

# ACCENTURE FACT SHEET Q3 FY18



## OVERVIEW

Accenture is a leading global professional services company, providing a broad range of services and solutions in strategy, consulting, digital, technology and operations. We help organizations maximize their performance and achieve their vision. We develop and implement technology solutions to improve our clients' productivity and efficiency—and may run parts of their operations on their behalf. Ultimately, we enable our clients to become high-performance businesses and governments.

### NET REVENUES

US \$34.9B for fiscal 2017 (12 mos. ended Aug. 31, 2017)

### EXCHANGE/TICKER

NYSE/ACN

### INDEX MEMBERSHIPS

S&P 100®, Russell 1000® Index, *Fortune* Global 500

### EMPLOYEES

449,000 (7,000 Accenture Leaders)

### GLOBAL REACH

Offices and Operations in 200+ cities in 53 countries

### GEOGRAPHIC REGIONS

◆ North America    ◆ Europe    ◆ Growth Markets

### SENIOR LEADERSHIP



**PIERRE NANTERME**  
Chairman & CEO



**DAVID P. ROWLAND**  
Chief Financial Officer



**JO DEBLAERE**  
Chief Operating Officer

## CLIENTS

We operate at the heart of our clients' businesses, helping address their most complex, mission-critical issues. Accenture's clients span the full range of industries around the world and include 95 of the *Fortune* Global 100 and more than three-quarters of the *Fortune* Global 500.

## INDUSTRY EXPERTISE

Accenture delivers its services and solutions through 13 focused industry groups in 5 operating groups. This industry focus provides Accenture's professionals with a thorough understanding of industry evolution, business issues and applicable technologies, enabling us to deliver innovative solutions tailored to each client.



**Communications, Media & Technology**  
Communications & Media  
Software & Platforms  
High Tech



**Financial Services**  
Banking & Capital Markets  
Insurance



**Health & Public Service**  
Health  
Public Service



**Products**  
Consumer Goods, Retail & Travel Services  
Industrial  
Life Sciences








**Resources**  
Chemicals & Natural Resources  
Energy  
Utilities

## TECHNOLOGY LEADERSHIP

As the largest independent technology services provider, we have a privileged position in the ecosystem and are the #1 partner of many key players, including SAP, Oracle, Microsoft, HP and Salesforce.com. The scale and scope of our global delivery capabilities are unmatched, with skilled professionals working from more than 50 delivery centers and at client sites around the world.

# SERVICES & SOLUTIONS

Our five businesses – Accenture Strategy, Accenture Consulting, Accenture Digital, Accenture Technology and Accenture Operations – develop and deliver integrated services and solutions for our clients.

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**Accenture Strategy** helps clients achieve specific business outcomes and enhance shareholder value by defining and executing industry-specific strategies enabled by technology. We bring together our strategy capabilities in business and technology to help senior management teams shape and execute their transformation objectives, focusing on issues related to digital disruption, competitive agility, global operating models, and the future workforce.
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**Accenture Consulting** provides industry experts with the insights and management and technology consulting capabilities to help transform the world’s leading companies. Our consulting capabilities enable our clients to design and implement transformational change programs, either for one or more functions or business units, or across their entire organization. We provide industry-specific consulting services, as well as functional and technology consulting services.
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**Accenture Digital** combines our capabilities in digital marketing, analytics and mobility. Through Accenture Interactive, Accenture Applied Intelligence and Accenture Industry X.O, we help clients unlock value by designing new experiences for customers and employees, embedding intelligence into their operations, creating new products and business models, and transforming their digital enterprise capabilities and connections.
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**Accenture Technology** harnesses the power of technology to drive innovation, deliver cutting-edge solutions and increase productivity. It comprises two primary areas: Technology Services, which includes global delivery capabilities as well as application services—spanning systems integration and application outsourcing; and Technology Innovation & Ecosystem, which includes the R&D activities in the Accenture Labs and the management of our alliance relationships across the ecosystem.
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**Accenture Operations** provides business process services, infrastructure services, security services and cloud services. We operate infrastructure and business processes on behalf of clients, increasingly powered by data, artificial intelligence, analytics and digital technologies, on an as-a-service basis, to help improve their productivity, experience and performance.

## NET REVENUES (revenues before reimbursements; all figures in \$US billions; growth rates in local currency)

BY OPERATING GROUP	Q3 FY18 (3 mos. ended May 31, 2018)	Percent Growth (Local Currency)	Percent of Q3 FY18 Net Revenue
COMMUNICATIONS, MEDIA & TECH.	\$2.13	18%	21%
FINANCIAL SERVICES	\$2.14	8%	21%
HEALTH & PUBLIC SERVICE	\$1.70	7%	16%
PRODUCTS	\$2.84	11%	28%
RESOURCES	\$1.47	12%	14%
<b>TOTAL</b>	<b>\$10.31</b>	<b>11%</b>	<b>100%</b>

BY GEOGRAPHY	Q3 FY18 (3 mos. ended May 31, 2018)	Percent Growth (Local Currency)	Percent of Q3 FY18 Net Revenue
NORTH AMERICA	\$4.58	11%	44%
EUROPE	\$3.73	9%	36%
GROWTH MARKETS	\$2.00	17%	20%
<b>TOTAL</b>	<b>\$10.31</b>	<b>11%</b>	<b>100%</b>

### MEDIA & INDUSTRY ANALYST RELATIONS CONTACT

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