

Q3 FY24 Performance

Growth in new bookings reflects strategy to lead reinvention for clients



Total Revenues

\$16.5B

Increase of 1.4% in local currency and decrease of 1% in USD

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

↑ 1%

\$7.8B
North America

↓ 2%

\$5.8B
EMEA

↑ 8%

\$2.9B
Growth Markets

Industry Groups (Revenues and Growth in Local Currency)

Communications, Media & Technology

↓ 1%
\$2.8B

Financial Services

↓ 5%
\$2.9B

Health & Public Service

↑ 9%
\$3.5B

Products

↑ 2%
\$5.0B

Resources

↑ 3%
\$2.3B

EPS (Adjusted)

\$3.13

↓ 2% decrease*

*After adjusting Q3 FY24 GAAP EPS of \$3.04 to exclude business optimization costs of \$0.08 per share and Q3 FY23 GAAP EPS of \$3.15 to exclude business optimization costs of \$0.42 per share and an investment gain of \$0.38 per share. On a GAAP basis Q3 FY24 EPS decreased 3%.

Operating Margin (Adjusted)

16.4%

↑ 10 bps increase*

*After adjusting Q3 FY24 GAAP operating margin of 16.0% and Q3 FY23 GAAP operating margin of 14.2% to exclude business optimization costs of 40 bps and 210 bps, respectively. On a GAAP basis Q3 FY24 EPS increased 180 bps.

Services

Revenue Growth in Local Currency

Strategy & Consulting	low single-digit growth
Technology	low single-digit growth
Operations	flat

Returning Cash to Shareholders

Free Cash Flow

\$3.0B

Share Repurchases

\$1.4B

Quarterly cash dividend declared in June 2024

\$1.29
Per Share

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

Dividends Paid

\$811M

Highlights of Strategic Priorities

Revenue Growth in Local Currency (Includes overlap)

Cloud
high single-digit growth

Song
mid single-digit growth

Industry X
high single-digit growth

Security
very strong double-digit growth

New Bookings

\$21.1B

Book-to-bill 1.3

26% increase in local currency
22% increase in USD

**Effective September 1, 2023, we revised the reporting of our geographic markets for the movement of our Middle East and Africa market units from Growth Markets to Europe, and the Europe market is now referred to as our EMEA (Europe, Middle East and Africa) geographic market.

To learn more about how we create value for all the stakeholders we serve, please visit the Accenture 360° Value Reporting Experience (www.accenture.com/reportingexperience). Accenture discloses information about its Services and Strategic Priorities to provide additional insights into the company's business. Revenues for Services and Strategic Priorities are approximate and may be modified to reflect periodic changes in definitions. Judgment is required to allocate revenues for client arrangements with multiple offerings into individual Services. Revenues for Strategic Priorities overlap so revenues for the same client arrangement may be included in multiple Strategic Priorities. For full financial data, non-GAAP financial disclosure and cautionary language regarding forward-looking statements, please refer to Accenture's fiscal year 2024 third quarter news release on June 20, 2024, which accompanies this presentation and is available at investor.accenture.com.

Q3 YTD FY24 Performance

Record new bookings with continued EPS growth and significant cash return to shareholders



Total Revenues

\$48.5B

Increase of 1% in local currency and USD

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

→ **0%**

\$22.8B
North America

↓ **1%**

\$17.2B
EMEA

↑ **6%**

\$8.5B
Growth Markets

Industry Groups (Revenues and Growth in Local Currency)

Communications, Media & Technology

↓ **6%**
\$8.1B

Financial Services

↓ **4%**
\$8.7B

Health & Public Service

↑ **10%**
\$10.2B

Products

↑ **1%**
\$14.6B

Resources

↑ **4%**
\$6.8B

EPS (Adjusted)

\$9.16

↑ **2% increase***

*After adjusting Q3 YTD FY24 GAAP EPS of \$8.77 to exclude business optimization costs of \$0.39 per share and Q3 YTD FY23 GAAP EPS of \$8.62 to exclude business optimization costs of \$0.72 per share and an investment gain of \$0.38 per share. On a GAAP basis, Q3 YTD FY24 EPS increased 2%.

Operating Margin (Adjusted)

15.6%

→ **flat***

*After adjusting Q3 YTD FY24 GAAP operating margin of 14.9% and Q3 YTD FY23 GAAP operating margin of 14.3% to exclude business optimization costs of 70 bps and 130 bps, respectively. On a GAAP basis Q3 YTD FY24 operating margin increased 60 bps.

Services

Revenue Growth in Local Currency

Strategy & Consulting	low single-digit decline
Technology	low single-digit growth
Operations	flat

Returning Cash to Shareholders

Free Cash Flow

\$5.4B

Share Repurchases

\$3.9B

Cash dividends

\$3.87
Per Share

Dividends Paid

\$2.4B

Increase of 15% over the quarterly dividend rate in fiscal year 2023

Highlights of Strategic Priorities

Revenue Growth in Local Currency (Includes overlap)

Cloud double-digit growth	Song mid single-digit growth
Industry X double-digit growth	Security very strong double-digit growth

New Bookings

\$61.1B

Book-to-bill 1.3

11% increase in local currency
10% increase in USD

**Effective September 1, 2023, we revised the reporting of our geographic markets for the movement of our Middle East and Africa market units from Growth Markets to Europe, and the Europe market is now referred to as our EMEA (Europe, Middle East and Africa) geographic market.

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RETURN METRICS TREND

Q3 FY24

Quarter Ending Return Metrics from August 31, 2022 to May 31, 2024

(Unaudited)

	Twelve Months Ended							
	8/31/22	11/30/22	2/28/23	5/31/23	8/31/23	11/30/23	2/29/24	5/31/24
Return on Invested Capital	33%	32%	32%	29%	27%	26%	26%	25%
Return on Equity	33%	32%	31%	30%	28%	27%	28%	26%
Return on Assets	15%	16%	16%	15%	14%	14%	15%	14%

Note: February 2023 through May 2024 results include the impact of business optimization costs
May 2023 through February 2024 results include the gain on the sale of Duck Creek



RECONCILIATION OF RETURN ON INVESTED CAPITAL (ROIC)

Q3 FY24

For the Twelve Months Ended May 31, 2024

(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 5/31/24 ⁽¹⁾	Comments
Net Income Attributable to Accenture plc	\$6,953	
Noncontrolling interests	155	
Income tax expense	2,217	
Non-operating (income) expense	(171)	This represents the sum of the following line items on the Consolidated Income Statements: Interest income, Interest expense, Gain/Loss on investments, net, and Other income/expense, net.
Operating Income	\$9,155	
Annual Effective Tax Rate	22.8%	The tax rate represents a weighted average of the FY23 full year tax rate of 23.4% and FY24 YTD tax rate of 22.6%
Tax Adjusted Operating Income	\$7,067	
Divided by Average Capital:		
Capital at May 31, 2024		
Noncontrolling interests	875	
Total Accenture plc shareholders' equity	27,744	
Short-term bank borrowings, Long-term debt	1,679	
	\$30,299	
Capital at May 31, 2023		
Noncontrolling interests	729	
Total Accenture plc shareholders' equity	25,332	
Short-term bank borrowings, Long-term debt	54	
	\$26,116	
Average Capital	\$28,207	
Return on Invested Capital	25%	

(1) May not total due to rounding



RECONCILIATION OF RETURN ON EQUITY (ROE)

Q3 FY24

For the Twelve Months Ended May 31, 2024

(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	
	5/31/24 ⁽¹⁾	Comments
Net Income Attributable to Accenture plc	\$6,953	
Noncontrolling interests	155	
Income tax expense	2,217	
Income Before Income Taxes	\$9,326	
Annual Effective Tax Rate	22.8%	The tax rate represents a weighted average of the FY23 full year tax rate of 23.4% and FY24 YTD tax rate of 22.6%
Tax Adjusted Income Before Income Taxes	\$7,199	
<i>Divided by Average Equity and Noncontrolling Interests:</i>		
Noncontrolling interests at May 31, 2024	875	
Total Accenture plc shareholders' equity at May 31, 2024	27,744	
	\$28,620	
Noncontrolling interests at May 31, 2023	729	
Total Accenture plc shareholders' equity at May 31, 2023	25,332	
	\$26,062	
Average Equity and Noncontrolling Interests	\$27,341	
Return on Equity	26%	

(1) May not total due to rounding



RECONCILIATION OF RETURN ON ASSETS (ROA)

Q3 FY24

For the Twelve Months Ended May 31, 2024

(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	
	5/31/24	Comments
	(1)	
Net Income Attributable to Accenture plc	\$6,953	
Noncontrolling interests	155	
Income tax expense	2,217	
Income Before Income Taxes	\$9,326	
Annual Effective Tax Rate	22.8%	The tax rate represents a weighted average of the FY23 full year tax rate of 23.4% and FY24 YTD tax rate of 22.6%
Tax Adjusted Income Before Income Taxes	\$7,199	
Divided by Average Assets:		
Total Assets at May 31, 2024	54,141	
Total Assets at May 31, 2023	50,128	
Average Assets	\$52,135	
Return on Assets	14%	

(1) May not total due to rounding



SHARES OUTSTANDING AND MARKET CAPITALIZATION
Q3 FY24
As of May 31, 2024
(shares in millions and market capitalization in millions of U.S. dollars)

	<u>As of May 31, 2024</u>	<u>Comments</u>
Accenture plc Class A shares	671.9	From Accenture plc statement of shareholders' equity.
Accenture plc Class A treasury shares	(45.3)	From Accenture plc statement of shareholders' equity.
Accenture Canada Holdings, Inc. shares	0.6	
Total Shares Outstanding	627.2	
Share price - as of May 31, 2024 close	\$282.29	
Market Capitalization	\$177,057.6	

Note:

(1) May not total due to rounding



NEW BOOKINGS TREND

Q3 FY24

Quarter Ending from November 30, 2022 to May 31, 2024

(in billions of U.S. dollars)

(Unaudited)

Type of Work	FY2023										FY2024					
	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
Consulting	\$8.11	50%	\$10.65	48%	\$8.93	52%	\$8.47	51%	\$36.17	50%	\$8.62	47%	\$10.52	49%	\$9.28	44%
Managed Services	8.11	50%	11.43	52%	8.32	48%	8.17	49%	36.03	50%	9.83	53%	11.06	51%	11.78	56%
Total ⁽¹⁾	\$16.22	100%	\$22.09	100%	\$17.25	100%	\$16.64	100%	\$72.19	100%	\$18.45	100%	\$21.58	100%	\$21.06	100%

Note:

(1) May not total due to rounding



REVENUES TREND

Q3 FY24

Quarter Ending from November 30, 2022 to May 31, 2024

(in millions of U.S. dollars)

(Unaudited)

	FY2023										FY2024					
	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
Geographic Markets																
North America	\$7,623	48%	\$7,398	47%	\$7,721	47%	\$7,554	47%	\$30,296	47%	\$7,563	47%	\$7,377	47%	\$7,834	48%
EMEA	5,313	34%	5,555	35%	5,872	35%	5,553	35%	22,293	35%	5,804	36%	5,599	35%	5,777	35%
Growth Markets	2,812	18%	2,862	18%	2,972	18%	2,878	18%	11,524	18%	2,858	18%	2,824	18%	2,856	17%
Total ⁽¹⁾	\$15,748	100%	\$15,814	100%	\$16,565	100%	\$15,985	100%	\$64,112	100%	\$16,224	100%	\$15,800	100%	\$16,467	100%
	FY2023															
Industry Groups																
Comm. Media & Tech	\$2,980	19%	\$2,885	18%	\$2,880	17%	\$2,708	17%	\$11,453	18%	\$2,669	16%	\$2,654	17%	\$2,763	17%
Financial Services	2,963	19%	3,003	19%	3,138	19%	3,027	19%	12,132	19%	3,034	19%	2,809	18%	2,895	18%
Health & Public Service	3,000	19%	3,024	19%	3,266	20%	3,270	20%	12,560	20%	3,377	21%	3,334	21%	3,515	21%
Products	4,666	30%	4,719	30%	4,968	30%	4,751	30%	19,104	30%	4,860	30%	4,762	30%	4,983	30%
Resources	2,138	14%	2,184	14%	2,311	14%	2,229	14%	8,863	14%	2,284	14%	2,241	14%	2,310	14%
Total ⁽¹⁾	\$15,748	100%	\$15,814	100%	\$16,565	100%	\$15,985	100%	\$64,112	100%	\$16,224	100%	\$15,800	100%	\$16,467	100%
	FY2023															
Type of Work																
Consulting	\$8,444	54%	\$8,279	52%	\$8,693	52%	\$8,197	51%	\$33,613	52%	\$8,457	52%	\$8,021	51%	\$8,457	51%
Managed Services	7,303	46%	7,535	48%	7,872	48%	7,788	49%	30,499	48%	7,768	48%	7,778	49%	8,010	49%
Total ⁽¹⁾	\$15,748	100%	\$15,814	100%	\$16,565	100%	\$15,985	100%	\$64,112	100%	\$16,224	100%	\$15,800	100%	\$16,467	100%

Note:

(1) May not total due to rounding



PEOPLE METRICS

Q3 FY24

Quarter Ending Metrics from August 31, 2022 to May 31, 2024

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

	<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>	<u>11/30/23</u>	<u>2/29/24</u>	<u>5/31/24</u>
Total Accenture Employees	<u>721,379</u>	<u>737,719</u>	<u>738,143</u>	<u>731,868</u>	<u>732,819</u>	<u>743,041</u>	<u>742,318</u>	<u>750,200</u>
<i>Memo:</i>								
<i>Utilization</i>	91%	91%	91%	91%	91%	91%	92%	92%
<i>Quarterly Voluntary Attrition - Annualized</i>	20%	13%	12%	13%	14%	11%	13%	14%
<i>Annual Voluntary Attrition</i>	19%				13%			

GAAP to Non-GAAP Reconciliation

Q3 FY24

(Unaudited)

BUSINESS OPTIMIZATION COSTS

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

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

Q3 FY24 - Recorded \$77M in business optimization costs; \$332M YTD.

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

OPERATING MARGIN

Q3 FY24 Operating Margin (GAAP) - 16.0% compared to 14.2% in Q3 FY23. Includes 40bp impact of business optimization costs in Q3 FY24 and 210bp in Q3 FY23. YTD operating margin of 14.9% in FY24 and 14.3% in FY23, 70bp impact from business optimization costs in FY24 and 130bp in FY23.

Q3 FY24 Operating Margin (ADJUSTED) - 16.4%, a 10bp increase YoY. YTD operating margin of 15.6%, flat YoY.

FY24 Operating Margin Outlook (GAAP) - 14.8%, a 110bp expansion YoY. Includes \$450M of business optimization costs.

FY24 Operating Margin Outlook (ADJUSTED) - 15.5%, a 10bp expansion YoY.

DILUTED EARNINGS PER SHARE

Q3 FY24 EPS (GAAP) - \$3.04 compared to \$3.15 in Q3 FY23. Includes \$0.08 per share impact of business optimization costs in Q3 FY24 and \$0.42 per share impact of business optimization costs and \$0.38 per share impact for an investment gain in Q3 FY23.

YTD EPS of \$8.77 compared to \$8.62 in FY23. FY24 includes \$0.39 per share impact of business optimization costs and FY23 includes \$0.72 per share impact of business optimization costs and \$0.38 per share impact for an investment gain in FY23.

Q3 FY24 EPS (ADJUSTED) - \$3.13, a 2% decrease YoY. YTD EPS of \$9.16, a 2% increase YoY.

FY24 EPS Outlook (GAAP) - \$11.29 - \$11.44, a 5%-6% increase YoY. Includes \$0.56 impact related to business optimization costs..

FY24 EPS Outlook (ADJUSTED) - \$11.85 - \$12.00, a 2%-3% increase YoY.

OPERATING INCOME

(in millions of U.S. dollars)

	FY23 ACTUALS						FY24 ACTUALS AND OUTLOOK						FY24 Business Outlook	
	Q1	Q2	Q3	Q3 YTD	Q4	Total FY23	Q1	Q2	Q3	YTD	Increase (Decrease)		Full Year	
As Reported (GAAP)	\$ 2,593	\$ 1,945	\$ 2,359	\$ 6,897	\$ 1,913	\$ 8,810	\$ 2,565	\$ 2,046	\$ 2,630	\$ 7,242	\$ 271	\$ 345		
Operating Margin	16.5%	12.3%	14.2%	14.3%	12.0%	13.7%	15.8%	13.0%	16.0%	14.9%	1.8%	0.6%	14.8%	
Adjustments:														
Business Optimization Costs ⁽¹⁾	-	\$ 244	\$ 347	\$ 591	\$ 472	\$ 1,063	\$ 140	\$ 115	\$ 77	\$ 332	\$ (270)	\$ (259)	\$450	
Adjusted (Non-GAAP)	\$ 2,593	\$ 2,189	\$ 2,706	\$ 7,488	\$ 2,385	\$ 9,873	\$ 2,705	\$ 2,162	\$ 2,708	\$ 7,575	\$ 2	\$ 87		
Adjusted Operating Margin	16.5%	13.8%	16.3%	15.6%	14.9%	15.4%	16.7%	13.7%	16.4%	15.6%	0.1%	0.0%	15.5%	

DILUTED EARNINGS PER SHARE

(in U.S. dollars)

	FY23 Actuals						FY24 Actuals				Increase (Decrease)		FY24 Business Outlook		
	Q1	Q2	Q3	YTD	Q4	Total FY23	Q1	Q2	Q3	YTD	Q3	YTD	Full Year		
As Reported (GAAP)	\$ 3.08	\$ 2.39	\$ 3.15	\$ 8.62	\$ 2.15	\$ 10.77	\$ 3.10	\$ 2.63	\$ 3.04	\$ 8.77	\$ (0.11)	-3%	\$ 0.15	2%	\$11.29 - \$11.44
Business Optimization Costs ⁽¹⁾	-	0.30	0.42	0.72	0.56	1.28	0.17	0.14	0.08	0.39	(0.34)		(0.33)		0.56
Investment Gain ⁽²⁾	-	-	(0.38)	(0.38)	-	(0.38)	-	-	-	-	0.38		0.38		-
Adjusted (Non-GAAP)	\$ 3.08	\$ 2.69	\$ 3.19	\$ 8.96	\$ 2.71	\$ 11.67	\$ 3.27	\$ 2.77	\$ 3.13	\$ 9.16	\$ (0.06)	-2%	\$ 0.20	2%	\$11.85 - \$12.00

(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.

Amounts in tables may not total due to rounding

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 June 20, 2024 news release and discussed in our annual report on Form 10-K and quarterly reports on Form 10-Q and other SEC filings.