

Accenture - Financial Results

Oct-08

(Fiscal year end: Aug 31)

2008	% of	Change	2007	% of	2006	% of
(\$ Mill)	Rev	08/07	(\$ Mill)	Rev	(\$ Mill)	Rev

Revenue (by industry)

Products	\$6,069	25.9%	23.5%	\$4,913	24.9%	\$4,011	24.1%
Automotive & Transport (e)	\$1,320	5.6%	14.8%	\$1,150	5.8%	\$1,030	6.2%
Consumer & Pharmaceutical (e)	\$2,120	9.1%	21.8%	\$1,740	8.8%	\$1,450	8.7%
Retail (e)	\$2,629	11.2%	29.9%	\$2,023	10.3%	\$1,531	9.2%
Financial Services	\$5,005	21.4%	14.9%	\$4,357	22.1%	\$3,558	21.4%
Government	\$2,871	12.3%	12.1%	\$2,561	13.0%	\$2,221	13.3%
Communications & High Tech	\$5,450	23.3%	18.5%	\$4,600	23.4%	\$4,177	25.1%
Resources	\$3,964	16.9%	22.2%	\$3,243	16.5%	\$2,666	16.0%
Other	\$29	0.1%	35.4%	\$22	0.1%	\$14	0.1%
Net Revenue	\$23,387	100.0%	18.7%	\$19,696	100.0%	\$16,646	100.0%
Annual change	18.7%			18.3%		7.1%	
Reimbursements	\$1,757			\$1,757		\$1,582	
4th quarter FY08	\$6,000		17.4%	\$5,110		\$3,966	

Costs

Cost of Revenue	\$16,201	68.2%	18.7%	\$13,654	68.2%	\$11,652	70.0%
Reimbursable Costs	\$1,927	8.2%	9.7%	\$1,757	8.9%	\$1,582	9.5%
Total Costs	\$18,128	77.5%	17.6%	\$15,411	78.2%	\$13,234	79.5%
Gross Profit/Margin	\$7,186	30.7%	18.9%	\$6,041	30.7%	\$4,994	30.0%
4th quarter FY08	\$1,905	31.7%	19.5%	\$1,594	31.2%	\$1,351	34.1%

Expenses

Sales & Marketing	\$2,271	9.9%	19.3%	\$1,904	9.9%	\$1,708	10.3%
Restructuring charges (benefits)	\$23			\$26		-\$48	-0.3%
Gen. & Administration	\$1,880	9.0%	16.2%	\$1,618	9.0%	\$1,493	9.0%
Total Expenses	\$4,174	17.8%	17.6%	\$3,549	18.0%	\$3,153	18.9%

Operating Profit (Loss)	\$3,012	12.9%	20.8%	\$2,493	12.7%	\$1,841	11.1%
4th quarter FY08	\$785	13.1%	22.2%	\$642	12.6%	\$501	12.6%

Other Income (Loss)	\$97	0.4%	-23.3%	\$126	0.6%	\$83	0.5%
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Income (Loss) Before Tax	\$3,108	13.3%	18.7%	\$2,619	13.3%	\$1,924	11.6%
Income Tax	\$911	29.3%	1.7%	\$896	34.2%	\$491	25.5%
Minority interests	-\$505			-\$480		-\$460	

Net Income (Loss)	\$1,692	7.2%	36.1%	\$1,243	6.3%	\$973	5.8%
4th quarter FY08	\$435	7.2%	37.3%	\$317	6.2%	\$346	8.7%

EPS (basic)	\$2.77		34.6%	\$2.06		\$1.65	
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Source: Annex Research