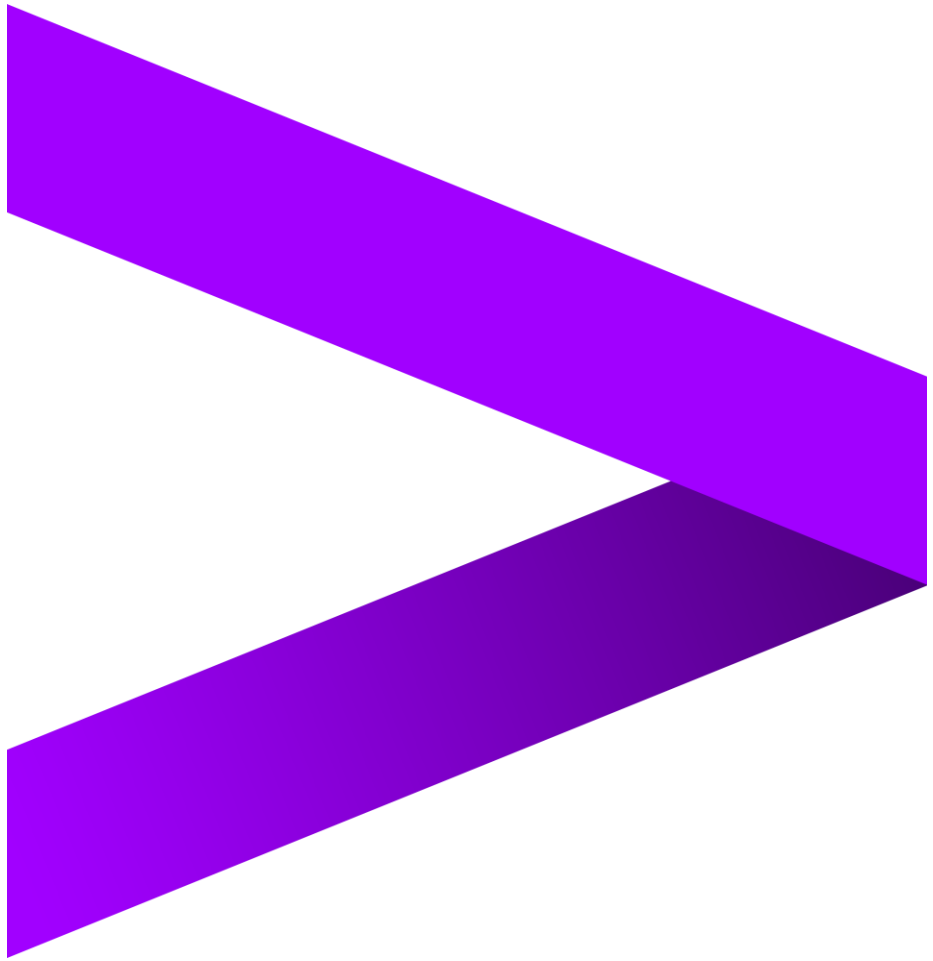
accenture

COMPANY OVERVIEW



APRIL 2019

ACCENTURE IS A LEADING GLOBAL PROFESSIONAL SERVICES COMPANY

We provide 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 business

Ultimately, we enable our clients to become **high-performance businesses and governments**

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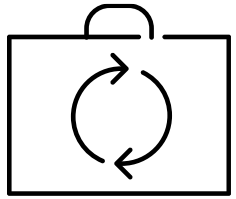
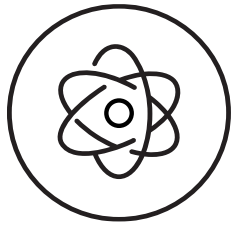
WE ARE TAKING AN INNOVATION-LED APPROACH TO TRANSFORMING ACCENTURE.

We have taken bold strategic actions over the last few years to **drive differentiation** and make Accenture the leading professional services company in the **new digital world**:



Transforming our **BUSINESS ARCHITECTURE** by aligning Accenture around five synergistic businesses, all operating at scale and highly competitive



Transforming the **NATURE OF OUR SERVICES** by rotating rapidly to the New – digital-, cloud- and security-related services

Transforming our **INVESTMENT PROFILE** by significantly stepping up our investments in new and high-growth areas

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WE PROVIDE END-TO-END SERVICES FOR CLIENTS ACROSS OUR FIVE BUSINESSES.

accenturestrategy	accentureconsulting	accenturedigital	accenturetechnology	accentureoperations
SHAPES	**TRANSFORMS**	**DIGITIZES**	**POWERS**	**OPERATES**
Business Strategy	Management Consulting	Interactive	Technology Services	Business Process Services
Technology Strategy	Technology Consulting	Industry X.0	Cloud	Function- and Industry-Specific
		Applied Intelligence	Labs	
			Ecosystem Alliances	

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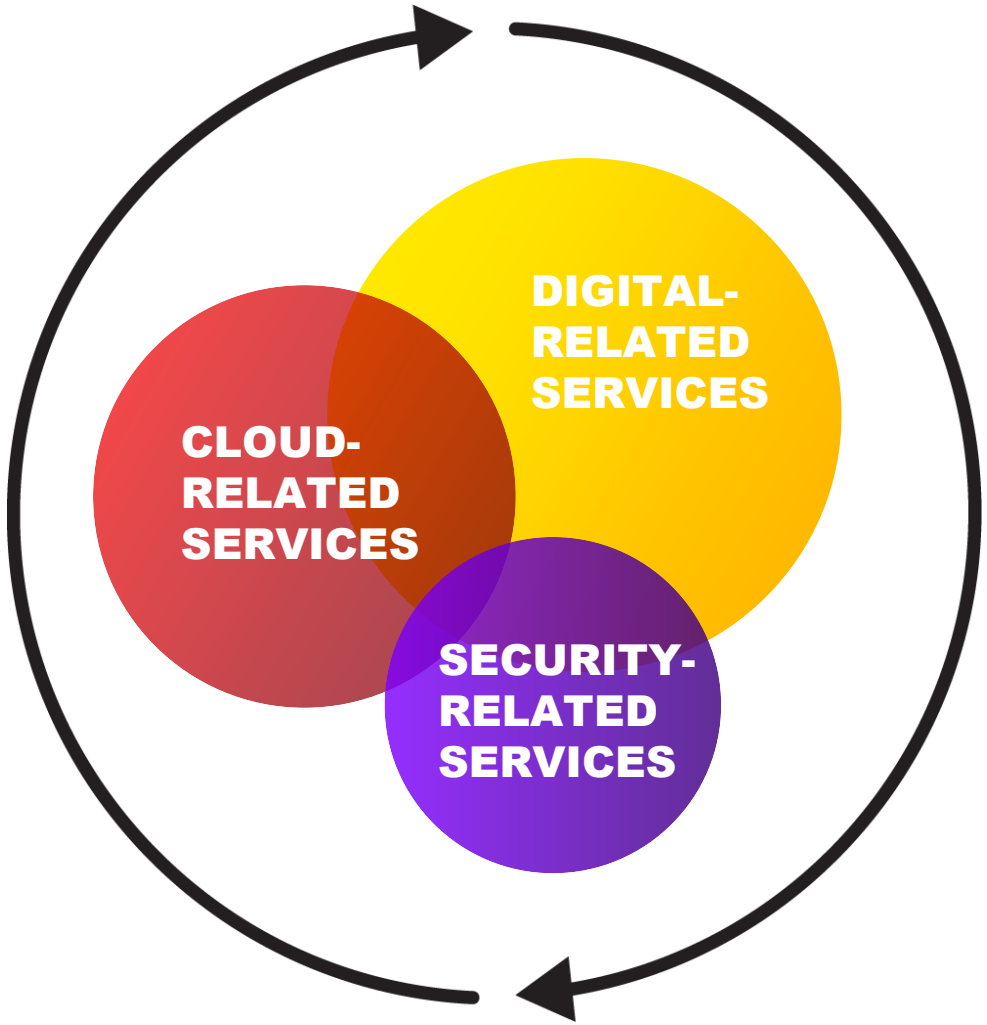
WE ARE RAPIDLY ROTATING TO THE NEW.



Defined as… **digital-, cloud- and security-related services,** enabled by new and innovative technology

About $24 billion or 60% of total revenues in FY18

We expect the New to continue growing significantly faster in FY19 than the average of Accenture…

…and we are evolving even further in the New through our capabilities in **Interactive**, **Applied Intelligence**, and **Industry X.0**

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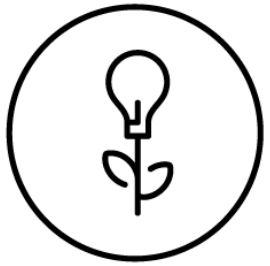
WE LEAD WITH INNOVATION IN EVERYTHING WE DO.

ACCENTURE RESEARCH

Trends

Ideate through thought leadership



ACCENTURE VENTURES

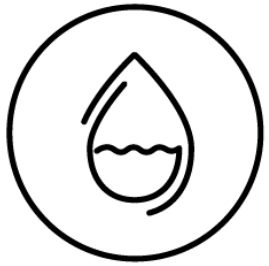
Investment & Open Innovation

Shape emerging technologies

ACCENTURE LABS

Research & Development

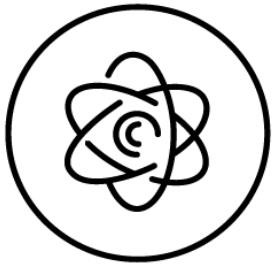
Prototype through applied R&D projects



ACCENTURE STUDIOS

Solution Innovation

Build with speed and agility



ACCENTURE INNOVATION CENTERS

Use Cases & Assets

Demonstrate and reuse innovations

ACCENTURE DELIVERY CENTERS

Scale

Scale innovations across the business

accenturestrategy

accentureconsulting

accenturedigital

accenturetechnology

accentureoperations

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OUR STRONG IP PORTFOLIO IS A KEY DRIVER OF OUR INNOVATION.

Extensive, global intellectual property portfolio, including patents, trade secrets, brands, trademarks and copyrights

6,800
Patents and patents pending

44
Countries

25+
Years

Significant R&D investments in cutting-edge, disruptive technologies

- Strong IP positions in artificial intelligence, cybersecurity, drones, virtual agents, the ‘Internet of Things’ and other platforms

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WE INVEST TO TAKE FIRST-MOVER ADVANTAGE AND TO ROTATE TO NEW, HIGH-GROWTH AREAS.

We invest both organically – in assets and solutions, and in attracting and developing talent – as well as through strategic acquisitions

$925 million
Invested in training and professional development for our people in FY18

$5 billion
Invested in about 90 acquisitions over the past five years

$800 million
Invested in research and innovation in FY18 to develop leading-edge ideas

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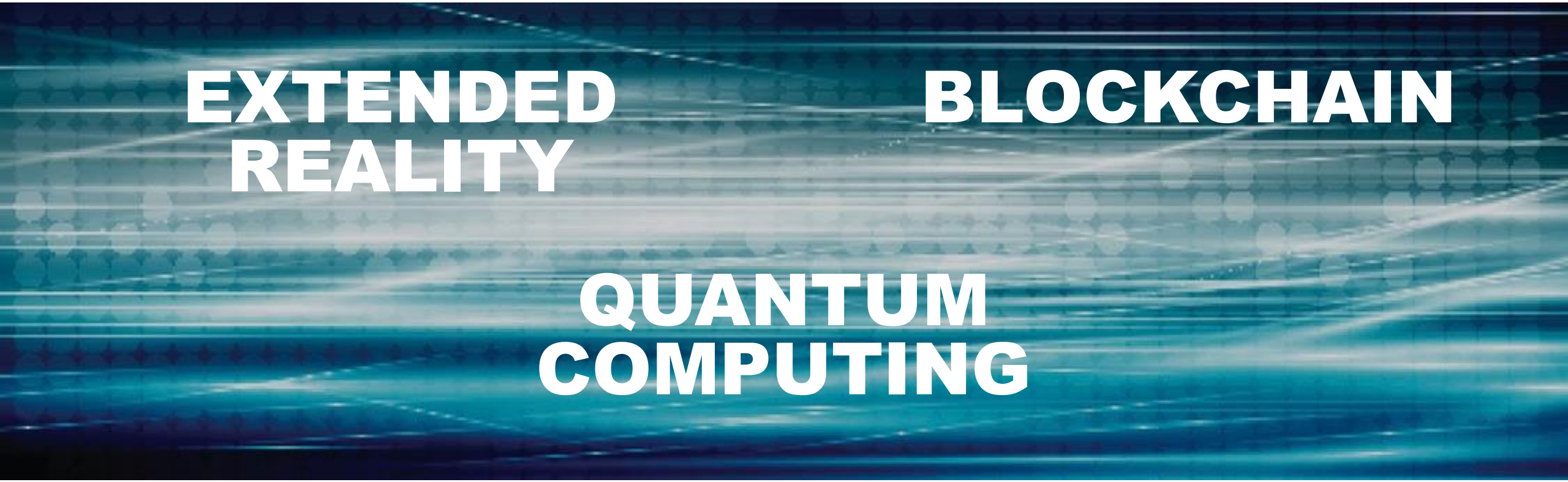
WE ARE INVESTING AGGRESSIVELY IN ACQUISITIONS.

	CMT	FS	H&PS	PRD	RES	Cross-OG
Strategy	ibb Consulting Group			Axia Group, javelin group, d group, Kurt Salmon	Schlumberger Business Consulting, 2nd Road	PureApps, ChangeTrack Research
Consulting	PCO Innovation	Beacon Consulting Group Inc., formicary, Investtech Systems Consulting, allen international, First Annapolis, Verax	ASM Research Information Solutions, Optum, Sagacious consultants	Total Logistics, Prion, boomerang, Seabury, Lab Answer, Brand Learning	hytracc, Structure, Cimation, daviesconsulting, realworldsystems	
Technology		MortgageCadence, Duck Creek Technologies		CAS NewsPage, LinePro, ClientHouse	OMNETRIC	Cloud Sherpas, Solutions IQ, DayNine, new energy group, FBTC, CRMwaypoint, tquila, Knowledge Rules, concrete, CERTUS
Operations		Zenta, Vivere Brasil	PhaseOne	Octagon		aVenta, enkitec, EnergyQuote JHA, Selium, Ariba, OPSrules, genfour, Procurian, solid servision, Focus Group Europe, nashco
Digital	Mogenesis, Nokia Siemens Networks, TV Technology, mind tribe	neometrics value on every interaction	Agilex	Altitude, Matter, Mackevision		Acquity Group, reactive, IMJ Group, 4C, Mobgen, Fjord, Chaotic Moon, PacificLink, Octo, brightstep, Ad.Dialeto, Search Technologies, Gapso, tecnilógica, clearhead, Media Hive, pillar, Sinner Schrader, Kunstmaan, Intrepid, Karmarama, mxm, The Monkeys & Maud, ROTHCO, altima, designaffairs, KOGENTiX, 伙傳播
Security			Defense Point Security			MAGLAN, arismore, redcore, ENDGAME., iDEFENSE, FusionX
Avanade						azaleos Private Cloud Collaboration. Perfected., eConnex, KCS, CloudTalent, Infusion, Loud&Clear

Based on acquisitions done since FY11

mxm Acquisitions signed/closed in FY18

STRATEGIC GROWTH INITIATIVES: THE NEXT WAVES OF INNOVATION



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ACCENTURE IS UNIQUELY DIFFERENTIATED TO LEAD IN THE NEW.

- **Enduring client relationships**
- **Deep industry expertise**
- **Largest independent technology services provider**
- **Broad global footprint**
- **Unmatched global delivery capability**
- **Best people and powerful culture**

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WE SERVE MORE THAN 6,000 CLIENTS IN 120+ COUNTRIES.

92

OF THE GLOBAL

FORTUNE 100

ARE ACCENTURE CLIENTS

75%

OF THE GLOBAL

FORTUNE 500

ARE ACCENTURE CLIENTS

97

OF OUR TOP

100

HAVE BEEN OUR CLIENTS FOR AT LEAST 10 YEARS

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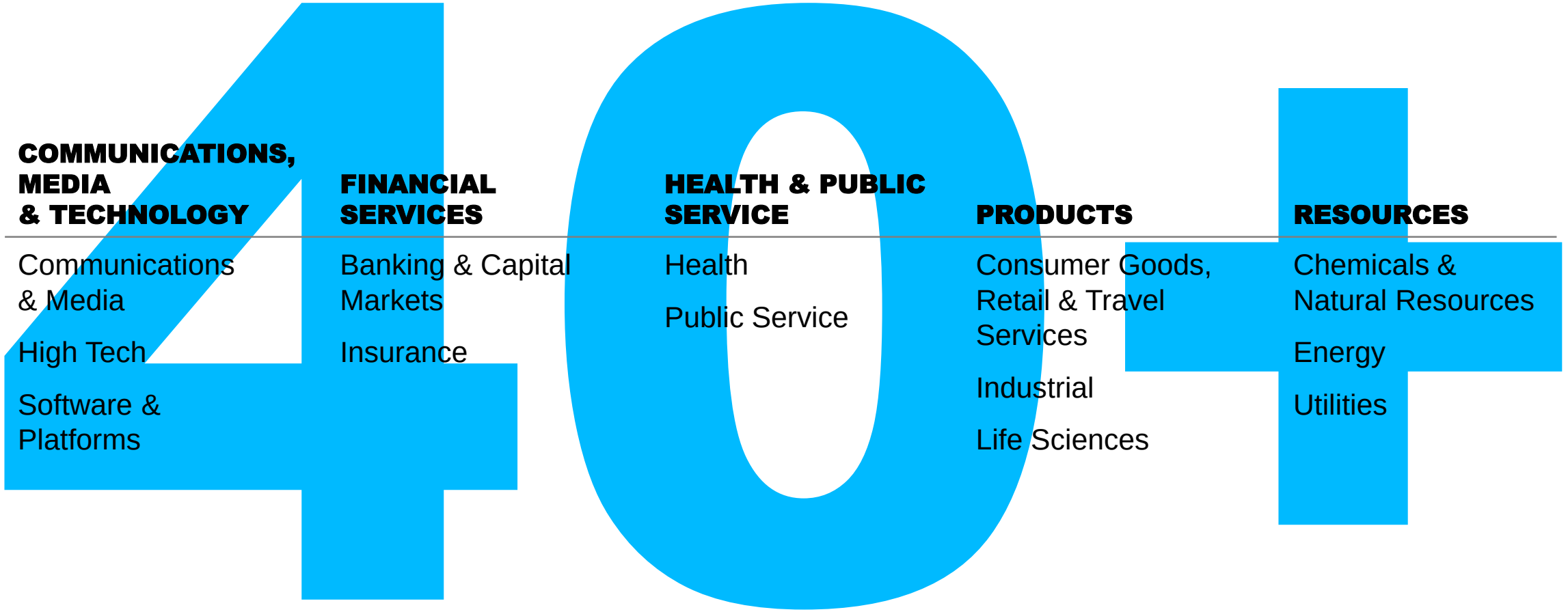
WE HAVE EXPERTISE IN MORE THAN 40 INDUSTRIES ACROSS 13 INDUSTRY GROUPS.



COMMUNICATIONS, MEDIA & TECHNOLOGY

Communications & Media

High Tech

Software & Platforms

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

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STRATEGIC ALLIANCES STRENGTHEN OUR POSITION IN THE TECHNOLOGY ECOSYSTEM.

Knowing partners and their technology inside-out, we can **rapidly tailor solutions** to meet clients' specific needs

We share best practices and collaborate on development with technology providers to help clients **innovate and enhance performance**

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WE HAVE A BROAD GLOBAL FOOTPRINT, WITH OFFICES AND OPERATIONS IN 52 COUNTRIES.

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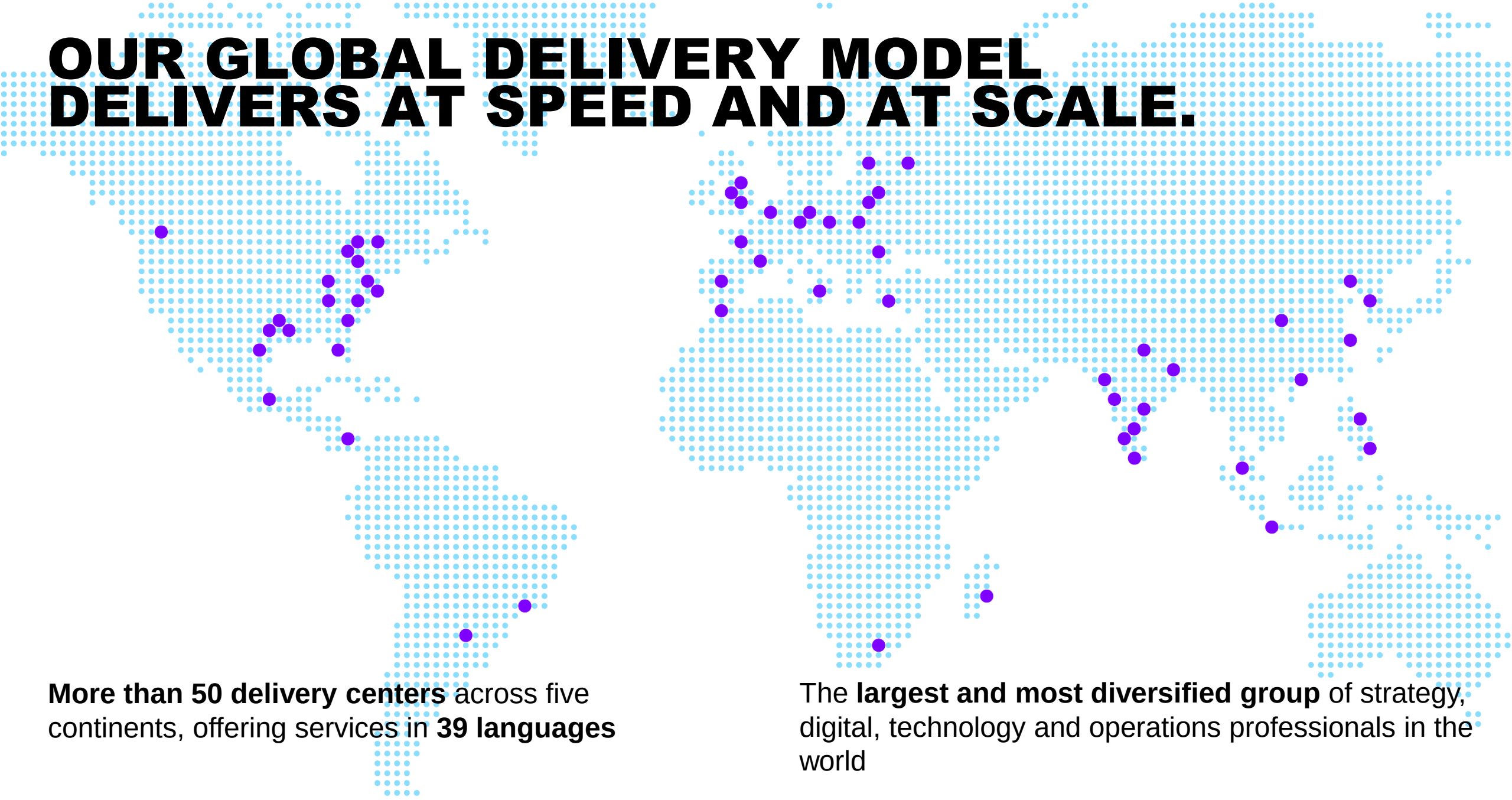
OUR GLOBAL DELIVERY MODEL DELIVERS AT SPEED AND AT SCALE.



More than 50 delivery centers across five continents, offering services in **39 languages**

The **largest and most diversified group** of strategy, digital, technology and operations professionals in the world

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HISTORY
AND FINANCIAL SUCCESS

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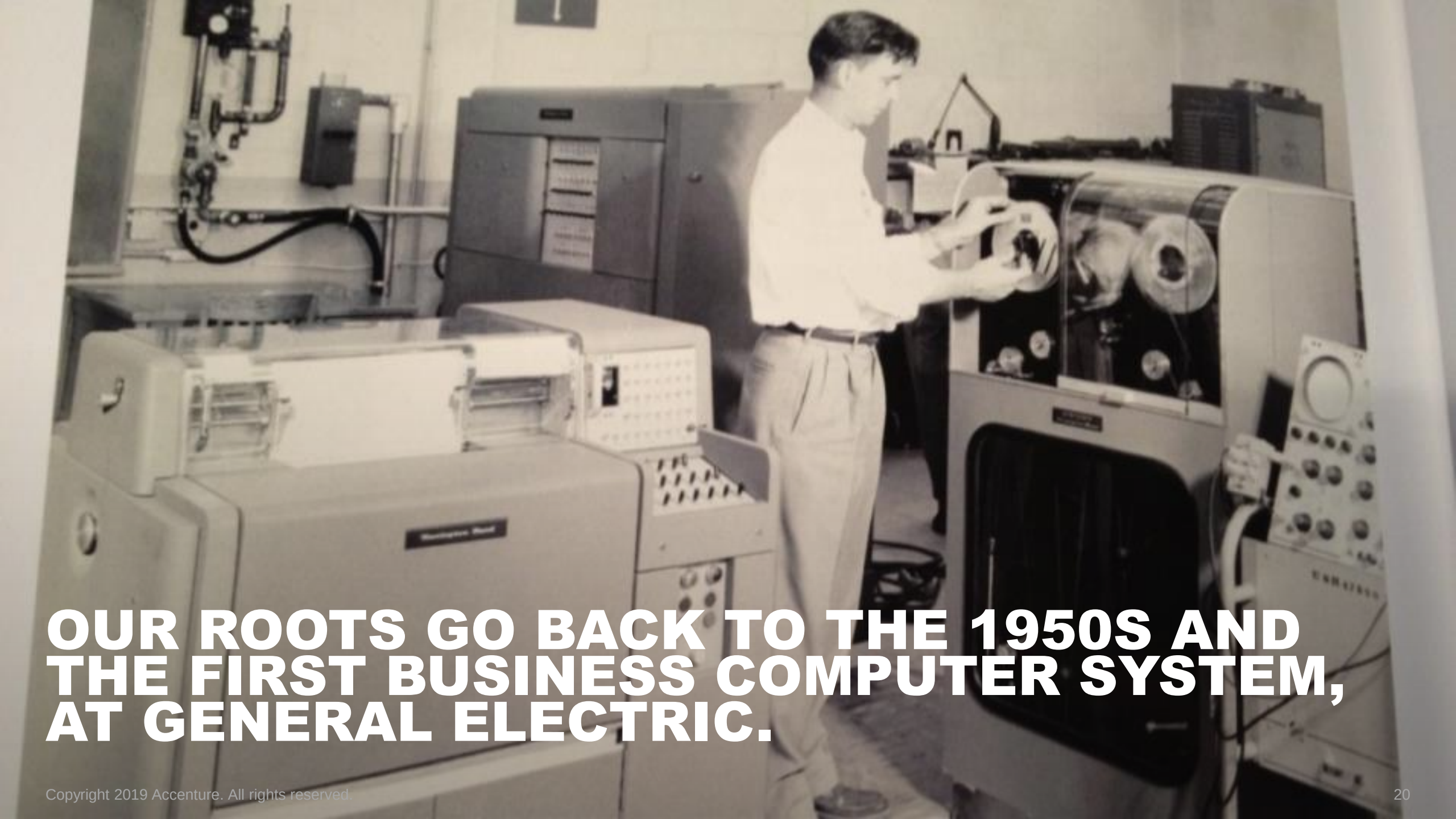

OUR ROOTS GO BACK TO THE 1950S AND THE FIRST BUSINESS COMPUTER SYSTEM, AT GENERAL ELECTRIC.

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THE ACCENTURE BRAND LAUNCHED 01/01/01

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WE HAVE HAD EXTRAORDINARY FINANCIAL SUCCESS SINCE OUR 2001 IPO:

$39.6 BILLION IN ANNUAL NET REVENUES

8% NET REVENUE COMPOUND ANNUAL GROWTH RATE (CAGR)

13% ADJUSTED EARNINGS PER SHARE CAGR

21% TOTAL SHAREHOLDER RETURN CAGR, LAST 5 FISCAL YEARS

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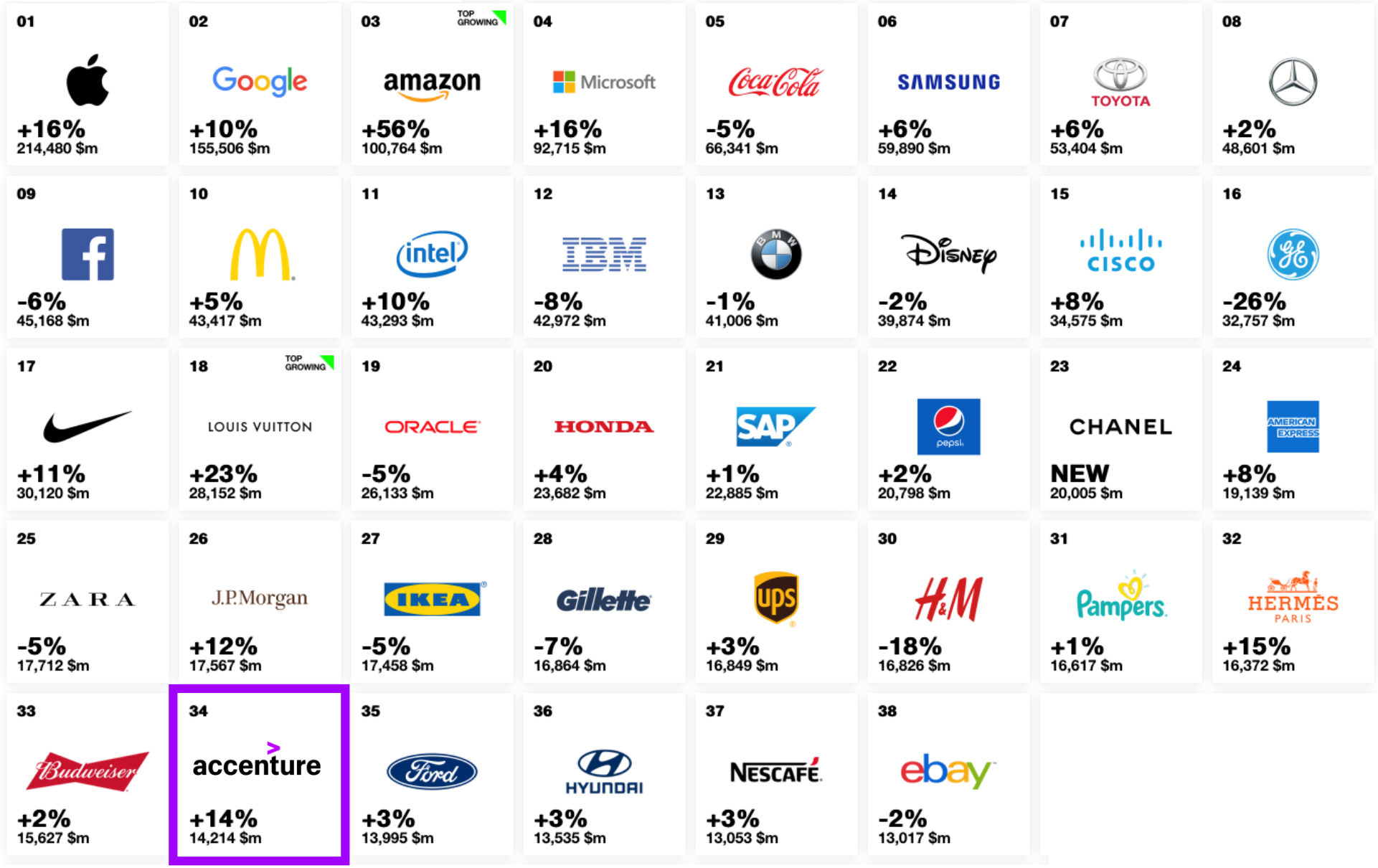
Interbrand Best Global Brands 2018



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OUR FINANCIAL PERFORMANCE IS WIDELY RECOGNIZED.

FORTUNE Global 500

17 YEARS RUNNING

FORTUNE World's Most Admired Companies

17 YEARS RUNNING

Forbes Global 2000

15 YEARS RUNNING

Forbes Digital 100

INCLUDED ON INAUGURAL LIST

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PEOPLE
AND CORE VALUES

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Stewardship

Best People

One Global Network

Client Value Creation

Respect for the Individual

Integrity

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WE ARE PROUD TO HAVE SEASONED LEADERSHIP AND A VERY STRONG BENCH.

27

Average years with Accenture:
global management team

15

Average years with Accenture:
all 7,500 managing directors

ACCENTURE LEADERS ARE INCENTIVIZED THROUGH EQUITY-ORIENTED COMPENSATION TO FOCUS ON:

CLIENT SATISFACTION

PEOPLE SATISFACTION

LONG-TERM VALUE CREATION

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WORKPLACE RECOGNITION

16 CONSECUTIVE YEARS

Working Mother 100 Best Companies

12 CONSECUTIVE YEARS

Human Rights Campaign Corporate Equality Index

12 CONSECUTIVE YEARS

DiversityInc Top 50 Companies for Diversity

10 CONSECUTIVE YEARS

Universum World's Most Attractive Employers

11 CONSECUTIVE YEARS

FORTUNE 100 Best Companies to Work For

4 CONSECUTIVE YEARS

Stonewall Top Global Performers

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CORPORATE CITIZENSHIP

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WE HAVE REDUCED OUR CARBON EMISSIONS PER EMPLOYEE BY 52% (AS OF FY2017) AGAINST OUR FY2007 BASELINE.

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ACCENTURE DEVELOPMENT PARTNERSHIPS

Positively impacting the lives of people in developing countries

Addressing the world's social, economic and environmental challenges

Partnering with international NGOs, foundations and governments

SHAPING INNOVATIVE PARTNERSHIPS

ENABLING DIGITAL TRANSFORMATION

STRENGTHENING ORGANIZATION IMPACT

HARNESSING TECHNOLOGY SOLUTIONS

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CORPORATE CITIZENSHIP RECOGNITION

12

CONSECUTIVE YEARS

Ethisphere
World's Most Ethical Companies

10

CONSECUTIVE YEARS

CR Magazine
100 Best Corporate Citizens

14

CONSECUTIVE YEARS

Dow Jones Sustainability Index

FTSE4Good Global Index

3

CONSECUTIVE YEARS

JUST Capital's America's Most JUST Companies

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