



Coforge

Investor Day

2023

# Execution. Execution. Execution.

**Sudhir Singh**

CEO & Executive Director

Princeton, New Jersey

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# Safe Harbor and Disclaimer

## Forward Looking Statements Safe Harbor

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**Where we were. Where we are.**

**What makes us different**

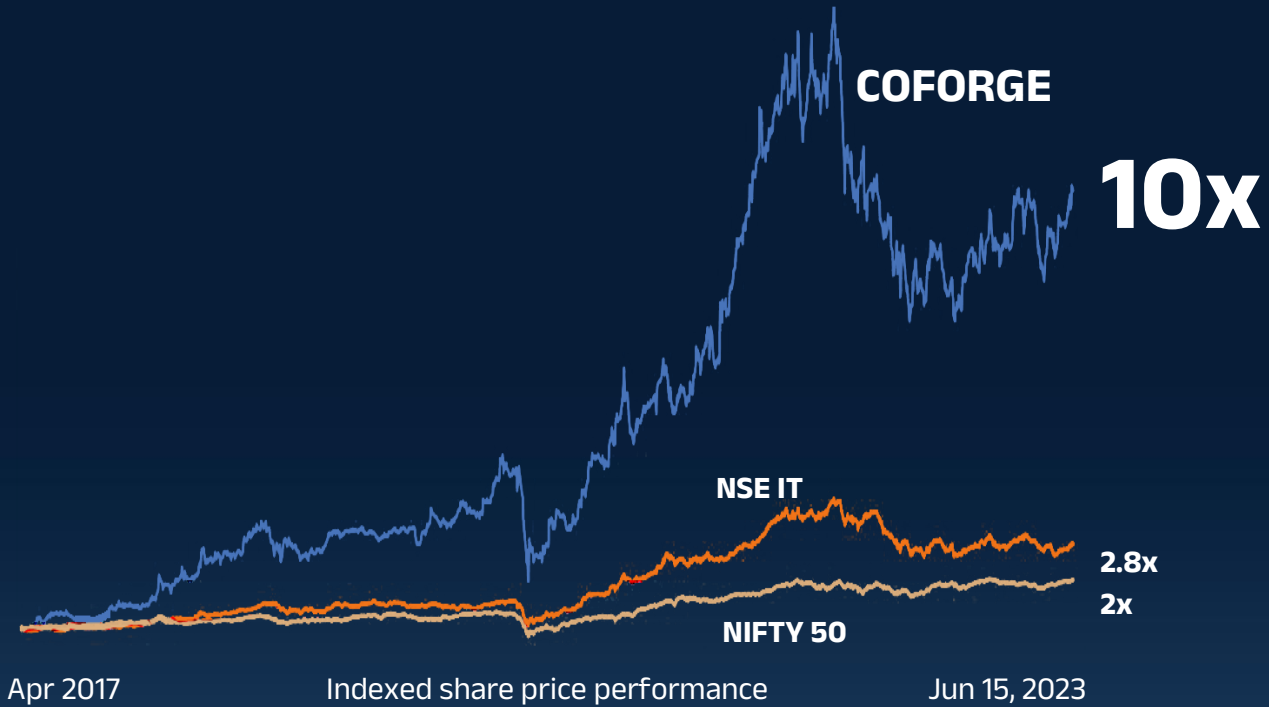
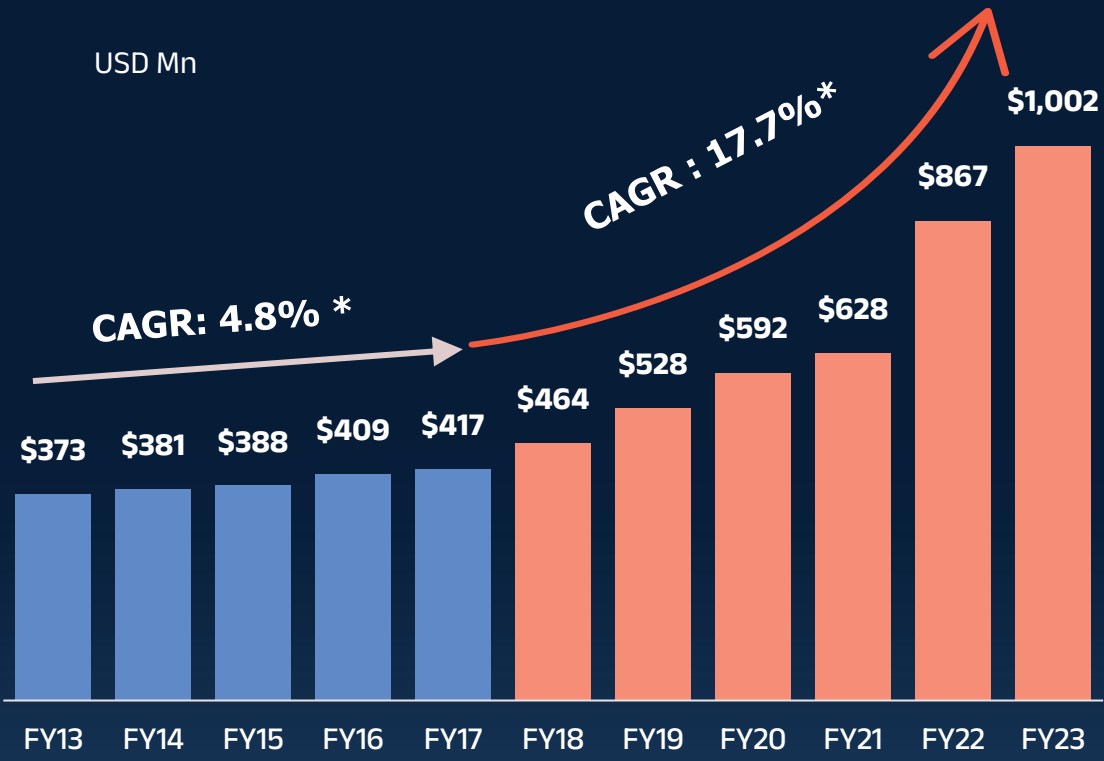
**Our growth equation for the next 5 years**



# Coforge is a case study of significant change driving material growth



# Robust sustained growth has generated 10x + returns



\* In CC terms

# Exceptional execution has created the foundation for future growth

	FY13	FY17	FY18	FY19	FY20	FY21	FY22	FY23	
<b>Financial &amp; Operational Metrics</b>	<b>Revenue (\$mn)</b>	373	417	464	528	592	628	867	<b>1,002</b>
	<b>EBITDA (\$mn)</b>	61	72	78	93	102	106	150	<b>176</b>
	<b>EPS (INR*)</b>	36	44	46	66	71	75	109	<b>133</b>
	<b>DSO(Billed+Unbilled)</b>	104	67	79	74	90	88	76	<b>73</b>
<b>Client Metrics</b>	<b>Order Executable(\$mn)</b>	252	320	339	390	468	520	720	<b>869</b>
	<b>Order Intake(\$mn)</b>	369	457	507	646	748	781	1,151	<b>1,265</b>
	<b># of \$1mn+ clients</b>	68	73	80	90	106	115	137	<b>145</b>
	<b># of large deals</b>			7	6	7	7	11	<b>11</b>
	<b>Top 5 client contribution</b>	32%	33%	30%	28%	28%	24%	23%	<b>23%</b>

\*adjusted for exception and one-time items.

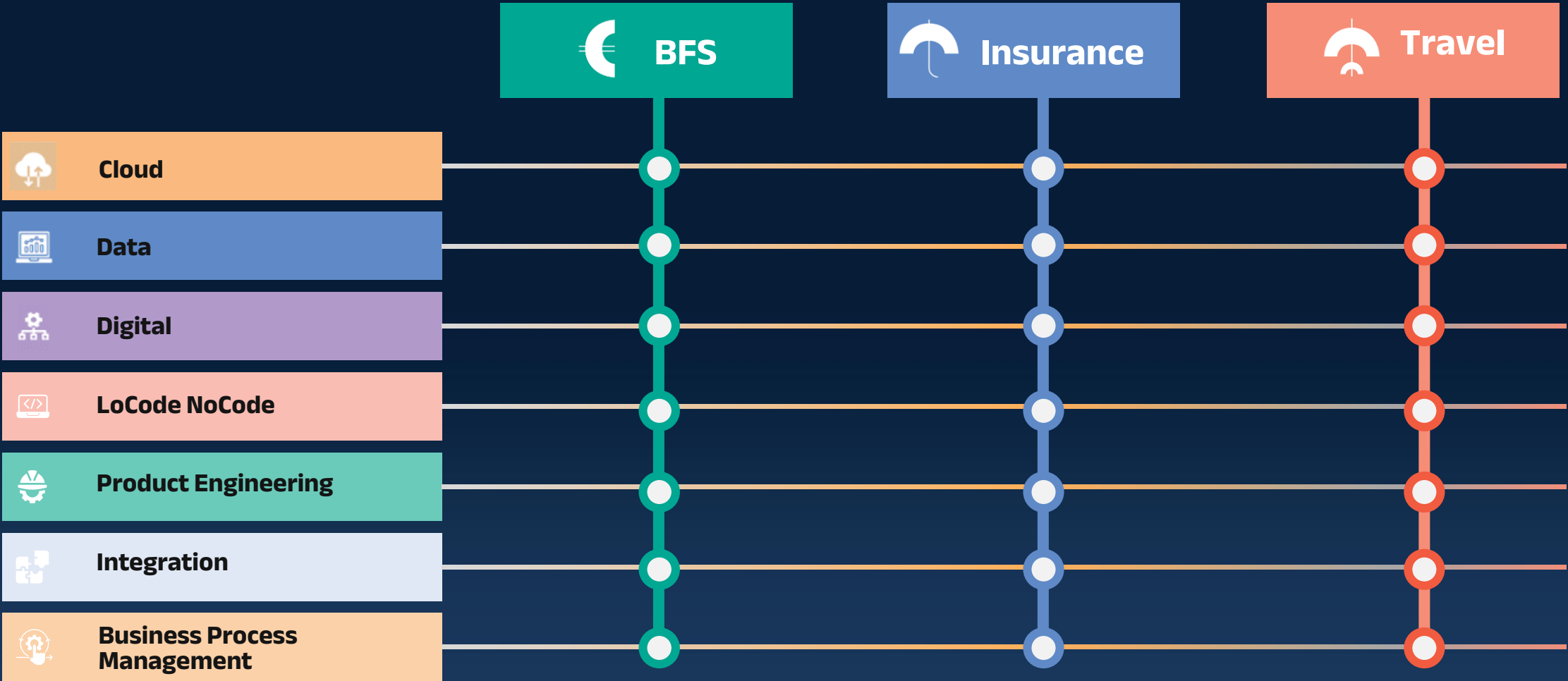
Where we were. Where we are

What makes us different

Our growth equation for the next 5 years



# Our conviction that real impact can only be delivered at the intersect of domain and tech expertise





# Our conviction that real impact can only be delivered at the intersect of domain and tech expertise



**BFS**



**Insurance**



**Travel**




**Cloud**




**Data**



**Digital**



**LoCode NoCode**



**Product Engineering**



**Integration**



**Business Process Management**










**Advantage GO™**

# Our conviction that real impact can only be delivered at the intersect of domain and tech expertise

 **BFS**

 **Insurance**

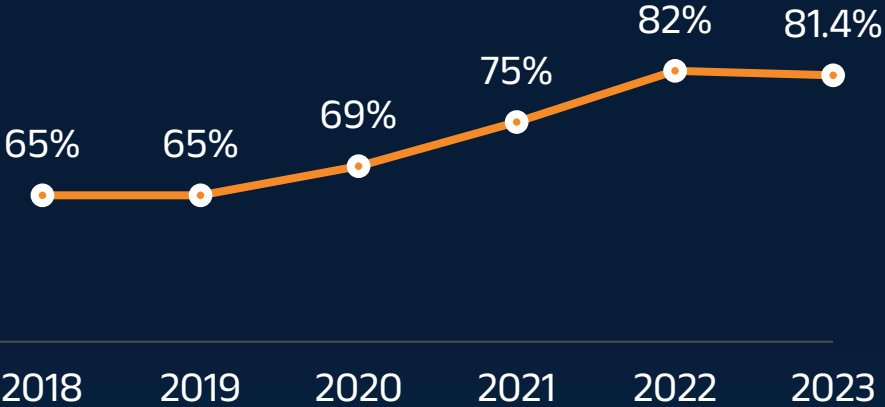
 **Travel**

-  **Cloud**
-  **Data**
-  **Digital**
-  **LoCode NoCode**
-  **Product Engineering**
-  **Integration**
-  **Business Process Management**

**Video / Image Analytics**  
for a European rail operator

# Our culture that has created a talented and engaged workforce

## Employee Satisfaction Score



Best-in-class benefits and career opportunities

Robust focus on upskilling and reskilling



Low Attrition Rate of 14.1%\*



\*Trailing 12 months attrition for FY23

# Our ability to focus and execute



## Partnerships



## Clients

**10yrs+**

Average tenure for Top 10 clients

**92%**

Repeat client business (FY23)

**21**

\$10mn+ clients (FY23)



## Acquisitions



Where we were. Where we are.

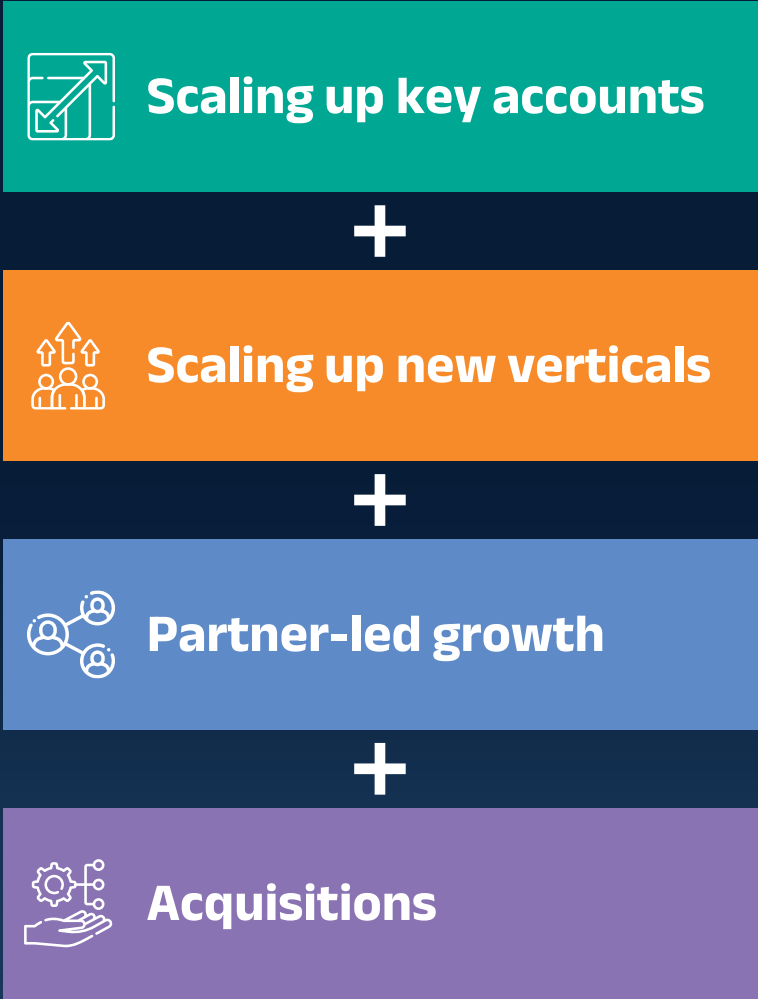
What makes us different

**Our growth equation for the next 5 years**

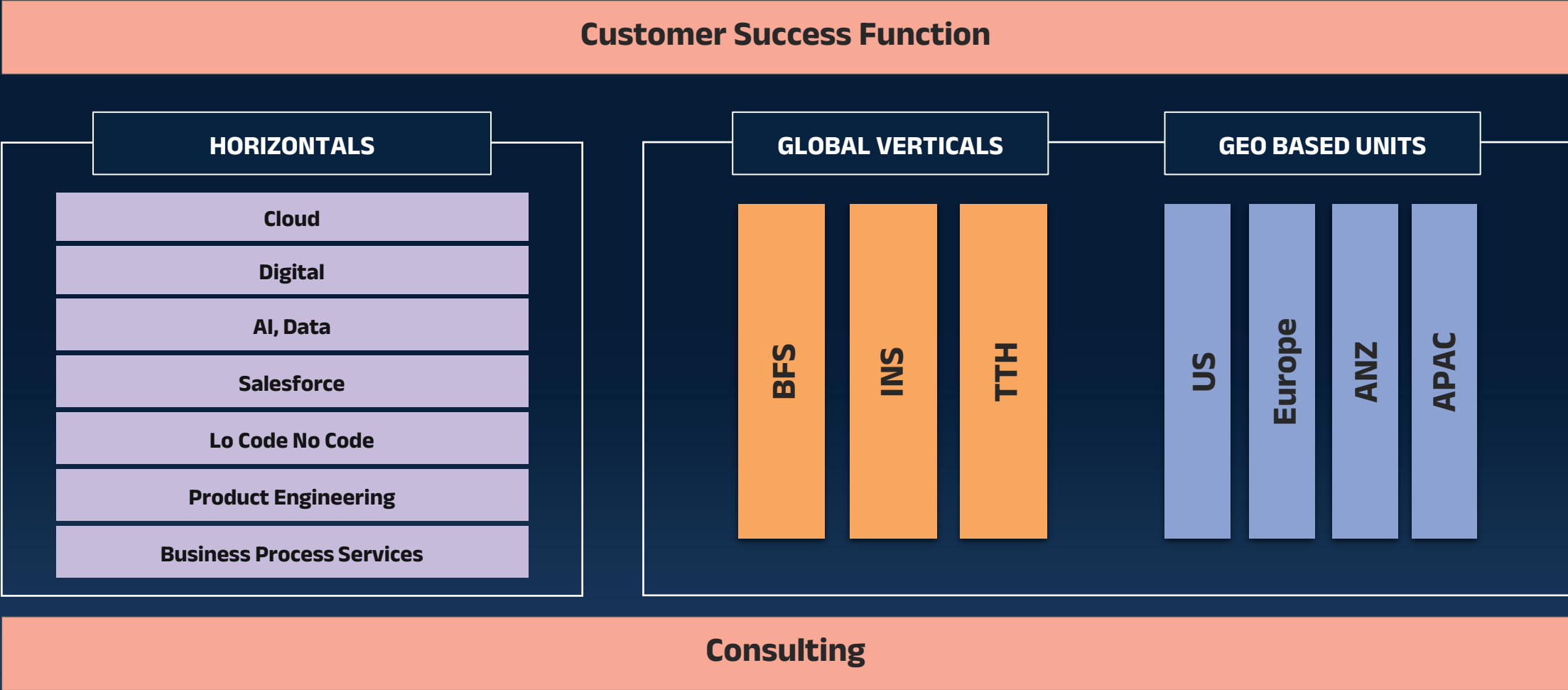


# Our growth equation has 4 components that will drive sustained, profitable growth ahead

**GROWTH** 



# Our next 5-year growth plan has been finalized. The structure to support it is in place



Let's **engage!**

