

Outstanding revenue growth and record new bookings reflecting strong, broad-based demand

TOTAL REVENUES

\$15.0B

⬆️ **increase of 27%**
in both local
currency and USD

GEOGRAPHIC MARKETS Revenues and Growth in Local Currency



North America



Europe



Growth Markets

INDUSTRY GROUPS

Revenues and Growth in Local Currency

Communications,
Media & Technology



Financial Services



Health &
Public Service



Products



Resources



EPS

\$2.78

⬆️ **28% increase**
on an adjusted basis*

*After adjusting Q1 FY21 GAAP EPS of \$2.32 to exclude gains on an investment of \$0.15 per share

RETURNING CASH TO SHAREHOLDERS

Free
cash flow

\$349M

Share
repurchases

\$845M

Quarterly cash
dividend declared
in December 2021

\$0.97

per share

Dividends paid

\$613M

Increase of \$0.09 per share
or 10% over the quarterly
dividend rate in FY21

OPERATING MARGIN

16.3%

⬆️ **20 bps increase**

SERVICES

Revenue Growth in Local Currency

Strategy &
Consulting

Technology

Operations

**very strong
double-digit
growth**

HIGHLIGHTS OF STRATEGIC PRIORITIES

Revenue Growth in Local Currency
(includes overlap)

Cloud

very strong
double-digit growth

Interactive

strong double-
digit growth

Industry X

very strong
double-digit growth

Security

very strong
double-digit growth

NEW BOOKINGS

\$16.8B

Record new bookings
30% increase in USD



RETURN METRICS TREND

Q1 FY22

Quarter Ending Return Metrics from February 29, 2020 to November 30, 2021
(Unaudited)

	Twelve Months Ended							
	2/29/20	5/31/20	8/31/20	11/30/20	2/28/21	5/31/21	8/31/21	11/30/21
Return on Invested Capital	35%	33%	31%	30%	30%	31%	31%	32%
Return on Equity	35%	33%	32%	31%	32%	33%	32%	32%
Return on Assets	17%	16%	16%	15%	15%	15%	15%	15%



RECONCILIATION OF RETURN ON INVESTED CAPITAL (ROIC)

Q1 FY22

For the Twelve Months Ended November 30, 2021

(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 11/30/21 ⁽¹⁾	Comments
Net Income Attributable to Accenture plc	\$6,198	
Noncontrolling interests	91	
Income tax expense	1,892	
Non-operating (income) expense	(15)	This represents the sum of the following line items on the Consolidated Income Statements: Interest income, Interest expense, and Other income/expense, net.
Operating Income	\$8,165	
Annual Effective Tax Rate	23.2%	The tax rate represents a weighted average of the FY21 full year tax rate of 22.8% and FY22 Q1 tax rate of 24.4%
Tax Adjusted Operating Income	\$6,271	
Divided by Average Capital:		
Capital at November 30, 2021		
Noncontrolling interests	585	
Total Accenture plc shareholders' equity	20,353	
Short-term bank borrowings, Long-term debt	65	
	\$21,004	
Capital at November 30, 2020		
Noncontrolling interests	520	
Total Accenture plc shareholders' equity	17,907	
Short-term bank borrowings, Long-term debt	69	
	\$18,495	
Average Capital	\$19,749	
Return on Invested Capital	32%	

(1) May not total due to rounding



RECONCILIATION OF RETURN ON EQUITY (ROE)
 Q1 FY22
 For the Twelve Months Ended November 30, 2021
 (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	
	11/30/21	Comments
	⁽¹⁾	
Net Income Attributable to Accenture plc	\$6,198	
Noncontrolling interests	91	
Income tax expense	1,892	
Income Before Income Taxes	\$8,180	
Annual Effective Tax Rate	23.2%	The tax rate represents a weighted average of the FY21 full year tax rate of 22.8% and FY22 Q1 tax rate of 24.4%
Tax Adjusted Income Before Income Taxes	\$6,282	
<i>Divided by Average Equity and Noncontrolling Interests:</i>		
Noncontrolling interests at November 30, 2021	585	
Total Accenture plc shareholders' equity at November 30, 2021	20,353	
	\$20,939	
Noncontrolling interests at November 30, 2020	520	
Total Accenture plc shareholders' equity at November 30, 2020	17,907	
	\$18,426	
Average Equity and Noncontrolling Interests	\$19,682	
Return on Equity	32%	

(1) May not total due to rounding



RECONCILIATION OF RETURN ON ASSETS (ROA)

Q1 FY22

For the Twelve Months Ended November 30, 2021

(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 11/30/21 ⁽¹⁾	Comments
Net Income Attributable to Accenture plc	\$6,198	
Noncontrolling interests	91	
Income tax expense	1,892	
Income Before Income Taxes	\$8,180	
Annual Effective Tax Rate	23.2%	The tax rate represents a weighted average of the FY21 full year tax rate of 22.8% and FY22 Q1 tax rate of 24.4%
Tax Adjusted Income Before Income Taxes	\$6,282	
Divided by Average Assets:		
Total Assets at November 30, 2021	43,675	
Total Assets at November 30, 2020	38,268	
Average Assets	\$40,972	
Return on Assets	15%	

(1) May not total due to rounding



SHARES OUTSTANDING AND MARKET CAPITALIZATION

Q1 FY22

As of November 30, 2021

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

	<u>As of November 30, 2021</u>	<u>Comments</u>
Accenture plc Class A shares	658.3	From Accenture plc statement of shareholders' equity.
Accenture plc Class A treasury shares	(26.2)	From Accenture plc statement of shareholders' equity.
Accenture Canada Holdings, Inc. shares	0.7	
Total Shares Outstanding at 11/30/2021	632.8	
Share price - as of November 30, 2021 close	\$357.40	
Market Capitalization at 11/30/2021	\$226,149.7	

Note:

(1) May not total due to rounding



PEOPLE METRICS

Q1 FY22

Quarter Ending Metrics from February 29, 2020 to November 30, 2021

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

	<u>2/29/20</u>	<u>5/31/20</u>	<u>8/31/20</u>	<u>11/30/20</u>	<u>2/28/21</u>	<u>5/31/21</u>	<u>8/31/21</u>	<u>11/30/21</u>
Billable	476,869	480,031	472,750	481,927	504,001	534,501	588,420	637,256
Non-Billable	31,703	33,198	32,983	32,361	32,652	34,226	35,848	37,069
Total Accenture Employees	<u>508,572</u>	<u>513,229</u>	<u>505,733</u>	<u>514,288</u>	<u>536,653</u>	<u>568,727</u>	<u>624,268</u>	<u>674,325</u>
<i>Memo:</i>								
<i>Utilization</i>	91%	88%	90%	93%	94%	93%	92%	92%
<i>Quarterly Voluntary Attrition - Annualized</i>	14%	11%	7%	9%	12%	17%	19%	17%
<i>Annual Voluntary Attrition</i>			12%				14%	



NEW BOOKINGS TREND

Q1 FY22

Quarter Ending from November 30, 2020 to November 30, 2021

(in billions of U.S. dollars)

(Unaudited)

Type of Work	FY2021									FY2022		
	Q1	% of Total	Q2	% of Total	Q3	% of Total	Q4	% of Total	Full Year	% of Total	Q1	% of Total
Consulting	\$6.64	51%	\$8.02	50%	\$8.02	52%	\$7.97	53%	\$30.65	52%	\$9.39	56%
Outsourcing	6.29	49%	7.99	50%	7.35	48%	7.05	47%	28.68	48%	7.39	44%
Total ⁽¹⁾	\$12.93	100%	\$16.01	100%	\$15.37	100%	\$15.02	100%	\$59.33	100%	\$16.78	100%

Note:

(1) May not total due to rounding

REVENUES TREND

Q1 FY22

Quarter Ending from November 30, 2020 to November 30, 2021

(in millions of U.S. dollars)

(Unaudited)

Geographic Markets	FY2021										FY2022	
	Q1	% of Total	Q2	% of Total	Q3	% of Total	Q4	% of Total	Full Year	% of Total	Q1	% of Total
North America	\$5,481	47%	\$5,632	47%	\$6,200	47%	\$6,389	48%	\$23,701	47%	\$6,907	46%
Europe	3,967	34%	4,030	33%	4,452	34%	4,300	32%	16,749	33%	5,100	34%
Growth Markets	2,314	20%	2,426	20%	2,612	20%	2,731	20%	10,083	20%	2,958	20%
Total ⁽¹⁾	\$11,762	100%	\$12,088	100%	\$13,264	100%	\$13,419	100%	\$50,533	100%	\$14,965	100%

Industry Groups	FY2021										FY2022	
	Q1	% of Total	Q2	% of Total	Q3	% of Total	Q4	% of Total	Full Year	% of Total	Q1	% of Total
Comm. Media & Tech	\$2,334	20%	\$2,480	21%	\$2,704	20%	\$2,767	21%	\$10,286	20%	\$3,084	21%
Financial Services	2,346	20%	2,378	20%	2,598	20%	2,611	19%	9,933	20%	2,918	19%
Health & Public Service	2,212	19%	2,262	19%	2,520	19%	2,505	19%	9,498	19%	2,730	18%
Products	3,206	27%	3,341	28%	3,674	28%	3,733	28%	13,954	28%	4,282	29%
Resources	1,664	14%	1,628	13%	1,768	13%	1,802	13%	6,863	14%	1,952	13%
Total ⁽¹⁾	\$11,762	100%	\$12,088	100%	\$13,264	100%	\$13,419	100%	\$50,533	100%	\$14,965	100%

Type of Work	FY2021										FY2022	
	Q1	% of Total	Q2	% of Total	Q3	% of Total	Q4	% of Total	Full Year	% of Total	Q1	% of Total
Consulting	\$6,333	54%	\$6,439	53%	\$7,260	55%	\$7,305	54%	\$27,338	54%	\$8,392	56%
Outsourcing	5,430	46%	5,649	47%	6,003	45%	6,114	46%	23,196	46%	6,573	44%
Total ⁽¹⁾	\$11,762	100%	\$12,088	100%	\$13,264	100%	\$13,419	100%	\$50,533	100%	\$14,965	100%

Notes:

(1) May not total due to rounding



Impact of Investment Gains on Diluted Earnings Per Share

Q1 FY22

Quarter Ending from November 30, 2020 to November 30, 2021

(Unaudited)

	FY21					FY22	Change from	
	Q1	Q2	Q3	Q4	Total FY21	Q1	FY21 Q1	
As Reported (GAAP)	\$2.32	\$2.23	\$2.40	\$2.20	\$ 9.16	\$2.78	\$ 0.46	20%
Investment Gains ⁽¹⁾	(0.15)	(0.21)	-	-	(0.36)	-	0.15	
Adjusted (Non-GAAP)	\$2.17	\$2.03	\$2.40	\$2.20	\$ 8.80	\$2.78	\$ 0.61	28%

(1) Adjustment to remove gains related to our investment in Duck Creek Technologies. Amounts may not total due to rounding.