

Strong financial results reflecting continued significant demand for our differentiated services in “the New”

TOTAL REVENUES

\$10.6B

⬆️ increase of 9.5% in local currency and 7% in USD

GEOGRAPHIC REGIONS

Revenues and Growth in Local Currency

North America

↑ **10%**
\$4.9B

Europe

↑ **6%**
\$3.7B

Growth Markets

↑ **17%**
\$2.0B

OPERATING GROUPS

Revenues and Growth in Local Currency

Communications,
Media & Technology



\$2.1B

Financial Services



\$2.1B

Health &
Public Service



\$1.8B

Products



\$2.9B

Resources



\$1.7B

EPS

\$1.96

⬆️ 9% increase from Q1 FY18

RETURNING CASH TO SHAREHOLDERS

Strong free cash flow

\$950M

Share repurchases

\$788M

Semi-annual cash dividend paid November 2018

\$1.46

per share

increase of \$0.13 per share or 10% over our semi-annual dividend paid in May 2018

OPERATING MARGIN

15.4%

⬆️ 20 bps increase from Q1 FY18

BUSINESS DIMENSIONS*

Revenue Growth in Local Currency

Strategy/
Consulting

high single-digit growth

Technology
Services

high single-digit growth

Operations

double-digit growth

“THE NEW” – DIGITAL, CLOUD, SECURITY SERVICES

More than

60%

of revenues
strong double-digit growth

NEW BOOKINGS

\$10.2B

reflecting strong demand in “the New”

* Application Services renamed Technology Services and updated to include Infrastructure Outsourcing, which was previously categorized within Operations

Results in FY19 and comparisons with FY18 reflect the adoption of new accounting standards for revenues, pension costs and taxes. Accenture discloses information about its business dimensions and components of “the New” to provide additional insights into the company’s business. Revenues for business dimensions and “the New” are approximate, require judgment to allocate revenues for arrangements with multiple offerings and may be modified to reflect periodic changes to the definitions of the business dimensions and “the New.” For full financial data, non-GAAP financial disclosure and cautionary language regarding forward-looking statements, please refer to Accenture’s fiscal year 2019 first quarter news release issued on December 20, 2018, available at investor.accenture.com.

REVENUES TREND

Q1 FY19

Quarter Ending Revenue from November 30, 2017 to November 30, 2018

(in millions of U.S. dollars)

(Unaudited)

Operating Group	FY2018										FY2019	
	Q1	% of Total	Q2	% of Total	Q3	% of Total	Q4	% of Total	Full Year	% of Total	Q1	% of Total
Comm. Media & Tech	\$1,920	20%	\$1,978	20%	\$2,188	21%	\$2,144	20%	\$8,230	20%	\$2,135	20%
Financial Services	2,143	22%	2,102	21%	2,231	21%	2,090	20%	8,566	21%	2,120	20%
Health & Public Service	1,683	17%	1,685	17%	1,753	16%	1,756	17%	6,878	17%	1,754	16%
Products	2,709	27%	2,737	28%	2,971	28%	2,920	28%	11,338	28%	2,929	28%
Resources	1,404	14%	1,402	14%	1,546	14%	1,590	15%	5,942	14%	1,652	16%
Other	26	n/m	4	n/m	5	n/m	5	n/m	39	n/m	16	n/m
Total ⁽¹⁾	\$9,884	100%	\$9,909	100%	\$10,695	100%	\$10,504	100%	\$40,993	100%	\$10,606	100%

Geographic Region	FY2018										FY2019	
	Q1	% of Total	Q2	% of Total	Q3	% of Total	Q4	% of Total	Full Year	% of Total	Q1	% of Total
North America	\$4,442	45%	\$4,416	45%	\$4,743	44%	\$4,859	46%	\$18,460	45%	\$4,856	46%
Europe	3,582	36%	3,599	36%	3,875	36%	3,569	34%	14,626	36%	3,709	35%
Growth Markets	1,861	19%	1,894	19%	2,076	20%	2,076	20%	7,906	19%	2,040	19%
Total ⁽¹⁾	\$9,884	100%	\$9,909	100%	\$10,695	100%	\$10,504	100%	\$40,993	100%	\$10,606	100%

Type of Work	FY2018										FY2019	
	Q1	% of Total	Q2	% of Total	Q3	% of Total	Q4	% of Total	Full Year	% of Total	Q1	% of Total
Consulting	\$5,545	56%	\$5,476	55%	\$6,063	57%	\$5,895	56%	\$22,979	56%	\$5,967	56%
Outsourcing	4,339	44%	4,433	45%	4,632	43%	4,609	44%	18,014	44%	4,638	44%
Total ⁽¹⁾	\$9,884	100%	\$9,909	100%	\$10,695	100%	\$10,504	100%	\$40,993	100%	\$10,606	100%

Notes:

(1) May not total due to rounding

(2) Effective September 1, 2018, we adopted ASU No. 2014-09 and eliminated our net revenues presentation. Prior period amounts have been revised to conform with the current period presentation. In addition, we updated operating group results for fiscal 2018 to include an acquisition previously categorized within Other.

NEW BOOKINGS TREND

Q1 FY19

Quarter Ending New Bookings from November 30, 2017 to November 30, 2018

(in billions of U.S. dollars)

(Unaudited)

Type of Work	FY2018						FY2019					
	Q1	% of Total	Q2	% of Total	Q3	% of Total	Q4	% of Total	Full Year	% of Total	Q1	% of Total
Consulting	\$5.93	59%	\$5.65	55%	\$5.91	50%	\$6.14	57%	\$23.63	55%	\$5.92	58%
Outsourcing	4.05	41%	4.60	45%	5.84	50%	4.69	43%	19.18	45%	4.27	42%
Total ⁽¹⁾	\$9.98	100%	\$10.25	100%	\$11.75	100%	\$10.83	100%	\$42.81	100%	\$10.19	100%

Note:

(1) May not total due to rounding

(2) Beginning in fiscal 2019, new bookings include reimbursements for travel and other out-of-pocket expenses. Prior periods have not been revised to include these amounts.

RETURN METRICS TREND

Q1 FY19

Quarter Ending Return Metrics from February 28, 2017 to November 30, 2018
(Unaudited)

	Twelve Months Ended							11/30/18
	2/28/17	5/31/17	8/31/17	11/30/17	2/28/18	5/31/18	8/31/18	
Return on Invested Capital	49%	43%	41%	42%	40%	44%	41%	39%
Return on Equity	51%	46%	41%	42%	40%	44%	41%	38%
Return on Assets	21%	19%	17%	17%	18%	19%	18%	18%

Note: February 2017 through May 2017 results include the gain on the sale of Duck Creek.
 May 2017 through February 2018 results include the pension settlement charge impact.
 February through November 2018 results include the impact of tax law changes.



RECONCILIATION OF RETURN ON INVESTED CAPITAL (ROIC)

Q1 FY19

For the Twelve Months Ended November 30, 2018

(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		
	11/30/18 ⁽¹⁾	Comments	
Net Income Attributable to Accenture plc	\$4,211		
Noncontrolling interests	106		
Provision related to income taxes	1,607		
Non-operating (income) expense	105	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	\$6,030		
Annual Effective Tax Rate	25.5%		The tax rate represents a weighted average of the FY18 full year tax rate of 27.4% and FY19 Q1 tax rate of 19.8%
Tax Adjusted Operating Income	\$4,490		
Divided by Average Capital:			
Capital at November 30, 2018			
Noncontrolling interests	377		
Total Accenture plc shareholders' equity	12,679		
Short-term bank borrowings, Long-term debt	25		
	\$13,080		
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		
Average Capital	\$11,499		
Return on Invested Capital	39%		

(1) May not total due to rounding



RECONCILIATION OF RETURN ON EQUITY (ROE)

Q1 FY19

For the Twelve Months Ended November 30, 2018

(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 11/30/18 ⁽¹⁾	Comments
Net Income Attributable to Accenture plc	\$4,211	
Noncontrolling interests	106	
Provision related to income taxes	1,607	
Income Before Income Taxes	\$5,924	
Annual Effective Tax Rate	25.5%	The tax rate represents a weighted average of the FY18 full year tax rate of 27.4% and FY19 Q1 tax rate of 19.8%
Tax Adjusted Income Before Income Taxes	\$4,412	
Divided by Average Equity and Noncontrolling Interests:		
Noncontrolling interests at November 30, 2018	377	
Total Accenture plc shareholders' equity at November 30, 2018	12,679	
	\$13,056	
Noncontrolling interests at November 30, 2017	791	
Total Accenture plc shareholders' equity at November 30, 2017	9,102	
	\$9,893	
Average Equity and Noncontrolling Interests	\$11,475	
Return on Equity	38%	

(1) May not total due to rounding



RECONCILIATION OF RETURN ON ASSETS (ROA)

Q1 FY19

For the Twelve Months Ended November 30, 2018

(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	
	11/30/18 ⁽¹⁾	Comments
Net Income Attributable to Accenture plc	\$4,211	
Noncontrolling interests	106	
Provision related to income taxes	1,607	
Income Before Income Taxes	\$5,924	
Annual Effective Tax Rate	25.5%	The tax rate represents a weighted average of the FY18 full year tax rate of 27.4% and FY19 Q1 tax rate of 19.8%
Tax Adjusted Income Before Income Taxes	\$4,412	
Divided by Average Assets:		
Total Assets at November 30, 2018	26,706	
Total Assets at November 30, 2017	22,974	
Average Assets	\$24,840	
Return on Assets	18%	

(1) May not total due to rounding



PEOPLE METRICS

Q1 FY19

Quarter Ending Metrics from February 28, 2017 to November 30, 2018

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

	<u>2/28/17</u>	<u>5/31/17</u>	<u>8/31/17</u>	<u>11/30/17</u>	<u>2/28/18</u>	<u>5/31/18</u>	<u>8/31/18</u>	<u>11/30/18</u>
Billable	373,845	383,793	396,446	407,492	413,810	421,042	431,140	440,554
Non-Billable	27,112	27,628	28,423	27,874	27,782	27,682	28,038	28,334
Total Accenture Employees	<u>400,957</u>	<u>411,421</u>	<u>424,869</u>	<u>435,366</u>	<u>441,592</u>	<u>448,724</u>	<u>459,178</u>	<u>468,888</u>
<i>Memo:</i>								
<i>Accenture's Utilization</i>	91%	91%	91%	92%	91%	91%	91%	92%
<i>Accenture's Attrition</i>	12%	15%	15%	13%	13%	17%	18%	15%



SHARES OUTSTANDING AND MARKET CAPITALIZATION
Q1 FY19
As of November 30, 2018
(shares in millions and market capitalization in millions of U.S. dollars)

	As of November 30, 2018	Comments
Accenture plc Class A shares	665.5	From Accenture plc statement of shareholders' equity.
Accenture plc Class A treasury shares	(28.2)	From Accenture plc statement of shareholders' equity.
Accenture Canada Holdings, Inc. shares	0.9	
Total Shares Outstanding at 11/30/2018	638.3	
Share price - as of November 30, 2018 close	\$164.52	
Market Capitalization at 11/30/2018	\$105,016.2	

Note:

(1) May not total due to rounding