

Corporate Fact Sheet (Q3 2018)

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Market Position

Cognizant 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.

Value Proposition

We help clients get digital done at scale and speed—the *scale* needed to transform their complex organizations to capitalize on the tremendous opportunities the latest technologies make possible, and the *speed* expected by their customers, partners and owners. When we do digital at scale for clients, we systematically rethink how they create value everywhere in their organizations. Cognizant Digital Business helps clients redesign their business models, reinventing existing businesses and creating new ones by innovating products, services and experiences with digital. Cognizant Digital Operations helps clients reinvent their operating models, achieving hyper-agility in core business processes by harnessing automation and intelligent, on-demand platforms and utilities. Cognizant Digital Systems & Technology helps clients refresh their technology models, matching their business' capabilities with its ambitions by simplifying, modernizing and securing enabling systems. Because today, creating value by leveraging technology is very industry-specific, we continue to deepen our expertise in 20 different industries, including banking and financial services, healthcare, manufacturing and retail. 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, and complement those solutions with consulting and services built for the speed of business today.

Culture

Our culture sets us apart from other institutions able to do this kind of high impact work with clients. Clients value us for our:

- **Client Focus**, a complete dedication to accomplishing their goals and valuing their satisfaction above all
- **Empowerment**, the individual initiative each one of us takes to get the job done for our clients
- **Passion**, our love of technology, and our optimism about what it can do for our clients and the people they serve
- **Collaboration with clients** and each other, bringing diverse teams together to work in whatever way is best for each organization
- **Transparency**, our open sharing of information, positive or negative, and of ideas
- **Integrity**, meaning we acknowledge and fix our mistakes, respect our clients and associates, and keep everyone's best interests in mind

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 spot opportunities and understand the complexities of how organizations can take advantage of them
- **An agile, diverse, born-global team** that combines a massive delivery capability in India with a network of regional delivery centers in North America, Europe, Latin America and Asia able to partner locally with clients
- **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

History

Founded in 1994 as a captive arm of Dun & Bradstreet
Traded on Nasdaq since 1998
Stock symbol: Nasdaq: CTSH
Member since 2004: Nasdaq-100 Index
Member since 2006: S&P 500 Index
Member since 2011: Fortune 500

Leadership 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** (Feb 2018)
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)

Financials

Q3 2018 Revenue: \$4.08 billion (up 8.3% YoY)
Q3 2018 Operating margin (GAAP): 18.3%
FY 2017 Revenues: \$14.81 billion (up 9.8% YoY)

Revenue Mix (Q3 2018)

Geography:
North America: 76.2%, Europe: 17.7%,
RoW: 6.1%

Industry:
Financial Services: 35.9%, Healthcare: 29.2%,
Products and Resources: 21.2%,
Communications, Media and Technology: 13.8%

Executive Leadership

Francisco D'Souza, CEO & Vice Chairman of the Board of Directors
Rajeev Mehta (Raj), President
Karen McLoughlin, CFO
Malcolm Frank, EVP, Strategy & Marketing
Ramakrishnan Chandrasekaran (Chandra), Executive Vice Chairman, Cognizant India
Srinivasan Veeraraghavachary, 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
Gajen Kandiah, EVP & President, Digital Business
Venkat Krishnaswamy, Vice Chairman, Healthcare & Life Sciences
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
Robert Telesmanic (Rob), SVP, Controller and Chief Accounting Officer
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, Cognizant & CEO, 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.

Clients

30 of the top 30 global pharmaceutical companies
16 of the top 20 U.S. healthcare plans
9 out of the top 10 biotech companies
12 of the top 15 medical device companies
7 of the top 10 global insurers
33 of the top 50 insurers
17 of the top 20 North American financial institutions
10 of the top 10 European banks
8 of the top 10 automotive OEMs
8 of the top 15 industrial manufacturers
5 of the top 15 chemical manufacturers
5 of the top 15 logistics providers
5 of the top 10 utilities in North America
5 of the top 10 electric utilities in Europe
4 of the top 6 oil and gas super majors
9 of the top 30 global retailers
3 leading U.S. airlines
3 of the world's leading restaurant chains
2 of the top 4 global distribution system companies
4 of the top 10 information service companies worldwide
6 of the major U.S. movie studios
4 of the top 10 global media companies
4 of the top 5 online companies
7 of the top 10 ISVs
2 of the top 5 semiconductor manufacturers

Employees

Approximately 274,200 employees as of September 30, 2018

Global Presence

More than 220 offices worldwide

Industries Served

Financial Services, including banking and insurance
Healthcare, including life sciences
Products and Resources, including retail and consumer goods, manufacturing and logistics, travel and hospitality, and energy and utilities
Communications, Media and Technology

Practice Areas

Cognizant Digital Business: reshaping business models, modernizing products and services, and enhancing customer experiences to drive growth.

- Digital Strategy
- Connected Products
- AI & Analytics
- Interactive
- Digital Engineering

Cognizant Digital Operations: reinventing 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: 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.

Key Partnerships

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

Corporate Social Responsibility

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 through initiatives such as:

- The Cognizant U.S. Foundation, created to support digital education and skills training across America
- Project Outreach, created to reduce educational disparity throughout the world through a broad collection of volunteer programs
- A variety of public-private partnerships for education and skills training in the U.S. and around the world, such as Making the Future, designed to spark an interest in STEM education among young people

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 through business resource groups like the Cognizant African American Latino Group, Cognizant Embrace and Women Empowered
- Hiring veterans and developing their careers through the Cognizant Veterans Network
- Strengthening our talent base through our learning and development organization, Cognizant Academy