

# Accenture - Financial Results

Jun-06

(Fiscal year end: Aug 31)

	<b>2006e</b>	<b>% of</b>	<b>Change</b>	<b>2005</b>	<b>% of</b>	<b>2004</b>	<b>% of</b>
	<b>(\$ Mill)</b>	<b>Rev</b>	<b>06/05</b>	<b>(\$ Mill)</b>	<b>Rev</b>	<b>(\$ Mill)</b>	<b>Rev</b>
<b>Revenue (by industry)</b>							
<b>Products</b>	\$4,000	23.1%	12.0%	\$3,570	23.0%	\$2,979	21.8%
Automotive & Transport (e)	\$1,010	5.8%	6.3%	\$950	6.1%	\$860	6.3%
Consumer & Pharmaceutical (e)	\$1,400	8.1%	11.1%	\$1,260	8.1%	\$1,030	7.5%
Retail (e)	\$1,590	9.2%	16.9%	\$1,360	8.7%	\$1,089	8.0%
<b>Financial Services</b>	\$3,850	22.3%	13.0%	\$3,408	21.9%	\$2,771	20.3%
<b>Government</b>	\$2,400	13.9%	10.5%	\$2,171	14.0%	\$1,995	14.6%
<b>Communications &amp; High Tech</b>	\$4,480	25.9%	12.0%	\$4,001	25.7%	\$3,741	27.4%
<b>Resources</b>	\$2,560	14.8%	7.2%	\$2,389	15.4%	\$2,179	15.9%
<b>Other</b>	\$10	0.1%	31.9%	\$8	0.0%	\$9	0.1%
<b>Net Revenue</b>	<b>\$17,300</b>	<b>100.0%</b>	<b>11.3%</b>	<b>\$15,547</b>	<b>100.0%</b>	<b>\$13,674</b>	<b>100.0%</b>
Annual change	11.3%			13.7%		15.7%	
Reimbursements	\$1,600			\$1,547		\$1,440	
<b>3rd quarter FY06</b>	<b>\$4,408</b>		<b>8.1%</b>	<b>\$4,079</b>			
<b>Costs</b>							
Cost of Revenue	\$11,760	68.0%	12.5%	\$10,455	68.0%	\$9,057	64.0%
Reimbursable Costs	\$1,600	9.2%	3.4%	\$1,547	10.0%	\$1,440	10.5%
Total Costs	\$13,360	77.2%	11.3%	\$12,002	77.2%	\$10,497	76.8%
<b>Gross Profit/Margin</b>	<b>\$5,540</b>	<b>32.0%</b>	<b>8.8%</b>	<b>\$5,092</b>	<b>32.8%</b>	<b>\$4,616</b>	<b>33.8%</b>
<b>3rd quarter FY06</b>	<b>33.0%</b>		<b>-4.6%</b>	<b>34.6%</b>			
<b>Expenses</b>							
Sales & Marketing	\$1,680	9.7%	7.8%	\$1,558	10.0%	\$1,488	10.9%
Restructuring charges (benefits)				(\$89)	-0.6%	\$29	0.2%
<u>Gen. &amp; Administration</u>	<u>\$1,520</u>	<u>8.8%</u>	<u>0.5%</u>	<u>\$1,512</u>	<u>9.0%</u>	<u>\$1,340</u>	<u>9.8%</u>
<b>Total Expenses</b>	<b>\$3,200</b>	<b>18.5%</b>	<b>7.3%</b>	<b>\$2,981</b>	<b>19.2%</b>	<b>\$2,858</b>	<b>20.9%</b>
<b>Operating Profit (Loss)</b>	<b>\$2,340</b>	<b>13.5%</b>	<b>10.8%</b>	<b>\$2,111</b>	<b>13.6%</b>	<b>\$1,759</b>	<b>12.9%</b>
<b>3rd quarter FY06</b>	<b>\$690</b>	<b>15.7%</b>	<b>2.7%</b>	<b>\$672</b>	<b>16.5%</b>		
Other Income (Loss)	\$95	0.5%	0.2%	\$95	0.6%	\$40	0.3%
<b>Income (Loss) Before Tax</b>	<b>\$2,435</b>	<b>14.1%</b>	<b>10.4%</b>	<b>\$2,206</b>	<b>14.2%</b>	<b>\$1,799</b>	<b>13.2%</b>
Income Tax	\$852	35.0%	22.3%	\$697	31.6%	\$576	32.0%
Accounting change, minority interes	(\$568)			(\$568)		(\$532)	
<b>Net Income (Loss)</b>	<b>\$1,015</b>	<b>5.9%</b>	<b>7.9%</b>	<b>\$940</b>	<b>6.0%</b>	<b>\$691</b>	<b>5.1%</b>
<b>3rd quarter FY06</b>	<b>\$342</b>	<b>7.8%</b>	<b>12.1%</b>	<b>\$305</b>	<b>7.5%</b>		

Source: Annex Research