



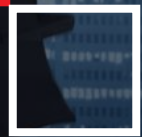
Experience the power of
PLATFORMATION

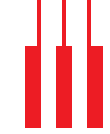
Platform-based Digital Business Transformation

Annual general meeting

Srikar Reddy

16th aug 2021





Year in review

Alliance – stronger engagement across geos

Platformation is more main stream

India business- significant growth, new lines of growth

New verticals – commodity and service industry

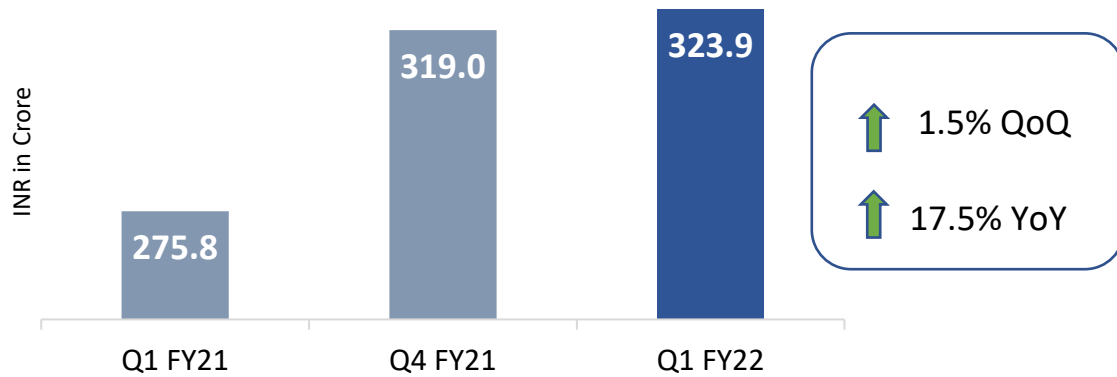
Shown tremendous resilience to continue to deliver high quality services remotely

Create and address new opportunities in both existing and new clients

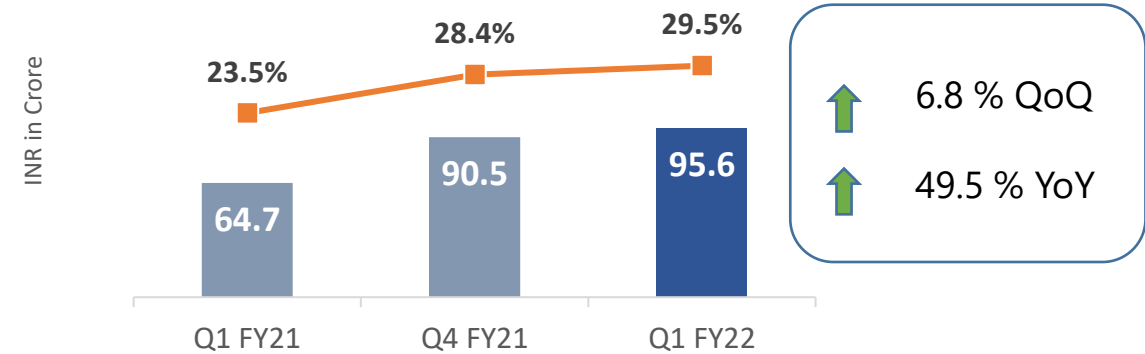
Competency and capabilities - Platform Engg., Platformation Process, data and analytics

Financial Performance of International Services

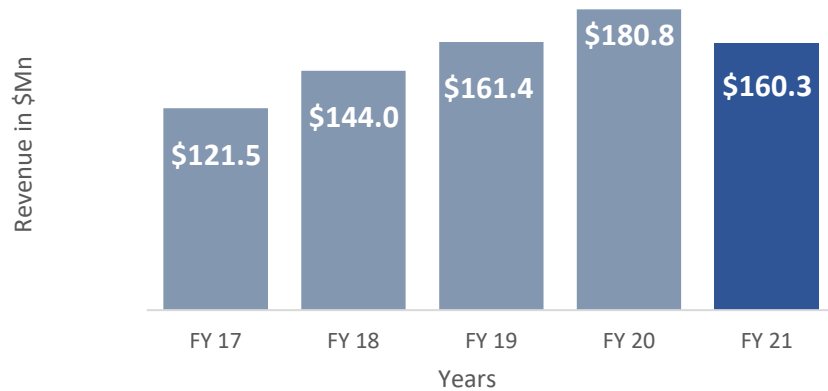
Revenue in INR. Cr



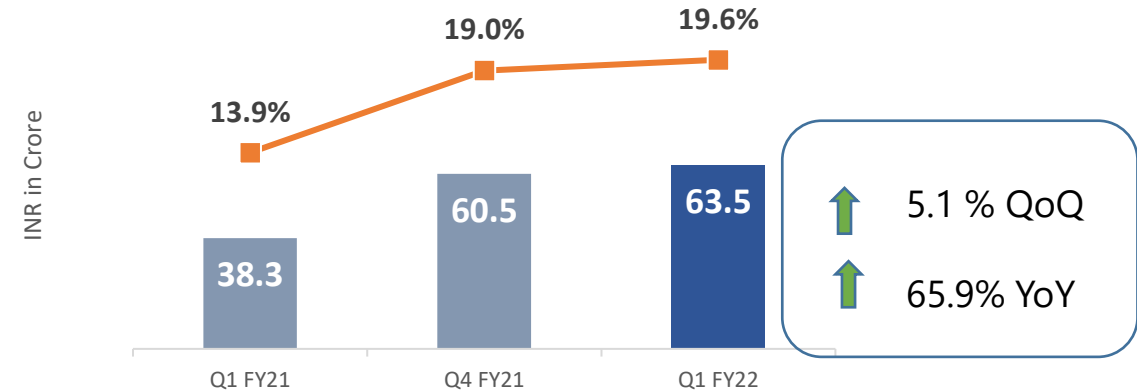
EBITDA



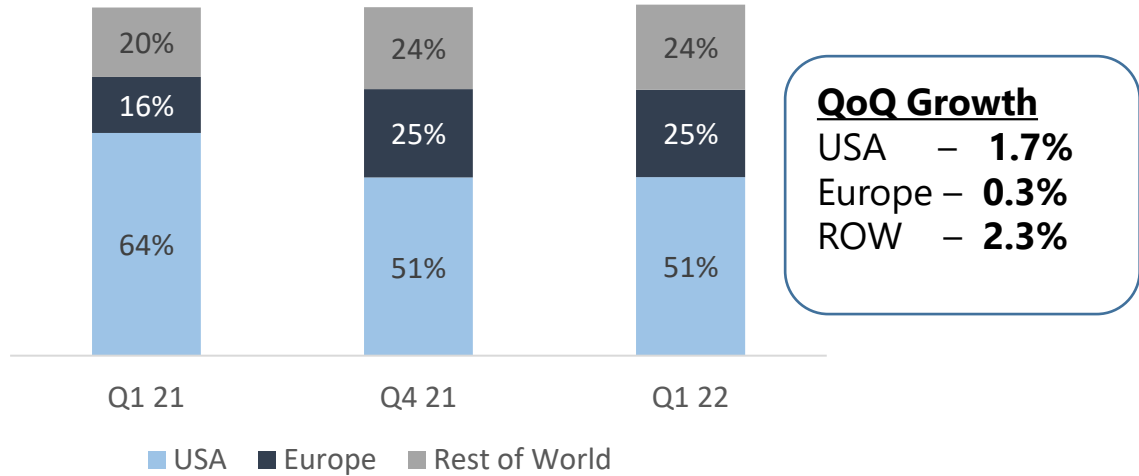
Revenue in \$ Mn



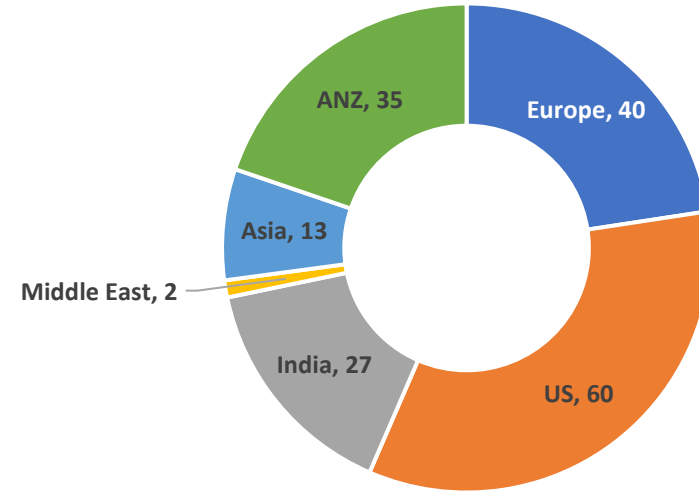
PAT



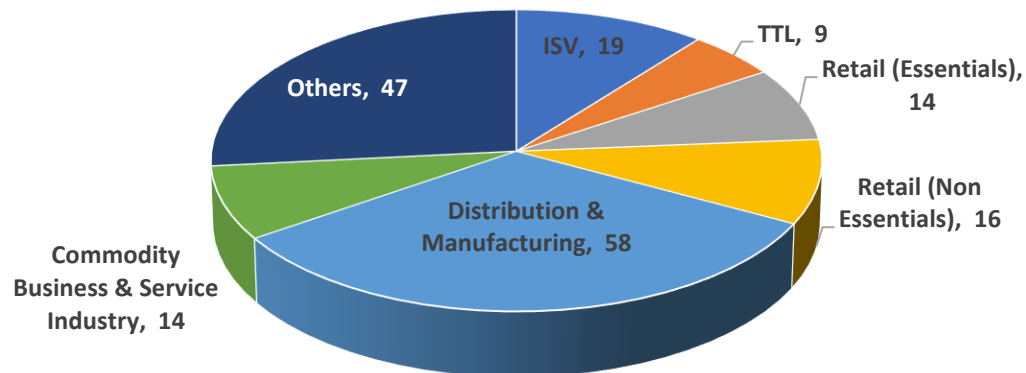
Revenue by Geography



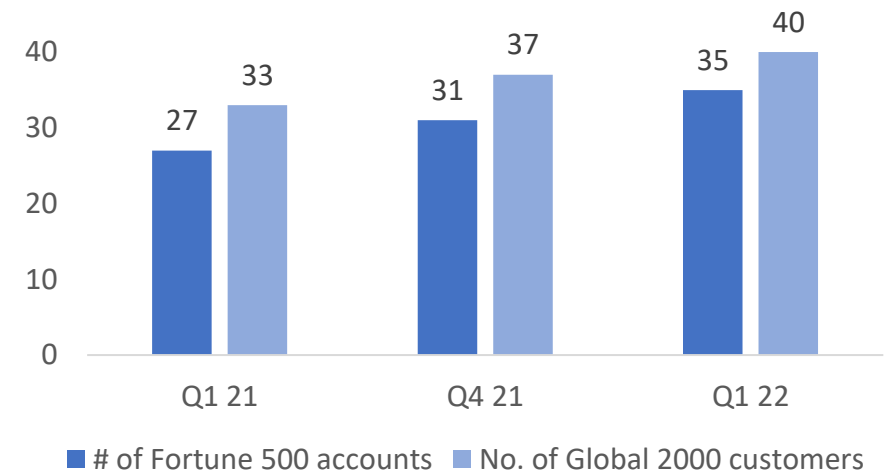
No. of Customers by Geo



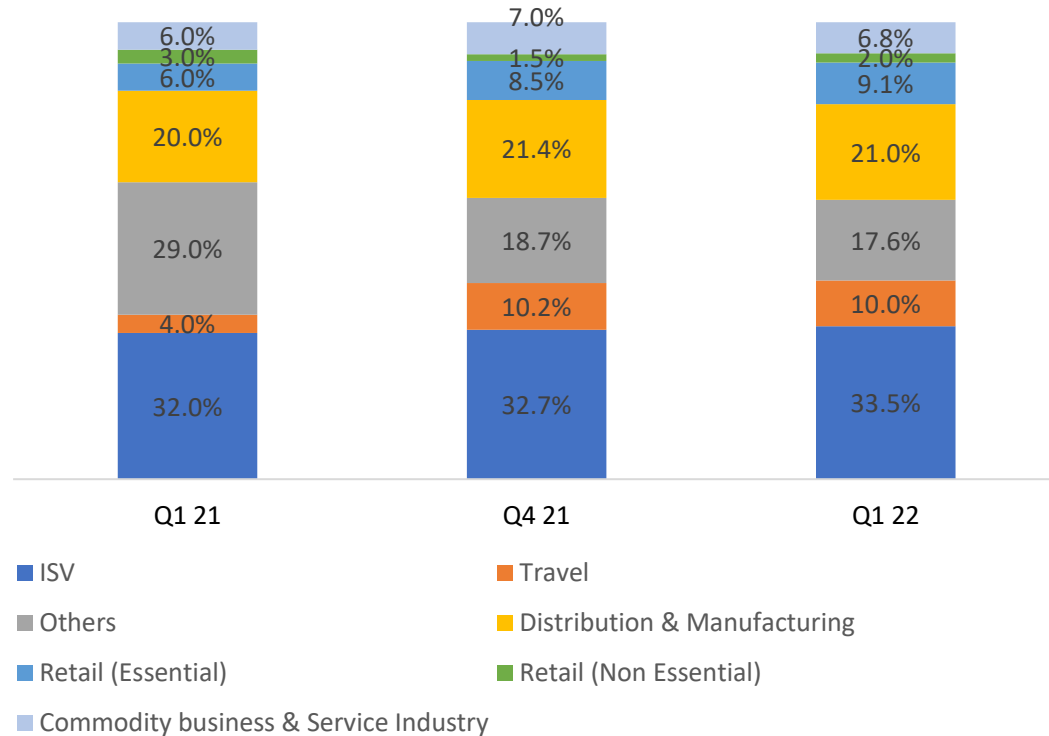
No. of Customers by industry



Customer Category



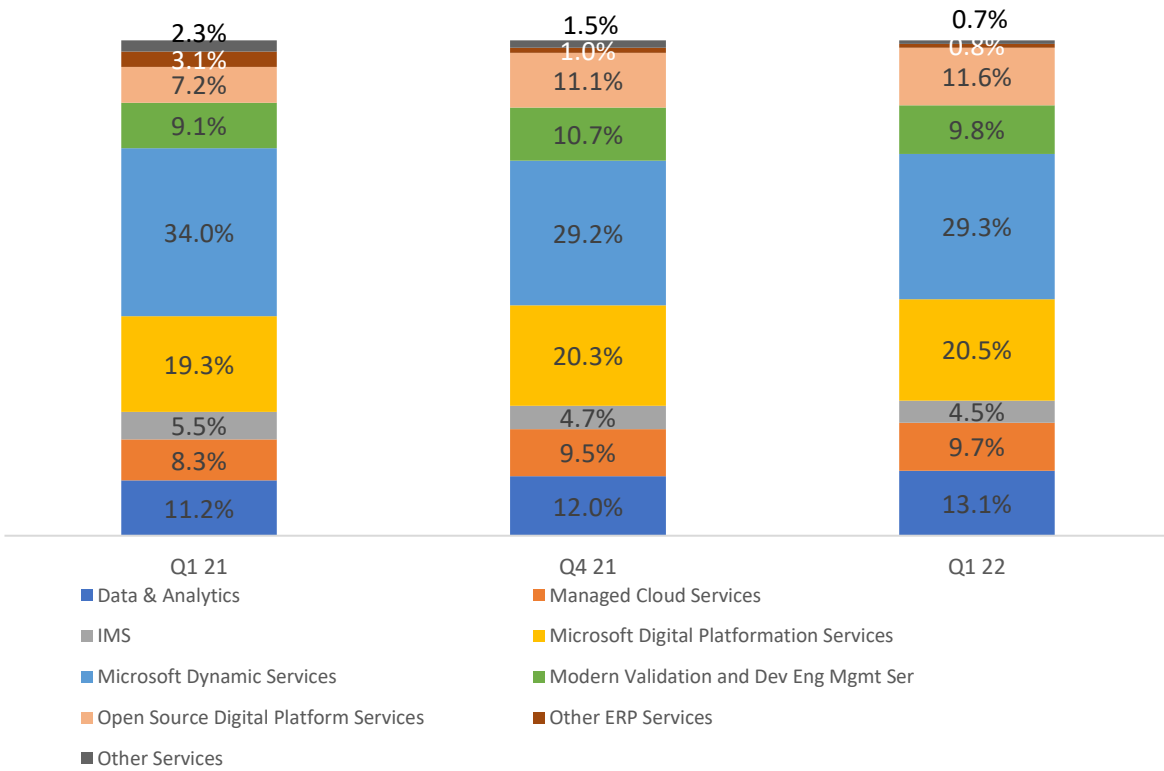
Revenue by Vertical Mix



| Vertical | QoQ Trend | | | |
|---------------------------------------|-----------|--------|-------|-------|
| | Q2'20 | Q3'20 | Q4'20 | Q1'22 |
| Commodity business & Service Industry | -13.5% | 24.3% | 7.1% | -1.4% |
| Distribution & Manufacturing | -2.3% | 7.6% | 11.8% | -0.5% |
| ISV | -4.6% | 14.7% | 9.2% | 4.0% |
| Others | 10.6% | -11.5% | -5.7% | -4.3% |
| Retail (Essential) | 62.4% | 13.7% | 13.7% | 8.7% |
| Retail (Non Essential) | -34.5% | -39.6% | 24.7% | 35.4% |
| Travel | -60.1% | 5.2% | 9.1% | -0.5% |

QoQ Growth from focussed verticals
 ISV – 4.0% , Retail(Essential) – 8.7%
 Distribution and Manufacturing – (0.5%)
 Commodity business & service industry – (1.4%)

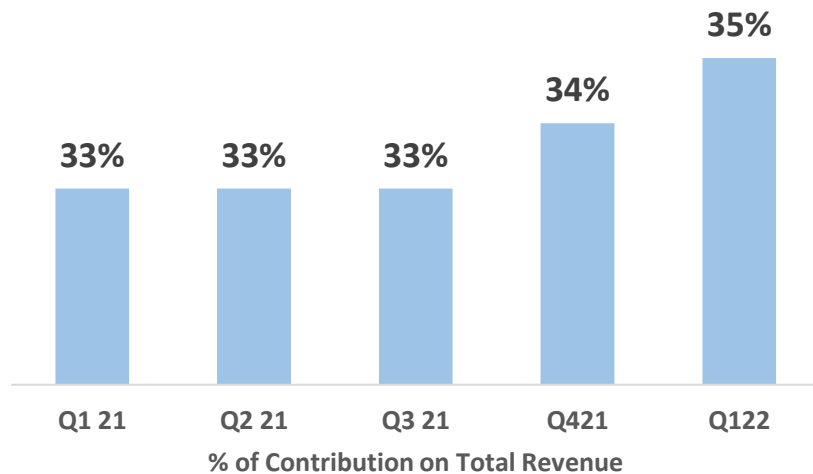
Revenue by high end Service Mix



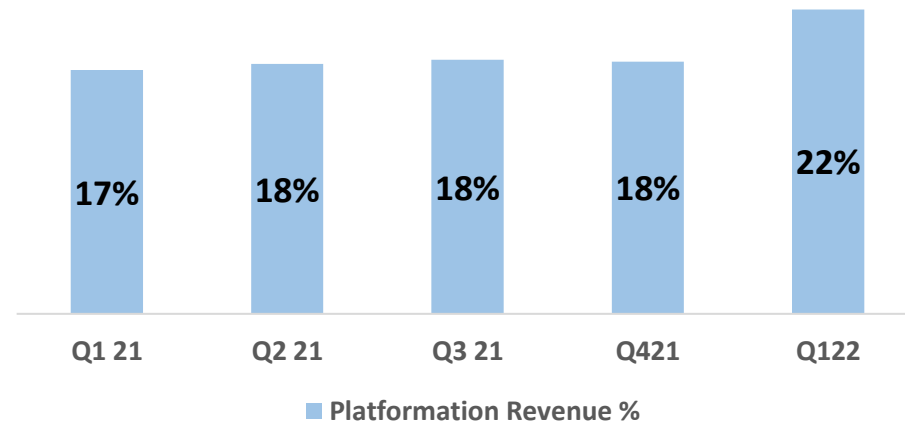
| Service Mix | QoQ Trend | | | |
|--|-----------|--------|--------|--------|
| | Q2'21 | Q3'21 | Q4'21 | Q1'22 |
| Data & Analytics | 18.6% | 1.7% | 7.1% | 10.9% |
| Managed Cloud Services | 8.4% | 13.1% | 12.3% | 3.4% |
| IMS | 8.2% | -7.3% | 1.8% | -2.8% |
| Microsoft Digital Platformation Services | 5.9% | 9.1% | 9.1% | 2.5% |
| Microsoft Dynamic Services | -12.2% | 5.8% | 11.1% | 1.9% |
| Modern Validation and Dev Eng Mgmt Ser | 43.4% | 0.5% | -2.3% | -6.8% |
| Open Source Digital Platform Services | 41.7% | 15.7% | 12.2% | 6.1% |
| Other ERP Services | -21.6% | -20.0% | -37.9% | -18.8% |
| Other Services | 15.0% | -15.3% | -19.1% | -52.0% |

QoQ Growth from Digital based competencies
 Managed cloud services – 3.4%
 MSFT Digital Platformation services (2.9%)
 Open source Digital platform services – 6.1%

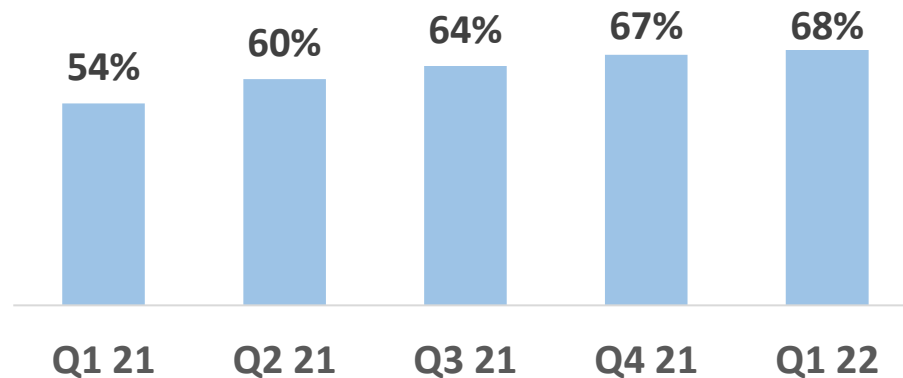
IP Led Revenue %



Platformation™ Revenue %



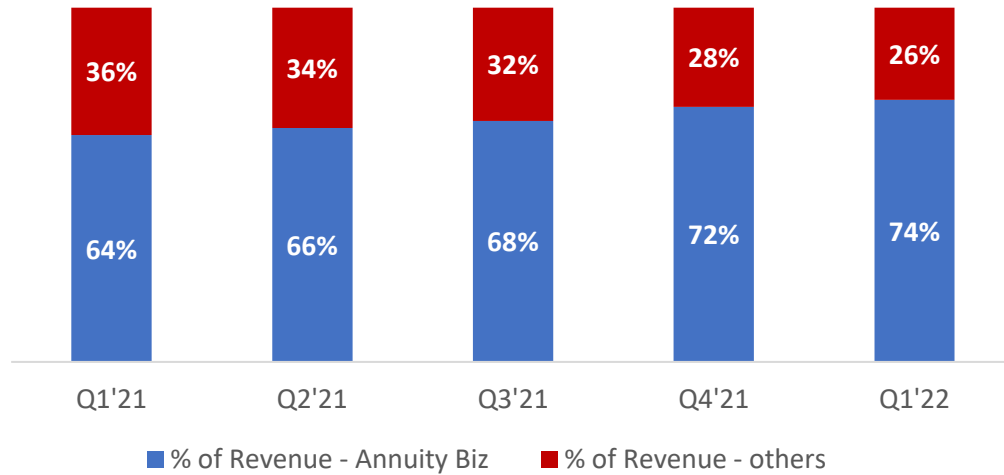
Digital Revenue %



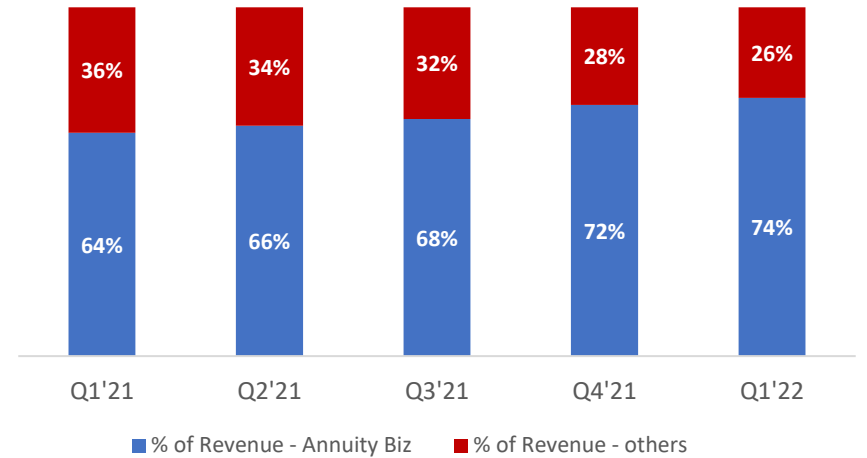
IP led & Platformation aligned to growth in competency wise growth

Domestic Business - Revenue

Domestic Revenue (Annuity/Others)



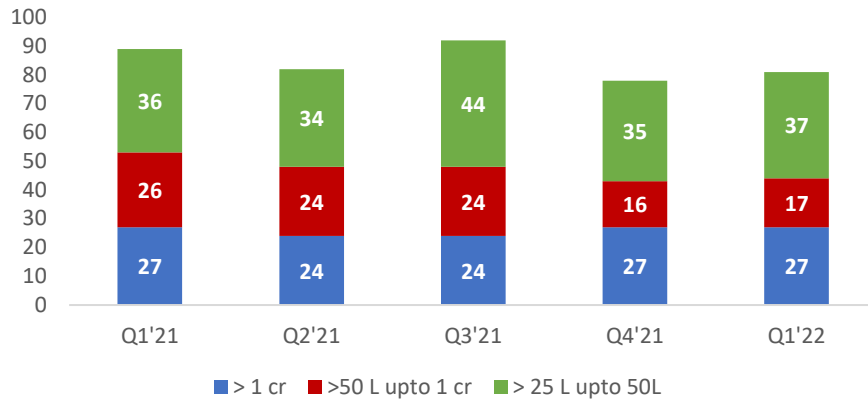
Domestic Revenue (Cloud/Non Cloud)



Domestic business major revenue contribution from multi year annuity enterprise sales

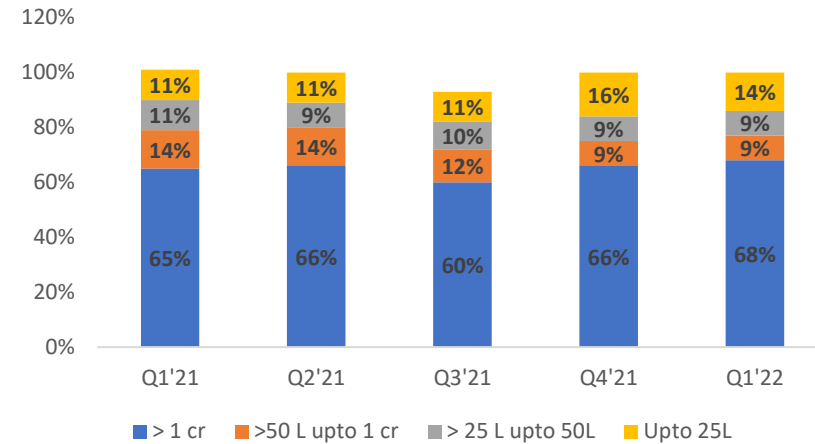
Domestic Business - Gross margin Analysis by customers

Domestic Customer Count



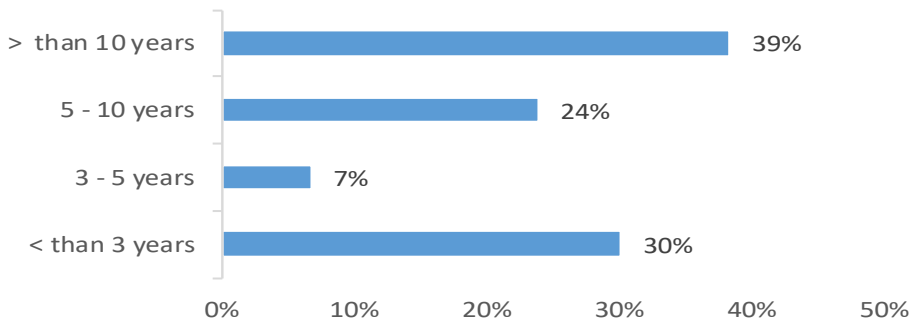
Calculated based on annualized GC

Domestic Customer by GC %



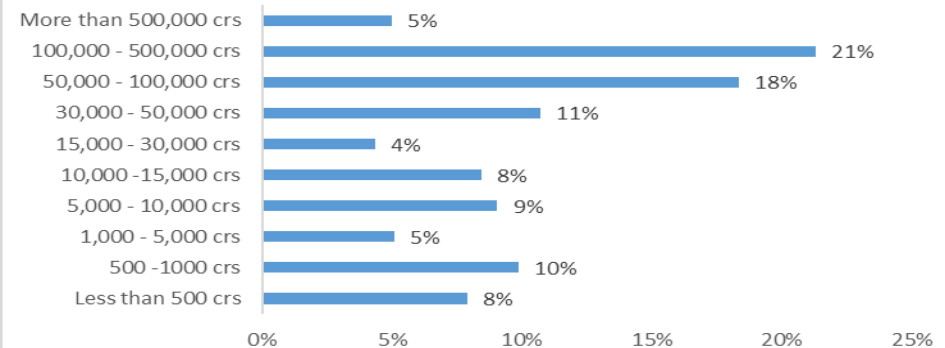
Gross Margin Analysis

in terms of number of years of Association



Gross Margin Analysis

in terms of Customer's revenue



Top ~ 81 customers contribute to about 80% of Gross Margin

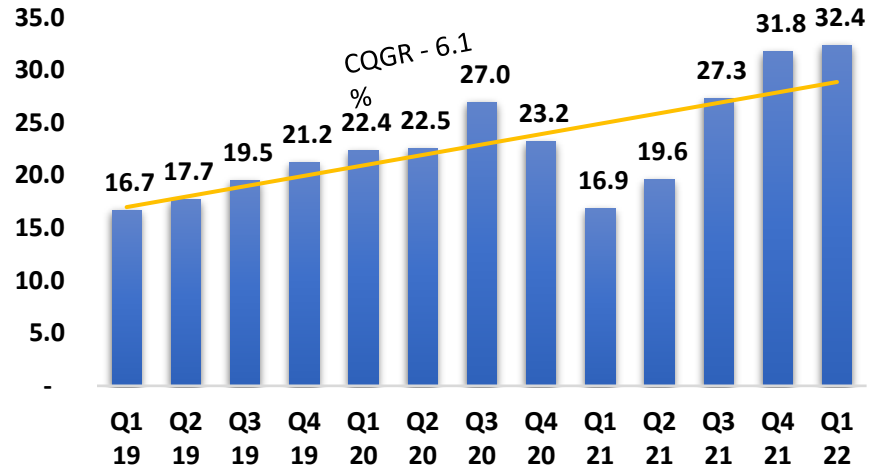
Strong customer retention - ~ 63% if Gross Margin contributed from customers associated for more than 5 years

Established customer base - ~82% Gross Margin from customers with revenue greater than 1,000 crs

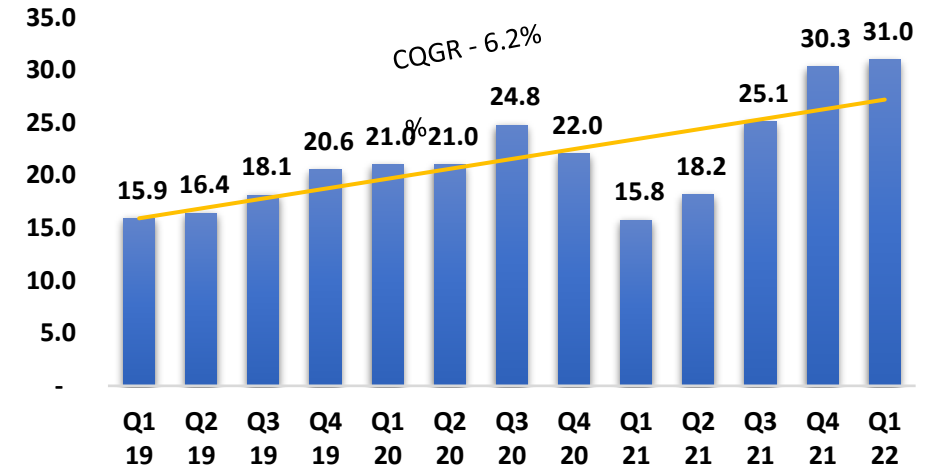
EBITDA, PBT and PAT – last 12 Quarters

Domestic Business

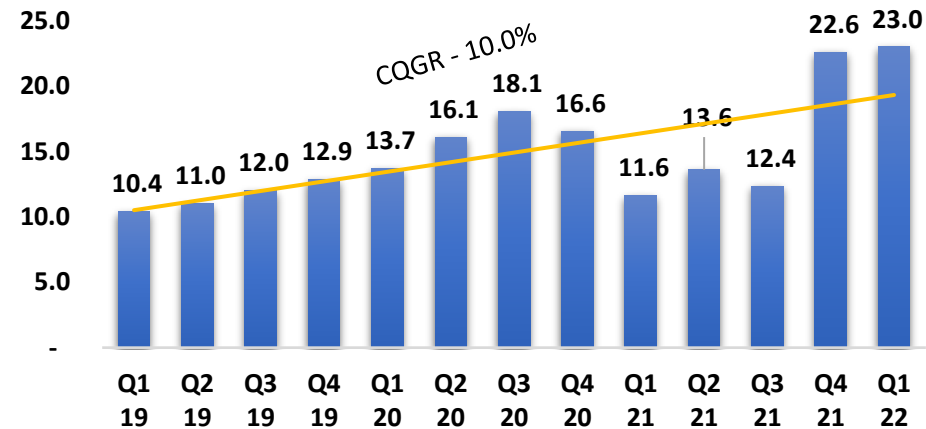
Domestic Business EBITDA

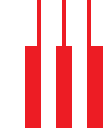


Domestic Business PBT



Domestic Business PAT





Current context

Platformation is established as differentiated concept for digital transformation

Alliance is strong

A set of accounts that are much better in quality

Pipeline both existing and new

Acquisition of encore

A solid india business

IP that differentiates us

Competencies that are world Class

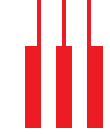
Growth engines.- international

Existing account growth

Microsoft alliance led growth

New growth engines

- New alliances – Amazon, Google
- CX/GBW
- New MS Alliance led GTM – data, cloud
- industry led GTM – alliance – agri business, service industry, retail and distribution



Focus

Better traction and recognition within alliance

Platformation is mainstream and alliance is mainstream

Investment in sales and pre sales

IP

Better brand as digital partner

M&A

Investment in India product business

Development Centres in Europe, US and Australia

Internal IT and delivery Automation



Thank You

