# ACCENTURE PLC RETURN METRICS TREND

Q4 FY15

Quarter Ending Return Metrics from November 30, 2013 to August 31, 2015 (Unaudited)

#### **Twelve Months Ended**

	11/30/13	2/28/14	5/31/14	8/31/14	11/30/14	2/28/15	5/31/15	8/31/15
Return on Invested Capital	67%	56%	54%	54%	57%	53%	52%	51%
Return on Equity	67%	56%	54%	54%	57%	54%	52%	51%
Return on Assets	21%	20%	19%	18%	19%	20%	19%	18%

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

Q4 FY15

For the Twelve Months Ended Aug 31, 2015 (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	
	<b>8/31/15</b> 1/	Comments
Net Income Attributable to Accenture plc	\$3,054	
Noncontrolling interests	220	
Provision related to income taxes	1,137	
Non-operating (income) expense	25	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	\$4,436	Thoroat oxpositos, dila otto into incomo oxpositos, not
Annual Effective Tax Rate	25.8%	
Tax Adjusted Operating Income	\$3,293	
Divided by Average Capital:		
Capital at Aug 31, 2015		
Noncontrolling interests	514	
Total Accenture plc shareholders' equity	6,134	
Short-term bank borrowings, Long-term debt	27	
	\$6,675	
Capital at Aug 31, 2014		
Noncontrolling interests	553	
Total Accenture plc shareholders' equity	5,732	
Short-term bank borrowings, Long-term debt	27	
	\$6,312	
Average Capital	\$6,494	
Return on Invested Capital	51%	

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

### ACCENTURE PLC RECONCILIATION OF RETURN ON EQUITY (ROE)

Q4 FY15

For the Twelve Months Ended Aug 31, 2015 (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	Comments
Net Income Attributable to Accenture plc	\$3,054	
Noncontrolling interests Provision related to income taxes	220 1,137	
Income Before Income Taxes	\$4,411	
Annual Effective Tax Rate	25.8%	
Tax Adjusted Income Before Income Taxes	\$3,274	
Divided by Average Equity and Noncontrolling Interests:		
Noncontrolling interests at Aug 31, 2015 Total Accenture plc shareholders' equity at Aug 31, 2015	514 6,134 <b>\$6,648</b>	
Noncontrolling interests at Aug 31, 2014 Total Accenture plc shareholders' equity at Aug 31, 2014	553 5,732 <b>\$6,285</b>	
Average Equity and Noncontrolling Interests	\$6,466	
Return on Equity	51%	

1/ May not total due to rounding

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

Q4 FY15

For the Twelve Months Ended Aug 31, 2015 (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 8/31/15	Comments
Net Income Attributable to Accenture plc	\$3,054	
Noncontrolling interests	220	
Provision related to income taxes	1,137	
Income Before Income Taxes	\$4,411	
Annual Effective Tax Rate	25.8%	
Tax Adjusted Income Before Income Taxes	\$3,274	
Divided by Average Assets:		
Total Assets at Aug 31, 2015	18,266	
Total Assets at Aug 31, 2014	17,930	
Average Assets	\$18,098	
Return on Assets	18%	

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

## ACCENTURE PLC HEADCOUNT TREND

Q4 FY15

Quarter Ending Headcount from November 30, 2013 to Aug 31, 2015

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

#### As of:

	11/30/13	2/28/14	5/31/14	8/31/14	11/30/14	2/28/15	5/31/15	8/31/15
Billable	259,078	266,729	271,284	283,249	295,908	300,246	312,414	334,074
Non-Billable	21,959	22,111	22,245	22,633	22,792	23,032	23,678	24,424
Total Accenture Employees	281,037	288,840	293,529	305,882	318,700	323,278	336,092	358,498
Memo: Accenture's Global Delivery Network	185,837	191,843	194,592	205,236	218,188	225,878	237,149	256,846

#### Notes:

Beginning in fiscal year 2015 Accenture realigned a small number of employees (approximately 2%) to non-billable from billable based on their activities. Fiscal year 2014 headcount has been restated to reflect this change.

February 28, 2015 headcount reflects the reclassification of approximately 3,300 personnel from non-GDN to GDN. Prior periods have not been restated.

## ACCENTURE PLC SHARES OUTSTANDING AND MARKET CAPITALIZATION

Q4 FY15

Aug 31, 2015

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

	As of August 31, 2015	Comments
Accenture plc Class A shares Accenture plc Class A treasury shares Accenture Holdings plc ordinary shares Accenture Canada Holdings, Inc. shares Total Shares Outstanding at 8/31/2015	804.8 (178.1) 29.2 1.2 657.1	From Accenture plc statement of shareholders' equity. From Accenture plc statement of shareholders' equity. From Accenture Holdings plc statement of shareholders' equity.  Of these shares, approximately 6% 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 94% as our public float.
Share price - as of Aug 31, 2015 close	\$94.27	
Market Capitalization at 8/31/2015	\$61,944.8	

### ACCENTURE PLC NET REVENUES TREND

Q4 FY15

FY2015

Quarter Ending Net Revenue from November 30, 2013 to Aug 31, 2015

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

FY2014

	F12014								F12013											
		% of		% of		% of		% of		% of		% of		% of		% of		% of		% of
Operating Group	Q1	Total	Q2	Total	Q3	Total	Q4	Total	Full Year	Total	Q1	Total	Q2	Total	Q3	Total	Q4	Total	Full Year	Total
Comm. Media & Tech	\$1,411	19%	\$1,409	20%	\$1,525	20%	\$1,579	20%	\$5,924	20%	\$1,581	20%	\$1,517	20%	\$1,613	21%	\$1,638	21%	\$6,349	20%
Financial Services	1,598	22%	1,564	22%	1,677	21%	1,673	21%	6,511	22%	1,716	22%	1,590	21%	1,638	21%	1,691	21%	6,635	21%
Health & Public Service	1,230	17%	1,184	17%	1,314	17%	1,294	17%	5,022	17%	1,368	17%	1,320	18%	1,384	18%	1,391	18%	5,463	18%
Products	1,801	24%	1,746	24%	1,915	25%	1,934	25%	7,395	24%	1,930	25%	1,851	25%	1,883	24%	1,932	24%	7,596	25%
Resources	1,315	18%	1,225	17%	1,302	17%	1,294	17%	5,135	17%	1,295	16%	1,212	16%	1,248	16%	1,233	16%	4,989	16%
Other	4	n/m	4	n/m	4	n/m	4	n/m	15	n/m	4	n/m	4	n/m	4	n/m	4	n/m	17	n/m
Total (1)	\$7,359	100%	\$7,131	100%	\$7,736	100%	\$7,777	100%	\$30,002	100%	\$7,896	100%	\$7,493	100%	\$7,770	100%	\$7,889	100%	\$31,048	100%
					FY20	014					FY2015									
		% of		% of		% of		% of		% of	-	% of		% of		% of		% of		% of
Geographic Region	Q1	Total	Q2	Total	Q3	Total	Q4	Total	Full Year	Total	Q1	Total	Q2	Total	Q3	Total	Q4	Total	Full Year	Total
North America	\$3,093	42%	\$3,031	43%	\$3,286	43%	\$3,387	44%	\$12,797	43%	\$3,438	43%	\$3,412	46%	\$3,644	47%	\$3,715	47%	\$14,209	46%
Europe	2,762	38%	2,717	38%	2,953	38%	2,823	36%	11,255	37%	2,905	37%	2,660	35%	2,653	34%	2,712	34%	10,930	35%
Growth Markets	1,505	20%	1,383	19%	1,496	19%	1,567	20%	5,951	20%	1,552	20%	1,422	19%	1,473	19%	1,462	19%	5,909	19%
Total (1)	\$7,359	100%	\$7,131	100%	\$7,736	100%	\$7,777	100%	\$30,002	100%	\$7,896	100%	\$7,493	100%	\$7,770	100%	\$7,889	100%	\$31,048	100%
					FY20	014					FY2015									
		% of		% of		% of		% of		% of		% of		% of		% of		% of		% of
Type of Work	Q1	Total	Q2	Total	Q3	Total	Q4	Total	Full Year	Total	Q1	Total	Q2	Total	Q3	Total	Q4	Total	Full Year	Total
Consulting	\$3,938	54%	\$3,697	52%	\$4,086	53%	\$4,017	52%	\$15,738	52%	\$4,093	52%	\$3,839	51%	\$4,112	53%	\$4,160	53%	\$16,204	52%
Outsourcing	3,421	46%	3,434	48%	3,649	47%	3,761	48%	14,265	48%	3,803	48%	3,654	49%	3,658	47%	3,729	47%	14,844	48%
Total (1)	\$7,359	100%	\$7,131	100%	\$7,736	100%	\$7,777	100%	\$30,002	100%	\$7,896	100%	\$7,493	100%	\$7,770	100%	\$7,889	100%	\$31,048	100%

Notes:

(1) May not total due to rounding.

Beginning in fiscal 2015, the company is reporting its geographic regions as follows:

- North America: The United States and Canada
- Europe
- Growth Markets: Asia Pacific, Latin America, Africa, the Middle East, Russia and Turkey

Previously, the company's three geographic regions were the Americas; EMEA (Europe, the Middle East and Africa); and Asia Pacific

Fiscal 2014 net revenues by quarter aligned with these revised geographic regions are in schedule above.

#### ACCENTURE PLC NEW BOOKINGS TREND

Q4 FY15

Quarter Ending New Bookings from November 30, 2013 to Aug 31, 2015 (in billions of U.S. dollars) (Unaudited)

	FY2014										FY2015									
		% of		% of		% of		% of		% of		% of		% of		% of		% of		% of
Type of Work	Q1	Total	Q2	Total	Q3	Total	Q4	Total	Full Year	Total	Q1	Total	Q2	Total	Q3	Total	Q4	Total	Full Year	Total
Consulting	\$4.28	49%	\$4.61	46%	\$4.31	49%	\$3.95	47%	\$17.15	48%	\$3.87	50%	\$4.25	45%	\$4.51	53%	\$4.08	46%	\$16.70	49%
Outsourcing	4.40	51%	5.49	54%	4.46	51%	4.38	53%	18.73	52%	3.80	50%	5.11	55%	4.02	47%	4.73	54%	17.66	51%
Total	\$8.68	100%	\$10.10	100%	\$8.77	100%	\$8.33	100%	\$35.88	100%	\$7.66	100%	\$9.36	100%	\$8.53	100%	\$8.81	100%	\$34.36	100%