

### These materials contain certain statements concerning our future growth prospects and forward-looking statements, as defined in the safe harbor provisions of the U.S. Private Securities Litigation Reform Act of 1995. These statements are based on Genpact's current expectations and beliefs, as well as a number of assumptions concerning future events. These statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those in such forward-looking statements. These risks and uncertainties include but are not limited to a slowdown in the economies and sectors in which our clients operate, a slowdown in the BPO and IT Services sectors, the risks and uncertainties arising from our past and future acquisitions, our ability to manage growth, factors which may impact our cost advantage, wage increases, our ability to attract and retain skilled professionals, risks and uncertainties regarding fluctuations in our earnings, general economic conditions affecting our industry as well as other risks detailed in our reports filed with the U.S. Securities and Exchange Commission, including the Company's Annual Report on Form 10-K. These filings are available at www.sec.gov. Genpact may from time to time make additional written and oral forward-looking statements, including statements contained in our filings with the Securities and Exchange Commission and our reports to shareholders. Although the Company believes that these forward-looking statements are based on reasonable assumptions, you are cautioned not to pay undue reliance on these forward-looking statements, which reflect management's current analysis of future events. The Company does not undertake to update any forward-looking statements that may be made from time to time by or on behalf of the Company. In addition, you should be advised that our past performance is not necessarily indicative of future performance, particularly given the current global economic environment. These statements and other information made available in connection with the evaluation of the Company are not all-inclusive and

do not contain all of the information that you may consider material or desirable in evaluating the Company.



## **Genpact Highlights**

Globalization of Services Driving Growth in Large, Underpenetrated Market

Best in the World at Business Process Management (BPM)

Unique DNA - Based on Lean, Six Sigma and Operating Excellence - Difficult to Replicate

Global, Diversified and Expanding Blue-Chip Client Base Provides Runway for Growth

Building New Science for BPM – SEP<sup>SM</sup> a Huge Competitive Differentiator

Powerful Combination of High Growth and Predictable, Visible and Resilient Financial Profile



## **Experienced Global Leadership**



**Pramod Bhasin** CEO 13 years \* Former: Founder Genpact



Tiger Tyagarajan COO 11 years\* Former: GE, Citibank, Unilever



**Bob Pryor** EVP - Sales and BD 1.5 years\* Former: Hewlett Packard, Capgemini, Ernst & Young



**Piyush Mehta SVP - Human Resources** 9 years\* Former: Unilever, PepsiCo



Patrick Cogny CEO - Europe 5 years\*



**Charles Hunting** CEO - China, Japan 0.3 years\*

Former: Accenture



**Mohit Bhatia CFO** 11 years\* Former: GE, American **Express** 



Arvinder 'Monty 'Singh **SVP – Client Relationships** 5 years\* Former: GE



Anju Talwar SVP - HRO & Training 13 years\*

Former: American Express

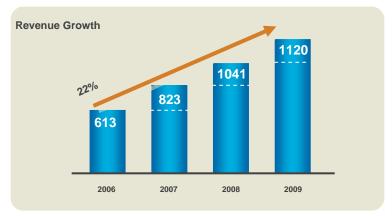
#### Industry Pioneers I Global Team I Broad & Deep Experience

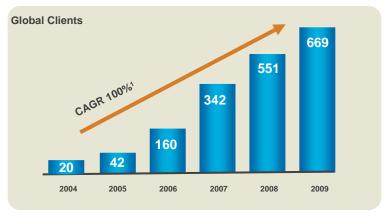
\*Genpact Tenure

**GENPACT** 

## **Resilient Top Tier Financial Performance**

- Spun off from GE as an independent company in 2005
- Listed on NYSE in 2007 (Symbol: G)
- Successful secondary public offering in March 2010
- Strong growth with revenues growing at 22% CAGR since 2006
- Diversified revenue base excluding GE growing at 100%+ CAGR since 2004
- Strong balance sheet and cash flows, including approximately \$430MM of cash and cash equivalents



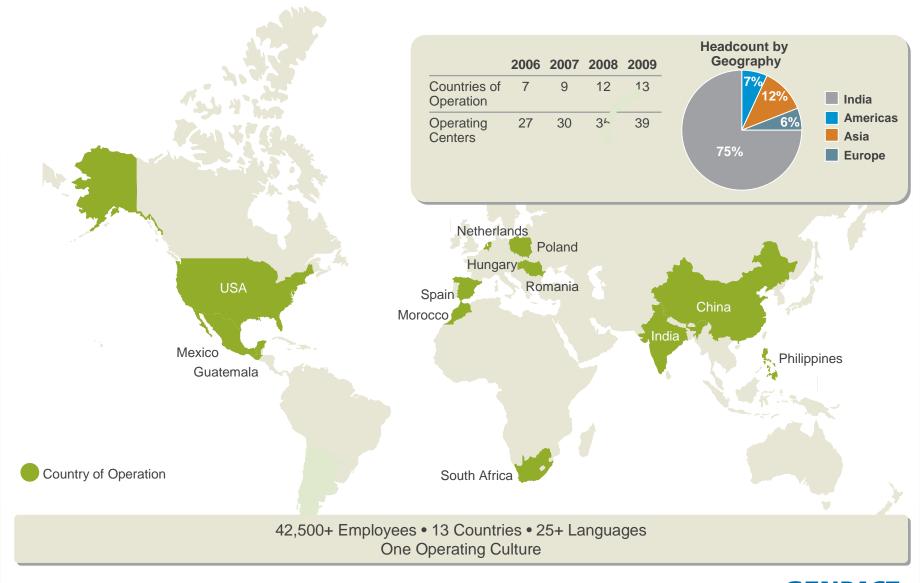


Note: \$ in millions 1Excluding GE

#### **Outstanding Results**



## A Global Approach to Servicing Clients



**GENPACT** 

## **End-to-End Portfolio of Core Business and Technology Services**

# Core Enterprise Services

#### **Finance & Accounting**

- Accounts Payable
- Order to Cash
- General Accounting
- Closing & Reporting
- Treasury & Tax
- Financial Planning/Analysis
- Payroll

#### **Banking and Lending Ops**

- Application Processing
- Underwriting
- Claims Management
- Mortgage Orientation and Servicing
- · Payment, Booking and Funding of Loans and Leases

#### **Procurement & Supply Chain**

- Indirect/Direct Sourcing & Procurement
- Demand Forecasting
- Inventory Optimization
- Fleet & Logistics Services
- After Market Services

#### **Collections & Customer Service**

- Early & Late Stage Collections
- Analytics/Skip Tracing
- Bankruptcy Originations
- Customer Care
- Technical/Product Support
- Customer Acquisition & Sales

## **Technology Services**

#### **Enterprise Application Services**

- Enterprise Applications Solutions (Oracle, SAP, Siebel)
- Business Intelligence/Data Warehousing
- Technology Integration (ADM, BPM, Testing)

#### IT Infrastructure Management Services

- End User Computing/Help-Desk Services
- Enterprise Computing
- · Database & Middleware
- Network, Voice & Security Services

Knowledge Services Reengineering: Procure to Pay, Record to Close, Inquiry to Order, Order to Cash, Collections, Treasury & Tax

Analytics & Research: Marketing, Pricing, Inventory Optimization, Customer Loyalty/Surveys, Contract Management

Risk Management: Internal Audit, SOX Advisory, Regulatory, Enterprise, IT, Fraud Risk

**Legal Processing: Contract Drafting, Legislative Monitoring, Research & Analysis** 

## Global, Blue-chip and Discerning Clients

#### Banking, Financial Services & Insurance



#### **Pharma and Healthcare**



+ 2 Leading Healthcare Information Cos.

#### **Manufacturing**



#### **CPG/Retail**



#### Others



#### **Business Services**



- + Leading Internet Services Co.

#### **High-Tech**



400+ Clients • 35+ Fortune 500 • 95+ Fortune 2000

**GENPACT** 

## **Changing Market Landscape**

Global sourcing no longer sufficient, clients are looking beyond the labor arbitrage.

Significant increase in clients driving own decisions and utilizing fewer resources from third party advisors prevents cycle times from shortening and reduces average deal size.

More corporate initiatives being driven at the CEO / board of director level and strategic consultants, which will ultimately drive more comprehensive and substantial outsourcing decisions.

- This plays to our strength and investments we made in BD to drive a more aggressive and proactive process of lead generation.
- Significantly expanding our relationship with the strategic consulting firms.

Significantly increased demand being driven by existing customers as clients seek to expand their strategic outsourcing relationships

- Mining now constitutes 50% of our pipeline.
- Is up 3 times from the same time last year.

#### China continues to evolve and mature as a market.

- Current landscape includes shared service spin offs from state owned enterprises and hundreds of local suppliers
- We maintain a leadership position in BPO by differentiating our service offering through innovation and thought leadership like Smart Enterprise Processes (SEP<sup>SM</sup>)
- Look to help clients get ready for global competition



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