

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 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
Internet of Things
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.

Core Modernization
Cloud Enablement
Security

Cognizant Consulting

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

Recognition

Ranked #193 on the Fortune 500 (May 2019)
 Ranked #524 in Forbes Global 2000 (May 2019)
 Named in the list of Financial Times Leading Management Consultant (Jan 2020)
 Ranked #461 in Forbes America's Best Employers (April 2019)
 Named among World's Most Admired Companies by Fortune (Jan 2020)
 Ranked #63 in Forbes Top 100 Digital Companies (Sept 2019)

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

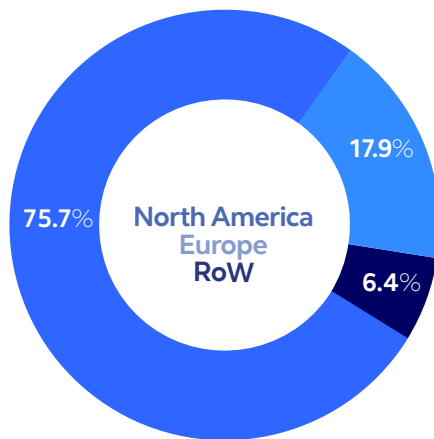
Education: creating educational opportunities for children and underserved communities

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

Q4 2019 Revenue:
\$4.3 Billion (up 3.8%)

Q4 2019 Operating Margin (GAAP):
14.6%

FY 2019 Revenues:
\$16.8 billion (up 4.1%)

Key Partnerships

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

Clients 177 of the Global Fortune 500

Based on 2019 Fortune, clients as of March 2019

Executive Leadership

Brian Humphries, Chief Executive Officer
 Karen McLoughlin, Chief Financial Officer
 Malcolm Frank, President, Cognizant Digital Business
 Srinivasan Veeraraghavachary (Srin), Chief Operating Officer
 Matthew Friedrich (Matt), General Counsel, Chief Corporate Affairs Officer and Secretary
 Rebecca Schmitt (Becky), Chief People Officer
 Dharmendra Kumar Sinha (DK), President, North America
 Gaurav Chand, Chief Marketing Officer
 Ganesh Ayyar, President, Cognizant Digital Operations
 Pradeep Shilige, Head of Global Delivery
 Gregory Hyttenrauch (Greg), President, Cognizant Digital Systems & Technology

Board of Directors

Zein Abdalla, former President of PepsiCo
 Vinita Bali, former Managing Director and Chief Executive Officer of Britannia Industries
 Maureen Breakiron-Evans, former CFO of Towers Perrin
 John M. Dineen, former President and CEO of GE Healthcare
 Francisco D'Souza, Vice Chairman of Cognizant's Board of Directors and former CEO of Cognizant
 John N. Fox Jr., former Vice Chairman of Deloitte & Touche and Global Director, Strategic Clients of Deloitte Consulting
 Brian Humphries, CEO of Cognizant and Director
 John E. Klein, President and CEO of Polarex and former Chair of Cognizant's Board of Directors
 Leo S. Mackay, Jr., Senior Vice President, Ethics and Enterprise Assurance of Lockheed Martin
 Michael Patsalos-Fox, Chairman of Cognizant's Board of Directors, former CEO of Stroz Friedberg and former Chair, the Americas and Senior Partner of McKinsey & Company
 Joseph M. Velli, former Senior Executive Vice President of The Bank of New York
 Sandra S. Wijnberg, former Partner, Aquiline Holdings

Employees

Approximately 292,500 employees as of December 31, 2019

Industry Q4 2019

Products and Resources
 including retail and consumer goods, manufacturing and logistics, travel and hospitality, and energy and utilities
22.5%

Financial Services
 including banking and insurance
34.3%

Communications, Media and Technology
14.7%

Healthcare
 including life sciences
28.5%