

# Q1 FY24 Performance

Strong bookings, operating margin expansion and EPS growth\*



## Total Revenues

**\$16.2B**

Increase of 1% in local currency and 3% in USD

## Geographic Markets\*\* (Revenues and Growth in Local Currency)

**↓ 1%**

**\$7.6B**  
**North America**

**↑ 2%**

**\$5.8B**  
**EMEA**

**↑ 5%**

**\$2.9B**  
**Growth Markets**

## Industry Groups (Revenues and Growth in Local Currency)

### Communications, Media & Technology

**↓ 11%**  
**\$2.7B**

### Financial Services

**→ 0%**  
**\$3.0B**

### Health & Public Service

**↑ 12%**  
**\$3.4B**

### Products

**↑ 1%**  
**\$4.9B**

### Resources

**↑ 6%**  
**\$2.3B**

## EPS (Adjusted)

**\$3.27**

**↑ 6% increase\***

\*After adjusting Q1 FY24 GAAP EPS of \$3.10 to exclude the impact of business optimization costs of \$0.17 per share. On a GAAP basis Q1 FY24 EPS increased 1%.

## Operating Margin (Adjusted)

**16.7%**

**↑ 20 bps increase\***

\*After adjusting Q1 FY24 GAAP operating margin of 15.8% to exclude business optimization costs of 90 bps. On a GAAP basis Q1 FY24 operating margin decreased 70 bps.

## Returning Cash to Shareholders

### Free Cash Flow

**\$430M**

### Share Repurchases

**\$1.2B**

### Dividends Paid

**\$810M**

### Quarterly cash dividend declared in December 2023

**\$1.29**

**Per Share**

**Increase of \$0.17 per share or 15% over the quarterly dividend rate in fiscal year 2023**

## Services

Revenue Growth in Local Currency

### Strategy & Consulting

mid single-digit decline

### Technology

mid single-digit growth

### Operations

flat

## Highlights of Strategic Priorities

Revenue Growth in Local Currency (Includes overlap)

### Cloud

strong double-digit growth

### Song

double-digit growth

### Industry X

strong double-digit growth

### Security

very strong double-digit growth

## New Bookings

**\$18.4B**

### Book-to-bill 1.1

**12% increase** in local currency  
**14% increase** in USD

\*\*Effective September 1, 2023, we revised the reporting of our geographic markets for the movement of our Middle East and Africa market units from Growth Markets to Europe, and the Europe market is now referred to as our EMEA (Europe, Middle East and Africa) geographic market.

To learn more about how we create value for all the stakeholders we serve, please visit the Accenture 360° Value Reporting Experience ([www.accenture.com/reportingexperience](http://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 2024 first quarter news release on December 19, 2023, which accompanies this presentation and is available at [investor.accenture.com](http://investor.accenture.com).



## RETURN METRICS TREND

Q1 FY24

Quarter Ending Return Metrics from February 28, 2022 to November 30, 2023  
(Unaudited)

	Twelve Months Ended							
	2/28/22	5/31/22	8/31/22	11/30/22	2/28/23	5/31/23	8/31/23	11/30/23
Return on Invested Capital	33%	33%	33%	32%	32%	29%	27%	26%
Return on Equity	33%	32%	33%	32%	31%	30%	28%	27%
Return on Assets	16%	15%	15%	16%	16%	15%	14%	14%

Note: February 2023 through November 2023 results include the impact of business optimization costs  
May 2023 through November 2023 results include the gain on the sale of Duck Creek

## RECONCILIATION OF RETURN ON INVESTED CAPITAL (ROIC)

Q1 FY24

For the Twelve Months Ended November 30, 2023

(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 11/30/23 <sup>(1)</sup>	Comments
<b>Net Income Attributable to Accenture plc</b>	<b>\$6,880</b>	
Noncontrolling interests	137	
Income tax expense	2,137	
Non-operating (income) expense	(373)	This represents the sum of the following line items on the Consolidated Income Statements: Interest income, Interest expense, Gain/Loss on investments, net, and Other income/expense, net.
<b>Operating Income</b>	<b>\$8,782</b>	
Annual Effective Tax Rate	23.3%	
<b>Tax Adjusted Operating Income</b>	<b>\$6,734</b>	
<b>Divided by Average Capital:</b>		
<b>Capital at November 30, 2023</b>		
Noncontrolling interests	809	
Total Accenture plc shareholders' equity	26,677	
Short-term bank borrowings, Long-term debt	147	
	<b>\$27,633</b>	
<b>Capital at November 30, 2022</b>		
Noncontrolling interests	691	
Total Accenture plc shareholders' equity	22,975	
Short-term bank borrowings, Long-term debt	55	
	<b>\$23,721</b>	
<b>Average Capital</b>	<b>\$25,677</b>	
<b>Return on Invested Capital</b>	<b>26%</b>	

(1) May not total due to rounding

## RECONCILIATION OF RETURN ON EQUITY (ROE)

Q1 FY24

For the Twelve Months Ended November 30, 2023

(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 11/30/23 <sup>(1)</sup>	Comments
<b>Net Income Attributable to Accenture plc</b>	<b>\$6,880</b>	
Noncontrolling interests	137	
Income tax expense	2,137	
<b>Income Before Income Taxes</b>	<b>\$9,154</b>	
Annual Effective Tax Rate	23.3%	
<b>Tax Adjusted Income Before Income Taxes</b>	<b>\$7,019</b>	
<b><i>Divided by Average Equity and Noncontrolling Interests:</i></b>		
Noncontrolling interests at November 30, 2023	809	
Total Accenture plc shareholders' equity at November 30, 2023	26,677	
	<b>\$27,485</b>	
Noncontrolling interests at November 30, 2022	691	
Total Accenture plc shareholders' equity at November 30, 2022	22,975	
	<b>\$23,666</b>	
<b>Average Equity and Noncontrolling Interests</b>	<b>\$25,576</b>	
<b>Return on Equity</b>	<b>27%</b>	

(1) May not total due to rounding

## RECONCILIATION OF RETURN ON ASSETS (ROA)

Q1 FY24

For the Twelve Months Ended November 30, 2023

(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	
	11/30/23 <sup>(1)</sup>	Comments
<b>Net Income Attributable to Accenture plc</b>	<b>\$6,880</b>	
Noncontrolling interests	137	
Income tax expense	2,137	
<b>Income Before Income Taxes</b>	<b>\$9,154</b>	
Annual Effective Tax Rate	23.3%	
<b>Tax Adjusted Income Before Income Taxes</b>	<b>\$7,019</b>	
<b>Divided by Average Assets:</b>		
Total Assets at November 30, 2023	51,531	
Total Assets at November 30, 2022	47,116	
<b>Average Assets</b>	<b>\$49,324</b>	
<b>Return on Assets</b>	<b>14%</b>	

(1) May not total due to rounding

**SHARES OUTSTANDING AND MARKET CAPITALIZATION**  
**Q1 FY24**  
**As of November 30, 2023**  
(shares in millions and market capitalization in millions of U.S. dollars)

	<b>As of November 30, 2023</b>	<b>Comments</b>
Accenture plc Class A shares	666.5	From Accenture plc statement of shareholders' equity.
Accenture plc Class A treasury shares	(39.5)	From Accenture plc statement of shareholders' equity.
Accenture Canada Holdings, Inc. shares	0.6	
<b>Total Shares Outstanding</b>	<b>627.6</b>	
Share price - as of November 30, 2023 close	\$333.14	
<b>Market Capitalization</b>	<b>\$209,088</b>	

Note:  
(1) May not total due to rounding



## NEW BOOKINGS TREND

Q1 FY24

Quarter Ending from November 30, 2022 to November 30, 2023

(in billions of U.S. dollars)

(Unaudited)

Type of Work	FY2023						FY2024					
	Q1	% of Total	Q2	% of Total	Q3	% of Total	Q4	% of Total	Full Year	% of Total	Q1	% of Total
Consulting	\$8.11	50%	\$10.65	48%	\$8.93	52%	\$8.47	51%	\$36.17	50%	\$8.62	47%
Managed Services	8.11	50%	11.43	52%	8.32	48%	8.17	49%	36.03	50%	9.83	53%
<b>Total <sup>(1)</sup></b>	<b>\$16.22</b>	<b>100%</b>	<b>\$22.09</b>	<b>100%</b>	<b>\$17.25</b>	<b>100%</b>	<b>\$16.64</b>	<b>100%</b>	<b>\$72.19</b>	<b>100%</b>	<b>\$18.45</b>	<b>100%</b>

Note:

(1) May not total due to rounding

## REVENUES TREND

Q1 FY24

Quarter Ending from November 30, 2022 to November 30, 2023

(in millions of U.S. dollars)

(Unaudited)

Geographic Markets	FY2023										FY2024	
	Q1	% of Total	Q2	% of Total	Q3	% of Total	Q4	% of Total	Full Year	% of Total	Q1	% of Total
North America	\$7,623	48%	\$7,398	47%	\$7,721	47%	\$7,554	47%	\$30,296	47%	\$7,563	47%
EMEA	5,313	34%	5,555	35%	5,872	35%	5,553	35%	22,293	35%	5,804	36%
Growth Markets	2,812	18%	2,862	18%	2,972	18%	2,878	18%	11,524	18%	2,858	18%
<b>Total <sup>(1)</sup></b>	<b>\$15,748</b>	<b>100%</b>	<b>\$15,814</b>	<b>100%</b>	<b>\$16,565</b>	<b>100%</b>	<b>\$15,985</b>	<b>100%</b>	<b>\$64,112</b>	<b>100%</b>	<b>\$16,224</b>	<b>100%</b>

Industry Groups	FY2023										FY2024	
	Q1	% of Total	Q2	% of Total	Q3	% of Total	Q4	% of Total	Full Year	% of Total	Q1	% of Total
Comm. Media & Tech <sup>(2)</sup>	\$2,980	19%	\$2,885	18%	\$2,880	17%	\$2,708	17%	\$11,453	18%	\$2,669	16%
Financial Services	2,963	19%	3,003	19%	3,138	19%	3,027	19%	12,132	19%	3,034	19%
Health & Public Service	3,000	19%	3,024	19%	3,266	20%	3,270	20%	12,560	20%	3,377	21%
Products <sup>(2)</sup>	4,666	30%	4,719	30%	4,968	30%	4,751	30%	19,104	30%	4,860	30%
Resources	2,138	14%	2,184	14%	2,311	14%	2,229	14%	8,863	14%	2,284	14%
<b>Total <sup>(1)</sup></b>	<b>\$15,748</b>	<b>100%</b>	<b>\$15,814</b>	<b>100%</b>	<b>\$16,565</b>	<b>100%</b>	<b>\$15,985</b>	<b>100%</b>	<b>\$64,112</b>	<b>100%</b>	<b>\$16,224</b>	<b>100%</b>

Type of Work	FY2023										FY2024	
	Q1	% of Total	Q2	% of Total	Q3	% of Total	Q4	% of Total	Full Year	% of Total	Q1	% of Total
Consulting	\$8,444	54%	\$8,279	52%	\$8,693	52%	\$8,197	51%	\$33,613	52%	\$8,457	52%
Managed Services	7,303	46%	7,535	48%	7,872	48%	7,788	49%	30,499	48%	7,768	48%
<b>Total <sup>(1)</sup></b>	<b>\$15,748</b>	<b>100%</b>	<b>\$15,814</b>	<b>100%</b>	<b>\$16,565</b>	<b>100%</b>	<b>\$15,985</b>	<b>100%</b>	<b>\$64,112</b>	<b>100%</b>	<b>\$16,224</b>	<b>100%</b>

Note:

(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 FY24




Quarter Ending Metrics from November 30, 2021 to November 30, 2023

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

	<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>	<u>2/28/23</u>	<u>5/31/23</u>	<u>8/31/23</u>	<u>11/30/23</u>
<b>Total Accenture Employees</b>	<b><u>674,325</u></b>	<b><u>698,504</u></b>	<b><u>710,432</u></b>	<b><u>721,379</u></b>	<b><u>737,719</u></b>	<b><u>738,143</u></b>	<b><u>731,868</u></b>	<b><u>732,819</u></b>	<b><u>743,041</u></b>
<i>Memo:</i>									
<i>Utilization</i>	92%	92%	91%	91%	91%	91%	91%	91%	91%
<i>Quarterly Voluntary Attrition - Annualized</i>	17%	18%	20%	20%	13%	12%	13%	14%	11%
<i>Annual Voluntary Attrition</i>				19%				13%	

## GAAP to Non-GAAP Reconciliation

**Q1 FY24**  
(Unaudited)

	<b>BUSINESS OPTIMIZATION COSTS</b>	<p>Expect total business optimization costs of approximately \$1.5B through FY24.</p> <p><b>Full Year FY23</b> - Recorded \$1.063 billion in business optimization costs</p> <p><b>Q1 FY24</b> - Recorded \$140M in business optimization cost</p> <p><b>Full Year FY24</b> - Expect to incur approximately \$450M.</p>
	<b>OPERATING MARGIN</b>	<p><b>Q1 FY24 Operating Margin (GAAP)</b> - 15.8% compared to 16.5% in Q1 FY23. Includes 90 basis point impact of business optimization costs.</p> <p><b>Q1 FY24 Operating Margin (ADJUSTED)</b> - 16.7%, a 20bp expansion YoY.</p> <p><b>FY24 Operating Margin Outlook (GAAP)</b> - 14.8% to 15.0%, a 110-130bp expansion.</p> <p><b>FY24 Operating Margin Outlook (ADJUSTED)</b> - 15.5% to 15.7%, a 10-30bp expansion YoY. <b>Excludes</b> \$450M of business optimization costs.</p>
	<b>DILUTED EARNINGS PER SHARE</b>	<p><b>Q1 FY24 EPS (GAAP)</b> - \$3.10 compared to \$3.08 in Q1 FY23. Includes \$0.17 impact of business optimization costs.</p> <p><b>Q1 FY24 EPS (ADJUSTED)</b> - \$3.27, a 6% increase YoY.</p> <p><b>FY24 EPS Outlook (GAAP)</b> - \$11.41 - \$11.76, a 6%-9% increase YoY.</p> <p><b>FY24 EPS Outlook (ADJUSTED)</b> - \$11.97 - \$12.32, a 3%-6% increase YoY. <b>Excludes</b> \$0.56 impact related to business optimization costs.</p>

### OPERATING INCOME

(in millions of U.S. dollars)

	FY23 ACTUALS					FY24 ACTUALS AND OUTLOOK	
	Q1	Q2	Q3	Q4	Total FY23	FY24 Actuals	FY24 Business Outlook
As Reported (GAAP)	\$ 2,593	\$ 1,945	\$ 2,359	\$ 1,913	\$ 8,810	\$ 2,565	Full Year
Operating Margin	16.5%	12.3%	14.2%	12.0%	13.7%	15.8%	14.8% - 15.0%
Adjustments:							
Business Optimization Costs <sup>(1)</sup>	-	\$ 244	\$ 347	\$ 472	\$ 1,063	\$ 140	\$450
Adjusted (Non-GAAP)	\$ 2,593	\$ 2,189	\$ 2,707	\$ 2,385	\$ 9,873	\$ 2,705	
Adjusted Operating Margin	16.5%	13.8%	16.3%	14.9%	15.4%	16.7%	15.5% - 15.7%
						Increase (Decrease) Q1	
						\$ (28)	
						-0.7%	
						\$ 140	
						\$ 112	
						0.2%	

### DILUTED EARNINGS PER SHARE

(in U.S. dollars)

	FY23 ACTUALS					FY24 ACTUALS AND OUTLOOK	
	Q1	Q2	Q3	Q4	Total FY23	FY24 Actuals	FY24 Business Outlook
As Reported (GAAP)	\$ 3.08	\$ 2.39	\$ 3.15	\$ 2.15	\$ 10.77	\$ 3.10	Full Year
Business Optimization Costs <sup>(1)</sup>	-	0.30	0.42	0.56	1.28	0.17	\$11.41 - \$11.76
Investment Gain <sup>(2)</sup>	-	-	(0.38)	-	(0.38)	-	0.56
Adjusted (Non-GAAP)	\$ 3.08	\$ 2.69	\$ 3.19	\$ 2.71	\$ 11.67	\$ 3.27	-
						\$ 0.19	\$11.97 - \$12.32
						6%	

(1) Costs recorded in connection with our business optimization initiatives, including severance and other personnel costs as well as costs related to the consolidation of office space.

(2) Adjustment to exclude gain related to our investment in Duck Creek Technologies.

*This presentation contains forward-looking statements and, as such, is subject to known and unknown risks and uncertainties, including, but not limited to, those factors set forth in our December 19, 2023 news release and discussed in our annual report on Form 10-K and quarterly reports on Form 10-Q and other SEC filings.*

## REVENUES AND OPERATING INCOME BY GEOGRAPHIC MARKET

Quarters Ending from November 30, 2022 to August 31, 2023

(in millions of U.S. dollars)

(Unaudited)

Effective September 1, 2023, we revised the reporting of our geographic markets for the movement of our Middle East and Africa market units from Growth Markets to Europe, and the Europe market is now referred to as our EMEA (Europe, Middle East and Africa) geographic market. This schedule shows revised revenues, operating income and operating margin for EMEA and Growth Markets by quarter for fiscal 2023.

FY2023 REVENUES (AS REPORTED)										
Markets	Q1	% of Total	Q2	% of Total	Q3	% of Total	Q4	% of Total	Full Year	% of Total
North America	\$7,623	48%	\$7,398	47%	\$7,721	47%	\$7,554	47%	\$30,296	47%
Europe	5,072	32%	5,300	34%	5,615	34%	5,297	33%	21,285	33%
Growth Markets	3,053	19%	3,116	20%	3,228	19%	3,134	20%	12,531	20%
<b>Total <sup>(1)</sup></b>	<b>\$15,748</b>	<b>100%</b>	<b>\$15,814</b>	<b>100%</b>	<b>\$16,565</b>	<b>100%</b>	<b>\$15,985</b>	<b>100%</b>	<b>\$64,112</b>	<b>100%</b>

FY2023 REVENUES (AS REVISED)										
Markets	Q1	% of Total	Q2	% of Total	Q3	% of Total	Q4	% of Total	Full Year	% of Total
North America	\$7,623	48%	\$7,398	47%	\$7,721	47%	\$7,554	47%	\$30,296	47%
EMEA	5,313	34%	5,555	35%	5,872	35%	5,553	35%	22,293	35%
Growth Markets	2,812	18%	2,862	18%	2,972	18%	2,878	18%	11,524	18%
<b>Total <sup>(1)</sup></b>	<b>\$15,748</b>	<b>100%</b>	<b>\$15,814</b>	<b>100%</b>	<b>\$16,565</b>	<b>100%</b>	<b>\$15,985</b>	<b>100%</b>	<b>\$64,112</b>	<b>100%</b>

FY2023 GAAP OPERATING INCOME (AS REPORTED)										
Markets	Q1		Q2		Q3		Q4		Full Year	
	Operating Income	Operating Margin	Operating Income	Operating Margin	Operating Income	Operating Margin	Operating Income	Operating Margin	Operating Income	Operating Margin
North America	\$1,310	17%	\$824	11%	\$1,241	16%	\$1,099	15%	\$4,474	15%
Europe	690	14%	574	11%	632	11%	437	8%	2,333	11%
Growth Markets	593	19%	547	18%	486	15%	377	12%	2,004	16%
<b>Total <sup>(1)</sup></b>	<b>\$2,593</b>	<b>16.5%</b>	<b>\$1,945</b>	<b>12.3%</b>	<b>\$2,359</b>	<b>14.2%</b>	<b>\$1,913</b>	<b>12.0%</b>	<b>\$8,810</b>	<b>13.7%</b>

FY2023 GAAP OPERATING INCOME (AS REVISED)										
Markets	Q1		Q2		Q3		Q4		Full Year	
	Operating Income	Operating Margin	Operating Income	Operating Margin	Operating Income	Operating Margin	Operating Income	Operating Margin	Operating Income	Operating Margin
North America	\$1,310	17%	\$824	11%	\$1,241	16%	\$1,099	15%	\$4,474	15%
EMEA	727	14%	615	11%	670	11%	471	8%	2,483	11%
Growth Markets	556	20%	505	18%	448	15%	343	12%	1,853	16%
<b>Total <sup>(1)</sup></b>	<b>\$2,593</b>	<b>16.5%</b>	<b>\$1,945</b>	<b>12.3%</b>	<b>\$2,359</b>	<b>14.2%</b>	<b>\$1,913</b>	<b>12.0%</b>	<b>\$8,810</b>	<b>13.7%</b>

FY2023 NON-GAAP OPERATING INCOME (AS REPORTED) <sup>2</sup>										
Markets	Q1		Q2		Q3		Q4		Full Year	
	Operating Income	Operating Margin	Operating Income	Operating Margin	Operating Income	Operating Margin	Operating Income	Operating Margin	Operating Income	Operating Margin
North America	\$1,310	17%	\$1,001	14%	\$1,338	17%	\$1,290	17%	\$4,939	16%
Europe	690	14%	614	12%	798	14%	664	13%	2,766	13%
Growth Markets	593	19%	574	18%	571	18%	431	14%	2,169	17%
<b>Total <sup>(1)</sup></b>	<b>\$2,593</b>	<b>16.5%</b>	<b>\$2,189</b>	<b>13.8%</b>	<b>\$2,706</b>	<b>16.3%</b>	<b>\$2,385</b>	<b>14.9%</b>	<b>\$9,873</b>	<b>15.4%</b>

FY2023 NON-GAAP OPERATING INCOME (AS REVISED)										
Markets	Q1		Q2		Q3		Q4		Full Year	
	Operating Income	Operating Margin	Operating Income	Operating Margin	Operating Income	Operating Margin	Operating Income	Operating Margin	Operating Income	Operating Margin
North America	\$1,310	17%	\$1,001	14%	\$1,338	17%	\$1,290	17%	\$4,939	16%
EMEA	727	14%	656	12%	838	14%	701	13%	2,922	13%
Growth Markets	556	20%	532	19%	531	18%	394	14%	2,013	17%
<b>Total <sup>(1)</sup></b>	<b>\$2,593</b>	<b>16.5%</b>	<b>\$2,189</b>	<b>13.8%</b>	<b>\$2,706</b>	<b>16.3%</b>	<b>\$2,385</b>	<b>14.9%</b>	<b>\$9,873</b>	<b>15.4%</b>

Notes:

(1) May not total due to rounding

(2) Non-GAAP Operating Income and Margin excludes costs recorded in connection with our business optimization initiatives, primarily for employee severance. Refer to our Q2, Q3 and Q4 2023 news releases for reconciliations of non-GAAP financial information to Accenture's financial statements as prepared under

## REVENUES AND OPERATING INCOME BY GEOGRAPHIC MARKET

Quarters Ending from November 30, 2021 to August 31, 2022

(in millions of U.S. dollars)

(Unaudited)

Effective September 1, 2023, we revised the reporting of our geographic markets for the movement of our Middle East and Africa market units from Growth Markets to Europe, and the Europe market is now referred to as our EMEA (Europe, Middle East and Africa) geographic market. This schedule shows revised revenues, operating income and operating margin for EMEA and Growth Markets by quarter for fiscal 2022.

FY2022 REVENUES (AS REPORTED)										
Markets	Q1	% of Total	Q2	% of Total	Q3	% of Total	Q4	% of Total	Full Year	% of Total
North America	\$6,907	46%	\$7,077	47%	\$7,614	47%	\$7,524	49%	\$29,121	47%
Europe	5,100	34%	5,010	33%	5,350	33%	4,803	31%	20,264	33%
Growth Markets	2,958	20%	2,960	20%	3,195	20%	3,097	20%	12,209	20%
<b>Total <sup>(1)</sup></b>	<b>\$14,965</b>	<b>100%</b>	<b>\$15,047</b>	<b>100%</b>	<b>\$16,159</b>	<b>100%</b>	<b>\$15,424</b>	<b>100%</b>	<b>\$61,594</b>	<b>100%</b>

FY2022 REVENUES (AS REVISED)										
Markets	Q1	% of Total	Q2	% of Total	Q3	% of Total	Q4	% of Total	Full Year	% of Total
North America	\$6,907	46%	\$7,077	47%	\$7,614	47%	\$7,524	49%	\$29,121	47%
EMEA	5,295	35%	5,207	35%	5,571	34%	5,031	33%	21,104	34%
Growth Markets	2,763	18%	2,763	18%	2,974	18%	2,869	19%	11,369	18%
<b>Total <sup>(1)</sup></b>	<b>\$14,965</b>	<b>100%</b>	<b>\$15,047</b>	<b>100%</b>	<b>\$16,159</b>	<b>100%</b>	<b>\$15,424</b>	<b>100%</b>	<b>\$61,594</b>	<b>100%</b>

FY2022 GAAP OPERATING INCOME (AS REPORTED)										
Markets	Q1		Q2		Q3		Q4		Full Year	
	Operating Income	Operating Margin	Operating Income	Operating Margin	Operating Income	Operating Margin	Operating Income	Operating Margin	Operating Income	Operating Margin
North America	\$1,244	18%	\$1,091	15%	\$1,380	18%	\$1,262	17%	\$4,977	17%
Europe	745	15%	532	11%	694	13%	467	10%	2,437	12%
Growth Markets	445	15%	439	15%	530	17%	539	17%	1,953	16%
<b>Total <sup>(1)</sup></b>	<b>\$2,434</b>	<b>16.3%</b>	<b>\$2,062</b>	<b>13.7%</b>	<b>\$2,603</b>	<b>16.1%</b>	<b>\$2,268</b>	<b>14.7%</b>	<b>\$9,367</b>	<b>15.2%</b>

FY2022 GAAP OPERATING INCOME (AS REVISED)										
Markets	Q1		Q2		Q3		Q4		Full Year	
	Operating Income	Operating Margin	Operating Income	Operating Margin	Operating Income	Operating Margin	Operating Income	Operating Margin	Operating Income	Operating Margin
North America	\$1,244	18%	\$1,091	15%	\$1,380	18%	\$1,262	17%	\$4,977	17%
EMEA	766	14%	545	10%	712	13%	494	10%	2,517	12%
Growth Markets	424	15%	426	15%	511	17%	513	18%	1,874	16%
<b>Total <sup>(1)</sup></b>	<b>\$2,434</b>	<b>16.3%</b>	<b>\$2,062</b>	<b>13.7%</b>	<b>\$2,603</b>	<b>16.1%</b>	<b>\$2,268</b>	<b>14.7%</b>	<b>\$9,367</b>	<b>15.2%</b>

Notes:

(1) May not total due to rounding