

### Company Overview

Cognizant (CTSH) is one of the world's leading professional services companies, transforming clients' business, operating and technology models for the digital era. Our industry-based, consultative approach helps many of the best-known organizations in every industry and geography envision, build and run more innovative, efficient businesses.

With corporate headquarters in the United States and more than 270 offices and digital hubs worldwide, our global presence extends our delivery capability and amplifies our impact.

### The Cognizant Difference

Cognizant is designed to help get digital done across large, established organizations—one of the few companies with the breadth of capabilities needed to do it:

- **Deep technology and industry expertise** at the scale required to transform the world's most complex and critical enterprises
- **Long-term, trusted relationships** helping to design and manage our clients' most essential business processes, giving us the ability to understand their complexities and spot opportunities
- **An agile, diverse, born-global team** that combines a massive delivery capability in India with a network of delivery centers in North America, Europe, Latin America and Asia able to partner locally
- **A client-first culture of flexible ways of working**, entrepreneurialism and empowerment that enables us to collaborate seamlessly with clients
- **A sound management track record** of shifting ahead of client needs, building new capabilities and delivering industry-leading growth to investors.

When we do digital at scale and speed for clients, we systematically rethink how they create value in their organizations. **We utilize our expertise in 20 different industries to leverage AI & analytics, enhance interactive experiences, automate processes, develop platforms, modernize infrastructures, and engineer digital solutions that help clients capitalize on the tremendous opportunities the latest technologies offer.** And to help speed clients' journeys toward becoming digital, we bring our digital capabilities and industry expertise together into horizontal offerings and industry solutions that accelerate the most essential leaps that today's technology makes possible.

### Practice Areas

#### Cognizant Digital Business

Redesigning business models, reinventing existing businesses and creating new ones by innovating products, services and experiences with digital.

- Digital Strategy
- Connected Products
- Artificial Intelligence
- Interactive
- Softvision | Digital Engineering

#### Cognizant Digital Operations

Reinventing operating models, rethinking and managing an organization's most essential business processes with new ways of working.

- Industry & Platform Solutions
- Intelligent Process Automation
- Enterprise Services

#### Cognizant Digital Systems & Technology

Refreshing technology models, simplifying, modernizing and securing the IT infrastructure and applications that are the backbone of every business.

- Legacy Transformation
- Core Modernization
- Cloud Enablement
- Digital Engineering
- Security

#### Cognizant Consulting

Working across these digital practice areas, and across industries, to help clients define their path to becoming digital.

## Recognition

Ranked #87 in **Forbes Top 100 Digital Companies** (Sept 2018)  
 Ranked #74 in **Forbes Best Employers for Women** (July 2018)  
 Ranked #573 in **Forbes Global 2000** (June 2018)  
 Ranked #195 on the **Fortune 500** (May 2018)  
 Named among **World's Most Admired Companies** by Fortune (Jan 2019)  
 Ranked #16 in **Barron's 100 Most Sustainable Companies** (Feb 2018)  
 Named a **Top 100 Global Tech Leader** by Reuters (Jan 2018)  
 Named among **America's Best Management Consulting Firms** by Forbes (May 2017)

## Community Engagement

Cognizant focuses on areas where we believe we can have the most impact on the many communities in which we live and work:

**Sustainability:** improving our environmental performance through organization-wide goals and programs such as Cognizant Go Green

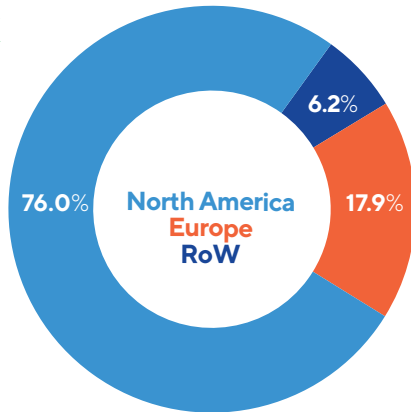
**Education:** creating educational opportunities for children and underserved communities

**Outreach:** reaching out to our global community through the Cognizant Foundation with the objective of improving the lives and opportunities of economically and socially disadvantaged segments of society in India

**Empowering Cognizant associates:** championing diversity, hiring veterans, and strengthening our talent base through learning and development opportunities

## Revenue Mix

### Geography



## Performance

### Q1 2019 Revenue:

\$4.11 billion (up 5.1% YoY)

### Q1 2019 Operating Margin (GAAP):

16.0%

### FY 2019 Revenues:

\$16.13 billion (up 8.9% YoY)

## Key Partnerships

Adobe, AWS (Amazon Web Services), CA Technologies, Cisco, Dell Technologies, Google, IBM, Informatica, Microsoft, Pega, Pivotal, Oracle, Salesforce, SAP, ServiceNow

## Clients

### 48 of the Fortune 100

Based on 2017 Fortune and Forbes lists, clients as of March 2018

## Executive Leadership

**Brian Humphries**, CEO & Director, Cognizant

**Karen McLoughlin**, CFO

**Malcolm Frank**, President, Cognizant Digital Business

**Srinivasan Veeraghavachary**, COO

**Debashis Chatterjee**, EVP & President, Global Delivery

**Ramakrishna Prasad Chintamaneni (Prasad)**, EVP & President, Global Industries & Consulting

**Matthew Friedrich (Matt)**, EVP, General Counsel, Chief Corporate Affairs Officer & Secretary

**Sumithra Gomatam**, EVP & President, Digital Operations

**James Lennox (Jim)**, EVP, Chief People Officer

**Sean Middleton**, SVP & President, Cognizant Accelerator

**Issam Allen Shaheen (Allen)**, EVP, North American Digital Hubs

**Dharmendra Kumar Sinha (DK)**, EVP & President, Global Client Services

**Santosh Thomas**, Executive, EVP & President, Global Growth Markets

## Board of Directors

**Michael Patsalos-Fox**, Chairman of the Board,

Cognizant, former Senior Partner, McKinsey & Company

**Francisco D'Souza**, Vice Chairman of the Board, Former CEO of Cognizant

**Brian Humphries**, CEO of Cognizant

**Zein Abdalla**, former President, PepsiCo, Inc.

**Maureen Breakiron-Evans**, former CFO, Towers Perrin

**Jonathan Chadwick**, former CFO, VMware, Inc.

**John M. Dineen**, former CEO of GE Healthcare

**John Fox**, former Vice Chairman, Deloitte & Touche

**Leo S. Mackay, Jr.**, VP, Lockheed Martin Corporation

**Joseph M. Velli**, former Senior EVP of The Bank of New York

**John E. Klein**, President & CEO, Polarex, Inc.

## Employees

Approximately 285,800 employees as of March 31, 2019

### Industry



#### Products and Resources

including retail and consumer goods, manufacturing and logistics, travel and hospitality, and energy and utilities

22.2%



#### Financial Services

including banking and insurance

34.9%



#### Communications, Media and Technology

14.5%



#### Healthcare

including life sciences

28.3%