

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

RETURN METRICS TREND

Q4 FY23

Quarter Ending Return Metrics from November 30, 2021 to August 31, 2023
(Unaudited)

	Twelve Months Ended							
	11/30/21	2/28/22	5/31/22	8/31/22	11/30/22	2/28/23	5/31/23	8/31/23
Return on Invested Capital	32%	33%	33%	33%	32%	32%	29%	27%
Return on Equity	32%	33%	32%	33%	32%	31%	30%	28%
Return on Assets	15%	16%	15%	15%	16%	16%	15%	14%

Note: February 2023 through August 2023 results include the impact of business optimization costs
May 2023 through August 2023 results include the gain on the sale of Duck Creek



RECONCILIATION OF RETURN ON INVESTED CAPITAL (ROIC)

Q4 FY23

For the Twelve Months Ended August 31, 2023

(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 8/31/23 ⁽¹⁾	Comments
Net Income Attributable to Accenture plc	\$6,872	
Noncontrolling interests	132	
Income tax expense	2,136	
Non-operating (income) expense	(329)	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	\$8,810	
Annual Effective Tax Rate	23.4%	The tax rate represents the FY23 full year tax rate.
Tax Adjusted Operating Income	\$6,751	
Divided by Average Capital:		
Capital at August 31, 2023		
Noncontrolling interests	766	
Total Accenture plc shareholders' equity	25,693	
Short-term bank borrowings, Long-term debt	148	
	\$26,606	
Capital at August 31, 2022		
Noncontrolling interests	641	
Total Accenture plc shareholders' equity	22,106	
Short-term bank borrowings, Long-term debt	55	
	\$22,802	
Average Capital	\$24,704	
Return on Invested Capital	27%	

(1) May not total due to rounding



RECONCILIATION OF RETURN ON EQUITY (ROE)

Q4 FY23

For the Twelve Months Ended August 31, 2023

(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 8/31/23 ⁽¹⁾	Comments
Net Income Attributable to Accenture plc	\$6,872	
Noncontrolling interests	132	
Income tax expense	2,136	
Income Before Income Taxes	\$9,139	
Annual Effective Tax Rate	23.4%	The tax rate represents the FY23 full year tax rate.
Tax Adjusted Income Before Income Taxes	\$7,004	
<i>Divided by Average Equity and Noncontrolling Interests:</i>		
Noncontrolling interests at August 31, 2023	766	
Total Accenture plc shareholders' equity at August 31, 2023	25,693	
	\$26,459	
Noncontrolling interests at August 31, 2022	641	
Total Accenture plc shareholders' equity at August 31, 2022	22,106	
	\$22,747	
Average Equity and Noncontrolling Interests	\$24,603	
Return on Equity	28%	

(1) May not total due to rounding



RECONCILIATION OF RETURN ON ASSETS (ROA)

Q4 FY23

For the Twelve Months Ended August 31, 2023

(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	
	8/31/23 ⁽¹⁾	Comments
Net Income Attributable to Accenture plc	\$6,872	
Noncontrolling interests	132	
Income tax expense	2,136	
Income Before Income Taxes	\$9,139	
Annual Effective Tax Rate	23.4%	The tax rate represents the FY23 full year tax rate.
Tax Adjusted Income Before Income Taxes	\$7,004	
Divided by Average Assets:		
Total Assets at August 31, 2023	51,245	
Total Assets at August 31, 2022	47,263	
Average Assets	\$49,254	
Return on Assets	14%	

(1) May not total due to rounding



SHARES OUTSTANDING AND MARKET CAPITALIZATION

Q4 FY23

As of August 31, 2023

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

	<u>As of August 31, 2023</u>	<u>Comments</u>
Accenture plc Class A shares	664.6	From Accenture plc statement of shareholders' equity.
Accenture plc Class A treasury shares	(36.4)	From Accenture plc statement of shareholders' equity.
Accenture Canada Holdings, Inc. shares	0.6	
Total Shares Outstanding ⁽¹⁾	628.9	
Share price - as of August 31, 2023 close	\$323.77	
Market Capitalization	\$203,621.9	

Note:

(1) May not total due to rounding



NEW BOOKINGS TREND

Q4 FY23

Quarter Ending from November 30, 2021 to August 31, 2023

(in billions of U.S. dollars)

(Unaudited)

Type of Work	FY2022										FY2023									
	Q1	% of Total	Q2	% of Total	Q3	% of Total	Q4	% of Total	Full Year	% of Total	Q1	% of Total	Q2	% of Total	Q3	% of Total	Q4	% of Total	Full Year	% of Total
Consulting	\$9.39	56%	\$10.91	56%	\$9.11	54%	\$8.45	46%	\$37.86	53%	\$8.11	50%	\$10.65	48%	\$8.93	52%	\$8.47	51%	\$36.17	50%
Managed Services	7.39	44%	8.67	44%	7.84	46%	9.95	54%	33.86	47%	8.11	50%	11.43	52%	8.32	48%	8.17	49%	36.03	50%
Total ⁽¹⁾	\$16.78	100%	\$19.58	100%	\$16.96	100%	\$18.39	100%	\$71.71	100%	\$16.22	100%	\$22.09	100%	\$17.25	100%	\$16.64	100%	\$72.19	100%

Note:

(1) May not total due to rounding



REVENUES TREND
 Q4 FY23
 Quarter Ending from November 30, 2021 to August 31, 2023
 (in millions of U.S. dollars)
 (Unaudited)

	FY2022										FY2023									
	Q1	% of Total	Q2	% of Total	Q3	% of Total	Q4	% of Total	Full Year	% of Total	Q1	% of Total	Q2	% of Total	Q3	% of Total	Q4	% of Total	Full Year	% of Total
Geographic Markets																				
North America	\$6,907	46%	\$7,077	47%	\$7,614	47%	\$7,524	49%	\$29,121	47%	\$7,623	48%	\$7,398	47%	\$7,721	47%	\$7,554	47%	\$30,296	47%
Europe	5,100	34%	5,010	33%	5,350	33%	4,803	31%	20,264	33%	5,072	32%	5,300	34%	5,615	34%	5,297	33%	21,285	33%
Growth Markets	2,958	20%	2,960	20%	3,195	20%	3,097	20%	12,209	20%	3,053	19%	3,116	20%	3,228	19%	3,134	20%	12,531	20%
Total ⁽¹⁾	\$14,965	100%	\$15,047	100%	\$16,159	100%	\$15,424	100%	\$61,594	100%	\$15,748	100%	\$15,814	100%	\$16,565	100%	\$15,985	100%	\$64,112	100%
Industry Groups																				
Comm. Media & Tech ⁽²⁾	\$2,897	19%	\$2,999	20%	\$3,223	20%	\$3,081	20%	\$12,200	20%	\$2,980	19%	\$2,885	18%	\$2,880	17%	\$2,708	17%	\$11,453	18%
Financial Services	2,918	19%	2,872	19%	3,079	19%	2,941	19%	11,811	19%	2,963	19%	3,003	19%	3,138	19%	3,027	19%	12,132	19%
Health & Public Service Products ⁽²⁾	2,730	18%	2,687	18%	2,917	18%	2,893	19%	11,226	18%	3,000	19%	3,024	19%	3,266	20%	3,270	20%	12,560	20%
Resources	4,468	30%	4,523	30%	4,806	30%	4,478	29%	18,275	30%	4,666	30%	4,719	30%	4,968	30%	4,751	30%	19,104	30%
Total ⁽¹⁾	\$14,965	100%	\$15,047	100%	\$16,159	100%	\$15,424	100%	\$61,594	100%	\$15,748	100%	\$15,814	100%	\$16,565	100%	\$15,985	100%	\$64,112	100%
Type of Work																				
Consulting	\$8,392	56%	\$8,322	55%	\$9,032	56%	\$8,329	54%	\$34,076	55%	\$8,444	54%	\$8,279	52%	\$8,693	52%	\$8,197	51%	\$33,613	52%
Managed Services	6,573	44%	6,724	45%	7,126	44%	7,095	46%	27,518	45%	7,303	46%	7,535	48%	7,872	48%	7,788	49%	30,499	48%
Total ⁽¹⁾	\$14,965	100%	\$15,047	100%	\$16,159	100%	\$15,424	100%	\$61,594	100%	\$15,748	100%	\$15,814	100%	\$16,565	100%	\$15,985	100%	\$64,112	100%

Note:
 (1) May not total due to rounding

(2) Effective June 1, 2022, we revised the reporting of our industry groups for the movement of Aerospace & Defense from Communications, Media & Technology to Products. Prior period amounts have been reclassified to conform with the current period presentation.



PEOPLE METRICS

Q4 FY23

Quarter Ending Metrics from November 30, 2021 to August 31, 2023

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

	<u>11/30/21</u>	<u>2/28/22</u>	<u>5/31/22</u>	<u>8/31/22</u>	<u>11/30/22</u>	<u>2/28/23</u>	<u>5/31/23</u>	<u>8/31/23</u>
Total Accenture Employees	674,325	698,504	710,432	721,379	737,719	738,143	731,868	732,819
<i>Memo:</i>								
<i>Utilization</i>	92%	92%	91%	91%	91%	91%	91%	91%
<i>Quarterly Voluntary Attrition - Annualized</i>	17%	18%	20%	20%	13%	12%	13%	14%
<i>Annual Voluntary Attrition</i>				19%				13%

GAAP to Non-GAAP Reconciliation

Q4 FY23
(Unaudited)

BUSINESS OPTIMIZATION COSTS

Expect total business optimization costs of approximately \$1.5B through FY24.

Q4 FY23 - Recorded \$472M in business optimization costs.

Full Year FY23 - Recorded \$1.063B YTD in business optimization costs.

Full Year FY24 - Expect to incur approximately \$450M.

OPERATING MARGIN

Q4 Operating Margin (GAAP) - 12.0% compared to 14.7% in Q4 FY22. YTD operating margin of 13.7% compared to 15.2% in prior year.

Q4 Operating Margin (ADJUSTED) - 14.9%, a 20bp expansion YoY. YTD operating margin of 15.4%, a 20bp expansion YoY.

FY24 Operating Margin Outlook (GAAP) - 14.8% to 15.0%, a 110-130 bp expansion.

FY24 Operating Margin Outlook (ADJUSTED) - 15.5% to 15.7%, a 10-30bp expansion YoY. **Excludes** estimated \$450M of business optimization costs.

DILUTED EARNINGS PER SHARE

Q4 EPS (GAAP) - \$2.15 compared to \$2.60 in Q4 FY22. YTD EPS of \$10.77, compared to \$10.71 in prior year. Includes \$1.28 impact of business optimization costs (vs. \$0.96 guidance).

Q4 EPS (ADJUSTED) - \$2.71, a 4% increase YoY. YTD EPS of \$11.67, a 9% increase YoY.

FY24 EPS Outlook (GAAP) - \$11.41 - \$11.76, a 6%-9% increase YoY.

FY24 EPS Outlook (ADJUSTED) - \$11.97 - \$12.32, a 3%-6% increase YoY. **Excludes** \$0.56 impact related to business optimization costs.

FY22 Actuals

FY23 ACTUALS AND FY24 OUTLOOK

OPERATING INCOME

(in millions of U.S. dollars)

	FY22 Actuals					FY23 Actuals					Increase (Decrease)		FY24 Business Outlook	Note
	Q1	Q2	Q3	Q4	Total FY22	Q1	Q2	Q3	Q4	YTD	Q4	YTD	Full Year	
As Reported (GAAP)	\$ 2,434	\$ 2,062	\$ 2,603	\$ 2,268	\$ 9,367	\$ 2,593	\$ 1,945	\$ 2,359	\$ 1,913	\$ 8,810	\$ (355)	\$ (557)		
Operating Margin	16.3%	13.7%	16.1%	14.7%	15.2%	16.5%	12.3%	14.2%	12.0%	13.7%	-2.7%	-1.5%	14.8% - 15.0%	
Adjustments:														
Business Optimization Costs ⁽¹⁾	-	-	-	-	-	-	\$ 244	\$ 347	\$ 472	\$ 1,063	\$ 472	\$ 1,063	\$ 450	Estimating \$450 in FY24
Adjusted (Non-GAAP)	\$ 2,434	\$ 2,062	\$ 2,603	\$ 2,268	\$ 9,367	\$ 2,593	\$ 2,189	\$ 2,707	\$ 2,385	\$ 9,873	\$ 117	\$ 506		
Adjusted Operating Margin	16.3%	13.7%	16.1%	14.7%	15.2%	16.5%	13.8%	16.3%	14.9%	15.4%	0.2%	0.2%	15.5% - 15.7%	

DILUTED EARNINGS PER SHARE

(in U.S. dollars)

	FY22 Actuals					FY23 Actuals					Increase (Decrease)				FY24 Business Outlook
	Q1	Q2	Q3	Q4	Total FY22	Q1	Q2	Q3	Q4	YTD	Q4		YTD		Full Year
As Reported (GAAP)	\$ 2.78	\$ 2.54	\$ 2.79	\$ 2.60	\$ 10.71	\$ 3.08	\$ 2.39	\$ 3.15	\$ 2.15	\$ 10.77	\$ (0.45)	-17%	\$ 0.06	1%	\$11.41 - \$11.76
Business Optimization Costs ⁽¹⁾	-	-	-	-	-	-	0.30	0.42	0.56	1.28	0.56		1.28		0.56
Investment Gain ⁽²⁾	-	-	-	-	-	-	-	(0.38)	-	(0.38)	-		(0.38)		-
Adjusted (Non-GAAP)	\$ 2.78	\$ 2.54	\$ 2.79	\$ 2.60	\$ 10.71	\$ 3.08	\$ 2.69	\$ 3.19	\$ 2.71	\$ 11.67	\$ 0.11	4%	\$ 0.96	9%	\$11.97 - \$12.32

(1) Costs recorded in connection with our business optimization initiatives, including severance and other personnel costs as well as costs related to the consolidation of office space.

(2) Adjustment to exclude gain related to our investment in Duck Creek Technologies.

This presentation contains forward-looking statements and, as such, is subject to known and unknown risks and uncertainties, including, but not limited to, those factors set forth in our September 28, 2023 news release and discussed in our annual report on Form 10-K and quarterly reports on Form 10-Q and other SEC filings.