Q1 FY24 Performance

Strong bookings, operating margin expansion and EPS growth*

**Total Revenues**

$16.2B

Increase of 1% in local currency and 3% in USD

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

- North America: $7.6B, 1% growth
- EMEA: $5.8B, 2% growth
- Growth Markets: $2.9B, 5% growth

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

- Communications, Media & Technology: 11% decrease, $2.7B
- Financial Services: 0% growth, $3.0B
- Health & Public Service: 12% growth, $3.4B
- Products: 1% growth, $4.9B
- Resources: 6% growth, $2.3B

**EPS (Adjusted)**

$3.27

Up 6% increase*

*After adjusting Q1 FY24 GAAP EPS of $3.10 to exclude the impact of business optimization costs of $0.17 per share. On a GAAP basis Q1 FY24 EPS increased 1%.

**Operating Margin (Adjusted)**

16.7%

Up 20 bps increase*

*After adjusting Q1 FY24 GAAP operating margin of 15.8% to exclude business optimization costs of 90 bps. On a GAAP basis Q1 FY24 operating margin decreased 70 bps.

**Services**

Revenue Growth in Local Currency

- Strategy & Consulting: mid single-digit decline
- Technology: mid single-digit growth
- Operations: flat

**Highlights of Strategic Priorities**

Revenue Growth in Local Currency (Includes overlap)

- Cloud: strong double-digit growth
- Industry X: strong double-digit growth
- Security: very strong double-digit growth
- Song: double-digit growth

**Returning Cash to Shareholders**

- Free Cash Flow: $430M
- Share Repurchases: $1.2B
- Dividends Paid: $810M
- Quarterly cash dividend declared in December 2023
- $1.29 Per Share
  - Increase of $0.17 per share or 15% over the quarterly dividend rate in fiscal year 2023

**New Bookings**

$18.4B

Book-to-bill 1.1

12% increase in local currency

14% increase in USD

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*Effective September 1, 2023, we revised the reporting of our geographic markets for the movement of our Middle East and Africa market units from Growth Markets to Europe, and the Europe market is now referred to as our EMEA (Europe, Middle East and Africa) geographic market.

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