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EPAM Systems, Inc.
AT A GLANCE

JULY 2021

Fast Facts*

FOUNDED IN

1993

U.S. HEADQUARTERED
PUBLIC COMPANY

(NYSE:EPAM)

FY 2020 REVENUE

\$2.7B

Q4 2020 REVENUE

\$723M

REVENUE GROWTH

5 Year Revenue CAGR of 24%

(FY15-FY20)

GAAP EPS

\$1.46, +13.2%

NON-GAAP EPS

\$1.81, +19.9%

41,150+

EPAMERS

36,700+

ENGINEERS, DESIGNERS
& CONSULTANTS

35+

COUNTRIES

* Figures are as of Q4 2020, percentages presented on a YoY basis unless otherwise noted.

EXECUTIVE LEADERSHIP

ARKADIY DOBKIN

Chief Executive Officer & President

SERGEY YEZHKOV

Co-Head Global Business, SVP

LARRY SOLOMON

Chief People Officer, SVP

JASON PETERSON

Chief Financial Officer, SVP
& Treasurer

ELAINA SHEKHTER

Chief Marketing and Strategy
Officer, SVP

ED ROCKWELL

General Counsel, SVP

BALAZS FEJES

President of EU and APAC Markets

VICTOR DVORKIN

Head of Global Delivery, SVP

PHILIP STORM

Chief Compliance Officer, SVP

BORIS SHNAYDER

Co-Head Global Business, SVP

YURIY GOLIYAD

Head of Global Operations, SVP

SAM REHMAN

Chief Information Security Officer, SVP

[Learn more about our Leadership Team](#)

OUR UNIQUE APPROACH

We help our customers thrive in a market challenged by the pressures of digitization. Our diverse, integrated consulting teams apply a Systems Thinking mindset to get to the heart of our clients' increasingly complex business challenges.

Our business, experience, technology and data consultants work together to create holistic solutions that achieve meaningful, sustained impact for businesses, their employees and customers.

Over the past **28 years**, we have helped our customers navigate the waves of **digital transformation**, building solutions that help them level the playing field and stay competitive through constant market disruption.

WHAT WE DO



CONSULT— We harness the power of our integrated consulting talent, alongside our data expertise, to work out where we can provide value and address your unique needs.



DESIGN— Our talented designers bring your ideas to life. They know how to humanize technology and business to create meaningful, multimodal digital experiences.



ENGINEER— We make technology transformation happen. You get omni-channel software platforms architected for the future and built to scale.



OPERATE— We deploy commercial software product practices to deliver next-generation, integrated and smart-run services.



OPTIMIZE— We turn process optimization into platforms for innovation through data-driven decisions, using a product-centric approach.

As consultants, designers, architects, engineers and trainers, we focus on building long-term partnerships with our customers, enabling them to reimagine their businesses through a digital lens.

We help our customers become faster, more agile and more adaptive enterprises, by delivering solutions through best-in-class engineering, strategy, design, consulting, education and innovation services.

Our industry expertise includes:



Using our software engineering heritage as a foundation, we continue to disrupt ourselves by deepening our technology expertise and adding strategic business and innovation consulting, design thinking, and physical-digital capabilities to provide business value through human-centric innovation.

HISTORY

1993

EPAM opens for business with three employees

1996

EPAM is chosen to help Colgate-Palmolive develop a Salesforce Automation solution and deploy it across its organizations in Europe and Latin America

1997

EPAM lands first major software product development client: SAP AG

2003

EPAM completes its first decade having built a foundation of delivering Software Products and Solutions for more than 200 independent software companies

2004

EPAM enters the European market, beginning a multi-year journey of geographic and industry diversification

2009

In the midst of a historic global recession, EPAM focuses on investing in talent and tools, which will serve as the platform to support the company's future growth

2012

EPAM is the first company with Belarusian engineering roots to go public on the New York Stock Exchange (NYSE: EPAM)

2013

EPAM establishes its Digital Engagement practice and accelerates services to help clients in customer experience, design and eCommerce, in addition to expanding its offerings in Agile, Business Intelligence/Analytics and Mobile

2016

EPAM extends its leadership position into Digital Product and Platform Engineering Services, and is named one of the top 25 Fastest Growing Public Tech Companies by Forbes

2019

EPAM's clients now include more than 50% of the Forbes 2000

2020

For the second year in a row, EPAM is ranked as the top IT services company on Fortune's 100 Fastest-Growing Companies list, jumping 50 positions to #21

Our Customers

EPAM continues to expand its end-to-end service offerings—supported by our strategic acquisitions and ongoing investments in our people, platforms and geographies.

HERE ARE JUST A FEW EXAMPLES OF OUR RECENT SUCCESS STORIES:

Our Digital Learning program was recognized with a **2020 Daimler Supplier Award in Innovation**.

Helped **Liberty Global** deliver a personalized viewing experience to their consumers by implementing Agile methodologies via set-top box and mobile app.

Enabled **Wolters Kluwer** to deliver a better risk management and compliance experience for its healthcare practice through a platform that retrieves and organizes actionable data.

Recognized in partnership with Eli Lilly as the Data Strategy winner at the **Bio IT Innovative Practices Awards** for the Research Data Program.

Received the Banking Technology Award for Best Use of IT Private Banking/Wealth Management with UBS for the development of **UBS SmartWealth**, a digital wealth management tool.

Won the **Sitecore Ultimate Experience Award** for Best Innovation with Emerging Technology for shifting the exclusive location-based organization to a digital future.

Designed a holistic future state vision for **Jamba** and then made their digital touchpoints real.

Created an award-winning DevOps Automation Platform for **Bacardi** to improve brand consistency, accelerate time to market, and deliver operational cost savings.



Global Recognition

Listed among the **top 15 companies** in Information Technology Services on the **Fortune 1000**

Listed among the **Top 25 World's Largest Agencies** by Ad Age

A Strong Performer in **The Forrester Wave™: Customer Experience Strategy Consulting Practices, Q4 2020**

A Leader in **The Forrester New Wave™: Computer Vision Consultancies, Q4 2020**

Ranked **#17** on **Consulting Magazine's global list of the Fastest Growing Consulting Firms** measured by revenue growth for EPAM Continuum

Recognized as **The leader for post-COVID-19 Growth** by Everest Group

1. EPAM Systems Company Profile, News, Rankings | Fortune | Fortune, May 2020
2. The Forrester Wave™: Customer Experience Strategy Consulting Practices, Q4 2020, Forrester Dec 2, 2020
3. The 2020 Fastest Growing Firms, Consulting Magazine, Dec 7, 2020

4. Ad Age Agency Report 2020: Rankings and Analysis, Ad Age, May 11, 2020
5. The Forrester New Wave™: Computer Vision Consultancies, Q4 2020, Forrester, Nov 9, 2020
6. Webinar: ITO 2021: Changes in the Marketplace You Need to Understand, Everest Group, Nov 12, 2020

Enterprise Solutions & Products



TELESCOPEAI™

TELESCOPEAI™ – an adaptive enterprise solution for workforce management, vendor management, IT and TechOps performance measurement and monitoring that layers on top of your existing systems of record, infrastructure and legacy databases. [Learn more](#)



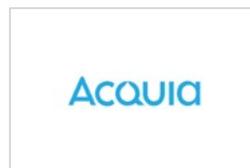
INFONGEN™

INFONGEN® – a text analytics and sentiment analysis solution that leverages AI-based text analytics and advanced sentiment analysis to automatically find actionable insights hidden in mountains of data. [Learn more](#)

SOLUTIONSHUB – a catalogue of more than 30 software products, accelerators and open source solutions created by EPAM employees and partners, as well as members of the open source community, to solve business challenges related to technical development. [Learn more](#)

Key Partnerships

We partner with more than 100 of the world's most innovative software companies to help drive next-gen solutions to today's largest technological challenges, including these strategic market leaders:



[Learn more](#)

EPAM CONTINUUM

EPAM Continuum, the integrated business, experience and technology consulting service brand of EPAM Systems, applies a Systems Thinking mindset to help solve our clients' most complex problems, develop their agility to adapt, and empower them to compete.

We believe the right solutions are the ones that improve people's lives and fuel competitive advantage. We don't just create blueprints, operating models and business plans—our thinking lives in code, products and in market. We make it real.

[Learn how](#) we help our clients drive competitive transformation through our unique mix of integrated consulting capabilities and applied systems thinking, alongside EPAM's world-class engineering heritage.

EXPERTS IN:

CYBERSECURITY

CLOUD
MODERNIZATION

EDUCATION
TECHNOLOGY

DEVSEC/TESTOPS

PRODUCT
MANAGEMENT

DATA, ANALYTICS,
AI & SEARCH

COMMERCE

DIGITAL
MARKETING

ENTERPRISE
APPS

API
INTEGRATION

MOBILE & IOT

AI, ML & VR

ROBOTICS, AUTOMATION & RPA



Corporate Social Responsibility

EPAM's corporate social responsibility goals are driven by our values, correspond with the United Nation's Sustainable Development Goals, and are guided by ISO 26000 standards, which provide guidance on how businesses can operate in a socially responsible way. EPAM is committed to serving as an ethical organization and sharing our time, talent and knowledge to improve tech education around the world, giving back to the communities where we live and work to make a difference.



EDUCATION— EPAM eKids provides a fun environment to explore software engineering and pursue lifelong learning through close mentoring relationships with EPAM employees and hands-on challenges provided by the MIT-designed Scratch platform, a global community of coders.

The EPAM University Program equips students in 64 partner universities with the competitive skills they need to contribute to the global IT sector after graduation with EPAM-sponsored curriculum and industry-relevant training.



ENVIRONMENT— Through our innovative conservation solutions, we recognize the need to act with urgency to conserve and protect our environment by offsetting our current footprint and moving towards carbon neutrality.



COMMUNITY— EPAM hosts and sponsors community events, in partnership with community leaders, clients, and other organizations, to encourage social innovation and empower communities to disrupt for good.

[Learn more about our CSR Programs](#)



Adapting to a New Normal: Our Response to COVID-19

The current environment presents all of us with an opportunity to mobilize, act for good, give back and help fight the pandemic. At EPAM we strengthened our commitment to assist our global and local communities—taking proactive measures, donating resources and developing open source contributions to support relief efforts in the communities where we live and work.

[Learn more about our response, the organizations we are supporting and our insights on how to adapt to this new normal](#)

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