

Earnings Call

Q3/9M '24





Disclaimer

The information contained in this document is provided as of the date of its publication and is subject to change without notice. This presentation contains preliminary figures and forward-looking statements. Forward-looking statements may be identified by words such as “expect”, “forecast”, “anticipate”, “intend”, “plan”, “believe”, “seek”, “estimate”, “will”, “target” or words of similar meaning. These statements are based on the current views, expectations, assumptions and information of the management of Nagarro, of which many are beyond Nagarro’s control. 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. All forward-looking statements only speak as of the date when they were made and Nagarro does not undertake any obligation to update any of the forward-looking statements.

The figures presented for Q3 and 9M 2024 are unaudited.

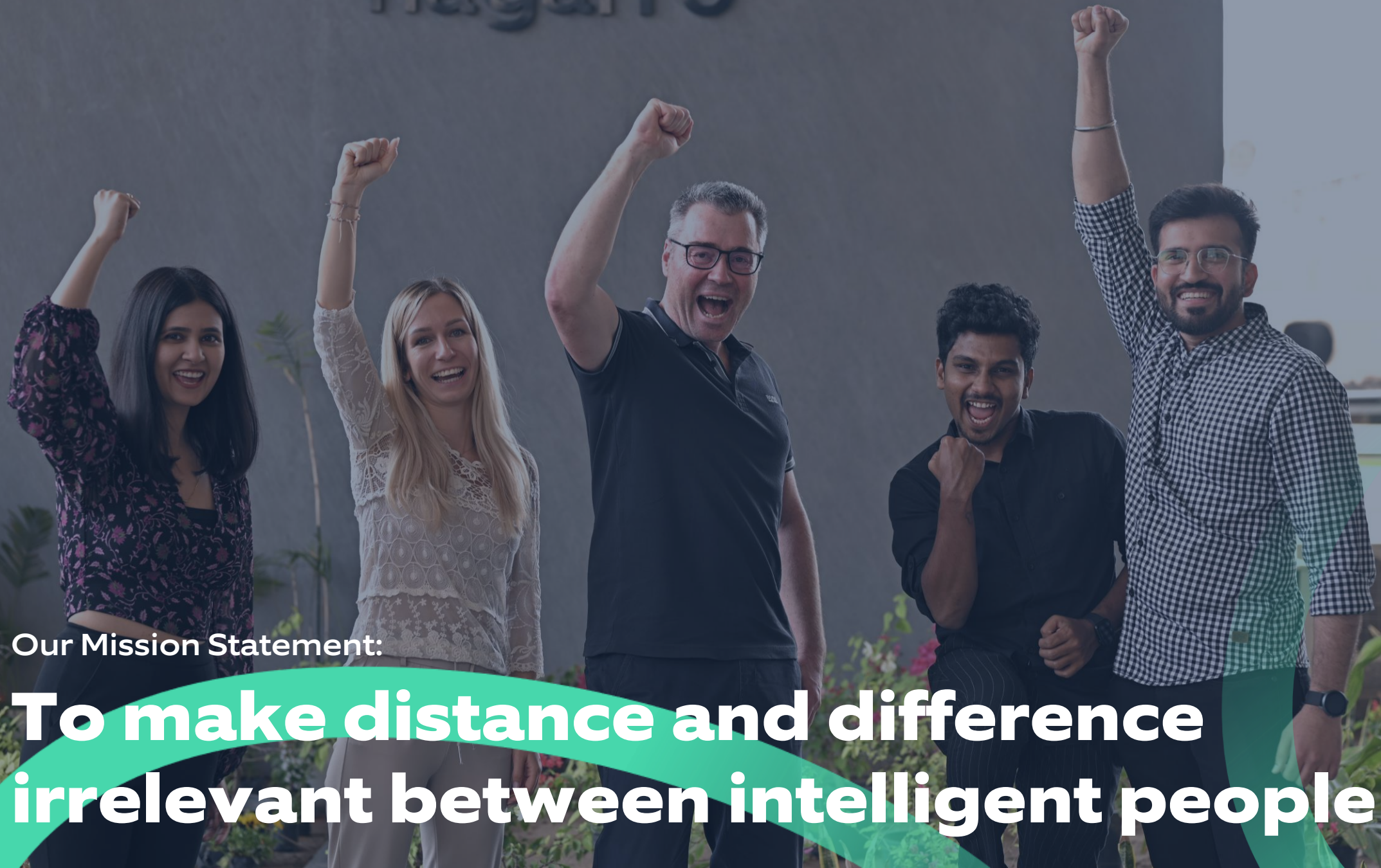
Gross profit, gross margin, adjusted EBITDA and adjusted EBITDA margin are non-IFRS/non-GAAP financial measures. These and other non-IFRS/non-GAAP financial measures may not be comparable to similarly titled measures presented by other companies, nor should they be construed as an alternative to other financial measures determined in accordance with IFRS or other GAAP. You are cautioned not to place undue reliance on any non-IFRS/non-GAAP financial measures included herein. Please find further explanations regarding our financial key performance indicators in chapter “Section A – V. Financial Performance” in the Annual Report 2023 of the Company and in “Section A – 2. Financial Performance” in the Q1 2024 statement 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.





nagarro



Our Mission Statement:

**To make distance and difference
irrelevant between intelligent people**



Q3 2024, described

5.0% organic CC YoY growth in a slow demand environment

Clients generating revenue > €1mn continued to increase

Data and AI continue to be conversation drivers

Some pressure on margins due to slower growth than expected

Solid operating cash flows



Q3 2024, by the numbers

€243m revenue	0.5% QoQ revenue growth in constant currency	5.6% YoY revenue growth in constant currency	31.5% gross margin ⁽¹⁾	€35m adjusted EBITDA
Industries' YoY growth range		Segments YoY growth range		
39% public, non-profit & education	-11% horizontal tech	10% north america	-5% rest of world	15% Top 5 client revenue
€141m Cash balance	186 > € 1m accounts TTM	59 NPS	Guidance issued on Oct 15, 2024⁽²⁾	
			~€960m 2024 revenue	~14.0% 2024 adjusted EBITDA margin

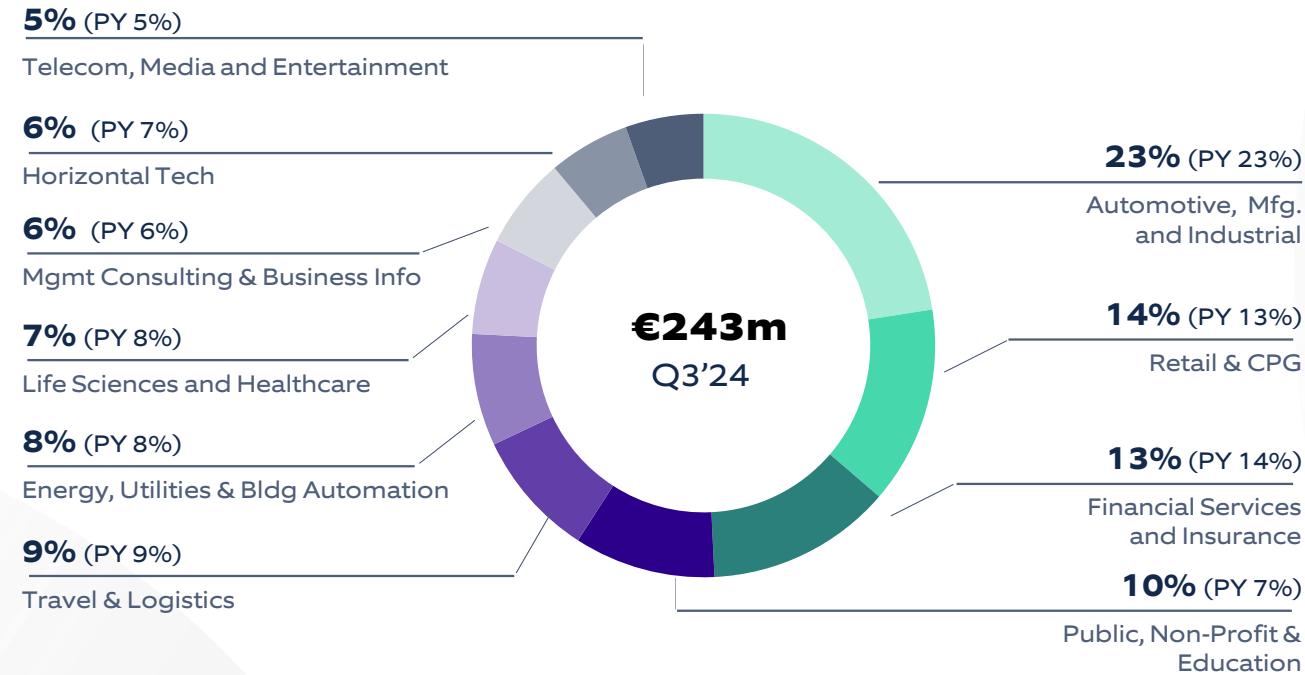
(1) Gross margin for Q3 2024 per current method; comparable number per previous method is 27.4%

(2) Based on constant currency terms

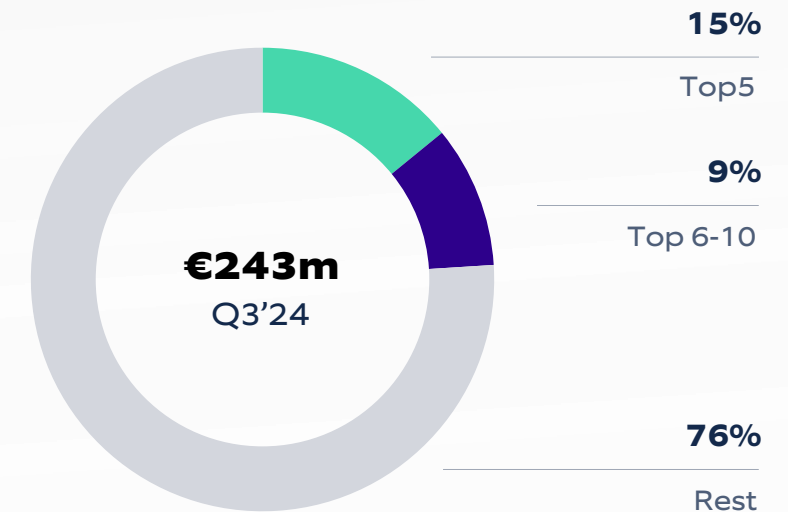


Diversification is our shield

Revenue by industry



Revenue by customers

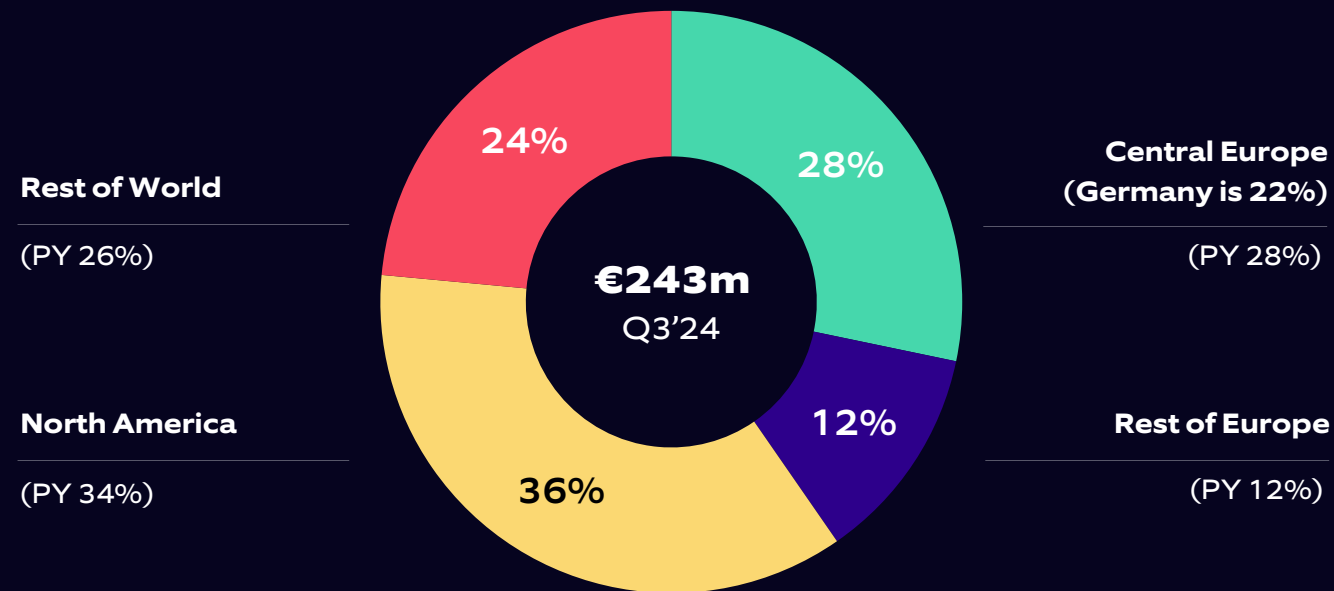


Revenue by industry is based on the company's own classification of each client (or its corporate group) by industry
Each corporate group is counted as a single customer
Numbers in brackets represent previous year (PY) data, i.e. for Q3 '23
Percentages are individually rounded and may not add up to 100%

North America leads the gains



Revenue by geography



Personnel worldwide



17,938

Total professionals, of which...



16,438

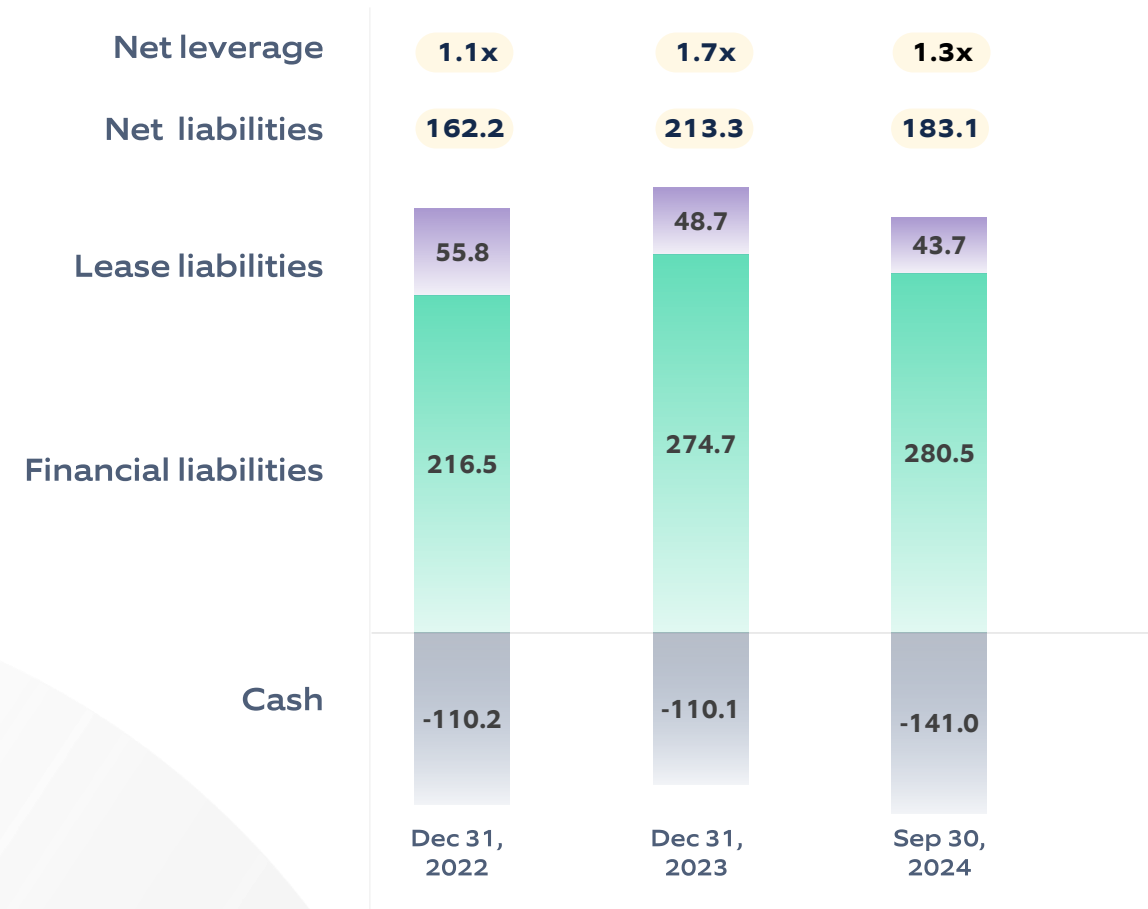
Professionals in engineering

Central Europe comprises Austria, Croatia, Czech Republic, Germany, Hungary, Poland, Romania, Serbia, Slovakia, Slovenia and Switzerland
Numbers in brackets represent previous year (PY) data, i.e. for Q3 '23; percentages are individually rounded and may not add up to 100%
Number of personnel as of Sep 30, 2024

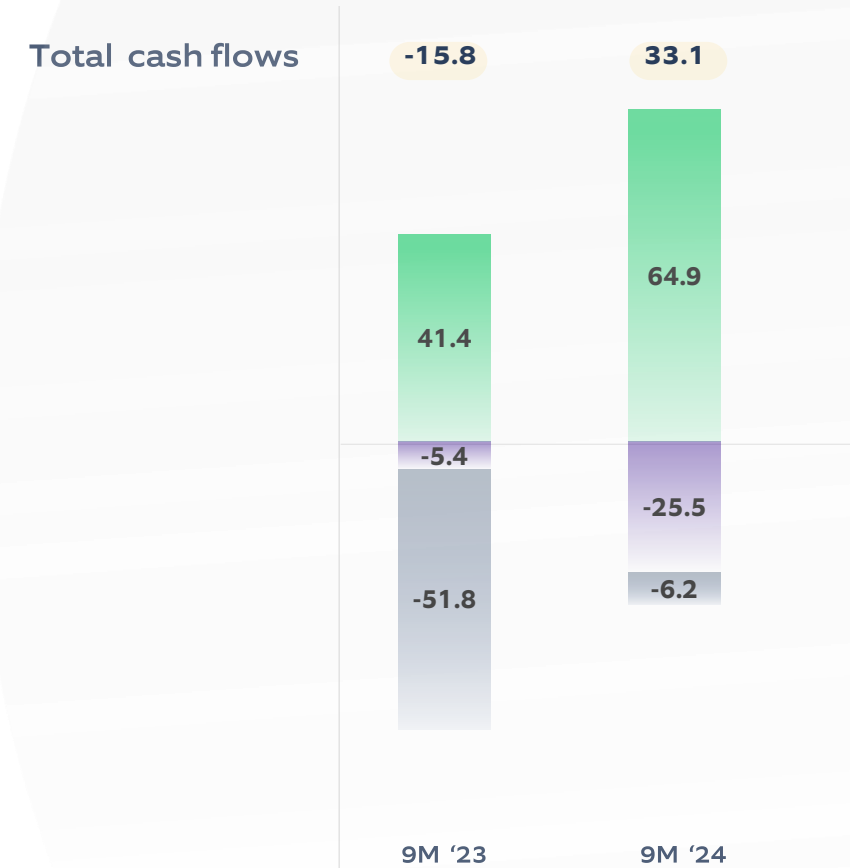


Net liabilities and cash flows healthy

Net liability €m

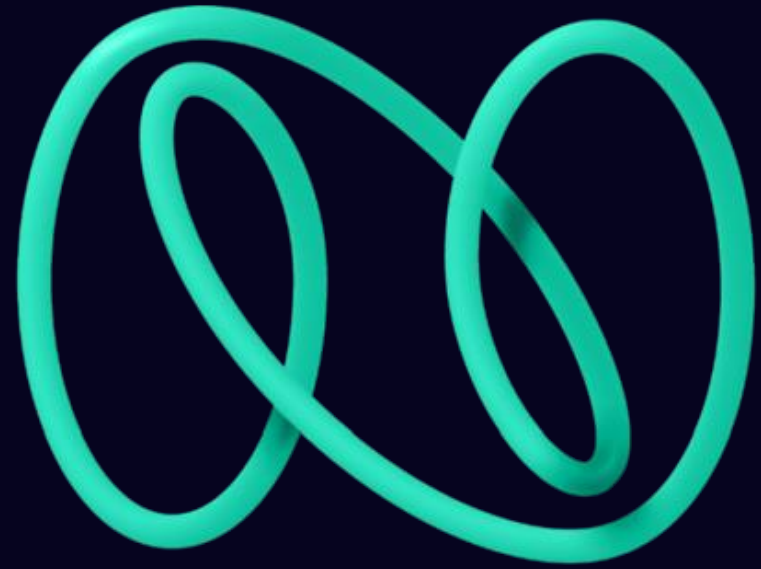


Cash flow €m

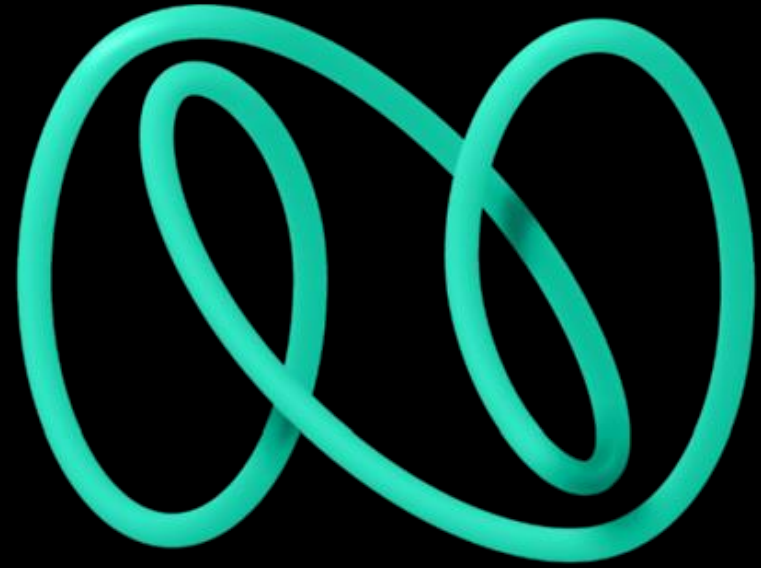


Financial liabilities include drawdown on syndicated credit facility, working capital facilities, bank loans, and liabilities from factoring.
Net leverage is calculated as net liabilities divided by LTM Adjusted EBITDA

Net cash flow from operating activities Net cash flow from financing activities Net cash flow from investing activities



Q&A



Thank you