

Q1 2017 CORPORATE FACT SHEET

Corporate Headquarters

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Market Position & Mission

Cognizant is one of the world's leading professional services companies, transforming clients' business, operating and technology models for the digital era. Our unique industry-based, consultative approach helps clients envision, build and run more innovative and efficient businesses. We take an advisory led approach that helps them simultaneously boost their operational efficiency; ensure that vital business functions work better, faster and less expensively; and enhance their overall effectiveness with next-generation IT services, modern platforms and digital models that unleash new market potential and deliver ever-higher levels of performance.

Value Proposition

As a customer-centric, relationship-driven partner, we are redefining the way companies experience and benefit from global services. Our unique delivery model is infused with a distinct culture of high customer satisfaction. Cognizant delivers a trusted partnership, cost reductions, innovation and business results. Cognizant enables global enterprises to address a dual mandate: to make their current operations as efficient and cost-effective as possible, and to invest in innovation to unleash new potential across their organizations.

Cultural Values

Customer Focus, Passion, Collaboration, Empowerment, Transparency, Integrity.

Differentiation Factors

- Two-in-a-Box™ client relationship model with a seamless global delivery experience
- Multifaceted client partnership architecture yielding high customer value and continuous alignment with client teams
- Commitment to delivering the full value of outsourcing based on a proven record of delivering results
- Financial success and sound management record resulting in continuous innovation, new services and higher value creation
- Service delivery enabled by a proprietary platform that enables knowledge sharing and collaboration across global teams to benefit every customer engagement.

Key Attributes

- "Client-first" culture of customer satisfaction, resulting in unique Cognizant customer experience
- Distinct identity: Born-global corporation, multicultural workforce and management, entrepreneurial leadership & culture
- Dedicated to building deep, sustainable and long-term client relationships based on collaboration, customization and quality
- Access to the best global IT resources and skills resulting in intellectual arbitrage advantage for our customers
- Widely recognized for superior transition and knowledge transfer processes and close cultural fit with customers
- Integrated services approach and flexible business practices
- Industry/domain depth, thought leadership, and expertise with a verticalized go-to-market approach

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

Financials

Q1 2017 Revenues: \$3.55 billion (up 10.7% YoY)
Q1 2017 Diluted EPS (GAAP): \$0.92
Q1 2017 Net income (GAAP): \$557 million
Q1 2017 Operating margin (GAAP): 16.1%
FY 2016 Revenues \$13.49 billion (up 8.6% YoY)

Revenue Mix (Q1 2017)

Geography:
North America: 77.9%, Europe: 15.8%,
RoW: 6.4%

Industry:
Financial Services: 38.8%, Healthcare: 28.3%,
Products and Resources: 20.8%,
Communications, Media and Technology: 12.1%

Executive Officers

- Francisco D'Souza, Chief Executive Officer
- Chandra Sekaran, Executive Vice Chairman, Cognizant India
- Rajeev Mehta, President
- Karen McLoughlin, Chief Financial Officer

- Malcolm Frank, Executive Vice President, Strategy and Marketing
- Srinivasan Veeraraghavachary, Chief Operating Officer

Board of Directors

- John E. Klein, Chairman of the Board, Cognizant and President and Chief Executive Officer, Polarex, Inc.
- Lakshmi Narayanan, Vice Chairman, Cognizant
- Robert E. Weissman, Chairman, Shelburne Investments
- Thomas M. Wendel, former Chief Executive Officer, Bridge Information Systems
- John Fox, former Vice Chairman, Deloitte & Touche
- Maureen Breakiron-Evans, former Chief Financial Officer, Towers Perrin
- Michael Patsalos-Fox, Former Senior Partner, McKinsey & Company
- Francisco D'Souza, Chief Executive Officer, Cognizant
- Leo S. Mackay, Jr., VP, Lockheed Martin Corporation
- Zein Abdalla, former President, PepsiCo, Inc.
- Jonathan Chadwick, Former CFO, VMware, Inc.
- Ms. Atkins, former CEO of Baja LLC
- Mr. Dineen, former CEO of GE Healthcare

Customers

28 of the top 30 global pharmaceutical companies
 8 of the top 10 U.S. healthcare plans
 9 out of the top 10 biotech companies
 2 of the top 5 medical device companies
 7 of the top 10 Global Insurers
 33 of the top 50 Insurers
 6 of the top 10 North American Banks
 8 of the top 10 European banks
 9 of the top 10 Automotive OEM
 8 of the top 15 Industrial Manufacturers
 5 of the top 15 Chemical Manufacturers
 5 of the top 15 Logistics Providers
 9 of the top 30 Global Retailers
 3 leading US Airlines
 3 of the World's Leading Restaurant Chains
 4 of the top 10 Information Service Companies Worldwide
 6 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
 7 of the top 10 Communications Services Providers & Equipment Vendors

Employees

Approximately 261,200 employees as on March 31, 2017

Global Delivery Ecosystem (GDE)

- 24x7 global delivery availability
- Over 100 development and delivery centers around the world
- Budapest (Hungary), Buenos Aires (Argentina), Guadalajara (Mexico), Glasgow (UK), Eindhoven (Netherlands), Oslo (Norway), Munich, Hamburg (Germany), Grenoble (France), Singapore (Singapore), Manila, Cebu (Philippines), Sao Paulo (Brazil), San Jose (Costa Rica), Toronto (Canada), Chennai,

Coimbatore, Kolkata, Bengaluru, Hyderabad, Pune, Mumbai, New Delhi, Kochi (India); College Station, TX; Bentonville, AR; Boston, MA; Bridgewater, NJ; Chicago, IL; Phoenix, AZ; Tampa, FL; Teaneck, NJ; Minot, ND; Des Moines, IA(U.S.); Vilnius (Lithuania); Kuala Lumpur (Malaysia)

Over 35 regional sales and client relationship offices in: Atlanta, Boston, Chicago, Dallas, Minneapolis, Phoenix, Los Angeles, Norwalk, San Ramon, Seattle, Teaneck (U.S.); Toronto (Canada); Brussels (Belgium); London (UK); Frankfurt (Germany); Paris (France); Madrid (Spain); Helsinki (Finland); Copenhagen (Denmark); Zurich, Geneva(Switzerland); Amsterdam (The Netherlands); Hong Kong, Shanghai (China); Tokyo (Japan); Melbourne, Sydney (Australia); Singapore (Singapore); Bangkok (Thailand); Buenos Aires (Argentina); São Paulo (Brazil); Dubai (UAE); Manila (Philippines); Riyadh (Kingdom of Saudi Arabia)

Industries Served

Client-centric go-to-market approach organized by industry verticals: Banking & Financial Services; Communications; Consumer Goods; Energy & Utilities; Healthcare; Travel & Hospitality; Information, Media & Entertainment; Insurance; Life Sciences; Retail; Manufacturing & Logistics; Technology

Major Service Offerings

- Cognizant Business Consulting
- Cognizant Digital Business
 - >> Analytics & Information Management
 - >> Insight, Strategy & Design
 - >> Intelligent Products & Services
 - >> Interactive
 - >> Internet of Things
- Cognizant Digital Operations
 - >> Analytics
 - >> Business Process Services
 - >> Cloud
 - >> Interactive
 - >> Customer Relationship Management
- Cognizant Digital Systems & Technology
 - >> Application Services
 - >> Cognizant Infrastructure Services
 - >> Quality Engineering & Assurance
 - >> Enterprise Application Services
 - >> Cognizant Security Services
 - >> Human Capital Management
 - >> Supply Chain Management

Key Alliances or Partnerships

SAP®, Oracle, Microsoft, Siebel, Informatica, Invensys Operations Management, Salesforce, Pega, IBM (SOA), SAS, Sybase, T-Systems

Investment Analysts Coverage

Ambit Capital, Atlantic Equities, Bank of America Merrill Lynch, Barclays, Bernstein Research, BMO Capital Markets, Cantor Fitzgerald, Citigroup, Credit Suisse, Deutsche Bank, Evercore Partners, Goldman Sachs, J.P. Morgan Chase, Jefferies & Company, Inc., Loop Capital Markets, Monness Crespi Hardt, Morgan Stanley, Needham & Company, Inc., Nomura Securities, Oppenheimer & Co., Pacific Crest, RBC Capital Markets, Robert W. Baird & Co., Societe Generale, SunTrust Robinson Humphrey, Susquehanna Financial Group, Tigress Financial Partners, UBS, Wedbush Securities, Wells Fargo Securities LLC, William Blair & Co.