accenture

FY2020 PERFORMANCE

(Services revenues updated to reflect changes in categorization)

Resilient performance reflects continued growth ahead of the market, strong profitability and record cash flow, driving shareholder value

TOTAL REVENUES

$44.3B

increase of 4% in local currency

and 3% in USD

GEOGRAPHIC MARKETS Revenues and Growth in Local Currency

North America	Europe	Growth Markets
5%	0%	8%
$21.0B	$14.4B	$8.9B

INDUSTRY GROUPS

Revenues and Growth in Local Currency

Communications, Media & Technology	Financial Services	Health & Public Service	Products	Resources
3%	2%	13%	3%	0%
$8.9B	$8.5B	$8.0B	$12.3B	$6.6B

EPS (GAAP)

$7.89

7% increase

EPS (Adjusted)

$7.46

1% increase excluding $0.43 of gains on an investment

OPERATING MARGIN

14.7%

10 bps increase

RETURNING CASH TO SHAREHOLDERS

Record free cash flow

$7.6B

free cash flow to (adjusted) net income ratio of 1.6

Cash balance

$8.4B

Increase of $2.3B from the end of FY19

Share repurchases

$2.9B

Total cash returned

$5.0B

Cash dividends paid

$2.0B

$3.20 per share, a 10% increase over prior-year dividends

SERVICES*

Approx. FY20 revenues

	Revenues ($ USD)	% of Revenues	Est'd % Growth in Local Currency
Strategy & Consulting	$12B	27%	Low single-digit decline
Technology Services	$26B	59%	Mid single-digit growth
Operations	$6B	14%	High single-digit growth
TOTAL	$44B	100%	4%

*Technology Services updated to include elements of Infrastructure Transformation & Migration, which were previously categorized within Strategy & Consulting.

"THE NEW"– DIGITAL, CLOUD, SECURITY SERVICES

Approx. FY20 revenues

$30B* approx. **70% of revenues** about **10% growth** in local currency

	Revenues ($ USD)	% of Revenues	Est'd Growth in Local Currency
Digital	$23B	52%	10%
Cloud	$12B	28%	13%
Security	$3B	7%	26%

* Revenues for "the New" include Digital-, Cloud- and Security-related services, net of estimated overlap

RECORD NEW BOOKINGS

$49.6B

10% increase in local currency

Accenture discloses information about its services and components of "the New" to provide additional insights into the company's business. Revenues for services and "the New" are approximate, require judgment to allocate revenues for arrangements with multiple offerings and may be modified to reflect periodic changes to the definitions of the services and "the New". For full financial data, non-GAAP financial reconciliations and cautionary language regarding forward-looking statements, please refer to Accenture's fiscal year 2020 fourth quarter news release issued on September 24, 2020, which accompanies this presentation and is available at **investor.accenture.com**