



Accenture

Quarterly Update
Report Abstract

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by Mike Smart
NelsonHall

13 pages





Who Is This Quarterly Update For?

NelsonHall's Quarterly Update on Accenture provides a snapshot of developments at the company in the last quarter. It accompanies NelsonHall's more comprehensive Key Vendor Assessment program.

Both programs are designed for:

- Marketing, sales and business managers developing strategies to target service opportunities within the BPO/IT Services markets
- Sourcing managers and execs monitoring the capabilities of existing suppliers of IT and BPO services and identifying vendor suitability for these services
- Consultants advising clients on vendor selection
- Vendor marketing, sales and business managers looking to benchmark themselves against their peers
- Financial analysts or investors specializing in BPO/IT services sectors.



Highlights

Q4: Strong end to FY17 despite ongoing softness in HPS and flat growth in Strategy & Consulting

Accenture finished FY17 with a strong Q4: the highest CC revenue growth of the year and at the top end of guidance, 10 bps expansion in operating margin, and growth in bookings.

Looking at CC growth:

- Strengthening growth in all regions, with double digit growth in Europe and Growth Markets. North America remains comparatively soft, with ongoing uncertainties in HPS and FS.
- Across Operating Groups, improvements in all OGs that had been softer. However, topline growth in the largest OG slowed down.

In terms of "business dimension"

- Strategy & Consulting slowed from low single-digit to flat growth
- Application Services strengthened to double digit growth
- Operations continued to enjoy double digit growth.

'The New' accounted for 60% of total bookings, which were up 12%.

FY17: Revenues from 'The New' grow by 30%. Acquisition activity accelerated, expected to make significant contribution to company growth in FY18

Recent acquisitions continue to bolster Accenture Interactive, and capabilities in agile, cloud, analytics and industry domain. No cyber acquisitions in Q4, but announced a multi-year agreement with Microsoft and Avanade around the joint development of cyber solutions for managed security services.

Level of M&A activity may be slightly less in FY18.

Continues to open Liquid Studios, Digital Hubs, Innovation Hubs (expand Innovation Ecosystem)

This 13-page Quarterly Update on Accenture is available to subscribers of NelsonHall's Quarterly Update program.

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Scope of the Report

The report provides a quarterly update on Accenture, looking at financial performance and key developments during the period.

It accompanies NelsonHall's Key Vendor Assessment program which looks at Accenture's IT and BPO offerings, capabilities, and market and financial strengths, including:

- Identification of the company's strategy, emphases and new developments
- Revenue breakdowns
- Analysis of the company's offerings and key service components
- Analysis of the profile of the company's client base including the company's targeting strategy and examples of current contracts
- Analysis of the company's strengths, weaknesses and outlook.

Report Length

13 pages

Report Authors

Mike Smart

Rachael Stormonth