

# Q1 FY25 Performance

Broad-based revenue growth across markets, industry groups and types of work, gaining market share



**Total Revenues**  
**\$17.7B**  
Increase of 8% in local currency and 9% in USD

**Geographic Markets \*\***  
(Revenues and Growth in Local Currency)  
↑11% \$8.7B Americas    ↑6% \$6.4B EMEA    ↑4% \$2.5B Asia Pacific

**Industry Groups** (Revenues and Growth in Local Currency)  
Communications, Media & Technology    Financial Services    Health & Public Service    Products    Resources  
↑7% \$2.9B    ↑4% \$3.2B    ↑12% \$3.8B    ↑10% \$5.4B    ↑6% \$2.4B

**Earnings per Share**  
**\$3.59**  
↑ 10% increase on an adjusted basis\*  
\*After adjusting Q1 FY24 GAAP EPS of \$3.10 to exclude business optimization costs of \$0.17 per share. On a GAAP basis Q1 FY25 EPS increased 16%.

**Type of Work**  
(Revenues and Growth in Local Currency)  
Consulting    Managed Services  
↑6% \$9.0B    ↑11% \$8.6B

Highlights of Strategic Priorities	
(Revenues and Growth in Local Currency (includes overlap))	
Cloud	double-digit growth
Industry X	double-digit growth
Security	very strong double-digit growth
Song	high single-digit growth

**Operating Margin**  
**16.7%**  
→ flat on an adjusted basis\*  
\*After adjusting Q1 FY24 GAAP operating margin of 15.8% to exclude business optimization costs of 90 bps. On a GAAP basis, Q1 FY25 operating margin increased 90 bps.

**Returning Cash to Shareholders**  
Free Cash Flow    Share Repurchases  
**\$870M**    **\$898M**  
Dividends Paid  
**\$926M**  
Quarterly cash dividend declared in December 2024  
**\$1.48** Per share  
Increase of \$0.19 per share or 15% over the quarterly dividend rate in fiscal year 2024

**New Bookings**  
**\$18.7B**  
Book-to-bill of 1.1  
1% increase in local currency and USD

To learn more about how we create value please visit the **Accenture 360° Value Reporting Experience**

\*\*During the first quarter of fiscal 2025, our Latin America market unit moved from Growth Markets to North America. With this change, North America became the Americas market and Growth Markets became the Asia Pacific market.

Market share gains reflect Accenture's growth against a basket of its publicly traded global competitors. Accenture discloses information about its Strategic Priorities to provide additional insights into the company's business. Revenues for Strategic Priorities are approximate and may be modified to reflect periodic changes in definitions. 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 2025 first quarter news release on December 19, 2024, which accompanies this presentation and is available at investor.accenture.com.

## RETURN METRICS TREND

Q1 FY25

Quarter Ending Return Metrics from February 28, 2023 to November 30, 2024  
(Unaudited)

	Twelve Months Ended						
	2/28/23	5/31/23	8/31/23	11/30/23	2/29/24	5/31/24	8/31/24
Return on Invested Capital	32%	29%	27%	26%	26%	25%	26%
Return on Equity	31%	30%	28%	27%	28%	26%	27%
Return on Assets	16%	15%	14%	14%	15%	14%	14%

Note: February 2023 through November 2024 results include the impact of business optimization costs  
May 2023 through February 2024 results include the gain on the sale of Duck Creek

## RECONCILIATION OF RETURN ON INVESTED CAPITAL (ROIC)

Q1 FY25

For the Twelve Months Ended November 30, 2024

(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	
	11/30/24 <sup>(1)</sup>	Comments
<b>Net Income Attributable to Accenture plc</b>	<b>\$7,570</b>	
Noncontrolling interests	155	
Income tax expense	2,313	
Non-operating (income) expense	(58)	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>\$9,979</b>	
Annual Effective Tax Rate	23.0%	The tax rate represents a weighted average of the FY24 full year tax rate of 23.5% and FY25 YTD tax rate of 21.6%
<b>Tax Adjusted Operating Income</b>	<b>\$7,680</b>	
<b>Divided by Average Capital:</b>		
<b>Capital at November 30, 2024</b>		
Noncontrolling interests	912	
Total Accenture plc shareholders' equity	29,190	
Short-term bank borrowings, Long-term debt	5,154	
	<b>\$35,256</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>Average Capital</b>	<b>\$31,444</b>	
<b>Return on Invested Capital</b>	<b>24%</b>	

(1) May not total due to rounding

**RECONCILIATION OF RETURN ON EQUITY (ROE)**  
Q1 FY25  
For the Twelve Months Ended November 30, 2024  
(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 11/30/24 <sup>(1)</sup>	Comments
<b>Net Income Attributable to Accenture plc</b>	<b>\$7,570</b>	
Noncontrolling interests	155	
Income tax expense	2,313	
<b>Income Before Income Taxes</b>	<b>\$10,038</b>	
Annual Effective Tax Rate	23.0%	The tax rate represents a weighted average of the FY24 full year tax rate of 23.5% and FY25 YTD tax rate of 21.6%
<b>Tax Adjusted Income Before Income Taxes</b>	<b>\$7,725</b>	
<b>Divided by Average Equity and Noncontrolling Interests:</b>		
Noncontrolling interests at November 30, 2024	912	
Total Accenture plc shareholders' equity at November 30, 2024	29,190	
	<b>\$30,102</b>	
Noncontrolling interests at November 30, 2023	809	
Total Accenture plc shareholders' equity at November 30, 2023	26,677	
	<b>\$27,485</b>	
<b>Average Equity and Noncontrolling Interests</b>	<b>\$28,794</b>	
<b>Return on Equity</b>	<b>27%</b>	

(1) May not total due to rounding

## RECONCILIATION OF RETURN ON ASSETS (ROA)

Q1 FY25

For the Twelve Months Ended November 30, 2024

(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	
	11/30/24 <sup>(1)</sup>	Comments
<b>Net Income Attributable to Accenture plc</b>	<b>\$7,570</b>	
Noncontrolling interests	155	
Income tax expense	2,313	
<b>Income Before Income Taxes</b>	<b>\$10,038</b>	
Annual Effective Tax Rate	23.0%	The tax rate represents a weighted average of the FY24 full year tax rate of 23.5% and FY25 YTD tax rate of 21.6%
<b>Tax Adjusted Income Before Income Taxes</b>	<b>\$7,725</b>	
<b>Divided by Average Assets:</b>		
Total Assets at November 30, 2024	59,868	
Total Assets at November 30, 2023	51,531	
<b>Average Assets</b>	<b>\$55,700</b>	
<b>Return on Assets</b>	<b>14%</b>	

(1) May not total due to rounding



**ACCENTURE PLC**  
**SHARES OUTSTANDING AND MARKET CAPITALIZATION**  
**As of November 30, 2024**  
(shares in millions and market capitalization in millions of U.S. dollars)

	<u>As of November 30, 2024</u>	<u>Comments</u>
Accenture plc Class A shares	674.3	From Accenture plc statement of shareholders' equity
Accenture plc Class A treasury shares	(49.2)	From Accenture plc statement of shareholders' equity
Accenture Canada Holdings, Inc. shares	0.6	
<b>Total Shares Outstanding</b>	<b>625.6</b>	
Share price - as of November 29, 2024 close	\$362.37	
<b>Market Capitalization</b>	<b>\$226,707.4</b>	

## NEW BOOKINGS TREND

Q1 FY25

Quarter Ending from November 30, 2023 to November 30, 2024

(in billions of U.S. dollars)

(Unaudited)

Type of Work	FY2024										FY2025	
	Q1	% of Total	Q2	% of Total	Q3	% of Total	Q4	% of Total	Full Year	% of Total	Q1	% of Total
Consulting	\$8.62	47%	\$10.52	49%	\$9.28	44%	\$8.59	43%	\$37.02	46%	\$9.22	49%
Managed Services	9.83	53%	11.06	51%	11.78	56%	11.55	57%	44.21	54%	9.48	51%
<b>Total <sup>(1)</sup></b>	<b>\$18.45</b>	<b>100%</b>	<b>\$21.58</b>	<b>100%</b>	<b>\$21.06</b>	<b>100%</b>	<b>\$20.15</b>	<b>100%</b>	<b>\$81.23</b>	<b>100%</b>	<b>\$18.70</b>	<b>100%</b>

Note:

(1) May not total due to rounding

## REVENUES TREND

Q1 FY25

Quarter Ending from November 30, 2023 to November 30, 2024

(in millions of U.S. dollars)

(Unaudited)

Geographic Markets	FY2024										FY2025	
	Q1	% of Total	Q2	% of Total	Q3	% of Total	Q4	% of Total	Full Year	% of Total	Q1	% of Total
Americas <sup>(1)(2)</sup>	\$8,027	49%	\$7,816	49%	\$8,287	50%	\$8,423	51%	\$32,552	50%	\$8,733	49%
EMEA	5,804	36%	5,599	35%	5,777	35%	5,639	34%	\$22,818	35%	6,412	36%
Asia Pacific <sup>(1)(2)</sup>	2,394	15%	2,385	15%	2,404	15%	2,344	14%	\$9,526	15%	2,544	14%
<b>Total</b>	<b>\$16,224</b>	<b>100%</b>	<b>\$15,800</b>	<b>100%</b>	<b>\$16,467</b>	<b>100%</b>	<b>\$16,406</b>	<b>100%</b>	<b>\$64,896</b>	<b>100%</b>	<b>\$17,690</b>	<b>100%</b>

  

Industry Groups	FY2024										FY2025	
	Q1	% of Total	Q2	% of Total	Q3	% of Total	Q4	% of Total	Full Year	% of Total	Q1	% of Total
Comm. Media & Tech	\$2,669	16%	\$2,654	17%	\$2,763	17%	\$2,751	17%	\$10,837	17%	\$2,858	16%
Financial Services	3,034	19%	2,809	18%	2,895	18%	2,873	18%	11,610	18%	3,169	18%
Health & Public Service	3,377	21%	3,334	21%	3,515	21%	3,614	22%	13,841	21%	3,813	22%
Products	4,860	30%	4,762	30%	4,983	30%	4,949	30%	19,554	30%	5,425	31%
Resources	2,284	14%	2,241	14%	2,310	14%	2,220	14%	9,054	14%	2,425	14%
<b>Total <sup>(1)(2)</sup></b>	<b>\$16,224</b>	<b>100%</b>	<b>\$15,800</b>	<b>100%</b>	<b>\$16,467</b>	<b>100%</b>	<b>\$16,406</b>	<b>100%</b>	<b>\$64,896</b>	<b>100%</b>	<b>\$17,690</b>	<b>100%</b>

  

Type of Work	FY2024										FY2025	
	Q1	% of Total	Q2	% of Total	Q3	% of Total	Q4	% of Total	Full Year	% of Total	Q1	% of Total
Consulting	\$8,457	52%	\$8,021	51%	\$8,457	51%	\$8,260	50%	\$33,195	51%	\$9,045	51%
Managed Services	7,768	48%	7,778	49%	8,010	49%	8,145	50%	31,701	49%	8,644	49%
<b>Total <sup>(1)(2)</sup></b>	<b>\$16,224</b>	<b>100%</b>	<b>\$15,800</b>	<b>100%</b>	<b>\$16,467</b>	<b>100%</b>	<b>\$16,406</b>	<b>100%</b>	<b>\$64,896</b>	<b>100%</b>	<b>\$17,690</b>	<b>100%</b>

Note:

(1) May not total due to rounding

(2) During the first quarter of fiscal 2025, our Latin America market unit moved from Growth Markets to North America. With this change, North America became the Americas market, and Growth Markets became the Asia Pacific market. Prior period amounts have been reclassified to conform with the current period presentation.



## PEOPLE METRICS

Q1 FY25

Quarter Ending Metrics from February 28, 2023 to November 30, 2024

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

	2/28/23	5/31/23	8/31/23	11/30/23	2/29/24	5/31/24	8/31/24	11/30/24
<b>Total Accenture Employees</b>	<b>738,143</b>	<b>731,868</b>	<b>732,819</b>	<b>743,041</b>	<b>742,318</b>	<b>750,200</b>	<b>774,303</b>	<b>798,781</b>
YoY Growth %	6%	3%	2%	1%	1%	3%	6%	8%
Sequential Growth %	0%	-1%	0%	1%	0%	1%	3%	3%
<i>Memo:</i>								
Utilization	91%	91%	91%	91%	92%	92%	92%	91%
Quarterly Voluntary Attrition - Annualized	12%	13%	14%	11%	13%	14%	14%	12%
Annual Voluntary Attrition			13%				13%	