

Q1 FY23 Performance

Double-digit revenue growth across geographic markets and industry groups with continued margin expansion and double-digit EPS growth



Total Revenues

\$15.7B

Increase of 15% in local currency and 5% in USD

Geographic Markets (Revenues and Growth in Local Currency)

↑ 11%

\$7.6B
North America

↑ 17%

\$5.1B
Europe

↑ 19%

\$3.1B
Growth markets

Industry Groups (Revenues and Growth in Local Currency)

Communications,
Media & Technology

↑ 11%
\$3.0B

Financial
Services

↑ 13%
\$3.0B

Health &
Public Service

↑ 15%
\$3.0B

Products

↑ 15%
\$4.7B

Resources

↑ 21%
\$2.1B

EPS

\$3.08

↑ 11% increase

Operating Margin

16.5%

↑ 20bps increase

Returning Cash To Shareholders

Free Cash Flow

\$397M

Share Repurchases

\$1.4B

Dividends Paid

\$706M

Quarterly cash
dividend declared
in December 2022

\$1.12
Per Share

Increase of \$0.15 per
share or 15% over the
quarterly dividend rate in
fiscal year 2022

Services

Revenue Growth in Local Currency

Strategy &
Consulting

low single-digit
growth

Technology

strong
double-digit
growth

Operations

double-
digit growth

Highlights of Strategic Priorities

Revenue Growth in Local Currency
(Includes overlap)

Cloud

very strong
double-digit
growth

Song

double-digit
growth

Industry X

very strong
double-digit
growth

Security

very strong
double-digit
growth

New Bookings

\$16.2B

Book-to-bill 1.0

6% increase in local
currency

3% decrease in USD

To access our 360° Value Report for fiscal 2022, and enhanced, customizable reporting, please visit the Accenture 360° Value Reporting Experience (www.accenture.com/reportingexperience).

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 financial disclosure and cautionary language regarding forward-looking statements, please refer to Accenture's fiscal year 2023 first quarter news release issued on December 16, 2022, which accompanies this presentation and is available at investor.accenture.com



RETURN METRICS TREND

Q1 FY23

Quarter Ending Return Metrics from February 28, 2021 to November 30, 2022
(Unaudited)

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



RECONCILIATION OF RETURN ON INVESTED CAPITAL (ROIC)

Q1 FY23

For the Twelve Months Ended November 30, 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 11/30/22 ⁽¹⁾	Comments
Net Income Attributable to Accenture plc	\$7,051	
Noncontrolling interests	114	
Income tax expense	2,226	
Non-operating (income) expense	134	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	\$9,526	
Annual Effective Tax Rate	23.8%	The tax rate represents a weighted average of the FY22 full year tax rate of 24.0% and FY22 Q1 tax rate of 23.3%
Tax Adjusted Operating Income	\$7,257	
Divided by Average Capital:		
Capital at November 30, 2022		
Noncontrolling interests	691	
Total Accenture plc shareholders' equity	22,975	
Short-term bank borrowings, Long-term debt	55	
	\$23,721	
Capital at November 30, 2021		
Noncontrolling interests	585	
Total Accenture plc shareholders' equity	20,353	
Short-term bank borrowings, Long-term debt	65	
	\$21,004	
Average Capital	\$22,362	
Return on Invested Capital	32%	

(1) May not total due to rounding



RECONCILIATION OF RETURN ON EQUITY (ROE)
Q1 FY23
For the Twelve Months Ended November 30, 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	
	11/30/22	(1)
		Comments
Net Income Attributable to Accenture plc	\$7,051	
Noncontrolling interests	114	
Income tax expense	2,226	
Income Before Income Taxes	\$9,392	
Annual Effective Tax Rate	23.8%	The tax rate represents a weighted average of the FY22 full year tax rate of 24.0% and FY22 Q1 tax rate of 23.3%
Tax Adjusted Income Before Income Taxes	\$7,155	
<i>Divided by Average Equity and Noncontrolling Interests:</i>		
Noncontrolling interests at November 30, 2022	691	
Total Accenture plc shareholders' equity at November 30, 2022	22,975	
	\$23,666	
Noncontrolling interests at November 30, 2021	585	
Total Accenture plc shareholders' equity at November 30, 2021	20,353	
	\$20,939	
Average Equity and Noncontrolling Interests	\$22,302	
Return on Equity	32%	

(1) May not total due to rounding



RECONCILIATION OF RETURN ON ASSETS (ROA)

Q1 FY23

For the Twelve Months Ended November 30, 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 11/30/22 ⁽¹⁾	Comments
Net Income Attributable to Accenture plc	\$7,051	
Noncontrolling interests	114	
Income tax expense	2,226	
Income Before Income Taxes	\$9,392	
Annual Effective Tax Rate	23.8%	The tax rate represents a weighted average of the FY22 full year tax rate of 24.0% and FY22 Q1 tax rate of 23.3%
Tax Adjusted Income Before Income Taxes	\$7,155	
Divided by Average Assets:		
Total Assets at November 30, 2022	47,116	
Total Assets at November 30, 2021	43,675	
Average Assets	\$45,395	
Return on Assets	16%	

(1) May not total due to rounding

SHARES OUTSTANDING AND MARKET CAPITALIZATION

Q1 FY23

As of November 30, 2022

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

	As of November 30, 2022	Comments
Accenture plc Class A shares	658.3	From Accenture plc statement of shareholders' equity.
Accenture plc Class A treasury shares	(28.8)	From Accenture plc statement of shareholders' equity.
Accenture Canada Holdings, Inc. shares	0.7	
Total Shares Outstanding	630.1	
Share price - as of November 30, 2022 close	\$300.93	
Market Capitalization	\$189,618.9	

Note:

(1) May not total due to rounding



NEW BOOKINGS TREND

Q1 FY23

Quarter Ending from November 30, 2021 to November 30, 2022

(in billions of U.S. dollars)

(Unaudited)

Type of Work	FY2022										FY2023	
	Q1	% of Total	Q2	% of Total	Q3	% of Total	Q4	% of Total	Full Year	% of Total	Q1	% of Total
Consulting	\$9.39	56%	\$10.91	56%	\$9.11	54%	\$8.45	46%	\$37.86	53%	\$8.11	50%
Managed Services	7.39	44%	8.67	44%	7.84	46%	9.95	54%	33.86	47%	8.11	50%
Total ⁽¹⁾	\$16.78	100%	\$19.58	100%	\$16.96	100%	\$18.39	100%	\$71.71	100%	\$16.22	100%

Note:

(1) May not total due to rounding

REVENUES TREND

Q1 FY23

Quarter Ending from November 30, 2021 to November 30, 2022

(in millions of U.S. dollars)

(Unaudited)

	FY2022										FY2023	
	Q1	% of Total	Q2	% of Total	Q3	% of Total	Q4	% of Total	Full Year	% of Total	Q1	% of Total
Geographic Markets												
North America	\$6,907	46%	\$7,077	47%	\$7,614	47%	\$7,524	49%	\$29,121	47%	\$7,623	48%
Europe	5,100	34%	5,010	33%	5,350	33%	4,803	31%	20,264	33%	5,072	32%
Growth Markets	2,958	20%	2,960	20%	3,195	20%	3,097	20%	12,209	20%	3,053	19%
Total ⁽¹⁾	\$14,965	100%	\$15,047	100%	\$16,159	100%	\$15,424	100%	\$61,594	100%	\$15,748	100%
	FY2022										FY2023	
	Q1	% of Total	Q2	% of Total	Q3	% of Total	Q4	% of Total	Full Year	% of Total	Q1	% of Total
Industry Groups												
Comm. Media & Tech ⁽²⁾	\$2,897	19%	\$2,999	20%	\$3,223	20%	\$3,081	20%	\$12,200	20%	\$2,980	19%
Financial Services	2,918	19%	2,872	19%	3,079	19%	2,941	19%	11,811	19%	2,963	19%
Health & Public Service	2,730	18%	2,687	18%	2,917	18%	2,893	19%	11,226	18%	3,000	19%
Products ⁽²⁾	4,468	30%	4,523	30%	4,806	30%	4,478	29%	18,275	30%	4,666	30%
Resources	1,952	13%	1,966	13%	2,134	13%	2,030	13%	8,082	13%	2,138	14%
Total ⁽¹⁾	\$14,965	100%	\$15,047	100%	\$16,159	100%	\$15,424	100%	\$61,594	100%	\$15,748	100%
	FY2022										FY2023	
	Q1	% of Total	Q2	% of Total	Q3	% of Total	Q4	% of Total	Full Year	% of Total	Q1	% of Total
Type of Work												
Consulting	\$8,392	56%	\$8,322	55%	\$9,032	56%	\$8,329	54%	\$34,076	55%	\$8,444	54%
Managed Services	6,573	44%	6,724	45%	7,126	44%	7,095	46%	27,518	45%	7,303	46%
Total ⁽¹⁾	\$14,965	100%	\$15,047	100%	\$16,159	100%	\$15,424	100%	\$61,594	100%	\$15,748	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

Q1 FY23

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

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

	<u>11/30/20</u>	<u>2/28/21</u>	<u>5/31/21</u>	<u>8/31/21</u>	<u>11/30/21</u>	<u>2/28/22</u>	<u>5/31/22</u>	<u>8/31/22</u>	<u>11/30/22</u>
Total Accenture Employees	514,288	536,653	568,727	624,268	674,325	698,504	710,432	721,379	737,719
<i>Memo:</i>									
<i>Utilization</i>	93%	94%	93%	92%	92%	92%	91%	91%	91%
<i>Quarterly Voluntary Attrition - Annualized</i>	9%	12%	17%	19%	17%	18%	20%	20%	13%
<i>Annual Voluntary Attrition</i>				14%				19%	