

# Full-Year FY23 Performance

Strong revenue and EPS growth with very strong free cash flow and cash return to shareholders\*



## Total Revenues

**\$64.1B**

Increase of 8% in local currency and 4% in USD

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

**↑ 4%**

**\$30.3B**  
North America

**↑ 11%**

**\$21.3B**  
Europe

**↑ 12%**

**\$12.5B**  
Growth Markets

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

### Communications, Media & Technology

**↓ 3%**  
\$11.5B

### Financial Services

**↑ 7%**  
\$12.1B

### Health & Public Service

**↑ 14%**  
\$12.6B

### Products

**↑ 9%**  
\$19.1B

### Resources

**↑ 15%**  
\$8.9B

## EPS (Adjusted)

**\$11.67**

**↑ 9% increase\***

\*After adjusting full-year FY23 GAAP EPS of \$10.77 to exclude the impact of business optimization costs of \$1.28 per share and an investment gain of \$0.38 per share. On a GAAP basis full-year FY23 EPS increased 1%.

## Operating Margin (Adjusted)

**15.4%**

**↑ 20 bps increase\***

\*After adjusting full-year FY23 GAAP operating margin of 13.7% to exclude business optimization costs of 170 bps. On a GAAP basis, full-year FY23 operating margin decreased 150 bps.

## Returning Cash To Shareholders

### Free Cash Flow

**\$9.0B**

Free cash flow to net income ratio of 1.3

### Share Repurchases

**\$4.3B**

### Total Cash Returned

**\$7.2B**

### Cash dividends paid

**\$2.8B**

**\$4.48 per share, a 15% increase** over prior-year dividends paid

## Services

Approximate FY23 Revenues

	Revenues (\$ USD)	% of Revenues	Est'd % Growth in Local Currency
Strategy & Consulting	\$14B	21%	-3%
Technology	\$41B	64%	12%
Operations	\$10B	15%	10%
<b>Total</b>	<b>\$64B</b>	<b>100%</b>	<b>8%</b>

## Highlights of Strategic Priorities

Approximate FY23 Revenues (Includes overlap)

	Revenues (\$ USD)	Est'd % Growth in Local Currency		Revenues (\$ USD)	Est'd % Growth in Local Currency
Cloud	\$32B	27%	Song	\$18B	14%
Industry X	\$7.5B	20%	Security	\$7B	24%

## New Bookings

**\$72.2B**

### Book-to-bill 1.1

**5% increase** in local currency  
**1% increase** in USD