# UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

## FORM 8-K

## **CURRENT REPORT**

Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934 Date of Report (Date of earliest event reported): May 10, 2023

# **GENPACT LIMITED**

(Exact name of registrant as specified in its charter)

Bermuda (State or other jurisdiction of incorporation) 001-33626 (Commission File Number) 98-0533350 (I.R.S. Employer Identification No.)

Canon's Court, 22 Victoria Street Hamilton HM 12, Bermuda (Address of Principal Executive Offices) (Zip Code)

Registrant's telephone number, including area code: (441) 298-3300

Not Applicable (Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)

Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)

Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))

Derecommencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Securities registered pursuant to Section 12(b) of the Act:

Title of each class	Trading Symbol	Name of each exchange on which registered
Common shares, par value \$0.01 per share	G	New York Stock Exchange

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company  $\Box$ 

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

#### Item 2.02 Results of Operations and Financial Condition.

On May 10, 2023, Genpact Limited (the "Company") issued a press release announcing its financial results for the three months ended March 31, 2023. The Company is furnishing this Form 8-K pursuant to Item 2.02, "Results of Operations and Financial Condition." A copy of the press release, attached hereto as <u>Exhibit 99.1</u>, is incorporated herein by reference.

The information in this report (including Exhibit 99.1) is being furnished pursuant to Item 2.02 and shall not be deemed to be filed for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or otherwise subject to the liability of that section, and shall not be incorporated by reference into any registration statement or other document filed under the Securities Act of 1933, as amended, or the Exchange Act, except as shall be expressly set forth by specific reference in such filing.

The Company is making reference to non-GAAP financial information in the press release and on the conference call. A reconciliation of the non-GAAP financial measures to the most directly comparable GAAP financial measures is contained in the attached press release.

#### Item 9.01. Financial Statements and Exhibits.

(d) Exhibits:

Exhibit 99.1Press release dated May 10, 2023Exhibit 104Cover Page Interactive Data File (embedded within the Inline XBRL document)

#### Signature

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

By: Name:

Title:

## GENPACT LIMITED

Date: May 10, 2023

/s/ Heather D. White

Heather D. White Senior Vice President, Chief Legal Officer and Secretary



## **Genpact Reports First Quarter 2023 Results**

#### Total revenue of \$1.09 billion, Up 2% (4% constant currency)<sup>1,2</sup> Data-Tech-AI services revenue of \$485 million, Up 4% (6% constant currency)<sup>1,2</sup> Digital Operations services revenue of \$604 million, Up 0.4% (3% constant currency)<sup>1</sup> Diluted EPS of \$0.57, Up 12%; Adjusted Diluted EPS<sup>3</sup> of \$0.68, Up 13%

**NEW YORK, May 10, 2023** — Genpact Limited (NYSE: G), a global professional services firm focused on delivering outcomes that transform businesses, today announced financial results for the first quarter ended March 31, 2023.

"Our results for the quarter were solid and reinforce the powerful interlinkages between Data-Tech-AI and Digital Operations services that lead to many new opportunities to create value for clients and growth for us," said **"Tiger" Tyagarajan, Genpact's President and CEO**. "We are excited by our record level of first quarter bookings and near record pipeline. We view generative AI as an opportunity to expand our services to clients and increase our total addressable market. It also provides an opportunity for internal efficiency and margin enhancement."

#### Key Financial Highlights – First Quarter 2023

- Total revenue was \$1.09 billion, up 2% year-over-year (4% constant currency).<sup>1,2</sup>
- Revenue from Data-Tech-AI services was \$485 million, up 4% year-over-year (6% constant currency),<sup>1,2</sup> representing 45% of total revenue.
- Revenue from Digital Operations services was \$604 million, up 0.4% year-over-year (3% constant currency),<sup>1</sup> representing 55% of total revenue.
- Net income was \$106 million, up 10% year-over-year, with a corresponding margin of 9.7%.
- Income from operations was \$145 million, up 8% year-over-year, with a corresponding margin of 13.3%. Adjusted income from operations was \$179 million, up 12% year-over-year, with a corresponding margin of 16.4%.<sup>4,5</sup>
- Diluted earnings per share was \$0.57, up 12% year-over-year, and adjusted diluted earnings per share<sup>3</sup> was \$0.68, up 13% year-over-year.
- Income from operations and diluted earnings per share include a \$0.8 million loss incurred on the sale of the business previously
  designated as held for sale as well as a \$1.2 million operating loss from the business previously designated as held for sale. These items
  are excluded from adjusted income from operations<sup>4</sup> and adjusted diluted earnings per share.<sup>3</sup>
- Cash utilized in operations was \$34 million, compared to \$114 million utilized in operations in the first quarter of 2022.
- Genpact repurchased approximately 631,000 of its common shares during the quarter for total consideration of approximately \$30 million at an average price per share of \$47.57.

- <sup>4</sup> Adjusted income from operations and adjusted income from operations margin are non-GAAP measures. Reconciliations of each of GAAP income from operations and GAAP net income to adjusted income from operations and GAAP income from operations margin and GAAP net income margin to adjusted income from operations margin are attached to this release.
- <sup>5</sup> Adjusted income from operations margin was derived by adjusting total revenue to exclude \$0.5 million of revenue associated with the business previously designated as held for sale.

<sup>&</sup>lt;sup>1</sup> Revenue growth on a constant currency basis is a non-GAAP measure and is calculated by restating current-period activity using the prior fiscal period's foreign currency exchange rates adjusted for hedging gains/losses in such period.

<sup>&</sup>lt;sup>2</sup> Total revenue and revenue from Data-Tech-AI services includes \$0.5 million of revenue associated with the business previously designated as held for sale.

<sup>&</sup>lt;sup>3</sup> Adjusted diluted earnings per share is a non-GAAP measure. A reconciliation of GAAP diluted earnings per share to adjusted diluted earnings per share is attached to this release.

#### Full Year 2023 Outlook

Genpact continues to expect:

- Total revenue in the range of \$4.64 billion to \$4.71 billion, up 6.0% to 7.5%, or 6.5% to 8.0% year-over-year on a constant currency basis.<sup>1</sup>
- Adjusted income from operations margin<sup>6</sup> of approximately 16.8%.
- Adjusted diluted EPS<sup>7</sup> in the range of \$2.92 to \$2.99.

### **Conference Call to Discuss Financial Results**

Genpact's management will host an hour-long conference call beginning at 4:30 p.m. ET on May 10, 2023 to discuss the company's performance for the first quarter ended March 31, 2023. Those who wish to participate can <u>register here</u> to receive a dial-in number and unique PIN to access the call seamlessly. It is recommended callers join 10 minutes prior to the start of the event (although you may register and dial in at any time during the call). A live webcast of the call will also be made available on the Genpact Investor Relations website at https://www.genpact.com/investors. For those who cannot join the call live, a replay will be archived on the Genpact website after the end of the call. A transcript of the call will also be made available on the website.

<sup>&</sup>lt;sup>6</sup> Adjusted income from operations margin is a non-GAAP measure. A reconciliation of the outlook for each of GAAP income from operations margin and GAAP net income margin to adjusted income from operations margin is attached to this release.

<sup>&</sup>lt;sup>7</sup> Adjusted diluted earnings per share is a non-GAAP measure. A reconciliation of the outlook for GAAP diluted earnings per share to adjusted diluted earnings per share is attached to this release.

#### **About Genpact**

Genpact (NYSE: G) is a global professional services firm delivering the outcomes that transform our clients' businesses and shape their future. We're guided by our real-world experience redesigning and running thousands of processes for hundreds of global companies. Our clients – including many in the Global Fortune 500 – partner with us for our unique ability to combine deep industry and functional expertise, leading talent, and proven methodologies to drive collaborative innovation that turns insights into action and delivers outcomes at scale. We create lasting competitive advantages for our clients and their customers, running digitally enabled operations and applying our Data-Tech-AI services to design, build, and transform their businesses. And we do it all with purpose. From New York to New Delhi and more than 30 countries in between, our 115,000+ team is passionate in its relentless pursuit of a world that works better for people.

#### Safe Harbor

This press release contains certain statements concerning our future growth prospects, including our outlook for 2023, financial results and other forward-looking statements, as defined in the safe harbor provisions of the U.S. Private Securities Litigation Reform Act of 1995. 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, uncertainties, and other factors include but are not limited to general economic conditions, any deterioration in the global economic environment and its impact on our clients, our ability to effectively price our services and maintain pricing and employee utilization rates, general inflationary pressures and our ability to share increased costs with our clients, wage increases in locations in which we have operations, our ability to attract and retain skilled professionals, the economic and other impacts of the invasion of Ukraine by Russia and the related sanctions and other measures being implemented or imposed in response thereto, as well as any potential expansion or escalation of the conflict or its economic disruption beyond its current scope, the impact of the COVID-19 pandemic on our business and on our employees, clients, partners and suppliers, a slowdown in the economies and sectors in which our clients operate, a slowdown in the business process outsourcing or information technology services sectors, our ability to develop and successfully execute our business strategies, the risks and uncertainties arising from our past and future acquisitions, our ability to convert bookings to revenues, our ability to manage growth, factors which may impact our cost advantage, changes in tax rates and tax legislation and other laws and regulations, technological innovation, including AI technology and future uses of generative AI and large language models, and our ability to invest in new technologies and adapt to industry developments at sufficient speed and scale, risks and uncertainties regarding fluctuations in our earnings, foreign currency fluctuations, political, economic or business conditions in countries in which we operate, including the withdrawal of the United Kingdom from the European Union, commonly known as Brexit, as well as other risks detailed in our reports filed with the U.S. Securities and Exchange Commission, including Genpact's Annual Report on Form 10-K and Ouarterly Reports on Form 10-Q. 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 Genpact believes that these forward-looking statements are based on reasonable assumptions, you are cautioned not to put undue reliance on these forward-looking statements, which reflect management's current analysis of future events and should not be relied upon as representing management's expectations or beliefs as of any date subsequent to the time they are made. Genpact undertakes no obligation to update any forward-looking statements that may be made from time to time by or on behalf of Genpact.

#### **Contacts**

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## GENPACT LIMITED AND ITS SUBSIDIARIES

#### Consolidated Balance Sheets (Unaudited) (In thousands, except per share data and share count)

Accounts receivable, net of allowance for credit Josses of \$20,442 and \$23,203 as of December 31, 2023, respectively       994,755       1,005,394         Propeid openses and other current assets       137,972       175,662         Total current assets       117,79,402       \$       1,733,557         Property, plant and equipment, net       180,755       188,024         Operating lease right-of-use assets       198,366       188,024         Deferred tax assets       198,366       188,024         Intangible assets, net       89,715       80,044         Gordwill       1,684,196       1,687,488         Contract cost assets       216,670       202,544         Other assets, net of allowance for credit losses of \$3,190 and \$3,190 as of December 31, 2022 and March 31, 2023, respectively       304,134       304,031         Total assets       \$       4,586,814       \$       4,505,845         Libilities       ad equip       26,136       26,144       36,000         Current lobilities       \$       11,001,019       20,244       36,000       22,712         Income taxes payable       \$       5,1000       \$       180,000         Current lobilities       \$       1,103,212       \$       24,164         Operating leases liability       5		As of	As of December 31, 2022		of March 31, 2023
Cash and cash equivalents         S         646,765         S         552,281           Accounts receivable, net of allowance for credit losses of \$20,442 and \$23,203 as of December 31, 2022 and March 31, 2023, respectively         994,755         1,005,394           Property plant and equipment, net         137,972         17,5863         1,733,557           Property, plant and equipment, net         188,758         179,952         188,076           Operating lease right-of-use assets         138,366         188,024           Operating lease right-of-use assets         136,481         109,002           Intangible assets, net         83,715         80,044           Goodwill         1,684,196         1,687,486           Contract cot assets         216,570         202,546           Other assets, net of allowance for credit losses of \$3,198 and \$3,198 as of December 31, 2023, respectively         304,131         304,033           Total assets         151,000         \$         180,000           Current biobritics         \$         151,000         \$         180,000           Current portion of long-term debt         26,136         26,140         45,306         53,378           Operating leases liability         5         1,103,321         \$         180,000         53,378           Op	Assets				
Accounts receivable, net of allowance for credit losses of \$20,442 and \$23,203 as of December 31, 2023 and March 31, 2023, respectively         994,755         1,005,394           Prepatid expenses and other current assets         137,972         1,733,557           Total current assets         1197,972         1,733,557           Property, plant and equipment, net         180,758         1198,366         188,024           Operating lease right-of-use assets         198,366         188,024         188,024           Deferred tax assets         198,366         188,024         186,024           Contract cost assets         216,577         202,546         304,031           Cotat assets, net of allowance for credit losses of \$3,198 and \$3,198 as of December 31, 2023, and \$4,588,814         \$ 4,508,815         \$ 4,508,815           Corrent lobilities         \$ 5,151,000         \$ 180,000         Current lobilities         \$ 5,160,305           Current lobilities         \$ 5,151,000         \$ 180,000         \$ 2,712         Income taxes payable         36,309         2,2172           Acc	Current assets				
of December 31. 2023, respectively         994755         1.005,392           Prepaid expenses and other current assets         137,972         175,882           Total current assets         190,775         172,882           Property, plant and equipment, net         198,366         188,024           Operating lease right-of-use assets         135,483         130,002           Operating lease right-of-use assets         135,483         130,004           Contract cost assets         216,670         202,546           Other assets, net of allowance for credit losses of \$3,198 and \$3,198 as of December 31, 2023, respectively         304,134         304,031           Total assets         216,670         202,546           Other assets, net of allowance for credit losses of \$3,198 and \$3,198 as of December 31, 2023, respectively         304,134         304,031           Total assets         2         304,134         204,031         304,031           Total assets         5         151,000         5         180,000           Current libbilities         35,099         22,213         304,134         204,031           Accounts payable         25,035         5         160,000         26,145           Current libbilities         5         140,000         35,099         22,213	Cash and cash equivalents	\$	646,765	\$	552,281
Total current assets         \$         1,779,492         \$         1,733,557           Property, plant and equipment, net Operating lease right-of-use assets         198,366         188,026         188,026           Deferred tax assets         135,443         130,902         100,902           Intrangible assets, net Contract cost assets         89,715         80,044           Contract cost assets         216,670         202,546           Other assets, net of allowance for credit losses of \$3,198 and \$3,198 as of December 31, 2022 and March 31, 2023, respectively         304,134         304,031           Total assets         \$         4,568,841         \$         4,568,845           Liabilities and equity         304,134         304,031         \$         304,031           Current liabilities         \$         1168,178         \$         180,000           Current portion of long-term debt         26,136         26,144         \$         26,136         26,144           Accound expenses and other current liabilities         791,007         598,373         \$         944,524           Operating leases liability         5         1,103,321         \$         944,524           Operating leases dother current liabilities         215,608         \$         210,055           Operating			994,755		1,005,394
Property, plant and equipment. net         180,758         179,255           Operating lease right-of-use assets         198,366         188,024           Deferred tax assets         135,483         130,906           Intangible assets, net         89,715         80,044           Goodwill         1,684,196         1,687,486           Contract cost assets         216,670         222,324           Other assets, net of allowance for credit losses of \$3,198 as of December 31, 2022 and March 31, 2023, respectively         304,134         304,031           Total assets         \$ 4,588,814         \$ 4,568,845         \$ 4,568,814           Liabilities and equipy         26,136         26,136         26,136           Current liabilities         5         151,000         \$ 180,000           Current portion of long-term debt         26,136         26,136         26,136           Accounts payable         45,306         64,094         53,199           Accounts expenses and torter current liabilities         791,007         598,376         53,192           Operating leases liability         54,063         53,193         1,242,906           Operating leases liability         190,398         178,544         210,650           Operating leases liability         190,398	Prepaid expenses and other current assets		137,972		175,882
Operating lease right-of-use assets         198,366         188,024           Deferred tax assets         135,483         130,004           Goodwill         1,664,196         1,687,486           Contract cost assets         216,670         202,546           Other assets, net of allowance for credit losses of \$3,198 and \$3,198 as of December 31, 2022 and March 31, 2023, respectively         304,134         304,031           Total assets         \$         4,568,814         \$         4,505,845           Liabilities and equity	Total current assets	\$	1,779,492	\$	1,733,557
Operating lease right-of-use assets         198,366         188,024           Deferred tax assets         135,483         130,004           Goodwill         1,664,196         1,687,486           Contract cost assets         216,670         202,546           Other assets, net of allowance for credit losses of \$3,198 and \$3,198 as of December 31, 2022 and March 31, 2023, respectively         304,134         304,031           Total assets         \$         4,568,814         \$         4,505,845           Liabilities and equity	Property, plant and equipment, net		180,758		179,255
Deferred tax assets         135,483         130,902           Intrangible assets, net         89,715         80,044           Goodwill         1,684,196         1,687,486           Contract cost assets         216,670         202,546           Other assets, net of allowance for credit losses of \$3,198 and \$3,198 as of December 31,         304,134         304,031           Total assets         \$         4,588,844         \$         4,505,845           Labilities and equity         26,136         26,136         26,146           Current liabilities         \$         118,000         26,136         26,140           Accounts payable         26,136         26,140         26,136         26,140           Account payable         353,099         22,2712         Income taxes payable         45,306         64,094           Accound expenses and other current liabilities         791,007         798,375         999,375<					
Intangible assets, net         89,715         80,044           Goodvill         1.684,196         1.687,486           Contract cost assets         216,670         202,546           Other assets, net of allowance for credit losses of \$3,198 and \$3,198 as of December 31, 2022 and March 31, 2023, respectively         304,134         304,031           Total assets         \$         4,506,845         \$         4,505,845           Liabilities and equity         Current liabilities         \$         1,800,000           Current portion of long-term debt         26,136         26,140           Accounts payable         35,809         22,713           Income taxes payable         35,809         22,713           Income taxes payable         791,007         793,872           Operating leases liability         54,043         53,193           Total current liabilities         791,007         598,372           Operating leases liability         54,063         53,193           Total current liabilities         71,07         598,372           Operating leases liability         190,398         178,544           Deferred tax liabilities         215,608         210,055           Total current liabilities         215,608         210,055           Tot					
Goodvill         1.684,196         1.687,486           Contract cost assets         216,670         202,546           Other assets, net of allowance for credit losses of \$3,198 as of December 31, 2022 and March 31, 2023, respectively         304,134         304,031           Total assets         \$ 4,588,814         \$ 4,505,845           Liabilities and equity         26,136         26,140           Current liabilities         26,136         26,140           Accounts payable         35,009         22,211           Income taxes payable         45,306         64,094           Accounts payable         35,009         22,713           Operating leases liability         5         1,103,321         \$ 944,524           Long-term debt, less current portion         1,249,103         1,242,900         35,195           Operating leases liability         190,393         178,544         210,050           Operating leases liabilities         215,608         210,050         \$ 2,762,055         \$ 2,580,512           Shareholders' equity         1,823,294,416 and 183,729,110         1,823         1,831           Shareholders' equity         1,823,24,416 and 183,729,110         1,823         1,831           Shareholders' equity         1,777,433         1,794,779	Intangible assets, net				
Contract cost assets         216,670         202,540           Other assets, net of allowance for credit losses of \$3,198 and \$3,198 as of December 31,         304,134         304,031           Total assets         S         4,588,814         S         4,505,845           Liabilities and equity         Current liabilities         S         151,000         S         180,000           Current portion of long-term debt         26,136         26,146         26,136         26,146           Accounts payable         35,099         22,713         180,000         22,713           Income taxes payable         45,306         64,049         45,306         64,049           Accrued expenses and other current liabilities         791,007         598,372         0         53,195           Total current liabilities         791,007         598,372         0         54,462         33,195           Long-term debt, less current portion         1,249,153         1,242,906         0         21,005         1,242,906         0         21,005         1,242,906         0         21,005         1,242,906         0         21,005         1,242,906         0         21,005         1,242,906         0         21,005         1,242,906         21,005         1,035,544         1,035,544 <td></td> <td></td> <td></td> <td></td> <td></td>					
Other assets, net of allowance for credit losses of \$3,198 and \$3,198 as of December 31, 2022 and March 31, 2023, respectively         304,134         304,031           Total assets         4,588,814         5         4,505,845           Liabilities and equity         5         4,588,814         5         4,505,845           Current liabilities         5         151,000         5         180,000           Current portion of long-term debt         26,136         26,136         26,140           Accounts payable         35,809         22,713         10000         558,376           Operating leases liability         54,003         53,3192         598,376         64,094           Accrured expenses and other current liabilities         791,007         598,376         64,094           Operating leases liability         54,003         53,192         704 (arrent iabilities)         1,103,321         8         944,524           Long-term debt, less current portion         1,249,0153         1,242,906         210,056         7         944,524           Cong-term leases liability         190,038         1742,546         215,608         210,056         7         9           Total urrent liabilities         21,242,906         21,242,906         21,005,056         22,580,512         21,005,	Contract cost assets				
Total assets         §         4,588,814         §         4,505,845           Liabilities and equity Current liabilities	Other assets, net of allowance for credit losses of \$3,198 and \$3,198 as of December 31,				
Liabilities and equity         Image: Current liabilities           Current liabilities         \$         151,000         \$         180,000           Current portion of long-term debt         26,136         26,146         26,136         26,146           Accounts payable         35,809         22,713         1ncome taxes payable         45,306         64,094           Account expenses and other current liabilities         791,007         598,376         53,199           Operating leases liability         54,063         53,199         53,199           Total current liabilities         \$         1,103,321         \$         944,524           Long-term debt, less current portion         1,249,153         1,242,906         210,050           Operating leases liability         190,398         178,544         210,050           Total liabilities         2115,608         210,050         2,580,512           Shareholders' equity         \$         2,762,656         \$         2,580,512           Preferred shares, \$0.01 par value, 50,000,000 authorized, none issued         —         —         —         —           Common shares, \$0.01 par value, 50,000,000 authorized, none issued         —         —         —         —         —         —           Additiona		\$	· · · · · · · · · · · · · · · · · · ·	\$	
Current liabilities         \$         151,000         \$         180,000           Current portion of long-term debt         26,136         26,140           Accounts payable         35,809         22,713           Income taxes payable         35,809         22,713           Income taxes payable         45,306         64,094           Accrued expenses and other current liabilities         791,007         598,376           Operating leases liability         54,063         53,199           Total current liabilities         \$         1,103,321         \$         944,524           Long-term debt, less current portion         1,249,153         1,242,906         0perating leases liability         178,544           Deferred tax liabilities         41,76         44,466         0ther liabilities         210,050           Total liabilities         215,608         210,050         \$         2,580,512           Shareholders' equity         1,823         1,831         1,831           Preferred shares, \$0.01 par value, 250,000,000 authorized, none issued         —         —         —           Common shares, \$0.01 par value, 500,000,000 authorized, none issued         —         —         —           Additional paid-in capital         1,202,31, respectively         1,823		· · · · · · · · · · · · · · · · · · ·	,,-	-	,,
Short-term borrowings       \$       151,000       \$       180,000         Current portion of long-term debt       26,136       26,140         Accounts payable       35,809       22,713         Income taxes payable       45,306       64,094         Accrured expenses and other current liabilities       791,007       598,376         Operating leases liability       54,063       \$         Total current liabilities       791,007       \$         Operating leases liability       54,063       \$         Operating leases liability       11,03,321       \$         Operating leases liability       190,398       178,544         Deferred tax liabilities       215,608       210,050         Total liabilities       215,608       \$       2,580,512         Shareholders' equity       1,823       1,831       1,831         Preferred shares, \$0.01 par value, 250,000,000 authorized, none issued       —       —       —         Common shares, \$0.01 par value, 250,000,000 authorized, none issued       —       —       —         Common shares, \$0.01 par value, 250,000,000 authorized, none issued       —       —       —         Accumulated other comprehensive income (loss)       (733,125)       (702,123)       1,794,779 <td>Liabilities and equity</td> <td></td> <td></td> <td></td> <td></td>	Liabilities and equity				
Current portion of long-term debt26,13626,140Accounts payable35,80922,713Income taxes payable45,30664,094Accrued expenses and other current liabilities791,007558,376Operating leases liability54,06353,199Total current liabilities\$1,103,321\$944,524Long-term debt, less current portion1,249,1531,242,906Operating leases liability190,398178,544Deferred tax liabilities41,764,486Other liabilities215,608210,050Total liabilities215,608210,050Total liabilities215,608210,050Shareholders' equity11,8231,831Preferred shares, \$0.01 par value, 250,000,000 authorized, none issued——Common shares, \$0.01 par value, 500,000,000 authorized, none issued——Common shares, \$0.01 par value, 250,000,000 authorized, 182,924,416 and 183,729,1101,8231,831issued and outstanding as of December 31, 2022 and March 31, 2023, respectively1,8231,831Additional paid-in capital1,77,4531,794,779Retained earnings780,007830,846Accumulated other comprehensive income (loss)(733,125)(702,123)Total equity\$1,826,1381,925,333Total equity\$1,826,1381,925,333Total equity\$1,826,1381,925,333Total equity\$1,826,1381,925,333Total equity\$1,826,13	Current liabilities				
Accounts payable       35,809       22,713         Income taxes payable       45,306       64,094         Accrued expenses and other current liabilities       791,007       598,378         Operating leases liability       54,063       53,199         Total current liabilities       5       1,103,321       \$ 944,524         Long-term debt, less current portion       1,249,153       1,242,908         Operating leases liability       190,398       178,544         Deferred tax liabilities       2115,608       210,055         Total liabilities       215,608       210,055         Total liabilities       5       2,762,656       \$ 2,580,512         Shareholders' equity       -       -       -         Preferred shares, \$0.01 par value, 250,000,000 authorized, none issued       -       -       -         Common shares, \$0.01 par value, 500,000,000 authorized, none issued       -       -       -         Common shares, \$0.01 par value, 500,000,000 authorized, 182,924,416 and 183,729,110       1,823       1,831         issued and outstanding as of December 31, 2022 and March 31, 2023, respectively       1,823       1,831         Additional paid-in capital       1,794,775       1,794,775         Retained earnings       780,007       830,846 <td>Short-term borrowings</td> <td>\$</td> <td>151,000</td> <td>\$</td> <td>180,000</td>	Short-term borrowings	\$	151,000	\$	180,000
Income taxes payable45,30664,094Accrued expenses and other current liabilities791,007598,378Operating leases liability54,06353,199Total current liabilities\$ 1,103,321\$ 944,524Long-term debt, less current portion1,249,1531,242,908Operating leases liability190,398178,544Deferred tax liabilities4,1764,486Other liabilities215,608210,050Total liabilities\$ 2,762,656\$ 2,580,512Shareholders' equity	Current portion of long-term debt		26,136		26,140
Accrued expenses and other current liabilities791,007598,378Operating leases liability54,06353,199Total current liabilities\$ 1,103,321\$ 944,524Long-term debt, less current portion1,249,1531,242,908Operating leases liability190,398178,544Deferred tax liabilities4,1764,486Other liabilities215,608210,050Total liabilities\$ 2,762,656\$ 2,580,512Shareholders' equityPreferred shares, \$0.01 par value, 250,000,000 authorized, 182,924,416 and 183,729,110 issued and outstanding as of December 31, 2022 and March 31, 2023, respectively1,8231,831Additional paid-in capital780,007830,846700,2123700,2123Accumulated other comprehensive income (loss)(733,125)(702,123)700,2123Total equity\$ 1,826,158\$ 1,925,3331,925,333	Accounts payable		35,809		22,713
Operating leases liability54,06353,199Total current liabilities\$1,103,321\$Long-term debt, less current portion1,249,1531,242,908Operating leases liability190,398178,544Operating leases liabilities4,1764,486Other liabilities215,608210,050Total liabilities2,762,656\$Shareholders' equityPreferred shares, \$0.01 par value, 250,000,000 authorized, none issuedCommon shares, \$0.01 par value, 500,000,000 authorized, 182,924,416 and 183,729,110 issued and outstanding as of December 31, 2022 and March 31, 2023, respectively1,8231,831Additional paid-in capital1,777,4531,794,7793,80,846Accumulated other comprehensive income (loss)(733,125)(702,123)(702,123)Total equity\$1,826,158\$1,925,333	Income taxes payable		45,306		64,094
Total current liabilities\$1,103,321\$944,524Long-term debt, less current portion1,249,1531,242,908Operating leases liability190,398178,544Deferred tax liabilities4,1764,486Other liabilities215,608210,050Total liabilities\$2,762,656\$Shareholders' equity***Preferred shares, \$0.01 par value, 250,000,000 authorized, none issuedCommon shares, \$0.01 par value, 500,000,000 authorized, 182,924,416 and 183,729,1101,8231,831Additional paid-in capital1,777,4531,794,779Retained earnings780,007830,846Accumulated other comprehensive income (loss)(733,125)(702,123)Total equity\$1,826,158\$Total equity\$1,925,333	Accrued expenses and other current liabilities		791,007		598,378
Long-term debt, less current portion1,249,1531,242,908Operating leases liability190,398178,544Deferred tax liabilities4,1764,486Other liabilities215,608210,050Total liabilities\$ 2,762,656\$ 2,580,512Shareholders' equityPreferred shares, \$0.01 par value, 250,000,000 authorized, none issuedCommon shares, \$0.01 par value, 500,000,000 authorized, 182,924,416 and 183,729,1101,8231,831issued and outstanding as of December 31, 2022 and March 31, 2023, respectively1,8231,831Additional paid-in capital1,777,4531,794,779Retained earnings(733,125)(702,123)Total equity\$ 1,826,158\$ 1,925,333	Operating leases liability		54,063		53,199
Operating leases liability190,398178,544Deferred tax liabilities4,1764,486Other liabilities215,608210,050Total liabilities215,6082,580,512Shareholders' equity500,000,000 authorized, none issued	Total current liabilities	\$	1,103,321	\$	944,524
Deferred tax liabilities4,1764,486Other liabilities215,608210,050Total liabilities2,762,656\$2,580,512Shareholders' equityPreferred shares, \$0.01 par value, 250,000,000 authorized, none issuedCommon shares, \$0.01 par value, 500,000,000 authorized, 182,924,416 and 183,729,110 issued and outstanding as of December 31, 2022 and March 31, 2023, respectively1,8231,831Additional paid-in capital1,777,4531,794,779Retained earnings780,007830,846Accumulated other comprehensive income (loss)(733,125)(702,123)Total equity\$1,826,158\$1,925,333	Long-term debt, less current portion		1,249,153		1,242,908
Other liabilities215,608210,050Total liabilities2,762,6562,000,000Shareholders' equityPreferred shares, \$0.01 par value, 250,000,000 authorized, none issuedCommon shares, \$0.01 par value, 500,000,000 authorized, 182,924,416 and 183,729,110 issued and outstanding as of December 31, 2022 and March 31, 2023, respectively1,823Additional paid-in capital1,777,4531,794,779Retained earnings780,007830,846Accumulated other comprehensive income (loss)(733,125)(702,123)Total equity\$ 1,826,158\$ 1,925,333Income Componentiation1,925,3331,925,333Income Componentiation1,925,333Income Componenti	Operating leases liability		190,398		178,544
Total liabilities\$2,762,656\$2,580,512Shareholders' equityPreferred shares, \$0.01 par value, 250,000,000 authorized, none issued———Common shares, \$0.01 par value, 500,000,000 authorized, 182,924,416 and 183,729,110 issued and outstanding as of December 31, 2022 and March 31, 2023, respectively1,8231,831Additional paid-in capital1,777,4531,794,779Retained earnings780,007830,846Accumulated other comprehensive income (loss)(733,125)(702,123)Total equity\$1,826,158\$1,925,3331,925,3331,925,333	Deferred tax liabilities		4,176		4,486
Shareholders' equityPreferred shares, \$0.01 par value, 250,000,000 authorized, none issued—Common shares, \$0.01 par value, 500,000,000 authorized, 182,924,416 and 183,729,110 issued and outstanding as of December 31, 2022 and March 31, 2023, respectively1,823Additional paid-in capital1,777,453Additional paid-in capital1,777,453Retained earnings780,007Accumulated other comprehensive income (loss)(733,125)Total equity\$1,826,1581,925,3331,925,3331,925,333	Other liabilities		215,608		210,050
Preferred shares, \$0.01 par value, 250,000,000 authorized, none issued——Common shares, \$0.01 par value, 500,000,000 authorized, 182,924,416 and 183,729,110 issued and outstanding as of December 31, 2022 and March 31, 2023, respectively1,8231,831Additional paid-in capital1,777,4531,794,779Retained earnings780,007830,846Accumulated other comprehensive income (loss)(733,125)(702,123)Total equity\$1,826,158\$1,925,333Image: Component of the comprehension of the comprehen	Total liabilities	\$	2,762,656	\$	2,580,512
Preferred shares, \$0.01 par value, 250,000,000 authorized, none issued——Common shares, \$0.01 par value, 500,000,000 authorized, 182,924,416 and 183,729,110 issued and outstanding as of December 31, 2022 and March 31, 2023, respectively1,8231,831Additional paid-in capital1,777,4531,794,779Retained earnings780,007830,846Accumulated other comprehensive income (loss)(733,125)(702,123)Total equity\$1,826,158\$1,925,333Image: Component of the comprehension of the comprehen	Shareholders' equity				
Common shares, \$0.01 par value, 500,000,000 authorized, 182,924,416 and 183,729,110 issued and outstanding as of December 31, 2022 and March 31, 2023, respectively1,8231,831Additional paid-in capital1,777,4531,794,779Retained earnings780,007830,846Accumulated other comprehensive income (loss)(733,125)(702,123)Total equity\$1,826,1581,925,333			_		
Additional paid-in capital       1,777,453       1,794,779         Retained earnings       780,007       830,846         Accumulated other comprehensive income (loss)       (733,125)       (702,123)         Total equity       \$ 1,826,158       1,925,333	Common shares, \$0.01 par value, 500,000,000 authorized, 182,924,416 and 183,729,110		1,823		1,831
Retained earnings       780,007       830,846         Accumulated other comprehensive income (loss)       (733,125)       (702,123)         Total equity       \$ 1,826,158       \$ 1,925,333			1 777 453		1 794 779
Accumulated other comprehensive income (loss)       (733,125)       (702,123)         Total equity       \$ 1,826,158       1,925,333					
Total equity         \$         1,826,158         \$         1,925,333	-				
	· · · · · ·	\$	· · · · ·	\$	1,925,333
Total liabilities and equity       \$ 4,588,814       \$ 4,505,845					
	Total liabilities and equity	\$	4,588,814	\$	4,505,845

## GENPACT LIMITED AND ITS SUBSIDIARIES

#### Consolidated Statements of Income (Unaudited) (In thousands, except per share data and share count)

	Three months ended March 31,			
	2022 24		2023	
Net revenues	\$	1,068,443	\$	1,089,319
Cost of revenue		685,962		719,078
Gross profit	\$	382,481	\$	370,241
Operating expenses:				
Selling, general and administrative expenses		237,296		216,485
Amortization of acquired intangible assets		11,306		8,255
Other operating (income) expense, net		3		389
Income from operations	\$	133,876	\$	145,112
Foreign exchange gains (losses), net		4,303		(1,040)
Interest income (expense), net		(12,088)		(9,627)
Other income (expense), net		(409)		4,030
Income before income tax expense	\$	125,682	\$	138,475
Income tax expense		29,503		32,374
Net income	\$	96,179	\$	106,101
Earnings per common share				
Basic	\$	0.52	\$	0.58
Diluted	\$	0.51	\$	0.57
Weighted average number of common shares used in computing earnings per common share				
Basic		185,637,776		183,795,404
Diluted		189,558,404		187,586,277

### GENPACT LIMITED AND ITS SUBSIDIARIES

#### Consolidated Statements of Cash Flows (Unaudited) (In thousands)

(III thousands) Three Months ended March 31,						
	2022			2023		
Operating activities						
Net income	\$	96,179	\$	106,101		
Adjustments to reconcile net income to net cash used for operating activities:						
Depreciation and amortization		24,847		18,757		
Amortization of debt issuance costs		690		487		
Amortization of acquired intangible assets		11,306		8,255		
Loss on the sale of the business classified as held for sale		—		802		
Allowance for credit losses/(gains)		(463)		3,324		
Unrealized gain on revaluation of foreign currency assets/liabilities		(4,599)		(2,994)		
Stock-based compensation expense		15,250		19,704		
Deferred tax expense		4,914		1,710		
Others, net		19		454		
Change in operating assets and liabilities:						
Increase in accounts receivable		(83,548)		(17,794)		
Increase in prepaid expenses, other current assets, contract cost assets, operating lease right-of-use assets and other assets		(4,120)		(11,424)		
Decrease in accounts payable		(2,010)		(13,261)		
Decrease in accrued expenses, other current liabilities, operating lease liabilities and other liabilities		(179,186)		(167,217)		
Increase in income taxes payable		6,440		19,032		
Net cash used for operating activities	\$	(114,281)	\$	(34,064)		
Investing activities						
Purchase of property, plant and equipment		(16,744)		(12,578)		
Payment for internally generated intangible assets (including intangibles under development)		(1,065)		(828)		
Proceeds from sale of property, plant and equipment		43		9		
Payment for business acquisitions, net of cash acquired		—		(682)		
Payment for divestiture of the business classified as held for sale		—		(19,510)		
Net cash used for investing activities	\$	(17,766)	\$	(33,589)		
Financing activities						
Repayment of finance lease obligations		(2,292)		(3,705)		
Repayment of long-term debt		(8,500)		(6,625)		
Proceeds from short-term borrowings		250,000		75,000		
Repayment of short-term borrowings		_		(46,000)		
Proceeds from issuance of common shares under stock-based compensation plans		3,300		15,924		
Payment for net settlement of stock-based awards		(41,889)		(18,172)		
Payment of earn-out consideration		_		(2,399)		
Dividend paid		(23,134)		(25,255)		
Payment for stock repurchased and retired (including expenses related to stock repurchase)		(76,032)		(30,013)		
Net cash provided by/(used for) financing activities	\$	101,453	\$	(41,245)		
Effect of exchange rate changes		(7,104)		14,414		
Net decrease in cash and cash equivalents		(30,594)		(108,898)		
Cash and cash equivalents at the beginning of the period		899,458		646,765		
Cash and cash equivalents at the end of the period	\$	861,760	\$	552,281		
Supplementary information			_			
Cash paid during the period for interest	\$	1,893	\$	6,112		
Cash paid during the period for income taxes, net of refund	\$	28,580	\$	23,001		
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#### **Non-GAAP Financial Measures**

To supplement the consolidated financial statements presented in accordance with GAAP, this press release includes the following non-GAAP financial measures:

- Adjusted income from operations;
- Adjusted income from operations margin;
- Adjusted diluted earnings per share; and
- *Revenue growth on a constant currency basis.*

These non-GAAP financial measures are not based on any comprehensive set of accounting rules or principles and should not be considered a substitute for, or superior to, financial measures calculated in accordance with GAAP, and may be different from non-GAAP financial measures used by other companies. Accordingly, these non-GAAP financial measures, the financial statements prepared in accordance with GAAP and the reconciliations of Genpact's GAAP financial statements to such non-GAAP financial measures should be carefully evaluated.

Given Genpact's acquisitions of varying scale and size, and the difficulty in predicting expenses relating to acquisitions and the amortization of acquired intangibles thereof, since July 2012 Genpact's management has used financial statements that exclude all acquisition-related expenses and amortization of acquired intangibles for its internal management reporting, budgeting and decision-making purposes, including comparing Genpact's operating results to those of its competitors. For the same reasons, since April 2016, Genpact's management has excluded the impairment of acquired intangible assets from the financial statements it uses for internal management purposes. Acquisition-related expenses are excluded in the period in which an acquisition is consummated. Genpact's management also uses financial statements that exclude stock-based compensation expense. Because of varying available valuation methodologies, subjective assumptions and the variety of award types that companies can use when adopting ASC 718 "Compensation-Stock Compensation," Genpact's management believes that providing non-GAAP financial measures that exclude such expenses allows investors to make additional comparisons between Genpact's operating results and those of other companies.

During the second quarter of 2022, Genpact approved a plan to divest a business that was no longer deemed strategic. Given the specialized nature of this business, we anticipated completing a transaction within twelve months after the end of the second quarter of 2022, and therefore, we classified the revenues and expenses related to this business as held for sale with effect from April 1, 2022. During the first quarter of 2023, the Company consummated this transaction and recorded a loss on the sale of the business. Genpact's management believes that excluding such loss on the sale of the business and the revenues and expenses associated with the business previously designated as held for sale in calculating its non-GAAP financial measures provides useful information to both management and investors regarding the Company's financial performance and underlying business trends. Additionally, in its calculations of non-GAAP financial measures, Genpact's management has adjusted foreign exchange gains and losses, interest income and expenses and income tax expenses from GAAP net income, and other income and expenses, and certain gains from GAAP income from operations. In its calculations of adjusted diluted earnings per share, Genpact's management adds back stock-based compensation expense, anortization and impairment of acquired intangible assets, acquisition-related expenses and the related tax impact of such adjustments from GAAP diluted earnings per share. For the purpose of calculating adjusted diluted earnings per share, the combined current and deferred tax effect is determined by multiplying each pre-tax adjustment by the applicable statutory income tax rate.

Genpact's management provides information about revenues on a constant currency basis so that the revenues may be viewed without the impact of foreign currency exchange rate fluctuations compared to prior fiscal periods, thereby facilitating period-to-period comparisons of the Company's true business performance. Revenue growth on a constant currency basis is calculated by restating current-period activity using the prior fiscal period's foreign currency exchange rates adjusted for hedging gains/losses in such period.

Accordingly, Genpact believes that the presentation of adjusted income from operations, adjusted income from operations margin, adjusted diluted earnings per share and revenue growth on a constant currency basis, when read in conjunction with the Company's reported results, can provide useful supplemental information to investors and management regarding financial and business trends relating to its financial condition and results of operations.

A limitation of using adjusted income from operations and adjusted income from operations margin versus income from operations, income from operations margin, net income and net income margin calculated in accordance with GAAP is that these non-GAAP financial measures exclude certain recurring costs and certain other charges, namely stock-based compensation expense and amortization and impairment of acquired intangible assets. Management compensates for this limitation by providing specific information on the GAAP amounts excluded from adjusted income from operations and adjusted income from operations margin.

The following tables show the reconciliation of these non-GAAP financial measures to the most directly comparable GAAP measures for the three months ended March 31, 2022 and 2023:

## Reconciliation of Net Income/Margin to Adjusted Income from Operations/Margin

(In thousands)

	Three months ended March 31,			
	2022	2023	2023	
Net income	\$ 96,179	) \$ 106,1	.01	
Foreign exchange (gains) losses, net	(4,303)	) 1,0	40	
Interest (income) expense, net	12,088	9,6	27	
Income tax expense	29,503	32,3	574	
Stock-based compensation expense	15,250	) 19,7	'04	
Amortization and impairment of acquired intangible assets	11,302	2 8,1	.43	
Operating loss from the business classified as held for sale		- 1,2	.01	
Loss on the sale of business classified as held for sale		- 8	302	
Adjusted income from operations	\$ 160,019	<b>\$</b> 178,9	92	
Net income margin	9.0 %	6 9.7	7 %	
Adjusted income from operations margin	15.0 %	6 16.4	%	

# Reconciliation of Income from Operations/Margin to Adjusted Income from Operations/Margin (In thousands)

	Three months ended March 31,			
	 2022	2023		
Income from operations	\$ 133,876	\$	145,112	
Stock-based compensation expense	15,250		19,704	
Amortization and impairment of acquired intangible assets	11,302		8,143	
Other income (expense), net	(409)		4,030	
Operating loss from the business classified as held for sale	_		1,201	
Loss on the sale of business classified as held for sale	—		802	
Adjusted income from operations	\$ 160,019	\$	178,992	
Income from operations margin	 12.5 %		13.3 %	
Adjusted income from operations margin	 15.0 %		16.4 %	

## Reconciliation of Diluted EPS to Adjusted Diluted EPS<sup>8</sup>

(Per share data)

	Three months ended March 31,			
	 2022	2023		
Diluted EPS	\$ 0.51	\$	0.57	
Stock-based compensation expense	0.08		0.11	
Amortization and impairment of acquired intangible assets	0.06		0.04	
Operating loss from the business classified as held for sale	—		0.01	
Loss on the sale of business classified as held for sale	—		0.00	
Tax impact on stock-based compensation expense	(0.03)		(0.04)	
Tax impact on amortization and impairment of acquired intangible assets	(0.01)		(0.01)	
Tax impact on operating loss from the business classified as held for sale	_		(0.00)	
Tax impact on loss on the sale of business classified as held for sale	_		(0.00)	
Adjusted diluted EPS	\$ 0.60	\$	0.68	

 $^{8}$  Due to rounding, the numbers presented in this table may not add up precisely to the totals provided.

The following tables show the reconciliation of forward-looking non-GAAP financial measures to the most directly comparable GAAP measures for the year ending December 31, 2023:

#### Reconciliation of Outlook for Net Income Margin to Adjusted Income from Operations Margin<sup>9</sup>

	Year ending December 31, 2023
Net income margin	9.8%
Estimated interest (income) expense, net	1.1%
Estimated income tax expense	3.2%
Estimated stock-based compensation expense	1.9%
Estimated amortization and impairment of acquired intangible assets	0.7%
Estimated operating loss and loss on sale from the business classified as held for sale	0.0%
Adjusted income from operations margin	16.8%

# Reconciliation of Outlook for Income from Operations Margin to Adjusted Income from Operations Margin<sup>9</sup>

	Year ending December 31, 2023
Income from operations margin	14.0%
Estimated stock-based compensation expense	1.9%
Estimated amortization and impairment of acquired intangible assets	0.7%
Estimated other income (expense), net	0.1%
Estimated operating loss and loss on sale from the business classified as held for sale	0.0%
Adjusted income from operations margin	16.8%

## Reconciliation of Outlook for Diluted EPS to Adjusted Diluted EPS<sup>9</sup>

(Per share data)

	Year ending December 31, 2023			2023
	l	Lower	Upper	
Diluted EPS	\$	2.43	\$	2.49
Estimated stock-based compensation expense		0.48		0.48
Estimated amortization and impairment of acquired intangible assets		0.17		0.17
Estimated operating loss and loss on sale from the business classified as held for sale		0.01		0.01
Estimated tax impact on stock-based compensation expense		(0.12)		(0.12)
Estimated tax impact on amortization and impairment of acquired intangible assets		(0.04)		(0.04)
Estimated tax impact on operating loss and loss on sale from the business classified as held for sale		(0.00)		(0.00)
Adjusted diluted EPS	\$	2.92	\$	2.99

 $<sup>^{9}</sup>$  Due to rounding, the numbers presented in this table may not add up precisely to the totals provided.