

CONTACTS

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SVP, Treasurer and **Investor Relations Officer**

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"The customer experience has become a lightning rod. It has risen from a tactical cost of doing business to the battle ground where customer loyalty is won or lost."

> -Kenneth Tuchman, Founder, Chairman and Chief Executive Officer

> > 464

TTEC HOLDINGS, INC.

As of 6/30/2018

NASDAQ Exchange TTFC Market Cap (MM) \$15895 **Enterprise Valuation (MM)** \$1.817.9

Q2 Weighted-Average Diluted Shares Outstanding (MM)*

Share Price (as of 6/30/18) \$34.55 52-Week Range \$29.70-\$43.75

FINANCIAL METRICS

LTM Revenue (GAAP) (MM) \$1.510.8 LTM Diluted EPS (GAAP)** (\$0.36)LTM Revenue (Non-GAAP) (MM) \$1,498.6 LTM Diluted EPS (Non-GAAP) \$1.65 LTM EBITDA Adjusted (MM) \$204.7 Debt/LTM EBITDA (Non-GAAP) 15x Dividend per Share*** \$0.54 (annualized estimate)

- * Weighted average for Q2 2018
- **Includes the one-time impact from enactment of the
- U.S. Tax Cuts and Jobs Act
- ***Subject to board approval Source: Company reports, Capital IQ

ABOUT TTEC

TTEC Holdings, Inc. (NASDAQ: TTEC) is a leading global customer experience technology and services provider focused on the design, implementation and delivery of transformative solutions for many of the world's most iconic and disruptive brands. The Company delivers outcome-based customer engagement solutions through TTEC Digital, its digital consultancy that designs and builds human centric, tech-enabled, insight-driven customer experience solutions for clients and TTEC Engage, its delivery center of excellence, that operates customer acquisition, care, growth and digital trust and safety services. Founded in 1982, the Company's 47,800 employees operate on six continents across the globe and live by a set of customer-focused values that guide relationships with clients, their customers, and each other. To learn more about how TTEC is bringing humanity to the customer experience, visit www.ttec.com.

INVESTMENT THESIS

INDUSTRY LEADER

- Global leader in customer experience, engagement and growth
- 35-year heritage of innovation in technology-rich, value-oriented capabilities
- 21-year public company, supporting 6 continents & 50 languages
- Deep domain expertise, proven industry leaders

INTEGRATED **OFFERINGS**

- Humanify $^{\!\mathsf{TM}}$ Customer Engagement as a Service offering end-toend customer consulting, technology, growth, care and trust & safety services
- New standards of excellence through more strategic, outcomebased results

RECURRING

- High revenue visibility in Customer Care and Growth Services
- Growing revenue from expanded clientele, geographies and integrated offerings
- 10+ year relationships with over 30 household named clients

SUSTAINABLE VALUE CREATION

- Significant investment in innovation, operations, leadership and sales
- Commitment to acquisitions, dividends and stock repurchases

FINANCIAL PERFORMANCE

- Industry leading financial performance, including ROIC
- Strong cash flow and balance sheet

KEY PRIORITIES AND GROWTH DRIVERS

1. Deliver Sustainable and Profitable Growth

- Expand integrated global customer engagement offerings
- Stronger bookings with improved quality and diversity

2. Increase Market Adoption of Our Differentiated Solution

Accelerate investments in our vertical, geographic and sales strategies

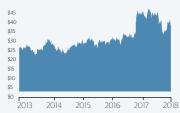
3. Increase Investment in **Continuous Innovation**

- Stay strategically relevant and ahead of the needs of our client base with new products and services

4. Execute Acquisitions

- Inorganic growth through accretive and strategic acquisitions

FIVE-YEAR TTEC PERFORMANCE*



* as of 6/30/2018

HEADQUARTERS

9197 S. Peoria Street Englewood, CO 80112

WFRSITE

ttec.com

EMPLOYEES

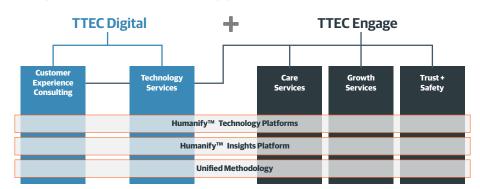
47,800

CLIENTS

300+

Humanify™ Customer Engagement as a Service

One integrated platform that delivers seamless engagement between brands and customers.



Humanify[™] **Technology Platforms** provide best of breed CX technology **Humanify**™ **Insights Platform** is a comprehensive CX analytics dashboard **Unified Methodology** knits the solutions together for consistent outcomes

TTEC Digital

Humanizing Digital + Digitally Enabling Humans

- Strategy + Optimization
- Analytics + Insights Learning + Performance
- Omnichannel
- CRM
- Systems Integration
- Innovation

TTEC Engage

Delivering captivating customer experiences through operational excellence

- Care
- Demand + Acquisition

Loyalty

- Service to Sales
- Retention + Expansion
- Trust + Safety
- Humanify™@home SMB Sales

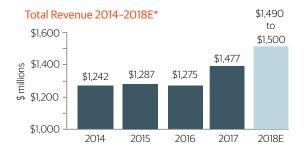
- Al/Bots

GROWTH GOALS

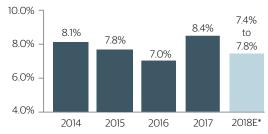
GUIDANCE | 2018 Estimated

Revenue* (\$ millions)	Adjusted Operating Margin
\$1,490 to \$1,500	7.4% to 7.8%

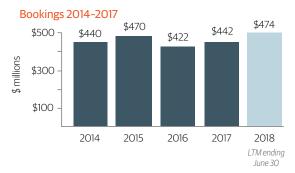
^{*} Excludes assets held for sale and wind-down (AHFS/WD)



Adjusted Operating Margin 2014-2018E



2014-2015 - excludes from operating income impairment and restructuring charges. 2016-2018E - excludes from revenue and operating income i) assets held for sale and wind-down, and ii) impairment, restructuring and integration charges.





Kenneth Tuchman
Founder, Chairman and Chief Executive Officer
Background
Founded TTEC in 1982



Marty DeGhetto
EVP, Chief Operating Officer; Customer Management
and Customer Growth Services, TTEC Engage
Background Convergys, American Express, AT&T/American Transtech



EVP, Consulting, TTEC Digital **Background**Tata Consulting Services (TCS), IBM, Steeple Chase, Motorola



Kyle Priest
Chief Strategy and Marketing Officer
Background
Publicis (Sapient Razorfish)



Paul Miller SVP, Treasurer and Investor Relations Officer Background J.D. Edwards, Wells Fargo Bank, BONY

BRINGING THE INTEGRATED OFFERING TO MARKET

Our integrated go-to-market strategy brings vertical industry and customer experience domain expertise together.

INTERNATIONAL

GEOGRAPHIES

Other Emerging

Geographies

APAC.

EMEA

LATAM

COMMUNICATION FINANCIAL SERVICES
MEDIA & TECHNOLOGY Ranking

MEDIA & IECHNOLOGY

Communications

High Tech

Media & Entertainment

Cable / Satellite

Banking

Insurance

Payments

Brokerages

HEALTH & PUBLIC SECTOR

Payor Automotive, Travel & Transportation
Provider Retail, Consumer Goods & Services

Pharmaceutical / PBM Energy Medical Devices Utilities

Public Sector (Exchanges, Federal, Emerging Industries

State & Local, Education)

DIVERSIFIED

Consulting Services (CSS) \$68M* (4% of Rev)

Technology Services (CTS) \$137M* (9% of Rev)

Care Services (CMS) \$1,175M* (78% of Rev)

Growth Services (CGS) \$130M* (9% of Rev)

ACQUISITIONS ARE FOCUSED ON ENHANCING THE PLATFORM

Company	Strategic Fit	Business Segment	Date of Acquisition
eLoyalty	Cisco omnichannel design, implementation and managed services	CTS	May 2011
iKnowtion	CX data-analytics strategy and execution	CSS	Feb 2012
Guidon	CX strategy and process optimization	CSS	Oct 2012
Sofica Group	Broad European multilingual customer services	CMS	Feb 2014
rogenSi	Leadership and change management consulting	CSS	Aug 2014
Atelka	Canada-based customer experience provider	CMS	Nov 2016
Connextions	Healthcare customer sales and services	CMS	Apr 2017
Motif	India/Philippines-based Trust & Safety and Community Moderation services	CMS	Nov 2017
SCS	UK-based Cisco omnichannel partner	CTS	April 2018



Regina Paolillo
EVP, Chief Financial and Chief Administrative Officer
Background
Cognizant (TriZetto), General Atlantic, Creditek, Genpact, Gartner



Judi Hand Chief Revenue Officer Background AT&T, Qwest, US WEST



Tony TsaiChief Information and Innovation Officer **Background** UST Global, Fresh & Easy Markets, The Beijing Hualian Group, Procter & Gamble



Steve Pollema SVP, Customer Technology Services **Background** eLoyalty, LLC, MarchFirst, Accenture



Harish Mysoré SVP, Corporate Development Background Sabre, Cognizant (TriZetto), Dell (Perot)

^{*} Financials based on a LTM GAAP revenue basis (as of June 30, 2018)