

Broad-based double-digit growth across geographies, industries and services with strong profitability

TOTAL REVENUES

\$15.4B

⬆ increase of **22.4%**
in local currency
and 15% in USD

GEOGRAPHIC MARKETS Revenues and Growth in Local Currency



North America



Europe



Growth Markets

INDUSTRY GROUPS*

Revenues and Growth in Local Currency

Communications,
Media & Technology



Financial Services



Health &
Public Service



Products



Resources



*Updated for movement of Aerospace and Defense from Communications, Media & Technology to Products

EPS

\$2.60

⬆ 18% increase

OPERATING MARGIN

14.7%

⬆ 10bps increase

RETURNING CASH TO SHAREHOLDERS

Free
cash flow

\$3.6B

Share repurchases

\$605M

Dividends paid

\$614M

Quarterly cash
dividend declared
in September 2022

\$1.12

per share

Increase of \$0.15 per share
or 15% over our previous quarterly
dividend declared in June 2022

SERVICES

Revenue Growth in Local Currency

Strategy &
Consulting

double-digit
growth

Technology

very strong
double-digit growth

Operations

strong double-digit
growth

HIGHLIGHTS OF STRATEGIC PRIORITIES

Revenue Growth in Local Currency
(includes overlap)

Cloud

very strong
double-digit
growth

Song*

double-
digit growth

*formerly Interactive

Industry X

very strong
double-digit
growth

Security

very strong
double-digit
growth

NEW BOOKINGS

\$18.4B

Book-to-bill 1.2
22% increase in USD
31% increase in local currency

Outstanding performance with profitable growth at scale driving significant market share gains

TOTAL REVENUES

\$61.6B

↑ **record increase**
of 26% in local
currency and
22% in USD

GEOGRAPHIC MARKETS Revenues and Growth in Local Currency



North America



Europe



Growth Markets

INDUSTRY GROUPS*

Revenues and Growth in Local Currency

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*Updated for movement of Aerospace and Defense from Communications, Media & Technology to Products

EPS

\$10.71

↑ **22% increase**
on an adjusted basis*

*After adjusting FY21 GAAP EPS of \$9.16 to exclude gains on an investment of \$0.36 per share

RETURNING CASH TO SHAREHOLDERS

Record free cash
flow

\$8.8B

Free cash flow to net
income ratio of 1.3

Share repurchases

\$4.1B

Total cash returned

\$6.6B

Cash dividends
paid

\$2.5B

\$3.88 per share, a 10% increase
over prior-year dividends

OPERATING MARGIN

15.2%

↑ **10 bps increase**

SERVICES

Approximate FY22 Revenues

	Revenues (\$ USD)	% of Revenues	Est'd % Growth in Local Currency
Strategy & Consulting	\$15B	24%	22%
Technology	\$38B	62%	30%
Operations	\$9B	14%	19%
Total	\$62B	100%	26%

HIGHLIGHTS OF STRATEGIC PRIORITIES

Approximate FY22 Revenues
(includes overlap)

Revenues (\$ USD)	Est'd Growth in Local Currency	Revenues (\$ USD)	Est'd Growth in Local Currency
Cloud		Song*	
\$26B	48%	\$16B	19%
Industry X		Security	
\$7B	38%	\$6B	45%

*Updated definition in connection with our rebranding from Interactive to Song. Song revenues for FY21 would have been \$14B

NEW BOOKINGS

\$71.7B

Book-to-bill 1.2
21% increase in USD
25% in local currency



RETURN METRICS TREND

Q4 FY22

Quarter Ending Return Metrics from November 30, 2020 to August 31, 2022
(Unaudited)

	Twelve Months Ended							
	11/30/20	2/28/21	5/31/21	8/31/21	11/30/21	2/28/22	5/31/22	
Return on Invested Capital	30%	30%	31%	31%	32%	33%	33%	33%
Return on Equity	31%	32%	33%	32%	32%	33%	32%	33%
Return on Assets	15%	15%	15%	15%	15%	16%	15%	15%



RECONCILIATION OF RETURN ON INVESTED CAPITAL (ROIC)

Q4 FY22

For the Twelve Months Ended August 31, 2022

(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 8/31/22 ⁽¹⁾	Comments
Net Income Attributable to Accenture plc	\$6,877	
Noncontrolling interests	112	
Income tax expense	2,207	
Non-operating (income) expense	171	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	\$9,367	
Annual Effective Tax Rate	24.0%	The tax rate represents the FY22 full year tax rate.
Tax Adjusted Operating Income	\$7,119	
Divided by Average Capital:		
Capital at August 31, 2022		
Noncontrolling interests	641	
Total Accenture plc shareholders' equity	22,094	
Short-term bank borrowings, Long-term debt	55	
	\$22,790	
Capital at August 31, 2021		
Noncontrolling interests	568	
Total Accenture plc shareholders' equity	19,529	
Short-term bank borrowings, Long-term debt	66	
	\$20,163	
Average Capital	\$21,476	
Return on Invested Capital	33%	

(1) May not total due to rounding



RECONCILIATION OF RETURN ON EQUITY (ROE)
Q4 FY22
For the Twelve Months Ended August 31, 2022
(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	
	8/31/22 ⁽¹⁾	Comments
Net Income Attributable to Accenture plc	\$6,877	
Noncontrolling interests	112	
Income tax expense	2,207	
Income Before Income Taxes	\$9,196	
Annual Effective Tax Rate	24.0%	The tax rate represents the FY22 full year tax rate.
Tax Adjusted Income Before Income Taxes	\$6,989	
Divided by Average Equity and Noncontrolling Interests:		
Noncontrolling interests at August 31, 2022	641	
Total Accenture plc shareholders' equity at August 31, 2022	22,094	
	\$22,735	
Noncontrolling interests at August 31, 2021	568	
Total Accenture plc shareholders' equity at August 31, 2021	19,529	
	\$20,097	
Average Equity and Noncontrolling Interests	\$21,416	
Return on Equity	33%	

(1) May not total due to rounding



RECONCILIATION OF RETURN ON ASSETS (ROA)

Q4 FY22

For the Twelve Months Ended August 31, 2022

(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 8/31/22 ⁽¹⁾	Comments
Net Income Attributable to Accenture plc	\$6,877	
Noncontrolling interests	112	
Income tax expense	2,207	
Income Before Income Taxes	\$9,196	
Annual Effective Tax Rate	24.0%	The tax rate represents the FY22 full year tax rate.
Tax Adjusted Income Before Income Taxes	\$6,989	
Divided by Average Assets:		
Total Assets at August 31, 2022	47,335	
Total Assets at August 31, 2021	43,176	
Average Assets	\$45,255	
Return on Assets	15%	

(1) May not total due to rounding



SHARES OUTSTANDING AND MARKET CAPITALIZATION

Q4 FY22

As of August 31, 2022

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

	As of August 31, 2022	Comments
Accenture plc Class A shares	664.6	From Accenture plc statement of shareholders' equity.
Accenture plc Class A treasury shares	(33.4)	From Accenture plc statement of shareholders' equity.
Accenture Canada Holdings, Inc. shares	0.7	
Total Shares Outstanding at 8/31/2022	631.8	
Share price - as of August 31, 2022 close	\$288.46	
Market Capitalization at 8/31/2022	\$182,260.1	

Note:

(1) May not total due to rounding



NEW BOOKINGS TREND

Q4 FY22

Quarter Ending from November 30, 2020 to August 31, 2022

(in billions of U.S. dollars)

(Unaudited)

Type of Work	FY2021										FY2022									
	Q1	% of Total	Q2	% of Total	Q3	% of Total	Q4	% of Total	Full Year	% of Total	Q1	% of Total	Q2	% of Total	Q3	% of Total	Q4	% of Total	Full Year	% of Total
Consulting	\$6.64	51%	\$8.02	50%	\$8.02	52%	\$7.97	53%	\$30.65	52%	\$9.39	56%	\$10.91	56%	\$9.11	54%	\$8.45	46%	\$37.86	53%
Outsourcing	6.29	49%	7.99	50%	7.35	48%	7.05	47%	28.68	48%	7.39	44%	8.67	44%	7.84	46%	9.95	54%	33.86	47%
Total ⁽¹⁾	\$12.93	100%	\$16.01	100%	\$15.37	100%	\$15.02	100%	\$59.33	100%	\$16.78	100%	\$19.58	100%	\$16.96	100%	\$18.39	100%	\$71.71	100%

Note:

(1) May not total due to rounding



REVENUES TREND

Q4 FY22

Quarter Ending from November 30, 2020 to May 31, 2022

(in millions of U.S. dollars)

(Unaudited)

	FY2021										FY2022									
	Q1	% of Total	Q2	% of Total	Q3	% of Total	Q4	% of Total	Full Year	% of Total	Q1	% of Total	Q2	% of Total	Q3	% of Total	Q4	% of Total	Full Year	% of Total
Geographic Markets																				
North America	\$5,481	47%	\$5,632	47%	\$6,200	47%	\$6,389	48%	\$23,701	47%	\$6,907	46%	\$7,077	47%	\$7,614	47%	\$7,524	49%	\$29,121	47%
Europe	3,967	34%	4,030	33%	4,452	34%	4,300	32%	16,749	33%	5,100	34%	5,010	33%	5,350	33%	4,803	31%	20,264	33%
Growth Markets	2,314	20%	2,426	20%	2,612	20%	2,731	20%	10,083	20%	2,958	20%	2,960	20%	3,195	20%	3,097	20%	12,209	20%
Total ⁽¹⁾	\$11,762	100%	\$12,088	100%	\$13,264	100%	\$13,419	100%	\$50,533	100%	\$14,965	100%	\$15,047	100%	\$16,159	100%	\$15,424	100%	\$61,594	100%
1000																				
	FY2021										FY2022									
	Q1	% of Total	Q2	% of Total	Q3	% of Total	Q4	% of Total	Full Year	% of Total	Q1	% of Total	Q2	% of Total	Q3	% of Total	Q4	% of Total	Full Year	% of Total
Industry Groups																				
Comm. Media & Tech ⁽²⁾	\$2,220	19%	\$2,365	20%	\$2,571	19%	\$2,646	20%	\$9,801	19%	\$2,897	19%	\$2,999	20%	\$3,223	20%	\$3,081	20%	\$12,200	20%
Financial Services	2,346	20%	2,378	20%	2,598	20%	2,611	19%	9,933	20%	2,918	19%	2,872	19%	3,079	19%	2,941	19%	11,811	19%
Health & Public Service	2,212	19%	2,262	19%	2,520	19%	2,505	19%	9,498	19%	2,730	18%	2,687	18%	2,917	18%	2,893	19%	11,226	18%
Products ⁽²⁾	3,320	28%	3,456	29%	3,807	29%	3,855	29%	14,439	29%	4,468	30%	4,523	30%	4,806	30%	4,478	29%	18,275	30%
Resources	1,664	14%	1,628	13%	1,768	13%	1,802	13%	6,863	14%	1,952	13%	1,966	13%	2,134	13%	2,030	13%	8,082	13%
Total ⁽¹⁾	\$11,762	100%	\$12,088	100%	\$13,264	100%	\$13,419	100%	\$50,533	100%	\$14,965	100%	\$15,047	100%	\$16,159	100%	\$15,424	100%	\$61,594	100%
	FY2021										FY2022									
	Q1	% of Total	Q2	% of Total	Q3	% of Total	Q4	% of Total	Full Year	% of Total	Q1	% of Total	Q2	% of Total	Q3	% of Total	Q4	% of Total	Full Year	% of Total
Type of Work																				
Consulting	\$6,333	54%	\$6,439	53%	\$7,260	55%	\$7,305	54%	\$27,338	54%	\$8,392	56%	\$8,322	55%	\$9,032	56%	\$8,329	54%	\$34,076	55%
Outsourcing	5,430	46%	5,649	47%	6,003	45%	6,114	46%	23,196	46%	6,573	44%	6,724	45%	7,126	44%	7,095	46%	27,518	45%
Total ⁽¹⁾	\$11,762	100%	\$12,088	100%	\$13,264	100%	\$13,419	100%	\$50,533	100%	\$14,965	100%	\$15,047	100%	\$16,159	100%	\$15,424	100%	\$61,594	100%

Notes:

(1) May not total due to rounding

(2) Effective June 1, 2022, we revised the reporting of our industry groups for the movement of Aerospace & Defense from Communications, Media & Technology to Products. Prior period amounts have been reclassified to conform with the current period presentation.



PEOPLE METRICS

Q4 FY22

Quarter Ending Metrics from November 31, 2020 to August 31, 2022

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

	11/30/20	2/28/21	5/31/21	8/31/21	11/30/21	2/28/22	5/31/22	8/31/22
Total Accenture Employees	514,288	536,653	568,727	624,268	674,325	698,504	710,432	721,379
<i>Memo:</i>								
<i>Utilization</i>	93%	94%	93%	92%	92%	92%	91%	91%
<i>Quarterly Voluntary Attrition - Annualized</i>	9%	12%	17%	19%	17%	18%	20%	20%
<i>Annual Voluntary Attrition</i>				14%				19%

Notes:

(1) We are removing the classification of billable and non-billable as it is not the way we categorize our people and manage our business. The overwhelming majority of our people support clients and some support both billable and non-billable activities. For these reasons, we will no longer provide a split of billable and non-billable.



Impact of Investment Gains on Diluted Earnings Per Share
Q4 FY22
Quarter Ending August 31, 2022
(Unaudited)

	FY20	FY21					FY22					Change from FY21			
	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q4		Total	
As Reported (GAAP)	\$ 7.89	\$2.32	\$2.23	\$2.40	\$2.20	\$ 9.16	\$2.78	\$2.54	\$2.79	\$2.60	\$10.71	\$ 0.40	18%	\$ 1.55	17%
Investment Gains ⁽¹⁾	(0.43)	(0.15)	(0.21)	-	-	(0.36)	-	-	-	-	-	-		0.36	
Adjusted (Non-GAAP)	\$ 7.46	\$2.17	\$2.03	\$2.40	\$2.20	\$ 8.80	\$2.78	\$2.54	\$2.79	\$2.60	\$10.71	\$ 0.40	18%	\$ 1.91	22%

(1) Adjustment to remove gains related to our investment in Duck Creek Technologies. Amounts may not total due to rounding.