

# **Q3 FY19 PERFORMANCE**

Strong and durable results with continued above-market growth, reflecting our diverse business and focused execution of our growth strategy

**TOTAL REVENUES** 

**\$11.1**B

• increase of 8.4% in local currency and 4% in USD

#### **GEOGRAPHIC REGIONS**

Revenues and Growth in Local Currency

**North America** 

9% \$5.1B Europe

**5**% \$3.8E

**Growth Markets** 

13%

### **OPERATING GROUPS**

Revenues and Growth in Local Currency

Communications, Media & Technology



**Financial Services** 



Health & Public Service



**Products** 



Resources



EDC

\$1.93

• 8% increase on an adjusted basis\*

#### **RETURNING CASH TO SHAREHOLDERS**

Strong free cash flow

**\$2.0**B

Share repurchases

\$488M

Semi-annual cash dividend paid May 2019

**\$1.46** per share

increase of \$0.13 per share or 10% over our semi-annual dividend paid in May 2018

## OPERATING MARGIN

**15.5**%

• 20 bps increase from Q3 FY18

## **BUSINESS DIMENSIONS\***

Revenue Growth in Local Currency

Strategy/ Consulting	mid single-digit growth
Technology Services	high single-digit growth
Operations	double-digit growth

More than

**60**%

of revenues strong double-digit growth

"THE NEW"-DIGITAL,

**CLOUD, SECURITY SERVICES** 

#### **NEW BOOKINGS**

**\$10.6**B

approximately 65% in "the New"

Results in FY19 and comparisons with FY18 reflect the adoption of new accounting standards for revenues, pension costs and taxes. 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 2019 third quarter news release issued on June 27, 2019, which accompanies this presentation and is available at **investor.accenture.com**.

<sup>\*</sup> After adjusting Q3 FY18 GAAP EPS of \$1.60 to exclude a charge related to tax law changes of \$0.19 per share

<sup>\*</sup> In Q1 FY19, Application Services was renamed Technology Services and updated to include Infrastructure Outsourcing, which was previously categorized within Operations



# **Q3 YTD FY19 PERFORMANCE**

Very strong year-to-date results reflect excellent demand in "the New" and continued profitable growth, driving value for all our stakeholders

**TOTAL REVENUES** 

\$32.2B

• increase of 9% in local currency and 5% in USD

#### **GEOGRAPHIC REGIONS**

Revenues and Growth in Local Currency

**North America** 

**9**% \$14.88

Europe

6% \$11.1B **Growth Markets** 

15% \$6.38

#### **OPERATING GROUPS**

Revenues and Growth in Local Currency

Communications, Media & Technology



**Financial Services** 



Health & Public Service



**Products** 



Resources



EDC

\$5.62

• 9% increase on an adjusted basis\*

• 20 bps increase

from Q3 YTD FY18

# **RETURNING CASH TO SHAREHOLDERS**

Strong free cash flow

**\$4.2**B

Share repurchases

**\$2.3**B

Cash dividends paid

**\$2.92** per share

10% increase over the prior year; semi-annual dividends of \$1.46 per share paid in Nov. 2018 and May 2019

OPERATING MARGIN

BUSINESS DIMENSIONS\*
Revenue Growth in Local Currency

"THE NEW"-DIGITAL, CLOUD, SECURITY SERVICES

**NEW BOOKINGS** 

Strategy/
Consulting high single-digit growth

Technology
Services high single-digit growth

Operations double-digit growth

More than

**60**%

of revenues strong double-digit growth

**\$32.6**B

strong new bookings

Results in FY19 and comparisons with FY18 reflect the adoption of new accounting standards for revenues, pension costs and taxes. 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 2019 third quarter news release issued on June 27, 2019, which accompanies this presentation and is available at **investor.accenture.com**.

<sup>\*</sup> After adjusting Q3 YTD FY18 GAAP EPS of \$4.76 to exclude charges related to tax law changes of \$0.40 per share

<sup>\*</sup> In Q1 FY19, Application Services was renamed Technology Services and updated to include Infrastructure Outsourcing, which was previously categorized within Operations