

#### October 20, 2022

The Manager,
Department of Corporate Services

BSE Limited
Floor 25, P.J. Towers,
Dalal Street, Mumbai – 400 001

BSE Scrip code – [532541]

Non-Convertible Bond ISIN INE591G08012

The General Manager,
Department of Corporate Services
The National Stock Exchange of India Limited
Exchange Plaza,
Plot No. C/1, G Block, Bandra Kurla Complex,
Bandra, Mumbai – 400 051
NSE Scrip code – [COFORGE]

Dear Sir/Madam,

<u>Subject: Outcome of Board Meeting – October 20, 2022 under Regulation 30 read with Circular No. CIR/CFD/CMD/4/2015 dated September 09, 2015 & Chapter V of SEBI (LODR), Regulations, 2015 as amended</u>

Approval of Un-audited standalone and consolidated financial results of the Company for the quarter and half year ended September 30, 2022, Limited Review Report from Statutory Auditors, web presentation & Fact Sheet

Pursuant to the provisions contained in Regulation 33 of the Securities & Exchange Board of India (Listing Obligations & Disclosure Requirements) Regulations, 2015 and all amendments thereto, we wish to inform you that the Board of Directors at their meeting held today on October 20, 2022, have considered and approved the Un-audited Standalone and Consolidated financial results for the quarter and half year ended September 30, 2022, Limited Review Report from Statutory Auditors, web presentation & Fact Sheet. Please find enclosed the following documents in this regard:

- a) Un-audited Standalone and Consolidated Financial Results for the quarter and half year ended September 30, 2022 along with Fact Sheet & web presentation;
- b) Unqualified Limited Review Report issued by S R Batliboi & Associates LLP, Statutory Auditors of the Company for the quarter ended September 30, 2022

Further, the Statutory Auditors have issued Limited Review Reports with unmodified opinion on the financial results (Standalone & Consolidated) of the Company for the quarter and half year ended September 30, 2022 pursuant to Regulation 33(3)(d) of the Securities & Exchange Board of India (Listing Obligations & Disclosure Requirements) Regulations, 2015.

#### Second Interim Dividend & Record Date

The Board has also declared Second interim dividend of Rs. 13 /- (Rupees Thirteen only) per Equity Share of the Company the face value of Rs. 10/- each fully paid-up, for the financial year 2022-23.

Further in terms of Regulation 42 of the SEBI Listing Regulations, 2015 as amended, the Board has fixed November 04, 2022 as the "Record Date" for the purpose of ascertaining the eligibility of shareholders for payment of second interim dividend

Coforge Limited

Special Economic Zone, Plot No. TZ-2 & 24 Sector - Tech Zone, Greater Noida (UP) - 201308, India T: +91 120 4592 300 | F: +91 120 4592 301 Registered Office:

8, Balaji Estate, Third Floor, Guru Ravi Das Marg Kalkaji, New Delhi - 110019, India T: +91 11 41029 297 | F: +91 11 2641 4900 www.coforge.com

CIN: L72100DL1992PLC048753



The payment of second interim dividend/ dispatch of dividend warrants would be done within 30 days from the date of declaration of dividend.

We request you to take the above on record and the same be treated as compliance under the applicable provisions of the Listing Regulations.

Thanking you,

Yours truly,

For Coforge Limited

Barkha Sharma Company Secretary

Encl as above:



#### S.R. BATLIBOI & ASSOCIATES LLP

Chartered Accountant

2nd & 3rd Floor Golf View Corporate Tower - B Sector - 42, Sector Road Gurugram - 122 002, Haryana, India Tel: +91 124 681 6000

Independent Auditor's Review Report on the Quarterly and Year to Date Unaudited Consolidated Financial Results of the Company Pursuant to the Regulation 33 of the SEBI

Review Report to
The Board of Directors
Coforge Limited (erstwhile NIIT Technologies Limited)

1. We have reviewed the accompanying Statement of Unaudited Consolidated Financial Results of Coforge Limited (erstwhile NIIT Technologies Limited) (the "Holding Company") and its subsidiaries (the Holding Company and its subsidiaries together referred to as "the Group") for the quarter ended September 30, 2022 and year to date from April 01, 2022 to September 30, 2022 (the "Statement") attached herewith, being submitted by the Holding Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended (the "Listing Regulations").

(Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended

- 2. The Holding Company's Management is responsible for the preparation of the Statement in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34, (Ind AS 34) "Interim Financial Reporting" prescribed under Section 133 of the Companies Act, 2013 as amended, read with relevant rules issued thereunder and other accounting principles generally accepted in India and in compliance with Regulation 33 of the Listing Regulations. The Statement has been approved by the Holding Company's Board of Directors. Our responsibility is to express a conclusion on the Statement based on our review.
- 3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

We also performed procedures in accordance with the Circular No. CIR/CFD/CMD1/44/2019 dated March 29, 2019 issued by the Securities and Exchange Board of India under Regulation 33(8) of the Listing Regulations, to the extent applicable.

4. The Statement includes the results of the following entities:

S. No.	Name of the entities
1	Coforge Limited (erstwhile NIIT Technologies Limited) ("Holding Company")
2	Coforge SmartServe Limited (erstwhile NIIT Smartserve Limited)
3	Coforge Services Limited (erstwhile NIIT Technologies Services Ltd)
4	Coforge DPA Private Limited (erstwhile NIIT Incessant Private Limited)
5	Coforge SF Private Limited (erstwhile Whishworks IT Consulting Private Limited)
6	Coforge Business Process Solutions Private Limited (erstwhile SLK Global Solutions Private Limited)
7	Coforge Solutions Private Limited
8	Coforge Inc. (erstwhile NIIT Technologies Inc.) USA
9	Coforge Pte Ltd. (erstwhile NIIT Technologies Pte. Ltd) Singapore

#### S.R. BATLIBOI & ASSOCIATES LLP

Chartered Accountants

34

2nd & 3rd Floor Golf View Corporate Tower - B Sector - 42, Sector Road Gurugram - 122 002, Haryana, India

	Tel: +91 124 681 6000					
10	Coforge U.K. Ltd. (erstwhile NIIT Technologies Ltd.) UK					
11	NIIT Technologies Philippines Inc (under liquidation)					
12	Coforge GmbH (erstwhile NIIT Technologies GmbH), Germany					
13	Coforge FZ LLC (erstwhile NIIT Technologies FZ-LLC, Dubai)					
14	Coforge Airline Technologies GmbH (erstwhile NIIT Airline Technologies GmbH, Germany)					
15	Coforge DPA UK Ltd. (erstwhile Incessant Technologies. Ltd. (UK))					
16	Coforge DPA Australia Pty Ltd. (erstwhile Incessant Technologies Pty Ltd. Australia)					
17	Coforge DPA NA Inc. (erstwhile Incessant Technologies NA Inc (USA)					
18	Coforge DPA Ireland Limited (erstwhile Incessant Technologies Ltd. (Ireland))					
19	Coforge BPM Inc. (erstwhile RuleTek, Inc)					
20	Coforge Healthcare Digital Automation LLC					
21	Coforge Technologies (Australia) Pty Ltd. (erstwhile NIIT Technologies Pty Ltd.)					
	Australia					
22	Coforge Limited (erstwhile NIIT Technologies Limited), Thailand					
23	Coforge BV (erstwhile NIIT Technologies BV Netherlands)					
24	Coforge Advantage Go (erstwhile NIIT Insurance Technologies Limited.) U.K.					
25	Coforge S.A. (erstwhile NIIT Technologies S.A., Spain)					
26	Coforge SPOLKA Z OGRANICZONA ODPOWIEDZIALNOSCIA, Poland					
	(erstwhile NIIT TECHNOLOGIES SPOLKA Z OGRANICZONA					
	ODPOWIEDZIALNOSCIA, Poland)					
27	Coforge SDN. BHD (erstwhile NIIT Technologies SDN. BHD. Malaysia)					
28	Coforge S.R.L. (erstwhile NIIT Technologies S.R.L. Romania)					
29	Coforge A.B. (erstwhile NIIT Technologies A.B., Sweden)					
30	Coforge SpA, Chile					
31	Coforge SF Limited, UK (erstwhile Whishworks Limited, UK)					
32	SLK Global Philippines Inc, Philippines					
33	Coforge BPS America Inc. (erstwhile SLK Global Solutions America Inc., USA)					

5. Based on our review conducted and procedures performed as stated in paragraph 3 above and based on the consideration of the review reports of other auditors referred to in paragraph 6 below, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with recognition and measurement principles laid down in the aforesaid Indian Accounting Standards ('Ind AS') specified under Section 133 of the Companies Act, 2013, as amended, read with relevant rules issued thereunder and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of the Listing Regulations, including the manner in which it is to be disclosed, or that it contains any material misstatement.

Coforge BPS North Carolina LLC (erstwhile SLK Global North Carolina LLC, USA)

6. The accompanying Statement includes the unaudited interim financial information, in respect of thirteen subsidiaries, whose unaudited interim financial results include total assets of Rs. 11,813 million as at September 30, 2022, total revenues of Rs. 5,742 million and Rs. 10,579 million, total net profit after tax of Rs. 646 million and Rs. 1,301 million, total comprehensive income of Rs. 625 million and Rs. 1,219 million, for the quarter ended September 30, 2022 and the period ended on that date respectively, and net cash inflows of Rs. 60 million for the period from April 01, 2022 to September 30, 2022, as considered in the Statement which have been reviewed by their respective independent auditors.

#### S.R. BATHBOL& ASSOCIATES LLP

Chartered Accountants

The independent auditor's reports on interim financial information of these entities have been furnished to us by the Management and our conclusion on the Statement, in so far as it relates to the amounts and disclosures in respect of these subsidiaries is based solely on the report of such auditors and procedures performed by us as stated in paragraph 3 above.

7. The accompanying Statement includes unaudited interim financial information in respect of twelve subsidiaries, whose interim financial information reflect total assets of Rs. 805 million as at September 30, 2022, and total revenues of Rs. 205 million and Rs. 424 million, total net profit after tax of Rs. 14 million and Rs. 36 million, total comprehensive income of Rs. 14 million and Rs. 36 million, for the quarter ended September 30, 2022 and the period ended on that date respectively and net cash inflows of Rs. 55 million for the period from April 01, 2022 to September 30, 2022.

The unaudited interim financial information of the these subsidiaries have not been reviewed by any auditor(s) and have been approved and furnished to us by the Management and our conclusion on the Statement, in so far as it relates to the affairs of these subsidiaries, is based solely on such unaudited interim financial information. According to the information and explanations given to us by the Management, these interim financial information are not material to the Group.

Our conclusion on the Statement in respect of matters stated in para 6 and 7 above is not modified with respect to our reliance on the work done and the reports of the other auditors and the financial information certified by the Management.

#### For S.R. BATLIBOI & ASSOCIATES LLP

**Chartered Accountants** 

ICAI Firm registration number: 101049W/E300004

per Yogender Seth

Partner

Membership No.: 094524

UDIN: 22094524BAJNOT7504

Place: Gurugram

Date: October 20, 2022

# Coforge Limited Regd Office :8, Balaji Estate, Third Floor, Guru Ravidas Marg, Kalkaji, New Delhi-110019. Ph : 91 (11) 41029297 Fax : 91 (11) 26414900 Website : https://www.coforge.com Email : investors@coforge.com. CIN L72100DL1992PLC048753 Statement of Unaudited Financial Results for the quarter and period ended September 30, 2022

							Rs. in Mn
-		Consolidate	d Financial Res	ults			
	Particulars	Quarter ended September 30, 2022	Preceding Quarter ended June 30, 2022	Corresponding Quarter ended September 30,2021	Year to date figures for the current period ended September	Year to date figures for the previous period ended September	Previous year ended March 31,2022
		/	( I Inquidite al )	(Audited)	30,2022	30,2021	( Audited )
	(4)	( Unaudited )	( Unaudited )	(Audited)	(Unaudited )	(Audited)	( Audited )
	(1)	(2) 19,594	(3) 18,294	( <b>4</b> ) 15,694	(5) 37,888	(6) 30,310	(7) 64,320
11	Revenue from Operations	135	140	77	275	238	518
111	Other Income Total	19,729	18,434	15,771	38,163	30,548	64,838
IV	Expenditure	13,723	10,434	13,111	30,103	30,346	04,030
IV	Purchases of stock- in- trade / contract cost Changes in inventories of stock- in- trade	53	387	270 107	440	769	1,724
	Employee benefits expense	11,719	10.995	9.514	22,714	18,538	38.346
	Finance Costs	212	184	165	396	284	650
	Depreciation and amortization expense	614	630	598	1,244	1,122	2,272
	Other expenses	4.451	4.026	3,056	8,477	6,142	13,231
	Total	17,049	16,222	13,710	33,271	26,855	56,223
V	Profit before Tax (III-IV)	2,680	2,212	2,061	4,892	3,693	8,615
VI	Tax Expense	2,000	- Jan 1 4	2,001	4,002	0,000	0,010
٧.	- Current tax	666	590	560	1,256	1,023	1,774
	- Deferred tax	(192)	(97)	(114)	(289)	(257)	(306)
	Total tax expense	474	493	446	967	766	1,468
VII	Profit for the period / year from operations (V-VI)	2,206	1,719	1,615	3,925	2,927	7,147
	Profit attributable to owners of Coforge Limited	2,011	1,497	1,467	3,508	2,703	6,617
	Profit attributable to Non-Controlling interests (NCI)	195	222	148	417	224	530
VIII	Other Comprehensive Income A. Items that will be reclassified to profit or loss Deferred gains / (loss) on cash flow hedges	(5)	(186)	155	(191)	68	21
	Exchange Differences on Translation of Foreign Operations Income tax relating to items that will be	(343)	(153) 44	(79) (41)	(496) 47	59 (16)	(3)
	reclassified to profit or loss  B. Items that will not be reclassified to profit or loss  Remeasurement of post - employment benefit	4	(19)	(2)	(15)	(22)	13
	obligations (expenses) / income Income tax relating to items that will not be reclassified to profit or loss	2	4	1	6	6	3
	Total	(339)	(310)	34	(649)	95	265
IX	Total comprehensive income for the period (Comprising Profit and other comprehensive income for the period)	1,867	1,409	1,649	3,276	3,022	7,412
	Attributable to : Owners of Coforge Limited Non-Controlling interests	1,694 173	1,214 195	1,501 148	2,908 368	2,798 224	6,865 547
Х	Paid up Equity Share Capital (Face Value of Rs 10 each, fully paid)	610	609	606	610	606	609
XI	Earnings Per Share of Rs. 10/- each) : Basic Diluted	33.00 32.41	24.57 24.14	24.21 23.65	57.58 56.53	44.61 43.63	109.02 106.52





#### Coforge Limited

Regd Office :8, Balaji Estate, Third Floor, Guru Ravidas Marg, Kalkaji, New Delhi-110019. Ph : 91 (11) 41029297 Fax : 91 (11) 26414900 Website : https://www.coforge.com Email : investors@coforge.com. CIN L72100DL1992PLC048753

Consolidated Statement of Assets and Liabilities Rs. in Mn Consolidated Unaudited Audited As at September As at March 31, **Particulars** 30, 2022 2022 Assets Non-current assets Property, plant and equipment Right-of-use assets 4,389 4.452 1,841 1,476 Capital work-in-progress 88 86 Goodwill 10,557 10.708 Other Intangible assets 4,051 4,031 Intangible assets under development 197 82 Financial assets Investments 0 0 Trade receivables 1,723 1,691 Other Financial Assets 352 421 Income tax assets (net of provisions) 464 607 Deferred Tax Assets (net) 2,988 2,736 Other non-current assets 769 1,045 **Total Non-current Assets** 27,419 27,335 **Current Assets** Contract assets 1,241 1,184 Financial assets Trade receivables 16,956 13,894 Cash and cash equivalents 3,767 4,468 Other bank balances 122 67 Other financial assets 1,404 662 Other current assets 2,588 1,934 **Total current assets** 26,078 22,209 **Total Assets** 53,497 49,544 **EQUITY AND LIABILITIES** Equity Equity share capital 610 609 Other equity 27,669 26.722 Equity attributable to owners of Coforge Limited 28,279 27,331 Non-controlling Interests 898 983 **Total Equity** 29,177 28,314 Liabilities Non-current liabilities Financial Liabilities Borrowings 3,373 3,365 Lease Liability 1,430 937 Trade payables 555 364 Other financial liabilities 180 2,908 Employee benefit obligations 1,252 1,047 Deferred tax liabilities 551 766 Other non-current liabilities 46 Total non- current liabilities 7,387 9,438 **Current liabilities** Financial Liabilities Borrowings 2,467 180 Lease Liability 284 414 Trade payables 5.712 6,160 Other financial liabilities 5,687 2.398 Employee benefit obligations 309 316 Other current liabilities 2,474 2,324

Total current liabilities

**Total Equity and Liabilities** 

Total liabilities





11,792

21,230

49,544

16,933

24,320

53,497

Coforge Limited

Regd Office :8, Balaji Estate, Third Floor, Guru Ravidas Marg, Kalkaji, New Delhi-110019.

Ph : 91 (11) 41029297 Fax : 91 (11) 26414900 Website : https://www.coforge.com
Email : investors@coforge.com. CIN L72100DL1992PLC048753

Consolidated Statement of Cash Flows	Rs. in Mn			
		lidated		
	Unaudited	Audited		
	Period ended	Period ended		
Particulars	30 September	30 September		
	2022	2021		
Cash flow from operating activities				
Profit before tax after exceptional items	4,892	3,693		
Adjustments for	1011			
Depreciation and amortisation expense	1,244	1,122		
Loss on disposal of property, plant and equipment (net)	8	2		
Interest and finance charges	375	258		
Employee share-based payment expense	234	234		
Allowance for doubtful debts & contract assets (net)	18	2		
Dividend and interest income classified as investing cash flows	(10)	(2)		
Interest income from financial assets at amortised cost		(22)		
Gain on sale of investments	(50)	(2)		
Unwinding of discount - finance Income	(52)	(46)		
Unwinding of discount - finance cost	4.047	6		
	1,817	1,552		
Observed by severation results and Habilities				
Changes in operating assets and liabilities	(0.000)	(0.000)		
(Increase)/decrease in trade receivables	(3,329)	(2,686)		
(Increase)/decrease in other financial assets	(126)	809		
(Increase)/decrease in other assets	(379)	(940)		
Increase/(decrease) in provisions	169	169		
Increase/(decrease) in trade payables	(381)	672		
Increase/(decrease) in other liabilities	(305)	(180)		
Cash used from operations	(4,351)	(2,156)		
Income taxes paid	(1,270)	(1,170)		
Net cash inflow from operating activities	1,088	1,919		
Cash flow from investing activities	14-41			
Purchase of property, plant and equipment	(892)	(1,040)		
Proceeds from sale of property, plant and equipment	18	20		
Acquisition of a subsidiary / operations, net of cash acquired including advance	(415)	(8,444)		
Proceeds from sale of current investments	•	450		
Interest received on banks deposits	14	11		
Net cash outflow from investing activities	(1,275)	(9,003)		
Cash flow from financing activities				
Proceeds from issue of shares (including security premium)	17	4		
Purchase of additional stake in subsidiaries	•	(72)		
Proceeds from term loan	2,303	4,331		
Repayment of term loan	•	(56)		
Cash paid for principal portion of lease liabilities	(208)	(172)		
Interest paid	(485)	(112)		
Dividends paid to the NCI	(536)	(416)		
Dividends paid to the Company's shareholders	(1,584)	(1,574)		
Net cash inflow (outflow) from financing activities	(493)	1,933		
Net (decrease) in cash and cash equivalents	(680)	(5,151)		
Cash and cash equivalents at the beginning of the financial year	4,468	7,999		
Effects of exchange rate changes on cash and cash equivalents	(21)	(112)		
Cash and cash equivalents at the end of the financial year	3,767	2,736		
•				
Cash and Cash Equivalents comprise of:				
Cheques, drafts on hand	77	249		
Balances with banks	3,469	2,487		
Fixed deposit accounts (less than 3 months maturity)	221			
Total	3,767	2,736		
- X00000				





#### Selected explanatory notes to the Consolidated Financial Results for the Quarter and Six Months ended September 30, 2022

- 1 The above results were reviewed and recommended by the Audit Committee at the meeting held on October 20, 2022 and approved by the Board of Directors at their meeting held on same date.
- 2 The financial results have been prepared in accordance with applicable Indian Accounting Standards as prescribed under Section 133 of the Companies Act. 2013 read with Rule 3 of the Companies (Indian Accounting Standards) Rules 2015 and Amended Rules, 2016
- 3 During the quarter ended September 30, 2022, pursuant to Employees Stock Option Plan 2005, 43,555 options were exercised from various Grants and 1,547,923 options were outstanding as on September 30, 2022 issued on various dates.

The Nomination and Remuneration Committee made following grant during the quarter:

Vesting Term	No. of options	<b>Grant Price</b>
Over 1-5 years - Based on performance and time	197,446	10

- 4 Other expenses includes professional charges and other production expenses (incl. third party license cost).
- 5 Segment information at Consolidated level

(Rs in Mn)

	Quarter ended September 30, 2022	Preceding Quarter ended June 30, 2022	Corresponding Quarter ended September 30,2021	Year to date figures for the current period ended September 30,2022	Year to date figures for the previous period ended September 30,2021	ended March 31,2022
Davison from Orașellona	( Unaudited )	( Unaudited )	(Audited)	(Unaudited )	(Audited)	( Audited )
Revenue from Operations Americas Europe, Middle East and Africa	10,047 7,547	9,376 6,746	8,195 5,094	19,423 14,293	15,742 10,249	33,288 22,771
Asia Pacific	1,465	1,414	1,575	2,879	2,723	5,439
India	535	758	830	1,293	1,596	2,822
Total	19,594	18,294	15,694	37,888	30,310	64,320
Adjusted earning before Interest, Tax, Depreciation	and Amortization	on (EBITDA)				
Americas	1,796	1,513	1,502	3,309	2,688	6,056
Europe, Middle East and Africa	1,576	1,401	1,053	2,977	1,917	4,706
Asia Pacific	176	130	205	306	318	590
India	(104)	(126)	(23)	(230)	(82)	(198)
Total	3,444	2,918	2,737	6,362	4,841	11,154
Depreciation and amortization	614	630	598	1,244	1,122	2,272
Other income (net)	(150)	(76)	(78)	(226)	(26)	(267)
Profit before tax	2,680	2,212	2,061	4,892	3,693	8,615
Provision for tax	474	493	446	967	766	1,468
Profit after tax	2,206	1,719	1,615	3,925	2,927	7,147

Notes to segment information: (a) The Chief Operating Decision Maker i.e., the Chief Executive Officer (CEO), primarily uses a measure of revenue and adjusted Earnings before Interest, Tax, Depreciation and Amortization (Adjusted EBITDA) to assess the performance of the operating segments. Earnings before Interest, Tax, Depreciation and Amortization is adjusted with other income and foreign exchange differences to arrive at Adjusted EBITDA. Assets and liabilities used in the group's business are not identified to any of the reportable segments, as these are used interchangeably between segments. Accordingly, the CEO does not review assets and liabilities at reportable segments level.

- (b) As per Ind AS 108 on 'Operating Segments', the Company has disclosed the segment information only as part of the consolidated financial results.
- 6 The shareholders in the Annual General Meeting held on July 30, 2021, approved raising of funds in one or more tranches by the issuance of equity shares and/or depository receipts and/or other eligible securities. Subsequently, the Company filed a draft registration statement with the U.S. Securities & Exchange Commission for registration of its American Depository Receipts ("Offering"). In accordance with the underlying arrangements, the expenses pertaining to the offering shall be borne by the Selling Shareholder upon successful completion of the offering. The Company plans to launch the offering once the market conditions are favourable. Currently the market conditions are not supportive of the offering, however, the Company is monitoring the situation closely. As at September 30, 2022, the amount of Rs 426 mn has been recorded as recoverable assuming the successful completion of the offering.
- 7 The Group, during the current quarter, consequent to certain amendments in the customer agreement, re-assessed the future projections of taxable profits of one of its foreign subsidiary and has recorded deferred tax assets on losses of that subsidiary amounting to INR 108Mn.
- 8 One of the Indian government customers of the Group had deducted certain amounts due to be paid by such customer in earlier years. The Group, basis its assessment and legal advice considers such deductions to be arbitrary and is in active discussion with the said customer. The amount involved in respect of above, as at September 30, 2022, considered as recoverable amounts to Rs 137 mn, which the Group is confident of resolving favourably.
- 9 The Code on Social Security, 2020 ('Code') relating to employee benefits during employment and post-employment benefits received Presidential assent in September 2020. The Code has been published in the Gazette of India. However, the date on which the Code will come into effect has not been notified and the final rules / interpretation have not yet been issued. The Group will assess the impact of the Code when it comes into effect and will record any related impact in the period the Code becomes effective.
- 10 The Board of Directors at its meeting held on October 20, 2022 has declared an interim dividend of Rs. 13 per equity share.

11 Previous year/period figures have been reclassified to conform to current year/ period's classification.

Place: Gurugram, India Date: October 20, 2022



Sudhir Singh

By order of the Board Coforge Lin

ited

CEO & Executive Director

#### S.R. BATLIBOI & ASSOCIATES LLP

Chartered Accountants

2nd & 3rd Floor Golf View Corporate Tower - B Sector - 42, Sector Road Gurugram - 122 002, Haryana, India

Tel: +91 124 681 6000

Independent Auditor's Review Report on the Quarterly and Year to Date Unaudited Standalone Financial Results of the Company Pursuant to the Regulation 33 and 52 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended

Review Report to
The Board of Directors
Coforge Limited (erstwhile NIIT Technologies Limited)

- 1. We have reviewed the accompanying statement of unaudited standalone financial results of Coforge Limited (erstwhile NIIT Technologies Limited) (the "Company") for the quarter ended September 30, 2022 and year to date from April 01, 2022 to September 30, 2022 (the "Statement") attached herewith, being submitted by the Company pursuant to the requirements of Regulation 33 and 52 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended (the "Listing Regulations").
- 2. The Company's Management is responsible for the preparation of the Statement in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34, (Ind AS 34) "Interim Financial Reporting" prescribed under Section 133 of the Companies Act, 2013 as amended, read with relevant rules issued thereunder and other accounting principles generally accepted in India and in compliance with Regulation 33 and 52 of the Listing Regulations. The Statement has been approved by the Company's Board of Directors. Our responsibility is to express a conclusion on the Statement based on our review.
- 3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.
- 4. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in the aforesaid Indian Accounting Standards ('Ind AS') specified under Section 133 of the Companies Act, 2013 as amended, read with relevant rules issued thereunder and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of the Listing Regulations, including the manner in which it is to be disclosed, or that it contains any material misstatement.

For S.R. BATLIBOI & ASSOCIATES LLP

Chartered Accountants

ICAI Firm registration number: 101049W/E300004

per Yogender Seth

Partner

Membership No.: 094524

UDIN: 22094524BAJMYQ1411

Place: Gurugram

Date: October 20, 2022

Coforge Limited
Regd Office :8, Balaji Estate, Third Floor, Guru Ravidas Marg, Kalkaji, New Delhi-110019.
Ph : 91 (11) 41029297 Fax : 91 (11) 26414900 Website : https://www.coforge.com
Email : investors@coforge.com. CIN L72100DL1992PLC048753
Statement of Unaudited Financial Results for the quarter and period ended September 30, 2022

Rs. in Mn

Standalone Financial Results								
	Particulars	Quarter ended September 30, 2022	Preceding Quarter ended June 30, 2022	Corresponding Quarter ended September 30,2021	Year to date figures for the current period ended September 30.2022	Year to date figures for the previous period ended September 30.2021	Previous year ended March 31,2022	
		( Unaudited )	( Unaudited )	(Audited)	(Unaudited )	(Audited)	( Audited )	
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	
1	Revenue from operations	10,439	9,719	8,121	20,158	15,490	33,132	
11	Other income	698	986	733	1,684	2,201	4,005	
[][	Total	11,137	10,705	8,854	21,842	17,691	37,137	
IV	Expenditure							
	Purchases of stock- in- trade / contract cost	0	363	226	363	626	979	
	Changes in inventories of stock- in- trade	0	0	107	0	0	0	
	Employee benefits expense	7,068	6,542	5,276	13,610	10,322	21,565	
	Finance Costs	161	136	133	297	219	518	
	Depreciation and amortization expense	268	281	207	549	425	838	
	Other expenses	2,251	1,874	1,432	4,125	2,822	6,322	
	Total	9,748	9.196	7,381	18,944	14,414	30,222	
V	Profit before tax (III-IV)	1,389	1,509	1,473	2,898	3,277	6,915	
VI	Tax expense						- A-	
	- Current tax	202	168	230	370	373	513	
	- Deferred tax	17	(5)	(20)	12	(76)	(43)	
	Total tax expense	219	163	210	382	297	470	
VII	Profit for the period / year from operations (V-VI)	1,170	1,346	1,263	2,516	2,980	6,445	
VIII	Other Comprehensive Income							
	A. Items that will be reclassified to profit or loss	1 1						
	Deferred gains on cash flow hedges Income tax relating to items that will be reclassified to profit or loss B. Items that will not be reclassified to profit or loss	20 (4)	(128) 30	112 (32)	(108) 26	19 (7)	1 2	
	Remeasurement of post - employment benefit obligations (expenses) / income	(31)	(29)	(7)	(60)	(29)	(26)	
	Income tax relating to items that will not be reclassified to profit or loss	8	7	2	15	10	9	
	Total	(7)	(120)	75	(127)	(7)	(14)	
IX	Total comprehensive income for the period (Comprising Profit and other comprehensive income for the period)	1,163	1,226	1,338	2,389	2,973	6,431	
Х	Paid up Equity Share Capital (Face Value of Rs 10 each, fully paid)	610	609	606	610	606	609	
ΧI	Earnings Per Share of Rs. 10/- each) : Basic	19.18	22.10	20.84	41.28	49.18	106.19	
	Diluted	18.84	21.71	20.36	40.53	48.10	103.75	





#### **Coforge Limited**

Regd Office :8, Balaji Estate, Third Floor, Guru Ravidas Marg, Kalkaji, New Delhi-110019. Ph : 91 (11) 41029297 Fax : 91 (11) 26414900 Website : https://www.coforge.com Email: investors@coforge.com. CIN L72100DL1992PLC048753

Statement of Assets and Liabilities Rs. in Mn Standalone Unaudited Audited **Particulars** As at September As at March 30,2022 31,2022 Assets Non-current assets Property, plant and equipment 3,447 3,434 Right-of-use assets 601 428 Capital work-in-progress 72 86 Goodwill 21 21 Other Intangible assets 241 58 Financial assets Investments 18,336 18,336 Trade receivables 313 332 Other Financial Assets 146 140 Income tax assets (net of provisions) 335 236 Deferred tax assets (net) 2,498 2.330 Other non-current assets 669 513 Total Non-current Assets 26,070 26,523 **Current Assets** Contract assets 17 67 Financial assets Trade receivables 6,463 4,246 Cash and cash equivalents 335 604 Other bank balances 20 20 Other financial assets 773 532 Other current assets 1,189 920 Total current assets 8,847 6,339 **Total Assets** 32,409 35,370 **EQUITY AND LIABILITIES** Equity Equity share capital 610 609 Other equity 22,471 21,452 **Total Equity** 23,081 22,061 Liabilities Non-current liabilities Financial Liabilities 3,373 3,365 Borrowings Lease Liability 87 276 Trade payables Total outstanding dues of micro enterprises and small enterprises Total outstanding dues of creditors other than micro enterprises and small enterprises 123 127 Other financial liabilities 84 Employee benefit obligations 811 615 Other non-current liabilities 46 Total non- current liabilities 4,713 4,245 **Current liabilities** Financial Liabilities Borrowings 1,498 Lease Liability 75 58 Trade payables Total outstanding dues of micro enterprises and small enterprises 49 142 Total outstanding dues of creditors other than micro enterprises and small enter 3.553 3.690 Other financial liabilities 1,596 1,451 Employee benefit obligations 53 41 Other current liabilities 769 702 Total current liabilities 7,576 6,103 Total liabilities 12,289 10,348 **Total Equity and Liabilities** 





35,370

32,409

Coforge Limited
Regd Office :8, Balaji Estate, Third Floor, Guru Ravidas Marg, Kalkaji, New Delhi-110019.
Ph : 91 (11) 41029297 Fax : 91 (11) 26414900 Website : https://www.coforge.com
Email : investors@coforge.com. CIN L72100DL1992PLC048753

Statement of Cash Flows		Rs. in Mn			
	The state of the s	ialone			
	Unaudited	Audited			
Particulars	Period ended	Period ended			
T AT HOUSE OF	30 September	30 September			
	2022	2021			
Cash flow from operating activities		101000			
Profit before tax	2,898	3,277			
August V W					
Adjustments for:	540	405			
Depreciation and amortisation expense	549	425			
Loss on disposal of property, plant and equipment (net) Dividend and interest income	(1,289)	(8) (1,971)			
Interest and finance charges	292	199			
Realised and unrealised loss/ (gain) on investments	202	(2)			
Employee share-based payment expense	178	178			
Allowance for doubtful debts & contract assets (net)	9	(11)			
Unwinding of discount - Finance Income	(9)	(11)			
Unwinding of discount - Finance Cost	- '-'	12			
	(263)	(1,189)			
Changes In operating assets and liabilities					
(Increase)/decrease in trade receivables	(2,264)	(712)			
(Increase)/decrease in other financial assets	(79)	(151)			
(Increase)/decrease in other assets	(126)	(450)			
(Increase) / Decrease in other bank balances	-	(1)			
Increase/(decrease) in trade payables	(240)	817			
Increase/(decrease) in other financial liabilities	E. Parlana	269			
Increase/(decrease) in provisions	208	89			
Increase/(decrease) in other liabilities	(134)	41			
Cash used from operations	(2,635)	(98)			
Income taxes paid	(626) (626)	(536) 1,454			
Net cash Inflow from operating activities	(020)	1,454			
0 1 0 0 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1					
Cash flow from investing activities	(415)	(770)			
Purchase of Property plant and equipment	16	20			
Proceeds from sale of Property, plant and equipment	10	(9,183)			
Payments for investment in subsidiaries Proceeds from sale of current investments in mutual funds	1 0	126			
Dividend received from financial assets at amortised cost	1,286	1,969			
Interest received from financial assets at amortised cost	7	3			
Net cash inflow / (outflow) from investing activities	894	(7,835)			
, , , , , , , , , , , , , , , , , , , ,					
Cash flow from financing activities					
Proceeds from issue of shares (including security premium)	17	4			
Purchase of additional stake in subsidiaries		(72)			
Proceeds from borrowings	1,480	4,301			
Repayment of borrowings	-	(56)			
Payment of principal portion of lease liabilities	(30)	(25)			
Interest paid	(420)	(68)			
Dividends paid to Company's shareholders	(1,584)	(1,574)			
Net cash inflow / (outflow) from financing activities	(537)	2,510			
Net decrease in cash and cash equivalents	(269)	(3,871)			
Cash and cash equivalents at the beginning of the financial year	604	4,006			
Cash and cash equivalents at the end of the financial year	335	135			
Reconciliation of cash and cash equivalents as per the cash flow statement					
Cash and cash equivalents as per above comprise of the following					
Balances with Banks	335	135			
	335	135			
Total	335	135			





#### Selected explanatory notes to the Statement of Standalone Financial Results for the Quarter and Six months ended September 30, 2022

- 1 The above results were reviewed and recommended by the Audit Committee at the meeting held on October 20, 2022 and approved by the Board of Directors at their meeting held on same date.
- 2 The financial results have been prepared in accordance with applicable Indian Accounting Standards as prescribed under Section 133 of the Companies Act, 2013 read with Rule 3 of the Companies (Indian Accounting Standards) Rules 2015 and Amended Rules, 2016.
- 3 During the quarter ended September 30, 2022, pursuant to Employees Stock Option Plan 2005, 43,555 options were exercised from various Grants and 1,547,923 options were outstanding as on September 30, 2022 issued on various dates.

The Nomination and Remuneration Committee made following grant during the quarter:

Vesting Term	No. of options	Grant Price
Over 1-5 years - Based on performance	197,446	10

- 4 Other expenses includes professional charges and other production expenses (incl. third party license cost).
- 5 The shareholders in the Annual General Meeting held on July 30, 2021, approved raising of funds in one or more tranches by the issuance of equity shares and/or depository receipts and/or other eligible securities. Subsequently, the Company filed a draft registration statement with the U.S. Securities & Exchange Commission for registration of its American Depository Receipts ("Offering"). In accordance with the underlying arrangements, the expenses pertaining to the offering shall be borne by the Selling Shareholder upon successful completion of the offering. The Company plans to launch the offering once the market conditions are favourable. Currently the market conditions are not supportive of the offering, however, the Company is monitoring the situation closely. As at September 30, 2022, the amount of Rs 426 mn has been recorded as recoverable assuming the successful completion of the offering.
- 6 One of the Indian government customers of the Company had deducted certain amounts due to be paid by such customer in earlier years. The Company, basis its assessment and legal advice considers such deductions to be arbitrary and is in active discussion with the said customer. The amount involved in respect of above, as at September 30, 2022, considered as recoverable amounts to Rs 137 mn, which the Company is confident of resolving favourably.
- 7 The Code on Social Security, 2020 ('Code') relating to employee benefits during employment and post-employment benefits received Presidential assent in September 2020. The Code has been published in the Gazette of India. However, the date on which the Code will come into effect has not been notified and the final rules / interpretation have not yet been issued. The Company will assess the impact of the Code when it comes into effect and will record any related impact in the period the Code becomes effective.
- 8 The Board of Directors at its meeting held on October 20, 2022 has declared an interim dividend of Rs. 13 per equity share.

9 Previous year / period figures have been reclassified to conform to current year/ period's classification.

Place: Gurugram, India Date: October 20, 2022



of de Limited

By order of the Board Coforge Limited

Sudhir Singh CEO & Executive Director

Coforge Limited
Regd Office :8, Balaji Estate, Third Floor, Guru Ravidas Marg, Kalkaji, New Delhi-110019.
Ph : 91 (11) 41029297 Fax : 91 (11) 26414900 Website : https://www.coforge.com
Email : investors@coforge.com. CIN L72100DL1992PLC048753

Additional disclosures as per Regulation 52 (4) of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 as amended:

SI. No	Particulars	Quarter ended September 30, 2022	Preceding Quarter ended June 30, 2022	Corresponding Quarter ended September 30,2021	Year to date figures for the current period ended September 30,2022	Year to date figures for the previous period ended September 30,2021	Previous year ended March 31,2022
1	Debt-equity ratio (times) [Total borrowings (current	0.21	0.24	0.22	0.21	0.22	0.18
	& non-current)/ Total equity]  Debt service coverage ratio (times) [Earnings before interest, tax, depreciation and amortisation/(interest expense on short term and long term borrowings+ principal repayment of long term borrowings and short term borrowing during the period)] - Not annualised	7.95	7.91	8.55	7.96	8.33	9.06
	Interest service coverage ratio (times) [Earnings before interest, tax, depreciation and amortisation /Interest expense on current & non-current borrowings during the period]- Not annualised	7.95	7.98	8.76	7.96	8.54	9.22
4	Current ratio (times) [Total current asset/ Total current liabilities]	1.17	1.07	0.94	1.17	0.94	1.04
5	Long term debt to working capital (times) [Non- current borrowings including current maturities/ Working capital (Total current asset -Total current liabilities)]	2.65	6.00	(9.34)	2.65	(9.34)	14.27
6	Bad debts to Account receivable ratio (times) [Bad debts / Average trade receivable] - Not annualised	0.00	0.00	0.00	0.00	0.00	0.00
7	Current liability ratio (times) [Current Liability / Total Liability]	0.62	0.62	0.57	0.62	0,57	0.59
8	Total debts to total assets (times) [Total borrowings (current & non-current) / Total Assets]	0.14	0.15	0.14	0.14	0.14	0.10
	<b>Debtors turnover (times)</b> [Annualised revenue from operations / Average trade receivable]	6.86	7.85	5.74	6.86		8.13
10	Inventory turnover (times) [(Purchases of stock- in- trade / contract cost + Changes in inventories of stock- in- trade)/ Average inventory] - Not annualised	NA	NA	6.22	NA	0.00	N/
11	Operating margin (%) [Earnings before interest and tax /Revenue from operations]	9.1%	7.0%	10.6%	8.1%	8.2%	10.2%
12	Net profit margin (%) [Profit after tax / Revenue from operations]	11.2%	13.8%	15.6%	12.5%	19.2%	19.5%
13 14	Net worth (Rs. in Mn) [Total equity] Credit rating and change in credit rating (no change in credit rating) dated April 11, 2022	AA/Stable	22,541 CRISIL AA/Stable	19,680 CRISIL AA/Stable	23,081 CRISIL AA/Stable	AA/Stable	22,061 CRISIL AA/Stable
16	Capital redemption reserve (Rs. in Mn) Net profit after tax (Rs. in Mn)	36 1,170	36 1,346	36 1,263	36 2,516	36 2,980	36 6,445
17	Earnings Per Share of Rs. 10/- each:  Basic  Diluted	19.18 18.84	22.10 21.71	20.84 20.36	41.28 40.53		106.19 103.75
18	Outstanding Listed, Rated, Redeemable, Non- Convertible Bonds (Rs. in Mn)	3,400	3,400	3,400	3,400	3,400	3,400
	Next due date: Interest payment date : Interest payment amount (Rs. in Mn) Next due date: Principal payment date	April 26, 2023 336 April 24, 2026	April 26, 2023 336 April 24, 2026	April 26, 2022 327 April 24, 2026	April 26, 2023 336 April 24, 2026	327	April 26, 2022 327 April 24, 2026
19	: Principal payment amount (Rs. in Mn) Asset cover available, in case of non convertible debt securities [The non-convertible securities of the Company is unsecured]	3,400 Not applicable	3,400 Not applicable	3,400 Not applicable	3,400 Not applicable	3,400 Not applicable	3,400 Not applicable
20	Previous due date for the payment of interest/ repayment of principal of non convertible debt securities and whether the same has been paid or not	Interest paid on April 26, 2022 amounting to Rs. 327 Mn	Interest paid on April 26, 2022 amounting to Rs. 327 Mn	Not applicable	Interest paid on April 26, 2022 amounting to Rs. 327 Mn	Not applicable	Not applicable
21	Outstanding redeemable preference shares (quantity and value)	Not applicable	Not applicable	Not applicable	Not applicable	Not applicable	Not applicable

Place: Gurugram, India Date: October 20, 2022





By order of the Board

Sudhir Singh CEO & Executive Director

# Investor Presentation Q2FY23

Oct 20, 2022

Coforge

#### **Safe Harbor and Disclaimer**

#### **Forward Looking Statements Safe Harbor**

This presentation contains forward-looking statements. In some cases, you can identify these forward-looking statements by the use of words such as "outlook," "believes," "expects," "potential," "continues," "may," "will," "should," "could," "seeks," "predicts," "intends," "trends," "plans," "estimates," "anticipates" or the negative version of these words or other comparable words. Among other things, the outlook for the full fiscal year 2022, the business outlook and quotations from management in this announcement, as well as Coforge's strategic and operational plans, contain forward-looking statements. Coforge may also make written or oral forward-looking statements in its periodic reports to regulators, in its annual report to shareholders, in press releases and other written materials and in oral statements made by its officers, directors or employees to third parties. Statements that are not historical facts, including statements about Coforge's beliefs and expectations, are forward-looking statements. Forward-looking statements involve inherent risks and uncertainties. A number of factors could cause actual results to differ materially from those contained in any forward-looking statement, including but not limited to the following: the performance of the Coforge's clients; the successful implementation of its business strategy; its ability to compete effectively; its ability to maintain its pricing, control costs or continue to grow its business; the effects of the novel coronavirus (COVID-19) on its business; the continued service of certain of its key employees and management; its ability to attract and retain enough highly trained employees; and its involvement in any disputes, legal, regulatory, and other proceedings arising out of its business operations. All information provided in this presentation is as of the date of this presentation, and Coforge undertakes no obligation to update any forward-looking statement, except as required under applicable law.

#### Disclaimer

This communication and the information contained herein is not an offer to sell securities in the United States or elsewhere. The securities of Coforge or any of its subsidiaries and affiliates may not be offered or sold in the United States or to, or for the account or benefit of U.S. person (as such term in defined in Regulation S under the U.S. Securities Act of 1933, as amended (the "Securities Act")) absent registration pursuant to the Securities Act, or an exemption from registration. Any public offering of securities to be made in the United States will be made by means of a prospectus that may be obtained from the issuer or selling security holder and that will contain detailed information about the issuer and management, as well as financial statements. A Registration Statement on Form F-1 relating to certain securities of Coforge has been filed with the U.S. Securities and Exchange Commission but has not yet become effective. The Form F-1 Registration Statement and all subsequent amendments may be accessed through the SEC's website at www.sec.gov. Such securities not be sold nor may offers to buy be accepted prior to the time the registration statement becomes effective under the Securities Act. Nothing in this communication shall constitute an offer to sell or the solicitation of an offer to buy securities in any jurisdiction in which such offer or sale would be unlawful.

#### **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 second quarter of fiscal year ended March 31, 2023 ("Q2 FY2023") and the second quarter of fiscal year ended March 31, 2023 ("Q1 FY2023") and Q2 FY2023.



#### **Coforge Posts Strong Q2FY2023 Results**



#### **Financial Highlights**

- On consolidated basis, Q2FY23 revenues were up 6.2% QoQ on constant currency basis
  - Up 24.8% in INR terms and 16.0% in USD terms Y-o-Y
  - Up 7.1% in INR terms and 3.4% in USD terms Q-o-Q
- Adj. EBITDA Margin of 18.4% (up from 16.5% in Q1FY23)
- Adj. EBITDA grew 23.0% Y-o-Y in INR terms and 14.3% Y-o-Y in USD terms
- Consolidated PAT (after minority interest) for the quarter increased 37.1% Y-o-Y to INR 2,011 Mn



#### **Business Highlights**

- Robust order intake of \$304 Mn during the quarter
  - Two large deals signed during the quarter (both \$30+ Mn)
  - Third consecutive quarter of \$300+ Mn order intake
- Order book executable over next 12 months stood at \$802 Mn at the end of the quarter, a 16.6% Y-o-Y growth
- 11 new logos opened during the quarter
- Attrition declined by 160 bps Q-o-Q and stood at 16.4%.
   Continues to be amongst the lowest in the industry
- Global headcount increased to 22,991 as of Sept 30, 2022



### Q2FY23 Revenue Up 7.1% QoQ and Adj. EBITDA Margin Up ~190 bps QoQ



**Q1FY23** 

**Q2FY23** 

**Q2FY22** 

**Q1FY23** 

**Q2FY22** 

**Q2FY23** 

Coforge

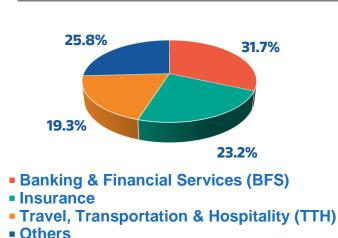
**Q2FY22** 

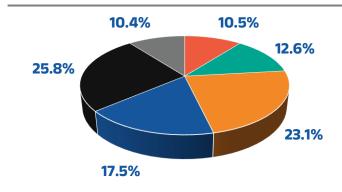
**Q2FY23** 

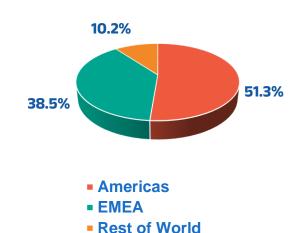
**Q1FY23** 

### Well Diversified Business Portfolio with Increasing Offshoring Revenues **Driving Profitability Expansion**







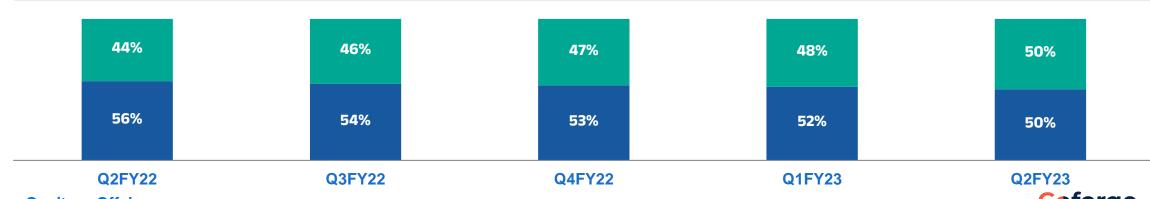


- Product Engineering
  - Data and Integration
  - ADM

#### Intelligent Automation

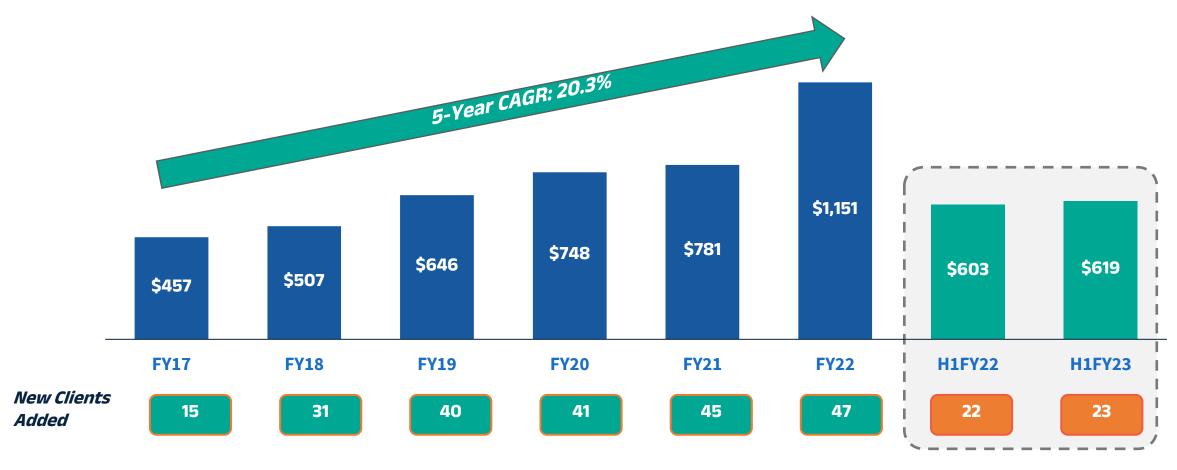
- CIMS
- BPM

#### Location Mix (IT Revenues Only)



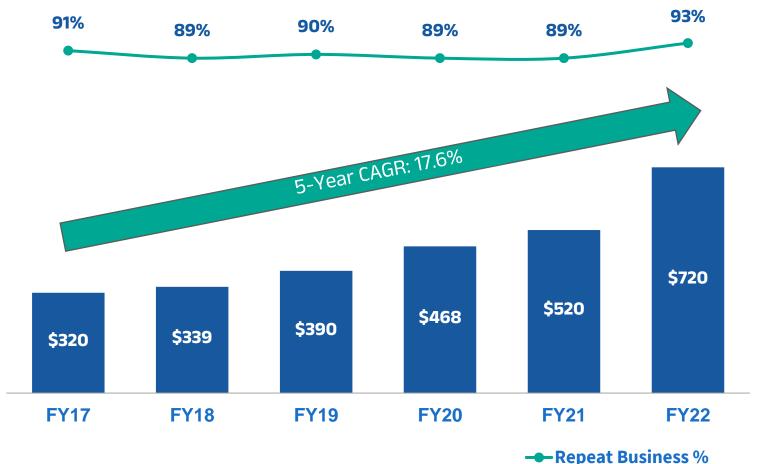
#### **Very Significant Business Momentum Driving Robust Growth**

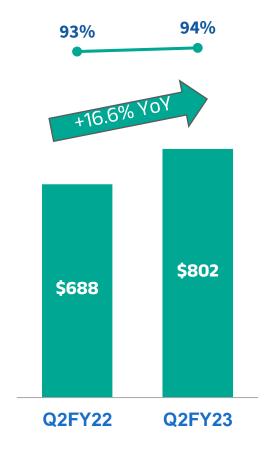
FRESH ORDER INTAKE TCV (\$ MN)



#### High Degree of Visibility Through Contracted Revenues and Repeat **Business**

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



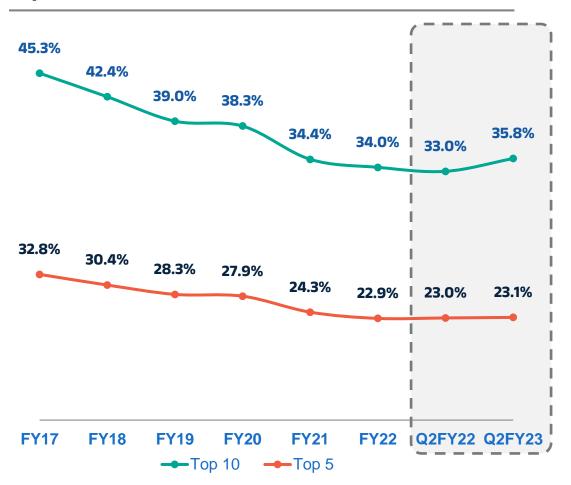


--- Repeat Business %

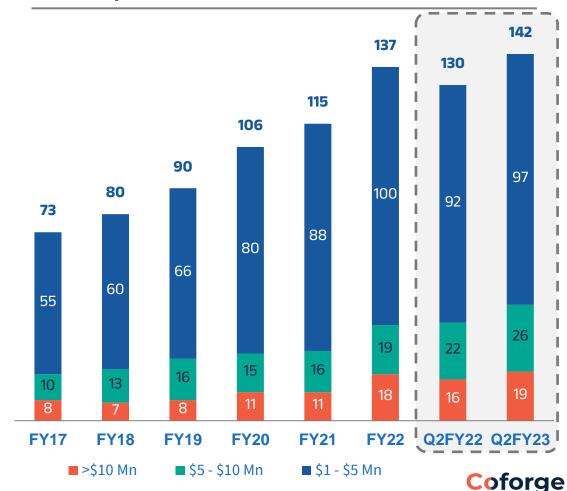


# De-Risked Operating Profile with Declining Client Concentration While Increasing Large Account Relationships

#### **Top Clients Revenue Contribution**



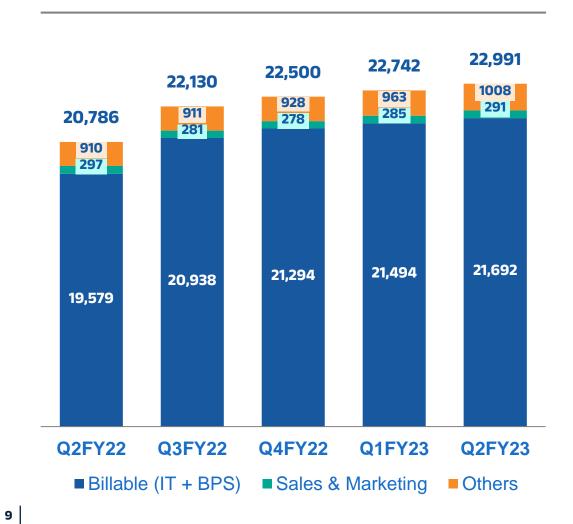
#### **Clients by Size**

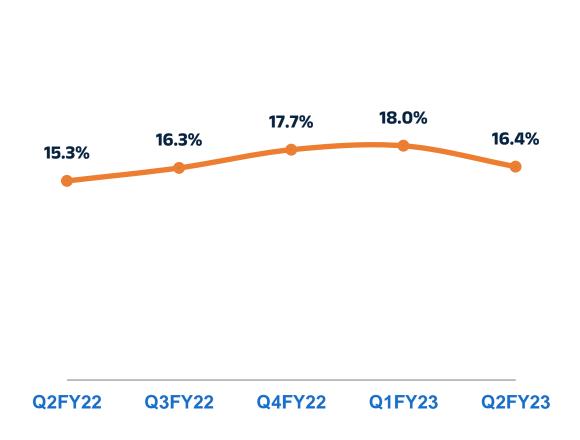


#### **Hiring with Pace While Managing Low Attrition Levels**

#### **Total Global Headcount**

#### LTM Attrition % (Excl. BPS)





### Select Other Achievements During the Quarter



Won India's Best Workplaces<sup>™</sup> for Women 2022 - Large (Top 100) for celebrating women all year round and contributing to the vision of making India a Great Place to Work for all



Coforge was telicitated with ET Best Tech Brands 2022



Coforge was felicitated with The Economic Times Employee Excellence 2022

- Coforge opened a new Center of Excellence dedicated to Metaverse and Web 3.0 in Greater Noida, India
- Coforge opened a new office in Hyderabad; to host the Center of Excellence for Low Code / No Code application development
- Coforge's Copasys automated compliance audit and quality assurance platform received US patent
- Coforge received an award for the 'Best Use of AI in BFSI' sector at the FE Futech Awards 2022

### **Key Tenets of Coforge Growth Strategy**

# Coforge

#### Robust

- FY22 total revenue growth of 38% and organic revenue growth of 25%
- Q2FY23 revenue growth of 6.2% QoQ in constant currency

#### **Profitable**

- FY22 Adj. EBITDA margin of 18.7% (margin expansion of 189 bps)
- Q2FY23 Adj. EBITDA margin of 18.4% (up from 16.5% in Q1FY23)

#### **Predictable**

- Strong executable order book for next 12 months (\$802 Mn as of Sep 30, 2022)
- High degree of repeat business (94% in Q2FY23)

#### Sustainable

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

# Appendix

### Consolidated Income Statement - Q2FY23 (INR Mn)

Particulars	Q2FY23	Q1FY23	QoQ%	Q2FY22	YoY%
Gross Revenues Gross Profit GM%	19,594	18,294	7.1%	15,694	24.8%
	<b>6,277</b>	<b>5,555</b>	<b>13.0%</b>	<b>5,038</b>	<b>24.6%</b>
	<b>32.0</b> %	<b>30.4%</b>	<b>167 Bps</b>	<b>32.1</b> %	-6 Bps
Selling / General And Administration SG&A to Revenue %	2,682	2,543	5.4%	2,115	26.8%
	13.7%	13.9%	-21 Bps	13.5%	21 Bps
Adj. EBITDA  Adj. EBITDA%  Cost of ESOPS  EBITDA  EBITDA%	3,596	3,012	19.4%	2,923	23.0%
	18.4%	16.5%	189 Bps	18.6%	-27 Bps
	147	90	63.0%	135	9.1%
	3,444	2,918	18.0%	2,737	25.8%
	17.6%	15.9%	163 Bps	17.4%	14 Bps
Depreciation and Amortization Other Income (net)	614	630	-2.5%	598	2.6%
	-150	-76	97.4%	-77	93.8%
Profit Before Tax PBT %	2,680	2,212	21.2%	2,061	30.0%
	13.7%	12.1%	159 Bps	13.1%	55 Bps
Provision for Tax Minority Interest Profit After Tax (after Minority Int.) PAT%	474	493	-3.9%	446	6.3%
	195	222	-12.2%	148	31.8%
	<b>2,011</b>	<b>1,497</b>	<b>34.4%</b>	<b>1,467</b>	<b>37.1%</b>
	<b>10.3</b> %	<b>8.2%</b>	<b>208 Bps</b>	<b>9.4%</b>	<b>87 Bps</b>
Basic EPS (INR)	33.0	24.6	34.3%	24.2	36.3%



### **Consolidated Income Statement - Q2FY23 (USD Mn)**

Particulars	Q2FY23	Q1FY23	QoQ%	Q2FY22	YoY%
Gross Revenues Gross Profit GM%	246.9	238.7	3.4%	212.8	16.0%
	<b>79.1</b>	<b>72.5</b>	<b>9.1%</b>	<b>68.3</b>	<b>15.8%</b>
	<b>32.0</b> %	<b>30.4%</b>	<b>167 Bps</b>	<b>32.1</b> %	-6 Bps
Selling / General And Administration SG&A to Revenue %	33.8	33.2	1.8%	28.7	17.8%
	13.7%	13.9%	-21 Bps	13.5%	21 Bps
Adj. EBITDA  Adj. EBITDA%  Cost of ESOPS  EBITDA  EBITDA%	45.3	39.3	15.2%	39.6	14.3%
	18.4%	16.5%	189 Bps	18.6%	-27 Bps
	1.9	1.2	51.3%	1.8	5.4%
	43.4	38.1	14.0%	37.1	16.9%
	17.6%	16.0%	163 Bps	17.4%	14 Bps
Depreciation and Amortization Other Income (net)	7.7	8.2	-5.7%	8.1	-4.4%
	-1.9	-1.0	90.9%	-1.0	81.3%
Profit Before Tax PBT %	33.8	28.9	16.9%	28.0	20.7%
	13.7%	12.1%	158 Bps	13.1%	53 Bps
Provision for Tax Minority Interest Profit After Tax (after Minority Int.) PAT%	6.0	6.4	-7.0%	6.0	-1.0%
	2.5	2.9	-15.0%	2.0	22.8%
	<b>25.3</b>	<b>19.6</b>	<b>29.5%</b>	<b>19.9</b>	<b>27.1%</b>
	<b>10.3</b> %	<b>8.2%</b>	<b>207 Bps</b>	<b>9.4%</b>	<b>89 Bps</b>
Basic EPS (INR)	33.0	24.6	34.3%	24.2	36.3%

### **Other Key Metrics**

0,0	Q2FY23	Q1FY23	Q2FY22
20	70	72	66

ate		Q2FY23	Q1FY23	Q2FY22
upe lar R	Period Closing Rate	81.38	79.03	74.19
Boll B	Period Average Rate	79.28	76.48	73.89

	_		Q2FY23	Q1FY23	Q2FY22
Hedge	Position	USD	155.01	151.98	121.63
Ŧ	SOC	GBP	40.19	39.79	21.09
		EUR	4.18	3.93	4.50
	<b>B</b>		Q2FY23	Q1FY23	Q2FY22
	_	USD	<b>Q2FY23</b> 79.78	<b>Q1FY23</b> 78.57	<b>Q2FY22</b> 76.40
age es	tstanding Hedges	USD GBP			

# Thank You

**End of Document** 

Coforge

#### Coforge Limited Consolidated Profit and Loss Statement

## Coforge

#### 30th September 2022

**INR Mn** 

					INR MN
Particulars	Q2FY23	Q1FY23	QoQ%	Q2FY22	YoY%
Gross Revenues	19,594	18,294	7.1%	15,694	24.8%
Direct Costs	13,316	12,739	4.5%	10,656	25.0%
Gross Profit	6,277	5,555	13.0%	5,038	24.6%
GM%	32.0%	30.4%	167 Bps	32.1%	-6 Bps
Selling / General And Administration	2,682	2,543	5.4%	2,115	26.8%
SG&A to Revenue %	13.7%	13.9%	-21 Bps	13.5%	21 Bps
Adj. EBITDA	3,596	3,012	19.4%	2,923	23.0%
Adj. EBITDA%	18.4%	16.5%	189 Bps	18.6%	-27 Bps
Cost of ESOPS	147	90	63.0%	135	9.1%
EBITDA	3,444	2,918	18.0%	2,737	25.8%
EBITDA%	17.6%	15.9%	163 Bps	17.4%	14 Bps
Depreciation and Amortization	614	630	-2.5%	598	2.6%
Other Income (net)	-150	-76	97.4%	-77	93.8%
Profit Before Tax	2,680	2,212	21.2%	2,061	30.0%
PBT %	13.7%	12.1%	159 Bps	13.1%	55 Bps
Provision for Tax	474	493	-3.9%	446	6.3%
Minority Interest	195	222	-12.2%	148	31.8%
Profit After Tax (after Minority Int.)	2,011	1,497	34.4%	1,467	37.1%
PAT%	10.3%	8.2%	208 Bps	9.4%	87 Bps
Basic EPS (INR)	33.0	24.6	34.3%	24.2	36.3%

#### Coforge Limited Consolidated Profit and Loss Statement

# Coforge

#### 30th September 2022

**USD Mn** 

Particulars	Q2FY23	Q1FY23	QoQ%	Q2FY22	YoY%
Gross Revenues	246.9	238.7	3.4%	212.8	16.0%
Direct Costs	167.8	166.3	0.9%	144.5	16.1%
Gross Profit	79.1	72.5	9.1%	68.3	15.8%
GM%	32.0%	30.4%	167 Bps	32.1%	-6 Bps
Selling / General And Administration	33.8	33.2	1.8%	28.7	17.8%
SG&A to Revenue %	13.7%	13.9%	-21 Bps	13.5%	21 Bps
Adj EBITDA	45.3	39.3	15.2%	39.6	14.3%
Adj EBITDA%	18.4%	16.5%	189 Bps	18.6%	-27 Bps
Cost of ESOPS	1.9	1.2	51.3%	1.8	5.4%
EBITDA	43.4	38.1	14.0%	37.1	16.9%
EBITDA%	17.6%	16.0%	163 Bps	17.4%	14 Bps
Depreciation and Amortization	7.7	8.2	-5.7%	8.1	-4.4%
Other Income (net)	-1.9	-1.0	90.9%	-1.0	81.3%
Profit Before Tax	33.8	28.9	16.9%	28.0	20.7%
PBT %	13.7%	12.1%	158 Bps	13.1%	53 Bps
Provision for Tax	6.0	6.4	-7.0%	6.0	-1.0%
Minority Interest	2.5	2.9	-15.0%	2.0	22.8%
Profit After Tax (after Minority Int.)	25.3	19.6	29.5%	19.9	27.1%
PAT%	10.3%	8.2%	207 Bps	9.4%	89 Bps
Basic EPS (INR)	33.0	24.6	34.3%	24.2	36.3%

#### Coforge Limited Consolidated Balance Sheet

#### 30th September 2022



INR Mn

Particulars	As at Sep 30 2022	As at June 30 2022	As at Sep 30 2021	Particulars	As at Sep 30 2022	As at June 30 2022	As at Sep 30 2021
Equity	610	609	606	Fixed Assets	6,230	6,288	5,696
Reserves & Surplus	27,669	26,723	24,162	Capital Work in Progress	88	52	43
		!		Intangible Assets	14,805	15,033	14,964
NET Worth	28,279	27,332	24,768	Current Assets		į	
				Cash and Cash Equivalent	4,090	3,351	2,988
Bank Borrowings	5,840	6,024	4,292	Debtors	14,054	13,428	10,523
Non Controlling Interest	898	924	904	Other Assets	11,242	10,951	9,136
Deferred Tax Liability	551	762	740	Other Liabilities	-14,504	-13,646	-11,657
	į	į		Future Acquisition Liability	-3,425	-3,321	-2,920
	į	į		Deferred Tax Assets	2,988	2,906	1,931
	35,568	35,042	30,704		35,568	35,042	30,704



	Revenue and Revenue Growth	Q2FY23	Q1FY23	Q2FY22
	Q-o-Q CC Revenue Growth	6.2%	4.7%	7.5%
	Revenue (USD Mn)	247	239	213
	Q-o-Q Growth	3.4%	2.7%	6.5%
	Y-o-Y Growth	16.0%	19.5%	37.4%
	Revenue (INR Mn)	19,594	18,294	15,694
_	Q-o-Q Growth	7.1%	5.0%	7.4%
<u></u>	Y-o-Y Growth	24.8%	25.2%	36.0%
Financial	Hedge Gain/(Loss) - INR Mn	(11)	39	52
臣	Profitability	Q2FY23	Q1FY23	Q2FY22
	Adj. EBITDA Margin	18.4%	16.5%	18.6%
	Order Book (USD Mn)	Q2FY23	Q1FY23	Q2FY22
	Fresh Order Intake	304	315	285
	Americas	141	123	123
	EMEA	134	151	114
	Rest of World	29	41	48
	Executable Order Book over Next 12 Months	802	745	688

Vertical	Q2FY23	Q1FY23	Q2FY22
Insurance	23.2%	23.1%	29.2%
Banking and Financial Services (BFS)	31.7%	29.5%	24.1%
Travel, Transportation and Hospitality (TTH)	19.3%	19.4%	18.6%
Others <sup>(1)</sup>	25.8%	28.0%	28.1%
(1) Others primarily include Healthcare, Retail, Hi-Tech, Manufacturin	g and Public Sector		
Horizontal	Q2FY23	Q1FY23	Q2FY22
Product Engineering	10.5%	10.5%	12.7%
Intelligent Automation	12.6%	12.6%	14.3%
Data and Integration	23.1%	23.3%	20.6%
Cloud and Infrastructure Management (CIMS)	17.5%	18.2%	17.0%
Application Development and Maintenance (ADM)	25.8%	24.2%	23.9%
Business Process Management (BPM)	10.4%	11.1%	11.6%
Geography	02FY23	01FY23	02FY22
Americas	51.3%	51.3%	52.2%
EMEA	38.5%	36.9%	32.5%
Rest of World	10.2%	11.9%	15.3%
		==:=:=	
Onsite vs. Offshore (IT Revenue Only)	Q2FY23	Q1FY23	Q2FY22
Onsite	50.2%	52.0%	56.0%
Offshore	49.8%	48.0%	44.0%
Burstont Tours	025722	015733	
Project Type	Q2FY23	Q1FY23	Q2FY22
Project Type Fixed Price Time & Materials	<b>Q2FY23</b> 49.8% 50,2%	<b>Q1FY23</b> 51.9% 48.1%	<b>Q2FY22</b> 54.0% 46.0%



	New Clients Added	Q2FY23	Q1FY23	Q2FY22
	Americas	5	6	6
	EMEA	4	4	5
	Rest of World	2	2	-
	Total	11	12	11
Data	Repeat Business %	94%	96%	93%
	Client Concentration (% of Revenue)	Q2FY23	Q1FY23	Q2FY22
<u> </u>	Top 5	23.1%	22.9%	23.0%
Client	Top 10	35.8%	35.5%	33.0%
	No. of Clients (by Client Engagement Size)	Q2FY23	Q1FY23	Q2FY22
	Above USD 10 Mn	19	19	16
	USD 5-10 Mn	26	24	22
	USD 1-5 Mn	97	98	92
		142	141	130

O
붍
Ä
<u>o</u>
<u>a</u>
ō
<b>U</b>

By Role	Q2FY23	Q1FY23	Q2FY22
Billable Personnel			
IT	15,912	15,448	13,035
BPS	5,780	6,046	6,544
Total Billable	21,692	21,494	19,579
Sales and Marketing	291	285	297
Others	1,008	963	910
Grand Total	22,991	22,742	20,786

Utilization/Attrition (Excl BPS)	Q2FY23	Q1FY23	Q2FY22
Utilization (incl. Trainees)	77.3%	76.2%	78.5%
Attrition Rate	16.4%	18.0%	15.3%

_			
	Q2FY23	Q1FY23	Q2FY22
Days Sales Outstanding (DSO)	70	72	66
INR / USD Rate	Q2FY23	Q1FY23	Q2FY22
Period Closing Rate	81.38	79.03	74.19
Period Average Rate	79.28	76.48	73.89
Hedge Position	Q2FY23	Q1FY23	Q2FY22
USD	155.01	151.98	121.63
GBP	40.19	39.79	21.09
Euro	4.18	3.93	4.50
Average Rates for Outstanding Hedges as on:	Q2FY23	Q1FY23	Q2FY22
USD	79.78	78.57	76.40
GBP	99.91	102.17	105.37
Euro	87.06	90.73	92.32
	<u> </u>		
Other Income (INR Mn)	Q2FY23	Q1FY23	Q2FY22
Income on mutual Funds / Net Interest Income	(176)	(141)	(110)
Difference in Exchange*	26	65	33
Other Income (Net)	(150)	(76)	(77)
* Includes gain/loss on revaluation of foreign currency current a	scots and liabilities	·	

<sup>\*</sup> Includes gain/loss on revaluation of foreign currency current assets and liabilities