

2013 Corporate Fact Sheet

Corporate Headquarters

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Market Position & Mission

Cognizant is a leading provider of information technology, consulting, IT infrastructure and business process outsourcing services. Cognizant's single-minded mission is to dedicate our business process and technology innovation know-how, deep industry expertise and worldwide resources to working together with customers to make their businesses stronger.

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 and business results.

Cultural Values

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

Differentiation Factors

- 19 years of experience fusing the 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 measuring the full value of outsourcing with Cognizant's Return on Outsourcing™ proprietary methodology (ROO)¹ 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 Cognizant 2.0, a proprietary Web 2.0-based 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
- Financial re-investment strategy enabling optimal balance and value for onsite-offshore model
- 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 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

2012 Revenues: \$7.35 billion (up 20% YoY)
2012 Diluted EPS (GAAP): \$3.44
2012 Net income (GAAP): \$1.05 billion
2012 Operating margin (GAAP): 18.5%
Q2 2013 Revenues: \$2.16 billion (up 20.4% YoY)

Revenue Mix (Q2 2013)

Geography:
North America: 77.6%, Europe: 17.9%, RoW: 4.5%

Industry:
Financial Services: 42.1%, Healthcare: 25.1%, Manufacturing, Retail & Logistics: 21.4%, Communications, Information, Media & Entertainment and Technology: 11.4%

Executive Officers

- Lakshmi Narayanan, Vice Chairman
- Francisco D'Souza, Chief Executive Officer
- Gordon J. Coburn, President
- Chandra Sekaran, Group Chief Executive - Technology and Operations
- Rajeev Mehta, Group Chief Executive - Industries and Markets
- Karen McLoughlin, Chief Financial Officer
- Malcolm Frank, Executive Vice President, Strategy and Marketing
- Steven Schwartz, Senior Vice President, General Counsel and Secretary
- Sridhar Thiruvengadam, 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 W. Howe, Chairman, ADS Financial Services Solutions
- 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, Senior Partner, McKinsey & Company
- Francisco D'Souza, Chief Executive Officer, Cognizant

Customers

1100 Active customers

27 of the top 30 global pharmaceutical companies

16 of the top 20 U.S. healthcare plans

5 of the top 6 US PBMs

9 out of the top 10 biotech companies

12 out of the top 20 medical device companies

7 of the top 10 communications services providers & equipment vendors

4 of the top 5 online companies

2 of the top 5 semiconductor manufacturers

4 of the top 10 information services companies worldwide

4 of the top 10 global media companies

6 of the major U.S. movie studios

7 of the top 30 global retailers

2 of the top 4 global distribution system companies

3 of the top 10 manufacturing & logistics companies

6 out of the top 10 north american financial institutions

8 out of the top 10 european financial institutions

13 of the top 25 U.S. property & casualty insurers

7 of the top 10 global insurers

12 of the top 25 U.S. life insurers

Employees

Approximately 164,300 employees as of June 30, 2013

Global Delivery Ecosystem (GDE)

- 24x7 global delivery availability
- More than 12,000 outsourcing projects delivered in 40 countries
- Over 50 development centers in 15 cities and in 9 countries around the world:
- Budapest (Hungary), Buenos Aires (Argentina), Guadalajara (Mexico), London (UK), Manila (Philippines), Shanghai (China), Toronto (Canada); Chennai, Coimbatore,

Kolkata, Bengaluru, Hyderabad, Pune, Mumbai, New Delhi, Cochin (India); Bentonville, AR; Boston, MA; Bridgewater, NJ; Chicago, IL; Phoenix, AZ; Tampa ,FL; Teaneck, NJ (U.S.A); Minot, ND; Des Moines, IA

Geographic Reach

Over 25 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); Kuala Lumpur (Malaysia); Buenos Aires (Argentina); Sao 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

- Project-based application services
- Business and technology consulting
- Complex systems integration
- Application outsourcing
- Business process services
- IT Infrastructure and cloud services
- Analytics, Business Intelligence, CRM, Data Warehousing, Supply Chain Management, Mobility, Engineering & Manufacturing Solutions, ERP, Testing Solutions

Key Alliances or Partnerships

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

Recent Awards & Recognition

- Fortune 500 (May 2013)
- Fortune's World's Most Admired Companies (February 2013)
- Newsweek's 2012 Green Rankings (October 2012)
- InformationWeek's Top Innovators (September 2012)
- Fortune's All Star List of Fastest Growing Companies (September 2012)
- Forbes Fast Tech 25 list (May 2012)

Investment Analysts Coverage

Atlantic Equities, Barclays, BB&T, Berenberg Bank, BMO Capital Markets, BNP Paribas, Citigroup, Cowen & Company, Deutsche Bank,Goldman Sachs & Co., J.P. Morgan Chase, Janney Montgomery Scott, Jefferies & Company, Inc., Morgan Stanley, Needham & Company, Inc., Nomura Securities, Oppenheimer & Co., Pacific Crest Securities, Piper Jaffray & Co., RBC Capital Markets, Robert W. Baird & Co., Sanford C. Bernstein & Co., Susquehanna Financial Group, UBS, Wells Fargo Securities, LLC, William Blair & Co.

¹ A commissioned tool prepared by Forrester Consulting, leveraging the TEI methodology, on behalf of Cognizant