

FY2018 PERFORMANCE

(REVENUES AND OPERATING MARGIN UPDATED FOR ACCOUNTING STANDARD CHANGES)

Continued strong, broad-based results reflect excellent demand for our services, driving superior shareholder value

TOTAL REVENUES

\$41.0B

• increase of 10.3% in local currency and 13% in USD

GEOGRAPHIC REGIONS

Revenues and Growth in Local Currency

North America

9% \$18.5B **Europe**

9% \$14.6B **Growth Markets**

16%

OPERATING GROUPS

Revenues and Growth in Local Currency

Communications, Media & Technology



Financial Services



Health & Public Service



Products



Resources



EPS (Adjusted)

\$6.74

• 14% increase on an adjusted basis*

* After adjusting FY18 GAAP EPS of \$6.34 to exclude impact of tax law changes of \$0.40 per share, and adjusting FY17 GAAP EPS of \$5.44 to exclude pension settlement charge of \$0.47 per share

RETURNING CASH TO SHAREHOLDERS

Strong free cash flow

\$5.4B

reflects a free cash flow to adjusted net income ratio of 1.2 (after adjusting GAAP net income of \$4.21 billion to exclude \$258M impact of tax law changes) Share repurchases

\$2.6B

Cash dividends paid

\$1.7B **\$2.66** per share,

a 10% increase over prior-year dividends

OPERATING MARGIN

14.4%

Unchanged from FY17 on an adjusted basis*

* After adjusting FY17 operating margin to exclude impact of pension settlement charge

BUSINESS DIMENSIONS*

Approx. FY18 revenues

TOTAL	\$41 B	100%	10.3%
Operations	\$5 B	13%	Double-digit
Technology Services	\$22 B	55 %	Double-digit
Strategy & Consulting	\$13 B	32 %	Mid single-digit
Re	venues (\$ USD)	% of Revenues	Est'd % Growth in Local Currency

* Application Services renamed Technology Services and updated to include Infrastructure Outsourcing, which was previously categorized within Operations

"THE NEW"-DIGITAL, CLOUD, SECURITY SERVICES

Approx. FY18 revenues

\$24B* approx. 60% of revenues about 25% growth in local currency

-	Revenues (\$ USD)	% of Revenues
Digital	\$18 B	45 %
Cloud	\$9 B	23 %
Security	\$2 B	5 %

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

NEW BOOKINGS*

\$42.8B

strong new bookings

increase of 12% in local currency

* New bookings for FY18 have not been updated for accounting standard changes

Accenture discloses information about its business dimensions and components of "the New" to provide additional insights into the company's business. Revenues for business dimensions and "the New" are approximate, require judgment to allocate revenues for arrangements with multiple offerings and may be modified to reflect periodic changes to the definitions of the business dimensions and "the New." For full financial data, non-GAAP financial disclosure and cautionary language regarding forward-looking statements, please refer to Accenture's fiscal year 2018 fourth quarter news release issued on September 27, 2018, available at investor.accenture.com.