total	Full Year	% of Total	Q1	% of Total	Q2	% of Total	Q3	% of Total	Q4	% of Total	Full Year	% of Total
Consulting	\$4,346	54%	\$4,293	54%	\$4,621	55%	\$4,608	54%	\$17,868	54%	\$4,593	54%	\$4,406	53%	\$4,820	54%	\$4,934	54%	\$18,754	54%
Outsourcing	3,667	46%	3,653	46%	3,813	45%	3,882	46%	15,015	46%	3,922	46%	3,912	47%	4,047	46%	4,216	46%	16,096	46%
Total ⁽¹⁾	\$8,013	100%	\$7,946	100%	\$8,435	100%	\$8,489	100%	\$32,883	100%	\$8,516	100%	\$8,318	100%	\$8,867	100%	\$9,150	100%	\$34,850	100%

Notes:

(1) May not total due to rounding

The company's geographic regions are as follows:

•North America: The United States and Canada •Europe •Growth Markets: Asia Pacific, Latin America, Africa, the Middle East, Russia and Turkey

NEW BOOKINGS TREND

Q4 FY17

Quarter Ending New Bookings from November 30, 2015 to August 31, 2017

(in billions of U.S. dollars)

(Unaudited)

Type of Work	FY2016										FY2017									
	Q1	% of Total	Q2	% of Total	Q3	% of Total	Q4	% of Total	Full Year	% of Total	Q1	% of Total	Q2	% of Total	Q3	% of Total	Q4	% of Total	Full Year	% of Total
Consulting	\$4.42	57%	\$5.01	52%	\$4.93	54%	\$4.81	53%	\$19.16	54%	\$4.88	59%	\$4.63	50%	\$5.19	53%	\$5.09	50%	\$19.79	53%
Outsourcing	3.32	43%	4.54	48%	4.19	46%	4.18	47%	16.23	46%	3.44	41%	4.56	50%	4.58	47%	5.00	50%	17.59	47%
Total	\$7.74	100%	\$9.55	100%	\$9.12	100%	\$8.99	100%	\$35.39	100%	\$8.32	100%	\$9.19	100%	\$9.77	100%	\$10.09	100%	\$37.37	100%

PEOPLE METRICS

Q4 FY17

Quarter Ending Metrics from August 31, 2015 to August 31, 2017

Headcount represents the total number of Accenture employees at the quarter ended dates below.

	<u>8/31/15</u>	<u>11/30/15</u>	<u>2/29/16</u>	<u>5/31/16</u>	<u>8/31/16</u>	<u>11/30/16</u>	<u>2/28/17</u>	<u>5/31/17</u>	<u>8/31/17</u>
Billable	334,074	347,268	347,074	349,615	357,516	367,305	373,845	383,793	396,446
Non-Billable	24,424	25,239	25,505	25,875	26,219	26,778	27,112	27,628	28,423
Total Accenture Employees	<u>358,498</u>	<u>372,507</u>	<u>372,579</u>	<u>375,490</u>	<u>383,735</u>	<u>394,083</u>	<u>400,957</u>	<u>411,421</u>	<u>424,869</u>
<i>Memo:</i>									
<i>Accenture's Global Delivery Network</i>	256,846	270,271	272,745	276,363	285,240	295,381	301,623	307,855	318,444
<i>Accenture's Utilization</i>	90%	90%	90%	91%	92%	92%	91%	91%	91%
<i>Accenture's Attrition</i>	14%	13%	13%	15%	16%	12%	12%	15%	15%

Notes:

Beginning in fiscal year 2015 Accenture realigned a small number of employees (approximately 2%) to non-billable from billable based on their activities.

RETURN METRICS TREND

Q4 FY17

Quarter Ending Return Metrics from August 31, 2015 to August 31, 2017
(Unaudited)

	Twelve Months Ended								
	8/31/15	11/30/15	2/29/16	5/31/16	8/31/16	11/30/16	2/28/17	5/31/17	8/31/17
Return on Invested Capital	51%	53%	50%	51%	50%	53%	49%	43%	41%
Return on Equity	51%	53%	56%	57%	59%	62%	51%	46%	41%
Return on Assets	18%	18%	22%	22%	22%	23%	21%	19%	17%

Note: February 2016 through November 2016 results include the gain on the sale of Navitaire
August 2016 through May 2017 results include the gain on the sale of Duck Creek

RECONCILIATION OF RETURN ON INVESTED CAPITAL (ROIC)

Q4 FY17

For the Twelve Months Ended August 31, 2017

(in millions of U.S. dollars)

(Unaudited)

Purpose

ROIC represents Return on Invested Capital and is equal to the tax adjusted operating income divided by total average capital, as outlined below. Accenture believes reporting ROIC provides investors with greater visibility of how effectively Accenture uses the capital invested in its operations. ROIC is not a measure of financial performance under generally accepted accounting principles and should not be considered in isolation or as an alternative to net income as an indicator of company performance, or as an alternative to cash flows from operating activities as a measure of liquidity.

	Twelve Months Ended		
	8/31/17 ⁽¹⁾	Comments	
Net Income Attributable to Accenture plc	\$3,445		
Noncontrolling interests	190		
Provision related to income taxes	981		
Non-operating (income) expense	17	This represents the sum of the following line items on the Consolidated Income Statements: Interest income, Interest expense, Other income/expense, net, and gain on sale of businesses.	
Operating Income	\$4,633		
Annual Effective Tax Rate	21.3%		The tax rate represents a weighted average of the FY17 full year tax rate.
Tax Adjusted Operating Income	\$3,648		
Divided by Average Capital:			
Capital at August 31, 2017			
Noncontrolling interests	761		
Total Accenture plc shareholders' equity	8,949		
Short-term bank borrowings, Long-term debt	25		
	\$9,735		
Capital at August 31, 2016			
Noncontrolling interests	634		
Total Accenture plc shareholders' equity	7,555		
Short-term bank borrowings, Long-term debt	27		
	\$8,217		
Average Capital	\$8,976		
Return on Invested Capital	41%		

(1) May not total due to rounding

RECONCILIATION OF RETURN ON EQUITY (ROE)

Q4 FY17

For the Twelve Months Ended August 31, 2017

(in millions of U.S. dollars)

(Unaudited)

Purpose

ROE represents Return on Equity and is equal to the tax adjusted income before income taxes divided by average equity plus noncontrolling interests, as outlined below. Accenture believes reporting Return on Equity provides investors with a measure of the level of earnings generated in relation to total shareholders' equity plus noncontrolling interests. ROE is not a measure of financial performance under generally accepted accounting principles and should not be considered in isolation or as an alternative to net income as an indicator of company performance, or as an alternative to cash flows from operating activities as a measure of liquidity.

	Twelve Months Ended 8/31/17 ⁽¹⁾	Comments
Net Income Attributable to Accenture plc	\$3,445	
Noncontrolling interests	190	
Provision related to income taxes	981	
Income Before Income Taxes	\$4,616	
Annual Effective Tax Rate	21.3%	The tax rate represents a weighted average of the FY17 full year tax rate.
Tax Adjusted Income Before Income Taxes	\$3,635	
<i>Divided by Average Equity and Noncontrolling Interests:</i>		
Noncontrolling interests at August 31, 2017	761	
Total Accenture plc shareholders' equity at August 31, 2017	8,949	
	\$9,710	
Noncontrolling interests at August 31, 2016	634	
Total Accenture plc shareholders' equity at August 31, 2016	7,555	
	\$8,189	
Average Equity and Noncontrolling Interests	\$8,950	
Return on Equity	41%	

(1) May not total due to rounding

RECONCILIATION OF RETURN ON ASSETS (ROA)

Q4 FY17

For the Twelve Months Ended August 31, 2017

(in millions of U.S. dollars)

(Unaudited)

Purpose

ROA represents Return on Assets and is equal to the tax adjusted income before income taxes divided by average assets, as outlined below. Accenture believes reporting Return on Assets provides investors with a measure of the level of earnings generated in relation to total assets. ROA is not a measure of financial performance under generally accepted accounting principles and should not be considered in isolation or as an alternative to net income as an indicator of company performance, or as an alternative to cash flows from operating activities as a measure of liquidity.

	Twelve Months Ended 8/31/17 ⁽¹⁾	Comments
Net Income Attributable to Accenture plc	\$3,445	
Noncontrolling interests	190	
Provision related to income taxes	981	
Income Before Income Taxes	\$4,616	
Annual Effective Tax Rate	21.3%	The tax rate represents a weighted average of the FY17 full year tax rate.
Tax Adjusted Income Before Income Taxes	\$3,635	
Divided by Average Assets:		
Total Assets at August 31, 2017	22,690	
Total Assets at August 31, 2016	20,609	
Average Assets	\$21,649	
Return on Assets	17%	

(1) May not total due to rounding

SHARES OUTSTANDING AND MARKET CAPITALIZATION
 Q4 FY17
 As of August 31, 2017
 (shares in millions and market capitalization in millions of U.S. dollars)

	As of August 31, 2017	Comments
Accenture plc Class A shares	639.0	From Accenture plc statement of shareholders' equity.
Accenture plc Class A treasury shares	(23.4)	From Accenture plc statement of shareholders' equity.
Accenture Holdings plc ordinary shares	26.4	From Accenture Holdings plc statement of shareholders' equity.
Accenture Canada Holdings, Inc. shares	1.0	
Total Shares Outstanding at 5/31/2017	643.0	Of these shares, approximately 6% are Founder shares issued in connection with Accenture's incorporation that are still held by active and former senior executives of Accenture. Accenture refers to the remaining 94% as our public float.
Share price - as of August 31, 2017 close	\$130.76	
Market Capitalization at 8/31/2017	\$84,076	

Notes:

(1) May not total due to rounding