

# **Q4 FY21 PERFORMANCE**

Outstanding financial performance, reflecting continued strong, broad-based demand

**TOTAL REVENUES** 

**\$13.4**B

increase of 21% in local currency and 24% in USD **GEOGRAPHIC MARKETS** Revenues and Growth in Local Currency







**INDUSTRY GROUPS** 

Revenues and Growth in Local Currency

Communications, Media & Technology

> 23% \$2.8B

**Financial Services** 



Health & Public Service



**Products** 



Resources



**EPS** 

\$2.20

• 29% increase on an adjusted basis\*

\*After adjusting Q4 FY20 GAAP EPS of \$1.99 to exclude gains on an investment of \$0.29 per share

**RETURNING CASH TO SHAREHOLDERS** 

Strong free cash flow

**\$2.2**B

Share repurchases

**\$915**M

Dividends paid

\$558M

Quarterly cash dividend declared in September 2021

**\$0.97** per share

Increase of \$0.09 per share or 10% over our previous quarterly dividend declared in June 2021

## OPERATING MARGIN

**14.6**%

• 30 bps increase

**SERVICES** 

Revenue Growth in Local Currency

Strategy & Consulting

Technology

**Operations** 

very strong double-digit growth **HIGHLIGHTS OF STRATEGIC PRIORITIES** 

Revenue Growth in Local Currency (includes overlap)

Cloud
Interactive
Industry X
Security

very strong double-digit growth **NEW BOOKINGS** 

**\$15.0**B

7% increase in USD



## **FY2021 PERFORMANCE**

Record performance with significant market share gains, driving superior shareholder value

#### **TOTAL REVENUES**

**\$50.5**B

increase of 11% in local currency and 14% in USD

## **GEOGRAPHIC MARKETS** Revenues and Growth in Local Currency







### **INDUSTRY GROUPS**

Revenues and Growth in Local Currency

Communications, Media & Technology

> 14% \$10.3E

**Financial Services** 

13<sup>%</sup> \$9.9

Health & Public Service

16<sup>%</sup> \$9.5

**Products** 

10% \$14.0E Resources

**1**% \$6.9

**EPS (GAAP)** 

\$9.16

🗖 16% increase

**EPS (Adjusted)** 

\$8.80

**↑18%** increase

excluding gains on an investment of \$0.36 in FY21 and \$0.43 in FY20

## **RETURNING CASH TO SHAREHOLDERS**

Record free cash flow

**\$8.4**B

Free cash flow to (adjusted) net income ratio of 1.5

Share repurchases

**\$3.7**B

**Total Cash returned** 

**\$5.9**B

Cash dividends

**\$2.2**B

**\$3.52** per share, a 10% increase over prior-year dividends

## **OPERATING MARGIN**

**15.1**%

• 40 bps increase

### **SERVICES\***

Approximate FY21 Revenues

Strategy & Consulting	Revenues (\$ USD) \$13B	% of Revenues 25%	Est'd % Growth in Local Currency 2%
Technology	\$30B	60%	13%
Operations	\$8B	15%	19%
Total	\$51B	100%	11%

<sup>\*</sup>Technology Services updated to include elements of Infrastructure Transformation & Migration, which were previously categorized within Strategy & Consulting

## **HIGHLIGHTS OF STRATEGIC PRIORITIES**

Approximate FY21 Revenues

Revenues (\$ USD)	Est'd Growth in Local Currency	Revenues (\$ USD)	Est'd Growth in Local Currency
Cloud <b>\$18</b> B	44%	Interactive \$12.5B	<b>15</b> %
Industry	/X 36%	Security \$4B	29%

### **NEW BOOKINGS**

**\$59.3**B

20% increase in USD

Accenture discloses information about its Services and Strategic Priorities to provide additional insights into the company's business. Revenues for Services and Strategic Priorities are approximate and may be modified to reflect periodic changes in definitions. Judgment is required to allocate revenues for client arrangements with multiple offerings into individual Services. Revenues for Strategic Priorities overlap so revenues for the same client arrangement may be included in multiple Strategic Priorities. For full financial data, non-GAAP 2 financial disclosure and cautionary language regarding forward-looking statements, please refer to Accenture's fiscal year 2021 fourth quarter news release issued on Sept, 23, 2021, which accompanies this presentation and is available at investor.accenture.com