

ACCENTURE Q4 FY17 PERFORMANCE

Strong quarterly results reflect continued successful execution of our growth strategy

TOTAL NET REVENUES



\$9.1B

o increase of 8% in local currency and 8% in USD

GEOGRAPHIC REGIONS

Net Revenues and Growth in Local Currency



North America

Europe

Growth Markets

OPERATING GROUPS

Net Revenues and Growth in Local Currency

Communications, Media & Technology



Financial Services



Health & **Public Service**



Products



Resources



EPS

• 13% increase on an adjusted basis*

*After adjusting Q4 FY16 GAAP EPS of \$1.68 to exclude gains on the sale of businesses of \$0.37 per share



RETURNING CASH TO SHAREHOLDERS

Strong free cash flow

Share repurchases

\$2.6B for full year 2017

Semi-annual cash dividend declared September 2017

per share

increase of \$0.12 per share or 10% over our semi-annual dividend declared in March 2017

OPERATING MARGIN

2% o 10 bps increase from Q4 FY16

BUSINESS DIMENSIONS

"THE NEW"-DIGITAL. **CLOUD, SECURITY SERVICES**



More than

of revenues strong double-digit growth **NEW BOOKINGS**





strong new bookings



ACCENTURE FY 2017 PERFORMANCE

Durable and balanced performance as we continue rotating to "the New" – digital-, cloud- and security-related services

TOTAL NET REVENUES



\$34.9B

o increase of 7% in local currency and 6% in USD

GEOGRAPHIC REGIONS

Net Revenues and Growth in Local Currency



North America



Europe

8% \$11.9B **Growth Markets**

12% \$6.68

OPERATING GROUPS

Net Revenues and Growth in Local Currency

Communications, Media & Technology



Financial Services



Health &
Public Service



Products



Resources



EPS (Adjusted)



*After adjusting FY17 GAAP EPS of \$5.44 to exclude pension settlement charge of \$0.47 per share, and adjusting FY16 GAAP EPS of \$6.45 to exclude gains on the sale of businesses of \$1.11 per share

OPERATING MARGIN (Adjusted)

7

%

Strong free cash flow

\$4.5B

reflects a free cash flow to adjusted net income ratio of 1.1 (after adjusting GAAP net income of \$3.63 billion to exclude \$312M after-tax impact of the pension settlement charge)

repurchases

Share

RETURNING CASH TO SHAREHOLDERS

\$2.6B

Cash dividends paid

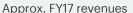
\$1.6B

\$2.42 per share, a **10% increase** over prior-year dividend

14.8% © 20bps increase from FY16* *After adjusting FY17 GAAP operating margin of 13.3% to exclude impact

BUSINESS DIMENSIONS

of pension settlement charge (150 basis points)





"THE NEW" - DIGITAL, CLOUD, SECURITY SERVICES

Approx. FY17 revenues

\$18B* approx. 50% of revenues about 30% growth in local currency

	Revenues (\$ USD)	% of Revenues
Digital	\$13.5 B	39%
Cloud	\$6.5 B	19%
Security	\$1.2 B	3 %

^{*} Revenues for "the New" include Digital-, Cloudand Security-related services, net of estimated overlap

NEW BOOKINGS



\$37.4B

strong new bookings increase of 6% in local currency