

Very strong results, reflecting significant demand for our services and the continued focused execution of our growth strategy

## TOTAL REVENUES

# \$11.1B

⬆️ increase of 8% in local currency and 7% in USD

## GEOGRAPHIC REGIONS

Revenues and Growth in Local Currency

North America

↑ **11%**  
\$5.3B

Europe

↑ **2%**  
\$3.6B

Growth Markets

↑ **11%**  
\$2.3B

## INDUSTRY SECTORS

Revenues and Growth in Local Currency

Communications,  
Media & Technology



\$2.2B

Financial Services



\$2.1B

Health &  
Public Service



\$1.9B

Products



\$3.2B

Resources



\$1.7B

## EPS

# \$1.91

⬆️ 10% increase

## RETURNING CASH TO SHAREHOLDERS

Strong free cash flow

# \$1.4B

Share repurchases

# \$970M

Quarterly cash dividend declared in March 2020

# \$0.80

per share

Dividends paid

# \$511M

Increase of \$0.07 per share or 10% over the equivalent quarterly rate of FY19 semi-annual dividends

## OPERATING MARGIN

# 13.4%

⬆️ 10 bps increase

## BUSINESS DIMENSIONS

Revenue Growth in Local Currency

Strategy/  
Consulting

high single-digit growth

Technology  
Services

mid single-digit growth

Operations

double-digit growth

## "THE NEW" – DIGITAL, CLOUD, SECURITY SERVICES

More than

# 65%

of revenues  
strong double-digit growth

## NEW BOOKINGS

# \$14.2B

record new bookings  
⬆️ 22% in local currency

Outstanding first-half performance reflects continued growth ahead of the market, with very strong profitability and free cash flow

## TOTAL REVENUES

# \$22.5B

⬆️ increase of 8% in local currency and 7% in USD

## GEOGRAPHIC REGIONS

Revenues and Growth in Local Currency

North America

↑ **10%**  
\$10.5B

Europe

↑ **4%**  
\$7.4B

Growth Markets

↑ **12%**  
\$4.5B

## OPERATING GROUPS

Revenues and Growth in Local Currency

Communications,  
Media & Technology



\$4.5B

Financial Services



\$4.3B

Health &  
Public Service



\$3.9B

Products



\$6.4B

Resources



\$3.4B

## EPS

# \$4.00

⬆️ 8% increase

## RETURNING CASH TO SHAREHOLDERS

Strong free cash flow

# \$2.1B

Share repurchases

# \$1.7B

Cash dividends

# \$1.60

per share

Dividends paid

# \$1.0B

Increase of \$0.14 per share or 10% over the semi-annual dividend of \$1.46 paid in FY19

## OPERATING MARGIN

# 14.5%

⬆️ 20 bps increase

## 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

Approximately

# 65%

of revenues  
strong double-digit growth

## NEW BOOKINGS

# \$24.5B

record new bookings  
book-to-bill of 1.1

## REVENUES TREND

Q2 FY20

Quarter Ending Revenue from November 30, 2018 to February 29, 2020  
(in millions of U.S. dollars)  
(Unaudited)

Operating Group	FY2019										FY2020			
	Q1	% of Total	Q2	% of Total	Q3	% of Total	Q4	% of Total	Full Year	% of Total	Q1	% of Total	Q2	% of Total
Comm. Media & Tech	\$2,135	20%	\$2,146	20%	\$2,253	20%	\$2,224	20%	\$8,757	20%	\$2,245	20%	\$2,239	20%
Financial Services	2,120	20%	2,053	20%	2,197	20%	2,124	19%	8,494	20%	2,190	19%	2,086	19%
Health & Public Service	1,754	16%	1,709	16%	1,820	16%	1,877	17%	7,161	16%	1,969	17%	1,948	18%
Products	2,929	28%	2,907	28%	3,077	28%	3,092	28%	12,005	28%	3,217	28%	3,161	28%
Resources	1,652	16%	1,641	16%	1,748	16%	1,732	16%	6,772	16%	1,734	15%	1,701	15%
Other	16	n/m	(1)	n/m	5	n/m	6	n/m	26	n/m	5	0%	5	n/m
<b>Total <sup>(1)</sup></b>	<b>\$10,606</b>	<b>100%</b>	<b>\$10,454</b>	<b>100%</b>	<b>\$11,100</b>	<b>100%</b>	<b>\$11,056</b>	<b>100%</b>	<b>\$43,215</b>	<b>100%</b>	<b>\$11,359</b>	<b>100%</b>	<b>\$11,142</b>	<b>100%</b>

  

Geographic Region	FY2019										FY2020			
	Q1	% of Total	Q2	% of Total	Q3	% of Total	Q4	% of Total	Full Year	% of Total	Q1	% of Total	Q2	% of Total
North America	\$4,856	46%	\$4,754	45%	\$5,148	46%	\$5,228	47%	\$19,986	46%	\$5,288	47%	\$5,257	47%
Europe	3,714	35%	3,638	35%	3,774	34%	3,570	32%	14,696	34%	3,790	33%	3,629	33%
Growth Markets	2,035	19%	2,062	20%	2,178	20%	2,258	21%	8,533	20%	2,281	20%	2,255	20%
<b>Total <sup>(1)</sup></b>	<b>\$10,606</b>	<b>100%</b>	<b>\$10,454</b>	<b>100%</b>	<b>\$11,100</b>	<b>100%</b>	<b>\$11,056</b>	<b>100%</b>	<b>\$43,215</b>	<b>100%</b>	<b>\$11,359</b>	<b>100%</b>	<b>\$11,142</b>	<b>100%</b>

  

Type of Work	FY2019										FY2020			
	Q1	% of Total	Q2	% of Total	Q3	% of Total	Q4	% of Total	Full Year	% of Total	Q1	% of Total	Q2	% of Total
Consulting	\$5,967	56%	\$5,787	55%	\$6,237	56%	\$6,186	56%	\$24,177	56%	\$6,377	56%	\$6,171	55%
Outsourcing	4,638	44%	4,667	45%	4,863	44%	4,869	44%	19,038	44%	4,982	44%	4,970	45%
<b>Total <sup>(1)</sup></b>	<b>\$10,606</b>	<b>100%</b>	<b>\$10,454</b>	<b>100%</b>	<b>\$11,100</b>	<b>100%</b>	<b>\$11,056</b>	<b>100%</b>	<b>\$43,215</b>	<b>100%</b>	<b>\$11,359</b>	<b>100%</b>	<b>\$11,142</b>	<b>100%</b>

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. In addition, we fully integrated previous acquisitions into operating group results. Prior period amounts have been revised to conform with the current period presentation.

(3) Effective September 1, 2019 we revised the reporting of our geographic regions for the movement of one country from Growth Markets to Europe. Prior period amounts have been reclassified to conform with the current period presentation.

### NEW BOOKINGS TREND

Q2 FY20

Quarter Ending New Bookings from November 30, 2018 to February 29, 2020

(in billions of U.S. dollars)

(Unaudited)

Type of Work	FY2019										FY2020			
	Q1	% of Total	Q2	% of Total	Q3	% of Total	Q4	% of Total	Full Year	% of Total	Q1	% of Total	Q2	% of Total
Consulting	\$5.92	58%	\$6.73	57%	\$6.01	57%	\$6.05	47%	\$24.71	54%	\$6.04	58%	\$7.15	50%
Outsourcing	4.27	42%	5.05	43%	4.59	43%	6.84	53%	20.75	46%	4.30	42%	7.05	50%
<b>Total <sup>(1)</sup></b>	<b>\$10.19</b>	<b>100%</b>	<b>\$11.78</b>	<b>100%</b>	<b>\$10.60</b>	<b>100%</b>	<b>\$12.89</b>	<b>100%</b>	<b>\$45.46</b>	<b>100%</b>	<b>\$10.34</b>	<b>100%</b>	<b>\$14.20</b>	<b>100%</b>

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.



## PEOPLE METRICS

Q2 FY20

Quarter Ending Metrics from May 31, 2018 to February 29, 2020

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

	<u>5/31/18</u>	<u>8/31/18</u>	<u>11/30/18</u>	<u>2/28/19</u>	<u>5/31/19</u>	<u>8/31/19</u>	<u>11/30/19</u>	<u>2/29/20</u>
Billable	421,042	431,140	440,554	447,572	451,911	461,985	473,319	476,869
Non-Billable	27,682	28,038	28,334	28,970	29,646	30,307	31,219	31,703
<b>Total Accenture Employees</b>	<b><u>448,724</u></b>	<b><u>459,178</u></b>	<b><u>468,888</u></b>	<b><u>476,542</u></b>	<b><u>481,557</u></b>	<b><u>492,292</u></b>	<b><u>504,538</u></b>	<b><u>508,572</u></b>
<i>Memo:</i>								
Accenture's Utilization	91%	91%	92%	91%	91%	91%	91%	91%
Accenture's Attrition	17%	18%	15%	15%	18%	19%	14%	14%

## RECONCILIATION OF RETURN ON ASSETS (ROA)

Q2 FY20

For the Twelve Months Ended February 29, 2020

(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 2/29/20 <sup>(1)</sup>	Comments
<b>Net Income Attributable to Accenture plc</b>	<b>\$4,972</b>	
Noncontrolling interests	70	
Income tax expense	1,534	
<b>Income Before Income Taxes</b>	<b>\$6,575</b>	
Annual Effective Tax Rate	21.6%	The tax rate represents a weighted average of the FY19 full year tax rate of 22.5% and FY20 Q2 YTD tax rate of 20.6%
<b>Tax Adjusted Income Before Income Taxes</b>	<b>\$5,158</b>	
<b><i>Divided by Average Assets:</i></b>		
Total Assets at February 29, 2020	33,503	
Total Assets at February 28, 2019	27,390	
<b>Average Assets</b>	<b>\$30,447</b>	
<b>Return on Assets</b>	<b>17%</b>	

(1) May not total due to rounding

**RETURN METRICS TREND**

Q2 FY20

Quarter Ending Return Metrics from May 31, 2018 to February 29, 2020  
(Unaudited)

	Twelve Months Ended							
	5/31/18	8/31/18	11/30/18	2/28/19	5/31/19	8/31/19	11/30/19	2/29/20
<b>Return on Invested Capital</b>	44%	41%	39%	39%	39%	38%	35%	35%
<b>Return on Equity</b>	44%	41%	38%	39%	39%	38%	35%	35%
<b>Return on Assets</b>	19%	18%	18%	18%	18%	18%	17%	17%

Notes: November 2018 to February 2020 results include the impacts of ASU 2016-16.  
November 2019 to February 2020 include the impact of ASU 2016-02.

## RECONCILIATION OF RETURN ON INVESTED CAPITAL (ROIC)

Q2 FY20

For the Twelve Months Ended February 29, 2020

(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		Comments
	2/29/20	(1)	
<b>Net Income Attributable to Accenture plc</b>	<b>\$4,972</b>		
Noncontrolling interests	70		
Income tax expense	1,534		
Non-operating (income) expense	(30)		This represents the sum of the following line items on the Consolidated Income Statements: Interest income, Interest expense, and Other income/expense, net.
<b>Operating Income</b>	<b>\$6,546</b>		
Annual Effective Tax Rate	21.6%		The tax rate represents a weighted average of the FY19 full year tax rate of 22.5% and FY20 Q2 YTD tax rate of 20.6%
<b>Tax Adjusted Operating Income</b>	<b>\$5,135</b>		
<b>Divided by Average Capital:</b>			
<b>Capital at February 29, 2020</b>			
Noncontrolling interests	446		
Total Accenture plc shareholders' equity	15,475		
Short-term bank borrowings, Long-term debt	20		
	<b>\$15,941</b>		
<b>Capital at February 28, 2019</b>			
Noncontrolling interests	392		
Total Accenture plc shareholders' equity	13,337		
Short-term bank borrowings, Long-term debt	24		
	<b>\$13,753</b>		
<b>Average Capital</b>	<b>\$14,847</b>		
<b>Return on Invested Capital</b>	<b>35%</b>		

(1) May not total due to rounding



## RECONCILIATION OF RETURN ON EQUITY (ROE)

Q2 FY20

For the Twelve Months Ended February 29, 2020

(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 2/29/20 <sup>(1)</sup>	Comments
<b>Net Income Attributable to Accenture plc</b>	<b>\$4,972</b>	
Noncontrolling interests	70	
Income tax expense	1,534	
<b>Income Before Income Taxes</b>	<b>\$6,575</b>	
Annual Effective Tax Rate	21.6%	The tax rate represents a weighted average of the FY19 full year tax rate of 22.5% and FY20 Q2 YTD tax rate of 20.6%
<b>Tax Adjusted Income Before Income Taxes</b>	<b>\$5,158</b>	
<b><i>Divided by Average Equity and Noncontrolling Interests:</i></b>		
Noncontrolling interests at February 29, 2020	446	
Total Accenture plc shareholders' equity at February 29, 2020	15,475	
	<b>\$15,921</b>	
Noncontrolling interests at February 28, 2019	392	
Total Accenture plc shareholders' equity at February 28, 2019	13,337	
	<b>\$13,729</b>	
<b>Average Equity and Noncontrolling Interests</b>	<b>\$14,825</b>	
<b>Return on Equity</b>	<b>35%</b>	

(1) May not total due to rounding

**SHARES OUTSTANDING AND MARKET CAPITALIZATION**  
 Q2 FY20  
 As of February 29, 2020  
 (shares in millions and market capitalization in millions of U.S. dollars)

	<u>As of February 29, 2020</u>	<u>Comments</u>
Accenture plc Class A shares	661.7	From Accenture plc statement of shareholders' equity.
Accenture plc Class A treasury shares	(24.5)	From Accenture plc statement of shareholders' equity.
Accenture Canada Holdings, Inc. shares	0.8	
<b>Total Shares Outstanding at 2/29/2020</b>	<b>638.0</b>	
Share price - as of February 29, 2020 close	\$180.59	
<b>Market Capitalization at 2/29/2020</b>	<b>\$115,219.6</b>	

Note:  
 (1) May not total due to rounding