

# THE ELLIS LAW FIRM, LLC

ATTORNEY AT LAW

600 BROADWAY, SUITE 490, KANSAS CITY, MISSOURI 64105 (816) 472-1515 - FAX (816) 472-1516 Brian F. Ellis, Esq. EMAIL: <u>bfe@ellislaw-kc.com</u>

May 27, 2020

VIA OVERNIGHT MAIL

Public Utilities Commission of Ohio Docketing Division 180 East Broad Street Columbus, Ohio 43215-3793 020 KAY 28 PM 2: 08 アリロロ

### RE: Accenture LLP (AGG Case No. 14-1003-EL-AGG): Ohio Renewal Application for Electric Aggregators/Power Brokers

To Whom It May Concern:

I am enclosing one (1) originally-notarized and three (3) copies of the Ohio Renewal Application for Electric Aggregators/Power Brokers on behalf of Accenture LLP. Please process and file accordingly.

Thank you for your attention to this matter. Please do not hesitate to contact me with any questions.

والافتر من المر

Very truly yours, Brian F. Ellis

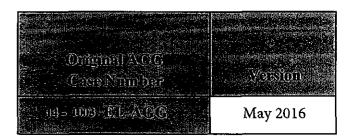
Attorney at Law For the Firm

: BFE

Enclosure(s)

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# Ohio Public Utilities Commission



## **RENEWAL APPLICATION FOR ELECTRIC AGGREGATORS/POWER BROKERS**

Please print or type all required information. Identify all attachments with an exhibit label and title (Example: Exhibit C-10 Corporate Structure). All attachments should bear the legal name of the Applicant. Applicants should file completed applications and all related correspondence with the Public Utilities Commission of Ohio, Docketing Division; 180 East Broad Street, Columbus, Ohio 43215-3793.

This PDF form is designed so that you may input information directly onto the form. You may also download the form, by saving it to your local disk, for later use.

# A. <u>RENEWAL INFORMATION</u>

- A-1 Applicant intends to be certified as: (check all that apply)
  - Power Broker Aggregator
- A-2 Applicant's legal name, address, telephone number, PUCO certificate number, and web site address

Legal Name Accenture LLP

Address <u>161 North Clark St. 23rd Floor, Chicago, IL 60601</u> PUCO Certificate # and Date Certified <u>14837-E (2), July 5, 2016</u> Telephone # <u>(484) 690-5909</u> Web site address (if any) <u>www.accenture.com</u>

# A-3 List name, address, telephone number and web site address under which Applicant will do business in Ohio

 Legal Name Same as A-2 above.

 Address

 Telephone #\_\_\_\_\_\_Web site address (if any)\_\_\_\_\_\_

A-4 List all names under which the applicant does business in North America
<u>Applicant does Business under the</u>
name Accenture LLP

name Accenture LLP

#### A-5 Contact person for regulatory or emergency matters

Name Emma Burroy	WS	
Title Regulatory Ris	k Compliance Manager	
Business address 16	1 North Clark St., Chicago, IL 60601	
Telephone #	Fax #	
E-mail address	Regulatory.Licenses@accenture.co	

### A-6 Contact person for Commission Staff use in investigating customer complaints

 Name Chad Gottesman

 Title Managing Dir. BPO Enterprise Energy Management

 Business address 1160 W. Swedesford Rd., Berwyn, PA 19312

 Telephone # (484) 690-5909
 Fax #

 E-mail address
 chad.gottesman@accenture.com

#### A-7 Applicant's address and toll-free number for customer service and complaints

Customer Service addr	ess 1160 W. Swedes	ford Rd., Berwyn, PA	<u>19312</u>
Toll-free Telephone #_	(877) 935-4242	Fax #	
E-mail address	chad.gottesman@a	ccenture.com	

#### A-8 Applicant's federal employer identification number # 72-0542904

#### A-9 Applicant's form of ownership (check one)

Sole Proprietorship	□Partnership
Limited Liability Partnership (LLP)	Limited Liability Company (LLC)
	□ Other

#### PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

A-10 <u>Exhibit A -10 "Principal Officers, Directors & Partners"</u> provide the names, titles, addresses and telephone numbers of the applicant's principal officers, directors, partners, or other similar officials.

# B. APPLICANT MANAGERIAL CAPABILITY AND EXPERIENCE

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

- **B-1** Exhibit B-1 "Jurisdictions of Operation," provide a list of all jurisdictions in which the applicant or any affiliated interest of the applicant is, at the date of filing the application, certified, licensed, registered, or otherwise authorized to provide retail or wholesale electric services including aggregation services.
- **B-2** <u>Exhibit B-2 "Experience & Plans,"</u> provide a description of the applicant's experience and plan for contracting with customers, providing contracted services, providing billing statements, and responding to customer inquiries and complaints in accordance with Commission rules adopted pursuant to Section 4928.10 of the Revised Code.

- Exhibit B-3 "Disclosure of Liabilities and Investigations," provide a description of all **B-3** existing, pending or past rulings, judgments, contingent liabilities, revocation of authority, regulatory investigations, or any other matter that could adversely impact the applicant's financial or operational status or ability to provide the services it is seeking to be certified to provide.
- Disclose whether the applicant, a predecessor of the applicant, or any principal officer of **B-4** the applicant have ever been convicted or held liable for fraud or for violation of any consumer protection or antitrust laws within the past five years. **☑**No 1 Yes

If yes, provide a separate attachment labeled as **Exhibit B-4 "Disclosure of Consumer** Protection Violations" detailing such violation(s) and providing all relevant documents.

Disclose whether the applicant or a predecessor of the applicant has had any certification, **B-5** license, or application to provide retail or wholesale electric service including aggregation service denied, curtailed, suspended, revoked, or cancelled within the past two years.

ØNo 1 Yes

If yes, provide a separate attachment labeled as Exhibit B-5 "Disclosure of Certification Denial, Curtailment, Suspension, or Revocation" detailing such action(s) and providing all relevant documents.

#### C. FINANCIAL CAPABILITY AND EXPERIENCE

PROVIDE THE FOLLOWING AS SEPARATE ATTACHMENTS AND LABEL AS INDICATED:

- **C-1** Exhibit C-1 "Annual Reports," provide the two most recent Annual Reports to Shareholders. If applicant does not have annual reports, the applicant should provide similar information in Exhibit C-1 or indicate that Exhibit C-1 is not applicable and why. (This is generally only applicable to publicly traded companies who publish annual reports.)
- **C-2** Exhibit C-2 "SEC Filings," provide the most recent 10-K/8-K Filings with the SEC. If the applicant does not have such filings, it may submit those of its parent company. An applicant may submit a current link to the filings or provide them in paper form. If the applicant does not have such filings, then the applicant may indicate in Exhibit C-2 that the applicant is not required to file with the SEC and why.

- C-3 <u>Exhibit C-3 "Financial Statements,"</u> provide copies of the applicant's two most recent years of audited financial statements (balance sheet, income statement, and cash flow statement). If audited financial statements are not available, provide officer certified financial statements. If the applicant has not been in business long enough to satisfy this requirement, it shall file audited or officer certified financial statements covering the life of the business. If the applicant does not have a balance sheet, income statement, and cash flow statement, the applicant may provide a copy of its two most recent years of tax returns (with social security numbers and account numbers redacted).
- C-4 <u>Exhibit C-4 "Financial Arrangements,"</u> provide copies of the applicant's financial arrangements to conduct CRES as a business activity (e.g., guarantees, bank commitments, contractual arrangements, credit agreements, etc.).

Renewal applicants can fulfill the requirements of Exhibit C-4 by providing a current statement from an Ohio local distribution utility (LDU) that shows that the applicant meets the LDU's collateral requirements.

First time applicants or applicants whose certificate has expired as well as renewal applicants can meet the requirement by one of the following methods:

1. The applicant itself stating that it is investment grade rated by Moody's, Standard & Poor's or Fitch and provide evidence of rating from the rating agencies.

2. Have a parent company or third party that is investment grade rated by Moody's, Standard & Poor's or Fitch guarantee the financial obligations of the applicant to the LDU(s).

3. Have a parent company or third party that is not investment grade rated by Moody's, Standard & Poor's or Fitch but has substantial financial wherewithal in the opinion of the Staff reviewer to guarantee the financial obligations of the applicant to the LDU(s). The guarantor company's financials must be included in the application if the applicant is relying on this option.

4. Posting a Letter of Credit with the LDU(s) as the beneficiary.

If the applicant is not taking title to the electricity or natural gas, enter "N/A" in Exhibit C-4. An N/A response is only applicable for applicants seeking to be certified as an aggregator or broker.

- C-5 <u>Exhibit C-5 "Forecasted Financial Statements,"</u> provide two years of forecasted income statements for the applicant's ELECTRIC related business activities in the state of Ohio Only, along with a list of assumptions, and the name, address, email address, and telephone number of the preparer. The forecasts should be in an annualized format for the two years succeeding the Application year.
- **C-6** Exhibit C-6 "Credit Rating," provide a statement disclosing the applicant's credit rating as reported by two of the following organizations: Duff & Phelps, Fitch IBCA, Moody's Investors Service, Standard & Poor's, or a similar organization. In instances where an applicant does not have its own credit ratings, it may substitute the credit ratings of a parent or an affiliate organization, provided the applicant submits a statement signed by a principal officer of the applicant's parent or affiliate organization that guarantees the obligations of the applicant. If an applicant or its parent does not have such a credit rating, enter "N/A" in Exhibit C-6.
- C-7 <u>Exhibit C-7 "Credit Report,"</u> provide a copy of the applicant's credit report from Experion, Dun and Bradstreet or a similar organization. An applicant that provides an investment grade credit rating for Exhibit C-6 may enter "N/A" for Exhibit C-7.
- C-8 <u>Exhibit C-8 "Bankruptcy Information,"</u> provide a list and description of any reorganizations, protection from creditors or any other form of bankruptcy filings made by the applicant, a parent or affiliate organization that guarantees the obligations of the applicant or any officer of the applicant in the current year or within the two most recent years preceding the application.
- C-9 <u>Exhibit C-9 "Merger Information,"</u> provide a statement describing any dissolution or merger or acquisition of the applicant within the two most recent years preceding the application.
- C-10 Exhibit C 10 "Corporate Structure," provide a description of the applicant's corporate structure, not an internal organizational chart, including a graphical depiction of such structure, and a list of all affiliate and subsidiary companies that supply retail or wholesale electricity or natural gas to customers in North America. If the applicant is a stand-alone entity, then no graphical depiction is required and applicant may respond by stating that they are a stand-alone entity with no affiliate or subsidiary companies.

<u>Conald</u> J. Colerts Signature of Applicant & Title

Sworn and subscribed before me this <u>18</u> day of <u>May</u>, <u>2020</u> Month Year

Signature of official administering oath

10/12

My commission expires on \_\_\_\_

Official Seal Mark R. Stumpf Notary Public State of Illinois My Commission Expires 10/12/2021

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State of : Illino is

ss. (Town)

County of : <u>Coo</u>k

Ronaldi	J. Robert Affiant, being	duly sworn/affirmed acc	ording to law, deposes an	d says that: He/She
is the	(Office of Affiant) of	Accenture	-668-	

(Name of Applicant); That he/she is authorized to and does make this affidavit for said Applicant,

- 1. The Applicant herein, attests under penalty of false statement that all statements made in the application for certification renewal are true and complete and that it will amend its application while the application is pending if any substantial changes occur regarding the information provided in the application.
- 2. The Applicant herein, attests it will timely file an annual report with the Public Utilities Commission of Ohio of its intrastate gross receipts, gross earnings, and sales of kilowatt-hours of electricity pursuant to Division (A) of Section 4905.10, Division (A) of Section 4911.18, and Division (F) of Section 4928.06 of the Revised Code.
- 3. The Applicant herein, attests that it will timely pay any assessments made pursuant to Sections 4905.10, 4911.18, or Division F of Section 4928.06 of the Revised Code.
- 4. The Applicant herein, attests that it will comply with all Public Utilities Commission of Ohio rules or orders as adopted pursuant to Chapter 4928 of the Revised Code.
- 5. The Applicant herein, attests that it will cooperate fully with the Public Utilities Commission of Ohio, and its Staff on any utility matter including the investigation of any consumer complaint regarding any service offered or provided by the Applicant.
- 6. The Applicant herein, attests that it will fully comply with Section 4928.09 of the Revised Code regarding consent to the jurisdiction of Ohio Courts and the service of process.
- 7. The Applicant herein, attests that it will use its best efforts to verify that any entity with whom it has a contractual relationship to purchase power is in compliance with all applicable licensing requirements of the Federal Energy Regulatory Commission and the Public Utilities Commission of Ohio.
- 8. The Applicant herein, attests that it will comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.
- 9. The Applicant herein, attests that it will cooperate fully with the Public Utilities Commission of Ohio, the electric distribution companies, the regional transmission entities, and other electric suppliers in the event of an emergency condition that may jeopardize the safety and reliability of the electric service in accordance with the emergency plans and other procedures as may be determined appropriate by the Commission.
- 10. If applicable to the service(s) the Applicant will provide, the Applicant herein, attests that it will adhere to the reliability standards of (1) the North American Electric Reliability Council (NERC), (2) the appropriate regional reliability council(s), and (3) the Public Utilities Commission of Ohio. (Only applicable if pertains to the services the Applicant is offering)

11. The Applicant herein, attests that it will inform the Commission of any material change to the information supplied in the renewal application within 30 days of such material change, including any change in contact person for regulatory purposes or contact person for Staff use in investigating customer complaints.

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That the facts above set forth are true and correct to the best of his/her knowledge, information, and belief and that he/she expects said Applicant to be able to prove the same at any hearing hereof.

ACCENTURE INC., MANAGING PARTNER OF ACCENTURE LLP

<u>Ronald</u> <u>A. Coleta</u> Signature of Affiant & Title

Sworn and subscribed before me this <u>18</u> day of <u>May</u>, <u>2020</u> Month Year <u>Mayle R. Stumpf</u> <u>Mayle R. Stumpf</u> Print Name and Title 10/12 My commission expires on \_ Official Seal Mark R. Stumpf Notary Public State of Illinois My Commission Expires 10/12/2021

14-1003-EL-AGG

# Exhibit A-10 "Principal Officers, Directors & Partners"

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Applicant is an Illinois limited liability partnership and its partners are:

Accenture Inc. - Managing Partner

Accenture LLC - General Partner

Accenture Sub Il Inc. - General Partner

# 14-1003-EL-AGG

# Exhibit B-1 "Jurisdictions of Operation"

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Applicant is registered to provide electricity broker services in the following states:

State	Effective Date
Delaware	7/23/14
District of Columbia	9/23/14
Illinois	6/23/14
Maine	6/18/14
Maryland	9/10/14
Massachusetts	10/17/14
New Hampshire	5/13/14
New Jersey	1/21/15
Pennsylvania	1/29/15
Texas	8/23/19

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### Exhibit B-2 Experience & Plans"

Applicant is a nationwide provider of outsourcing, technology, and management consulting services. Applicant is an experienced energy services company that has concentrated on delivering supply-side savings to its clients as part of a set of enterprise energy management services. It has offered utility rate tariff analysis services since 1986 and has been assisting its clients in analyzing deregulated supply opportunities versus price-to-compare or default service since 2000. Applicant provides services to commercial and industrial clients (not residential) helping its clients manage their supply-side utility expenditures. In deregulated markets such as Ohio, Applicant assists clients in procuring low-cost supply when it is competitive with price-to-compare rates.

14-1003-EL-AGG

# **Exhibit B-3 Disclosure of Liabilities and Investigations**

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We are involved in a number of judicial and arbitration proceedings concerning matters arising in the ordinary course of our business. We and/or our personnel also from time to time are involved in investigations by various regulatory or legal authorities concerning matters arising in the course of our business around the world. We do not expect that any of these matters, individually or in the aggregate, will have a material impact on our results of operations or financialcondition. Accenture LLP 14-1003-EL-AGG

# Exhibit C-1 "Annual Reports"

Attached to this Exhibit C-1 are the two most recent annual reports to shareholders of Accenture PLC, parent company of Accenture LLP.

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### Annual Report 2018

https://otp.tools.investis.com/clients/us/accenture/SEC/secshow.aspx?Type=html&Filingld=13099040&Cik=0001467373

#### Annual Report 2019

https://otp.tools.investis.com/clients/us/accenture/SEC/secshow.aspx?Type=html&FilingId=13788495&Cik=0001467373

# 14-1003-EL-AGG

# Exhibit C-2 "SEC filings"

Accenture LLP is a unit of Accenture PLC, a publicly traded company listed on the NYSE (symbol: ACN). Accenture LLP does not maintain separate financial statements. Attached below are the links to the most recent 10-K/8-K filings of Accenture PLC.

# 1. Link to Accenture plc 2018 10-K 24/10/2018

https://otp.tools.investis.com/clients/us/accenture/SEC/secshow.aspx?Type=html&FilingId=13021047&CIK=0001467373&Index=10000

# 2. Link to Accenture plc 2019 10-K 29/10/2019

https://otp.tools.investis.com/clients/us/accenture/SEC/secshow.aspx?Type=html&FilingId=13704276&CIK=0001467373&Index=10000

# 3. Links to 8-K March 19, 2020

https://otp.tools.investis.com/clients/us/accenture/SEC/secshow.aspx?Type=html&FilingId=14017222&CIK=0001467373&Index=10000

# 4. Links to 8-K January 30, 2020

https://otp.tools.investis.com/clients/us/accenture/SEC/secshow.aspx?Type=html&FilingId=13873810&CIK=0001467373&Index=10000

# 5. Links to 8-K January 29, 2020

https://otp.tools.investis.com/clients/us/accenture/SEC/secshow.aspx?Type=html&FilingId=13869591&CIK=0001467373&Index=10000

# 6. Links to 8-K January 13, 2020

https://otp.tools.investis.com/clients/us/accenture/SEC/secshow.aspx?Type=html&FilingId=13842294&CIK=0001467373&Index=10000

# 14-1003-EL-AGG

# Exhibit C-3 "Financial Statements"

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Financial statements of Accenture PLC are included in the 10-K filings, the link to which is provided in Exhibit C-2 above.

14-1003-EL-AGG

# Exhibit C-4 "Financial Arrangements"

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(NOT APPLICABLE)

# 14-1003-EL--AGG

# Exhibit C-5 "Forecasted Financial Statements"

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Applicant does not maintain separate financial statements for its CRES operation as the amounts are not material to Applicant's financial statements. Applicant projects the following for its revenue from CRES operations (revenue consists of fees and commissions only; Applicant does not take title to energy):

Calendar Year	CRES: Projected Revenue
2020	\$95,254
2021	\$77,339

<u>,</u>

14-1003-EL-AGG

# Exhibit C-6 "Credit Rating"

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Attached with this Exhibit C-6 are recent credit ratings of Accenture PLC issued by Moody's, S&P and Fitch.

# FitchRatings

# Fitch Affirms Accenture's IDR at 'A+'; Outlook Stable

Fitch Ratings - Chicago - 13 December 2019:

Fitch Ratings affirms Accenture plc and its subsidiaries' Long-Term Issuer Default Rating (IDR) at 'A+'. The Rating Outlook is Stable. Fitch also affirms Accenture's Short-Term IDR at 'F1'. Fitch's actions affect \$1 billion of debt, including the undrawn revolving credit facility.

The ratings and Outlook reflect Accenture's strong operating profile due to its market leadership as the largest independent consulting provider with a global footprint at scale. Conservative financial policies, including minimal debt from funding acquisitions and capital returns with FCF also support the rating. Although profit margins are low for the current rating, Accenture's diversified industry and customer relationships and high recurring revenue model drives Fitch's expectations for solid operating performance through macroeconomic cycles.

#### **Key Rating Drivers**

Strong Market Position: Fitch believes Accenture's global scale and leading market positions should enable the company to capitalize on secular growth in digital, cloud and security spending. Accenture's significant organic and inorganic investments in developing new capabilities, combined with its broad-based industry and customer exposure have enabled Accenture to continue to meaningfully outpace the growth rates of its closest multi-national competitors, IBM Corp. and DXC Technology Company (DXC), both of which are facing top line headwinds from greater mix of legacy service offering.

Expectation for Minimal Leverage: Absent a significant acquisition, which is inconsistent with Accenture's growth strategy, Fitch expects the company will remain largely debt-free given the company's ability to fund tuck-in deals with cash flow. Even assuming the company drew on its \$1 billion CP program, leverage metrics would remain near zero. However, Fitch believes Accenture has grown increasingly comfortable with debt over time and, were a large acquisition being contemplated, would become a first time issuer. Fitch believes that Accenture views its credit profile as a strategic asset as it bids for long-term consulting and outsourcing partnerships with customers.

Building capabilities through acquisitions: Fitch expects Accenture will remain acquisitive as the company builds digital, cloud and security capabilities and strengthens its industry practices. However, Fitch anticipates acquisitions will be small tuck-in deals focused on enabling technologies or talent within the context of an increasingly competitive labor market. The IT service industry's marginal ability to maintain differentiated products and services drives dependency on hiring and retaining talent. Fitch forecasts acquisition spending will represent roughly 25% of pre-dividend FCF, up from roughly 20% on average over the past four years.

Resilient Operating Model: Accenture's ratings reflect its top line stability through recurring, long-term outsourcing contracts (nearly half of revenues). Fitch believes Accenture's diversified geographic, vertical, and services revenue also buffer the company from cyclical pressures, including expectations for mid-single-digit revenue growth in 2020 supported by \$45.5 billion of new bookings in fiscal 2019, two-thirds of which are in digital, cloud and security services. During the 2008-2010 downturn revenues declined by less than 10% and

#### 12/17/2019

#### Press Release

operating margins remained in line with historical trends, demonstrating the company's ability to manage costs through a cycle.

Low Margins, Cash Flow for the Rating: Fitch expects Accenture's profit margins will remain low for the current rating, although the company has solid operating profit margins compared with its IT services peer group. Efficiency initiatives, including shifting costs from high- to low-cost geographies and higher order technology projects, have driven profit margin expansion, although Fitch expects profit margin contraction over time as the mix of revenue from traditional outsourcing increases, while additional uplift will be constrained by price step-downs and incremental acquisitions operating at sub-scale.

#### **Derivation Summary**

Accenture's ratings reflect its market leadership and diversified service capabilities resulting in consistently above market revenue growth, expectations for conservative financial policies, including negligible leverage metrics, and strengthening recurring FCF driven by cumulative investments in developing digital and cloud offerings. Accenture has outperformed other large independent IT services peers IBM and DXC (BBB+/Negative), due in part to fewer acquisitions and secular headwinds related to legacy businesses. Its consulting peers are growing faster than Accenture but lack the diversification of service offerings and are constrained by regulations on their audit businesses, while India-based IT services firms benefit from a low-cost model but remain challenged moving up the technology stack, due in part to their comparatively low financial flexibility. Fitch anticipates Accenture's balance sheet to remain debt free over beyond any short-term uptick to support greater than expected acquisition spending, given the FCF generation and management's strategic commitment to maintaining a strong investment grade rating.

#### **Key Assumptions**

Fitch's Key Assumptions Within Our Rating Case for the Issuer:

--Mid-single-digit revenue growth in fiscal 2020, tapering down to low single digit growth;

--EBITDA margins to stabilize in the high teens;

--The rating case also includes \$1.6 billion-\$1.8 billion of annual acquisition spend at a 5.0x revenue multiple;

--Shareholder returns remain a priority with 35%-40% of FCF being returned to shareholders through dividend payouts and net shareholder repurchases of approximately \$2 billion annually.

#### **RATING SENSITIVITIES**

Developments That May, Individually or Collectively, Lead to Positive Rating Action

--Fitch's expectation for FCF margins durably sustained above 10%;

--Sustained low- to mid-single-digit revenue growth, while maintaining a conservative financial policy.

#### Press Release

Developments That May, Individually or Collectively, Lead to Negative Rating Action

--Aggressive debt financed acquisition strategy;

--Gross leverage (total debt to EBITDA) sustained above 1.25x.

#### Liquidity and Debt Structure

Strong Liquidity; No Debt: Accenture maintains a sizeable cash balance of \$6 billion and an undrawn \$1 billion Revolving credit facility which backstops an undrawn CP facility. The company has no material debt on its balance sheet. Fitch expects FCF to remain in the \$6.0 billion-\$6.5 billion range, as the company continues its acquisition and shareholder return policy.

#### **Summary of Financial Adjustments**

Fitch has made no material adjustments that are not disclosed within the company's public filings.

#### **ESG Considerations**

Unless otherwise disclosed in this section, the highest level of ESG credit relevance is a score of 3. ESG issues are credit neutral or have only a minimal credit impact on the entity, either due to their nature or the way in which they are being managed by the entity.

DATING ACTIONS

ENTITY/DEBT	RATING	PRIOR
Accenture Capital Inc.	LT IDR A+ <b>Ō</b> Affirmed	A+ <b>Ö</b>
	ST IDR F1 Affirmed	F1
senior unsecured	LT A+ Affirmed	A+
senior unsecured	ST F1 Affirmed	F1
Accenture plc	LT IDR A+ 单 Affirmed	A+ <b>O</b>
	ST IDR F1 Affirmed	F1

12	2/17/2019		Press Release	
	Accenture International Capital SCA	LT IDR A+ <b>o</b> Affirmed		A+ <b>O</b>
		ST IDR F1 Affirmed		F1
	senior unsecured	LT A+ Affirmed		A+
	senior unsecured	ST F1 Affirmed		F1

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Additional information is available on www.fitchratings.com

## FITCH RATINGS ANALYSTS

Primary Rating Analyst Jason Pompeii Senior Director +1 312 368 3210 Fitch Ratings, Inc. One North Wacker Drive Chicago 60606

Secondary Rating Analyst Pallavi Nanda Associate Director +1 646 582 4567

Committee Chairperson David Peterson Senior Director +1 312 368 3177

# **MEDIA CONTACTS**

Elizabeth Fogerty New York +1 212 908 0526 elizabeth.fogerty@thefitchgroup.com

#### **Applicable Criteria**

Corporate Rating Criteria (pub. 19 Feb 2019) Short-Term Ratings Criteria (pub. 02 May 2019) Parent and Subsidiary Rating Linkage (pub. 27 Sep 2019) Corporates Notching and Recovery Ratings Criteria (pub. 14 Oct 2019)

#### Additional Disclosures

Dodd-Frank Rating Information Disclosure Form Solicitation Status Endorsement Policy

#### DISCLAIMER

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# CREDIT OPINION

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**VESTORS SERVICE** 

24 March 2020

#### Update



#### RATINGS

Accenture plc Domicile Long Term Rating Type Outlook

Dublin, Ireland Aa3 LT Issuer Rating - Fgn Curr Stable

Please see the <u>ratings section</u> at the end of this report for more information. The ratings and outlook shown reflect information as of the publication date.

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# Accenture plc

Accenture's credit profile remains strong despite a deteriorating global economic outlook

#### Summary

Accenture's credit profile benefits from a diversified business model supported by longterm relationships with the largest global companies, a stellar reputation and conservative financial policies. Over the years, Accenture has consistently gained share in the IT services market and expanded into new segments, spurred by its ability to offer new digital capabilities. Accenture's ability to incorporate innovative technologies in an evolving IT landscape is unmatched among large IT service providers and puts the company ahead of its competition. Accenture offers its clients a unique combination of digital expertise and the ability to advise, implement and manage projects as a one-stop shop. Historically, the company has been able to grow revenue faster than its largest US industry peers due to its strength in helping clients modernize IT infrastructures and navigate complex digital transformations. Profitability benefits from an efficient mix of onshore and offshore resources, with a large proportion of the workforce in low cost locations such as India and the Philippines.

Accenture's top line benefits from stable long-term outsourcing contracts and a deep network of client relationships, but revenue growth relies on the timing of corporate IT budgets, which can be delayed in the event of a downturn. Travel restrictions and an overall global economic slowdown due to the coronavirus outbreak could slow down Accenture's impressive growth trajectory. In addition, Accenture competes with several strong US and offshore players in a consolidating and evolving technology services industry. A strong liquidity position, conservative financial policies and the company's flexible cost structure mitigate these risks.

#### Exhibit 1

# Accenture's Operating Margin and Cash Flow from Operations Support a Stable Credit Profile (\$ in USD billions)



Source: Moody's Financial Metrics and Moody's Estimates

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#### **Credit Strengths**

- » Leading IT services firm with global scale and low-cost offshore infrastructure
- » Market leader in digital solutions with long-term tailwinds
- » Strong revenue growth track record outpacing US peers, stable free cash flow profile
- » Diversified client base, long-standing relationships and high retention rates

#### Credit Challenges

- » Strengthening of global competitors and the consolidation of IT services firms could pressure long-term profitability
- » Cyclical delays in IT spending could pause revenue growth
- » Heightened M&A in the technology industry and the potential for shifting alliances

#### **Rating Outlook**

The stable outlook reflects the expectation that Accenture will sustain a very strong credit profile, even in a recessionary environment. Despite the global slowdown linked to the coronavirus outbreak, we expect management's ability to control cost will sustain operating margins within a 13%-15% range over the next 12 months, and the company's conservative financial policies will keep Moody's adjusted leverage below 1x.

#### Factors that Could Lead to an Upgrade

» The rating could be upgraded if Accenture maintains organic revenue growth exceeding that of the market, significantly expands operating margins, and commits to maintaining debt to EBITDA at the current level.

#### Factors that Could Lead to a Downgrade

» The rating could be downgraded if revenues, operating income, or free cash flow were to decline on a sustained basis. The rating could also be lowered if adjusted debt increases meaningfully such that leverage (Moody's adjusted debt/EBITDA) exceeded 1.5x for an extended period of time.

#### **Key Indicators**

Accenture					<u> </u>	<u> </u>
	2015	2016	2017	2018	2019	2019 Nov LTM
Revenue (USD Billion)	\$32.9	\$34.8	\$36.8	\$40.6	\$43.2	\$44.0
EBITA Margin	14.2%	14.3%	16.1%	16.9%	15.2%	15.5%
Debt / EBITDA	0.5x	0.6x	0.6x	0.5×	0.6x	0.5x
EBITA / Interest	43.0x	49.8x	40.3x	45.4x	50.6x	46.9x
RCF / Net Debt	-200.5%	-299.7%	-84,839.2%	2,473.1%	-373.5%	-474.8%

Historical results prior to September 1, 2018 reflect pre-ASC 606 rules.

Source: Moody's Financial Metrics<sup>TM</sup>

This publication does not announce a credit rating action. For any credit ratings referenced in this publication, please see the ratings tab on the issue:/entity page on www.moodys.com for the most updated credit rating action information and rating history.

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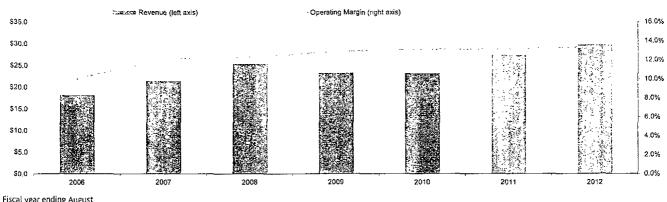
#### Profile

Accenture plc is a global management consulting, technology services, and outsourcing provider with annual gross revenues of more than \$43 billion as of the fiscal year ending August 2019.

#### **Detailed Credit Considerations**

Coronavirus outbreak expected to slow down growth, but business model is relatively resilient during economic cycles The rapid and widening spread of the coronavirus outbreak and deteriorating global economic outlook are creating a severe and extensive credit shock across many sectors, regions and markets. The combined credit effects of these developments are unprecedented. IT corporate budgets and digital transformation projects could be delayed as a result of economic conditions, which could slow down expected growth for the IT services industry. To preserve cash in a downturn, companies may postpone new projects to modernize IT functions, which would delay Accenture's growth opportunities. However, new projects to support mobility and remote-working capabilities across Accenture's client base could partially offset the overall negative impact. Public sector clients could also provide some relief as they rely on Accenture to ramp up virtual capabilities to address the virus outbreak. Travel restrictions will reduce consulting revenue reimbursements but will also diminish cost, reducing the impact to cash flow. However, Accenture's ability to generate new bookings could be temporarily impaired by the travel limitations imposed on its consulting workforce and sales teams. Our previous expectation for mid single-digit revenue growth in the IT services sector over the next twelve months could be materially reduced by the impact of COVID-19 on the global economy.

During the recent financial crisis, Accenture experienced a -8% revenue decline between fiscal years 2008 and 2009 but it was able to generate high levels of cash flow and profits even as revenue fell. Revenue returned to an impressive 18% growth between fiscal years 2010 and 2011, as delayed projects returned to the pipeline. A large percentage of Accenture's costs are variable with a labor force that can be reduced during a downturn. Accenture's recurring revenue stream is secured by long-term contracts, high customer retention rates (which we estimate to be well over 90%), and a diversified customer base in multiple industries. The company's performance was also supported by customer demand for services that help streamline their business and IT processes, and reduce infrastructure costs.



#### Exhibit 3 Accenture's revenue recovered quickly after the 2008 financial crisis (\$ in USD billions)

Regardless of economic climate, businesses will need to manage their IT systems cost-effectively and without disruption. In addition, risk management, regulatory compliance, and data security have become greater priorities for management teams. Global enterprises and government agencies will continue to integrate their businesses, functions, and underlying systems, which is a process that often requires an overhaul of older systems to achieve greater efficiency and productivity. In addition, the continuing shift towards cloud computing and other digital technologies should provide further growth opportunities for Accenture over the next five years, despite temporary delays in IT budgets in the event of a global downturn.

Fiscal year ending August Source: Moody's Financial Metrics™

For the fiscal year ended August 31, 2019, Accenture generated robust revenue growth of 8.5% in local currency (9% for the first quarter of 2019) with strength across virtually all geographies and industry groups. Despite its very large scale with over \$43 billion in annual revenue, Accenture continues to deliver very strong growth, ahead of other large IT providers. By investing earlier and more effectively than its global peers, Accenture will likely continue to capitalize on the growth of digital and cloud related solutions (e.g., multi-cloud architecture migrations, mobile enterprise, data analytics, cybersecurity, artificial intelligence and other).

Over the next five years, we expect sustained revenue growth to continue for Accenture driven by its ability to anticipate demand for new technologies, a strong track record of execution and favorable industry dynamics. Positive factors include the ongoing demand for consulting and outsourcing services as companies continue to seek ways to use technology to reduce costs, increase efficiency, and enhance functionality. Historically, IT services have focused on systems and tools that supported back-office processes, with cost reduction as the main goal. However, digital disruption and evolving technologies continue to force business models to adapt, which drives strong demand for new IT needs from front-office corporate functions. Mobile applications, digital marketing, data analytics, software engineering services and other new digital technologies are examples of this trend, which has expanded corporate IT budgets beyond traditional IT departments and into front-office corporate functions. We believe Accenture's ability to invest in new digital capabilities ahead of other competitors will continue to drive growth above industry peers.

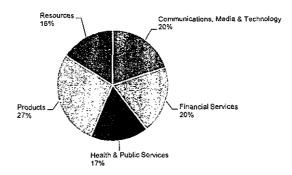
#### Strong market position as largest independent IT services firm

We expect that Accenture will continue to gain market share as its growth will likely outpace that of its largest US competitors: IBM Global Services, Cognizant Technology Solutions and DXC Technology. As an independent IT services firm, we believe that Accenture benefits from playing the role of a neutral, unbiased channel partner and advisor. Most enterprise hardware and software providers request Accenture's support to implement and educate corporate clients when launching new products. Clients, meanwhile, rely on Accenture to navigate a complex IT landscape and select the best option as the firm is not aligned with a specific solution or product suite.

Accenture's size and global reach allow the company to attract a diversified client base of multinational corporations and public sector agencies. Accenture also benefits from high barriers to entry given its highly-scalable offshore labor infrastructure, deep customer base and financial strength, which allows the company to remain a leading player in the IT services industry globally.

In addition, Accenture has a highly diversified business profile as measured by its geographic revenue distribution, industry verticals, service offerings, and customer concentration. More than half of total revenue is derived outside of North America with Europe and Growth Markets accounting for 34% and 20% of total revenue, respectively, for the fiscal year ending August 31, 2019.

#### Exhibit 4 Accenture's Revenue by Product Segment [1]



[1] Data as of FY 2019 Source: Company filings

Accenture also has a diversified client base. Additionally, about 56% of revenues are generated from consulting versus 44% from the outsourcing segment, which provides revenue stability due to the long-term nature of outsourcing arrangements.

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Exhibit 5 Revenue by geographic region

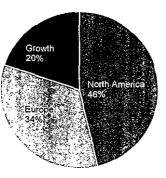
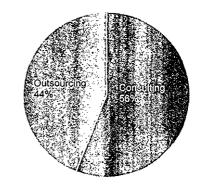


Exhibit 6 Revenue by segment



Source: Company filings

Source: Company filings

# Offshore infrastructure supports competitive market position and profitability but growing foreign competitors could change the landscape

Accenture has an industry leading global footprint in which the majority of its overall workforce is located offshore. Accenture's overall headcount is 505,000 (as of November 2019), with concentration in India and the Philippines. This network enables the company to deliver comprehensive and specialized services and cost-effective solutions to clients in all time zones.

India-based IT service providers such as Tata Consultancy Services, Infosys Technologies, and Wipro have grown more rapidly in the past 15 years with operating margin percentages exceeding their US counterparts (in excess of 20% for the top Indian outsourcers versus low to mid-teens percentage for the leading US firms), driven principally by labor cost advantages and less complex engagements. However, the Indian labor market continues to be stressed by rising wages as demand has increased not only from local employers but also from the multinational firms seeking to expand offshore infrastructure.

Although we believe India will remain the leading targeted location for offshore infrastructure, higher wages and pricing pressures from clients will provide little opportunity for operating margin growth. We expect Accenture to continue to migrate its labor force abroad to India as well as other foreign locations (e.g., Philippines, China, Eastern Europe, and Latin America) to combat rising competition and the growing trend towards outsourcing services, which tend to be lower margin than consulting services.

#### Outsourcing provides stability but may limit margin expansion if the contribution to revenue mix grows

Outsourcing services represents about 44% of total revenues, with the remainder largely from consulting. Demand for outsourcing services remained strong during the 2008 financial downturn as companies sought ways to reduce costs and the segment has slowly grown over the years from 40% of revenue in fiscal 2008 to the current 44% contribution. Outsourcing contracts can provide stability due to their long-term nature (e.g. 5-7 years), but this segment has an operational and financial risk profile that differs from the consulting business, which consists of management and technology consulting, and system integration services (e.g., implementation of enterprise software and digital solutions).

When Accenture enters into an outsourcing arrangement, the company either has to take over certain operations in which client personnel or subcontractors are transferred to the company or develop its own internal team. Outsourcing contracts usually have longer contractual terms than consulting projects and typically have lower gross margins, especially during the initial years of the contract. As new contracts are taken on and outsourcing activity increases, profit margins are likely to be negatively impacted compared to historical levels due not only to the shift in service line offerings (from consulting to outsourcing), but also to the start-up investment required during the early stages of new outsourcing contracts. However, Accenture maintains an "asset light" approach by focusing on application outsourcing and business process outsourcing instead of the more capital-intensive infrastructure outsourcing.

While demand for outsourcing services is expected to continue as companies seek to reduce costs, new digital technologies and changes in IT strategies, such as shorter "agile" IT implementations will contribute to strong revenue growth in the consulting segment as well. We expect Accenture's outsourcing (44%) and consulting (56%) revenue mix will remain relatively stable, combining long-term, lower margin outsourcing projects with short-term, high margin consulting engagements. In addition, Accenture will be able to support its consolidated operating margins with higher offshore mix, the continued expansion of its global workforce, increased automation, and new projects related to cloud migration and data analytics.

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#### Industry consolidation could alter competitive landscape as peers seek to close the digital gap

Accenture competes with several large IT providers, including International Business Machines (IBM), Cognizant, DXC Technology (DXC), Capgemini, Tata Consulting and other global IT players. As a result of its diversified business profile, Accenture also competes with other large global firms in certain markets beyond IT services, such as Publicis and WPP within its digital marketing practice. The consulting segment also competes with the big 4 accounting firms, as well as specialized management consulting shops such as Boston Consulting Group or McKinsey. Accenture's diversified offerings create a one-stop-shop for its clients technology needs, which we view as a competitive advantage. The company can offer a wide range of services from strategic advisory to implementation and ongoing support services, which creates long-term partnerships across its client base and contributes to a very stable business profile.

Continued consolidation in the IT industry could threaten Accenture's market position as competitors with enough scale may be able to put together more comprehensive solutions and exert greater pricing pressure. Accenture has been one step ahead of its competition investing in new digital technologies, but peers have taken notice and continue to deploy capital to catch up. The recent acquisitions of Red Hat by IBM, Altran by Capgemini and Luxoft by DXC, among other transactions, are examples of competitors seeking to close the digital gap through M&A. Furthermore, the consolidation of the overall technology industry could reduce market opportunities for Accenture if a key partner were to be acquired by a leading hardware or software provider with its own services arm or preferred channel network.

#### Conservative financial policies and very low leverage

Based on Moody's standard adjustments, which includes an operating lease adjustment of about \$3.4 billion and a pension adjustment of \$1.2 billion, Accenture's adjusted debt was \$4.5 billion as of November 30, 2019 with debt/EBITDA leverage of roughly 0.5x. Accenture does not have any material reported debt, and we do not anticipate the company will take on debt absent a substantial acquisition.

During the trailing twelve months ended November 2019, Accenture's adjusted cash flow from operations of \$7.0 billion exceeded the sum of its spending for share buybacks (about \$1.7 billion, net of proceeds from the issuance of shares), M&A (\$1.1 billion), and dividends (\$1.4 billion). We expect Accenture to continue to engage in small to modest-sized acquisitions to enhance technological capabilities, expand service offerings, and increase its presence in certain industries and geographies, similar to recent acquisitions.

#### **ESG** considerations

Accenture's exposure to environmental risks is low. It is an IT services company and the primary environmental impact arises from the company's use of electricity to power its systems, use of water resources and carbon footprint in connection with the travel requirements of its consulting workforce. The company has acknowledged the increasing social awareness to address climate change and has committed to using 100% renewable energy across its global operations by 2023.

Accenture remains exposed to social risks connected to changes in immigration laws and the availability of skilled human capital, which could result in higher employee and administrative costs, leading to margin erosion. In recent years, several measures have been proposed and implemented by legislators to restrict the employment of foreign workers and encourage the creation of jobs in the US and Europe, which could limit Accenture's ability to optimize its workforce. For example, the US has introduced bills that increase the prevailing wage requirements for H1-B visas and create stringent annual quotas. We regard the coronavirus outbreak as a social risk under our ESG framework, given the substantial implications for public health and safety.

Accenture will benefit from demographic and societal trends that have led new generations to embrace technology and drive demand for tech-enabled services. IT providers will continue to support increased productivity through technology. Demand for technology services will continue to increase as clients across all sectors of the economy increasingly demand new digital ways to conduct

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business. Failure to adopt technological advancement will result in competitive risks and disruption. Accenture is well positioned to benefit from these social tailwinds.

We expect Accenture's management to continue to support conservative financial strategies and a strong investment grade credit profile. Large global corporations favor stability and a strong credit profile when seeking long-term outsourcing partners. We believe Accenture views its strong investment-grade credit profile as an operational advantage. Accenture's large international presence creates FX risks but the company has a hedging program in place that mitigates exposure to foreign currency fluctuations. As a public company subject to SEC filing requirements, we view Accenture's disclosure and reporting as appropriate.

Julie Sweet, the new CEO appointed in July 2019, has a strong track record as former CEO of Accenture's North American segment. We expect a continuation of the company's conservative financial policies and overall strategy of innovation. The appointment of Julie at the helm of the company aligns with Accenture's commitment to diversity and its efforts to narrow the gender gap. The firm has set an internal goal to achieve a 50/50 gender balance by 2025. Accenture's board of directors includes five women (42%), including the CEO and lead director.

#### Liquidity Analysis

Accenture maintains excellent liquidity, based on the expectation of continued robust free cash flow and high cash balances. The company generated about \$4.3 billion of free cash flow for the twelve months ended November 30, 2019, after dividends of \$1.4 billion. Accenture had \$5.8 billion of cash and cash equivalents at November 30, 2019. In addition, Accenture has an undrawn \$1.0 billion revolver. We expect the company to remain in compliance with its covenants over the next twelve months.

#### Methodology and Scorecard

The scorecard-indicated outcome for Accenture is Aa3, in line with the assigned Aa3 rating.

#### Exhibit 7

Accenture plc

Business and Consumer Service Industry Grid [1]	Curr LTM 11/		Moody's 12-18 Month F	Moody's 12-18 Month Forward View [2]		
Factor 1 : Scale (20%)	Measure	Score	Measure	Score		
a) Revenue (USD Billion)	\$44.0	Aa	>\$42.0	Aa		
Factor 2 : Business Profile (20%)		·				
a) Demand Characteristics	Aa	Aa	A	Aa		
b) Competitive Profile	A	A	A	A		
Factor 3 : Profitability (10%)						
a) EBITA Margin	15.5%	Ва	>13.5%	В		
Factor 4 : Leverage and Coverage (40%)		······································	,			
a) Debt / EBITDA	0.5x	Aa	<0.7x	Aa		
b) EBITA / Interest	46.9x	Aaa	>35.0x	Aaa		
c) RCF / Net Debt	-474.8%	Aaa	<-350%	Aaa		
Factor 5 : Financial Policy (10%)			<u> </u>			
a) Financial Policy	A	Α	A	A		
Rating:			<u> </u>	·		
a) Indicated Rating from Grid	··· ···	Aa3	· <u> </u>	Aa3		
b) Actual Rating Assigned			<b></b>	Aa3		

 All ratios are based on 'Adjusted' financial data and incorporate Moody's Global Standard Adjustments for Non-financial Corporations
 This represents Moody's forward view; not the view of the issuer; and unless noted in the text, does not incorporate significant acquisitions and divestitures. Source: Moody's Financial Metrics<sup>TM</sup>; Moody's Investors Service estimates

#### Exhibit 8

#### Moody's-adjusted debt breakdown

Operating Leases Moody's-Adjusted Debt	2,161.3	2,552.9	3,229.5	3,116.2	3,512.7	3,362.4
Pensions	663.7	964.9	867.2	880.1	1,152.7	1,152.7
As Reported Debt	27.4	27.2	25.1	25.0	22.7	19.6
(in US Millions)	FYE Aug-15	FYE Aug-16	FYE Aug-17	FYE Aug-18	FYE Aug-19	LTM Ending Nov-19

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All figures are calculated using Moody's estimates and standard adjustments. Source: Moody's Financial Metrics  $^{T\!M}$ 

#### Exhibit 9

#### Moody's-adjusted EBITDA breakdown

(in US Millions)	FYE Aug-15	FYE Aug-16	FYE Aug-17	FYE Aug-18	FYE Aug-19	LTM Ending Nov-19
As Reported EBITDA	5,071.0	6,348.9	5,433.4	6,754.4	7,167.5	7,546.4
Pensions	3.2	15.0	22.4	39.2	45.0	46.5
Operating Leases	547.2	578.1	617.0	653.5	666.5	680.9
Unusual	64.4	-848.8	510.0	0.0	0.0	0,0
Moody's-Adjusted EBITDA	5,685.8	6,093.2	6,582.8	7,447.2	7,879.0	8,273.8

All figures are calculated using Moody's estimates and standard adjustments.

Source: Moody's Financial Metrics<sup>TM</sup>

#### Exhibit 10

#### Peer Snapshot

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	Aug-18	41.g-18	No.11	Die	Dec.1p	54,0-14	N.17-18	May-15	Nor-10	11-01	Iun-15	(Xx - 13	CCT IS	G. 1.17	~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~
Revenue	\$40,\$93	\$43,215	\$43,568	\$79,139	\$79.591	\$77,131	\$39,383	\$39,508	\$39,583	\$110,360	\$125,643	\$134,249	\$30 852	\$29 135	\$29.1
Operating Profe	57,447	\$7,679	\$8.274	\$18,298	\$18,563	\$18,856	\$16.512	518,437	\$18,229	\$51,100	\$59,789	\$66,387	\$4,757	\$4 819	\$4,3
EBITDA	\$4,021	\$4,688	\$4,535	\$31,442	\$31,026	\$58,961	\$71,307	\$55 832	\$61,138	\$105,507	\$103,461	\$102,935	\$3.794	\$5,769	\$5,7
Total Debt	\$5,081	\$6,127	\$5,811	512,580	\$11,997	\$10,820	\$21,620	\$20,514	\$24,540	\$135,830	\$138,458	\$137,008	\$4,630	\$3,753	\$3,7
Cash & Cash Equiv	15 0%	15 2%	15 5%	17 3%	17.2%	17 3%	42.6%	42 0%	41 2%	37 7 %	38.6%	40 6%	7.2	7.9%	7 9
EBIT/Int Exp	38 1x	50 6x	48 9×	\$1.9x	10 7x	8 1 s	7 Sx	7 6x	7.8x	14 3x	16 6x	18 9x	5.94	8 6x	8
Debt / EBITOA	0.5×	0 Ex	0 5×	1 7x	1.7g	3 1x	3.%	3.6×	347	2 1x	17:	164	Q 8 <sub>X</sub>	1.21	1
RCF / Not Debt	-485 2%	-\$73.5%	-474 8%	28.4%	50 9 %	18 6%	25.0%	26.4%	32 7%	120 4%	172 TX	179 5%	-652.8%	249 74	249 3
CF / Debt	93 1%	85 6%	<b>\$5 5%</b>	20.3%	15 8%	8 9%	14 7%	16 3%	16 4%	16 6%	24 9%	26 3%	13 2%	60.6%	10 6
South Monty's Farance Maters ** Al	I forme & man ret Jan me	o Hood/ + Thundes & de	mind when made 2	T - franci Younfed i T	A Last Templet Merchan	Kall" + Relevas center Rant	ex stary UPG + Bracore	te and Divit - to aborrow	-						

Source: Moody's Financial Metrics™

#### Ratings

Exhibit 11

Category	Moody's Rating
ACCENTURE PLC	·····
Outlook	Stable
Issuer Rating	Aa3
Course, Mandule Investore Convice	

Source: Moody's Investors Service

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# **S&P Global** Ratings

# **RatingsDirect**<sup>®</sup>

# Accenture PLC

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Related Criteria

# Accenture PLC

Business Risk: STRONG					Issuer Credit Rating
	<b>)</b> ·	aa-	a+	a+ ≴	issuer credit Rating
Vulnerable	Excellent	0	······ <b>o</b> / / ~~	· · · · · · · · •	
		•••••••••••			
Financial Risk: MINIMAL		·····			A+/Stable/
in a instance of the second	0	•••••••••••			
Highly leveraged	Minimal	•••••••••••			
		Anchor	Modifiers	Group/Gov't	

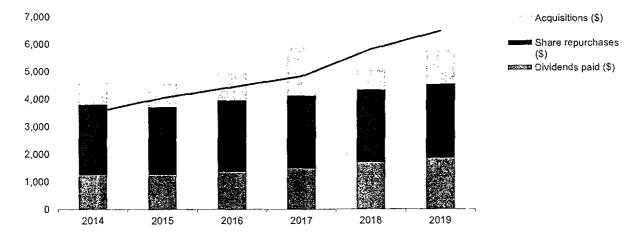
# **Credit Highlights**

Credit Highlights	
Key strengths	Key risks
Significant operating scale and diverse long-term customer base	Highly competitive environment where cross industry and digital expertise is paramount
Well-diversified end markets and a high percentage of sales from digital oriented transformational projects	Fast growing solutions require retooling of talent pool to ensure consistent services quality and relevance
Strong free cash flow generation and a balanced financial policy	Slowing IT or digital spending could reduce demand for Accenture's services

We view Accenture's global scale and industry expertise favorably despite intensifying competition. In recent years, digital spending has become an increasingly larger portion of enterprise IT budgets, and firm-wide technology transformation is now critical to companies' success. As a result, traditional management consultants are dabbling in IT services (ITS), and large ITS providers, such as Accenture, continue to hone their strategy and consulting skills. Accenture is one of the early starters of pivoting to digital services, from which it now generates a large portion of revenues. Its global scale, industry know-how, and established client relationships underpin its revenue growth that is faster than overall IT spending and gradual EBITDA margin expansion. Longer term, we expect the industry dynamic to diminish the predictability of contract revenue and widen the scope of projects as companies' business models evolve and their technology needs change. As a result, Accenture's contract length and profitability could become more erratic.

We believe the company's balanced financial policy and strong free cash flow generation supports future growth. Accenture has a net cash financial position with approximately \$5.8 billion of cash on hand and minimal amount of funded debt as of Nov. 30, 2019. Robust annual free cash generation over the years (which peaked at \$6 billion in 2019), gives Accenture the flexibility to continue tuck-in acquisitions coupled with shareholder return activities without diminishing overall credit quality. We expect the company will continue to make acquisitions to scale and grow its digital, cloud, and security capabilities over the coming years to meet growing demand. Furthermore, the company maintains a capital-light operating model and continues to enhance digital skillsets and infrastructure.

# Chart 1



### Accenture: Capital Allocation

FOCF--Free operating cash flows. Source: S&P Global Ratings and company data. Copyright © 2020 by Standard & Poor's Financial Services LLC. All rights reserved.

# Outlook: Stable

The stable outlook on Dublin-based technology consulting and services company Accenture PLC reflects S&P Global Ratings' expectation that the company will maintain low- to mid-single-digit revenue growth and stable EBITDA margins, and continue to exhibit strong credit measures.

### Upside scenario

Highly competitive industry conditions and a business profile somewhat narrower than that of its 'AA-' rated peers limit the possibility of an upgrade.

### Downside scenario

We could consider lowering the rating if Accenture's business position and profitability deteriorate, or if the company engages in large debt-financed acquisitions or aggressive shareholder return practices, such that the company's leverage exceeds and remains above 1.5x.

# **Our Base-Case Scenario**

- Global real GDP growth of 3.2% in 2020.
- U.S. real GDP growth of 1.9% in 2020.
- Global IT spending growth in the low-single-digit percent area in 2020.
- Accenture's revenue growth in the low- to mid-single digits in fiscal 2020 and 2021, slightly higher than the overall IT environment, supported by its vertical expertise and in-depth digital capabilities.
- Somewhat softer revenue growth than in the past given a more challenging macro environment, offset by continued client demand for automation and digitization workloads.
- Stable EBITDA margins from higher operating efficiency offset by increasing labor costs and reinvestment requirements.
- Annual dividends and share repurchases aggregating to about \$5 billion to \$5.5 billion.
- Moderately sized acquisitions that are primarily funded by free cash flows.

# 2019a 2020e 2021f Gross revenue (\$ bil.) 43.2 44.5-45.0 45.5-47.0 EBITDA margin (%) 20.7 20.0-20.5 20.0-20.5 Debt to EBITDA (x) Net Cash Net Cash Net Cash Adjusted FOCF (\$) 6.5 6.0-6.5 6.2-6.5

FOCF-----Free operating cash flow. A--actual. E--estimate. f--Forecast.

# **Company Description**

Founded in 1989 and based in Dublin, Ireland, Accenture is a leading global technology consulting and services company with offices and operations in 51 countries serving a diverse client base across various industry groups. The company seeks to use its extensive industry and business process knowledge to help clients identify and adapt to new technology trends. It also helps enterprises formulate and implement solutions to boost revenue, enter new markets, and deliver products and services more efficiently. Accenture's clients include Global Fortune 500 and Fortune 1000 companies, as well as midsize enterprises and government entities.

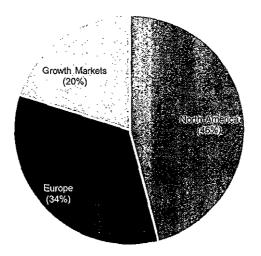
Accenture PLC

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# Chart 2 Accenture PLC--Geographic Segments

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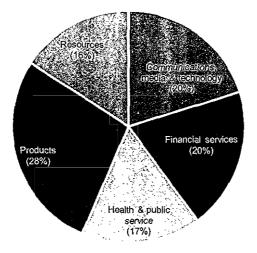
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Source: S&P Global Ratings and company data. Copyright © 2020 by Standard & Poor's Financial Services LLC, All rights reserved.

Accenture PLC

Chart 3 Accenture PLC--Operating Segments



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# **Business Risk: Strong**

Our view of Accenture's business risk profile reflects the company's leadership position in consulting and IT services, its significant operating scale, and a diverse customer base. It generated revenue of \$43 billion in fiscal 2019, up about 5% from the previous year. We expect continued organic revenue growth, albeit slower, supported by Accenture's strength and breadth within its digital and cloud-focused service offerings and across diversified end markets. This is partially offset by the fact that consulting projects are less predictable due to the varying length and contract sizes. With roughly half of sales originating outside of North America, Accenture faces some currency fluctuation in top-line growth. Despite competitive operating environment, the company's focus on higher-value digital services, a highly variable cost base, and moderate capital intensity has allowed it to deliver above-industry-average EBITDA margins around 20%, which we expect to continue in the coming year.

### Peer comparison

### Table 1

# Accenture PLC--Peer Comparison

...

	Accenture PLC	Tata Consultancy Services Ltd.	Capgemini SE	Infosys Ltd.	Wipro Ltd.						
Ratings as of Feb. 7, 2020	A+/Stable/	A/Positíve/	BBB+/Watch Neg/(A-2)	A-/Stable/	A-/Stable/						
······································		Fiscal year ended									
	Aug. 31, 2019	March 31, 2019	Dec. 31, 2018	March 31, 2019	March 31, 2019						
(Mil. \$)											
Revenue	43,215.0	20,913.0	15,109.2	11,799.0	8,455.5						
EBITDA	8,934.3	5,908.5	2,137.5	3,109.0	1,783.9						
Funds from operations (FFO)	7,131.0	4,420.1	1,783.7	2,111.0	1,334.3						
Interest expense	301,7	69.4	155.7	23.0	98.8						
Cash interest paid	216.0	67.4	119.1	23.0	86.6						
Cash flow from operations	7,076.8	4,612.1	1,806.6	2,398.0	1,983.6						
Capital expenditure	599.0	294.0	270.2	349.0	328.8						
Free operating cash flow (FOCF)	6,477.8	4,318.1	1,536.4	2,049.0	1,654.8						
Discretionary cash flow (DCF)	1,924.9	462.1	658.3	(25.0)	1,576.4						
Cash and short-term investments	6,130.2	6,021.0	2,506.2	3,735.0	5,473.6						
Debt	0.0	0.0	3,538.6	0.0	0.0						
Equity	14,827,7	13,312.0	8,562.7	9,400.0	8,237.7						
Adjusted ratios											
EBITDA margin (%)	20.7	28.3	14.1	26.3	21.1						
Return on capital (%)	50.6	44.2	12.9	31.6	22.7						
EBITDA interest coverage (x)	29.6	85.2	13.7	135.0	18.1						
FFO cash interest coverage (x)	34.0	66.6	16.0	92.7	16.4						
Debt/EBITDA (x)	0.0	0.0	1.7	0.0	0.0						
FFO/debt (%)	N.M.	N.M.	50.4	N,M.	N.M.						
Cash flow from operations/debt (%)	N.M.	N.M.	51.1	N.M.	N.M.						
FOCF/debt (%)	N.M.	N.M.	43.4	N.M.	N.M.						
DCF/debt (%)	N.M.	N.M.	18.6	N.M.	N.M.						

N.M.--Not meaningful. Source: S&P Global Ratings and company data.

# Financial Risk: Minimal

Our view of Accenture's financial risk profile reflects the company's significant cash on hand, amounting to approximately \$5.8 billion as of November 30, 2019, coupled with minimal amount of funded debt. Additionally, strong

free cash flow generation allows Accenture to carry out its M&A practices on top of shareholder returns without diminishing overall credit quality. We expect annual free cash flow of \$6 billion to \$6.5 billion over the next two years. Capital expenditure requirement remains moderate averaging about \$650-750 million annually, the majority of which relates to IT infrastructure investments to support expansion. We continue to view Accenture's financial policy as consistent and transparent, which includes maintenance of a substantial net cash position and ample debt capacity.

...

# Financial summary Table 2

PLCFinancial		

		Fiscal y	ear ended	l Aug. 31-	
	2019	2018	2017	2016	2015
(Mil. \$)					
Revenue	43,215.0	41,603.4	36,765.5	34,797.7	32,914.4
EBITDA	8,934.3	8,343.2	7,790.9	6,787.3	6,352.2
Funds from operations (FFO)	7,131.0	6,760.4	6,317.0	5,206.2	4,777.0
Interest expense	301.7	284.5	285.4	278.5	282.2
Cash interest paid	216.0	209.5	185.1	155.6	141.7
Cash flow from operations	7,076.8	6,417.0	5,342.9	4,928.9	4,441.2
Capital expenditure	599.0	619.2	515.9	496.6	395.0
Free operating cash flow (FOCF)	6,477.8	5,797.8	4,827.0	4,432.4	4,046.2
Discretionary cash flow (DCF)	1,924.9	1,450.0	610.3	455.2	316.4
Cash and short-term investments	6,130.2	5,064.6	4,129.9	4,908.5	4,363.2
Debt	0.0	0.0	524.7	0.0	0.0
Equity	14,827.7	10,724.6	9,710.2	8,189.4	6,647.6
Adjusted ratios					
EBITDA margin (%)	20.7	20.1	21.2	19.5	19.3
Return on capital (%)	50.6	58.3	63.2	66.1	72.2
EBITDA interest coverage (x)	29.6	29.3	27.3	24,4	22.5
FFO cash interest coverage (x)	34.0	33.3	35.1	34.5	34.1
Debt/EBITDA (x)	0.0	0.0	0.1	0.0	0.0
FFO/debt (%)	N.M.	N.M.	1,203.9	N.M.	N.M
Cash flow from operations/debt (%)	N.M.	N.M.	1,018.3	N.M.	N.M
FOCF/debt (%)	N.M.	N.M.	919.9	N.M.	N.M
DCF/debt (%)	N.M.	N.M.	116.3	N.M.	N.M

N.M.--Not meaningful, Source: S&P Global Ratings and company data.

# Liquidity: Strong

We view Accenture's liquidity as strong, with sources of cash exceeding uses by well over 2x and to remain positive even if the company's EBITDA declined by 30% from current levels.

Principal Liquidity Sources	Principal Liquidity Uses
<ul> <li>Cash and short-term investment balances of about \$5.8 billion as of Nov. 30, 2019;</li> </ul>	<ul> <li>Annual capex of about \$650 million-\$750 million;</li> <li>Annual dividends and share repurchases totaling</li> </ul>

- Expected annual operating cash flow of about \$6.6 billion to \$7.2 billion; and
- Full availability under the \$1 billion credit facility.
- Annual dividends and share repurchases totaling about \$5 billion to \$5.5 billion; and
- No debt maturities.

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# Other Credit Considerations

We apply a negative comparable rating modifier to the 'aa-' anchor score arriving at the final issuer credit rating of 'A+', based on our view that the company has less business diversity and lower profitability compared to 'AA-' rated peers.

# Issue Ratings - Subordination Risk Analysis

# **Capital structure**

Accenture's capital structure consists of a \$1 billion unsecured revolving credit facility issued at the parent level.

# Analytical conclusions

The revolver is rated 'A+', the same as the issuer credit rating, as there is no element of subordination risk present in the capital structure.

# Reconciliation

-	Fiscal year ended Aug. 31, 2019								
Accenture PLC reported amounts									
	Debt	Shareholders' equity	EBITDA	Operating income	Interest expense	Cash flow from operations			
Reported	22.7	14,409.0	7,197.8	6,305.1	23.0	6,627.0			
S&P Global Ratings' adjustments									
Cash taxes paid				~	**				
Cash taxes paid: Other									
Cash interest paid									
Operating leases	2,851.6		643.3	193.4	193.4	449.8			
Postretirement benefit obligations/deferred compensation	1,282.4			 	85.3				

### Table 3

### Table 3

Accessible cash and liquid investments	(5,823.7)					
Share-based compensation expense			1,093.3			
Nonoperating income (expense)				(30.3)		
Noncontrolling interest/minority interest		418.7				
Total adjustments	(1,689.7)	418.7	1,736.5	163.1	278.7	449.8

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	Debt	Equity	EBITDA	EBIT	Interest expense	Cash flow from operations
Adjusted		14,827.7	8,934.3	6,468.2	301.7	7,076.8

Source: S&P Global Ratings and company data.

# **Ratings Score Snapshot**

# **Issuer Credit Rating**

A+/Stable/--

### Business risk: Strong

- Country risk: Low
- Industry risk: Intermediate
- Competitive position: Strong

# Financial risk: Minimal

• Cash flow/leverage: Minimal

### Anchor: aa-

### Modifiers

- Diversification/portfolio effect: Neutral (no impact)
- Capital structure: Neutral (no impact)
- Financial policy: Neutral (no impact)
- Liquidity: Strong (no impact)
- Management and governance: Strong (no impact)
- Comparable rating analysis: Negative (-1 notch)

# **Related Criteria**

Criteria - Corporates - General: Reflecting Subordination Risk In Corporate Issue Ratings, March 28, 2018

- · General Criteria: Methodology For Linking Long-Term And Short-Term Ratings, April 7, 2017
- Criteria Corporates General: Methodology And Assumptions: Liquidity Descriptors For Global Corporate Issuers, Dec. 16, 2014
- General Criteria: Group Rating Methodology, Nov. 19, 2013
- Criteria Corporates Industrials: Key Credit Factors For The Technology Software And Services Industry, Nov. 19, 2013
- Criteria Corporates General: Corporate Methodology: Ratios And Adjustments, Nov. 19, 2013
- · Criteria Corporates General: Corporate Methodology, Nov. 19, 2013
- · General Criteria: Country Risk Assessment Methodology And Assumptions, Nov. 19, 2013
- General Criteria: Methodology: Industry Risk, Nov. 19, 2013
- General Criteria: Methodology: Management And Governance Credit Factors For Corporate Entities And Insurers, Nov. 13, 2012
- General Criteria: Use Of CreditWatch And Outlooks, Sept. 14, 2009

Business And Finan	cial Risk Matrix		Si Alla		
		<u>1.25 Asia - 1</u> 5 5		· · · · ·	3 12 - 3 2 - 3 F. B. S. W.

Business Risk Profile	Financial Risk Profile									
	Minimal	Modest	Intermediate	Significant	Aggressive	Highly leveraged				
Excellent	aaa/aa+	aa	a+/a	â-	bbb	bbb-/bb+				
Strong	aa/aa-	a+/a	a-/bbb+	bbb	bb+	bb				
Satisfactory	a/a-	bbb+	bbb/bbb-	bbb-/bb+	bb	b+				
Fair	bbb/bbb-	bbb-	bb+	bb	bb-	b				
Weak	bb+	bb+	bb	bb-	b÷	b/b-				
Vulnerable	bb-	bb-	bb-/b+	b+	b	b-				

Ratings Detail (As Of February 26, 2020)*	
Accenture PLC	
Issuer Credit Rating	A+/Stable/
Senior Unsecured	A+
Issuer Credit Ratings History	
22-Jan-2002	A+/Stable/

\*Unless otherwise noted, all ratings in this report are global scale ratings. S&P Global Ratings' credit ratings on the global scale are comparable across countries. S&P Global Ratings' credit ratings on a national scale are relative to obligors or obligations within that specific country. Issue and debt ratings could include debt guaranteed by another entity, and rated debt that an entity guarantees. Copyright © 2020 by Standard & Poor's Financial Services LLC. All rights reserved.

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Accenture LLP

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14-1003-EL-AGG

# Exhibit C-7 "Credit Report"

4.

Attached with this Exhibit C-7 are recent Dun and Bradstreet reports on Accenture LLP and Accenture PLC.

# ACCENTURE LLP

D-U-N-S® 13-782-0580

Headquarters(Subsidiary) 161 N Clark St Ste 1100, Chicago, IL 60601 Website: www.accenture.com

Phone 312 693-0161

Employees

**Trade Styles** 

**Employees Here** 

**D&B PAYDEX®** 

**Comprehensive Report** 

Purchase Date: 03/04/2020 Last Update Date: 11/04/2019 Attention: Jeff Greenberg

21,390

IL);

212 at this location

(SUBSIDIARY OF

ACCENTURE

ACCENTURE LLC, CHICAGO,

# **Executive Summary**

#### **Company Info**

Year Started	1989
Control Year	1989
CEO	DANIEL HAMBURGER, MNG MBR

### **D&B** Rating

D&B Rating

1R4

Composite Credit Appraisal

4			
STATE OF			1.20
4	3	2	1
Limited	Far	Good	High

	indu Mec		
	to 24 month 88 PAYDEX	68	
	<u> </u>	F	C. Small
1	50	80	16D
Greater	30 days	Prompt	Anticipates
than120	slow		
gays slow			

#### Up to 3 month D&B PAYDEX

Up to 24 month D&B PAYDEX

U D	p to 3 month &B PAYDEX	66	
<b>67. 89</b> 22	50	80	100
Greater than 120 days slow	30 days słow	Prompt	Anticipates

#### **Predictive Analytics**

### Financial Stress Class

	4	Financial Stress Class		
	SS 17.	· · ··· · ··· · · ·	1	2-1722 <b>-1</b> 2
5	4	3	2	1
High		Average		tow

Credit Score Class

Стес	lit Score Clas	3		
States and	2.1		. 1	
5	4	3	2	1
High		Average		10W

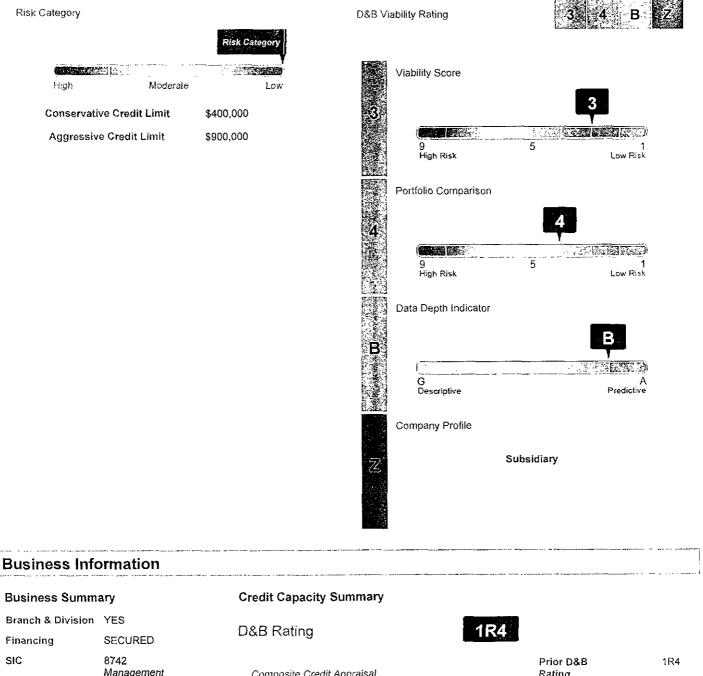
The Credit Score class of 3 for this company shows that 5.80% of firms with this classification paid one or more bills severely delinquent.

Credit Score Class	3
Credit Score	511
Highest Risk	101
Lowest Risk	670

The Financial Stress Class of 4 for this company shows that firms with this class had a failure rate of 0.84% (84 per 10,000).

Financial Stress Class	4
Financial Stress Score	1,378
Highest Risk	1,001
Lowest Risk	1,875

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8742 Management consulting	Composite C	redit Appraisal	l		Prior D&B Rating	1R4
services	4				Rating Date	12/15/2015
541611 Administrative Management and General	4	<u>3</u>	2	1	Payment Activity (based on 241 experie	usd
Management Consulting	Limited	Fair	Good	High	•	inces)
Services					Average High Credit	\$64,575
CLEAR					Highest Credit	2,000,000

**Total Highest** 

Credit

11,551,200

### **D&B Viability Rating**

**History Status** 

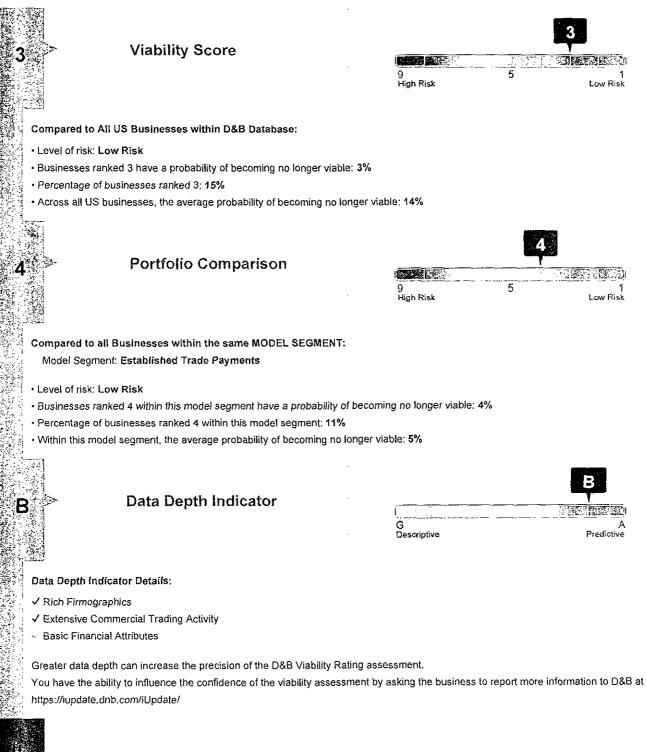
NAICS

The D&B Viability Rating uses D&B's proprietary analytics to compare the most predictive business risk indicators and deliver a highly reliable

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# dun & bradstreet

assessment of the probability that a company will no longer be in business within the next 12 months.



**Company Profile** 

Subsidiary

# Business History

Officers DANIEL HAMBURGER, MNG MBR

Directors THE OFFICER(S)

As of 11/04/2019

The Delaware Secretary of State's business registrations file showed that Accenture LLP was registered as a Limited Liability Partnership on December 17, 2003, under the file registration number 3741818.

Business started 1989.

#### RECENT EVENTS:

On December 28, 2018, Shane Jolima, Controller, stated that Accenture Federal Services LLC d/b/a AFS, Arlington, VA, a subsidiary of Accenture LLP, Chicago, IL, has completed the acquisition of the U.S. federal government services business of Endgame Inc., Arlington, VA, on March 9, 2017. With the acquisition, the acquired assets were integrated into Accenture Federal Services LLC and Endgame Inc. will still operate as a separate legal entity. Terms of the deal were not disclosed. Further details are unavailable.

On November 2, 2018, sources stated that Accenture LLP, Chicago, IL, has acquired DAZ Systems, Inc., El Segundo, CA, on October 21, 2018. With the acquisition, DAZ Systems, Inc. will now operate as a subsidiary of Accenture LLP, and has changed its name to DAZ Systems, LLC. Employees and management were retained. Terms of the deal were not disclosed. Further details are unavailable.

On February 1, 2017, sources stated that Accenture LLP, Chicago, IL, has completed the acquisition of Altitude, LLC f/k/a Altitude, Inc., Somerville, MA, on January 9, 2017. With the acquisition, Altitude, LLC will now operate as a subsidiary of Accenture LLP. Employees and management were retained. Terms of transactions were not disclosed.

On August 15, 2013, Jeff Sperber, CFO of Mortgage Cadence, stated that Accenture Sub Inc., Chicago, IL, has acquired Mortgage Cadence, LLC, Denver, CO, on Aug. 1, 2013. With the acquisition, Mortgage Cadence, LLC would in the meantime operate as a subsidiary of Accenture Sub Inc., but at a later date would be merged towards Accenture Sub Inc. Accenture Inc. is the parent company of Accenture Sub Inc.

On October 16, 2007, a company spokesperson for Accenture LLP, Chicago, IL, confirmed that on October 10, 2007, Accenture Ltd, Hamilton, Bermuda, acquired H.B. Maynard and Company, Incorporated, Pittsburgh, PA. The Pittsburgh, PA location now operates as a branch of Accenture LLP, a subsidiary of Accenture Ltd. All of the management and employees were retained.

DANIEL HAMBURGER, Antecedents are unknown.

#### AFFILIATE:

Accenture Ltd, Hamilton, Bermuda. DUNS #-565-8614. Intercompany relations: None reported.

#### AFFILIATES:

The following are related through common principals, management and/or ownership: Accenture Solutions Pvt. Ltd, Kolkata, India Operates as Affiliate.

# **Business Registration**

CORPORATE AND BUSINESS REGISTRATIONS REPORTED BY THE SECRETARY OF STATE OR OTHER OFFICIAL SOURCE AS OF Nov 18 2006:

Registered Name	ACCENTURE	Registration ID	3741818	Filing Date	12/17/2003
State of Incorporation	LLP DELAWARE	Status	STATUS NOT AVAILABLE	Registered Agent	CORPORATION SERVICE COMPANY
		Where Filed	SECRETARY OF STATE/CORPORATIONS DIVISION, DOVER, DE		

### **Government Activity Summary**

Activity Summary		Possible candidate for socioeconomic program consideration		
Borrower	No	Labor Surplus Area	N/A	
Administrative Debt	No	Small Business	N/A	
Grantee	No	Women Owned	N/A	
Party Excluded from Federal Programs	No	Minority Owned	N/A	
Public Company	N/A			
Contractor	No			
Importer/Exporter	Importer			

The details provided in the Government Activity section are as reported to Dun & Bradstreet by the federal government and other sources.

# **Operations Data**

#### As of 11/04/2019

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Subsidiary of Accenture LLC, Chicago, IL which operates as a holding company.
As noted, this company is a subsidiary of Accenture LLC, DUNS number 92-799-2529, and reference is made to that report for background information on the parent company and its management.
Provides management consulting services, specializing in business management (100%).
Terms are on a fee basis. Sells to undetermined. Territory : International.
Nonseasonal.
21,390 which includes officer(s). 212 employed here.
Occupies premises in a single story building.
Central business section on main street.

....

# **Industry Data**

SIC		NAICS	
Code	Description	Code	Description
87429902	Business management consultant	541611	Administrative Management and General Management Consulting Services

# Family Tree

Parent	Global Ultimate
ACCENTURE LLC (D-U-N-S®:92-799-2529) 161 N CLARK ST, CHICAGO, IL 60601-3362	ACCENTURE PUBLIC LIMITED COMPANY; (D-U-N-S®:98-501-5354) AKA: ACCENTURE 1 Grand Canal Square, Dublin, 2, IE
Divisions Domestic	

#### Divisions Domestic

ACCENTURE LLP (D-U-N-S®:19-743-1021) 11951 FREEDOM DR STE 1300, RESTON, VA 20190-5642

### **Branches Domestic**

ACCENTURE LLP (D-U-N- S®:00-140-9973) 1191 2ND AVE STE 100, SEATTLE, WA 98101-3427	ACCENTURE LLP (D-U-N- S®:00-432-0110) 800 CONNECTICUT AVE NW STE 600, WASHINGTON, DC 20006-2716	ACCENTURE LLP (D-U-N- S®:00-580-8733) 100 PEACHTREE ST STE 1300, ATLANTA, GA 30303-1910	ACCENTURE LLP (D-U-N- S®:00-828-1086) 3535 COLONNADE PKWY, BIRMINGHAM, AL 35243-2346	ACCENTURE LLP (D-U-N- S®:00-993-7624) 2500 NEW YORK AVE, WHITING, IN 46394-2148
ACCENTURE LLP (D-U-N- S®:01-021-8642) 1405 N 5TH AVE, SAINT CHARLES, IL 60174-1264	ACCENTURE LLP (D-U-N- S®:01-287-7049) 319 CONGRESS AVE STE 200, AUSTIN, TX 78701-4096	ACCENTURE LLP (D-U-N- S®:01-742-9759) 1700 OLD MEADOW RD STE 600, MC LEAN, VA 22102-4302	ACCENTURE LLP (D-U-N- S®:02-063-1193) 2141 ROSECRANS AVE STE 3100, EL SEGUNDO, CA 90245-7518	ACCENTURE LLP (D-U-N- S®:02-189-7728) 1255 TREAT BLVD STE 400, WALNUT CREEK, CA 94597-7985

	·		· · · · · · · · · · · · · · · · · · ·	
ACCENTURE LLP (D-U-N- S®:02-300-1436) 7300 W 110TH ST STE 850, OVERLAND PARK, KS 66210-2318	ACCENTURE LLP (D-U-N- S®:02-431-7542) 1876 DATA DR, HOOVER, AL 35244-1201	ACCENTURE LLP (D-U-N- S®:02-472-4788) 1 N STATE ST, CHICAGO, IL 60602-3302	ACCENTURE LLP (D-U-N- S®:03-358-1997) 411 WALNUT ST, HARRISBURG, PA 17101-1950	ACCENTURE LLP (D-U-N- S®:03-648-5279) 702 ORLEANS TRCE, PEACHTREE CITY, GA 30269-3657
ACCENTURE LLP (D-U-N- S®:04-323-5543) 19 STEMS HWAY, DALLAS, TX 75207	ACCENTURE LLP (D-U-N- S®:04-325-6572) 511 S PINE AVE, ARLINGTON HEIGHTS, IL 60005-2057	ACCENTURE LLP (D-U-N- S®:06-108-5309) 500 CAMPUS DR STE 300, FLORHAM PARK, NJ 07932-1098	ACCENTURE LLP (D-U-N- S®:06-067-8161) 1400 W 10TH ST, CLEVELAND, OH 44113-1361	ACCENTURE LLP (D-U-N- S®:06-926-3395) 729 SAINT MICHAELS DR, SANTA FE, NM 87505-7605
ACCENTURE LLP (D-U-N- S®:07-158-9563) 7887 E BELLEVIEW AVE STE 200, ENGLEWOOD, CO 80111-6076	ACCENTURE LLP (D-U-N- S®:07-180-9151) 900 E BENSON BLVD MAIL BOX 11-2, ANCHORAGE, AK 99508	ACCENTURE LLP (D-U-N- S®:07-227-9123) 3253 N KENMORE AVE BSMT, CHICAGO, IL 60657-3382	ACCENTURE LLP (D-U-N- S®:07-123-2789) 100 N BROADWAY AVE STE 2300, OKLAHOMA CITY, OK 73102-8802	ACCENTURE LLP (D-U-N- S®:07-425-0262) 200 GALLERIA OFFICENTRE STE 300, SOUTHFIELD, MI

4.

#### **Branches Global**

Accenture LLP (D-U-N-S®:81-281-0513) Blvd. Manuel Avila Camacho No. 138 Piso 7, México, 11000, MX

### **Subsidiaries Domestic**

PROQUIRE LLC (D-U-N- S®:00-844-1347) 161 N CLARK ST, CHICAGO, IL 60601-3352	AVANADE INC. (D-U-N- S®:13-693-7104) 1191 SECOND AVE STE 100, SEATTLE, WA 98101-3427	ACCENTURE FEDERAL SERVICES LLC; (D-U-N- S®:13-972-7148) AKA: ACCENTURE NATIONAL SECURITY SERVICES 800 NORTH (JLERS	DAZ SYSTEMS, LLC (D-U-N- S®:94-901-6802) AKA: DAZ 800 CORPORATE POINTE STE 100, CULVER CITY, CA 90230-7671	ALTITUDE, LLC (D-U-N- S®:86-096-0624) 21 WHIPPLE ST, SOMERVILLE, MA 02144-2559
		800 NORTH GLEBE		

RD #300, ARLINGTON, VA 22203-2151

#### MEREDITH XCELERATED MARKETING LLC; (D-U-N-S©:08-137-0168) 155 AVE OF THE AMERICAS, NEW YORK, NY 10013-1507

### Subsidiaries Global

ACCENTURE (D-U-N-S®:56-146-7478) Butti Al Otaiba Building, 16th Floor Khalifa Street, ABU DHABI, AE

### **Affiliates Domestic**

48034-4707

# $\mathsf{dun}\,\&\,\mathsf{bradstreet}$

ORIGIN DIGITAL, INC. (D-U-N-S®:78-498-8441) 300 BOULEVARD E FL 1, WEEHAWKEN, NJ 07086-6702

This list is limited to the first 25 branches, subsidiaries, divisions and affiliates, both domestic and international. Please use the Global Family Linkage Link above to view the full listing.

4.

# **Financial Statements**

#### Key Business Ratios (Based on 30 establishments)

D&B has been unable to obtain sufficient financial information from this company to calculate business ratios. Our check of additional outside sources also found no information available on its financial performance. To help you in this instance, ratios for other firms in the same industry are provided below to support your analysis of this business.

	This Business	Industry Median	Industry Quartile
Profitability			
Return on Sales	UN	4.2	UN
Return on Net Worth	UN	7.2	UN
Short Term Solvency			
Current Ratio	ŲN	1.7	UN
Quick Ratio	UN	1.2	UN
Efficiency			
Assets Sales	UN	94.1	UN
Sales / Net Working Capital	NU	5.3	UN
Utilization			
Total Liabs / Net Worth	UN	94.1	UN

#### Most Recent Financial Statement

As of 09/10/2019

On September 10, 2019, the name and address of this business have been confirmed by D&B using available sources. .

# Indicators

# **Public Filings Summary**

### **Public Filings**

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The following data includes both open and closed filings found in D&B's database on this company

Record Type	No. of Records	Most Recent Filing Date	· /· ··· ·
Judgment	1	06/26/2014	37772
Lien	10	01/17/2018	
Suit	4	04/19/2019	10
UCC	37	09/05/2017	

Bankruptcy Judgment Lien Suit UCC

The following Public Filing data is for information purposes only and is not the official record. Certified copies can only be obtained from the official source.

# Full Filings

### Judgments

Award	\$2,635	Latest Info Received	07/01/2014
Status	Unsatisfied	Туре	Judgment
against	ACCENTURE LLP	Status Attained	06/26/2014
Where Filed	KANAWHA COUNTY COURT, CHARLESTON, WV	BOOK/PAGE	317/151
In Favor of	CITY OF CHARLESTON	Date Filed	06/26/2014
Suits			
Amount		Latest Info	05/02/2019
Status	Donding	Received	03/02/2018
Status Where Filed		CASE NO.	1:19-cv-03508
where miled	FEDERAL DISTRICT COURT - NEW YORK SOUTHERN, New York, NY	Status Attained	04/19/2019
Plaintiff	THE HERTZ CORPORATION, ESTERO, FL	Date Filed	04/19/2019
Defendant	ACCENTURE LLP		
Status	Pending	Latest Info Received	04/28/2017
Where Filed	ALLEGHENY COUNTY PROTHONOTARY, PITTSBURGH, PA	DOCKET NO.	201700005919
Plaintiff	HERBOLICH, DIANNA, CRANBERRY TWP, PA	Status Attained	04/21/2017
Defendant	ACCENTURE LLP	Date Filed	04/21/2017
Status	Pending	Latest Info	12/30/2016
Where Filed	MONTGOMERY COUNTY CIRCUIT COURT, ROCKVILLE, MD	Received	004000 (00000) /
Plaintiff	MOTT, JOSEPH M, BETHESDA, MD	DOCKET NO.	201600428683V
Defendant	ACCENTURE LLP	Status Attained	12/22/2016
		Date Filed	12/22/2016
Amount	\$5,500,000	Latest Info	01/07/2010
Status	Pending	Received CASE NO.	01 000016670
Where Filed	FAIRFAX COUNTY CIRCUIT COURT, FAIRFAX, VA		CL200916572
Plaintiff	AOL LEC	Status Attained	11/17/2009
Defendant	ACCENTURE LLP, RESTON, VA	Date Filed	11/17/2009
Cause	CONTRACT		

Liens

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Amount\$160Latest Info Received01/18/2019 ReceivedStatusReleasedTypeState TaxWhere FiledKANAWHA COUNTY COURT, CHARLESTON, WVStatus Attained04/05/2018Filed BySTATE OF WEST VIRGINIAStatus Attained04/05/2018againstACCENTURE LLP, CHICAGO, ILDate Filed01/17/2018Amount\$1,377Latest Info Received10/19/2017StatusOpenTypeState TaxWhere FiledSALT LAKE COUNTY 3RD DISTRICT COURT, SALT LAKE CITY, UTTypeState TaxFiled ByUTAH STATE TAX COMMISSIONDate Filed10/09/2017againstACCENTURE LLP, WALNUT CREEK, CA AND OTHERSFilling NO.176932412Amount\$1,373Latest Info Received10/19/2017StatusMinione10/19/201710/19/2017StatusMount\$1,373Latest Info AND OTHERS10/19/2017	
Where FiledKANAWHA COUNTY COURT, CHARLESTON, WVTypeState TaxFiled BySTATE OF WEST VIRGINIAStatus Attained04/05/2018againstACCENTURE LLP, CHICAGO, ILDate Filed01/17/2018Amount\$1,377Latest Info Received10/19/2017StatusOpenLatest Info UT10/19/2017Where FiledSALT LAKE COUNTY 3RD DISTRICT COURT, SALT LAKE CITY, UTTypeState TaxFiled ByUTAH STATE TAX COMMISSIONDate Filed10/09/2017againstACCENTURE LLP, WALNUT CREEK, CA AND OTHERSFILING NO.176932412Amount\$1,373Latest Info Received10/19/2017	
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Amount\$1,377Latest Info Received10/19/2017 ReceivedStatusOpenLatest Info Received10/19/2017 ReceivedWhere FiledSALT LAKE COUNTY 3RD DISTRICT COURT, SALT LAKE CITY, UTTypeState Tax Status AttainedFiled ByUTAH STATE TAX COMMISSIONDate Filed10/09/2017 10/09/2017againstACCENTURE LLP, WALNUT CREEK, CA AND OTHERSFilLING NO.176932412 ReceivedAmount\$1,373Latest Info Received10/19/2017 Received	·
Status     Open     Received       Where Filed     SALT LAKE COUNTY 3RD DISTRICT COURT, SALT LAKE CITY, UT     Type     State Tax       Filed By     UTAH STATE TAX COMMISSION     Date Filed     10/09/2017       against     ACCENTURE LLP, WALNUT CREEK, CA AND OTHERS     FilLING NO.     176932412       Amount     \$1,373     Latest Info Received     10/19/2017	against
StatusOpenTypeState TaxWhere FiledSALT LAKE COUNTY 3RD DISTRICT COURT, SALT LAKE CITY, UTTypeState TaxFiled ByUTAH STATE TAX COMMISSIONDate Filed10/09/2017againstACCENTURE LLP, WALNUT CREEK, CA AND OTHERSFilLING NO.176932412Amount\$1,373Latest Info Received10/19/2017	Amount
Where Filed     SALT LAKE COUNTY 3RD DISTRICT COURT, SALT LAKE CITY, UT     Status Attained     10/09/2017       Filed By     UTAH STATE TAX COMMISSION     Date Filed     10/09/2017       against     ACCENTURE LLP, WALNUT CREEK, CA AND OTHERS     FILING NO.     176932412       Amount     \$1,373     Latest Info Received     10/19/2017	Status
against     ACCENTURE LLP, WALNUT CREEK, CA AND OTHERS     FILING NO.     176932412       Amount     \$1,373     Latest Info Received     10/19/2017	Where Filed
AND OTHERS Amount \$1,373 Latest Info 10/19/2017 Received	Filed By
Received	against
	Amount
Type State Tax	Status
Where Filed SALT LAKE COUNTY 3RD DISTRICT COURT, SALT LAKE CITY, UT Status Attained 10/09/2017	Where Filed
Filed By UTAH STATE TAX COMMISSION Date Filed 09/04/2017	Filed By
against ACCENTURE LLP, WALNUT CREEK, CA FILING NO. 176927315	-
AND OTHERS	
Amount \$2,469 Latest Info 03/30/2017 Received	
Status Open Type State Tax	
Where Filed RICHLAND COUNTY REGISTER OF DEEDS, COLUMBIA, SC Status Attained 02/27/2017	
Filed By SOUTH CAROLINA DEPARTMENT OF REVENUE Date Filed 02/27/2017	Filed By
against ACCENTURE LLP BOOK/PAGE 2189/3472	against
Amount \$8,648 Latest Info 01/05/2017 Received	Amount
Status Withdrawn Type State Tax	Status
Where Filed SALT LAKE COUNTY 3RD DISTRICT COURT, SALT LAKE CITY, UT Status Attained 12/26/2016	Where Filed
Filed By UTAH STATE TAX COMMISSION Date Filed 01/05/2015	Filed By
against ACCENTURE LLP, WALNUT CREEK, CA FILING NO. 156900133 AND OTHERS	against
Amount \$1,141 Latest Info 02/06/2016	Amount
Status Released Received	Status
Where Filed         SECRETARY OF STATE/UCC DIVISION, BOISE, ID         Type         State Tax	Where Filed
Filed By IDAHO STATE TAX COMMISSION Status Attained 01/12/2016	Filed By
against ACCENTURE GLOBAL INC, AUSTIN, TX Date Filed 10/15/2014	against
FILING NO. T734433	
Amount \$1,015 Latest Info 02/06/2016 Received	Amount
Status Released Type State Tax	Status
Where Filed SECRETARY OF STATE/UCC DIVISION, BOISE, ID Status Attained 01/12/2016	Where Filed
Filed By IDAHO STATE TAX COMMISSION Date Filed 09/13/2014	Filed By
against ACCENTURE GLOBAL INC, AUSTIN, TX	against
FILING NO. T729393	
Amount \$10,377 Latest Info 03/04/2014 Received	
Status Open Type State Tax	Status

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Filed By	DIV OF EMPLOYER ACCOUNTS	Status Attained	02/26/2014
against	ACCENTURE LLP	Date Filed	02/26/2014
		DOCKET NO.	DJ 036224 14
Amount Status	\$1,048 Open	Latest Info Received	09/14/2012
Where Filed	FRANKLIN COUNTY RECORDER OF DEEDS, COLUMBUS, OH	Туре	State Tax
Filed By	STATE OF OHIO	Status Attained	12/30/2011
against		Date Filed	12/30/2011
agamat		DOCKET NO.	201112300171317
Amount Status	\$47,901 Open	Latest Info Received	08/12/2011
Where Filed	ALLEGHENY COUNTY PROTHONOTARY, PITTSBURGH, PA	Туре	State Tax
		Status Attained	08/10/2011
Filed By		Date Filed	08/10/2011
against	ACCENTURE LLP	DOCKET NO.	201100015642

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A lienholder can file the same lien in more than one filing location. The appearance of multiple liens filed by the same lienholder against a debtor may be indicative of such an occurrence.

### UCC Filings

Collateral All Assets including proceeds and products - All Negotiable instruments including proceeds and products - All Inventory including proceeds and products - All Account(s) including proceeds		Latest Info Received	09/11/2015
	and products - and OTHERS	Туре	Original
Filing No.	2015 3344842	Date Filed	08/03/2015
Where Filed	SECRETARY OF STATE/UCC DIVISION, DOVER, DE		
Secured Party	CERBERUS BUSINESS FINANCE, LLC, AS COLLATERAL AGENT, NEW YORK, NY		
Debtor	HAH INTERMEDIATE LLC, CHICAGO, IL		
Collateral	All Assets including proceeds and products - All Negotiable instruments including proceeds and products - All Inventory	Latest Info Received	09/11/2015
	including proceeds and products - All Account(s) including proceeds and products - and OTHERS	Туре	Original
Filing No.	2015 3344784	Date Filed	08/03/2015
Where Filed	SECRETARY OF STATE/UCC DIVISION, DOVER, DE		
Secured Party	CERBERUS BUSINESS FINANCE, LLC, AS COLLATERAL AGENT, NEW YORK, NY		
Debtor	HAH GROUP HOLDING COMPANY LLC, CHICAGO, IL		
Collateral	Negotiable instruments and proceeds - Accounts receivable and proceeds - Inventory and proceeds - Account(s) and proceeds - and OTHERS	Latest Info Received	05/23/2017
Filing No.	2017 2280656	Туре	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, DOVER, DE	Date Filed	04/07/2017
Secured Party	T2 3RD STREET PHX I, LLC, WHEATON, IL		
Debtor	CA RESIDENTIAL PHOENIX PROPERTY OWNER, LLC		
Collateral	Negotiable instruments and proceeds - Account(s) and proceeds - Oil, gas and minerals and proceeds - General intangibles(s) and proceeds - and OTHERS	Latest Info Received	02/18/2016
Eiling No.		Туре	Original
Filing No. Where Filed	2016 0417996 SECRETARY OF STATE/UCC DIVISION, DOVER, DE	Date Filed	01/21/2016
·····			
Secured Party	BYLINE BANK, CHICAGO, IL		

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Collateral	Accounts receivable including proceeds and products - Inventory including proceeds and products - Assets including proceeds and products - Account(s) including proceeds and products - and	Latest Info Received	04/08/2015
	OTHERS	Туре	Original
Filing No.	2015 1050383	Date Filed	03/12/2015
Where Filed	SECRETARY OF STATE/UCC DIVISION, DOVER, DE		
Secured Party	FANNIE MAE C/O PNC BANK, NATIONAL ASSOCIATION, CALABASAS HILLS, CA		
Debtor	SH EVOLVE KNOXVILLE, LLC		
Collateral	Inventory and proceeds - Account(s) and proceeds - Equipment and proceeds	Latest Info Received	05/23/2017
Filing No.	2017 2076625	Туре	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, DOVER, DE	Date Filed	03/30/2017
Secured Party	THE BOELTER COMPANIES, INC, WAUKESHA, WI		
Debtor	ACCENTURE LLP		
Collatoral	Leased Inventory and proceeds - Chattel paper and proceeds	Latest Info Received	05/31/2006
Filing No.	067070721969	Туре	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, SACRAMENTO, CA	Date Filed	05/18/2006
Secured Party	CISCO SYSTEMS CAPITAL CORPORATION, SAN JOSE, CA		
Debtor	ACCENTURE LLP		
Filing No.	0670915520	Latest Info Received	11/15/2006
Original UCC Filed Date	05/18/2006	Type	Amendment
Where Filed	SECRETARY OF STATE/UCC DIVISION, SACRAMENTO, CA	Date Filed	11/10/2006
Secured Party	CISCO SYSTEMS CAPITAL CORPORATION, SAN JOSE, CA	Original Filing No.	067070721969
Debtor	ACCENTURE LLP and OTHERS		
Filing No.	1172690886	Latest Info Received	05/10/2011
Original UCC Filed Date	05/18/2006	Туре	Continuation
Where Filed	SECRETARY OF STATE/UCC DIVISION, SACRAMENTO, CA	Date Filed	05/09/2011
Secured Party	CISCO SYSTEMS CAPITAL CORPORATION, SAN JOSE, CA	Original Filing No.	067070721969
Debtor	ACCENTURE LLP		
Filing No.	1675213726	Latest Info Received	04/26/2016
Original UCC Filed Date	05/18/2006	Туре	Continuation
Where Filed	SECRETARY OF STATE/UCC DIVISION, SACRAMENTO, CA	Date Filed	04/25/2016
Secured Party	CISCO SYSTEMS CAPITAL CORPORATION, SAN JOSE, CA	Original Filing No.	067070721969
Debtor	ACCENTURE LLP		
Collateral	Account(s) and proceeds - Computer equipment and proceeds - General intangibles(s) and proceeds - Chattel paper and proceeds -	Latest Info Received	07/02/2008
	Business machinery/equipment and proceeds	Туре	Original
Filing No.	2008 1942612	Date Filod	06/06/2008
Where Filed	SECRETARY OF STATE/UCC DIVISION, DOVER, DE		
Secured Party	BANC OF AMERICA LEASING & CAPITAL, LLC, TROY, MI		
Debtor	ACCENTURE INC., RESTON, VA		
Collateral	All Computer equipment including proceeds and products - All	Latest Info	06/06/2007

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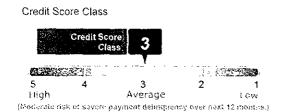
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Filing No.	012141300	Туре	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, SPRINGFIELD, IL	Date Filed	05/24/2007
Secured Party	HEWLETT-PACKARD FINANCIAL SERVICES COMPANY, MURRAY HILL, NJ		
Debtor	ACCENTURE LLP		
Filing No.	009170003	Latest Info Received	04/01/2012
Original UCC Filed Date	05/24/2007	Туре	Continuation
Where Filed	SECRETARY OF STATE/UCC DIVISION, SPRINGFIELD, IL	Date Filed	03/25/2012
Secured Party	HEWLETT-PACKARD FINANCIAL SERVICES COMPANY, MURRAY HILL, NJ	Original Filing No.	012141300
Debtor	ACCENTURE LLP		
Filing No.	009470613	Latest Info Received	04/02/2017
Original UCC Filed Date	05/24/2007	Туре	Continuation
Where Filed	SECRETARY OF STATE/UCC DIVISION, SPRINGFIELD, IL	Date Filed	03/24/2017
Secured Party	HEWLETT-PACKARD FINANCIAL SERVICES COMPANY, MURRAY HILL, NJ	Original Filing No.	012141300
Debtor	ACCENTURE LLP		
Collateral	Communications equipment including proceeds and products	Latest Info	02/15/2008
Filing No.	2008 0154581	Received	Order Land
Where Filed	SECRETARY OF STATE/UCC DIVISION, DOVER, DE	Туре	Original
Secured Party	GREATAMERICA LEASING CORPORATION, CEDAR RAPIDS, IA	Date Filed	01/14/2008
Debtor	ACCENTURE LTD., DENVER, CO		

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The public record items contained in this report may have been paid, terminated, vacated or released prior to the date this report was printed. Additional UCC and SLJ filings for this company can be found by conducting a more detailed search in our Public Records Database.

# Commercial Credit Score

#### Summary



# Incidence of Delinquent Payment

5.80%
10.20%
59
511
241

### Key Factors

- · Proportion of past due balances to total amount owing
- · Higher risk industry based on delinquency rates for this industry
- · Proportion of slow payments in recent months
- · Evidence of open suits, liens, and judgments

#### Notes:

- The Credit Score Class indicates that this firm shares some of the same business and payment characteristics of other companies with this classification. It does not mean the firm will necessarily experience delinquency.
- The Incidence of Delinquent Payment is the percentage of companies with this classification that were reported 91 days past due or more by creditors. The calculation of this value is based on D&B's trade payment database.
- The Credit Score Percentile reflects the relative ranking of a firm among all scorable companies in D&B's file.
- The Credit Score offers a more precise measure of the level of risk than the Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.

### **Credit Score Percentile Norms Comparison**

ACCENTURE LLP	<del>w<u>ie werte onter in the sec</u>tored and the sectored and t</del>	<ul> <li>Lower risk than other companies in the same region.</li> </ul>
Region (EAST NORTH CENTRAL)	uleun talite alas o paranger 54	<ul> <li>Lower risk than other companies in the same industry.</li> </ul>
Industry (RUSINESS LEGAL AND ENGINEERING SERVICES)	The Management with a 43 to	Higher risk than other companies in
Employee Range (500-38527)	84 a	the same employee size range.
Years in Business (26+)	a di essenti e di este carte carte di componi 85 a	<ul> <li>Higher risk than other companies with a comparable number of years in business.</li> </ul>
	0 25 50 75 100	

# **Financial Stress Score**

Summary	1				Financial Stress Score Percentile		
-					Financial Stress National Percentile		5
Financial	Stress Cl.	ass			Financial Stress Score		1378
	4	Financial Stress Class			Probability of Failure with This Score	C	.84%
				and the second	Failure per 10K	84/1	0,000
5	4 4	3	2	1	Average Failure Rate within D&B database	С	).48%
High	High	Average Low Failure per 10K		Failure per 10K	48/1	0,000	
					Number of Payment Experiences		241

#### Key Factors

- · Low proportion of satisfactory payment experiences to total payment experiences.
- High proportion of past due balances to total amount owing.
- · UCC Filings reported.
- · Evidence of open suits
- · High proportion of slow payment experiences to total number of payment experiences.
- · High number of inquiries to D&B over last 12 months.

#### Notes:

- The Financial Stress Class indicates that this firm shares some of the same business and financial characteristics of other companies with this classification. It does not mean the firm will necessarily experience financial stress.
- The probability of failure shows the percentage of firms in a given percentile that discontinue operations with loss to creditors. The average
  probability of failure is based on businesses in D&B's database and is provided for comparative purposes.
- The Financial Stress National Percentile reflects the relative ranking of a company among all scorable companies in D&B's file.
- The Financial Stress Score offers a more precise measure of the level of risk than the Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.

#### **Financial Stress Percentile Comparison**

ACCENTURE LLP	••••• <sup>5</sup> o	<ul> <li>Higher risk than other companies in the same region.</li> </ul>
Region (East North Central)		<ul> <li>Higher risk than other companies in the same industry.</li> </ul>
Industry (Business, Legal And Engineering Services)	<u>1921, 1997, 1997, 1997, 1997, 1997</u> , 52	<ul> <li>Higher risk than other companies in the same employee size range.</li> </ul>
Employee Range (500+)	1. The state of th	
Years in Business (26+)	and values and a contract of an and a second se	<ul> <li>Higher risk than other companies with a comparable number of years in business.</li> </ul>
	0 25 50 75 100	

# Advanced Paydex + CLR

# D&B PAYDEX®

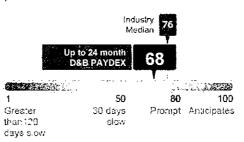
# Shows the D&B PAYDEX scores as calculated up to 3 months and up to 24 months of payment experiences.

#### Up to 3 month D&B PAYDEX

	Up to 3 month D&B PAYDEX	66	
<b>C</b> 2/31	50		100
Greate: than120 days sto	50 days slow ₩	Prompt	Anticipates

When weighted by dollar amount, payments to suppliers average 19 Days Beyond Terms. Based on payments collected over last 3 months.

### Up to 24 month D&B PAYDEX



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When weighted by dollar amount, payments to suppliers average 17 days beyond terms. Based on payments collected up to 24 months.

When weighted by dollar amount, the industry average is 6 DAYS BEYOND terms.

High risk of late payment (average 30 to 120 days beyond terms) *C* •

- Medium risk of late payment (average 30 days or less beyond terms)
- Low risk of late payment (average prompt to 30+ days sooner)

Payment Trend	unchanged	Total Payment Experiences	241	Highest Now Owing	\$1,000,000
Payments Within Terms	68%	for the HQ		Highest Past Due	\$300,000
Average High Credit	\$64,575	Total Placed for Collection	3		
	<i><b>v</b></i> <b>vvvvvvvvvvvvv</b>	Largest High Credit	\$2,000,000		

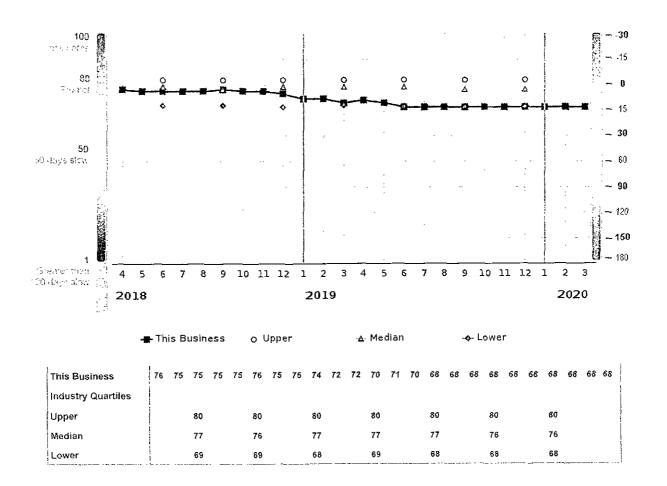
#### \* compared to payments three months ago

#### **Credit Limit Recommendation**

Risk Category		Recommendation Date 03/04/2020		
Their outogoly			Conservative Credit Limit	<b>\$400</b> ,000
		tisk egory	Aggressive Credit Limit	\$900,000
		1	Key Factor	
High	Moderate	Low	Risk is assessed using D&B's scoring methodo create the recommended limits	logy and is one factor used to

### **PAYDEX Yearly Trend**

Shows PAYDEX scores of this Business compared to the Primary Industry from each of the last four quarters. The Primary Industry is Management consulting services, based on SIC code 8742.



#### Note

- Current PAYDEX<sup>®</sup> for this Business is 68, or equal to 17 days beyond terms.
- The 24 month high paydex is 76.0, or equal to 6 DAYS BEYOND terms.
- The 24 month low paydex is 68.0, or equal to 17 DAYS BEYOND terms.
- Industry upper quartile represents the performance of the payers in the 75th percentile.
- Industry lower quartile represents the performance of the payers in the 25th percentile.

### **Payment Habits**

Credit Extended	% of Payments Within Terms	No. of Payment Experiences	Total Amount USD
Over \$100,000	68%	25	\$10,150,000
50,000-100,000	58%	8	580,000
15,000-49,999	73%	16	400,000
5,000-14,999	81% ****	39	285,000
1,000-4,999	65% <b></b>	33	63,000
Under 1,000	65% <b></b>	57	16,350

Based on up to 24 months of payments

#### **Payment Summary**

The Payment Summary section reflects payment information in D&B's file as of the date of this report.

There are 241 payment experiences in D&B's file, with 127 experiences reported during the last three month period. The highest Now Owes on file is \$1,000,000. The highest Past Due on file is \$300,000.

Books-print/publish

Employment agency

Whol misc profsn eqpt

10,000

7,500

7,500

10,000

7,500

7,500

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Industries	Total	Total Amounts	Lorgoot High Crodit	Within		Days Sid	ow (%)		
0,00,00,000	Received	Total Allounis	Largest High Credit	Terms (%)	0-30	31-60	61-90	90+	
Public finance	22	\$261,250	\$70,000	100	0	0	0	0	
Nonclassified	15	685,600	500,000	87	0	6	0	7	
Prepackaged software	10	2,822,500	2,000,000	87	9	0	4	0	
Telephone communictns	10	1,203,200	500,000	100	0	0	0	0	
Ret furniture	7	66,750	45,000	50	34	0	16	0	
Misc business credit	7	8,100	2,500	79	6	0	0	15	
Radiotelephone commun	6	580,750	500,000	100	0	0	0	0	
Misc business service	6	110,700	90,000	1	18	81	0	0	,
Mfg photograph equip	5	509,000	500,000	50	1	0	49	0	
Short-trm busn credit	5	108,850	100,000	54	46	0	0	0	
Mechanical contractor	5	11,850	10,000	95	5	0	0	0	
Detective/guard svcs	5	6,500	5,000	100	0	0	0	0	
Newspaper-print/publ	5	7,350	5,000	88	0	0	0	12	
Help supply service	4	110,250	100,000	53	2	0	0	45	
Investment advice	4	11,000	7,500	93	7	0	0	0	
Whol office equipment	4	6,500	5,000	80	8	6	0	6	
Misc equipment rental	3	1,007,500	1,000,000	50	50	0	0	0	
Physical research	3	1,020,000	1,000,000	50	0	0	49	1	
Misc coml printing	3	87,500	50,000	96	0	4	0	0	
Natni commercial bank	3	20,250	10,000	100	0	0	0	0	
Mfg computer storage	2	707,500	700,000	50	1	0	0	49	
Business consulting	2	575,000	500,000	13	87	0	0	0	
Whol electronic parts	2	402,500	400,000	0	0	100	0	0	
Whol industrial equip	2	325,000	300,000	50	0	50	0	0	
Whol office supplies	2	202,500	200,000	99	0	0	1	0	
Computer system desgn	2	110,000	100,000	0	100	0	0	0	
Whol const/mine equip	2	45,000	25,000	56	0	0	0	44	
Mfg computers	2	15,000	7,500	75	25	0	0	0	
Admin public health	2	5,000	2,500	100	0	0	0	0	
Whol furniture	2	3,500	2,500	100	0	0	0	0	
Trucking non-local	2	1,750	1,000	71	29	0	0	0	
Whol service paper	2	1,100	1,000	50	50	0	0	0	
Whot industrial suppl	2	350	250	100	0	0	0	0	
Travel agency	1	100,000	100,000	100	0	0	0	0	
Mfg abrasive products	1	100,000	100,000	0	0	0	0	100	
Misc computer service	1	100,000	100,000	100	0	٥	0	0	
Periodical-print/publ	1	90,000	90,000	0	100	0	0	0	

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Electrical contractor	1	7,500	7,500	100	0	0	0	0
Mfg computer terminal	1	7,500	7,500	D	50	0	0	50
Mfg relays/controls	1	5,000	5,000	100	0	0	0	0
Mfg construction mach	t	5,000	5,000	100	0	0	0	0
Real estate agent/mgr	1	5,000	5,000	100	0	0	0	0
Facilities support	1	5,000	5,000	100	0	0	0	0
Local truck w/storage	1	2,500	2,500	0	0	100	0	0
Industrial launderer	1	750	750	0	100	O	0	0
Ret computer/software	1	500	500	100	0	0	0	0
Ret misc merchandise	1	250	250	50	50	0	0	0
Reg misc coml sector	1	250	250	100	Ø	0	0	0
Coating/engrave svcs	1	250	250	100	0	0	0	0
Whol chemicals	1	100	100	50	50	0	0	0
Ret mail-order house	1	100	100	100	0	0	0	0
What lumber/millwork	1	50	50	100	0	0	0	0
Other Payment Categories								
Category		Total Received	Total	Dollar Amou	nts	La	argest High	n Credit
Cash experiences		49		\$12,0	00		5	\$5,000
Payment record unknown		8		24,8	50			15,000
Unfavorable comments		1		20,0	00		:	20,000

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# Detailed Payment History

Placed for Collection

Detailed Paym	ent History					
Date Reported	Paying Record	High Credit	Now Owes	Past Due	Selling Terms	Last Sale within(months)
February 2020	Ppt	\$0	\$1,000	\$0	N/A	1
	Ppt	0	0	0	N/A	1
	Ppt	0	100	0	N/A	1
	Ppt	70,000	0	0	N/A	1
	Ppt	1,000	0	0	N/A	1
	Ppt	1,000	0	0	N/A	1
January 2020	Ppt	500,000	250,000	0	N/A	1
	Ppt	300,000	0	0	N/A	4-5
	Ppt	200,000	0	0	N/A	2-3
	Ppt	100,000	0	0	N/A	4-5
	Ppt	30,000	25,000	0	N/A	1
	Ppt	20,000	0	0	N/A	6-12
	Ppt	10,000	0	0	N/A	2-3
	Ppt	10,000	0	0	N/A	1
	Ppt	10,000	5,000	0	N/A	1
	Ppt	10,000	0	0	N/A	6-12
	Ppt	7,500	0	0	N/A	6-12
	Ppt	7,500	7,500	0	N/A	1
	Ppt	5,000	5,000	1,000	N/A	1
	Ppt	5,000	5,000	0	N30	1

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Ppt	5,000	5,000	0	N/A	1
Ppt	5,000	0	0	N/A	6-12
Ppt	2,500	0	0	N/A	1
Ppt	2,500	50	0	N/A	1
Ppt	2,500	0	0	Lease Agreemnt	2-3
Ppt	1,000	1,000	0	N30	1
Ppt	1,000	0	0	Lease Agreemnt	2-3
Ppt	750	0	0	N60	4-5
Ppt	750	0	0	N/A	4-5
• Ppt	500	0	0	N/A	4-5
Ppt	500	0	0	N/A	4-5
Ppt	500	500	0	N/A	2-3
Ppt	500	500	0	N/A	
Ppt	250	0	0	N/A	6-12
Ppt	250	100	0	N30	1
Ppt	250	0	0	N/A	1
Ppt	250	0	0	N60	4-5
Ppt	250	0	0	N/A	6-12
Ppt	250	250	0	N/A	1
Ppt	250	0	0	N/A	4-5
Ppt	250	0	0	N60	4-5
Ppt	250	0	0	N60	4-5
Ppt	250	0	0	N30	6-12
Ppt	250	250	0	N/A	1
Ppt	250	250	0	N/A	1
Ppt	100	100	0	N/A	1
Ppt	100	0	0	N30	1
Ppt	100	100	0	Lease Agreemnt	1
Ppt	100	0	0	N/A	6-12
Ppt-Slow 30	2,500	500	250	N/A	1
Ppt-Slow 30	1,000	0	0	N/A	1
Ppt-Slow 30	100	100	100	N/A	1
Ppt-Slow 30	100	100	100	N/A	1
Ppt-Slow 30	100	50	0	N/A	1
Ppt-Slow 60	300,000	2,500	2,500	N/A	1
Ppt-Slow 60	25,000	5,000	5,000	N/A	1
Ppt-Slow 60	7,500	500	250	N/A	1
Ppt-Slow 60	2,500	1,000	250	N/A	1
Ppt-Slow 90	500,000	250,000	0	N/A	2-3
Ppt-Slow 90	15,000	7,500	1,000	N/A	1
Ppt-Slow 120	2,500	0	0	N/A	2-3
Ppt-Slow 120	1,000	250	0	N/A	2-3
Slow 30	100,000	0	0	N30	4-5
Slow 30	90,000	0	0	N/A	2-3
Slow 30	20.000	20,000	0	N/A	1
Slow 30	5,000	5,000	0	N/A	2-3
Slow 30	500	0	0	N/A	6-12

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	Slow 60	100	0	0	N/A.	6-12
	Slow 30-90	250,000	250,000	200,000	N/A	1
	Slow 90	100	100	100	N/A	
	Slow 90+	250	0	0	N/A	4-5
	Slow 60-120	20,000	10,000	10,000	N/A	2-3
	Slow 30-120	2,500	2,500	2,500	N/A	6-12
October 2019	(076)	0	0	0	Cash account	6-12
July 2019	Ppt	40,000	0	0	N/A	1
June 2019	(078)Placed for collection	2,500	2,500	2,500	N/A	
June 2018	(079)	0	0	0	Sales COD	1
	(080)	0	0	0	Sales COD	1

Lines shown in red are 30 or more days beyond terms

Payment experiences reflect how bills are met in relation to the terms granted. In some instances payment beyond terms can be the result of disputes over merchandise, skipped invoices etc.

Each experience shown is from a separate supplier. Updated trade experiences replace those previously reported.

Disclaimer: The software and information ("Services") accessed herein were developed exclusively at private expense, and are proprietary to Dun & Bradstreet, Inc., and its affiliates and subsidiaries (collectively, "D&B"), and may include copyrighted works, trade secrets, or other materials created by D&B at great effort and expense. If the Customer accessing the Services is part of the executive, legislative or judicial branches of the U.S. Federal Government, the Services contained herein are a Commercial Item as that term is defined in FAR 2.101, and are comprised of Technical Data, Computer Software and Computer Software Documentation as those terms are defined in FAR 52.227-14(a) and DFAR 252.227-13. Customer's rights to use the Services are as described in the government contract signed between D&B and the Government. Under no circumstances will the Customer accessing the Services have greater rights in the Services provided hereunder than "Limited Rights" as that term is defined in FAR 52.227-14 (ALT II) and DFAR 252.227-7013(f) and "Restricted Rights" as that term is defined in FAR 52.227-14 (ALT III) and DFAR 252.227-7014(f), respectively.

# Comprehensive Report Report viewed 10 Dec 2019 Subscriber Number 263-774798

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# ⊖ Identification & Summary

# ACCENTURE PUBLIC LIMITED COMPANY

Risk Evaluation		Identification	
D&B Rating 5A 2		Trading Style	ACCENTURE.
D&B Risk Indicator		Main Trading Address	1 Grand Canal Square
D&B Failure Score 51			Grand Canal Harbour DUBLIN
D&B Payment Score 49			Co Dublin
Days Beyond Terms 33			2
D&B Maximum Credit €16,500,000			IRELAND
		Telephone Number	016462000
Level Freezen	i	D-U-N-S® Number	98-501-5354
Legal Events		Registered Number	471706
Number of Court Judgments	0	Web Address	www.accenture.com
Value of all Court Judgments	0	······	
Number of Mortgages and Charges	0	Registered Address	1 GRAND CANAL SQUARE GRAND CANAL HARBOUR DUBLIN 2
Associations			D02 P820
Parent Company	No		IRELAND
Number of Principals	15	Line of Business (NACE 1)	MANAGEMENT ACTIVITIES OF HOLDING COMPANIES (7415)

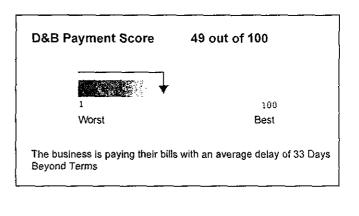
# **Financial Summary**

Latest Accounts Date	31 Aug 2018
Tangible Net Worth	\$4,294,631,000
Turnover	\$41,603,428,000

# ⊖ D&B Risk Assessment

D&B Rating	5A 2	
Financial Strength	5A	(based on tangible net worth) \$4,294,631,000
Risk Indicator	2	Represents a lower than average risk of business failure.

D&B Failure Score	51 out of 100
1	100
Worst	Best
49% of Irish businesses hav	e a lower risk of failure.
Incidence of failure	<b>2.11%</b> (211 per 10,000)
Industry average	3.03% ( 303 per 10,000 )



Recommended credit exposure at any given time.

Score, business size and primary industry sector.

The D&B Maximum Credit is calculated using the D&B Failure

€16,500,000

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The Failure Score is a relative measure of risk allowing the ranking of all businesses in the D&B database. This means that the score shows where a business ranks compared to all other businesses in the D&B database.

**D&B Maximum** 

Credit

Decisive criteria that influenced the risk evaluation for this company are:	
There have been no Judgments or Scottish Decrees associated to this business in the past 4 years.	
• The pre-tax profit over total assets ratio (calculated from the accounts made up to 31 Aug 2018) is strong.	
There are few or no insolvency events associated with the Principals of this business.	
<ul> <li>This business is well established and has been trading since 2009.</li> </ul>	
<ul> <li>Values, ratios and trends taken from the Balance Sheet (made up to 31 Aug 2018) are generally satisfactory.</li> </ul>	

# OD&B Rating & Score - Industry Sector Comparison

#### History and Industry Comparison of D&B Failure Score

The graph below shows the history of the D&B Failure Score for ACCENTURE PUBLIC LIMITED COMPANY over the last 12 months compared to the average for its industry group.



#### **Comparison of Financial Strength**

Financial Strength of ACCENTURE PUBLIC LIMITED COMPANY: 5A

Total number of businesses in the industry with known Financial Strength 9,288 of these

- 0 (0.0%) have a higher Financial Strength.
- 28 (0.3%) have the same Financial Strength.
- 9,260 (99.7%) have a lower Financial Strength.

#### Commentary

- Today's Failure Score of 51 indicates that ACCENTURE PUBLIC LIMITED COMPANY is less likely to fail than industry average.
- Total number of businesses in the same industry group as ACCENTURE PUBLIC LIMITED COMPANY : 13,390
- Average Industry Score: 34

### OPayment Information

D&B collects in excess of 100 million payment experiences on European businesses each year. The information shown below indicates how ACCENTURE PUBLIC LIMITED COMPANY has been paying its bills.

Average Days Beyond Terms		 33
Paydex	 	 49

dun & bradstreet

Number of payment experiences (last 12 months)	8
Total Value of Experiences	€24,887
Average Value of Experiences	€3,111

Payment Experiences Summary

Value Bands Euro	Number of Experiences	Total Value Euro	% paid within terms	1-30 days	31-60 days	61-90 days	91+ days
> 100,000	-	<u> </u>	-	-	-	-	-
75,000 - 99,999		-	-	-	-	-	-
50,000 - 74,999	-		-	-	-	-	
25,000 - 49,999	-		-	-	-	-	-
10,000 - 24,999	-		-	-	-	-	-
< 10,000	8	24,887	26	-	70	2	2
Total	8	24,887					

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In some instances, payment beyond terms can be the result of overlooked or disputed invoices

Invalid License (800). Please contact SoftwareFX Support

O Payment Industry Comparison

Shown below is an industry comparison based on the 1,199 other businesses in same industry group as ACCENTURE PUBLIC LIMITED COMPANY where D&B has payment experiences.

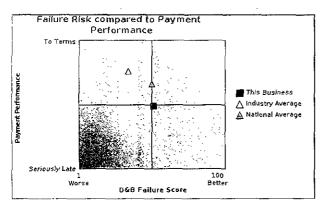
	Comparison of Days Beyond	Terms and Payment Score	
	ACCENTURE PUBLIC	Pays 33 days beyond terms.	Paydex of 49
	Upper quartile (top 25%)	pays within terms	Paydex of 80
	Median (middle 50%) Lower quartile (bottom 25%)	pays 6 days beyond terms pays 19 days beyond terms	Paydex of 76 Paydex of 64
Invalid License (800), Please contact SoftwareFX Support		<u></u>	
- Business Trend			

Commentary

ACCENTURE PUBLIC LIMITED COMPANY pays it's bills on average 33 days beyond terms.

This is 14 days longer than the national average of 19 days beyond terms.

When compared to similar businesses ACCENTURE PUBLIC LIMITED COMPANY pays slower than the industry average of 6 days beyond terms.



The D&B failure score of 51 predicts that the risk of failure wi 12 months for ACCENTURE PUBLIC LIMITED COMPANY is average. This compares to an industry average D&B Failure Score this 34 and a national average of 50.	s lower than

# OPublic Notice Information

Public Notice information is added to the D&B Database and, if present, will appear in this section. This section was last updated from public sources on 10 Dec 2019.

#### Judgments

There are no filed judgements as of 10 Dec 2019.

#### Summary of Mortgages, Charges & Satisfactions

There are no mortgages or charges as of 10 Dec 2019. D&B have all charges from Dublin CRO dating back to 01 Jan 1987.

Latest Account Filed on 090216, accounting reference date 310814.

Legal Filing Summary	
Registered Number	471706
Latest Annual Return Date	01 Mar 2019
Latest Accounts Filed	31 Aug 2018

All public notice information has been obtained in good faith from the appropriate public sources.

### Ourrent Principals

There are currently 15 principals. There have been 2 appointments in the last 12 months. There have been 2 resignations.

#### DAVID ROWLAND:

Position	Director
Date Appointed	10 Jan 2019
Address	993 STOVALL BLVD, NE,, ATLANTA , GA 30319 , UNITED STATES
Date of Birth	02 Feb 1961

#### Other Current Associations

Company Name	Date Appointed
ACCENTURE HOLDINGS PUBLIC LIMITED COMPANY	20 Apr 2015

JULIE SPELLMAN SWEET:	
Position	Director
Date Appointed	01 Sep 2019
Address	7428 HAMPDEN LANE, BETHESDA , MD 20814 , UNITED STATES
Date of Birth	11 Oct 1967
No other current association	IS
TRACEY TRAVIS:	
Position	Director
Date Appointed	20 Jul 2017
Date of Birth	22 Jun 1962
No other current association	ns
HERBERT HAINER:	
Position	Director
Date Appointed	02 Nov 2016

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Date of Birth

23 Jun 1968

Address Date of Birth	AM REHWEG 1, 91074 HERZOGENAVRACH , GERMANY 03 Jul 1954
No other current associations	
VENKATA RENDUCHINTALA:	
Position	Director
Date Appointed	12 Apr 2018
Address	15644 SHADY LANE, LOS GATOS , CA 95032 , UNITED STATES
Date of Birth	31 Jul 1965
No other current associations	
GILLES PELISSON;	
Position	Director
Date Appointed	27 Apr 2012
Address	193 BOULEVARD SAINT GERMAIN, 75007 PARIS , FRANCE
Date of Birth	26 May 1957
No other current associations	
JAIME ARDILA:	
Position	Director
Date Appointed	20 Aug 2013
Address	7000 ISLAND BOULEVARD, AP. 2106
Date of Birth	24 Jul 1955
No other current associations	
MARJORIE MAGNER:	
Position	Director
Date Appointed	01 Sep 2009
Address	190 E 72ND STREET,, APT. 35D, NEW YORK
Date of Birth	29 Apr 1949
No other current associations	
NANCY MCKINSTRY:	
Position	Director
Date Appointed	13 Jul 2016
Address	KEIZERSGRACHT 263 B, 1016 EC AMSTERDAM , NETHERLANDS
Date of Birth	04 Jan 1959
No other current associations	
ARUN SARIN:	
Position	Director
Date Appointed	30 Oct 2015
Date of Birth	21 Oct 1954
No other current associations	
PAULA PRICE:	
Position	Director
Date Appointed	09 May 2014
Address	68 LOWELL ROAD,, WELLESLEY HILLS, , MA 02481, , UNITED STATES
Date of Birth	23 Oct 1961
No other current associations	
FRANK KUI TANG:	
Position	Director
Date Appointed	09 May 2014
Address	18 STANLEY VILLAGE ROAD,, HOUSE G,
Data of Pirth	22 Jun 1068

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#### No other current associations

#### BRIAN CONNOLLY:

Position	Company Secretary
Date Appointed	22 Oct 2009
Address	3, ARRAN ROAD,, DRUMCONDRA, , DUBLIN , D09 E8C9 , IRELAND
Date of Birth	29 Feb 1968

### Other Current Associations

Company Name	Date Appointed	
	21 Oct 2015	
FARFALLA LIMITED	22 May 2015	
ACTICON LIMITED	22 May 2015	
	05 May 2015	

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#### JOEL UNRUCH:

•••••	
Position	Company Secretary
Date Appointed	01 Jun 2015

#### Other Current Associations

Company Name	Date Appointed
	20 Apr 2015

### Previous Associations

Company Name	Date Appointed	Date Resigned
ACCENTURE GLOBAL SERVICES LIMITED	28 May 2015	30 May 2018

### LILIAS LEE:

Company Secretary
01 Aug 2016
335 MENDHAM ROAD,, BERNARDSVILLE , NJ 07924 , UNITED STATES
07 Feb 1981

#### No other current associations

favourable out of business

### CHARLES GIANCARLO (Appointed 01 Sep 2009, Resigned 01 Feb 2019)

Address	36,EUCLID AVENUE, , ATHERTON, , , CA 94027, , UNITED STATES
Date of Birth	08 Dec 1957
Date Appointed	01 Sep 2009

No other current associations

PIERRE NANTERME (Appointed 20 Oct 2010, Resigned 10 Jan 2019)			
Address	34 RUE COPERNIC , 75116 PARIS , , FRANCE		
Date of Birth	07 Sep 1959		
Date Appointed	20 Oct 2010		

### Other Current Associations

Company Name	Date Appointed
ACCENTURE HOLDINGS PUBLIC LIMITED COMPANY	20 Apr 2015

#### WILLIAM KIMSEY (Appointed 01 Sep 2009, Resigned 07 Feb 2018)

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Address	2085 STRATFORD PLACE, SANTA BARBARA,, CA 93108, UNITED STATES
Date of Birth	06 Jul 1942
Date Appointed	01 Sep 2009

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### No other current associations

### BLYTHE MCGARVIE (Appointed 01 Sep 2009, Resigned 10 Feb 2017)

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	 -	-	
Date of Birth	03 Dec	: 1956	
Date Appointed	01 Sep	2009	

No other current associations

WULF VON SCHIMMELMA	NN (Appointed 01 Sep 2009, Resigned 10 Feb 2017 )
Address	ASSENBUCHER STRASSE 75 , 82335 BERG-LEON! , , GERMANY
Date of Birth	19 Feb 1947
Date Appointed	01 Sep 2009
No other current associati	ons

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DINA DUBLON (Appointed 01 Sep 20	)09, Resigned 10 Feb 2017 )
Address	33 SPRINGHURST ROAD, , BEDFORD HILLS, , , NY 10507 , UNITED STATES
Date of Birth	06 Aug 1953
Date Appointed	01 Sep 2009

No other current associations

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AARON BRADFORD HOLMES (Appointed 01 Jun 2015, Resigned 01 Aug 2016)		
Address	7807 PINE ROAD WYNDMOOR , , PA 19038 , UNITED STATES	
Date of Birth	11 Dec 1978	
Date Appointed	01 Jun 2015	

### Other Current Associations

Company Name	Date Appointed
ACTICON LIMITED	03 Nov 2016
FARFALLA LIMITED	03 Nov 2016

#### **Previous Associations**

Company Name	Date Appointed	Date Resigned
Accenture Global Holdings Limited	24 Oct 2016	30 Jul 2019
ACCENTURE HOLDINGS PUBLIC LIMITED COMPANY	10 Apr 2015	20 Apr 2015

JOEL UNRUCH (Appointe	d 02 May 2011, Resigned 01 Jun 2015 )	
Address	Iress 710 MELROSE UNIT 2 , CHICAGO, IL 60657 , UNITED STATES OF AMERICA	
Date Appointed	02 May 2011	
No other current associations		
JULIE SPELLMAN SWEET	(Appointed 22 Mar 2010, Resigned 01 Jun 2015 )	
Address	6011 KIRBY ROAD , BETHESDA , USA , MD 20617 , UNITED STATES	
Date Appointed	22 Mar 2010	
No other current associati	ons	
NOBUYUKI IDEI (Appointe	ed 01 Sep 2009, Resigned 04 Feb 2015 )	
Address	15-19-23 HIGASHI GOTANDA, SHINAGAWA-KU, , TOKYO 141-0022, , JAPAN	
Date of Birth	22 Nov 1937	
Date Appointed	01 Sep 2009	
No other current associati	ons	
SIR MARK MOODY-STUA	RT (Appointed 01 Sep 2009, Resigned 04 Feb 2015 )	
Address	9 GUN HOUSE, 122 WAPPING HIGH STREET, , LONDON E1W2NL, , , UNITED KINGDOM	
Date of Birth	15 Sep 1940	
Date Appointed	01 Sep 2009	

### No other current associations

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ROBERT LIPP (Appointed 01 Sep 2	009. Resigned 30 Jan 2014 )
Address	USA, UNITED STATES
Date of Birth	17 May 1938
Date Appointed	01 Sep 2009

No other current associations

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WILLIAM GREEN (Appointed 01 Sep	2009, Resigned 01 Feb 2013 )
Address	40 GAMMY'S LANE CHATHAM , BOSTON , MA 02633
Date of Birth	08 Aug 1953
Date Appointed	01 Sep 2009

#### No other current associations

DENNIS FOWLER HIGHTOWER (Appointed 10 Sep 2010, Resigned 19 Jul 2012)		
Address	UNITED STATES, UNITED STATES	
Date of Birth	28 Oct 1941	
Date Appointed	10 Sep 2010	

No other current associations

RICHARD BUCHBAND (Appointed 01 Sep 2009, Resigned 01 Mar 2011)		
Address	576 HILL TERRACE , WINNETKA , IL 60093	
Date of Birth	01 May 1963	
Date Appointed	01 Sep 2009	

#### No other current associations

### **Previous Associations**

Company Name	Date Appointed	Date Resigned
ACCENTURE GLOBAL SERVICES LIMITED	17 Aug 2010	01 Mar 2011

DOUGLAS SCRIVNER (Appo	inted 01 Sep 2009, Resigned 22 Mar 2010)
Address	25461 W. FREMONT ROAD , LOS ALTOS HILLS , USA , CA 94022 , UNITED STATES
Date of Birth	03 Jun 1951
Date Appointed	01 Sep 2009
No other current association	S

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### $\Theta$ Subsidiaries

Company Name	Operates As	Year Started	% Shares owned
ACCENTURE HOLDINGS PUBLIC LIMITED COMPANY		-	100
Accenture Global Holdings Limited	-		100
ACCENTURE HR SERVICES LIMITED		-	99.75
Kurt Salmon US LLC	-	2016	-
Accenture Inc.	COMPUTER SERVICES	1989	
Cloud Sherpas, Inc.	-	2015	-
Deja Vu Security, LLC	-	2019	-
Structure Consulting Group LLC	-	2015	-
Intrepid Pursuits LLC	-	2017	-
Brand Learning LLC	-	2017	-
Kogentix LLC	-	2018	-
Targetst8 Consulting, LLC	-	2018	-
Matter LLC	-	2017	
Media-Hive, L.L.C.	COMPUTER PROGRAMMING & SOFTWARE SERVICES	2017	-
Solutionsiq, LLC	COMPUTER SERVICES	2017	-

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Search Technologies LLC	COMPUTER SERVICES	2017	
ACCENTURE HOLDINGS FRANCE SAS	Holding companies, NEC	2004	
Accenture Services AB	-	1985	
ACCENTURE PLC	<u> </u>	2001	-
Accenture BPM	<u> </u>	2017	-
Accenture Technology Ventures	COMPUTER SERVICES	2017	-
Accenture	-	1989	-
ACCENTURE SPA	COMPUTER PROGRAMMING & SOFTWARE SERVICES	1990	-
ACCENTURE FINANCE AND ACCOUNTING BPO SERVICES	-	2001	-
ENERGUIA WEB SOCIEDAD ANONIMA	COMPUTER SERVICES	2000	-
Accenture AG	-	1983	-
OCTO Technology SA	COMPUTER SERVICES	2008	-
Accenture International B.V.	TRUST	2018	•
ACCENTURE SERVICES (PTY) LTD	MISCELLANEOUS SERVICES	1999	-
Accenture Technology Solutions (Dalian) Co., Ltd.	-	2003	-
ACCENTURE VIETNAM COMPANY LIMITED	-	2008	-
ACCENTURE	MISCELLANEOUS SERVICES	-	-
ACCENTURE MINORITY III LIMITED	NONDURABLE GOODS WHOLESALERS	2000	-
ACCENTURE NZ LIMITED	COMPUTER SERVICES	2001	-
ACCENTURE MAURITIUS ONSHORE LIMITED	COMPUTER SERVICES	2003	-
Enaxis Consulting, L.P.	-	2018	
ACCENTURE TECHNOLOGY SOLUTIONS SRL	COMPUTER PROGRAMMING & SOFTWARE SERVICES	2002	-
ACCENTURE (SOUTH AFRICA) (PTY) LTD	<u> </u>	2001	-
Accenture AS	-	2007	-
ACCENTURE, PT	-	2001	-

Address

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### ⊖Branches

ACCENTURE PUBLIC LIMITED COMPANY, South County Business Park, Dublin, CO DUBLIN

### <u>Θ Legal Structure</u>

Legal Form	PUBLIC LIMITED COMPANY
Date Started	10 Jun 2009
Date of Registration	10 Jun 2009
Registered Number	471706
Registered office	1 GRAND CANAL SQUARE
	GRAND CANAL HARBOUR
	DUBLIN 2
Summary Issued Capital	\$ 54,838.68 divided into 40,000 Ordinary shares of \$1 each,
	638,965,789 Ordinary A shares of \$ 0 each,
	20,531,383 Ordinary I to Z shares of \$ 0 each,

### ⊖ Operations

Source	Activity Code Type	Code Activity Description	
Dublin CRO	NACE 1	7415	MANAGEMENT ACTIVITIES OF HOLDING COMPANIES
D&B Sourced	US SIC 1972	7392	MANAGEMENT & PUBLIC RELATIONS CONSULTANTS
D&B Sourced	US SIC 1972	7399	MISCELLANEOUS BUSINESS SERVICES

Management, consulting & public relations			
Other Operating Details			
Employees	288,834		

During our investigation:

It was stated that

Website : www.accenture.com

### $\Theta$ Financial Summary

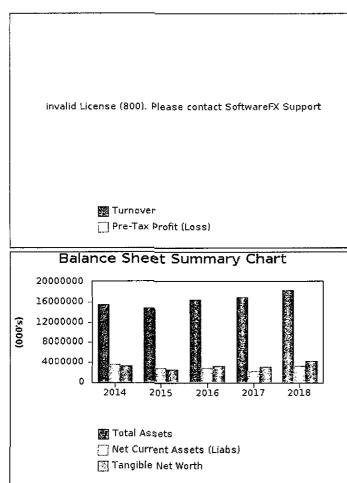
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	Fiscal Consolidated USD 31 Aug 2018 (000's)	Fiscal Consolidated USD 31 Aug 2017 (000's)	Fiscal Consolidated USD 31 Aug 2016 (000's)	Fiscal Consolidated USD 31 Aug 2015 (000's)	Fiscal Consolidated USD 31 Aug 2014 (000's)
Sales Turnover	41,603,428	36,765,478	34,797,661	32,914,424	31,874,678
Profit / (Loss) Before Taxes	5,808,093	4,616,032	5,603,572	4,410,530	4,297,701
Equity Shareholders Funds	10,364,753	8,949,477	7,555,262	6,133,725	5,732,035
Tangible Net Worth	4,294,631	3,236,743	3,435,674	2,738,985	3,336,141
Total Fixed Assets	10,863,524	10,592,601	8,632,782	6,686,664	6,026,010
Total Assets	24,449,083	22,689,890	20,609,004	18,266,058	17,930,452
Total Current Assets	13,585,559	12,097,289	11,976,222	11,579,394	11,904,442
Total Current Liabilities	10,151,751	9,824,279	8,878,924	8,491,006	8,158,079
Net Current Assets (Liabilities)	3,433,808	2,273,010	3,097,298	3,088,388	3,746,363
Long Term Debt	3,932,579	3,916,134	4,174,818	3,641,327	4,040,338
Employees**	441,946	403,013	372,562	328,490	288,834

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(\*\* not in 000's)



### O Profit And Loss Accounts

	Fiscal Consolidated USD 31 Aug 2018 (000's)	Fiscal Consolidated USD 31 Aug 2017 (000's)	Fiscal Consolidated USD 31 Aug 2016 (000's)	Fiscal Consolidated USD 31 Aug 2015 (000's)	Fiscal Consolidated USD 31 Aug 2014 (000's)
Net Sales	41,603,428	36,765,478	34,797,661	32,914,424	31,874,678
Cost of sales	29,160,515	25,734,986	24,520,234	23,105,185	22,190,212
Gross Profit / (loss)	12,442,913	11,030,492	10,277,427	9,809,239	9,684,466
Advertising & Commercial					

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	4,198,557		3,580,439	3,505,045	3,582,833
Distribution costs		0.007.000			·
General Expenses	2,403,315	6,397,883	1,886,543	1,868,325	1,819,136
Other Operating Income					18,015
Net Operating Income	5,841,041	4,632,609	4,810,445	4,435,869	4,300,512
Interest receivable / non group interest	56,337	37,940	30,484	33,991	30,370
Other financial income			848,823		
Total Financial Income	56,337	37,940	879,307	33,991	30,370
Interest Payable	19,539	15,545	16,258	14,578	17,621
Other Group Financial Expenses	69,746	38,972	69,922	44,752	15,560
Total Financial Expenses	89,285	54,517	86,180	59,330	33,181
Profit / (Loss) Before Taxes	5,808,093	4,616,032	5,603,572	4,410,530	4,297,701
Corporation Tax	1,499,499	1,345,233	1,188,029	1,595,850	1,195,835
Total Corporation Tax	1,499,499	1,345,233	1,188,029	1,595,850	1,195,835
Deferred Taxation	94,000	(364,133)	65,940	(459,109)	(74,092)
Total Other Tax	94,000	(364,133)	65,940	(459,109)	(74,092)
Profit / (Loss) After Taxes	4,214,594	3,634,932	4,349,603	3,273,789	3,175,958
Exceptional Items	154,687	189,783	237,711	220,208	234,460
Net Income	4,059,907	3,445,149	4,111,892	3,053,581	2,941,498
Dividends	1,725,953	1,550,411	0	1,328,188	1,234,147
Retained Profit for the year	2,333,954	1,894,738	4,111,892	1,725,393	1,707,351
Reconciliation					
Retained Earnings at start of year	5,987,071	7,879,960	(1.411,972)	11,758,131	10,069,844
Retained Profit for the year	2,333,954	1,894,738	4,111,892	1,725,393	1,707,351
Other deductions	1,944,783	2,692,843	4,361,640	13,516	19,064
Retained Earnings at end of year	6,376,242	7,081,855	(1.661.720)	13,470,008	11,758,131
NOTES					
Payroll	25,461,211	22,624,963	21,093,759	19,785,767	19,258,371
Depreciation	593,658		-	645,923	620,743
Directors Remuneration**	27,136,000	17,932,000	15,245,000	18,730,000	24,244,000
Audit Fee **	19,827,000	17,203,000	19,587,000	18,622,000	15,146,000
Non Audit Fee **	1,251,000	3,231,000	1,542,000	915,000	3,183,000
Number of Employees**	441,946	403,013	372,562	328,490	288,834
Auditors Remuneration**	21,078,000	20,434,000	21,129,000	19,537,000	18,329,000

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(\*\* not in 000's)

## ⊖ Balance Sheet

	Fiscal Consolidated USD 31 Aug 2018 (000's)	Fiscal Consolidated USD 31 Aug 2017 (000's)	Fiscal Consolidated USD 31 Aug 2016 (000's)	Fiscal Consolidated USD 31 Aug 2015 (000's)	Fiscal Consolidated USD 31 Aug 2014 (000's)
FIXED ASSETS					
Goodwill	5,383,012	5,002,352	3,609,437	2,929,833	2,395,894
Patents	-	-	-	60,915	-
Other Intangibles	687,110	710,382	510,151	403,992	0
Total Intangible Assets	6,070,122	5,712,734	4,119,588	3,394,740	2,395,894
Land & Buildings	-		956,542	801,884	-
TANGIBLE FIXED ASSETS	1,264,020	1,140,598	956,542	801,884	793,444
Long Term Investments	215,532	211,610	198,633	45,027	66,783
Other long term assets	3,313,850	3,527,659	3,358,019	2,445,013	2,769,889
Total Fixed Assets	10,863,524	10,592,601	8,632,782	6,686,664	6,026,010
CURRENT ASSETS					<u></u>
Cash at bank / in hand	5,061,360	4,126,860	4,905,609	4,360,766	4,921,305
Trade Debtors	-	2,316,043	-	1,884,504	1,803,767
Other receivables	4,996,454		845,339		

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Tax recoverable	-	-	-	879,120	731,826
Marketable Securities / Investments	3,192	3,011	2,875	2,448	2,602
Other Current assets	3,524,553	5,651,375	6,222,399	4,452,556	4,444,948
Total Current Assets	13,585,559	12,097,289	11,976,222	11,579,394	11,904,442
Trade Creditors	1,348,802		1 000 004	1 454 404	4 004 00
Accruals / Deferred Income	3,530,555	7,587,822	1,280,821	1,151,464	1,064,228
Bank loans & overdrafts	5,337	2,907	2,773	0,820,807	0,714,31
Loans Payable			2,710	1,848	330
Tax & Social Security	497,885	708,485	362,963	516,827	379,21
Amounts due to group companies	4,569,172		-		
Other Current Liabilities	200,000	1,525,065	468,529		
Total Current Liabilities	10,151,751	9,824,279	8,878,924	8,491,006	8,158,079
Net Current Assets (Liabilities)	3,433,808	2,273,010	3,097,298	3,088,388	3,746,363
Total Assets less Current	( ) 007 000	40.001.044			
Liabilities	14,297,332	12,865,611	11,730,080	9,775,052	9,772,373
LONG-TERM LIABILITIES	· ····································				
Deferred Taxation	-	-	961,729	41,193	198,734
Other Borrowing/Mortgages & Loans	-	22,163	24,457	25,587	26,403
Minority Interests	359,835	760,723	634,114	513,846	553,302
Other long term liabilities	3,572,744	3,133,248	2,554,518	3,060,701	3,261,899
Total Long Term Liabilities	3,932,579	3,916,134	4,174,818	3,641,327	4,040,338
Net Assets	10,364,753	8,949,477	7,555,262	6,133,725	5,732,035
Net Worth / Shareholders Funds					
Issued Share Capital	72	71	72	76	76
Reserves	3,988,439	1,867,551	9,216,910	(7,336.359)	(6,026,172)
Retained Earnings / Profit & Loss	6,376,242	7,081,855	(1,661.720)	13,470,008	11,758,131
Equity Shareholders Funds	10,364,753	8,949,477	7,555,262	6,133,725	5,732,035
Tangible Net Worth	4,294,631	3,236,743	3,435,674	2,738,985	3,336,141
		0,200,140	0,400,014		0,000,11
Notes to the Balance Sheet					
Guarantees given to pay off indebtedness	No	No	No	No	No
Operating Lease Commitments Plant & Machinery (or other)	-	3,706,874		469,626	2,164,066
Operating Lease Commitments Land & Building	-	-	2,817,304		
Total Operating Lease Commitments	-	3,706,874	2,817,304	469,626	2,164,066
Contingent Debt - Amount	·· · · · · · · · · · · · · · · · · · ·		-	174,604	
Market value of pension scheme		-	-	-	2,916,167

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# AUDITORS/REGISTRARS: AUDITORS KPMG

## $\Theta$ Cash Flow Statement

	31 Aug 2018 (000's)	31 Aug 2017 (000's)	31 Aug 2016 (000's)	31 Aug 2015 (000's)	31 Aug 2014 (000's)
Cash Inflow from Operating Activities	6,026,691	4,973,039	4,575,115	4,092,137	3,486,085
Capital Expenditure & Financial					

Increase (Decrease) in cash in the year	934,500	(821,075)	544,843	(280,543)	(710,580)
Financing	(2,133.863)	(1,992,657)	(3.419.922)	(1.848,825)	(3,140.254)
Cash Inflow (outflow) before use of liquid assets & financing	3,068,363	1,171,582	3,964,765	1,568,282	2,429,674
Dividends paid	(1.708,724)	(1,567,578)	-	(1.353,471)	
Investment	(1.249 604)	(2,233,879)	(610.350)	(1.170,384)	(1.056,411)

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## ΘKey Financial Ratios

	31 Aug 2018	31 Aug 2017	31 Aug 2016	31 Aug 2015	31 Aug 2014
Profitability		······································			
Profit Margin (%)	14.0	12.6	16.1	13.4	13.5
Shareholders' Return (%)	135.2	142.6	163.1	161.0	128.8
Return On Capital (%)	40.6	35.9	47.8	45.1	44.0
Return On Assets (%)	23.8	20.3	27.2	24.1	24.0
Financial Status		<b></b>	·····		
Acid Test (x)	1.3	1.2	1.3	1.4	1.5
Current Ratio (x)	1.3	1.2	1.3	1.4	1.5
Solvency Ratio (%)	328.0	424.5	379.9	442.9	365.6
Fixed Assets/Net Worth (%)	-	35.2	27.8	29.3	23.8
Current Liabilities/Net Worth (%)	236.4	303.5	258.4	310.0	244.5
Asset Utility					
Collection Period (days)		23.0	-	20.9	
Asset Turnover (%)	170.2	162.0	168.8	180.2	177.8
Sales / Net Working Capital (x)	12.1	16.2	11.2	10.7	8.5
Assets / Sales (%)	58.8	61.7	59.2	55.5	56.3
Creditors / Sales (days)	11.8		13.4	12.8	12.2
Employee					
Capital / Employee*	32.4	31.9	31.5	29.8	33.8
Sales / Employee*	94.1	91.2	93.4	100.2	110.4
Profit / Employee*	13.1	11.5	15.0	13.4	14.9
Employee Average Wage*	57.6	56.1	56.6	60.2	66.7

(\* in 000's)

### ⊖ Growth Rates

	2018 vs 2017	2018 vs 2016	2018 vs 2015	2018 vs 2014
Turnover	13.16	19.56	26.4	30.52
Gross Profit	12.8	21.07	26.85	28.48
Net Operating Profit	26.09	21.42	31.68	35.82
Profit Before Tax	25.82	3.65	31.69	35.14
Profit After Tax	15.95	(3.1)	28,74	32.7
Net Profit for the year	19.39	(42.78)	27.91	28.16
Number of Employees	9.66	18.62	34.54	53.01
Profit / Employee	13.91	(12.67)	(2.24)	(12.08)
Total Intangible Assets	6.26	47.35	78.81	153.36
Total Tangible Fixed Assets	10.82	-	-	59.31
Current Assets	12.3	13.44	17.33	14.12
Total Assets	8.26	11.46	23.59	18.31
Current Liabilities	3.33	14.34	19.56	24.44
Net Current Assets (Liabilities)	51.07	10.86	11.18	(8.34)
Total Assets less Current Liabilities	11.13	21.89	46.26	46.3
Long Term Liabilities	0.42	(5.8)	8	(2.67)
Net Assets	15.81	37.19	68.98	80.82

### ⊖ Financial Notes / Opinions

	Year	Unfavourable	Financial Notes / Opinions
]	31 Aug 2018	No	•
	31 Aug 2017	No	-
[	31 Aug 2016	No	
	31 Aug 2015	No	-
	31 Aug 2014	No	-

Whilst D&B attempts to ensure that the information provided is accurate and complete by reason of the immense quantity of detailed matter dealt within compiling the information and the fact that some of the data are supplied from sources not controlled by D&B which cannot always be verified, including information provided direct from the subject of enquiry as well as the possibility of negligence and mistake, D&B does not guarantee the correctness or the effective delivery of the information and will not be held responsible for any errors therein or omissions therefrom.

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## Exhibit C-8 "Bankruptcy Information"

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(None)

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Exhibit C-9- "Merger Information"

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(None)

Accenture LLP

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### Exhibit C-10 "Corporate Structure"

1.

Applicant is an Illinois limited liability partnership, with all ownership interests held by Accenture Inc. as Managing Partner, Accenture LLC as General Partner and Accenture Sub II Inc. as General Partner. Accenture Inc. and Accenture LLC are units of Accenture PLC, incorporated in Ireland and publicly traded on the NYSE (symbol: ACN).