

Strong and broad-based growth ahead of the market, reflecting our continued rotation to “the New”

TOTAL NET REVENUES

\$9.5B

⬆️ increase of 10% in local currency and 12% in USD

GEOGRAPHIC REGIONS

Net Revenues and Growth in Local Currency

North America

↑ **7%**
\$4.3B

Europe

↑ **11%**
\$3.4B

Growth Markets

↑ **16%**
\$1.8B

OPERATING GROUPS

Net Revenues and Growth in Local Currency

Communications,
Media & Technology



\$1.9B

Financial Services



\$2.1B

Health &
Public Service



\$1.6B

Products



\$2.6B

Resources



\$1.3B

EPS

\$1.79

⬆️ 13% increase

RETURNING CASH TO SHAREHOLDERS

Strong free cash flow

\$872M

Share repurchases

\$563M

Semi-annual cash dividend paid Nov. 2017

\$1.33

per share

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

OPERATING MARGIN

15.6%

unchanged from Q1 FY17

BUSINESS DIMENSIONS

Revenue Growth in Local Currency

Strategy/
Consulting

mid-single-digit growth

Application
Services

double-digit growth

Operations

double-digit growth

“THE NEW” – DIGITAL, CLOUD, SECURITY SERVICES

Approximately

55%

of revenues
strong double-digit growth

NEW BOOKINGS

\$10.0B

strong new bookings

NET REVENUES TREND

Q1 FY18

Quarter Ending Net Revenue from November 30, 2016 to November 30, 2017

(in millions of U.S. dollars)

(Unaudited)

Operating Group	FY2017										FY2018	
	Q1	% of Total	Q2	% of Total	Q3	% of Total	Q4	% of Total	Full Year	% of Total	Q1	% of Total
Comm. Media & Tech	\$1,686	20%	\$1,621	20%	\$1,755	20%	\$1,823	20%	\$6,885	20%	\$1,870	20%
Financial Services	1,810	21%	1,770	21%	1,865	21%	1,949	21%	7,394	21%	2,059	22%
Health & Public Service	1,501	18%	1,512	18%	1,554	18%	1,611	18%	6,178	18%	1,634	17%
Products	2,320	27%	2,265	27%	2,429	27%	2,486	27%	9,500	27%	2,584	27%
Resources	1,195	14%	1,145	14%	1,246	14%	1,262	14%	4,847	14%	1,333	14%
Other	4	n/m	6	n/m	18	n/m	18	n/m	46	n/m	43	n/m
Total ⁽¹⁾	\$8,516	100%	\$8,318	100%	\$8,867	100%	\$9,150	100%	\$34,850	100%	\$9,523	100%

Geographic Region	FY2017										FY2018	
	Q1	% of Total	Q2	% of Total	Q3	% of Total	Q4	% of Total	Full Year	% of Total	Q1	% of Total
North America	\$3,981	47%	\$3,956	48%	\$4,123	46%	\$4,231	46%	\$16,291	47%	\$4,285	45%
Europe ⁽²⁾	2,958	35%	2,842	34%	3,061	35%	3,141	34%	12,002	34%	3,449	36%
Growth Markets ⁽²⁾	1,576	18%	1,519	18%	1,683	19%	1,779	20%	6,557	19%	1,789	19%
Total ⁽¹⁾	\$8,516	100%	\$8,318	100%	\$8,867	100%	\$9,150	100%	\$34,850	100%	\$9,523	100%

Type of Work	FY2017										FY2018	
	Q1	% of Total	Q2	% of Total	Q3	% of Total	Q4	% of Total	Full Year	% of Total	Q1	% of Total
Consulting	\$4,593	54%	\$4,406	53%	\$4,820	54%	\$4,934	54%	\$18,754	54%	\$5,184	54%
Outsourcing	3,922	46%	3,912	47%	4,047	46%	4,216	46%	16,096	46%	4,339	46%
Total ⁽¹⁾	\$8,516	100%	\$8,318	100%	\$8,867	100%	\$9,150	100%	\$34,850	100%	\$9,523	100%

Notes:

(1) May not total due to rounding

(2) Effective September 1, 2017, we revised the reporting of our geographic regions as follows: North America (the United States and Canada), Europe and Growth Markets (Asia Pacific, Latin America, Africa, the Middle East and Turkey). Four countries, including Russia, were previously in Growth Markets, but are now included in Europe. Prior period amounts have been reclassified to conform to the current period presentation.

NEW BOOKINGS TREND

Q1 FY18

Quarter Ending New Bookings from November 30, 2016 to November 30, 2017

(in billions of U.S. dollars)

(Unaudited)

Type of Work	FY2017										FY2018	
	Q1	% of Total	Q2	% of Total	Q3	% of Total	Q4	% of Total	Full Year	% of Total	Q1	% of Total
Consulting	\$4.88	59%	\$4.63	50%	\$5.19	53%	\$5.09	50%	\$19.79	53%	\$5.93	59%
Outsourcing	3.44	41%	4.56	50%	4.58	47%	5.00	50%	17.59	47%	4.05	41%
Total	\$8.32	100%	\$9.19	100%	\$9.77	100%	\$10.09	100%	\$37.37	100%	\$9.98	100%



PEOPLE METRICS

Q1 FY18

Quarter Ending Metrics from February 29, 2016 to November 30, 2017

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

	<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>	<u>11/30/17</u>
Billable	347,074	349,615	357,516	367,305	373,845	383,793	396,446	407,492
Non-Billable	25,505	25,875	26,219	26,778	27,112	27,628	28,423	27,874
Total Accenture Employees	<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>	<u>435,366</u>
<i>Memo:</i>								
<i>Accenture's Utilization</i>	90%	91%	92%	92%	91%	91%	91%	92%
<i>Accenture's Attrition</i>	13%	15%	16%	12%	12%	15%	15%	13%

RETURN METRICS TREND

Q1 FY18

Quarter Ending Return Metrics from November 30, 2015 to November 30, 2017
(Unaudited)

	Twelve Months Ended							
	2/29/16	5/31/16	8/31/16	11/30/16	2/28/17	5/31/17	8/31/17	11/30/17
Return on Invested Capital	50%	51%	50%	53%	49%	43%	41%	42%
Return on Equity	56%	57%	59%	62%	51%	46%	41%	42%
Return on Assets	22%	22%	22%	23%	21%	19%	17%	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
 May 2017 through November 2017 results include the pension settlement charge impact



RECONCILIATION OF RETURN ON INVESTED CAPITAL (ROIC)

Q1 FY18

For the Twelve Months Ended November 30, 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 11/30/17 ⁽¹⁾	Comments
Net Income Attributable to Accenture plc	\$3,564	
Noncontrolling interests	199	
Provision related to income taxes	1,015	
Non-operating (income) expense	7	This represents the sum of the following line items on the Consolidated Income Statements: Gain (loss) on investment, Interest income, Interest expense, Other income/expense, net, and gain on sale of businesses.
Operating Income	\$4,787	
Annual Effective Tax Rate	21.1%	The tax rate represents a weighted average of the FY17 full year adjusted tax rate of 21.3% and FY18 Q1 tax rate of 20.5%
Tax Adjusted Operating Income	\$3,779	
Divided by Average Capital:		
Capital at November 30, 2017		
Noncontrolling interests	791	
Total Accenture plc shareholders' equity	9,102	
Short-term bank borrowings, Long-term debt	25	
	\$9,919	
Capital at November 30, 2016		
Noncontrolling interests	617	
Total Accenture plc shareholders' equity	7,417	
Short-term bank borrowings, Long-term debt	27	
	\$8,061	
Average Capital	\$8,990	
Return on Invested Capital	42%	

(1) May not total due to rounding



RECONCILIATION OF RETURN ON EQUITY (ROE)

Q1 FY18

For the Twelve Months Ended November 30, 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 11/30/17 ⁽¹⁾	Comments
Net Income Attributable to Accenture plc	\$3,564	
Noncontrolling interests	199	
Provision related to income taxes	1,015	
Income Before Income Taxes	\$4,779	
Annual Effective Tax Rate	21.1%	The tax rate represents a weighted average of the FY17 full year adjusted tax rate of 21.3% and FY18 Q1 tax rate of 20.5%
Tax Adjusted Income Before Income Taxes	\$3,773	
Divided by Average Equity and Noncontrolling Interests:		
Noncontrolling interests at November 30, 2017	791	
Total Accenture plc shareholders' equity at November 30, 2017	9,102	
	\$9,893	
Noncontrolling interests at November 30, 2016	617	
Total Accenture plc shareholders' equity at November 30, 2016	7,417	
	\$8,034	
Average Equity and Noncontrolling Interests	\$8,964	
Return on Equity	42%	

(1) May not total due to rounding

RECONCILIATION OF RETURN ON ASSETS (ROA)

Q1 FY18

For the Twelve Months Ended November 30, 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 11/30/17 ⁽¹⁾	Comments
Net Income Attributable to Accenture plc	\$3,564	
Noncontrolling interests	199	
Provision related to income taxes	1,015	
Income Before Income Taxes	\$4,779	
Annual Effective Tax Rate	21.1%	The tax rate represents a weighted average of the FY17 full year adjusted tax rate of 21.3% and FY18 Q1 tax rate of 20.5%
Tax Adjusted Income Before Income Taxes	\$3,773	
Divided by Average Assets:		
Total Assets at November 30, 2017	22,974	
Total Assets at November 30, 2016	20,444	
Average Assets	\$21,709	
Return on Assets	17%	

(1) May not total due to rounding



SHARES OUTSTANDING AND MARKET CAPITALIZATION

Q1 FY18

As of November 30, 2017

(shares in millions and market capitalization in millions of U.S. dollars)

	As of November 30, 2017	Comments
Accenture plc Class A shares	641.5	From Accenture plc statement of shareholders' equity.
Accenture plc Class A treasury shares	(26.1)	From Accenture plc statement of shareholders' equity.
Accenture Holdings plc ordinary shares	26.0	From Accenture Holdings plc statement of shareholders' equity.
Accenture Canada Holdings, Inc. shares	1.0	
Total Shares Outstanding at 11/30/2017	642.3	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 November 30, 2017 close	\$148.01	
Market Capitalization at 11/30/2017	\$95,068	

Note:

(1) May not total due to rounding