

# Investor Relations Fact Sheet

## **Exchange and Ticker**

NASDAQ: EDGW

## **As of 6/30/03**

Price	\$4.80
52 Week Range	\$3.06 - \$4.85
Fiscal Year Ends	December 31
Shares Outstanding	11.4M
Market Capitalization	\$54.6M
FY02 Revenue	\$18.7M

## **Q2 2003 Financial Highlights**

(For the period ending 6/30/03)

		% of Growth over Q1 '03
Revenues	\$6.2M	19%
Gross Profit	\$2.9M	27%
Gross Profit %	47.7%	*
Operating Income	\$0.2M	138%
Utilization	83.3%	**

## **Selected Balance Sheet Data**

	6/30/03	12/31/02
Cash & Securities	\$42.3M	\$46.8M
Total Assets	\$84.5M	\$86.5M
Total Liabilities	\$ 4.2M	\$ 5.5M
Shareholders Equity	\$80.3M	\$81.0M

## **Number of Employees**

As of 6/30/03: 199

## **Transfer Agent**

Equiserve Trust Company, N.A.  
800-446-2617

## **Independent Accountant**

Deloitte and Touche, LLP  
Boston, MA

\* - Q1 Gross Profit - 44.7% = 300 bp

\*\* - Q1 Utilization - 77.3% = 500 bp

## **Executive Offices**

Edgewater Technology, Inc.  
20 Harvard Mill Square  
Wakefield, MA 01880-3260

**Phone:** (781) 246-3343  
**Fax:** (781) 246-5903  
**Email:** ir@edgewater.com  
**Website:** www.edgewater.com

## **Profile**

Founded in 1992, Edgewater Technology is an award-winning strategic technical consulting firm that specializes in custom software development and system integration services primarily to middle-market companies and divisions of large Global 2000 companies.

Headquartered in Wakefield, Massachusetts, Edgewater Technology services clients from its national solutions centers in Arkansas, New Hampshire and Virginia.

## **Executive Management Team**

David Clancey  
Executive Vice President and  
Chief Technology Officer

David Gallo  
Chief Operating Officer

Kevin R. Rhodes, CPA  
Chief Financial Officer

Gordon Y. Allison, Esq.  
Executive Vice President - General  
Counsel



Shirley Singleton  
President & CEO

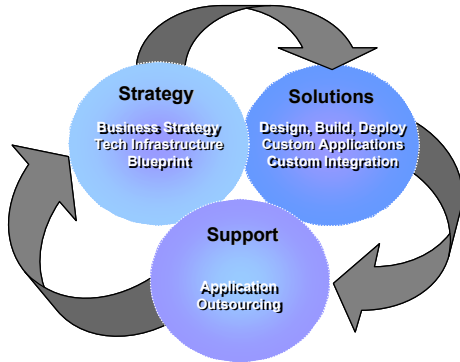
## **Board of Directors**

- William Lynch, Non-Executive Chairman, Outside Director
- Shirley Singleton, President and CEO
- Clete Brewer, Outside Director
- Michael Loeb, Outside Director
- Bob L. Martin, Outside Director
- Wayne Wilson, Outside Director

## Services

Edgewater Technology assists mid-market organizations break through the barriers of technology by:

- translating business goals into technology solutions (**Strategy**);
- designing, building, and deploying large scale enterprise-wide systems (**Solutions**);
- providing ongoing application support for our solutions (**Support**).



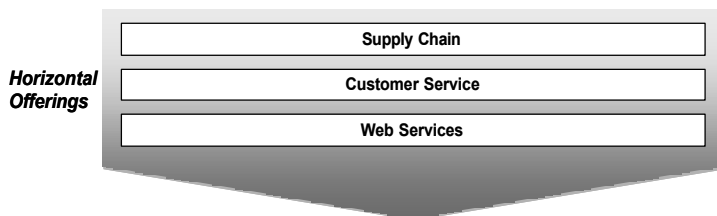
## Practice & Vertical Areas

### Practice Areas

- Customer Service • Supply Chain • Web Services

### Industry Verticals

- Financial Services • Life Sciences
- Insurance • Real Estate
- Health Care • Retail
- Higher Education • Telecommunications



Increasing Value Across the Enterprise by offering  
**Strategy, Custom Solutions & Application Outsourcing**

## Services & Solutions:

- Custom Development • Complex Data Integration
- Systems Integration • Technical Roadmaps
- Web Services • Application Outsourcing

## Partial List of Clients:

Edgewater Technology services a broad and diversified middle-market client base, as well as divisions and business units of Fortune 1000 organizations.

We typically engage in long-term strategic relationships, requiring an integrated mix of strategy, solutions and support services.

Some of our clients have included:

- American Express
- American Student Assistance (ASA)
- Americo
- Arkansas BlueCross BlueShield
- Barnstable County Mutual Insurance
- Champion Exposition Services
- Converse
- First Notice Systems
- Marconi
- Marten Transport
- MetaWorks
- MIT
- Synapse Group
- State Street Global Advisors
- Visiting Nurses Association of America

## Technology Partnerships

- American Student Assistance (ASA)
- BEA
- Document Sciences Corporation
- Financial Fusion
- IBM
- Microsoft
- Optical Image Technology
- Oracle
- Sun
- Symbol Technologies

**Q3 2003**  
**Financial Results Call**  
**Wednesday, October 22 at 10:00 a.m. ET.**  
For dial-in information,  
contact Edgewater Technology's  
Investor Relations Department at  
**(781) 246-3343 or ir@edgewater.com.**