

# Q3 YTD FY24 Performance

Record new bookings with continued EPS growth and significant cash return to shareholders



## Total Revenues

**\$48.5B**

Increase of 1% in local currency and USD

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

→ **0%**

**\$22.8B**  
North America

↓ **1%**

**\$17.2B**  
EMEA

↑ **6%**

**\$8.5B**  
Growth Markets

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

### Communications, Media & Technology

↓ **6%**  
**\$8.1B**

### Financial Services

↓ **4%**  
**\$8.7B**

### Health & Public Service

↑ **10%**  
**\$10.2B**

### Products

↑ **1%**  
**\$14.6B**

### Resources

↑ **4%**  
**\$6.8B**

## EPS (Adjusted)

**\$9.16**

↑ **2% increase\***

\*After adjusting Q3 YTD FY24 GAAP EPS of \$8.77 to exclude business optimization costs of \$0.39 per share and Q3 YTD FY23 GAAP EPS of \$8.62 to exclude business optimization costs of \$0.72 per share and an investment gain of \$0.38 per share. On a GAAP basis, Q3 YTD FY24 EPS increased 2%.

## Operating Margin (Adjusted)

**15.6%**

→ **flat\***

\*After adjusting Q3 YTD FY24 GAAP operating margin of 14.9% and Q3 YTD FY23 GAAP operating margin of 14.3% to exclude business optimization costs of 70 bps and 130 bps, respectively. On a GAAP basis Q3 YTD FY24 operating margin increased 60 bps.

## Returning Cash to Shareholders

### Free Cash Flow

**\$5.4B**

### Share Repurchases

**\$3.9B**

### Cash dividends

**\$3.87**  
Per Share

### Dividends Paid

**\$2.4B**

**Increase of 15%**  
over the quarterly dividend rate in fiscal year 2023

## Services

### Revenue Growth in Local Currency

**Strategy & Consulting**

low single-digit decline

**Technology**

low single-digit growth

**Operations**

flat

## Highlights of Strategic Priorities

### Revenue Growth in Local Currency (Includes overlap)

**Cloud**

double-digit growth

**Song**

mid single-digit growth

**Industry X**

double-digit growth

**Security**

very strong double-digit growth

## New Bookings

**\$61.1B**

### Book-to-bill 1.3

**11% increase** in local currency  
**10% increase** in USD

\*\*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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