

Coforge

Investor Presentation

Q1FY25

July 22, 2024

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 first quarter of fiscal year ended March 31, 2025 (“Q1 FY2025”) and the first quarter of fiscal year ended March 31, 2024 (“Q1 FY2024”). All references to “Q-on-Q” are comparison between the first quarter of the fiscal year ended March 31, 2025 (“Q1 FY2025”) and the fourth quarter of fiscal year ended March 31, 2024 (“Q4 FY2024”).

Coforge Q1 revenue up 8.1% YoY



Financial Highlights

- On consolidated basis, Q1FY25 revenues were up 1.6% QoQ and 7.8% YoY on a constant currency basis.
 - Revenue for the quarter at INR 24,008 Mn & \$291.4 Mn
 - Up 1.8% in INR terms and 1.6% in USD terms QoQ
 - Up 8.1% in INR terms and 7.2% in USD terms YoY
- Adj. EBITDA Margin of 17.9%; up 20.9% YoY
- Consolidated Reported PAT for the quarter at INR 1,332 Mn
- Consolidated Normalized PAT for the quarter at INR 2,285 Mn, up 28.2% YoY.

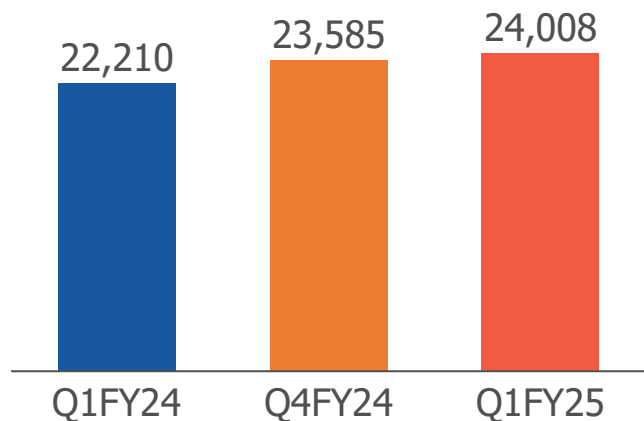


Business Highlights

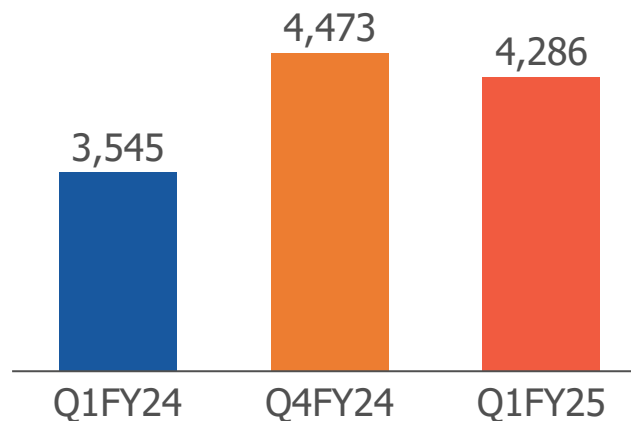
- Robust total order intake of \$314 Mn during the quarter
 - Tenth consecutive quarter of \$300+ Mn order intake
 - Two large deals signed during the quarter
- Order book executable over next 12 months stood at \$1,070 Mn at the end of the quarter, a 19.3% YoY growth
- 10 new logos opened during the quarter
- IT Attrition (LTM) stood at 11.4%. Continues to be amongst the lowest in the IT services industry
- Global headcount at 26,612 as of June 30, 2024.
 - Net addition of 1,886 people and up 7.6% sequentially

Revenue up 8.1% Y-o-Y; PAT* up 28.2% Y-o-Y in INR terms

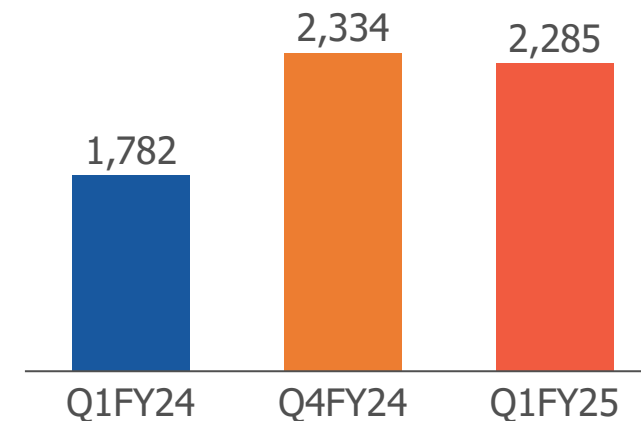
Revenue (INR Mn) 1.8% QoQ ↑ 8.1% YoY ↑



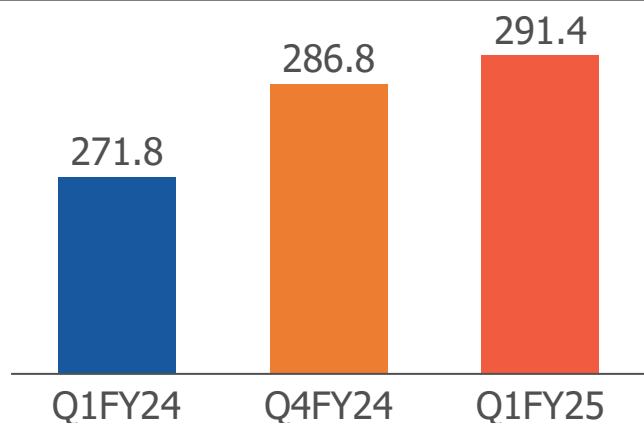
Adj. EBITDA (INR Mn) 20.9% YoY ↑



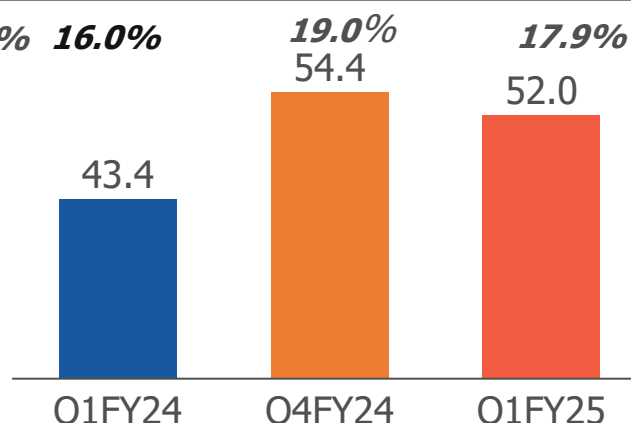
PAT* (INR Mn) -2.1% QoQ ↑ 28.2% YoY ↑



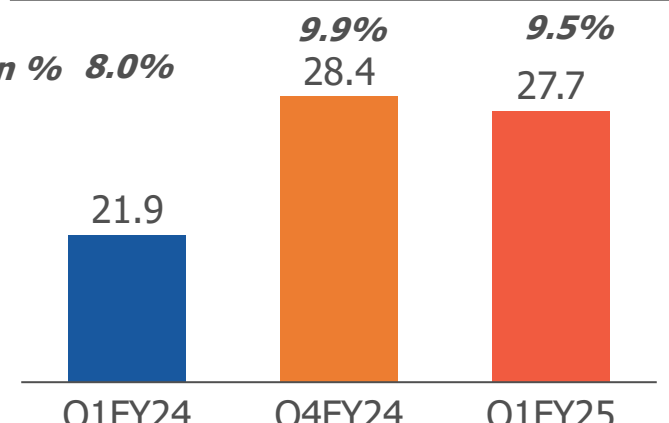
Revenue (\$Mn) 1.6% QoQ ↑ 7.2% YoY ↑



Adj. EBITDA (\$Mn) 19.9% YoY ↑



PAT* (\$Mn) -2.3% QoQ ↑ 26.9% YoY ↑



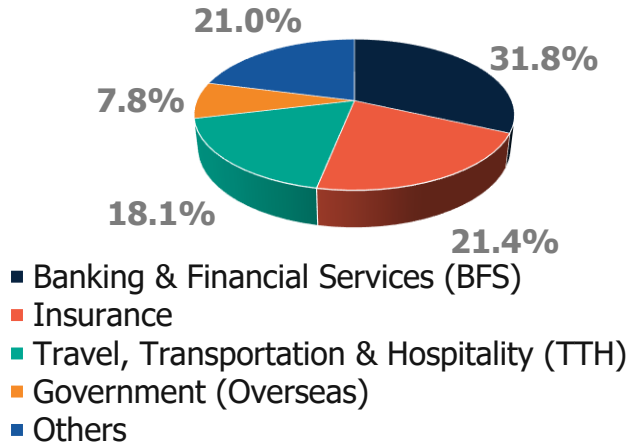
Note: Adj. EBITDA excl. ESOPs.

PAT* reflects Profit after Tax (after Minority interest and excluding one-time transaction expenses)

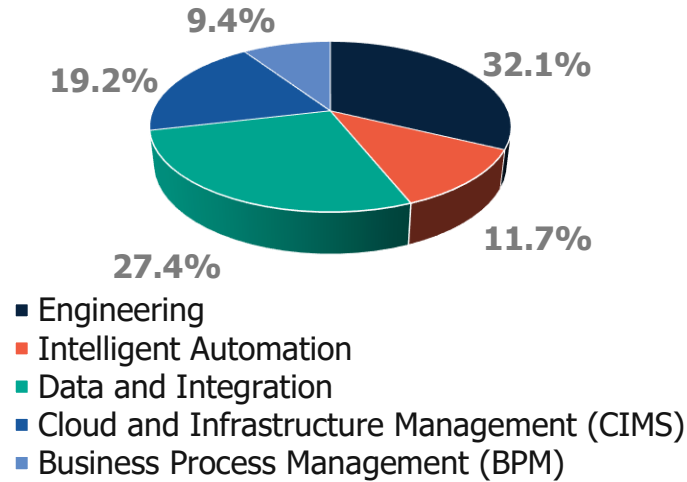
Well Diversified Business Portfolio with Increasing Offshoring Revenues

Q1 FY25 Revenues Mix

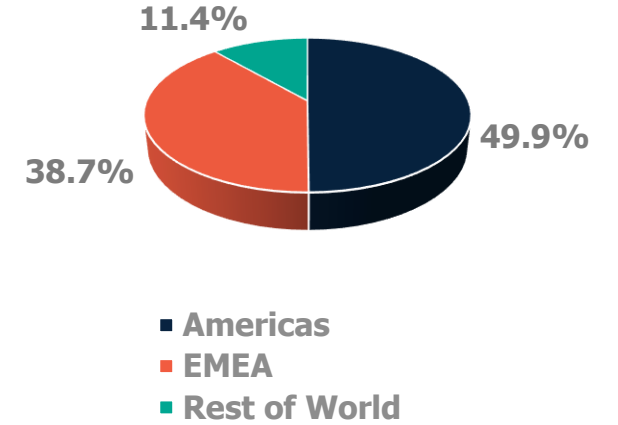
By Vertical



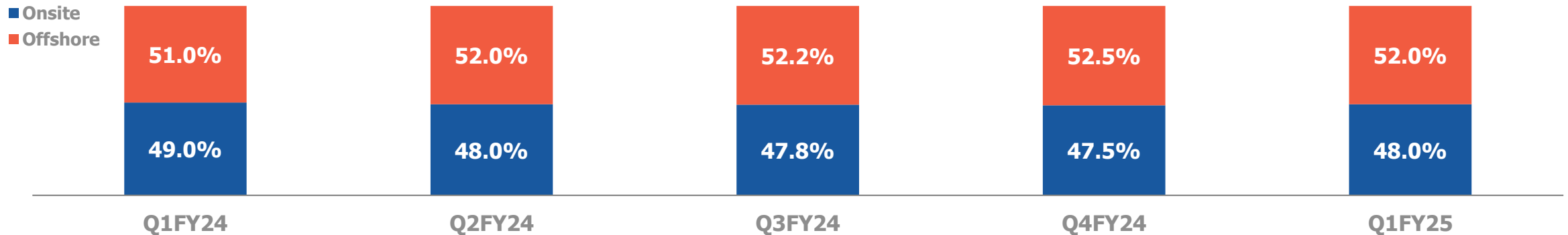
By Service Offering



By Geography

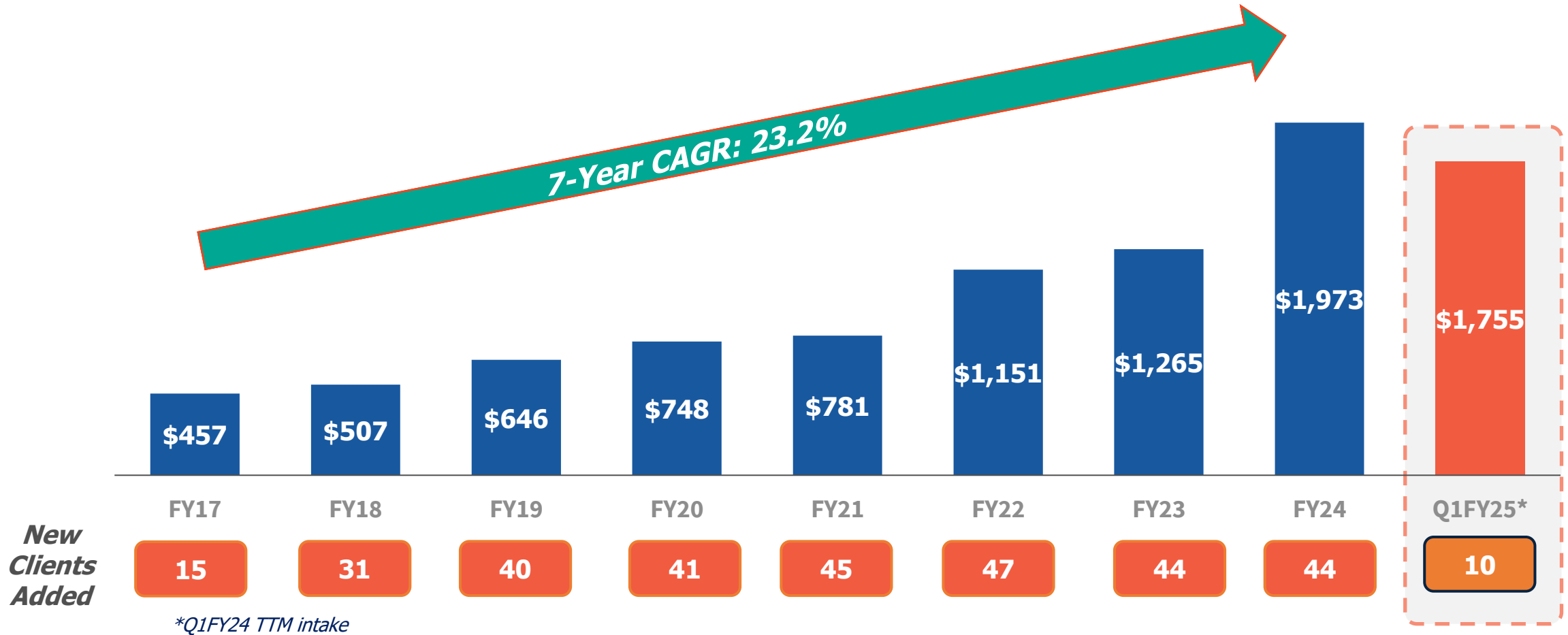


Location Mix (IT Revenues Only)



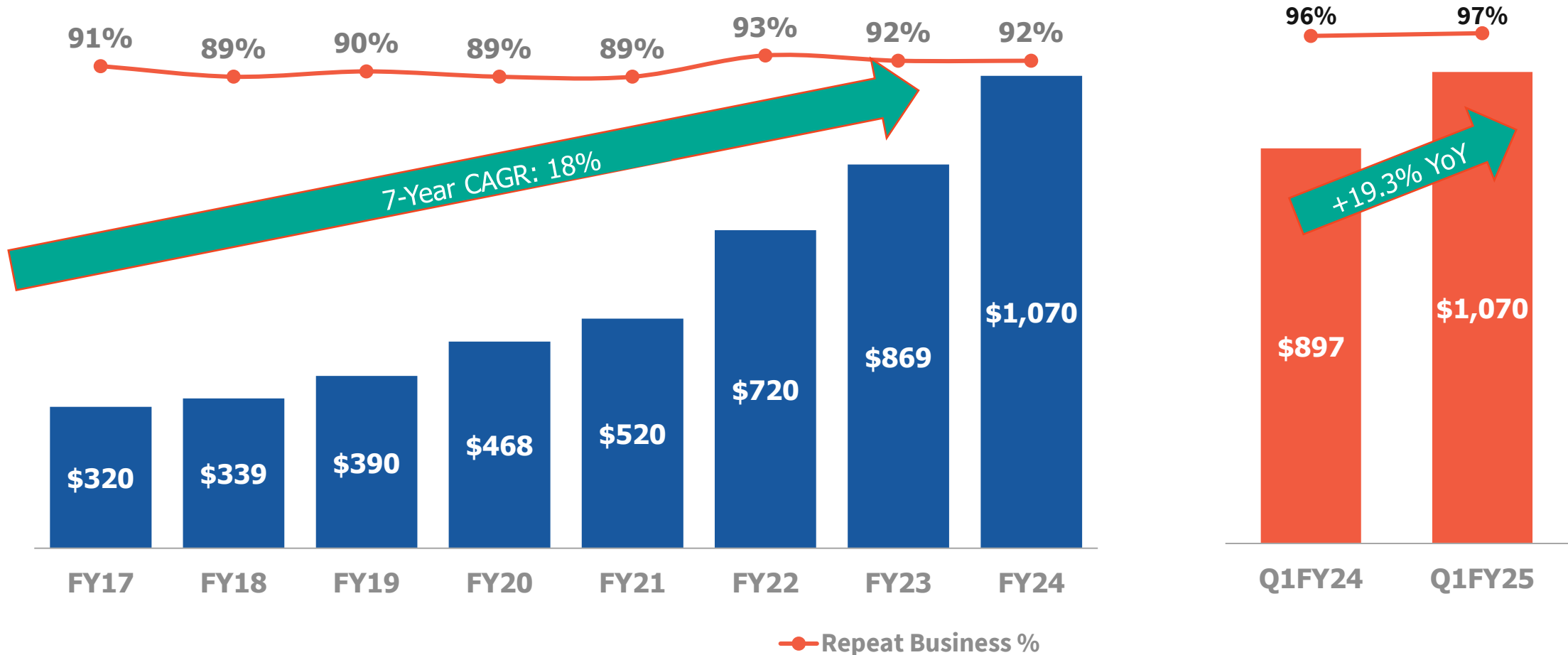
Very Significant Business Momentum Driving Robust Growth

FRESH ORDER INTAKE TCV (\$ MN)



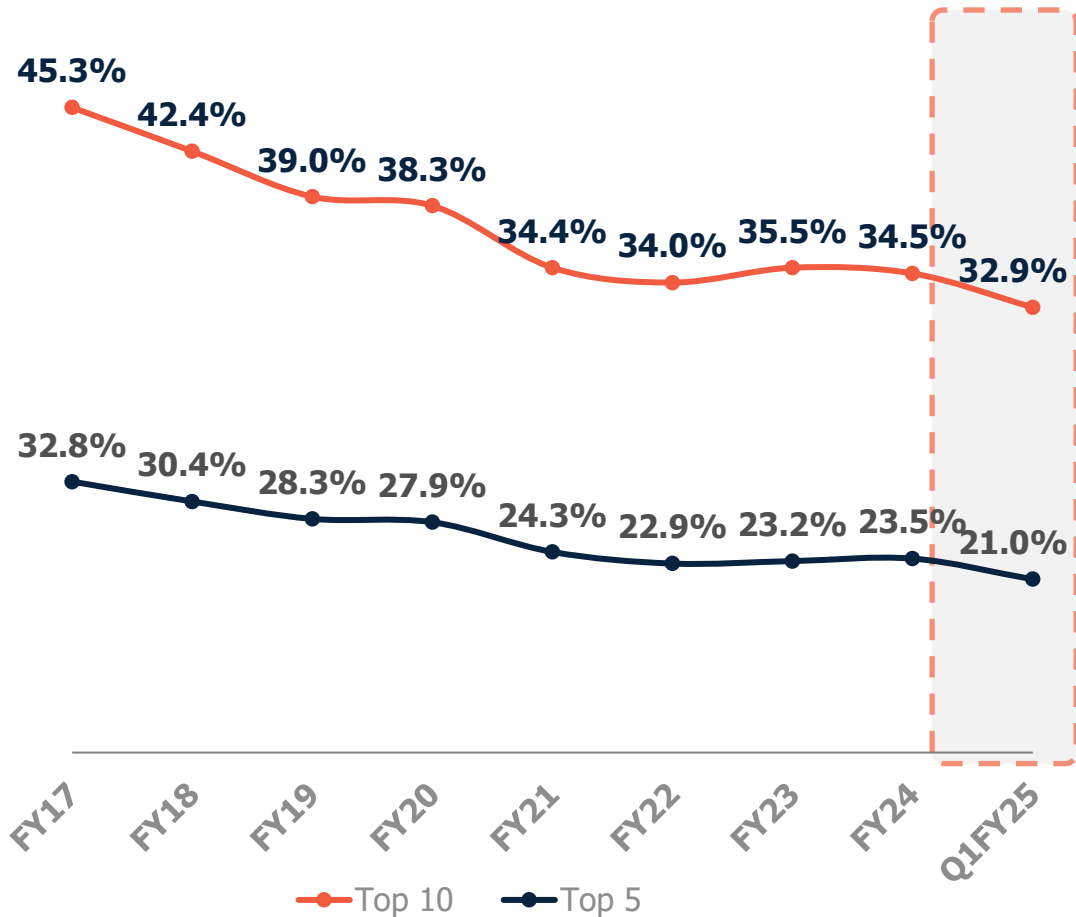
High Degree of Visibility Through Contracted Revenues and Repeat Business

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

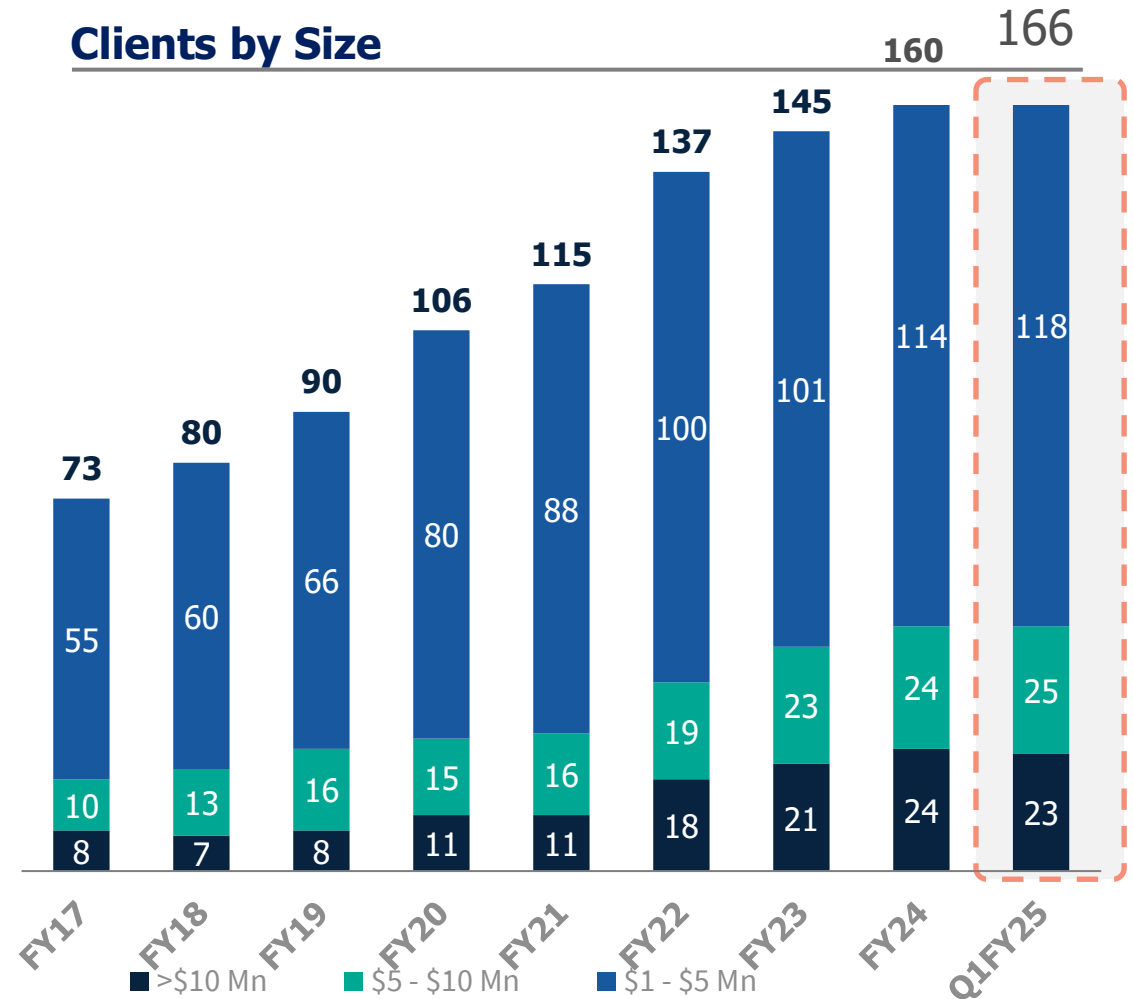


De-Risked Operating Profile with Declining Client Concentration While Increasing Large Account Relationships

Top Clients Revenue Contribution

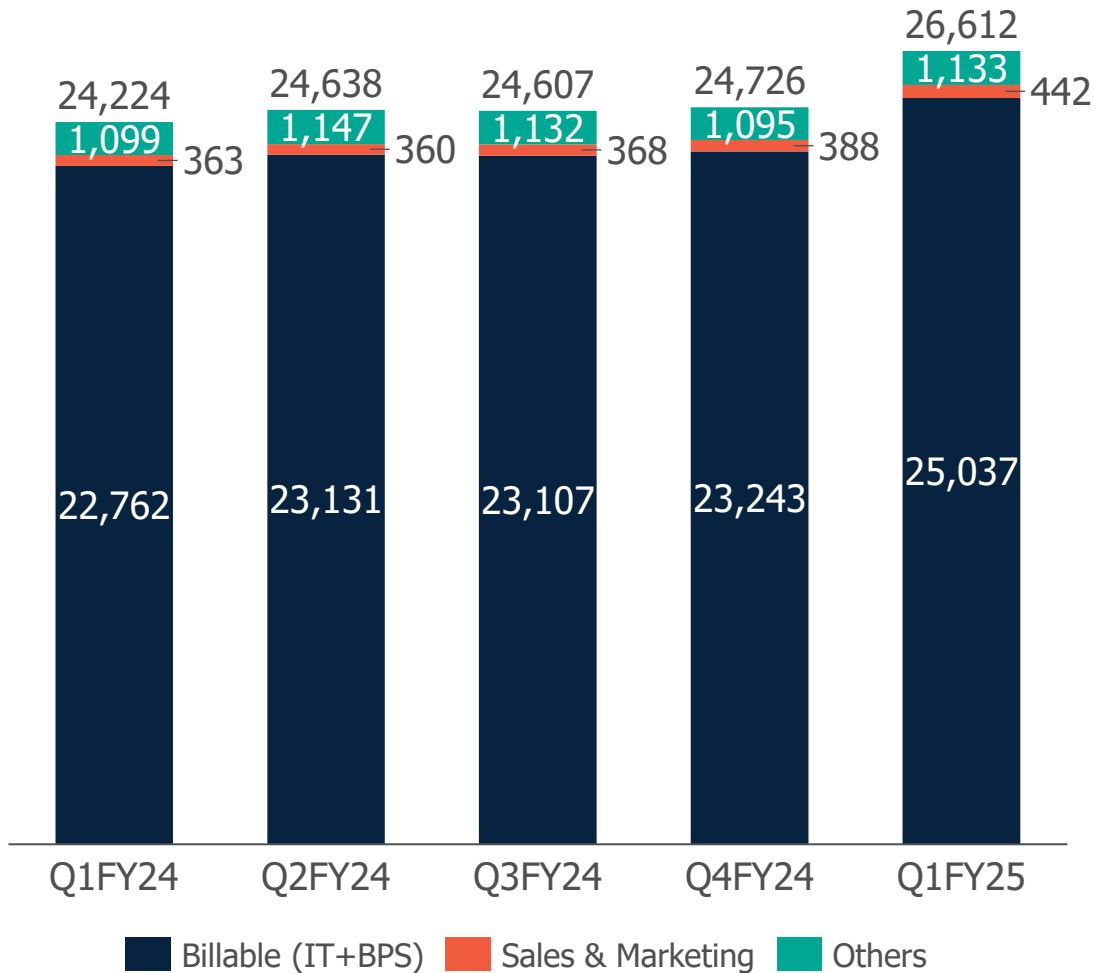


Clients by Size

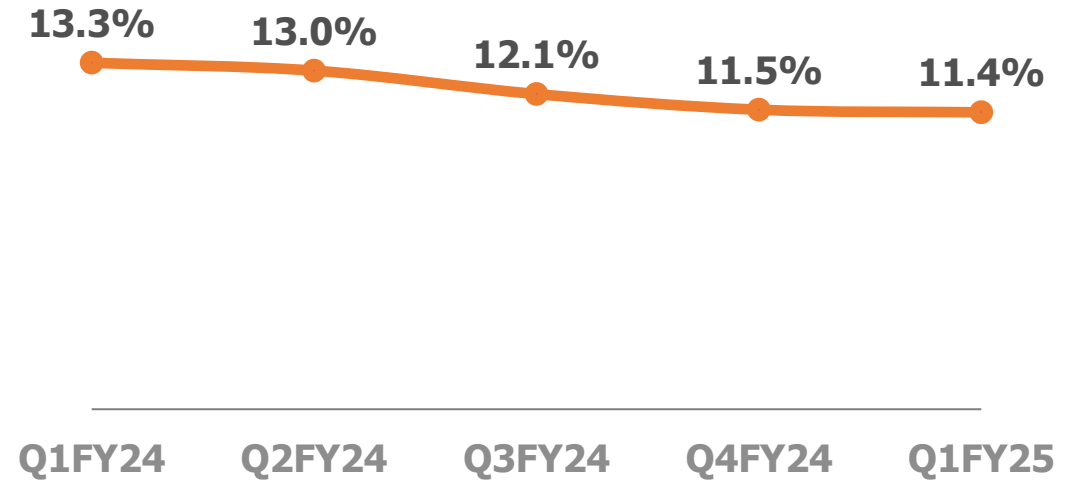


Best-in-Industry Attrition Levels Testament to Coforge Culture

Total Global Headcount



LTM Attrition % (Excl. BPS)



Key Tenets of Coforge Growth Strategy

Coforge

Robust

- FY24 total revenue at \$ 1119 million, grew 13.3% YoY in CC terms
- Q1FY25 revenue growth of 1.6% QoQ and 7.8% YoY in constant currency (CC)

Profitable

- FY24 Adj. EBITDA margin of 17.6%
- Q1FY25 Adj. EBITDA margin of 17.9%

Predictable

- Strong executable order book for next 12 months (\$1,070 Mn as of Jun 30, 2024)
- High degree of repeat business (96.5% in Q1FY25)

Sustainable

- FY24 order intake of \$1.97 billion, including 11 large deals
- 61+ Forbes Global 1000 clients

Appendix

Consolidated Income Statement – Q1FY25 (USD Mn)

Particulars	USD Mn					Ratios as a %age of Revenue		
	Q1 FY25 Reported	Q4 FY24 Reported	QoQ% Reported	Q1FY24 Reported	YoY% Reported	Q1 FY25	Q4 FY24	Q1FY24
Gross Revenues	291.4	286.8	1.6%	271.8	7.2%			
Gross Profit	96.0	97.7	-1.7%	83.3	15.2%	33.0%	34.1%	30.7%
SG&A Expenses	44.0	43.3	1.6%	39.9	10.2%	15.1%	15.1%	14.7%
Adj EBITDA	52.0	54.4	-4.4%	43.4	19.9%	17.9%	19.0%	16.0%
Cost of ESOPS	2.4	2.7	-10.7%	2.6	-8.7%	0.8%	0.9%	1.0%
EBITDA	49.6	51.7	-4.0%	40.6	22.2%	17.0%	18.0%	14.9%
Depreciation and Amortization	9.9	10.3	-3.9%	9.2	7.2%	3.4%	3.6%	3.4%
Other Income (net)	-3.3	-5.5	-39.9%	-1.9	78.2%	-1.1%	-1.9%	-0.7%
PBT (excl. Transaction related expenses)	36.4	35.9	1.4%	29.5	23.4%	12.5%	12.5%	10.9%
Transaction Related expenses	11.6	1.2	887.1%	0.0	NA	4.0%	0.4%	0.0%
\$1 Bn Milestone celebration cost	0.0	0.0	NA	2.0	NA	0.0%	0.0%	0.7%
Profit Before Tax	24.8	34.7	-28.5%	27.5	-9.6%	8.5%	12.1%	10.1%
Provision for Tax	7.9	6.9	15.7%	5.9	33.7%	2.7%	2.4%	2.2%
Minority Interest	0.7	0.7	10.3%	1.3	-41.8%	0.3%	0.2%	0.5%
Profit After Tax	16.2	27.2	-40.6%	20.3	-20.6%	5.5%	9.5%	7.5%
Adj. Profit After Tax*	27.7	28.4	-2.3%	21.9	26.9%	9.5%	9.9%	8.0%
Basic EPS (INR)	20.9	36.2	-42.2%	27.0	-22.6%			
Adj Basic EPS (INR)*	35.9	38.1	-5.9%	29.2	23.1%			

* Adjusted for Transaction Related Exp

Consolidated Income Statement – Q1FY25 (INR Mn)

Particulars	INR Mn					Ratios as a %age of Revenue		
	Q1 FY25 Reported	Q4 FY24 Reported	QoQ% Reported	Q1FY24 Reported	YoY% Reported	Q1 FY25	Q4 FY24	Q1FY24
Gross Revenues	24,008	23,585	1.8%	22,210	8.1%			
Gross Profit	7,911	8,034	-1.5%	6,808	16.2%	33.0%	34.1%	30.7%
Selling / General And Administration	3,625	3,561	1.8%	3,264	11.1%	15.1%	15.1%	14.7%
Adj. EBITDA	4,286	4,473	-4.2%	3,545	20.9%	17.9%	19.0%	16.0%
Cost of ESOPS	199	222	-10.5%	216	-8.0%	0.8%	0.9%	1.0%
EBITDA	4,087	4,251	-3.8%	3,316	23.3%	17.0%	18.0%	14.9%
Depreciation and Amortization	815	846	-3.7%	757	7.7%	3.4%	3.6%	3.4%
Other Income (net)	-272	-452	-39.8%	-152	78.9%	-1.1%	-1.9%	-0.7%
PBT (excl. Transaction related expenses)	3,000	2,953	1.6%	2,407	24.7%	12.5%	12.5%	10.8%
Transaction Related expenses	953	96	889.0%	0	NA	4.0%	0.4%	0.0%
\$1 Bn Milestone celebration cost		0	NA	165	-100.0%	0.0%	0.0%	0.7%
Profit Before Tax	2,047	2,856	-28.3%	2,242	-8.7%	8.5%	12.1%	10.1%
Provision for Tax	654	564	16.0%	485	34.8%	2.7%	2.4%	2.2%
Minority Interest	61	55	10.5%	104	-41.3%	0.3%	0.2%	0.5%
Profit After Tax	1,332	2,237	-40.5%	1,653	-19.4%	5.5%	9.5%	7.4%
Adj. Profit After Tax*	2,285	2,334	-2.1%	1,782	28.2%	9.5%	9.9%	8.0%
Basic EPS (INR)	20.9	36.2	-42.2%	27.0	-22.6%			
Adj Basic EPS (INR)*	35.9	38.1	-5.9%	29.2	23.1%			

* Adjusted for Transaction Related Exp

Other Key Metrics

DSO	Q1FY25	Q4FY24	Q1FY24
	59	57	61

Rupee Dollar Rate		Q1FY25	Q4FY24	Q1FY24
	Period Closing Rate		83.37	83.37
Period Average Rate		83.42	83.05	82.15

Hedge Position (in Million)		Q1FY25	Q4FY24	Q1FY24
	USD		212.2	203.4
GBP		102.4	98.4	89.03
EUR		8.9	8.6	8.50

Average Rates Outstanding Hedges		Q1FY25	Q4FY24	Q1FY24
	USD		84.3	84.06
GBP		106.2	105.78	101.80
EUR		92.5	92.57	89.79

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Let's engage!

