

# Q3 YTD FY23 Performance

Strong revenue growth with margin expansion, double-digit EPS growth and strong free cash flow\*



## Total Revenues

**\$48.1B**

Increase of 10% in local currency and 4% in USD

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

**↑ 6%**

**\$22.7B**  
North America

**↑ 12%**

**\$16.0B**  
Europe

**↑ 14%**

**\$9.4B**  
Growth Markets

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

### Communications, Media & Technology

**↑ 1%**  
**\$8.7B**

### Financial Services

**↑ 9%**  
**\$9.1B**

### Health & Public Service

**↑ 15%**  
**\$9.3B**

### Products

**↑ 10%**  
**\$14.4B**

### Resources

**↑ 16%**  
**\$6.6B**

## EPS (Adjusted)

**\$8.96**

**↑ 10% increase\***

\*After adjusting Q3 YTD FY23 GAAP EPS of \$8.62 to exclude the impact of business optimization costs of \$0.72 per share and an investment gain of \$0.38 per share. On a GAAP basis, Q3 YTD FY23 EPS increased 6%.

## Operating Margin (Adjusted)

**15.6%**

**↑ 20 bps increase\***

\*After adjusting Q3 YTD GAAP operating margin of 14.3% to exclude business optimization costs of 130 bps. On a GAAP basis, Q3 YTD FY23 operating margin decreased 110 bps.

## Returning Cash To Shareholders

### Free Cash Flow

**\$5.8B**

### Share Repurchases

**\$3.3B**

### Dividends Paid

**\$2.1B**

### Cash dividends

**\$3.36**  
Per Share

Increase of 15% over the dividend rate in fiscal year 2022

## Services

Revenue Growth in Local Currency

### Strategy & Consulting

low single-digit decline

### Technology

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

**\$55.6B**

**Book-to-bill 1.2**

**10% increase** in local currency

**4% increase** in USD

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