Disclaimer

This presentation includes forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. All statements contained in this presentation, other than statements of historical facts, are forward-looking statements. The words “believe,” “estimate,” “expect,” “may,” “will” and similar expressions are intended to identify forward-looking statements. Such forward-looking statements include, but are not limited to, the statements regarding our business strategy and our plans and objectives for future operations, our addressable market and perceived growth over next five years, our assumptions regarding industry trends, potential technological disruptions, and client demand for our services. Forward-looking statements involve known and unknown risks, uncertainties and other factors that could cause actual results to differ materially from the results anticipated by these forward-looking statements, including, but not limited to: our business, results of operations and financial condition may be negatively impacted by the Russia and Ukraine armed conflict or if general economic conditions in Europe, the United States or the global economy continue to worsen, including increased inflation and recent and potential future bank failures; and the perceived impact and effect of macroeconomic conditions on Endava and its customers including the March 2023 banking collapse; our ability to retain existing clients and attract new clients, including our ability to increase revenue from existing clients and diversify our revenue concentration; our ability to attract and retain highly-skilled IT professionals at cost-effective rates; our ability to penetrate new industry verticals and geographies and grow our revenue in current industry verticals and geographies; our ability to maintain favourable pricing and utilisation rates; our ability to successfully identify acquisition targets, consummate acquisitions and successfully integrate acquired businesses and personnel; the effects of increased competition as well as innovations by new and existing competitors in our market; our ability to adapt to technological change and innovate solutions for our clients; our ability to collect on billed and unbilled receivables from clients; our ability to effectively manage our international operations, including our exposure to foreign currency exchange rate fluctuations; our ability to remediate the identified material weaknesses and maintain an effective system of disclosure controls and internal control over financial reporting and our future financial performance, including trends in revenue, cost of sales, gross profit, selling, general and administrative expenses, finance income and expense and taxes, as well as other risks and uncertainties discussed in the “Risk Factors” section of our Annual Report on Form 20-F filed with the Securities and Exchange Commission (the “SEC”) on October 31, 2022.

Except as required by law, we assume no duty to update any of these forward-looking statements after the date of this presentation to conform these statements to actual results or revised expectations. You should, therefore, not rely on these forward-looking statements as representing our views as of any date subsequent to the date of this presentation. Moreover, except as required by law, neither we nor any other person assumes responsibility for the accuracy and completeness of the forward-looking statements contained in this presentation.

This presentation also contains estimates and other statistical data made by independent parties and by us relating to market size and growth and other data about our industry. This data involves a number of assumptions and limitations, and you are cautioned not to give undue weight to such estimates. Neither we nor any other person makes any representation as to the accuracy or completeness of such data or undertakes any obligation to update such data after the date of this presentation. In addition, projections, assumptions and estimates of our future performance and the future performance of the markets in which we operate are necessarily subject to a high degree of uncertainty and risk.

By attending or receiving this presentation you acknowledge that you will be solely responsible for your own assessment of the market and our market position and that you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of our business.

This presentation includes non-IFRS financial measures which have certain limitations and should not be considered in isolation, or as alternatives to or substitutes for, financial measures determined in accordance with IFRS. The non-IFRS measures as defined by us may not be comparable to similar non-IFRS measures presented by other companies. Our presentation of such measures, which may include adjustments to exclude unusual or non-recurring items, should not be construed as an inference that our future results will be unaffected by these or other unusual or non-recurring items. See the IFRS to Non-IFRS Reconciliation section for a reconciliation of these non-IFRS financial measures to the most directly comparable IFRS financial measures.
We accelerate our clients' ability to take advantage of new business models and market opportunities by ideating and delivering dynamic platforms and intelligent digital experiences that are designed to fuel rapid, ongoing transformation of their businesses.

By leveraging next-generation technologies, our agile, multi-disciplinary teams provide a combination of Product & Technology Strategies, Intelligent Experiences, and World Class Engineering to help our clients become more engaging, responsive, and efficient.
Opportunity & Approach
The new reality

As a result of the rapid social changes the world has been forced to adapt over the last several years, businesses have had to swiftly evolve to ensure they could continue to operate, while meeting a very different set of customer expectations.

In this new reality, an organisation’s ability to operate primarily in a digital landscape may dictate its ability to both survive and succeed.

We believe, moving forward, true digital transformation and the establishment of a flexible business model will become mission critical for businesses.

We enable change

We are a leading next-gen technology services provider and help accelerate disruption by delivering rapid evolution to enterprises.

Our people synthesize creativity, technology, and delivery at scale in multi-disciplinary teams, enabling us to support our clients from ideation to production.

From proof of concept, to prototype, to production, we use our engineering expertise to deliver enterprise products and platforms capable of handling millions of transactions per day.

In this new reality, we’ll build the experiences, technical scaffolding, and infrastructure designed to enable an entirely new set of interactions between people and technology.
LARGE AND FAST GROWING MARKET OPPORTUNITY

DELIVER RAPID EVOLUTION BY COMBINING NEXT-GEN TECHNOLOGIES WITH DEEP INDUSTRY EXPERTISE

FOUNDER-LED, EXPERIENCED MANAGEMENT TEAM WITH STRONG CULTURE

IDEATION TO PRODUCTION CAPABILITIES, DISTRIBUTED AGILE AT SCALE, DOMAIN EXPERTISE AND NEAR-SHORE LOCATIONS

STRONG GROWTH AND FINANCIAL PERFORMANCE
WE ARE A PURE PLAY NEXT-GEN TECHNOLOGY COMPANY

ENGINEERING ENTERPRISE AGILE AUTOMATION

TRADITIONAL IT SERVICES

BUS. & TECH CONSULTANTS

DIGITAL AGENCIES

NEXT-GEN TECH STRATEGY USER EXPERIENCE
We serve a large addressable market.

$3.4T
2026

16.3%
FIVE-YEAR CAGR FOR DIGITAL TRANSFORMATION INVESTMENTS

FIVE-YEAR CAGR FOR DIGITAL TRANSFORMATION INVESTMENTS

Our people are at the heart of who we are and drive our success as a business. We enable Endavans to be the best they can be, through our positive working experience ensuring everyone feels respected, included, and connected to our culture.

**GLOBAL EMPLOYEES AS OF MAR 31, 2023**

<table>
<thead>
<tr>
<th>Region</th>
<th>FY19</th>
<th>FY20</th>
<th>FY21</th>
<th>FY22</th>
<th>Q3FY22</th>
<th>Q3FY23</th>
</tr>
</thead>
<tbody>
<tr>
<td>Western Europe</td>
<td>254</td>
<td>448</td>
<td>493</td>
<td>602</td>
<td>594</td>
<td>614</td>
</tr>
<tr>
<td>Central Europe - EU Countries</td>
<td>3,062</td>
<td>3,368</td>
<td>4,469</td>
<td>6,093</td>
<td>5,549</td>
<td>5,974</td>
</tr>
<tr>
<td>Central Europe - Non-EU Countries</td>
<td>1,583</td>
<td>1,810</td>
<td>2,361</td>
<td>2,842</td>
<td>2,719</td>
<td>2,795</td>
</tr>
<tr>
<td>Latin America</td>
<td>780</td>
<td>895</td>
<td>1,244</td>
<td>1,927</td>
<td>1,786</td>
<td>1,762</td>
</tr>
<tr>
<td>North America</td>
<td>75</td>
<td>103</td>
<td>311</td>
<td>348</td>
<td>347</td>
<td>352</td>
</tr>
<tr>
<td>APAC</td>
<td>5</td>
<td>38</td>
<td>6</td>
<td>238</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Middle East</td>
<td>3</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>5,754</td>
<td>6,624</td>
<td>8,883</td>
<td>11,853</td>
<td>11,001</td>
<td>11,742</td>
</tr>
</tbody>
</table>

**EMPLOYEE GROWTH Q3FY22 TO Q3FY23**

**WOMEN IN TOTAL STAFF AS OF MAR 31, 2023**

**GLOBAL EMPLOYEES AS OF MAR 31, 2023**

6.7% **EMPLOYEE GROWTH**

37% **WOMEN IN TOTAL STAFF**

**Q3FY23 ENDAVANS BY REGION**

- Western Europe & EU: 5,754
- Europe Non-EU: 6,624
- North America: 8,883
- Latin America: 11,853
- APAC & Middle East: 11,001
- Total: 11,742

11,742 **GLOBAL EMPLOYEES AS OF MAR 31, 2023**

6.7% **EMPLOYEE GROWTH**

37% **WOMEN IN TOTAL STAFF**

24% **ENDAVANS BY REGION**
64 cities
27 countries

NEARSHORE LOCATIONS
- European Union: Bulgaria, Croatia, Poland, Romania and Slovenia
- Central Europe: Bosnia & Herzegovina, Moldova, North Macedonia and Serbia
- Latin America: Argentina, Colombia, Mexico and Uruguay
- Asia Pacific: Malaysia, Vietnam

CLOSE TO CLIENT
- Australia
- Austria
- Canada
- Denmark
- Germany
- Ireland
- Netherlands
- Singapore
- Switzerland
- United Kingdom
- United Arab Emirates
- United States
WE CREATE VALUE THROUGH THE DELIVERY OF

PRODUCT & TECHNOLOGY STRATEGIES

WORLD-CLASS ENGINEERING

INTELLIGENT EXPERIENCES
BUSINESS ANALYSIS
DATA & ANALYTICS
DIGITAL PRODUCT STRATEGY

DEFIN
PE DIGITAL & IT ADVISORY
PROGRAMME MANAGEMENT
TECHNOLOGY STRATEGY

AGILE APPLICATIONS MGMT
CLOUD INFRASTRUCTURE
DEVSECOPS
SERVICE DELIVERY
SMART DESK
TELEMETRY & MONITORING

ARCHITECTURE
EXTENDED REALITY
MACHINE LEARNING & AI
PRODUCT DESIGN
USER EXPERIENCE DESIGN
VISUAL DESIGN

RUN & EVOLVE

WORLD-CLASS ENGINEERING

AUTOMATED TESTING
CLOUD NATIVE SOFTWARE ENG.
CONTINUOUS DELIVERY

BUILD
DISTRIBUTED AGILE DELIVERY
INTELLIGENT AUTOMATION
SECURE DEVELOPMENT

INTELLIGENT EXPERIENCES

DESIGN
TODAY

TIME

TECHNOLOGY DISRUPTION WAVES & CONVERGENCE
As we strive to be the aspirational brand for IT professionals in the regions in which we operate, we attract high quality talent.

To support this growth, we need leadership and have developed the 'Pass it ON' initiative which drives loyalty and lowers attrition.

We use tuck-in acquisitions to accelerate our growth strategy - to either establish ourselves in a new GEO or to establish a new area of expertise and market growth.
ENDAVA'S FIVE KEY SUSTAINABILITY FOCUS AREAS

- OUR PEOPLE
- SOCIAL IMPACT
- OPERATING RESPONSIBLY
- INNOVATION & DATA INTEGRITY
- ENVIRONMENTAL IMPACT
**OUR PEOPLE**

We enable our people to be the best they can be by fostering an inclusive culture, providing career and progression opportunities, and supporting their wellbeing.

**ENVIRONMENTAL IMPACT**

We follow sound environmental practices to lower our energy footprint, reduce waste, choose greener infrastructures and equipment, and promote environmentally friendly ways of working.

**INNOVATION & DATA INTEGRITY**

We help our clients to accelerate industry transformation by reimagining the relationship between people and technology, while safeguarding our clients’ privacy and protecting the assets entrusted to us according to industry standards.

**SOCIAL IMPACT**

We contribute to the societies we are part of, and more broadly the Technology & Services industry, through community and fundraising activities in the areas of Education, Health and the Environment.

**OPERATING RESPONSIBILITY**

We apply the highest standards of business conduct and ethics to work situations and strive to make the right decisions that benefit our people, inventors, customers, suppliers and society.
Q3 FY2023

Financials
Financial Highlights

MASTER SERVICE AGREEMENTS WITH CLIENTS
PRIMARILY T&M BASED PRICING
LONG-TERM CLIENT RELATIONSHIPS
STRONG REVENUE GROWTH
HEALTHY MARGINS
LOW CAPEX REQUIREMENTS
POSITIVE ADJUSTED FREE CASH FLOW
Over the last five fiscal years, 88.6% of our revenue, on average, each fiscal year came from clients who purchased services from us during the prior fiscal year.

**Revenue (£m)**

CAGR 31.7%  +20.3% YOY

<table>
<thead>
<tr>
<th></th>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
<th>FY21</th>
<th>FY22</th>
<th>9M22</th>
<th>9M23</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue (£m)</td>
<td>217.6</td>
<td>287.9</td>
<td>351.0</td>
<td>446.3</td>
<td>654.8</td>
<td>474.4</td>
<td>604.9</td>
</tr>
</tbody>
</table>

Q1: 604.9
Q2: 205.2
Q3: 203.5
604.9
474.4
157.7
169.2
147.5
196.2
205.2
203.5
654.8
446.3
351.0
287.9
217.6

STRENGTHEN HUMAN RESOURCES
Top 10 Clients Revenue %

<table>
<thead>
<tr>
<th></th>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
<th>FY21</th>
<th>FY22</th>
<th>9M22</th>
<th>9M23</th>
<th>Q3FY22</th>
<th>Q3FY23</th>
</tr>
</thead>
<tbody>
<tr>
<td>JUNE 30</td>
<td>42%</td>
<td>38%</td>
<td>38%</td>
<td>35%</td>
<td>34%</td>
<td>35%</td>
<td>33%</td>
<td>35%</td>
<td>33%</td>
</tr>
<tr>
<td>MARCH 31</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

No. of Clients / Revenue > £1m*

<table>
<thead>
<tr>
<th></th>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
<th>FY21</th>
<th>FY22</th>
<th>Q3FY22</th>
<th>Q3FY23</th>
</tr>
</thead>
<tbody>
<tr>
<td>JUNE 30</td>
<td>46</td>
<td>63</td>
<td>65</td>
<td>85</td>
<td>134</td>
<td>118</td>
<td>155</td>
</tr>
<tr>
<td>MARCH 31</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

* Calculated on a 12 month rolling basis.
INCREASING NUMBER & SPEND OF CLIENTS
DIVERSE REVENUE BASE: GEOGRAPHY & INDUSTRY VERTICALS

Revenue by Region

* Other includes consumer products, healthcare, mobility and retail verticals
LOW CAPEX & POSITIVE ADJUSTED FCF

Capital Expenditures (£m)

Adjusted Free Cash Flow (£m)*

* See page 30 for reconciliation of IFRS to Non-IFRS metrics
## SUPPLEMENTAL NON-IFRS FINANCIAL INFORMATION

### Reconciliation of Revenue Growth at Constant Currency to Revenue Growth as Reported under IFRS

<table>
<thead>
<tr>
<th></th>
<th>2020</th>
<th>2021</th>
<th>2022</th>
<th>2022</th>
<th>2023</th>
<th>2022</th>
<th>2023</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue Growth as Reported under IFRS</td>
<td>21.9%</td>
<td>27.2%</td>
<td>46.7%</td>
<td>51.7%</td>
<td>27.5%</td>
<td>50.7%</td>
<td>20.3%</td>
</tr>
<tr>
<td>Foreign exchange rates impact</td>
<td>(0.9)%</td>
<td>2.4%</td>
<td>0.9%</td>
<td>3.1%</td>
<td>(6.5)%</td>
<td>0.2%</td>
<td>(5.7)%</td>
</tr>
<tr>
<td>Revenue Growth at Constant Currency Including Worldpay Captive</td>
<td>21.0%</td>
<td>29.6%</td>
<td>47.6%</td>
<td>54.8%</td>
<td>21.0%</td>
<td>50.9%</td>
<td>14.6%</td>
</tr>
<tr>
<td>Impact of Worldpay Captive</td>
<td>3.2%</td>
<td>0.8%</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>Proforma Revenue Growth Rate at Constant Currency Excluding Worldpay Captive</td>
<td>24.2%</td>
<td>30.4%</td>
<td>47.6%</td>
<td>54.8%</td>
<td>21.0%</td>
<td>50.9%</td>
<td>14.6%</td>
</tr>
</tbody>
</table>

### Reconciliation of Adjusted Profit Before Tax and Adjusted Profit for the Period

<table>
<thead>
<tr>
<th></th>
<th>2020</th>
<th>2021</th>
<th>2022</th>
<th>2022</th>
<th>2023</th>
<th>2022</th>
<th>2023</th>
</tr>
</thead>
<tbody>
<tr>
<td>Profit before Tax</td>
<td>23,364</td>
<td>54,368</td>
<td>102,379</td>
<td>69,888</td>
<td>89,227</td>
<td>25,890</td>
<td>30,388</td>
</tr>
<tr>
<td>Adjustments:</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Share based compensation expense</td>
<td>15,663</td>
<td>24,427</td>
<td>35,005</td>
<td>27,542</td>
<td>24,135</td>
<td>6,626</td>
<td>8,226</td>
</tr>
<tr>
<td>Discretionary EBT bonus</td>
<td>27,874</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>Amortization of acquired intangible assets</td>
<td>4,075</td>
<td>6,725</td>
<td>10,823</td>
<td>7,746</td>
<td>9,427</td>
<td>2,805</td>
<td>3,220</td>
</tr>
<tr>
<td>Foreign currency exchange (gains) / losses, net</td>
<td>(2,054)</td>
<td>6,546</td>
<td>(9,944)</td>
<td>(3,159)</td>
<td>10,030</td>
<td>(1,099)</td>
<td>2,497</td>
</tr>
<tr>
<td>Restructuring costs</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>Fair value movement of contingent consideration</td>
<td>—</td>
<td>—</td>
<td>(10,650)</td>
<td>3,683</td>
<td>—</td>
<td>2,570</td>
<td>—</td>
</tr>
<tr>
<td>Net gain on disposal of subsidiary</td>
<td>(2,215)</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>Total Adjustments</td>
<td>43,343</td>
<td>37,698</td>
<td>35,884</td>
<td>32,129</td>
<td>36,625</td>
<td>8,332</td>
<td>13,006</td>
</tr>
<tr>
<td>Margin % (Adjusted Profit Before Tax as a percentage of Revenue)</td>
<td>19.0%</td>
<td>20.6%</td>
<td>21.1%</td>
<td>21.5%</td>
<td>20.8%</td>
<td>20.2%</td>
<td>21.3%</td>
</tr>
</tbody>
</table>

### Profit for the Period

<table>
<thead>
<tr>
<th></th>
<th>2020</th>
<th>2021</th>
<th>2022</th>
<th>2022</th>
<th>2023</th>
<th>2022</th>
<th>2023</th>
</tr>
</thead>
<tbody>
<tr>
<td>Adjusted Profit Before Tax</td>
<td>66,707</td>
<td>92,066</td>
<td>120,719</td>
<td>102,017</td>
<td>125,852</td>
<td>34,222</td>
<td>43,343</td>
</tr>
<tr>
<td>Margin % (Adjusted Profit Before Tax as a percentage of Revenue)</td>
<td>19.0%</td>
<td>20.6%</td>
<td>21.1%</td>
<td>21.5%</td>
<td>20.8%</td>
<td>20.2%</td>
<td>21.3%</td>
</tr>
</tbody>
</table>

### Adjusted Profit for the Period

<table>
<thead>
<tr>
<th></th>
<th>2020</th>
<th>2021</th>
<th>2022</th>
<th>2022</th>
<th>2023</th>
<th>2022</th>
<th>2023</th>
</tr>
</thead>
<tbody>
<tr>
<td>Adjusted Profit for the Period</td>
<td>54,547</td>
<td>73,907</td>
<td>112,044</td>
<td>82,698</td>
<td>99,431</td>
<td>27,927</td>
<td>34,117</td>
</tr>
</tbody>
</table>

### Reconciliation of Net Cash from Operating Activities to Adjusted Free Cash Flow

<table>
<thead>
<tr>
<th></th>
<th>2020</th>
<th>2021</th>
<th>2022</th>
<th>2022</th>
<th>2023</th>
<th>2022</th>
<th>2023</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Cash from Operating Activities</td>
<td>37,877</td>
<td>87,668</td>
<td>120,719</td>
<td>73,607</td>
<td>91,191</td>
<td>18,736</td>
<td>25,060</td>
</tr>
<tr>
<td>Adjustments:</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Grant received</td>
<td>888</td>
<td>228</td>
<td>139</td>
<td>90</td>
<td>472</td>
<td>47</td>
<td>252</td>
</tr>
<tr>
<td>Net purchase of non-current assets (tangible and intangible)</td>
<td>(7,319)</td>
<td>(5,236)</td>
<td>(13,695)</td>
<td>(9,954)</td>
<td>(11,656)</td>
<td>(2,727)</td>
<td>(4,081)</td>
</tr>
<tr>
<td>Adjusted Free Cash Flow</td>
<td>31,446</td>
<td>82,660</td>
<td>107,163</td>
<td>63,743</td>
<td>80,007</td>
<td>16,056</td>
<td>21,231</td>
</tr>
<tr>
<td>Margin % (Adjusted Free Cash Flow as a percentage of Revenue)</td>
<td>9.0%</td>
<td>18.5%</td>
<td>16.4%</td>
<td>13.4%</td>
<td>13.2%</td>
<td>9.5%</td>
<td>10.4%</td>
</tr>
</tbody>
</table>