

## 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 offices across 37 countries worldwide, our global presence extends our delivery capability and amplifies our impact.**

## The Cognizant Difference

Cognizant is designed to bring new levels of relevance to large, established organizations through the strategic application of the latest technologies. We're one of the few companies with the expertise and breadth of capabilities needed to get it done:

**Exceptional digital transformation experience:** we originated from expertise in data and applications and continuously invest in new technologies to drive outcomes.

**More flexible and responsive engagement model:** we co-create with you a shared vision that works toward your business success.

**Innately industry-centric:** from the start, our industry-first approach to business problems has helped us see the unseen and deliver continuous modernization.

**A sound management track record:** we're known for understanding and anticipating shifting client needs, building new capabilities and delivering industry-leading growth to investors.

We systematically rethink how technology can create value for our clients. **We use our expertise across 20 different industries to create compelling experiences and innovative products, pulled together by automated processes, built on agile and flexible platforms to help our clients stay continually relevant to their customers.** 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.

## Recognition

Ranked #194 on the Fortune 500 (May 2020)

Ranked #533 in Forbes Global 2000 (May 2020)

Named in the list of Financial Times Leading Management Consultant (Jan 2020)

Named among World's Most Admired Companies by Fortune (Jan 2020)

Ranked #63 in Forbes Top 100 Digital Companies (Sept 2019)

Ranked #19 in Forbes 2020 World's Best Employer (Oct 2020)

## 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 disadvantaged segments of society in India and North America.

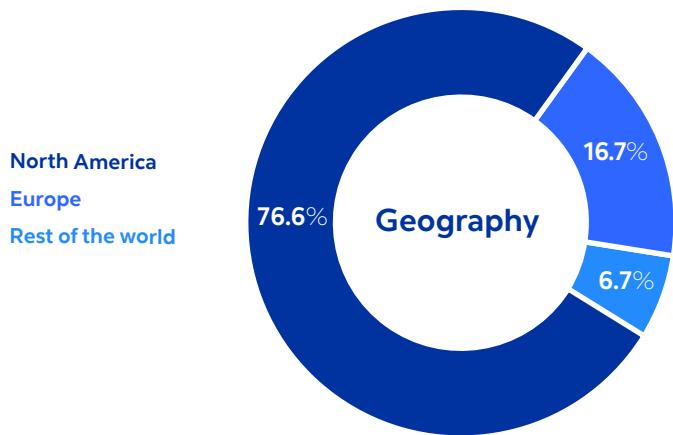
**Empowering Cognizant associates:** championing diversity, hiring veterans, and strengthening our talent base through learning and development opportunities through affinity groups and learning and development opportunities.

**177**

of the **Fortune 500**  
are our clients

Fortune, March 2019

## Revenue Mix



## Performance

### Q4 2020 Revenue:

\$4.2 Billion: (down 2.3% YoY)

### Q4 2020 Operating Margin (GAAP):

11.3%

### FY 2020 Revenues:

\$16.7 billion (down 0.8%)

## Key Partnerships

Adobe, AWS (Amazon Web Services), Cisco, Dell Technologies, Google Cloud, IBM, Microsoft, Oracle, Salesforce, SAP

## Employees

Approximately 289,500 employees as of December 31, 2020

## Executive Leadership

Brian Humphries, Chief Executive Officer

Jan Siegmund, Chief Financial Officer

Malcolm Frank, President, Digital Business & Technology

Gaurav Chand, Chief Marketing Officer

Ganesh Ayyar, President, Digital Business Operations

Gregory Hyttenrauch (Greg), President, North America

Rebecca Schmitt (Becky), Chief People Officer

Lawrence Wieser, Chief Administrative Officer

Andrew Stafford (Andy), Head of Global Delivery

Anil Cherian, Executive Vice President, Strategy and Technology

Rajesh Nambiar, Executive Vice President and Chairman, Cognizant India

Ursula Morgenstern, President, Global Growth Markets

## Board of Directors

Zein Abdalla, Former President, PepsiCo

Vinita Bali, Former Chief Executive Officer & Managing Director, Britannia Industries Ltd., and former Vice President, The Coca-Cola Company

Maureen Breakiron-Evans, Former CFO of Towers Perrin

Archana Deskus, SVP and Chief Information Officer, Intel Corporation

John M. Dineen, Former President and CEO of GE Healthcare

John N. Fox Jr., Former Vice Chair of Deloitte & Touche and Global Director, Strategic Clients of Deloitte Consulting

Brian Humphries, Chief Executive Officer of Cognizant

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

## Industry Q4 2020



### 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

**31.2%**

**30.3%**

**22.7%**

**15.8%**