

# Coforge BFS Business

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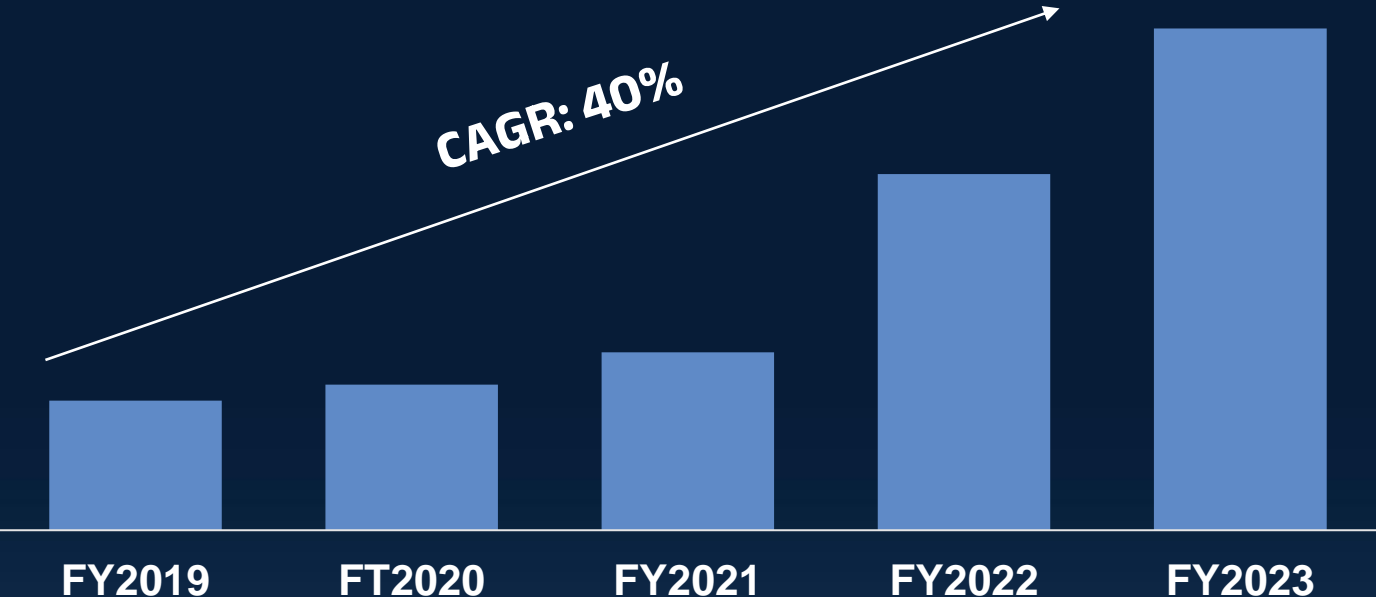
**Where we were. Where we are.**

**What makes us different**

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



# Significant growth with ~40% CAGR over last 5 years...



**\$105 MM**  
Transformation Deal

**\$60 MM**  
Managed Services Deal

**2,000+**  
Employees added in 12 months

**FINTECH**  
Marquee New Clients

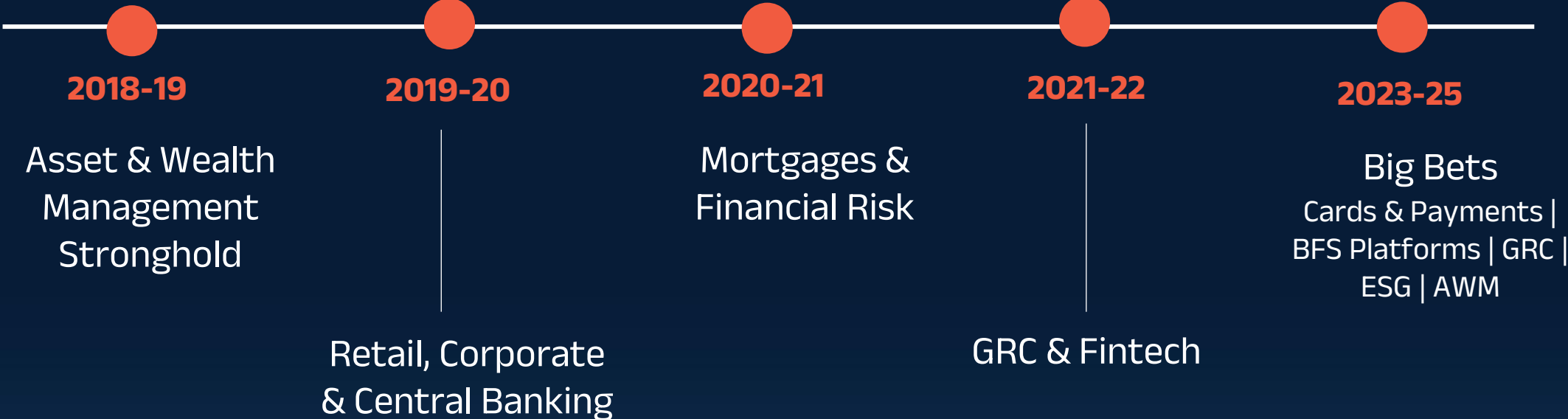
**33%**  
Revenue from BFS

**3.5 X**  
Growth over 5 years

**~8,000**  
Employees

**74**  
Best in Class NPS

# ... aided by rapid expansion in domain capabilities



Where we were. Where we are

What makes us different

Our growth equation for the next 5 years



# Our Expertise in BFS Industry and Technological Proficiency Enables Tailored Solutions for Clients' Challenges

We specialize in four key areas crucial for BFS customers:



**Modernize  
Core**



**Implement Data  
Solutions**



**Automate Business  
Processes**



**Transform User  
Experience**

We stand out due to our:

1

**Transformative  
Expertise in Macro  
Products**

2

**Array of Solutions for  
Micro Products**

3

**Strong Execution  
Capability**

4

**Partnership  
Mindset**

# From Strength to Strength

Coforge Became the Primary Tech Shop for the UK Entity of a Global bank, Bolstering Banking Credentials and Opening New Opportunities

Rapid growth from modest beginnings to trusted partner

2018



Journey Begins

2021



Primary Tech Partner

2023



Transformation Partner

## New Revenue Streams

- Opportunities to scale globally
- Strong Reference for Retail, Mortgage & Commercial Banking
- Reusable Managed Services Outsourcing framework



# Unleashing New Growth Avenues

Coforge's Rapid Expansion from Building an Automation CoE to Legacy Modernization and Payments Transformation Partnerships with a Top Global Bank

**Going Beyond Automation:** Coforge Engineering Expertise  
Unlocks Exciting Transformation Opportunities

2019



**Automation CoE**

2021



**PSL Partner**

2023



**Transformation Partner**

## New Revenue Streams

- Scale globally in the account
- Strong Reference for Retail, Commercial and Wholesale Banking
- Core modernization

# Unlocking New Revenue Streams

Coforge Consolidates Presence in its Oldest Account and Expands Growth Opportunities

**From Tactical to Strategic to Transformational:**  
The Enduring Partnership that Stands the Test of Time

1995



**IT & Ops Partner**

2020



**Transformation Partner**

2023



**Business Partner**

## New Revenue Streams

- AWM Business Unit
- Core Modernization
- Data monetization
- Fintech Platform Services

Where we were. Where we are.

What makes us different

Our growth equation for the next 5 years



# BFS Growth Equation

# GROWTH



## Scalable Logos

9 of the Fortune 100 Global Banks  
5 of the top 25 US Banks  
2 of the top 5 Central Banks



## Targeted domain offerings

AWM, GRC, Cards & Payments



## Ability to Win Large Deals



## Geo Expansion and Targeting Hunting

Let's **engage!**

