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

#### **Twelve Months Ended**

	2/29/12	5/31/12	8/31/12	11/30/12	2/28/13	5/31/13	8/31/13	11/30/13
Return on Invested Capital	61%	65%	62%	62%	62%	67%	71%	67%
Return on Equity	62%	65%	63%	62%	62%	67%	71%	67%
Return on Assets	19%	19%	17%	18%	21%	22%	21%	21%

#### ACCENTURE PLC

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

For the Twelve Months Ended November 30, 2013 (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 Ended1/30/13	Comments
Net Income Attributable to Accenture plc	\$3,335	
Noncontrolling interests Provision related to income taxes Non-operating (income) expense	265 776 5	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	\$4,381	
Annual Effective Tax Rate	19.8%	The tax rate represents a weighted average of the FY13 full year tax rate of 18.1% and the FY14 Q1 tax rate of 25.1%
Tax Adjusted Operating Income	\$3,512	
Divided by Average Capital:		
Capital at November 30, 2013		
Noncontrolling interests	488 4,928	
Total Accenture plc shareholders' equity Short-term bank borrowings, Long-term debt	4,928	
	\$5,442	
Capital at November 30, 2012		
Noncontrolling interests	487	
Total Accenture plc shareholders' equity Short-term bank borrowings, Long-term debt	4,507 0	
Short-term bank borrowings, cong-term debt	\$4,994	
Average Capital	\$5,218	
Return on Invested Capital	67%	

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

## ACCENTURE PLC RECONCILIATION OF RETURN ON EQUITY (ROE) For the Twelve Months Ended November 30, 2013 (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	
Net Income Attributable to Accenture plc	\$3,335	
Noncontrolling interests Provision related to income taxes	265 776	
Income Before Income Taxes	\$4,376	
Annual Effective Tax Rate	19.8%	The tax rate represents a weighted average of the FY13 full year tax rate of 18.1% and the FY14 Q1 tax rat of 25.1%
Tax Adjusted Income Before Income Taxes	\$3,508	
Divided by Average Equity and Noncontrolling Interests:		
Noncontrolling interests at November 30, 2013 Total Accenture plc shareholders' equity at November 30, 2013	488 4,928 <b>\$5,416</b>	
Noncontrolling interests at November 30, 2012 Total Accenture plc shareholders' equity at November 30, 2012	487 4,507 <b>\$4,994</b>	
Average Equity and Noncontrolling Interests	\$5,205	
Return on Equity	67%	

1/ May not total due to rounding

#### ACCENTURE PLC

#### RECONCILIATION OF RETURN ON ASSETS (ROA)

For the Twelve Months Ended November 30, 2013 (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 11/30/13	
Net Income Attributable to Accenture plc	\$3,335	
Noncontrolling interests Provision related to income taxes	265 776	
Income Before Income Taxes	\$4,376	
Annual Effective Tax Rate	19.8%	The tax rate represents a weighted average of the FY13 full year tax rate of 18.1% and the FY14 Q1 tax rate of 25.1%
Tax Adjusted Income Before Income Taxes	\$3,508	
Divided by Average Assets:		
Total Assets at November 30, 2013 Total Assets at November 30, 2012 Average Assets	16,516 16,408 <b>\$16,462</b>	
Return on Assets	21%	

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:

	2/29/12	5/31/12	8/31/12	11/30/12	2/28/13	5/31/13	8/31/13	11/30/13
Billable	230,615	233,455	240,957	243,097	245,067	249,711	258,700	264,577
Enterprise	15,561	15,764	15,981	15,879	16,067	15,943	16,184	16,460
Total Accenture Employees	246,176	249,219	256,938	258,976	261,134	265,654	274,884	281,037
Memo: Accenture's Global Delivery Network	151,146	154,279	162,292	166,594	169,936	174,360	182,189	185,837

### ACCENTURE PLC SHARES OUTSTANDING AND MARKET CAPITALIZATION

#### As of November 30, 2013

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

	As of November 30, 2013	Comments
Accenture plc Class A shares	775.8	From Accenture plc statement of shareholders' equity.
Accenture plc Class A treasury shares	(142.1)	From Accenture plc statement of shareholders' equity.
Accenture SCA Class I shares	39.6	From Accenture SCA statement of shareholders' equity.
Accenture Canada Holdings, Inc. shares	1.4	
Total Shares Outstanding at 11/30/2013	674.7	Of these shares, approximately 8% 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 92% as our public float.
Share price - as of November 29, 2013 close	\$77.47	
Market Capitalization at 11/30/2013	\$52,269.0	

## Accenture Net Revenue Summary \$s millions

					FY2	013					FY2	014
		% of		% of		% of		% of		% of		% of
Operating Group	Q1	Total	Q2	Total	Q3	Total	Q4	Total	Full Year	Total	Q1	Total
Comm. Media & Tech	\$1,459	20%	\$1,411	20%	\$1,426	20%	\$1,390	20%	\$5,686	20%	\$1,411	19%
Financial Services	1,563	22%	1,509	21%	1,574	22%	1,519	21%	6,166	21%	1,598	22%
Health & Public Service	1,175	16%	1,193	17%	1,191	16%	1,181	17%	4,739	17%	1,230	17%
Products	1,699	24%	1,681	24%	1,725	24%	1,703	24%	6,807	24%	1,801	24%
Resources	1,321	18%	1,252	18%	1,279	18%	1,291	18%	5,143	18%	1,315	18%
Other	4	n/m	12	n/m	3	n/m	3	n/m	22	n/m	4	n/m
Total (1)	\$7,220	100%	\$7,058	100%	\$7,198	100%	\$7,087	100%	\$28,563	100%	\$7,359	100%
	FY2013							FY2014				
		% of		% of		% of		% of		% of		% of
Geographic Region	Q1	Total	Q2	Total	Q3	Total	Q4	Total	Full Year	Total	Q1	Total
Americas	\$3,333	46%	\$3,280	46%	\$3,444	48%	\$3,461	49%	\$13,519	47%	\$3,434	47%
EMEA	2,825	39%	2,800	40%	2,778	39%	2,644	37%	11,047	39%	2,922	40%
Asia Pacific	1,062	15%	978	14%	975	13%	982	14%	3,997	14%	1,003	13%
Total (1)	\$7,220	100%	\$7,058	100%	\$7,198	100%	\$7,087	100%	\$28,563	100%	\$7,359	100%
					FY2	013					FY2	014
		% of		% of		% of		% of		% of		% of
Type of Work	Q1	Total	Q2	Total	Q3	Total	Q4	Total	Full Year	Total	Q1	Total
Consulting	\$3,961	55%	\$3,753	53%	\$3,867	54%	\$3,803	54%	\$15,383	54%	\$3,938	54%
Outsourcing	3,259	45%	3,305	47%	3,331	46%	3,284	46%	13,179	46%	3,421	46%
Total (1)	\$7,220	100%	\$7,058	100%	\$7,198	100%	\$7,087	100%	\$28,563	100%	\$7,359	100%

Note:

(1) May not total due to rounding.

Accenture
New Bookings Summary
\$s billions

		FY2013										FY2014	
		% of		% of		% of		% of		% of		% of	
Type of Work	Q1	Total	Q2	Total	Q3	Total	Q4	Total	Full Year	Total	Q1	Total	
Consulting	\$4.17	56%	\$4.40	48%	\$3.85	46%	\$3.84	46%	\$16.25	49%	\$4.28	49%	
Outsourcing	3.30	44%	4.72	52%	4.44	54%	4.56	54%	17.03	51%	4.40	51%	
Total	\$7.47	100%	\$9.12	100%	\$8.29	100%	\$8.40	100%	\$33.28	100%	\$8.68	100%	