

Q4 FY23 Performance

Solid revenue growth with continued margin expansion and very strong free cash flow*



Total Revenues

\$16.0B

Increase of 4% in both local currency and USD

Geographic Markets (Revenues and Growth in Local Currency)

↑ 1%

\$7.6B
North America

↑ 7%

\$5.3B
Europe

↑ 6%

\$3.1B
Growth Markets

Industry Groups (Revenues and Growth in Local Currency)

Communications, Media & Technology

↓ 12%
\$2.7B

Financial Services

↑ 3%
\$3.0B

Health & Public Service

↑ 13%
\$3.3B

Products

↑ 5%
\$4.8B

Resources

↑ 10%
\$2.2B

EPS (Adjusted)

\$2.71

↑ 4% increase*

*After adjusting Q4 FY23 GAAP EPS of \$2.15 to exclude the impact of business optimization costs of \$0.56 per share. On a GAAP basis Q4 FY23 EPS decreased 17%.

Operating Margin (Adjusted)

14.9%

↑ 20 bps increase*

*After adjusting Q4 FY23 GAAP operating margin of 12.0% to exclude business optimization costs of 290 bps. On a GAAP basis Q4 FY23 operating margin decreased 270 bps.

Returning Cash To Shareholders

Free Cash Flow

\$3.2B

Share Repurchases

\$1.0B

Dividends Paid

\$706M

Quarterly cash dividend declared in September 2023

\$1.29
Per Share

Increase of \$0.17 per share or 15% over the quarterly dividend rate in fiscal year 2023

Services

Revenue Growth in Local Currency

Strategy & Consulting	mid single-digit decline
Technology	mid single-digit growth
Operations	high single-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	strong double-digit growth	Security	very strong double-digit growth

New Bookings

\$16.6B

Book-to-bill 1.0

10% decrease in both local currency and USD

Full-Year FY23 Performance

Strong revenue and EPS growth with very strong free cash flow and cash return to shareholders*



Total Revenues

\$64.1B

Increase of 8% in local currency and 4% in USD

Geographic Markets (Revenues and Growth in Local Currency)

↑ 4%

\$30.3B
North America

↑ 11%

\$21.3B
Europe

↑ 12%

\$12.5B
Growth Markets

Industry Groups (Revenues and Growth in Local Currency)

Communications, Media & Technology

↓ 3%
\$11.5B

Financial Services

↑ 7%
\$12.1B

Health & Public Service

↑ 14%
\$12.6B

Products

↑ 9%
\$19.1B

Resources

↑ 15%
\$8.9B

EPS (Adjusted)

\$11.67

↑ 9% increase*

*After adjusting full-year FY23 GAAP EPS of \$10.77 to exclude the impact of business optimization costs of \$1.28 per share and an investment gain of \$0.38 per share. On a GAAP basis full-year FY23 EPS increased 1%.

Operating Margin (Adjusted)

15.4%

↑ 20 bps increase*

*After adjusting full-year FY23 GAAP operating margin of 13.7% to exclude business optimization costs of 170 bps. On a GAAP basis, full-year FY23 operating margin decreased 150 bps.

Returning Cash To Shareholders

Free Cash Flow

\$9.0B

Free cash flow to net income ratio of 1.3

Share Repurchases

\$4.3B

Total Cash Returned

\$7.2B

Cash dividends paid

\$2.8B

\$4.48 per share, a 15% increase over prior-year dividends paid

Services

Approximate FY23 Revenues

	Revenues (\$ USD)	% of Revenues	Est'd % Growth in Local Currency
Strategy & Consulting	\$14B	21%	-3%
Technology	\$41B	64%	12%
Operations	\$10B	15%	10%
Total	\$64B	100%	8%

Highlights of Strategic Priorities

Approximate FY23 Revenues (Includes overlap)

	Revenues (\$ USD)	Est'd % Growth in Local Currency		Revenues (\$ USD)	Est'd % Growth in Local Currency
Cloud	\$32B	27%	Song	\$18B	14%
Industry X	\$7.5B	20%	Security	\$7B	24%

New Bookings

\$72.2B

Book-to-bill 1.1

5% increase in local currency
1% increase in USD