

# Q4 FY23 Performance

Solid revenue growth with continued margin expansion and very strong free cash flow\*



## Total Revenues

**\$16.0B**

Increase of 4% in both local currency and USD

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

**↑ 1%**

**\$7.6B**  
North America

**↑ 7%**

**\$5.3B**  
Europe

**↑ 6%**

**\$3.1B**  
Growth Markets

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

### Communications, Media & Technology

**↓ 12%**  
\$2.7B

### Financial Services

**↑ 3%**  
\$3.0B

### Health & Public Service

**↑ 13%**  
\$3.3B

### Products

**↑ 5%**  
\$4.8B

### Resources

**↑ 10%**  
\$2.2B

## EPS (Adjusted)

**\$2.71**

**↑ 4% increase\***

\*After adjusting Q4 FY23 GAAP EPS of \$2.15 to exclude the impact of business optimization costs of \$0.56 per share. On a GAAP basis Q4 FY23 EPS decreased 17%.

## Operating Margin (Adjusted)

**14.9%**

**↑ 20 bps increase\***

\*After adjusting Q4 FY23 GAAP operating margin of 12.0% to exclude business optimization costs of 290 bps. On a GAAP basis Q4 FY23 operating margin decreased 270 bps.

## Returning Cash To Shareholders

### Free Cash Flow

**\$3.2B**

### Share Repurchases

**\$1.0B**

### Dividends Paid

**\$706M**

### Quarterly cash dividend declared in September 2023

**\$1.29**

**Per Share**

**Increase of \$0.17 per share or 15% over the quarterly dividend rate in fiscal year 2023**

## Services

Revenue Growth in Local Currency

<b>Strategy &amp; Consulting</b>	mid single-digit decline
<b>Technology</b>	mid single-digit growth
<b>Operations</b>	high single-digit growth

## Highlights of Strategic Priorities

Revenue Growth in Local Currency (Includes overlap)

<b>Cloud</b> very strong double-digit growth	<b>Song</b> strong double-digit growth
<b>Industry X</b> strong double-digit growth	<b>Security</b> very strong double-digit growth

## New Bookings

**\$16.6B**

**Book-to-bill 1.0**

**10% decrease** in both local currency and USD