



Earnings call

Q3 & 9M



Disclaimer

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This presentation contains forward-looking statements. These statements are based on the current views, expectations, assumptions and information of the management of Nagarro. Forward-looking statements involve known and unknown risks and uncertainties and, therefore actual results, performance or events may differ materially from those described in such statements due to, among other things, changes in the general economic and competitive environment, risks associated with capital markets, currency exchange rate fluctuations, changes in international and national laws and regulations, in particular with respect to tax laws and regulations, and other factors. Nagarro does not undertake any obligation to update any of the forward-looking statements.

The figures presented for Q1, Q2, Q3 and 9M 2021 are unaudited.

Gross profit, gross margin, adjusted EBITDA and adjusted EBITDA margin are non-IFRS financial measures. These and other non-IFRS financial measures may not be comparable to similarly titled measures presented by other companies, nor should they be construed as an alternative to other financial measures determined in accordance with IFRS. You are cautioned not to place undue reliance on any non-IFRS financial measures included herein. Please find further explanations regarding our financial key performance indicators in chapter „ Section A – VI. Financial Performance “ in the Annual Report 2020 of the Company. These documents are available under the following internet link <https://www.nagarro.com/en/investor-relations/financial-reports-and-publications>.

Due to rounding, numbers presented in this and other documents may not add up precisely to the totals provided and percentages may not precisely reflect the absolute figures to which they refer.

Q3 described

Highlights

- Another quarter of **strong, broad-based growth**
- **Excellent client satisfaction** despite largely remote working
- Continued **competition for top engineering talent**
- **Margin pressure** from wage inflation, with billing rate increases lagging wage increases

Milestones

- **33.6% YoY** revenue growth in constant currency
- **10.7% QoQ** revenue growth
- **~12,000 Nagarrians**
1,149 net new additions

Post-Q3 developments

- **Acquisition of ATCS**
- **Rollover of management participation**¹

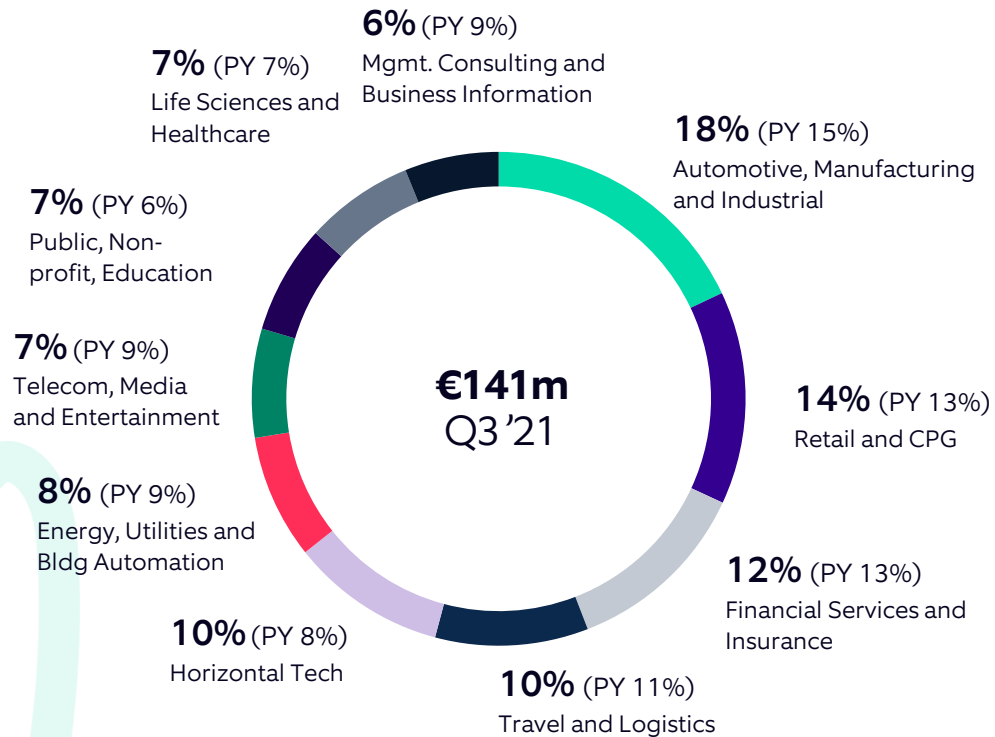
1. On October 26, 2021, we successfully completed the merger of Nagarro Holding GmbH and Nagarro SE, thus concluding the reorganization of the company related to the spin-off from Allgeier SE in December 2020.

Q3 by the numbers

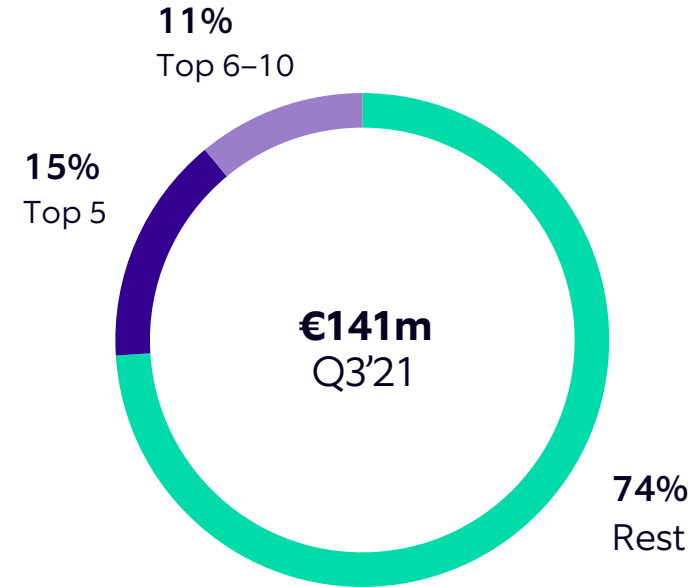
€141m revenue	33.7% YoY revenue growth	10.7% QoQ revenue growth	28.4% gross margin	€21.7m adjusted EBITDA
INDUSTRIES' YoY GROWTH RANGE		SEGMENTS' YoY GROWTH RANGE		
63% horizontal tech	-12% mgmt. consulting & business info	73% rest of world	15% central europe	15% top 5 clients' revenue
€110m cash balance	1,149 professionals added	94% CSAT score	GUIDANCE	
			~€525m 2021 revenue	~14.0% 2021 adjusted EBITDA margin

Broad growth, led by Auto, Mfg & Industrial, Retail & CPG

Revenue by industry



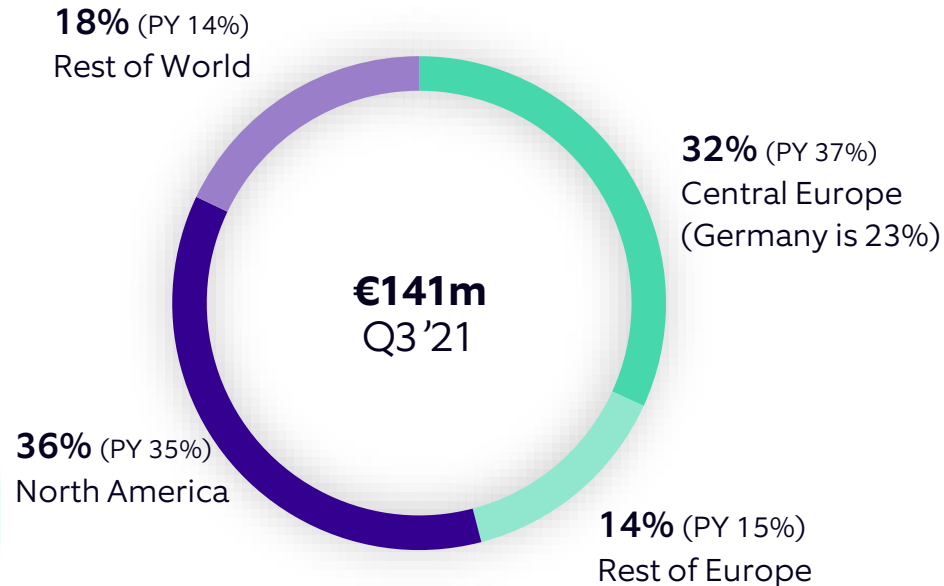
Revenue by customers



Revenue by industry is based on the company's own classification of each client (or its corporate group) by industry. Each corporate group is counted as a single customer. Numbers in brackets represent previous year (PY) data, i.e. for Q3 '20. Percentages are individually rounded and may not add up to 100%.

Serving global opportunities with global talent

Revenue by client region



Personnel worldwide

12,052
total professionals, of which...

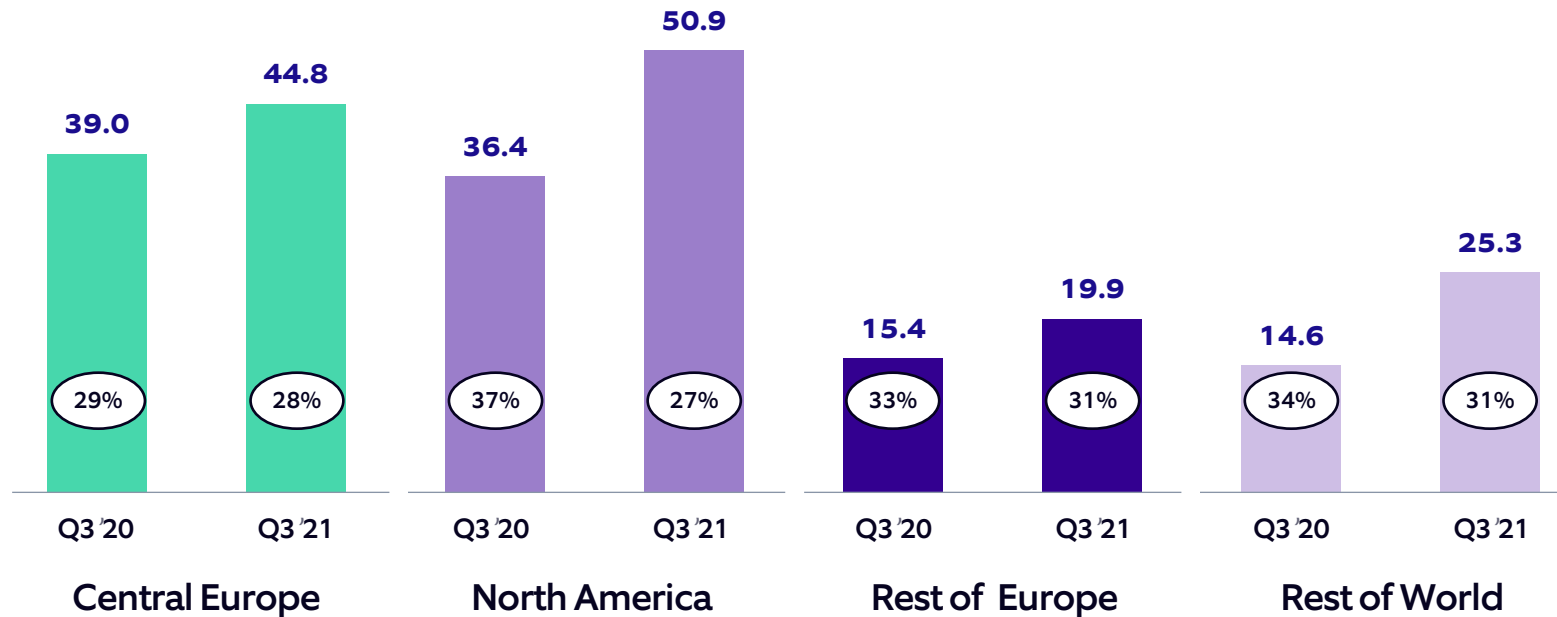
11,116
professionals in engineering

Central Europe comprises Austria, Croatia, Czech Republic, Germany, Hungary, Poland, Romania, Serbia, Slovakia, Slovenia and Switzerland. A portion of the new hires in Q3 are fresh graduates, to be trained further, and not likely to be immediately deployed on client projects.

Segment revenues and gross margins

Revenues
€m

Gross margin



Net liabilities and cash flows



Financial liabilities include drawdown on syndicated credit facility, working capital facilities, bank loans, and liabilities from factoring. Net leverage is calculated as net liabilities divided by adjusted EBITDA.

Outlook

2021

Revenue

~€525m
(~22% growth)

Gross margin

~28%

Adjusted EBITDA

~14%



Nagarro: investment highlights

- 1. Positioning** “Engineering DNA” digital leader with a special “Enterprise Agile” approach
- 2. Clients** Large, global, blue-chip customer base
- 3. Organization** Agile, entrepreneurial and global org design and culture
- 4. Financials** Strong revenue growth, attractive margins and upside potential
- 5. Growth** Sustainable organic growth capabilities, plus synergistic M&A

Thank you

