

Investor Presentation

Q3FY23

Jan 20, 2023

The Coforge logo is positioned in the bottom right corner of the slide. It features the word "Coforge" in a white, sans-serif font. The letter "C" is a vibrant orange color, while the remaining letters "oforge" are white. A thin, curved orange line starts from the bottom left and arcs upwards towards the top right, passing behind the logo.

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Safe Harbor and Disclaimer

Forward Looking Statements Safe Harbor

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Conventions Used Herein

Except as otherwise noted in this presentation, the following conventions have been used. All references to “Y-o-Y” are comparisons between the third quarter of fiscal year ended March 31, 2023 (“Q3 FY2023”) and the third quarter of fiscal year ended March 31, 2022 (“Q3 FY2022”). All references to “Q-on-Q” are comparison between the second quarter of the fiscal year ended March 31, 2023 (“Q2 FY2023”) and Q3 FY2023.

Coforge signs highest number of large deals in its history during Q3 FY23



Financial Highlights

- On consolidated basis, Q3FY23 revenues were up 3.7% QoQ and 20.7% YoY on a constant currency basis.
 - Revenue for the quarter was INR 20,558 Mn & \$251.7 Mn
 - Up 4.9% in INR terms and 2.0% in USD terms QoQ
 - Up 24.0% in INR terms and 13.6% in USD terms YoY
- Adj. EBITDA Margin of 18.5% (up from 18.4% in Q2FY23)
- Consolidated PAT (after minority interest) for the quarter increased 24.2% YoY to INR 2,282 Mn

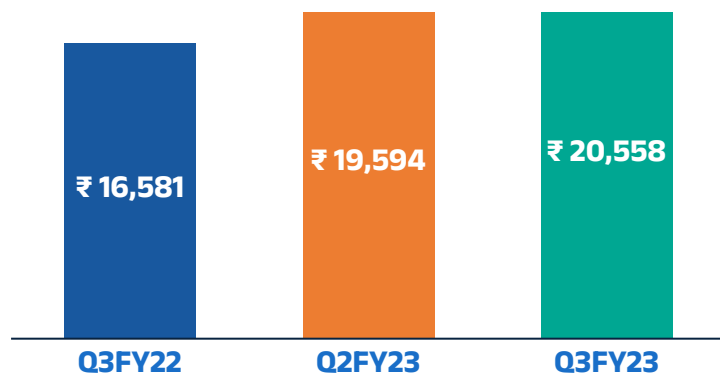


Business Highlights

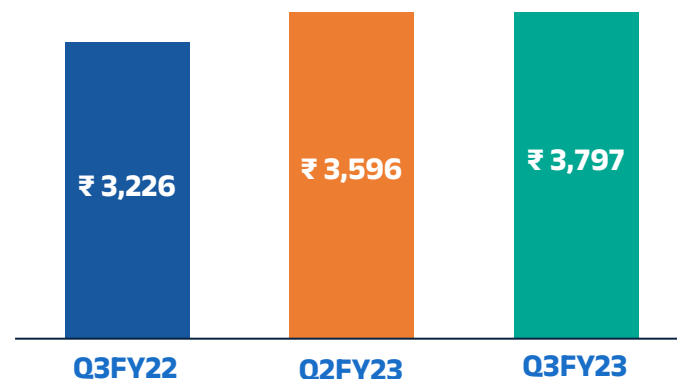
- Robust order intake of \$345 Mn during the quarter
 - Five large deals signed during the quarter (including one \$50M+ TCV deal)
 - Fourth consecutive quarter of \$300+ Mn order intake
- Order book executable over next 12 months stood at \$841 Mn at the end of the quarter, a 20.0% YoY growth
- 11 new logos opened during the quarter
- Attrition declined by 60 bps QoQ and stood at 15.8%. Continues to be amongst the lowest in the industry
- Global headcount at 22,505 as of Dec 31, 2022.

Revenue up 24.0% Y-o-Y; PAT up 24.2% Y-o-Y in INR terms

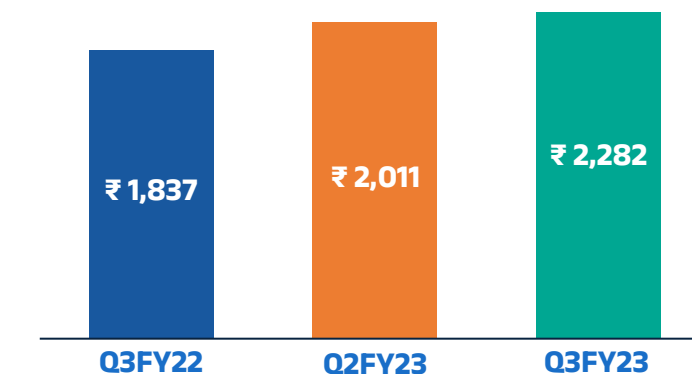
Revenue (INR Mn) 4.9% QoQ ↑ 24.0% YoY ↑



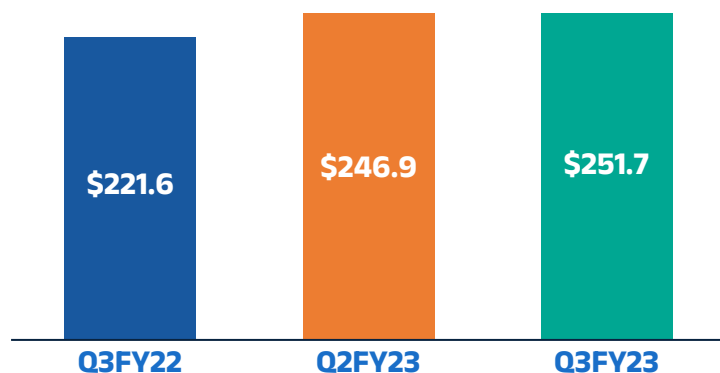
Adj. EBITDA (INR Mn) 17.7% YoY ↑



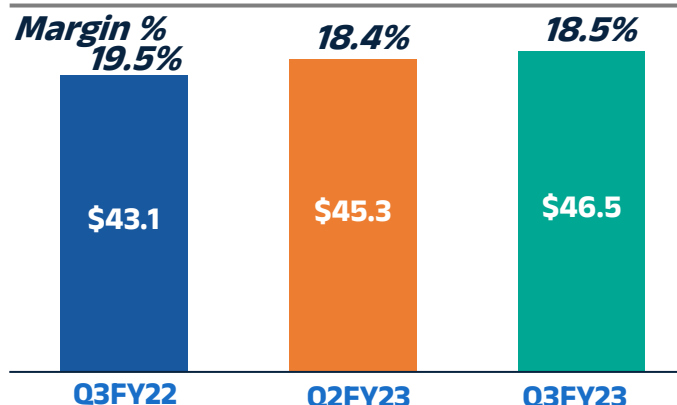
PAT (INR Mn) 24.2% YoY ↑



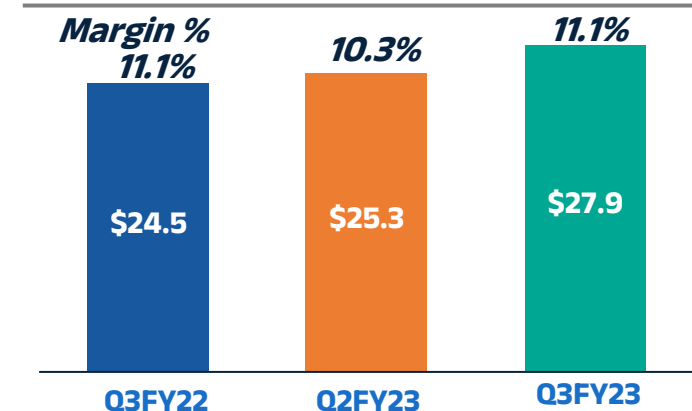
Revenue (\$Mn) 2.0% QoQ ↑ 13.6% YoY ↑



Adj. EBITDA (\$Mn) 7.8% YoY ↑



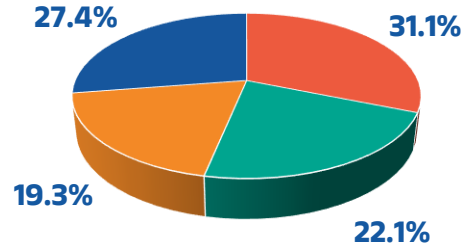
PAT (\$Mn) 13.9% YoY ↑



Well Diversified Business Portfolio with Increasing Offshoring Revenues

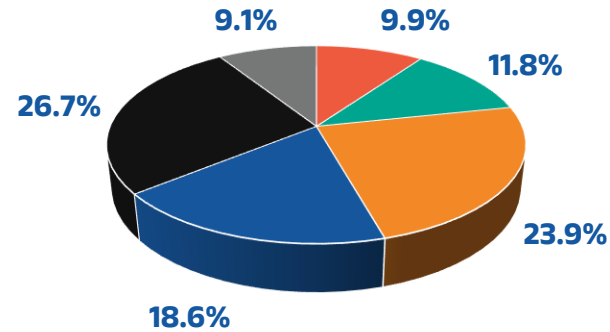
Q3 FY23 Revenues Mix

By Vertical



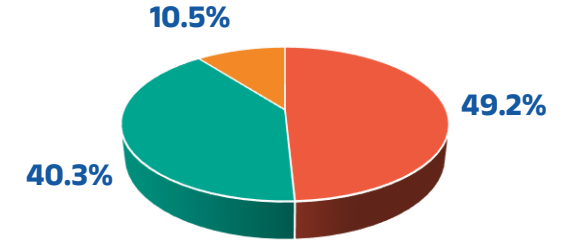
- Banking & Financial Services (BFS)
- Insurance
- Travel, Transportation & Hospitality (TTH)
- Others

By Service Offering



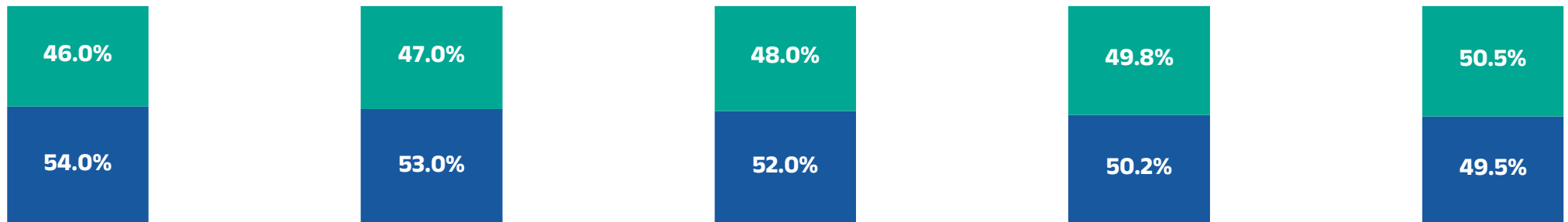
- Product Engineering
- Data and Integration
- Software Engineering
- Intelligent Automation
- CIMS
- BPM

By Geography



- Americas
- EMEA
- Rest of World

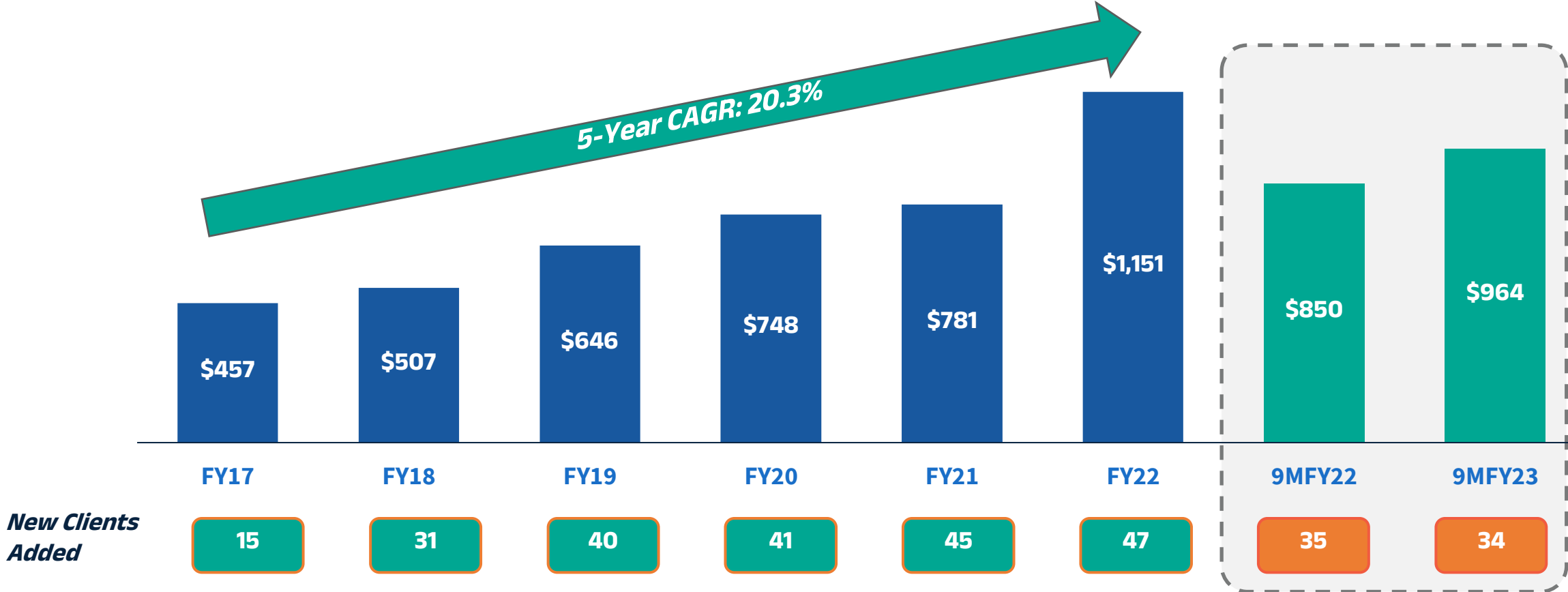
Location Mix (IT Revenues Only)



- Onsite
- Offshore

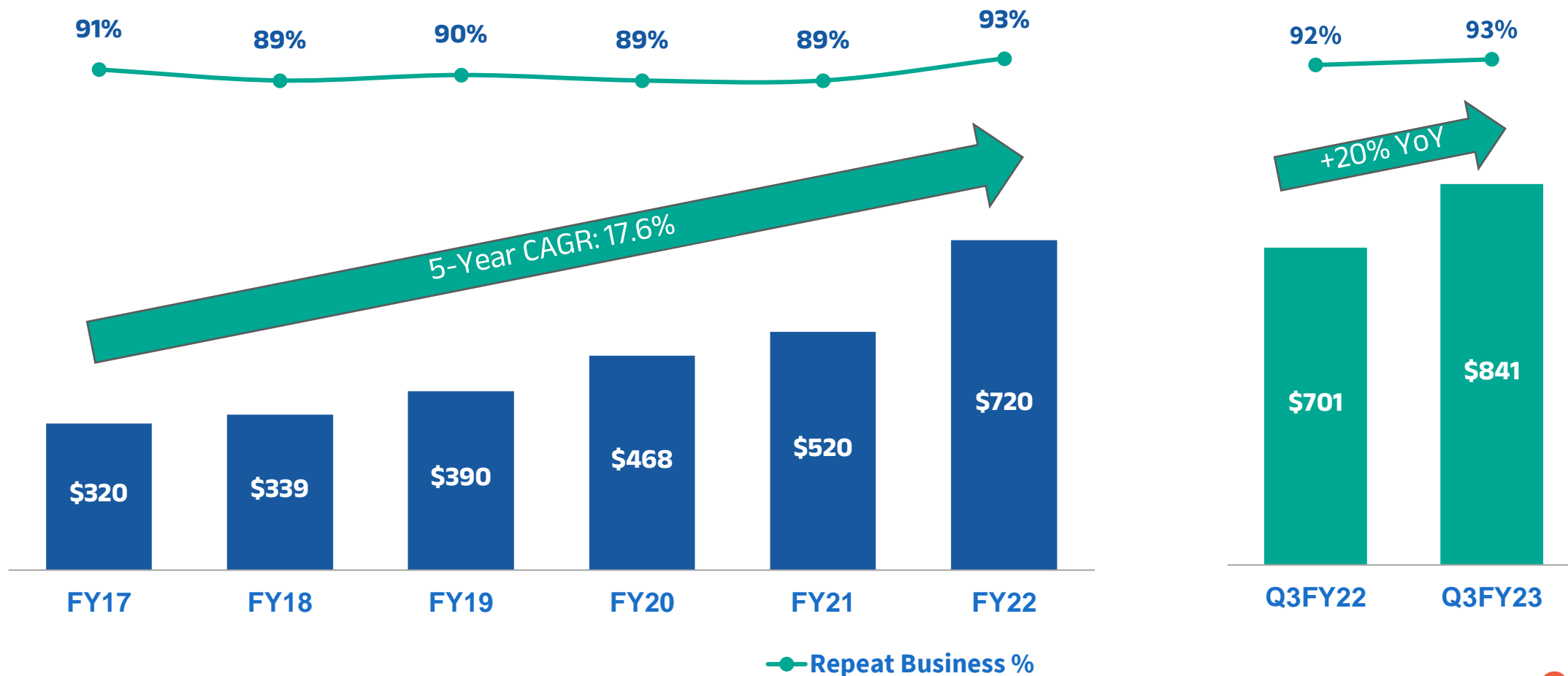
Very Significant Business Momentum Driving Robust Growth

FRESH ORDER INTAKE TCV (\$ MN)



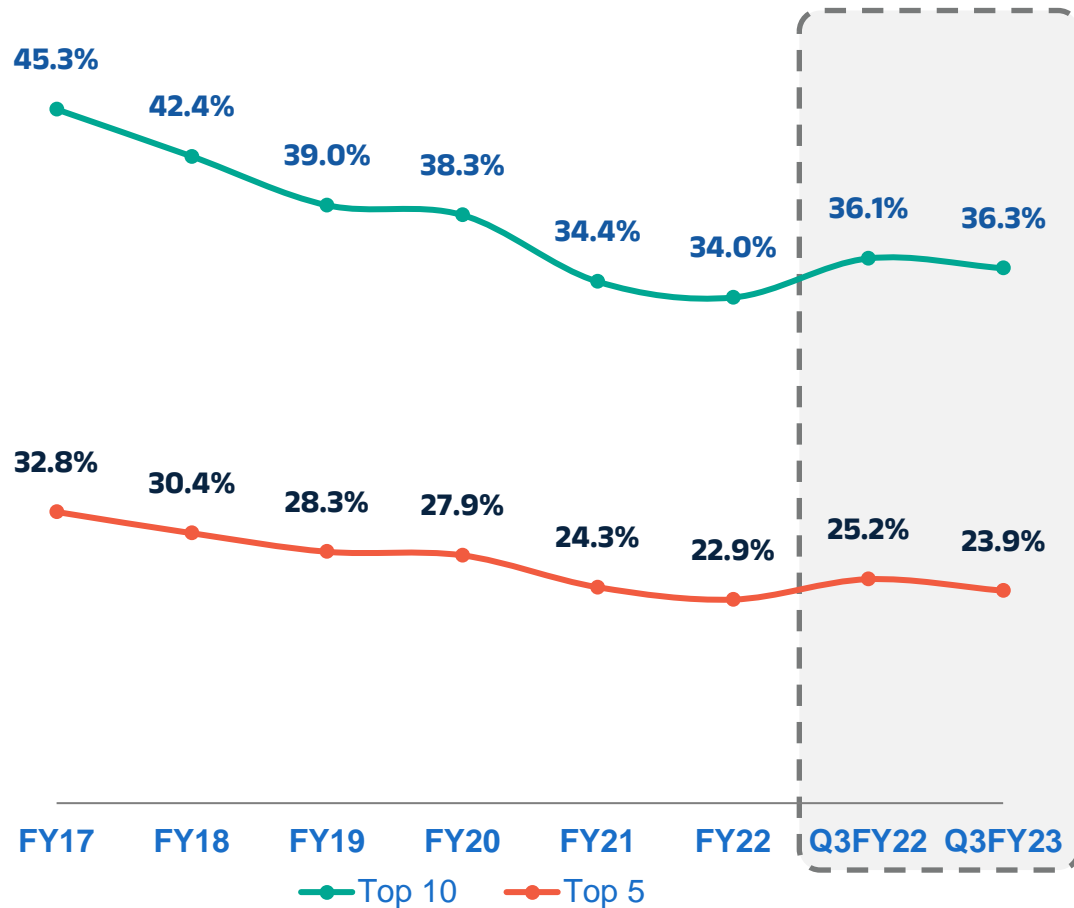
High Degree of Visibility Through Contracted Revenues and Repeat Business

ORDER BOOK EXECUTABLE OVER NEXT 12 MONTHS (\$MN)

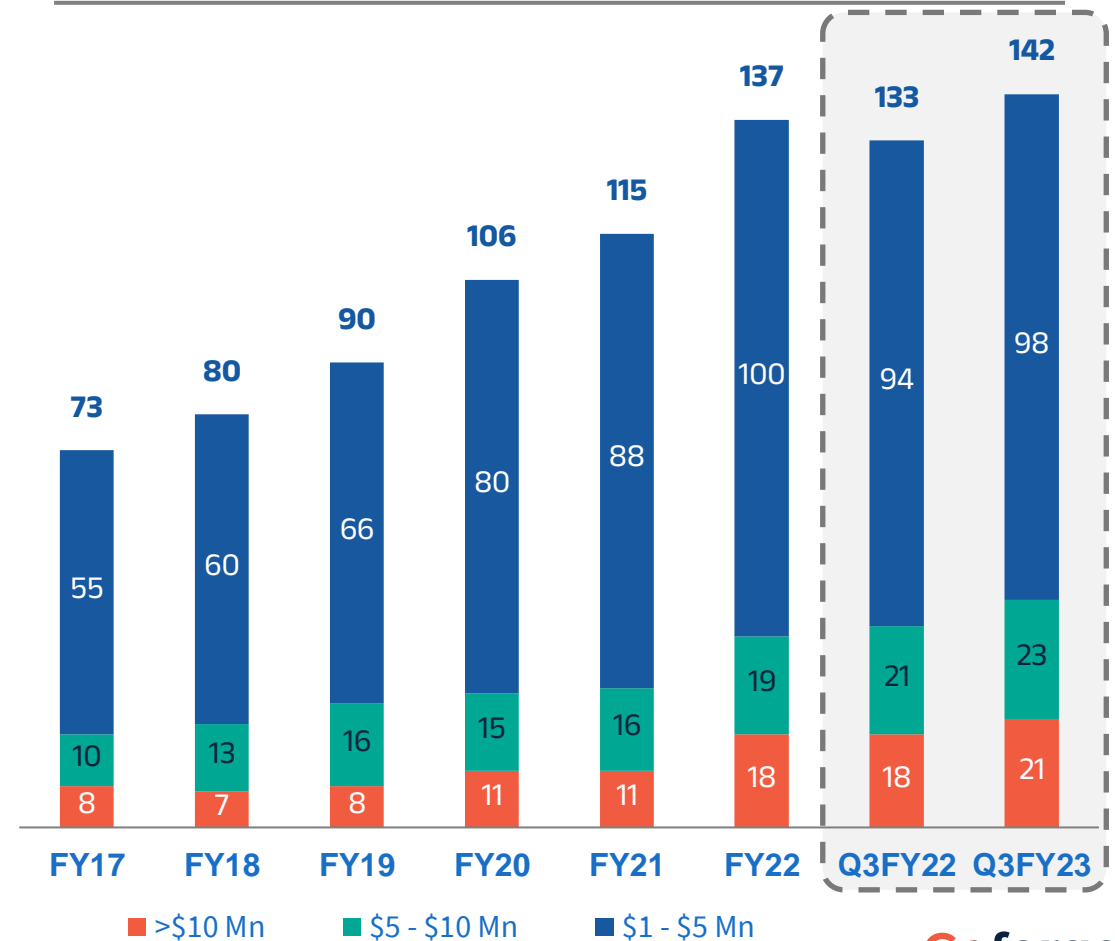


De-Risked Operating Profile with Declining Client Concentration While Increasing Large Account Relationships

Top Clients Revenue Contribution

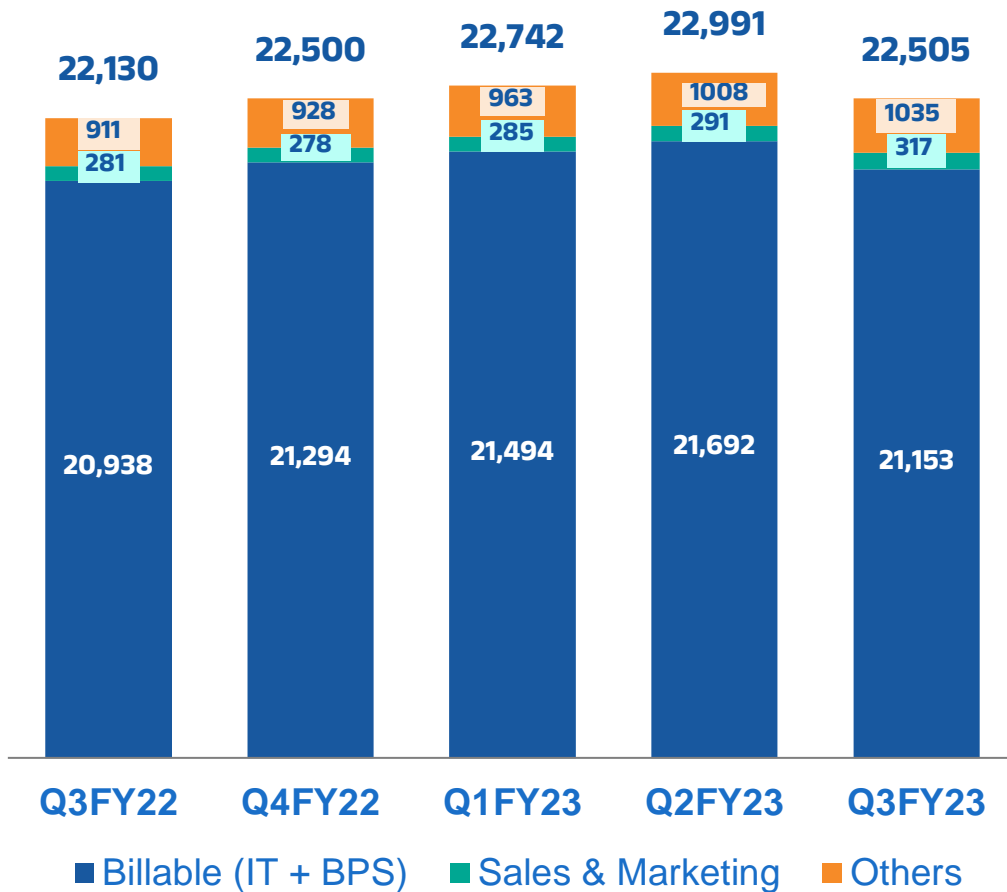


Clients by Size

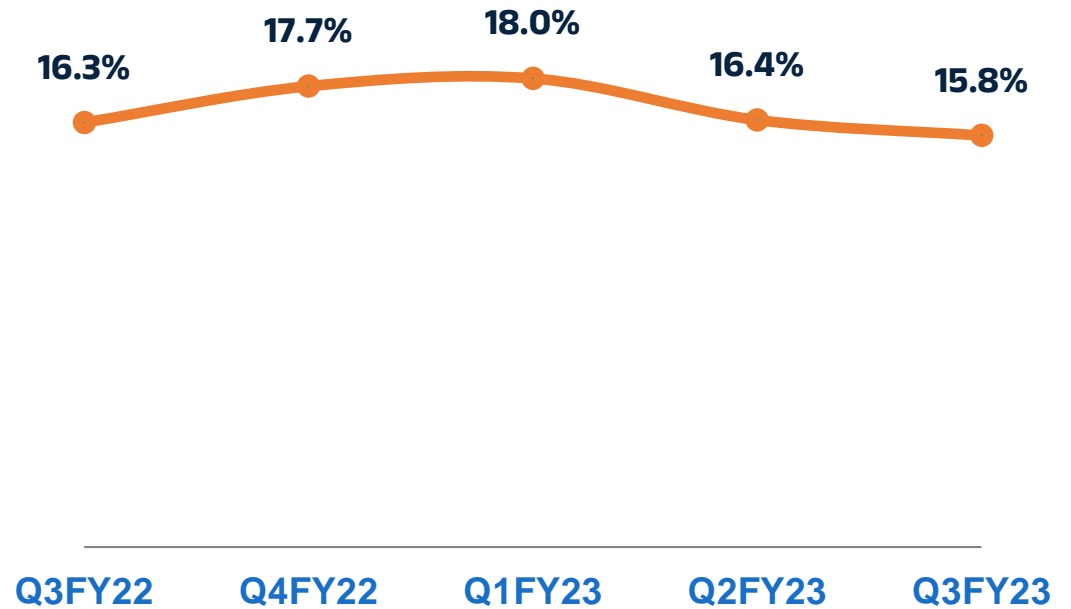


Best-in-Industry Attrition Levels Testament to Coforge Culture

Total Global Headcount



LTM Attrition % (Excl. BPS)



Select Other Achievements During the Quarter

- *Coforge was recognized among 'India's Best Workplaces™ in IT & IT-BPM 2022 – Top 50' by Great Place to Work® India.*
- *The US Green Building Council has awarded the prestigious LEED Platinum Green Building Certification to Coforge consecutively for the 2nd time. Coforge's Greater Noida campus won the prestigious accolade for its healthy, efficient, carbon, and cost-saving green buildings.*
- *Partnership with the Mack Institute for Innovation Management at the Wharton School of the University of Pennsylvania.*
- *Launched Coforge Xtreme Navigator – a 3D wayfinding solution that uses 3D visualization to help people navigate through physical spaces*
- *The Coforge Metaverse Center of Excellence (CoE) announced the Coforge Digital & Metaverse CoE Showcase, a VR space –*
 - *VR space to showcase and give a walkthrough of the Digital CoE capabilities and offerings,*
 - *VR space to show the demos and use cases already developed covering various industries,*
 - *Showcase to meet and greet the participants including clients and internal stakeholders.*
- *Coforge won the STPI IT Export Award 2021-22 from the Government of Karnataka.*
- *Coforge is a Star Performer in the 'Major Contenders' category in the Everest Group Application and Digital Services (ADS) in both Life & Annuity (L&A) Insurance and Property & Casualty (P&C) Insurance PEAK Matrix® Assessment 2023.*
- *Coforge is now accredited by AWS with Public Sector Program.*

Key Tenets of Coforge Growth Strategy

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Robust

- FY22 total revenue growth of 38% and organic revenue growth of 25%
- Q3FY23 revenue growth of 3.7% QoQ and 20.7% YoY in constant currency (CC)

Profitable

- FY22 Adj. EBITDA margin of 18.7% (margin expansion of 75 bps)
- Q3FY23 Adj. EBITDA margin of 18.5% (up from 18.4% in Q2FY23)

Predictable

- Strong executable order book for next 12 months (\$841 Mn as of Dec 31, 2022)
- High degree of repeat business (93% in Q3FY23)

Sustainable

- FY22 order intake of \$1.15 billion, including 11 large deals
- 60+ Forbes Global 1000 clients

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Appendix

Consolidated Income Statement – Q3FY23 (INR Mn)

Particulars	Q3FY23	Q2FY23	QoQ%	Q3FY22	YoY%
Gross Revenues	20,558	19,594	4.9%	16,581	24.0%
GM%	33.4%	32.0%	133 Bps	32.4%	97 Bps
Selling / General And Administration SG&A to Revenue %	3,063 14.9%	2,682 13.7%	14.2% 121 Bps	2,145 12.9%	42.8% 196 Bps
Adj. EBITDA	3,797	3,596	5.6%	3,226	17.7%
Adj. EBITDA%	18.5%	18.4%	12 Bps	19.5%	-99 Bps
Cost of ESOPS	182	147	23.5%	158	15.1%
EBITDA	3,615	3,444	5.0%	3,020	19.7%
EBITDA%	17.6%	17.6%	1 Bps	18.2%	-63 Bps
Depreciation and Amortization	624	614	1.6%	566	10.2%
Other Income (net)	83	-150	-155.3%	-122	-168.0%
Profit Before Tax	3,074	2,680	14.7%	2,332	31.8%
PBT %	15.0%	13.7%	127 Bps	14.1%	89 Bps
Provision for Tax	715	474	50.8%	360	98.6%
Minority Interest	77	195	-60.5%	135	-43.0%
Profit After Tax (after Minority Int.)	2,282	2,011	13.5%	1,837	24.2%
PAT%	11.1%	10.3%	84 Bps	11.1%	2 Bps
Basic EPS (INR)	37.4	33.0	13.5%	30.3	23.5%

Consolidated Income Statement – Q3FY23 (USD Mn)

Particulars	Q3FY23	Q2FY23	QoQ%	Q3FY22	YoY%
Gross Revenues	251.7	246.9	2.0%	221.6	13.6%
GM%	33.4%	32.0%	133 Bps	32.4%	97 Bps
Selling / General And Administration SG&A to Revenue %	37.5 14.9%	33.8 13.7%	11.0% 121 Bps	28.7 12.9%	30.8% 196 Bps
Adj. EBITDA	46.5	45.3	2.6%	43.1	7.8%
Adj. EBITDA%	18.5%	18.4%	12 Bps	19.5%	-99 Bps
Cost of ESOPS	2.2	1.9	19.8%	2.1	5.4%
EBITDA	44.3	43.4	2.0%	40.4	9.7%
EBITDA%	17.6%	17.6%	1 Bps	18.2%	-63 Bps
Depreciation and Amortization	7.6	7.7	-1.4%	7.6	0.9%
Other Income (net)	1.0	-1.9	-153.7%	-1.6	-162.3%
Profit Before Tax	37.6	33.8	11.5%	31.2	20.8%
PBT %	15.0%	13.7%	128 Bps	14.1%	90 Bps
Provision for Tax	8.8	6.0	46.4%	4.8	82.0%
Minority Interest	0.9	2.5	-61.7%	1.8	-47.8%
Profit After Tax (after Minority Int.)	27.9	25.3	10.3%	24.5	13.9%
PAT%	11.1%	10.3%	84 Bps	11.1%	3 Bps
Basic EPS (INR)	37.4	33.0	13.5%	30.3	23.6%

Other Key Metrics

DSO	Q3FY23	Q2FY23	Q3FY22
	73	70	70

Rupee Dollar Rate		Q3FY23	Q2FY23	Q3FY22
	Period Closing Rate		82.73	81.38
Period Average Rate		81.86	79.28	74.87

Hedge Position (in Million)		Q3FY23	Q2FY23	Q3FY22
	USD		159.30	155.01
GBP		44.23	40.19	21.18
EUR		4.40	4.18	4.39

Average Rates Outstanding Hedges		Q3FY23	Q2FY23	Q3FY22
	USD		81.41	79.78
GBP		98.56	99.91	106.04
EUR		85.74	87.06	91.59

Thank You

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