



Corporate Headquarters

500 Frank W. Burr Blvd.
Teaneck, NJ 07666
Tel: +1 201 801 0233
Fax: +1 201 801 0243
Toll free: +1 888 937 3277
Email: inquiry@cognizant.com
Web site: www.cognizant.com

European Headquarters

Haymarket House
28-29 Haymarket
London, UK SW1Y 4SP
Ph: +44 20 7321 4888
Fax: +44 20 7321 4890
Email: euroinfo@cognizant.com

Continental Europe

Zuidplein 54
1077 XV Amsterdam
The Netherlands
Ph: +31 20 524 7700
Fax: +31 20 524 7799
Email: infonl@cognizant.com

Market Position & Mission

Cognizant is a leading provider of information technology, consulting, infrastructure and business process outsourcing services. Cognizant's single-minded mission is to dedicate our business process and technology innovation know-how, our deep industry expertise and worldwide resources to working together with clients 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 via a unique delivery model infused by a distinct culture of high customer satisfaction. Cognizant delivers a trusted partnership, cost reductions and business results.

Cultural Value Drivers

Open, Transparent, Driven, Empowered, Opportunity-filled, Flexible, Collaborative.

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

Differentiation Factors

- 14 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 full value of outsourcing with "Cognizant's Return on Outsourcing™" proprietary methodology (ROO)¹ based on proven record of delivering results
- Financial success and sound management record resulting in continuous innovation, new services and higher value creation

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, customisation and quality
- Access to the best global IT and BPO resources and skills resulting in intellectual arbitrage advantage for our clients
- Financial re-investment strategy enabling optimal balance and value for global delivery model
- Widely recognised for superior Transition and Knowledge Transfer processes and close cultural fit with clients
- Integrated services approach and flexible business practices
- Industry/domain depth and expertise, according to a verticalised go-to-market approach

Revenue Mix 2007

North America: 83%, Europe: 16%, Asia: 1%
Financial Services: 47%, Healthcare: 24%,
Manufacturing/Logistics: 15%, Other: 14%

Financials

Fiscal Year '08 ends December 31, 2008
2007 Revenues: \$ 2.136 billion
Estimated Revenues for 2008: \$ 2.95 billion
Diluted EPS '07 (GAAP): \$ 1.15
Net income '07 (GAAP): \$ 350.1 million
Operating margin '07 (GAAP): 17.9%

Executive Officers

- Lakshmi Narayanan, Vice Chairman
- Francisco D'Souza, President and Chief Executive Officer
- Gordon J. Coburn, Chief Financial and Operating Officer, Secretary and Treasurer
- Ramakrishnan Chandrasekaran, President and Managing Director, Global Delivery
- Rajeev Mehta, Chief Operating Officer, Global Client Services

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
- Francisco D'Souza, President and CEO, Cognizant
- John Fox, former Vice Chairman of Deloitte & Touche

Growth Record ('06 to '07)

Employees: +43%; Revenues: +50%; Net income: +64% (GAAP)

Customer Satisfaction Record

93% of clients rate overall Cognizant Customer Experience as "Much Better, Better or About the Same as Competition" (2006)²

Customers

- 500 active clients, 46 of Fortune 100
- 20 of world's top 20 pharmaceutical companies
- 7 of top 10 U.S. healthcare plans
- 4 of top 10 global telecom service providers & equipment vendors
- 10 of top 30 global retailers
- 6 of top 10 U.S. banks, 7 of largest European banks
- 13 of top 30 life, property & casualty insurers
- 3 of top 10 manufacturing & logistics companies
- 4 of top 10 information services companies worldwide
- 4 of top 10 global media companies
- 4 of top 7 online companies

Employees

Over 55,000 associates

Global Delivery Ecosystem (GDE)

- 24x7 global delivery availability
- More than 12,000 outsourcing projects delivered in 40 countries
- Over 35 development centers in 15 cities and in 5 countries around the world:
 - Buenos Aires (Argentina)
 - Toronto (Canada)
 - Shanghai (China)
 - Chennai, Coimbatore, Kolkata, Bangalore, Hyderabad, Pune, Mumbai, New Delhi, Cochin (India)
 - Boston, Chicago, Phoenix (U.S.)

Geographical Reach

23 regional sales and client relationship offices in: Atlanta, Boston, Chicago, Dallas, Minneapolis, Phoenix, Los Angeles, Norwalk, San Ramon, Teaneck (U.S.); Toronto (Canada); London (UK); Frankfurt (Germany); Paris (France); Zurich, Geneva (Switzerland); Amsterdam (The Netherlands); Shanghai (China); Tokyo (Japan); Melbourne (Australia); Singapore (Singapore); Kuala Lumpur (Malaysia); Buenos Aires (Argentina).

Industries Served

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

Major Services Offerings

- Project-based application services
- Business and technology consulting
- Complex systems integration
- Application outsourcing
- Business process outsourcing
- IT infrastructure outsourcing
- Testing solutions, Analytics, ERP, CRM, BI/DW and SCM

Key Alliances or Partnerships

SAP®, Oracle, Microsoft, Siebel, Informatica, Business Objects, Cognos, Salesforce.com, Pega, IBM (SOA), SAS, Sybase³

Recent Awards & Recognition

- Ranked 6th in *Forbes* 25 Fastest-Growing Tech Companies list (January 2008)
- Named to *Fortune's* list of 100 Fastest-Growing Companies for the 5th consecutive year (September 2007)
- Ranked 9th Fastest Growing in *BusinessWeek* Info Tech 100 list (July 2007)
- Ranked 16th in *Business 2.0* 100 Fastest Growing Tech Companies (June 2007)
- Ranked 15th in *BusinessWeek* Hot Growth Companies list (May 2007)
- Entered *Forbes* Global 2000 list (April 2007)
- Ranked 12th *BusinessWeek* Top 50 Performers (March 2007)
- Named to *CRO* 100 Best Corporate Citizens (February 2007)
- Ranked 6th in *BusinessWeek* Tech Top 50 list (December 2006)

Investment Analysts Coverage

J.P. Morgan, Merrill Lynch, Goldman Sachs, Credit Suisse, Stifel Nicolaus & Company, Banc of America, Wachovia Securities, Janney Montgomery Scott, Susquehanna Financial Group, UBS, SG Cowen, Piper Jaffray, Citigroup, Bear Stearns, Gilford Securities, Jefferies & Co., Pacific Crest Securities, Sanford Bernstein

¹ Based on Forrester's Total Economic Impact™ model.

² Based on independent survey conducted in 2006 with 684 responses.

³ Cognizant also has several other domain and industry-specific alliances.