

The Growth Equation

Ajay Kalra
CFO
Greater Noida, India

Saurabh Goel
Deputy CFO
Greater Noida, India

Safe Harbor and Disclaimer

Forward Looking Statements Safe Harbor

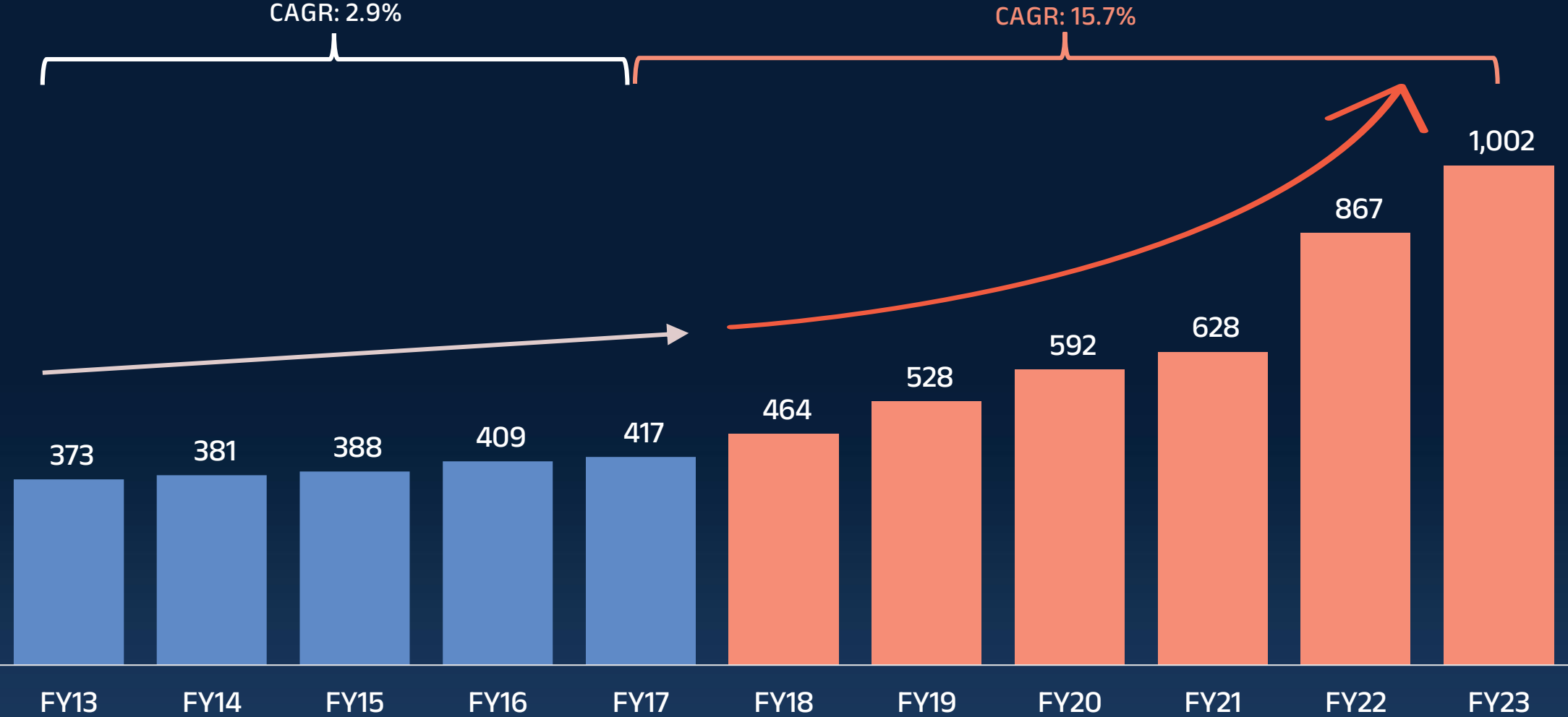
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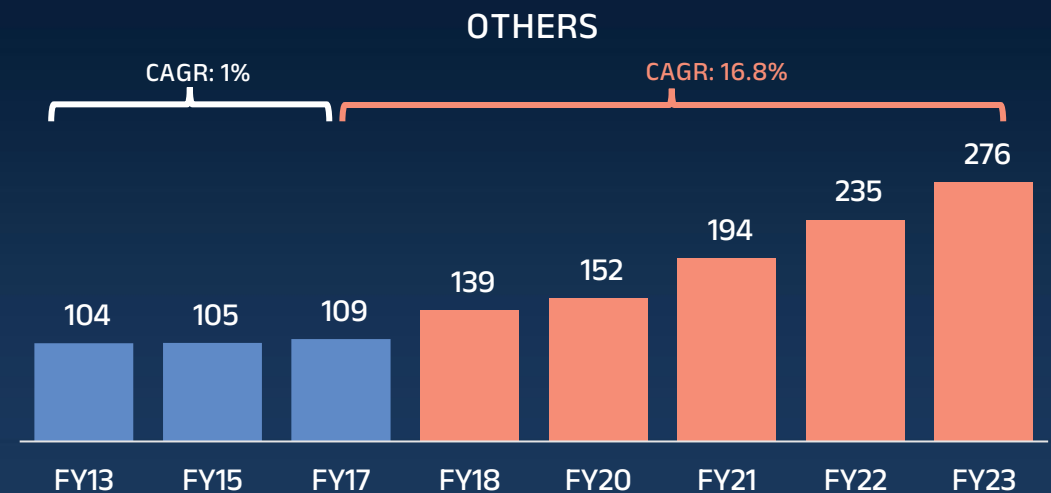
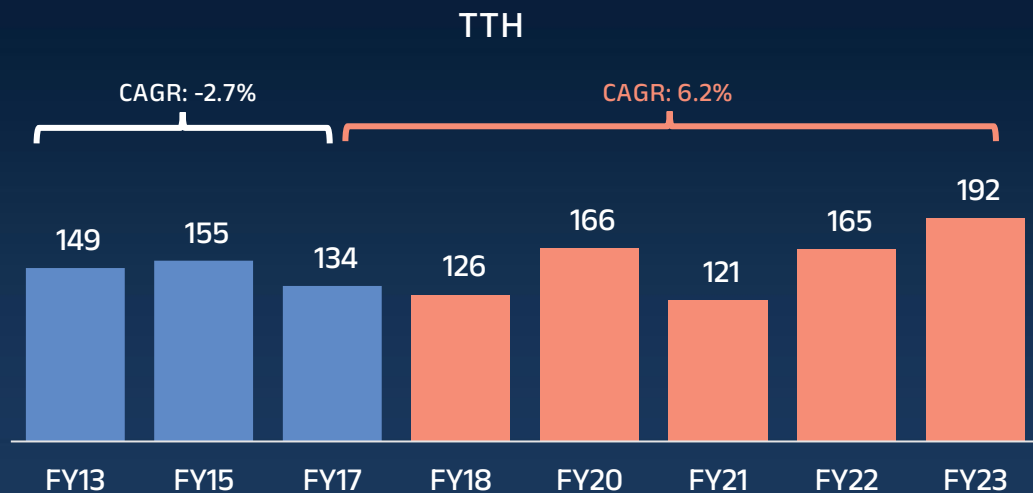
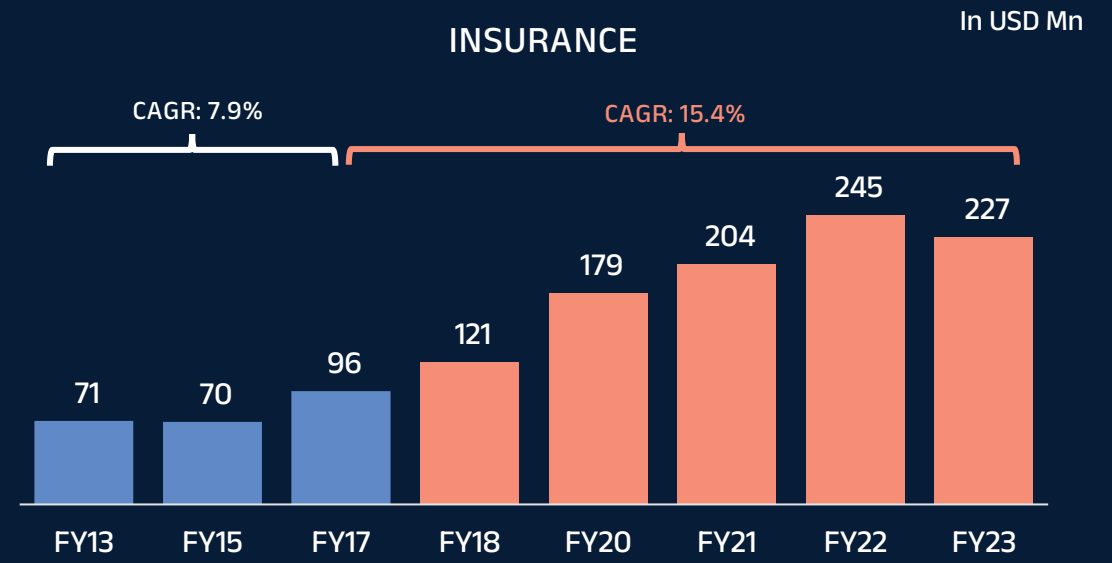
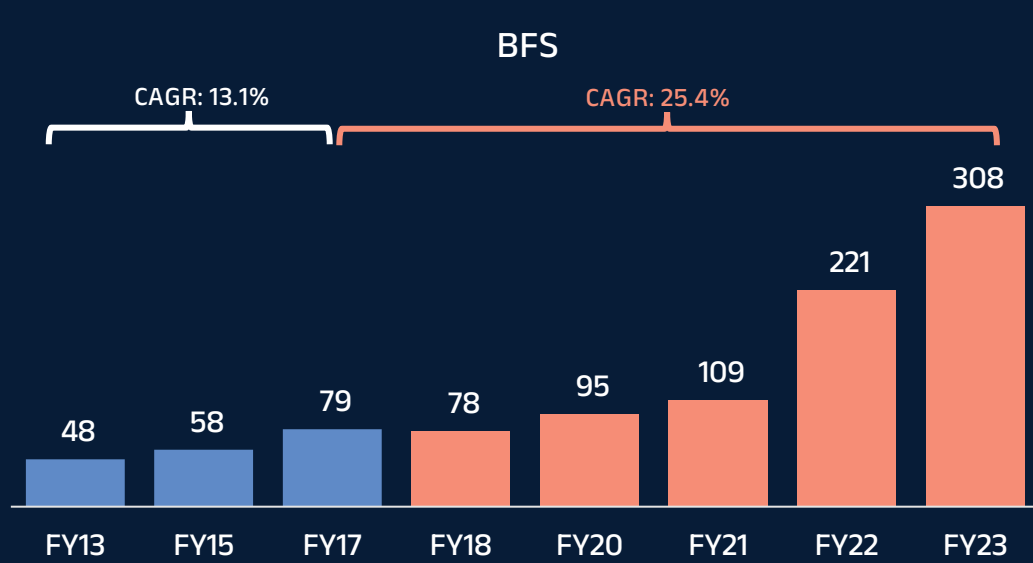
Fast growing...

In USD Mn



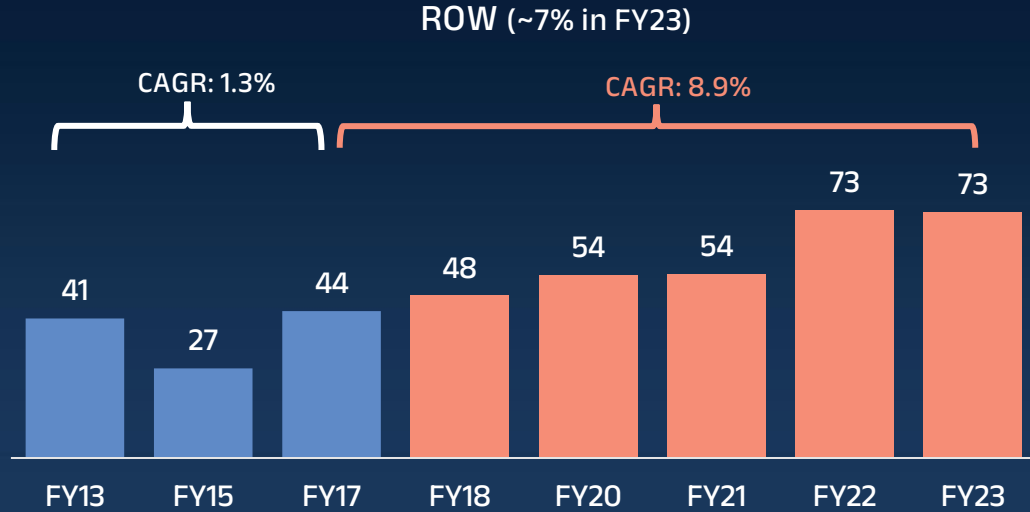
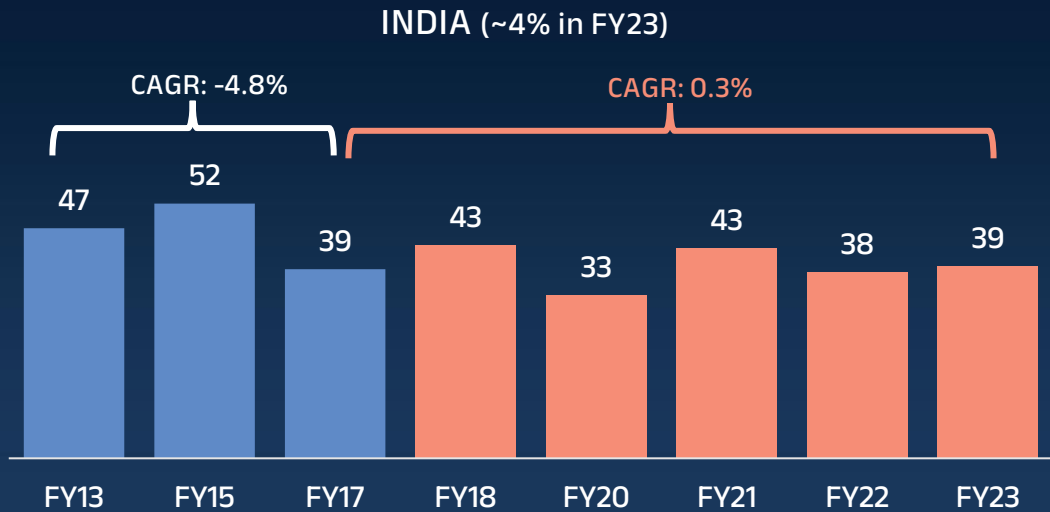
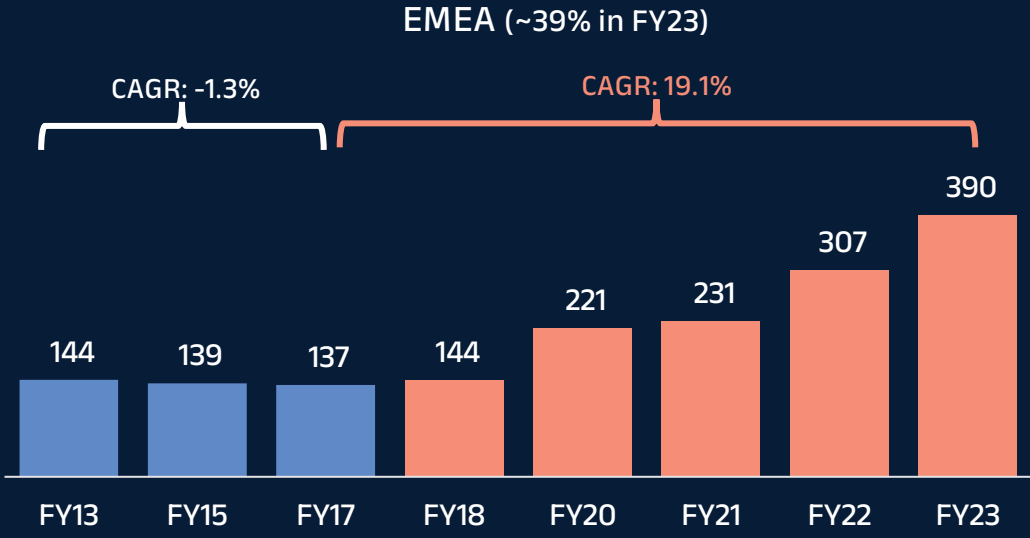
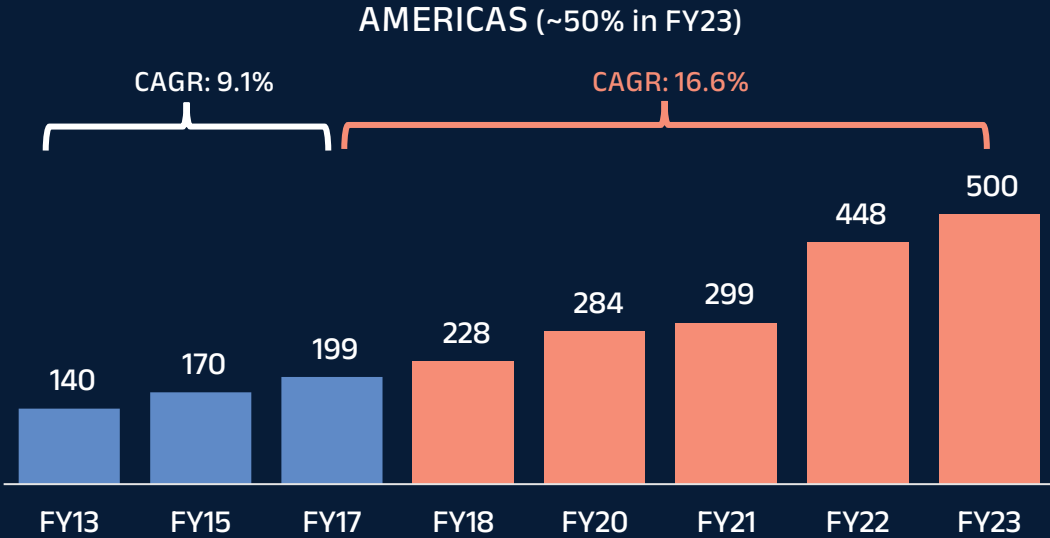
CAGR (CC Terms, FY17 – FY23): 17.7%

with a balanced vertical portfolio...



and with a diversified geographic mix

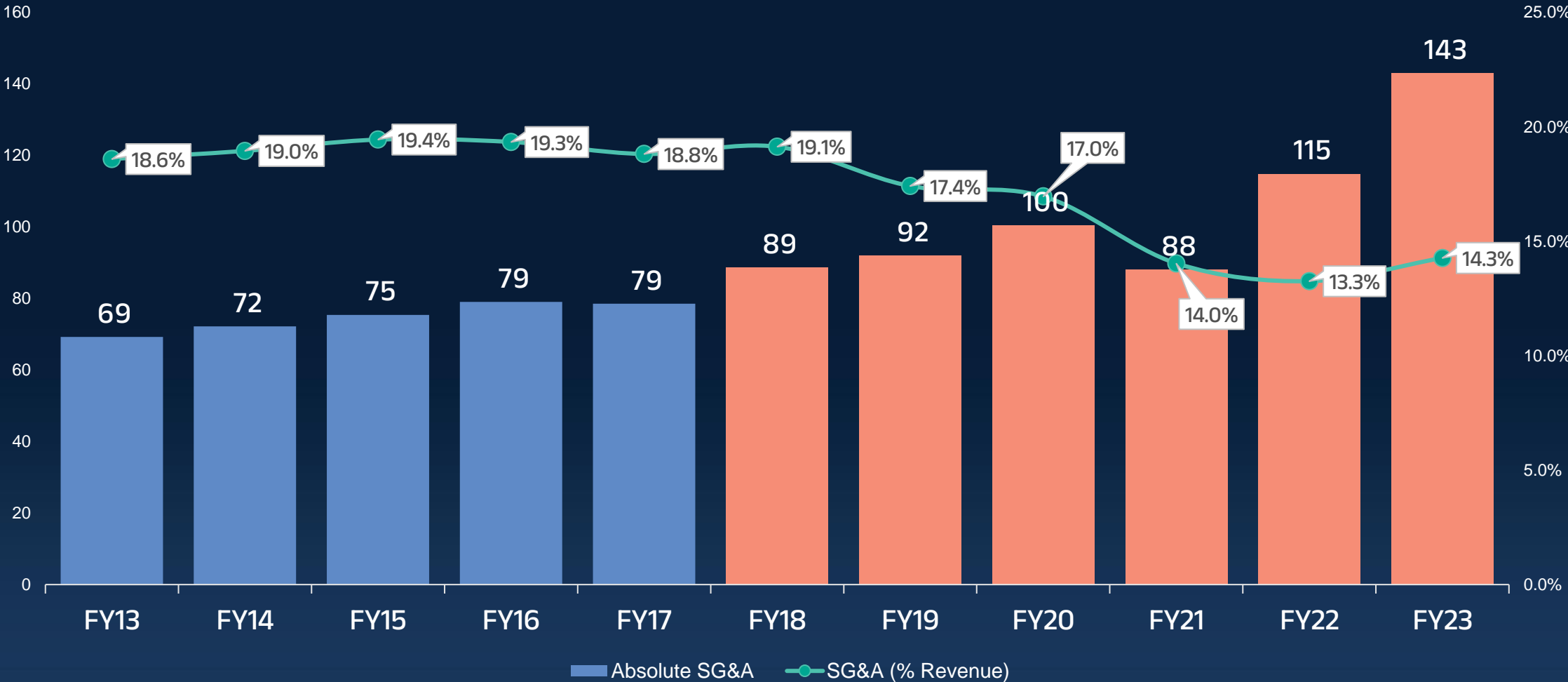
In USD Mn



Reinforced SG&A investments...

In USD Mn

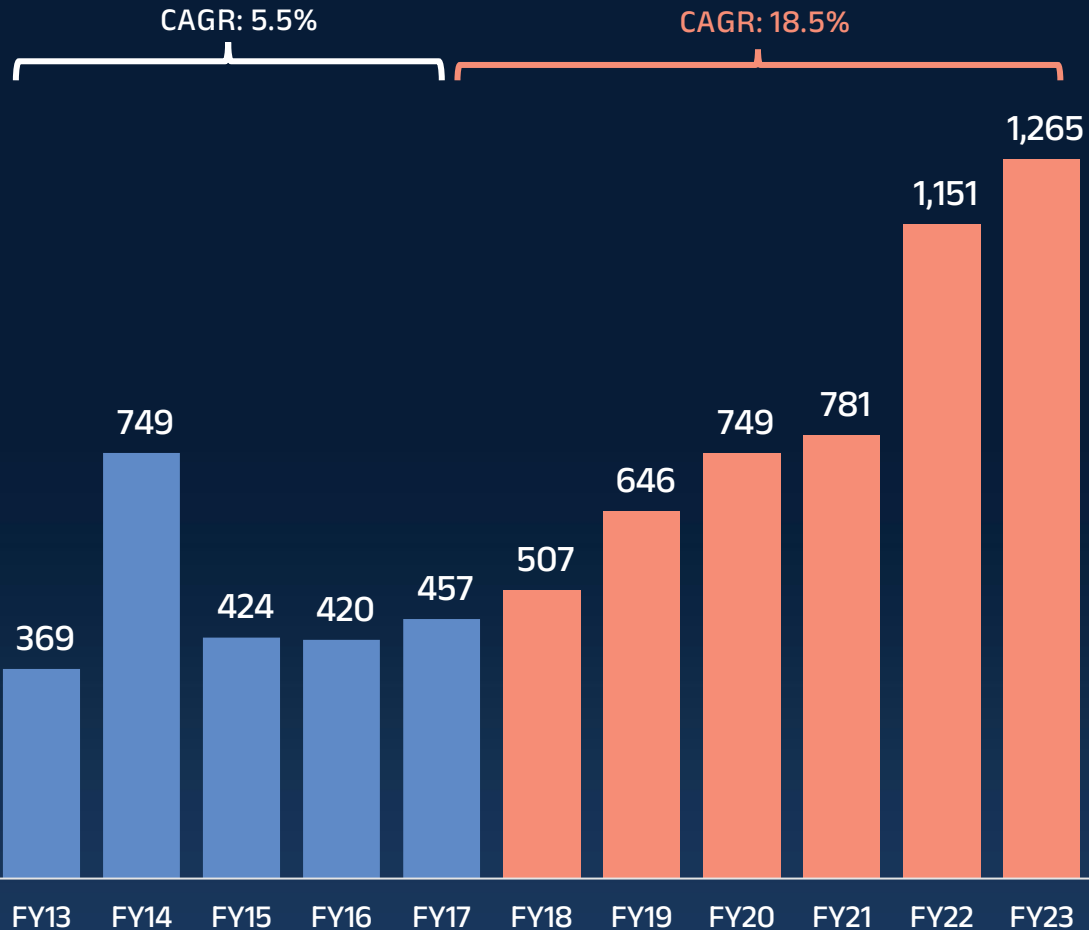
SG&A Investments



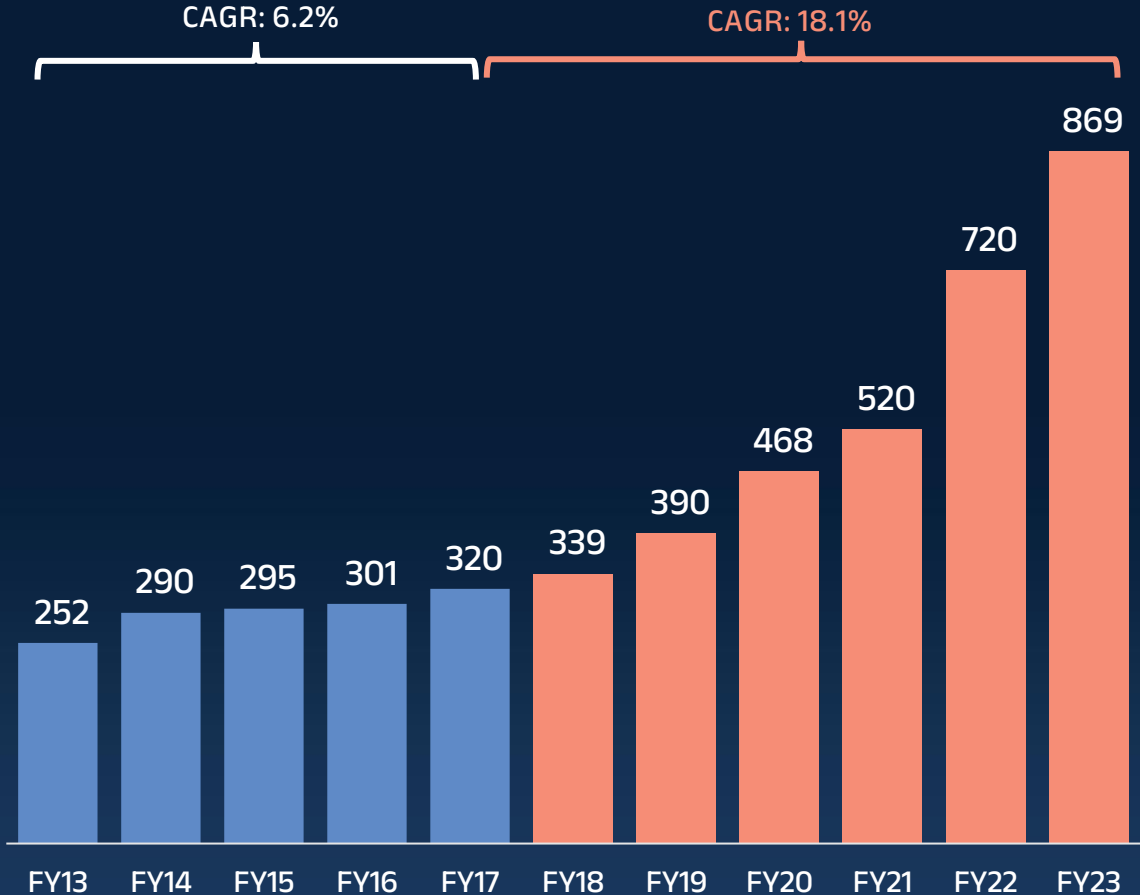
have led to significant business momentum...

In USD Mn

Fresh Order Intake TCV



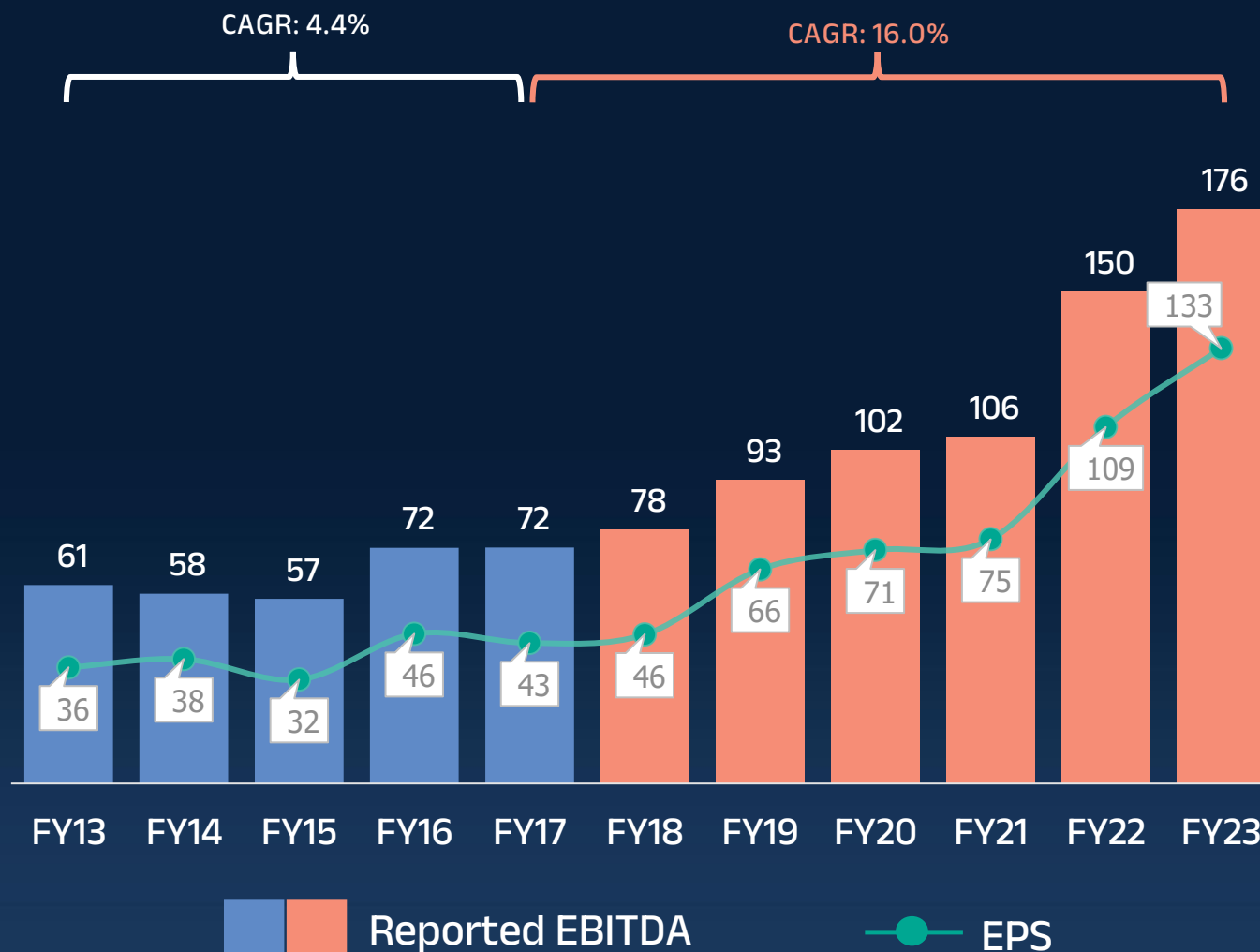
Order Book Executable Over Next 12 Months



...yet profitability has improved

EBITDA (USD Mn) / EPS (Rs. per Share)

- Earnings per share (EPS) grew by ~23.9% in last 6 years
- Margins have improved despite continued large deal momentum in numbers and size
- Growth is a priority, and so are margins on deals



There is still room for margin improvement



Optimizing
Average Resource
Cost for delivery
organization



Increase
fresher
billability



Operating
leverage



Improving price
realization

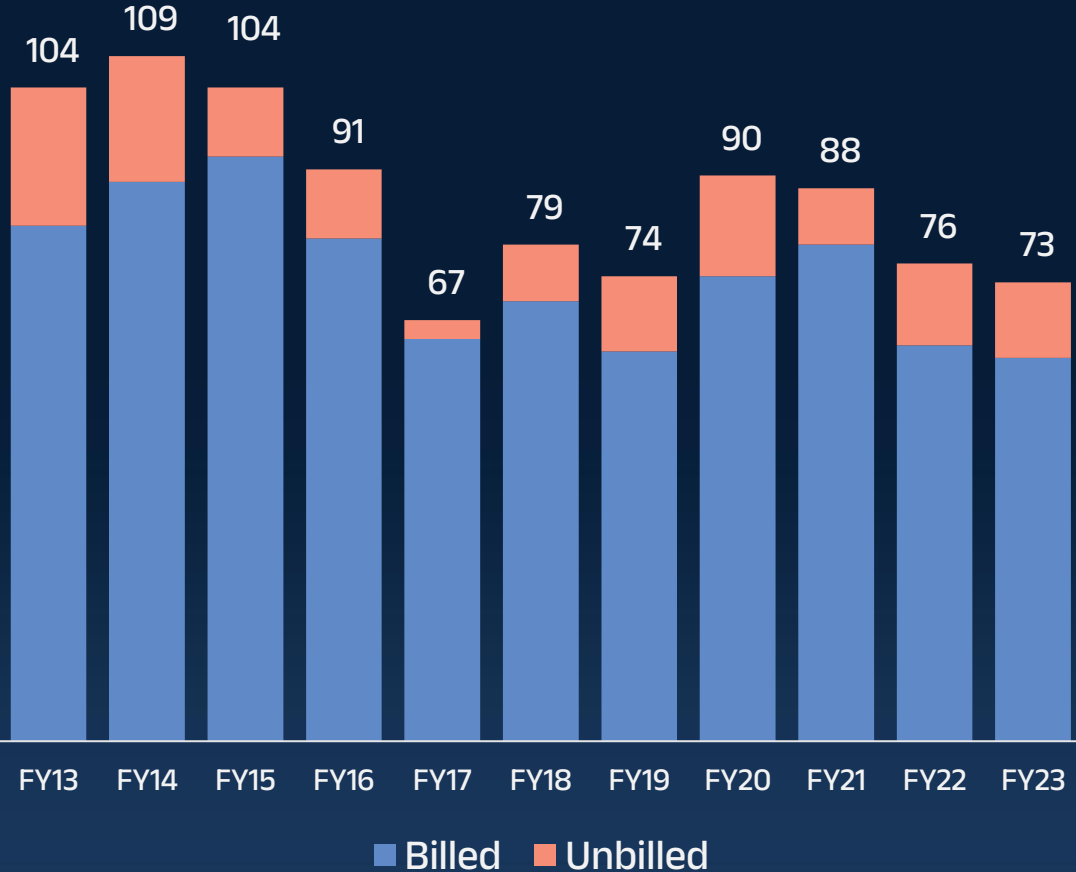
- Outcome based models
- Automation
- Value led solutioning

- FY24 gross margin improvement guidance is 50 bps

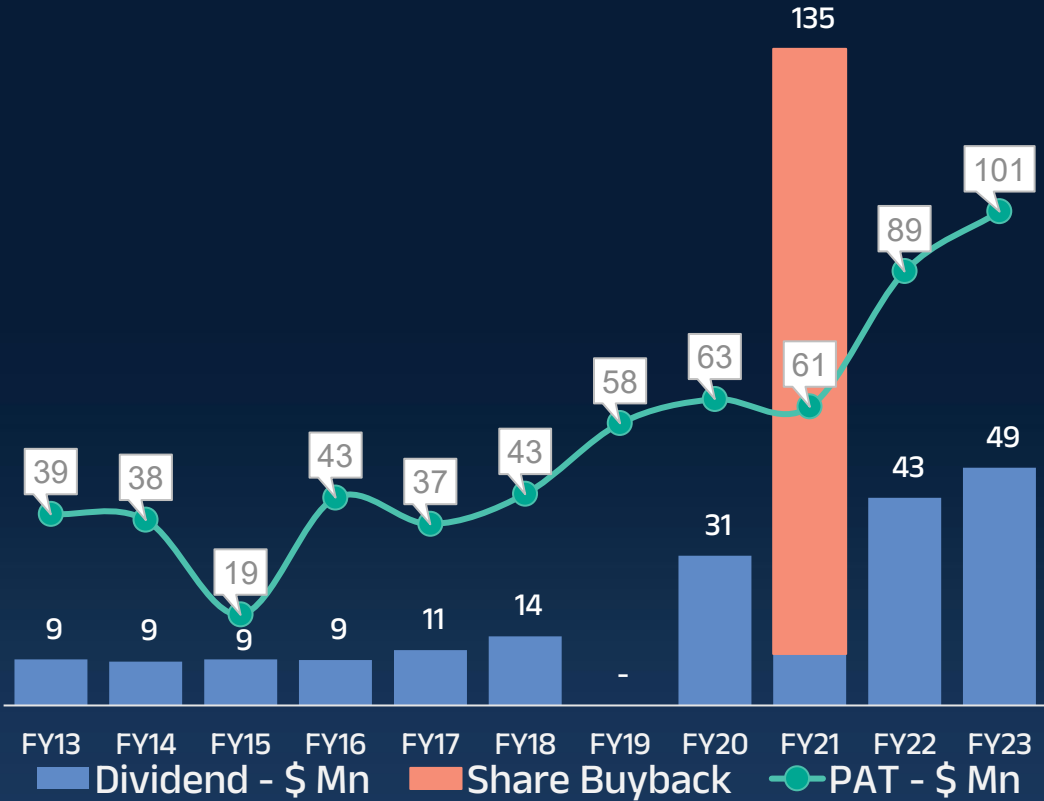
Improving balance sheet health

In USD Mn

DSO (days)



Dividend and Buyback



Smart M&A Investments

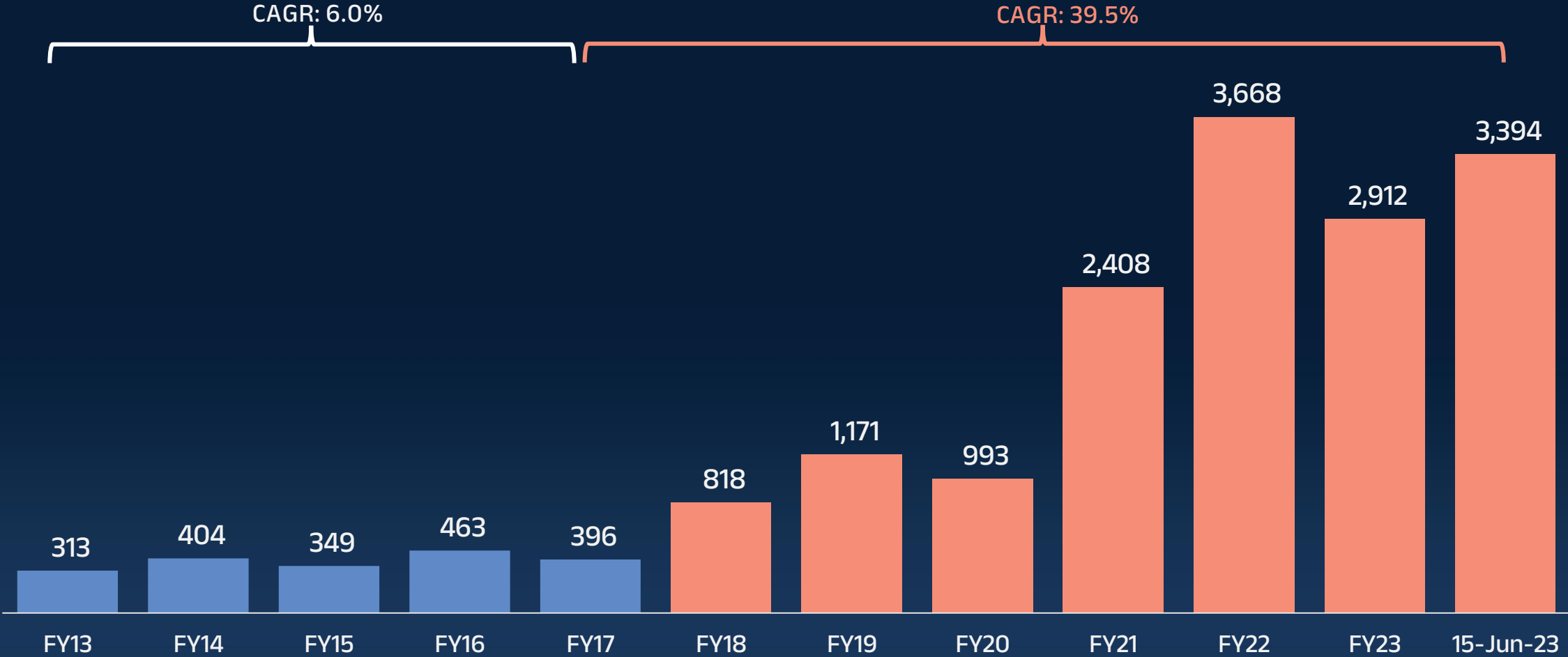


- M&A has been an integral part of Coforge's long-term growth strategy.
- We look at assets/capabilities which are sharply focused on our key verticals and help augment up-selling/cross-selling to scale up accounts.
- Focus is also on cultural alignment, integration, and earn-outs over a period.
- All our past acquisitions have created significant value, contribute to our growth story and integrated well.

Markets Have Recognized Coforge's Transformation

Market Capitalization

In USD Mn



Let's **engage!**

