# ACCENTURE PLC RETURN METRICS TREND (in millions of U.S. dollars) (Unaudited)

**Twelve Months Ended** 

	2/28/11	5/31/11	8/31/11	11/30/11	2/29/12	5/31/12	8/31/12	11/30/12
Return on Invested Capital	59%	62%	66%	70%	61%	65%	62%	62%
Return on Equity	60%	62%	67%	70%	62%	65%	63%	62%
Return on Assets	17%	18%	18%	19%	19%	19%	17%	18%

#### ACCENTURE PLC

#### RECONCILIATION OF RETURN ON INVESTED CAPITAL (ROIC)

For the Twelve Months Ended November 30, 2012 (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 11/30/12 1/	Comments
Net Income Attributable to Accenture plc	\$2,610	
Noncontrolling interests Provision for income taxes Non-operating (income) expense	269 1,078 (19)	This represents the sum of the following line items on the Consolidated Income Statements: (Loss)/Gain on investments, net, Interest income, Interest expense, and Other income/expense, net.
Operating Income	\$3,939	
Annual Effective Tax Rate	27.4%	The tax rate represents a blended tax rate for the past twelve months using an annual effective rate of 27.6% for fiscal year 2012 and an annual effective rate of 26.8% for fiscal year 2013.
Tax Adjusted Operating Income	\$2,859	
Divided by Average Capital:		
Capital at November 30, 2012		
Noncontrolling interests	487	
Total Accenture plc shareholders' equity Short-term bank borrowings, Long-term debt	4,507 0	
Chore term bank borrowings, Long term debt	\$4,994	
Capital at November 30, 2011		
Noncontrolling interests	453	
Total Accenture plc shareholders' equity	3,766	
Short-term bank borrowings, Long-term debt	<u>6</u> <b>\$4,226</b>	
Average Capital	\$4,610	
Return on Invested Capital	62%	

1/ May not total due to rounding

# ACCENTURE PLC RECONCILIATION OF RETURN ON EQUITY (ROE) For the Twelve Months Ended November 30, 2012 (in millions of U.S. dollars) (Unaudited)

#### **Purpose**

ROE represents Return on Equity and is equal to income before noncontrolling interest divided by average equity plus noncontrolling interest, as outlined below. Accenture believes reporting Return on Equity provides investors with a measure of the level of earnings generated in relation to total Shareholder's equity plus Noncontrolling interest. 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	
Net Income Attributable to Accenture plc	\$2,610	
Noncontrolling interests Provision for income taxes	269 1,078	
Income Before Taxes	\$3,958	
Annual Effective Tax Rate	27.4%	The tax rate represents a blended tax rate for the past twelve months using an annual effective rate of 27.6% for fiscal year 2012 and an annual effective rate of 26.8% for fiscal year 2013.
Tax Adjusted Income Before Income Taxes	\$2,872	
Divided by Average Equity and Noncontrolling Interests:		
Noncontrolling interest at November 30, 2012 Total Accenture plc shareholders' equity at November 30, 2012	487 4,507 <b>4,994</b>	
Noncontrolling interest at November 30, 2011 Total Accenture plc shareholders' equity at November 30, 2011	453 3,766 <b>4,219</b>	
Average Equity and Noncontrolling Interests	4,607	
Return on Equity	62%	

<sup>1/</sup> May not total due to rounding

#### ACCENTURE PLC

#### RECONCILIATION OF RETURN ON ASSETS (ROA) For the Twelve Months Ended November 30, 2012

(in millions of U.S. dollars) (Unaudited)

#### Purpose

ROA represents Return on Assets and is equal to income before noncontrolling interest 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 11/30/12	
Net Income Attributable to Accenture plc	\$2,610	
Noncontrolling interests Provision for income taxes	269 1,078	
Income Before Taxes	\$3,958	
Annual Effective Tax Rate	27.4%	The tax rate represents a blended tax rate for the past twelve months using an annual effective rate of 27 for fiscal year 2012 and an annual effective rate of 26.8% for fiscal year 2013.
Tax Adjusted Income Before Income Taxes	\$2,872	
Divided by Average Assets:		
Total Assets at November 30, 2012 Total Assets at November 30, 2011 <b>Average Assets</b>	16,408 15,291 <b>\$15,849</b>	
Return on Assets	18%	

1/ May not total due to rounding

### ACCENTURE PLC HEADCOUNT

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

#### As of:

	2/28/11	5/31/11	8/31/11	11/30/11	2/29/12	5/31/12	8/31/12	11/30/12
Billable	200,904	208,563	220,837	229,102	230,615	233,455	240,957	243,097
Enterprise	14,484	14,742	15,038	15,353	15,561	15,764	15,981	15,879
Total Accenture Employees	215,388	223,305	235,875	244,455	246,176	249,219	256,938	258,976
Memo: Accenture's Global Delivery Network	122,979	129,657	140,609	145,615	151,146	154,279	162,292	166,594

### ACCENTURE PLC SHARES OUTSTANDING AND MARKET CAPITALIZATION

#### As of November 30, 2012

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

	As of Nov 30, 2012	Comments
Accenture plc Class A shares	752.8	From Accenture plc statement of shareholders' equity.
Accenture plc Class A treasury shares	(111.8)	From Accenture plc statement of shareholders' equity.
Accenture SCA Class I shares	50.4	From Accenture SCA statement of shareholders' equity.
Accenture Canada Holdings, Inc. shares	1.6	
Total Shares Outstanding at 11/30/12	693.0	Of these shares, approximately 10% are Founder shares issued in connection with Accenture's incorporation that are still held by active and former senior executives of Accenture. Accenture refers to the remaining 90% as our public float.
Share price - as of November 30, 2012 close	\$67.92	
Market Capitalization at 11/30/12	\$47,068.6	

## Accenture Net Revenue Summary \$s millions

					FY20	012					FY20	013
		% of		% of		% of		% of		% of		% of
Operating Group	Q1	Total	Q2	Total	Q3	Total	Q4	Total	Full Year	Total	Q1	Total
Comm., Media & Tech	\$1,535	22%	\$1,481	22%	\$1,505	21%	\$1,385	20%	\$5,907	21%	\$1,459	20%
Financial Services	1,484	21%	1,377	20%	1,502	21%	1,480	22%	5,843	21%	1,563	22%
Health & Public Service	1,054	15%	1,056	16%	1,088	15%	1,057	15%	4,256	15%	1,175	16%
Products	1,670	23%	1,585	23%	1,702	24%	1,607	24%	6,563	24%	1,699	24%
Resources	1,327	19%	1,293	19%	1,352	19%	1,303	19%	5,275	19%	1,321	18%
Other	5	n/m	6	n/m	5	n/m	4	n/m	19	n/m	4	n/m
Total (1)	\$7,074	100%	\$6,797	100%	\$7,155	100%	\$6,836	100%	\$27,862	100%	\$7,220	100%
	FY2012								FY2013			
		% of		% of		% of		% of		% of		% of
Geographic Region	Q1	Total	Q2	Total	Q3	Total	Q4	Total	Full Year	Total	Q1	Total
Americas	\$3,075	43%	\$3,028	45%	\$3,227	45%	\$3,193	47%	\$12,523	45%	\$3,333	46%
EMEA	3,009	43%	2,798	41%	2,907	41%	2,583	38%	11,296	41%	2,825	39%
Asia Pacific	991	14%	971	14%	1,021	14%	1,060	15%	4,043	14%	1,062	15%
Total (1)	\$7,074	100%	\$6,797	100%	\$7,155	100%	\$6,836	100%	\$27,862	100%	\$7,220	100%
					FY20	012					FY2	013
		% of		% of		% of		% of		% of		% of
Type of Work	Q1	Total	Q2	Total	Q3	Total	Q4	Total	Full Year	Total	Q1	Total
Consulting	\$4,083	58%	\$3,775	56%	\$3,965	55%	\$3,738	55%	\$15,562	56%	\$3,961	55%
Outsourcing	2,991	42%	3,022	44%	3,189	45%	3,098	45%	12,300	44%	3,259	45%
Total (1)	\$7,074	100%	\$6,797	100%	\$7,155	100%	\$6,836	100%	\$27,862	100%	\$7,220	100%

Note:

(1) May not total due to rounding.

## Accenture New Bookings Summary \$s billions

	FY2012										FY2013	
		% of		% of		% of		% of		% of		% of
Type of Work	Q1	Total	Q2	Total	Q3	Total	Q4	Total	Full Year	Total	Q1	Total
Consulting	\$4.24	54%	\$4.05	51%	\$4.05	56%	\$4.27	46%	\$16.61	52%	\$4.17	56%
Outsourcing	3.55	46%	3.89	49%	3.24	44%	4.94	54%	15.62	48%	3.30	44%
Total (1)	\$7.79	100%	\$7.94	100%	\$7.29	100%	\$9.21	100%	\$32.23	100%	\$7.47	100%

#### Note:

(1) May not total due to rounding.