

# Q4 FY24 Performance

Strong new bookings with broad-based revenue uptick across all geographic markets, industry groups and services



## Total Revenues

**\$16.4B**

Increase of 5% in local currency and 3% in USD

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

**↑ 6%**

**\$8.0B**  
North America

**↑ 2%**

**\$5.6B**  
EMEA

**↑ 9%**

**\$2.8B**  
Growth Markets

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

### Communications, Media & Technology

**↑ 5%**  
**\$2.8B**

### Financial Services

**↓ 2%**  
**\$2.9B**

### Health & Public Service

**↑ 11%**  
**\$3.6B**

### Products

**↑ 6%**  
**\$4.9B**

### Resources

**↑ 3%**  
**\$2.2B**

## EPS (Adjusted)

**\$2.79**

**↑ 3% increase\***

\*After adjusting Q4 FY24 GAAP EPS of \$2.66 and Q4 FY23 GAAP EPS of \$2.15 to exclude business optimization costs of \$0.13 per share and \$0.56 per share, respectively. On a GAAP basis Q4 FY24 EPS increased 24%.

## Operating Margin (Adjusted)

**15.0%**

**↑ 10 bps increase\***

\*After adjusting Q4 FY24 GAAP operating margin of 14.3% and Q4 FY23 GAAP operating margin of 12.0% to exclude business optimization costs of 70 bps and 290 bps, respectively. On a GAAP basis, Q4 FY24 operating margin increased 230 bps.

## Returning Cash to Shareholders

### Free Cash Flow

**\$3.2B**

### Share Repurchases

**\$628M**

### Quarterly cash dividend declared in September 2024

**\$1.48**  
Per Share

### Dividends Paid

**\$808M**

**Increase of \$0.19 per share or 15%** over the quarterly dividend rate in fiscal year 2024

## Services

Revenue Growth in Local Currency

### Strategy & Consulting

mid single-digit growth

### Technology

mid single-digit growth

### Operations

low single-digit growth

## Highlights of Strategic Priorities

Revenue Growth in Local Currency (Includes overlap)

### Cloud

high single-digit growth

### Song

high single-digit growth

### Industry X

double-digit growth

### Security

very strong double-digit growth

## New Bookings

**\$20.1B**

### Book-to-bill 1.2

**24% increase** in local currency  
**21% increase** in USD

To learn more about how we create value please visit the Accenture 360° Value Reporting Experience ([accenture.com/us-en/about/company/integrated-reporting](https://www.accenture.com/us-en/about/company/integrated-reporting)).

\*\*In fiscal 2024, our Middle East and Africa market units moved from Growth Markets to Europe, which became our EMEA market. In the first quarter of fiscal 2025, our Latin America market unit will move from Growth Markets to North America to become our Americas market, and Growth Markets will become our Asia Pacific market.

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 fourth quarter news release on September 26, 2024, which accompanies this presentation and is available at [investor.accenture.com](https://investor.accenture.com).

# Full-Year FY24 Performance

Record new bookings, earnings growth above revenue and significant cash return to shareholders



## Total Revenues

**\$64.9B**

Increase of 2% in local currency and 1% in USD

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

**↑ 2%**

**\$30.7B**  
North America

**→ 0%**

**\$22.8B**  
EMEA

**↑ 7%**

**\$11.3B**  
Growth Markets

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

### Communications, Media & Technology

**↓ 4%**  
\$10.8B

### Financial Services

**↓ 3%**  
\$11.6B

### Health & Public Service

**↑ 10%**  
\$13.8B

### Products

**↑ 2%**  
\$19.6B

### Resources

**↑ 4%**  
\$9.1B

## EPS (Adjusted)

**\$11.95**

**↑ 2% increase\***

\*After adjusting full-year FY24 GAAP EPS of \$11.44 to exclude business optimization costs of \$0.51 per share and full-year FY23 GAAP EPS of \$10.77 to exclude business optimization costs of \$1.28 per share and an investment gain of \$0.38 per share. On a GAAP basis, full-year FY24 EPS increased 6%.

## Operating Margin (Adjusted)

**15.5%**

**↑ 10 bps increase\***

\*After adjusting full-year FY24 GAAP operating margin of 14.8% and full-year FY23 GAAP operating margin of 13.7% to exclude business optimization costs of 70 bps and 170 bps, respectively. On a GAAP basis full-year FY24 operating margin increased 110 bps.

## Returning Cash To Shareholders

### Free Cash Flow

**\$8.6B**

Free cash flow to net income ratio of 1.2

### Share Repurchases

**\$4.5B**

### Total Cash Returned

**\$7.8B**

### Cash Dividends Paid

**\$3.2B**

**\$5.16 per share, a 15% increase over prior-year dividends paid**

## Services

Approximate FY24 Revenues

	Revenues (\$ USD)	% of Revenues	Est'd % Growth In Local Currency
Strategy & Consulting	\$14B	21%	flat
Technology	\$42B	65%	3%
Operations	\$9B	14%	flat
<b>Total</b>	<b>\$65B</b>	<b>100%</b>	<b>2%</b>

## Highlights of Strategic Priorities

Approximate FY24 Revenues (Includes overlap)

	Revenues (\$ USD)	Est'd % Growth in Local Currency	Revenues (\$ USD)	Est'd % Growth in Local Currency
Cloud	\$34B	9%	Song	\$19B   7%
Industry X	\$8B	11%	Security	\$9B   23%

## New Bookings

**\$81.2B**

**Book-to-bill 1.3**

**14% increase** in local currency  
**13% increase** in USD

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