

Strong, broad-based financial performance driving superior shareholder value

## TOTAL NET REVENUES



# \$32.9B

↑ increase of 10.5% in local currency  
and 6% in USD

## GEOGRAPHIC REGIONS

Revenues and Growth in Local Currency

North America

↑ 11%  
\$15.7B

Europe

↑ 11%  
\$11.4B

Growth Markets

↑ 8%  
\$5.8B

## OPERATING GROUPS

Revenues and Growth in Local Currency

Communications,  
Media & Technology

9%  
\$6.6B

Financial Services

11%  
\$7.0B

Health &  
Public Service

12%  
\$6.0B

Products

15%  
\$8.4B

Resources

3%  
\$4.8B

## EPS (Adjusted)



# \$5.34

↑ 11% increase  
from adjusted FY15\*

\* After adjusting FY16 GAAP EPS of \$6.45 to exclude gains on the sale of businesses (\$0.11 per share), and adjusting FY15 GAAP EPS of \$4.76 to exclude a pension settlement charge (\$0.06 per share).

## OPERATING MARGIN



# 14.6%

↑ 10 bps increase  
from adjusted FY15\*

\*FY15 adjusted operating margin of 14.5% excludes impact of pension settlement charge (20 basis points).

## RETURNING CASH TO SHAREHOLDERS



Strong free  
cash flow

# \$4.1B

reflects a free cash flow to adjusted net income ratio of 1.1 (after adjusting GAAP net income of \$4.35B to exclude \$745M in after-tax gains on the sale of businesses)

Share  
repurchases

# \$2.6B

Cash dividends  
paid

# \$1.4B

\$2.20 per share,  
an 8% increase  
over prior-year  
dividend

## BUSINESS DIMENSIONS



Approx. FY16 revenues

	Revenues (\$ USD)	% of Revenues	Est'd % Growth in Local Currency
Strategy & Consulting	\$10B	31%	Double-digit
Application Services	\$16B	47%	Mid-single-digit
Operations	\$7B	22%	Double-digit
<b>TOTAL</b>	<b>\$33B</b>	<b>100%</b>	<b>10.5%</b>

## “THE NEW” – DIGITAL, CLOUD, SECURITY SERVICES



Approx. FY16 revenues

# \$13.5B\*

approx. 40%  
of total revenues

	Revenues (\$ USD)	% of Revenues	Est'd % Growth in Local Currency
Digital services	\$9.5B	30%	30%
Cloud services	\$4.5B		
Security services	\$0.7B		

Accenture discloses information about its business dimensions and components of “the New” to provide additional insights into the company’s business. Net revenues for business dimensions and “the New” are approximate and may be modified to reflect periodic changes to the definitions of the business dimensions and “the New.” For full financial data, non-GAAP reconciliations and cautionary language regarding forward-looking statements, please refer to Accenture’s fiscal year 2016 fourth quarter and full-year news release issued on September 29, 2016 available at [newsroom.accenture.com](http://newsroom.accenture.com).

## NEW BOOKINGS



# \$35.4B

strong new bookings  
increase of 7% in local currency