

# Q2 FY23 Performance

Strong results with record new bookings and very strong free cash flow



## Total Revenues

**\$15.8B**

Increase of 9% in local currency and 5% in USD

## Geographic Markets (Revenues and Growth in Local Currency)

**↑ 5%**

**\$7.4B**  
North America

**↑ 12%**

**\$5.3B**  
Europe

**↑ 14%**

**\$3.1B**  
Growth Markets

## Industry Groups (Revenues and Growth in Local Currency)

**Communications, Media & Technology**

**→ 0%**  
**\$2.9B**

**Financial Services**

**↑ 10%**  
**\$3.0B**

**Health & Public Service**

**↑ 15%**  
**\$3.0B**

**Products**

**↑ 9%**  
**\$4.7B**

**Resources**

**↑ 16%**  
**\$2.2B**

## EPS (Adjusted)

**\$2.69**

**↑ 6% increase\***

\*After adjusting Q2 FY23 GAAP EPS of \$2.39 to exclude business optimization costs of \$0.30 per share. On a GAAP basis, including these costs, Q2 FY23 EPS decreased 6%.

## Operating Margin (Adjusted)

**13.8%**

**↑ 10 bps increase\***

\*After adjusting Q2 FY23 GAAP operating margin of 12.3% to exclude business optimization costs of 150 bps. On a GAAP basis, including these costs, Q2 FY23 EPS decreased 140 bps.

## Returning Cash To Shareholders

**Free Cash Flow**

**\$2.2B**

**Share Repurchases**

**\$1.1B**

**Dividends Paid**

**\$708M**

**Quarterly cash dividend declared in March 2023**

**\$1.12**  
**Per Share**

**Increase of \$0.15 per share or 15% over the quarterly dividend rate in fiscal year 2022**

## Services

Revenue Growth in Local Currency

**Strategy & Consulting**

mid single-digit decline

**Technology**

double-digit growth

**Operations**

double-digit growth

## Highlights of Strategic Priorities

Revenue Growth in Local Currency (Includes overlap)

**Cloud**

very strong double-digit growth

**Song**

strong double-digit growth

**Industry X**

very strong double-digit growth

**Security**

very strong double-digit growth

## Record New Bookings

**\$22.1B**

**Book-to-bill 1.4**

**17% increase** in local currency

**13% increase** in USD