



Endava Investor Day

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, statements regarding our business strategy, our plans and objectives for future operations, and industry trends and opportunities relating to AI. 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 ability to achieve our revenue growth goals in the future, 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 successfully identify acquisition targets, consummate acquisitions and successfully integrate acquired businesses and personnel; our ability to penetrate new industry verticals and geographies and grow our revenue in current industry verticals and geographies; our ability to maintain favorable pricing and utilization rates to support our gross margin; the effects of increased competition as well as innovations by new and existing competitors in our market; the size of our addressable market and market trends; our ability to adapt to technological change and industry trends and innovate solutions for our clients; our plans for growth and future operations, including our ability to manage our growth; our expectations of future operating results or financial performance; our ability to effectively manage our international operations, including our exposure to foreign currency exchange rate fluctuations; our future financial performance, including trends in revenue, cost of sales, gross profit, selling, general and administrative expenses, finance income and expense and taxes; the impact of unstable market and economic conditions, including as a result of actual or anticipated changes in interest rates, economic inflation and the responses by central banking authorities to control such inflation; and the impact of political instability, natural disaster, events of terrorism and wars, including the military conflict between Ukraine and Russia and related sanctions, 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 September 19, 2024.

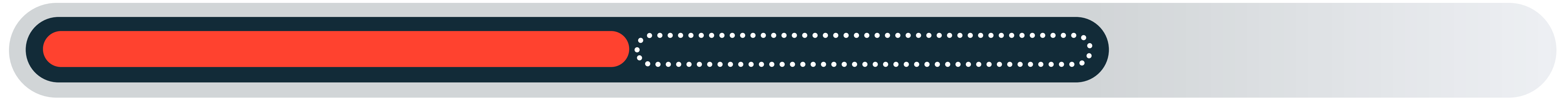
Except as required by law, we assume no duty to update any of these forward-looking statements after the date of this presentation to conform these statements to actual results or revised expectations. You should, therefore, not rely on these forward-looking statements as representing our views as of 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.

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.



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The gap in generative AI adoption



38%

are actively pursuing generative AI initiatives to gain a competitive advantage*

70%

believes generative AI has either begun disrupting their business or will do so in the next 18 months**

* Source: IDC CEO Survey, February 2024, Sample: 354, Persona/s: CEO, Managing Director, Deputy CEO, Business Unit CEO, President

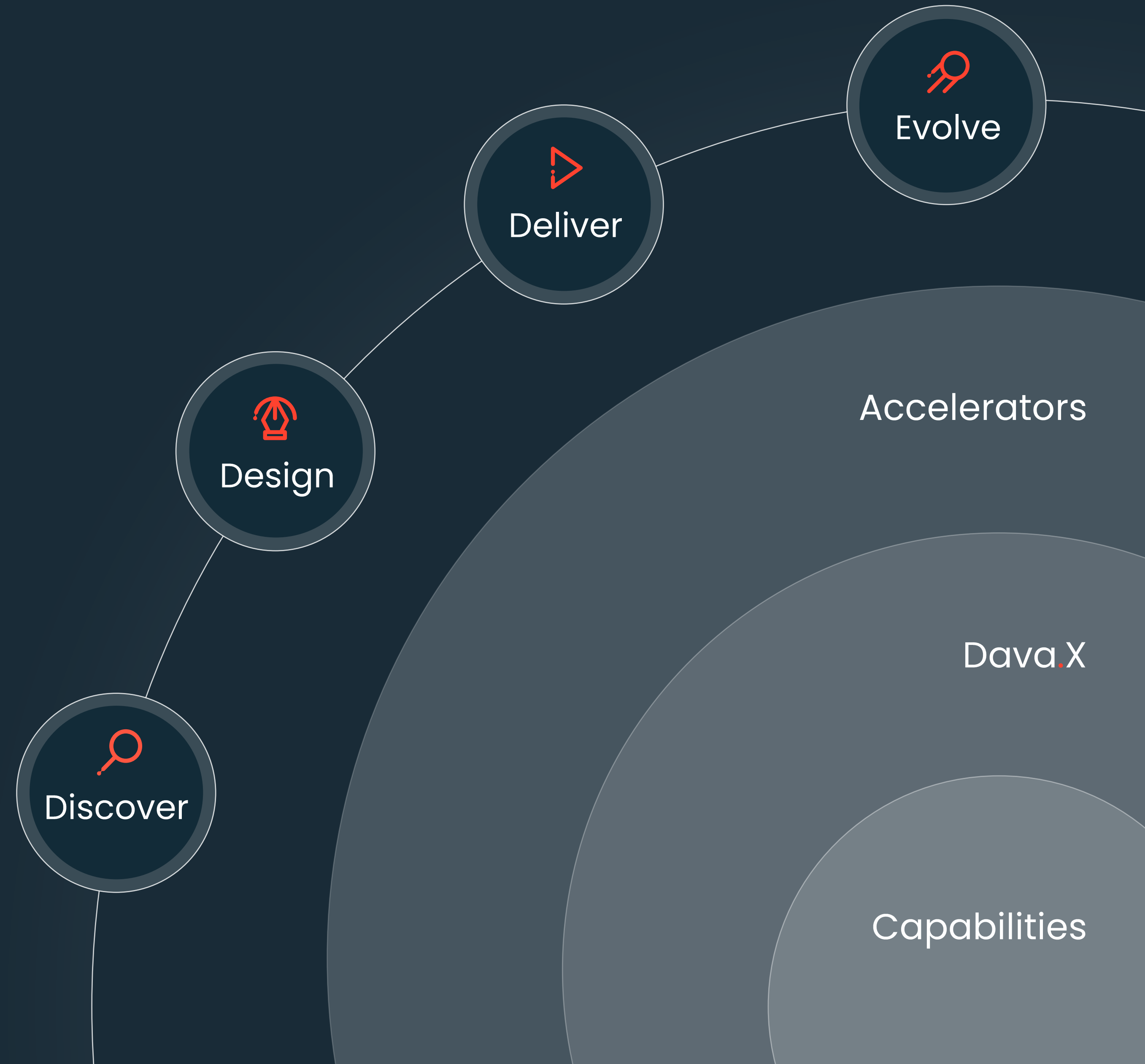
** Source: IDC Future Enterprise Resiliency & Spending Survey, IDC, April 2024, Sample size: 889, Persona/s: Manager, Director, VP, C-suite, CEO/Chairman/President/Owner/Managing Director



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We turn complex problems into breakthroughs

- > Business strategy definition
- > Grow revenue
- > Reduce cost
- > Drive efficiency
- > AI enablement
- > Increase speed to market



Core modernisation

Strategy

Cloud

Cyber Security

AI

Embedded

Dava.X Accelerate

Accelerating your business by leveraging and differentiating through the latest technologies.

Sustainability

Dava.X Invent

Helping you invent the future through adopting emerging technologies.

Physical Computing

Quantum

Dava.X
Core Modernisation

Chronos

Ray

Dash

Infra

Maps

Compass

Dava.X AI

Morpheus

Visual Synthetic Data Creator

AI Maturity & Opportunity Assessment Framework

Dava.X Cloud

Platform Adoption Journey Scaffold

Cloud Migration Programme Calculator

Client Cloud Capability Model

Innovation

BEEQ

QuickStart Assistant

Payments

Payments Xelerator

Accelerators



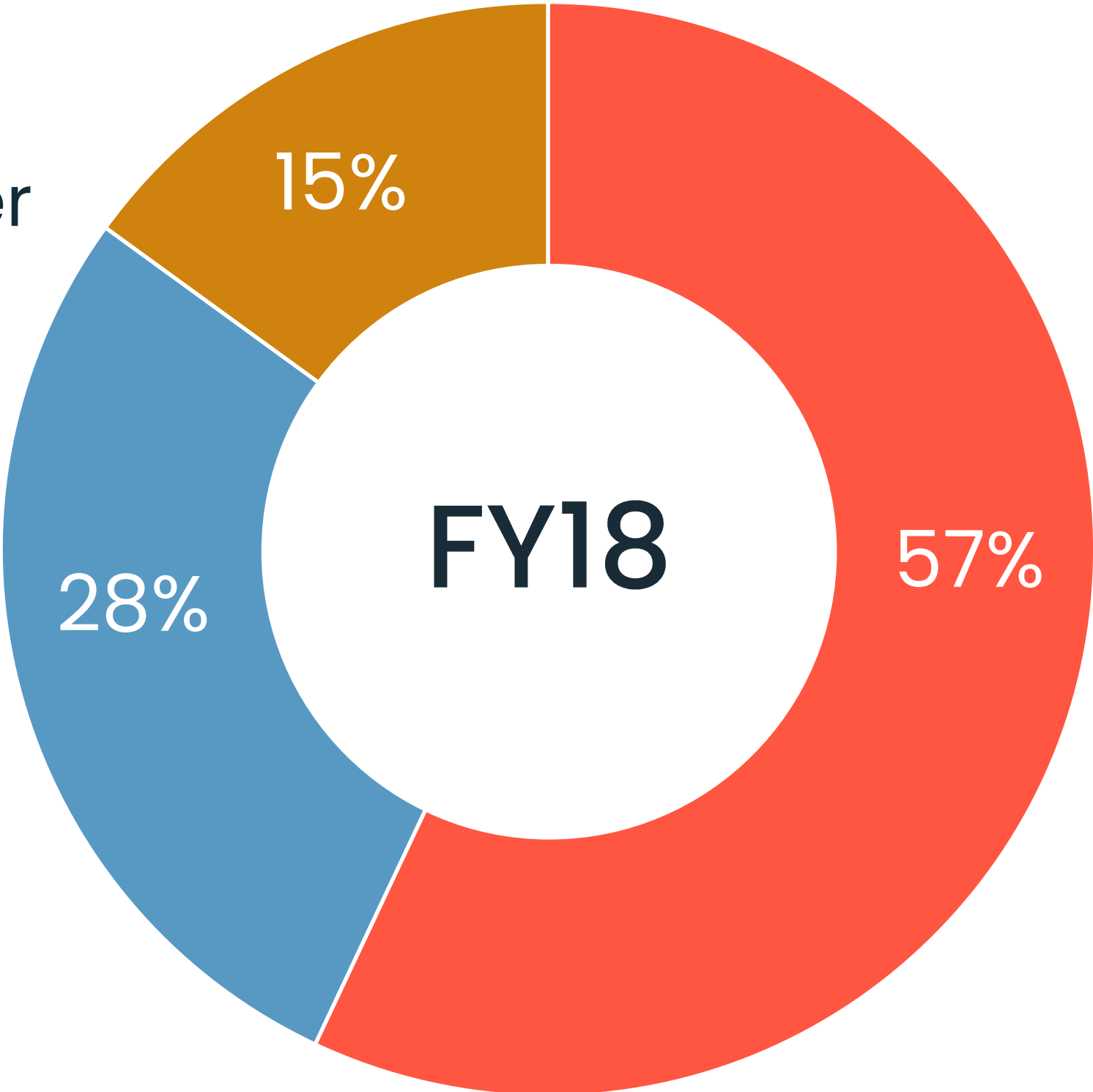
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A shift in industry diversification

Payments and
Financial Services

TMT

Other



Payments

BCM

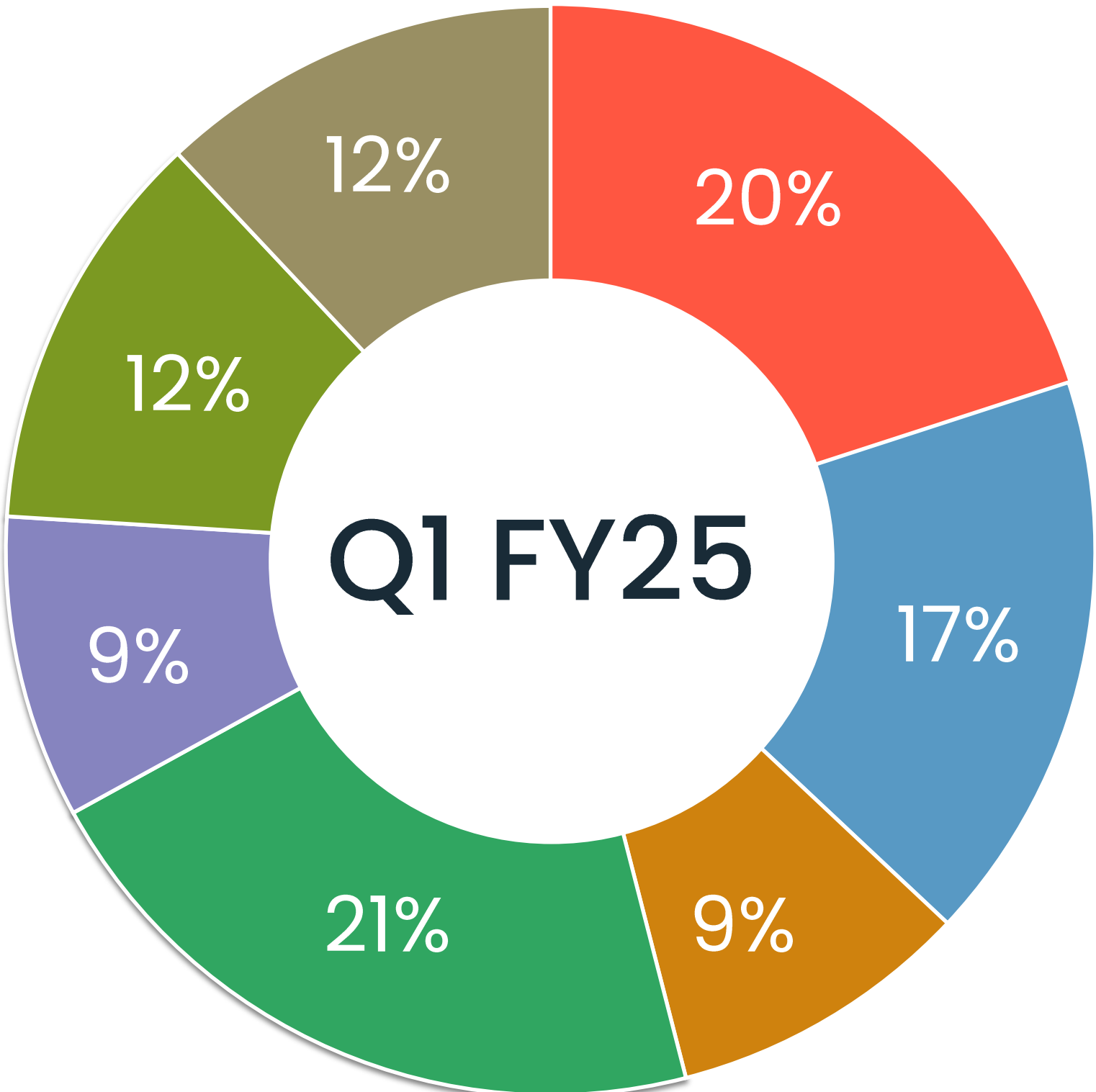
Insurance

TMT

Mobility

Healthcare

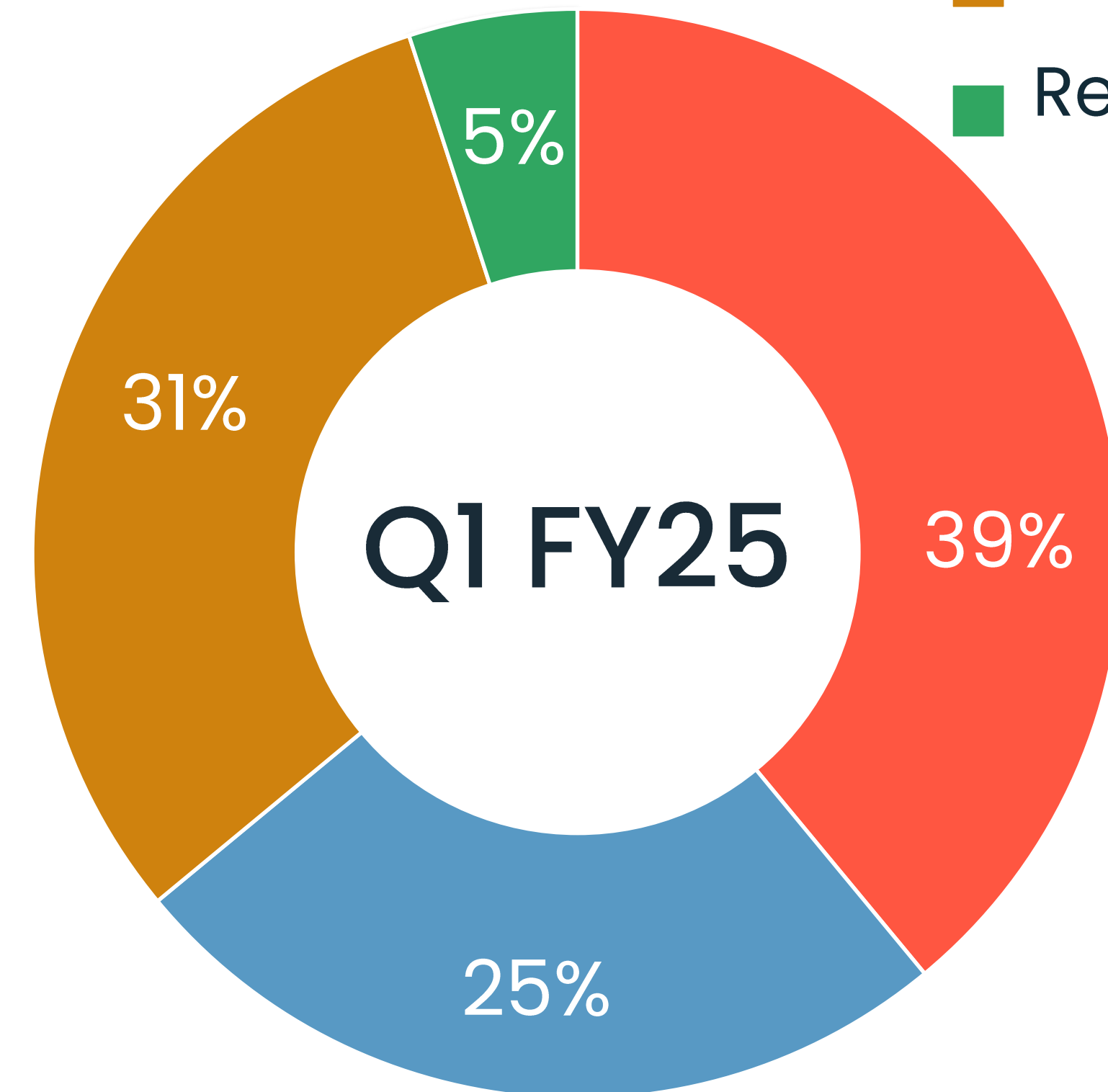
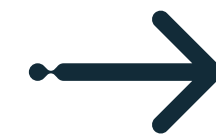
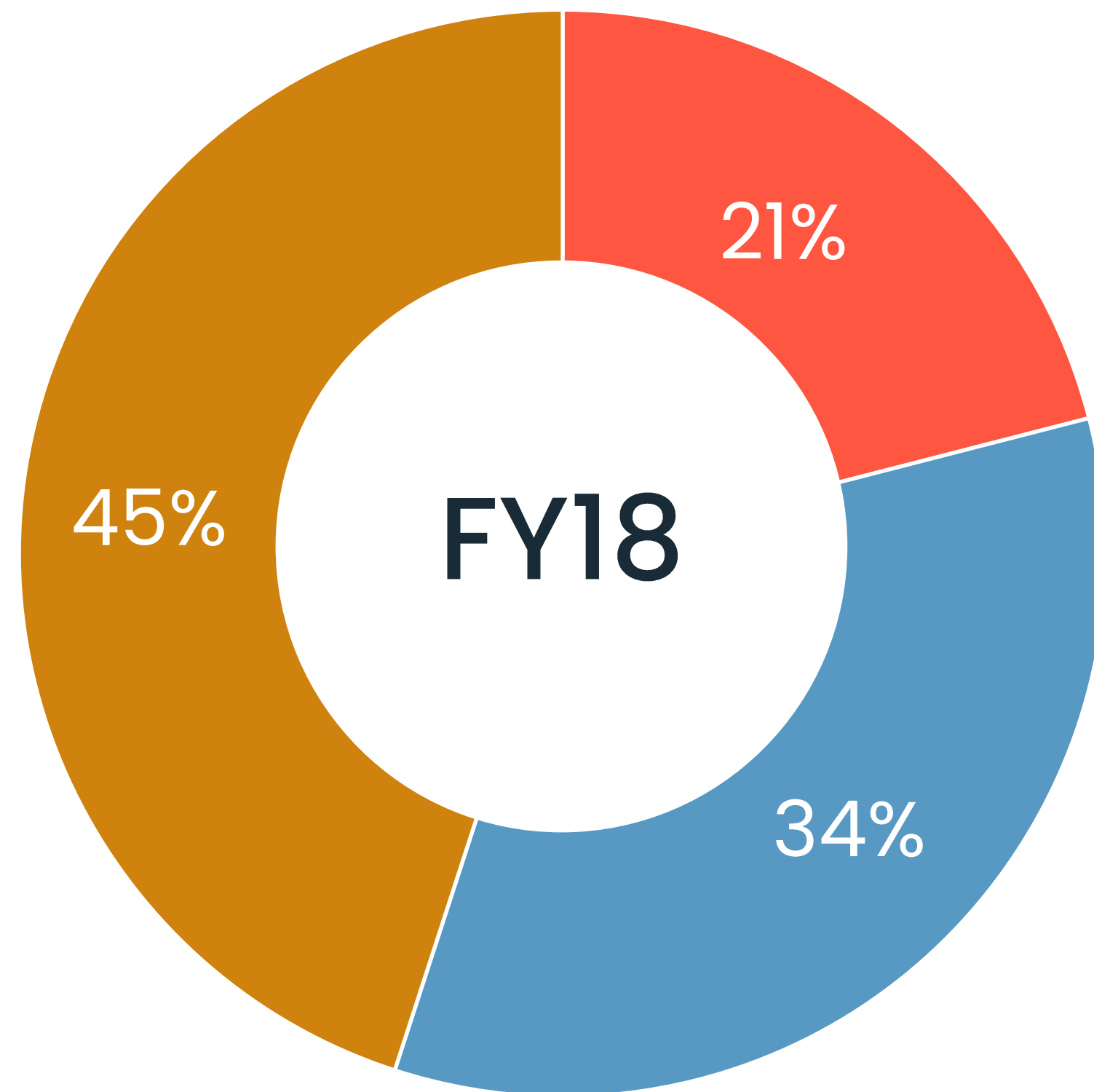
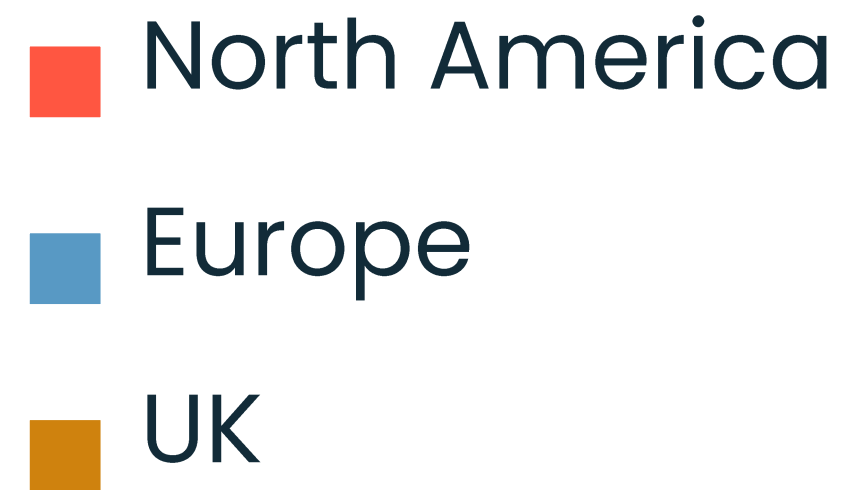
Other



Endava's industry vertical split of revenue %

Figures represent data for the specified time period.

Geographic shift in revenue



Endava's geographic split of revenue %

Figures represent data for the specified time period.

Geographic shift in regional presence



Western Europe & EU

Central Europe – Non-EU Countries

North America

Latin America

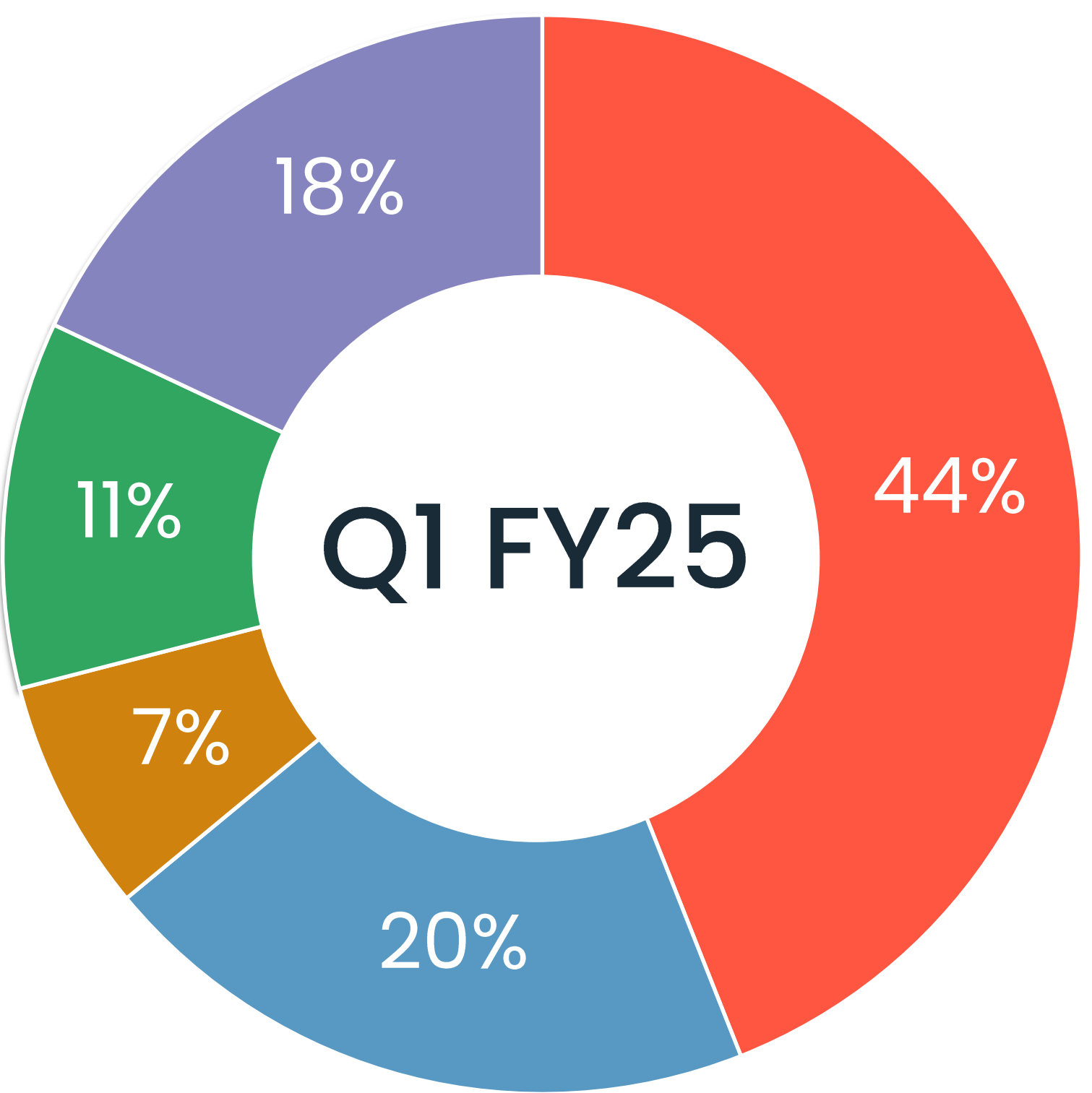
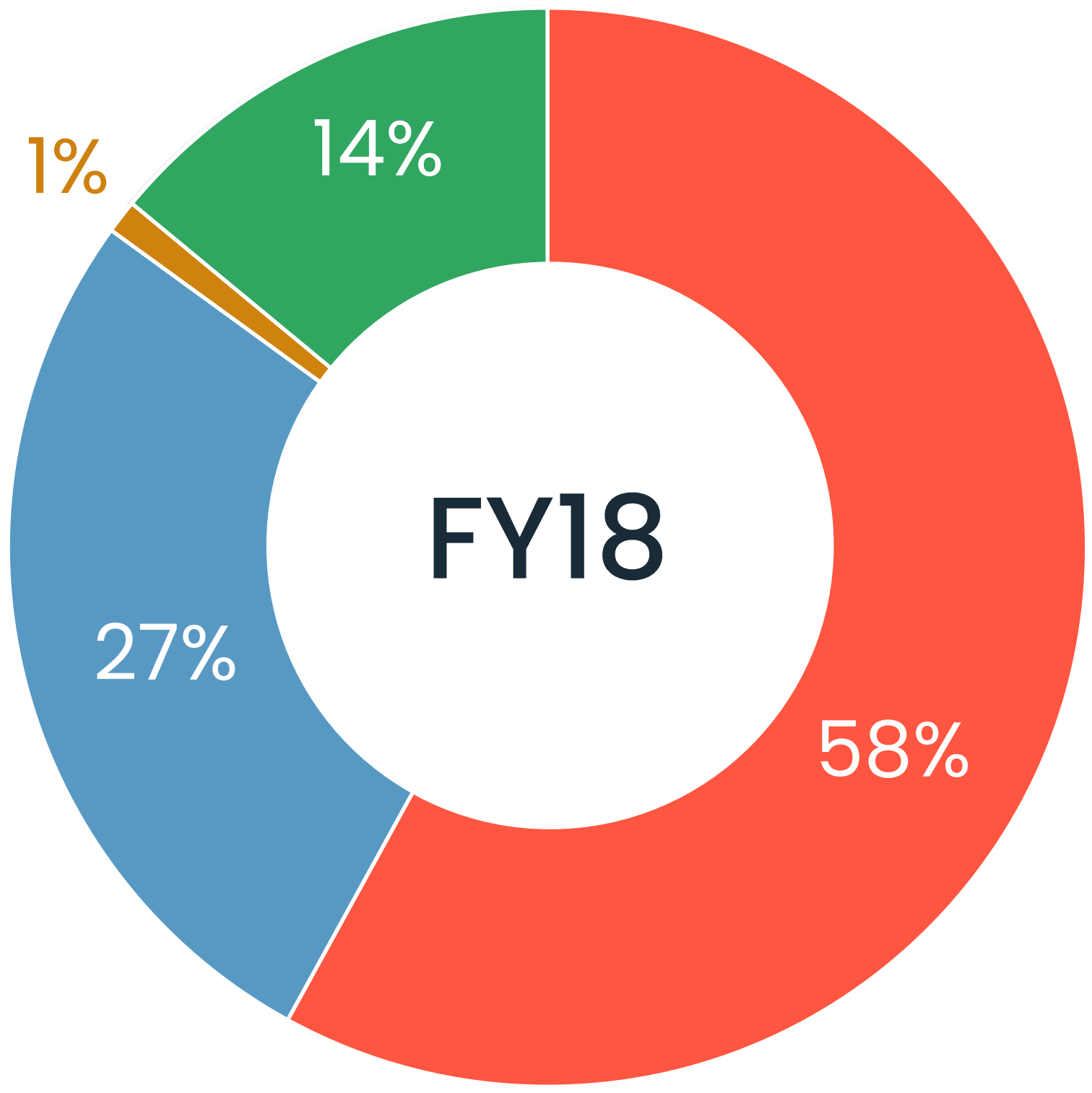
Western Europe & EU

Central Europe – Non-EU Countries

North America

Latin America

APAC & Middle East



Geographic distribution of Endava’s workforce

Reported as of the end of the specified time period.



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Businesses need a
digital core to succeed in
digital transformation

AI is accelerating change,
driving and increasing focus
on innovation

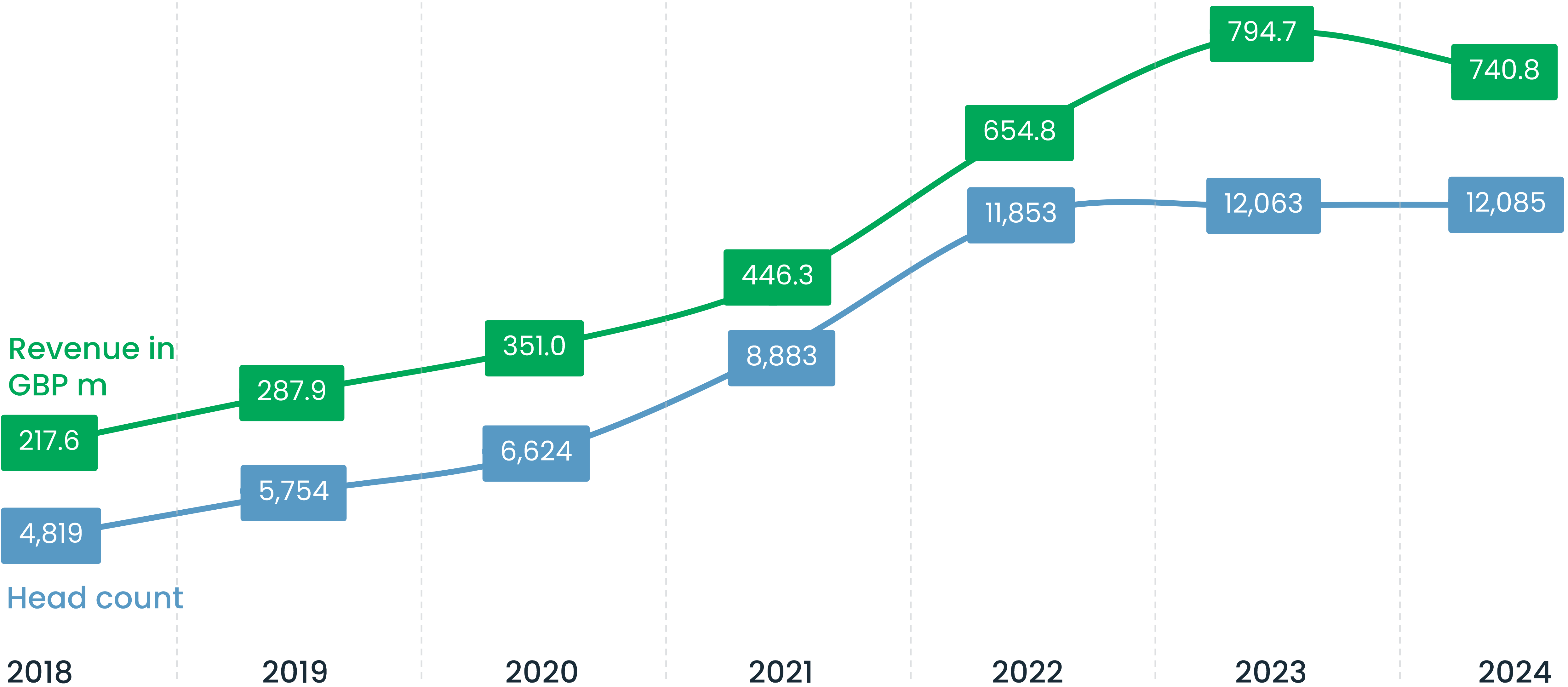
A diverse portfolio, enhanced
capabilities and a global
presence makes us a **leading
strategic technology partner**

**This disruptive tech wave brings huge
opportunities and opens up the market**

Since IPO

Revenue growth
CAGR FY18-FY24 **22.6%**

Headcount growth
FY18-FY24 **16.6%**



Reported on the 30.06 of each year.



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Extra content



Navigating the Digital Shift

an IDC InfoBrief, sponsored by Endava

Download the full report, explore key insights in our infographic or watch a video featuring our key takeaways by visiting our website.

→ investors.endava.com



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