Persistent

NSE & BSE / 2020-21 / 41

July 25, 2020

The Manager,
Corporate Services,
National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex,
Bandra (E), Mumbai 400 051

Ref: Symbol: PERSISTENT

The Manager,
Corporate Services,
Bombay Stock Exchange Limited
14th Floor, P J Towers, Dalal Street,
Mumbai 400 001

Ref: Scrip Code: 533179

Dear Sir/Madam,

Sub: Fact Sheet – Consolidated Financial Data – for the quarter ended June 30, 2020

Please find enclosed fact sheet of the Consolidated Financial Data for the quarter ended June 30, 2020.

The Company has scheduled an investor / analyst call on Monday, July 27, 2020 at 5.00 PM IST. During such call, the Management will comment on the financial results for the quarter ended June 30, 2020 as well as on the business outlook. The details of the said investor call are available on the website of the Company.

Please acknowledge the receipt.

Thanking you,

Yours Sincerely,
For **Persistent Systems Limited**

Amit Atre

Amit Atre
Company Secretary
ICSI Membership No.: A20507

Encl: As above

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Quarter ended June 30th, 2020

Analyst Presentation

July 25, 2020

Forward-looking and Cautionary Statements

Certain statements in this Presentation concerning our future growth prospects are forward-looking statements, which involve a number of risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements.

The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, intense competition in IT services including those factors which may affect our cost advantage, our revenues highly dependent on customers located in the United States, wage increases in India, our ability to attract and retain highly skilled professionals, time and cost overruns on fixed-price, fixed-time frame contracts, client concentration, restrictions on immigration, industry segment concentration, our ability to manage our international operations, reduced demand for technology in our key focus areas, disruptions in telecommunication networks or system failures, our ability to successfully complete and integrate potential acquisitions, liability for damages on our service contracts, concentration of major operations of the Company in one city, withdrawal of governmental fiscal incentives, political instability and regional conflicts, legal restrictions on raising capital or acquiring companies outside India, and unauthorized use of our intellectual property and general economic conditions affecting our industry.

The Company may, from time to time, make additional written and oral forward-looking statements, including statements contained in the Company's filings with the Stock Exchanges and our reports to shareholders.

The Company does not undertake to update any forward-looking statements that may be made from time to time by or on behalf of the Company.

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Financial Highlights

Financial Highlights for Q1FY21

USD Revenue

$131M

+3.1% QoQ

+9.5% YoY

INR Revenue

₹9,914M

+7.0% QoQ

+19.1% YoY

INR EBITDA

₹1,464M

@**14.8%** Revenue

+14.7% QoQ

+21.8% YoY

INR PAT

₹900M

@**9.1%** Revenue

+7.4% QoQ

+9.1% YoY

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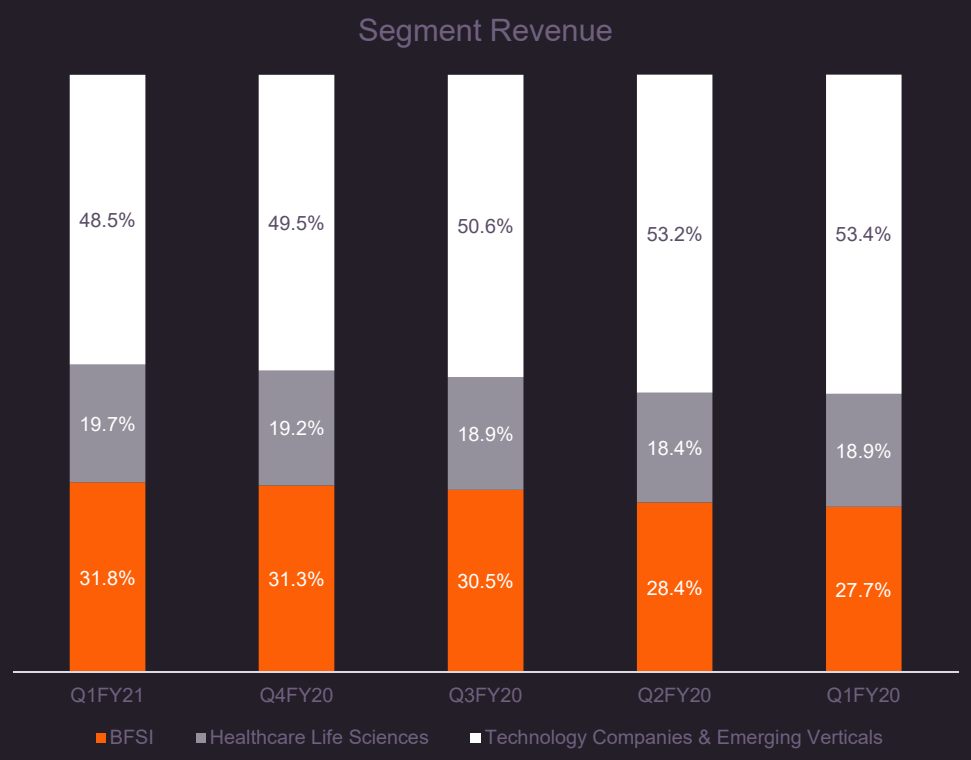
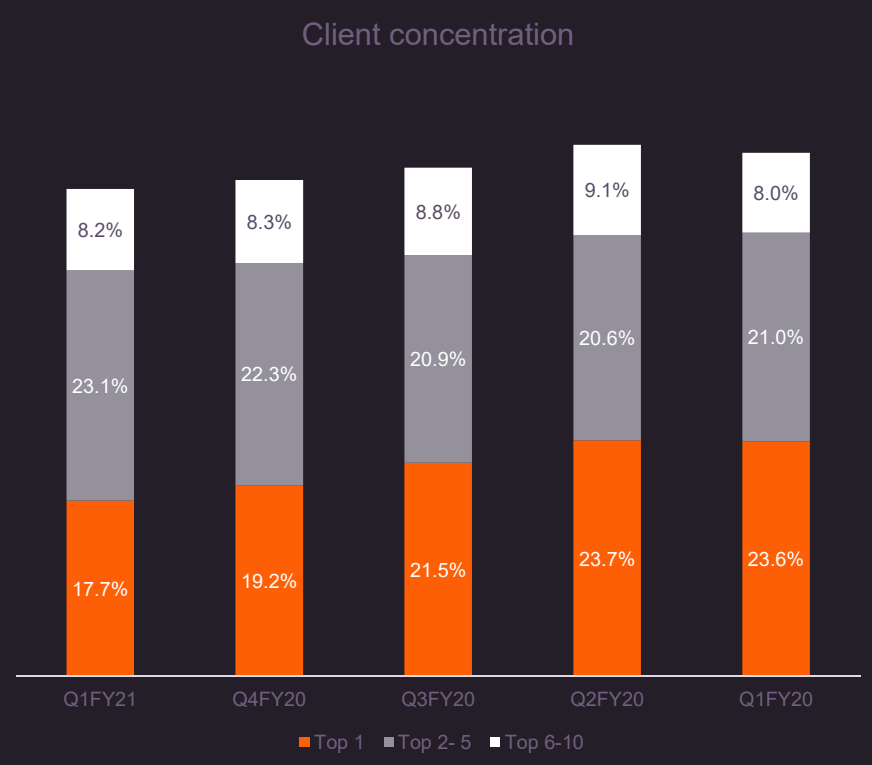
Highlights for the Quarter





Share of revenue from BFSI customers increased from 27.7% in Q1FY20 to 31.8% in Q1FY21

Share of Top 5 Customers reduced from 44.6% in Q1FY20 to 40.8% in Q1FY21

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Key Wins for the Quarter

Banking, Financial Services and Insurance

Top 10 Global Bank: Innovate and modernize payments for commercial unit

Direct Writer of Surety Bonds & Insurance: Modern platform to customize and purchase insurance plans, ensuring seamless migrations of legacy systems

US Retirement, Healthcare and Education Savings: End-to-end AI-enabled IT Service and asset management platform

Healthcare Life Sciences

Large Pharmacy Benefits Manager: Platform enabling nurse practitioners and caregiver collaboration, optimize patient care

Drug and Medical Device Database Provider: E-Prescription platform connecting PMRs, PBMs and pharmacies across the United States

Integrated Healthcare Provider & Insurance Company: Patient engagement platform to mediate and monitor patients, improve patient experiences and reduce need for hospital visits

Key Wins for the Quarter

Industrial

Leading Aerospace Manufacturer: Engineering lifecycle management and related services

Canadian Rail Network Consortium: Engineering lifecycle management solutions for modernization

Leading Audio Communications Equipment Manufacturer: IPM solution to upgrade product catalogue

Software & Hi-Tech

Leading Enterprise Software company in Data Virtualization space: Global Technology Center to accelerate & scale product development & support

Top 5 Tech Leader: Pioneering Smart Campus & Incentive Management Programs, leveraging IoT & Data Expertise

Global Environmental Health, Safety and Compliance Software Developer: Quality management systems

Strengthening our Partner Ecosystem

IBM Cloud Pak deployment for enterprises

Persistent now has more than 2,000 professionals in containerization and Kubernetes, including a new Cloud Pak deployment practice to help clients migrate workloads across IBM Cloud.

*Persistent Systems was mentioned in **IBM CEO's Q2 2020 Earnings** address as one of the key partners helping expand the reach of IBM's hybrid cloud platform.*

Achieved SaaS & DevOps Competencies

Recognizes deep cloud-based expertise and critical DevOps skills to enhance collaboration and accelerate time to market, adds to AWS Competencies achieved – including IoT, Data & Analytics

Persistent with Dassault Systemes bolsters Digital Capabilities in Europe

Expands partnership and brings industrial OEMs and suppliers to the Dassault Systèmes 3DEXPERIENCE platform.

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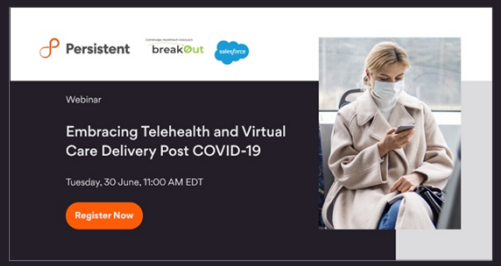
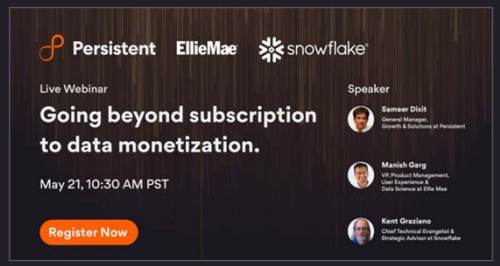
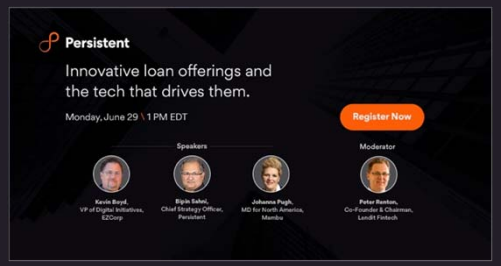
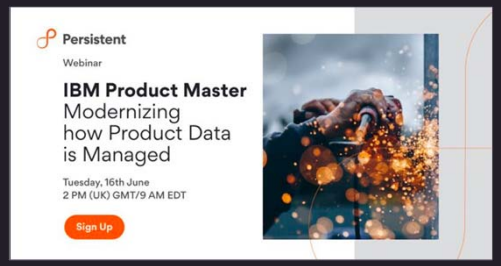
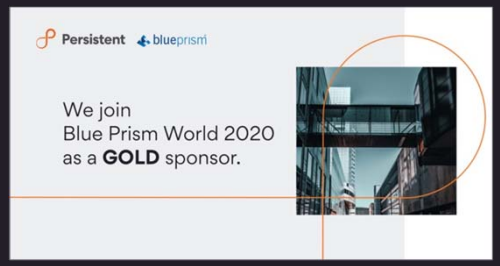
We are actively engaging in the market with our partner ecosystem through digital events and content

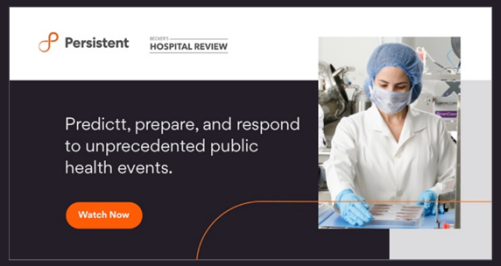


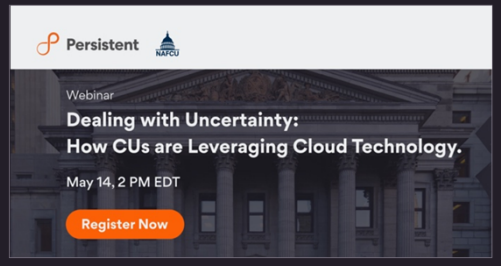






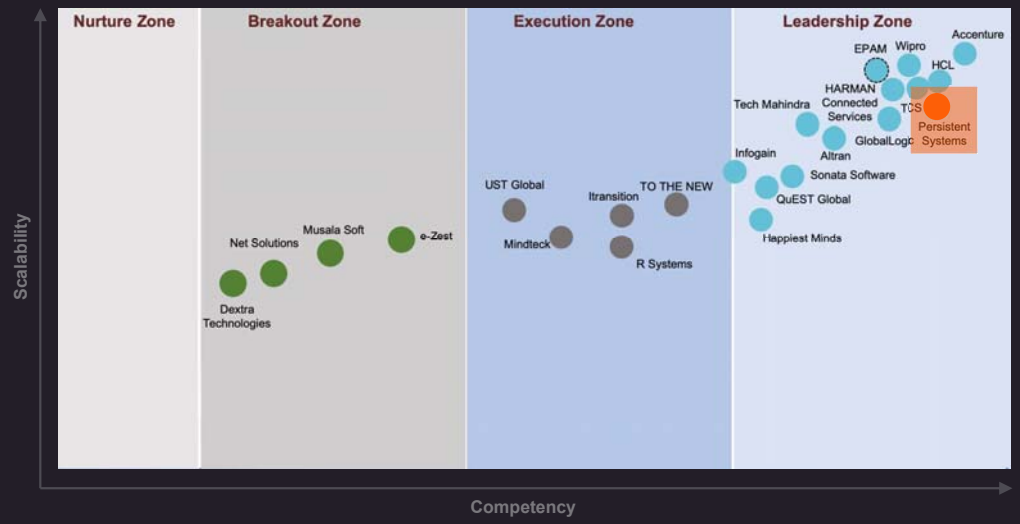






We advanced our leadership in Enterprise Software, Consumer Software and Innovation Services

zinnov ZONES Enterprise Software 2019



HFS Research

"European Salesforce services clients should consider **Persistent Systems** as a credible alternative" – *September 2019*

zinnov ZONES Consumer Software 2019

constellation RESEARCH

Persistent recognized as leading innovation partner for digital transformation services.

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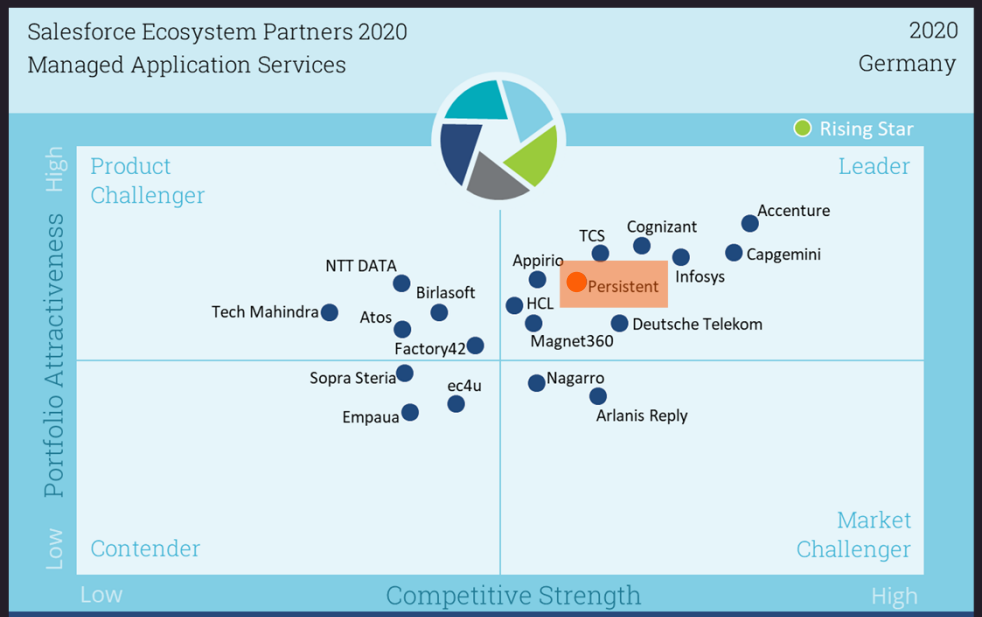
Large sourcing advisors started noticing our capabilities and deal momentum



ISG Provider Lens™

Positioned as Leader right there with large players

ISG Provider Lens™ - Salesforce Ecosystem 2020

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Financial Details

Sequential Q1 FY21 vs Q4 FY20

Particulars	Q1FY21	Q4FY20	Change QoQ	Exps / Sales % Q1FY21	Exps / Sales % Q4FY20
Revenue ($ M)					
Services	108.24	106.31	1.8%		
IP Led	22.78	20.74	9.8%		
Revenue ($ M)	131.02	127.05	3.1%		
Avg. Exchange Rate ₹ /US$	75.69	72.91	3.8%		
Revenue (₹ M)	9,913.85	9,263.65	7.0%		
Cost of Revenue	₹ M	₹ M			
Employee Related Expenses	6,179.40	5,830.32	6.0%	62.3%	62.9%
Purchase / Royalty	392.34	163.98	139.3%	4.0%	1.8%
Project related Travel Expenses	74.63	135.33	-44.9%	0.8%	1.5%
Total Direct costs	6,646.37	6,129.63	8.4%	67.0%	66.2%
Gross Profit	3,267.48	3,134.02	4.3%	33.0%	33.8%
Sales & Marketing Exps	861.80	948.56	-9.1%	8.7%	10.2%
Admin. & Other Exps	792.79	840.13	-5.6%	8.0%	9.1%
Doubtful Debt Provision	53.10	38.78	36.9%	0.5%	0.4%
CSR Activities - Regular	21.11	29.70	-32.7%	0.2%	0.3%
CSR Activities – COVID Donations	74.32	0.00		0.7%	0.0%
Total SGA	1,803.12	1,857.17	-2.9%	18.2%	20.0%
EBITDA	1,464.36	1,276.85	14.7%	14.8%	13.8%
Depreciation	109.80	111.14	-1.0%	1.1%	1.2%
Amortization	325.81	309.11	5.3%	3.3%	3.3%
EBIT	1,028.75	856.60	20.1%	10.4%	9.2%
Other Income / (Loss)	279.32	229.33	21.8%	2.8%	2.5%
Exchange Gain/(Loss)	(87.63)	44.50	-296.9%	-0.9%	0.5%
PBT	1,220.44	1,130.43	8.0%	12.3%	12.2%
Tax	320.36	292.22	9.6%	3.2%	3.2%
PAT	900.08	838.21	7.4%	9.1%	9.0%

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YoY Comparison Q1 FY21 vs Q1 FY20

Particulars	Q1FY21	Q1FY20	Change YoY	Exps / Sales % Q1FY21	Q1FY20
Revenue ($ M)					
Services	108.24	93.86	15.3%		
IP Led	22.78	25.76	-11.6%		
Revenue ($ M)	131.02	119.62	9.5%		
Avg. Exchange Rate ₹ /US$	75.67	69.56	8.8%		
Revenue (₹ M)	9,913.85	8,321.14	19.1%		
Cost of Revenue	₹ M	₹ M			
Employee Related Expenses	6,179.40	5,061.19	22.1%	62.3%	60.8%
Purchase / Royalty	392.34	193.58	102.7%	4.0%	2.3%
Project related Travel Expenses	74.63	179.25	-58.4%	0.8%	2.2%
Total Direct costs	6,646.37	5,434.02	22.3%	67.0%	65.3%
Gross Profit	3,267.48	2,887.12	13.2%	33.0%	34.7%
Sales & Marketing Exps	861.80	765.24	12.6%	8.7%	9.2%
Admin. & Other Exps	792.79	893.71	-11.3%	8.0%	10.7%
Doubtful Debt Provision	53.10	7.23	634.4%	0.5%	0.1%
CSR Activities - Regular	21.11	19.01	5.2%	0.2%	0.2%
CSR Activities – COVID Donations	74.32	0.00		0.7%	0.0%
Total SGA	1,803.12	1,685.19	7.0%	18.2%	20.3%
EBITDA	1,464.36	1,201.93	21.8%	14.8%	14.4%
Depreciation	109.80	110.20	-0.2%	1.1%	1.3%
Amortization	325.81	275.97	18.0%	3.3%	3.3%
EBIT	1,028.75	815.76	26.1%	10.4%	9.8%
Other Income / (Loss)	279.32	202.02	38.3%	2.8%	2.4%
Exchange Gain/(Loss)	(87.63)	79.83	-209.8%	-0.9%	1.0%
PBT	1,220.44	1,097.61	11.2%	12.3%	13.2%
Tax	320.36	272.91	17.4%	3.2%	3.3%
PAT	900.08	824.70	9.1%	9.1%	9.9%

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Balance sheet

₹ M

Particulars	As on June 30, 2020	As on March 31, 2020	As on June 30, 2019
Assets			
PPE and Intangible assets	4,653.62	4,618.66	4,858.53
Non-Current Assets	1,539.54	1,467.52	740.27
Cash and Investments	14,938.96	14,716.85	13,400.68
Other Current Assets	10,748.79	9,986.50	8,667.80
Total	31,880.91	30,789.53	27,667.28
Equity and Liabilities			
Equity	25,050.86	23,857.55	22,464.94
Non-Current Liabilities	735.06	582.37	757.41
Current Liabilities	6,094.99	6,349.61	4,444.93
Total	31,880.91	30,789.53	27,667.28

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Fact Sheet – Q1FY21

Fact Sheet

Revenue	Description / Nos. / %	Q1FY21	Q4FY20	Q3FY20	Q2FY20	Q1FY20	FY20	FY19
	Revenue from Operations, USD M	131.02	127.05	129.43	125.51	119.62	501.61	480.97
	% QoQ / YoY growth	3.1%	-1.8%	3.1%	4.9%	1.1%	4.3%	2.2%
	Revenue from Operations, INR M	9,913.85	9,263.65	9227.29	8,846.00	8,321.14	35,658.08	33,659.41
	% QoQ / YoY growth	7.0%	0.4%	4.3%	6.3%	0.0%	5.9%	11.0%

Business Offerings Revenue Mix	Description / %	Q1FY21	Q4FY20	Q3FY20	Q2FY20	Q1FY20	FY20	FY19
	Services	82.6%	83.7%	78.8%	77.5%	78.5%	79.6%	75.1%
	IP Led	17.4%	16.3%	21.2%	22.5%	21.5%	20.4%	24.9%
	Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Segment Revenue Mix	Description / %	Q1FY21	Q4FY20	Q3FY20	Q2FY20	Q1FY20	FY20	FY19
	BFSI	31.8%	31.3%	30.5%	28.4%	27.7%	29.5%	25.3%
	Healthcare & Life Science	19.7%	19.2%	18.9%	18.4%	18.9%	18.9%	18.4%
	Tech. Cos. & Emerging Verticals	48.5%	49.5%	50.6%	53.2%	53.4%	51.6%	56.3%
	Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

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Fact Sheet

Revenue Mix by Business Units	Description / %	Q1FY21	Q4FY20	Q3FY20	Q2FY20	Q1FY20	FY20	FY19
	Technology Services	77.1%	77.8%	73.3%	71.9%	72.2%	73.8%	71.0%
	Alliance	22.9%	22.2%	26.7%	28.1%	27.8%	26.2%	29.0%
	Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Accelerite has been merged with Technology Services from Q1FY21. Prior period numbers have been regrouped accordingly.

Geography Revenue Mix	Description / %	Q1FY21	Q4FY20	Q3FY20	Q2FY20	Q1FY20	FY20	FY19
	North America	80.4%	80.2%	80.1%	81.4%	82.5%	81.0%	81.7%
	Europe	10.2%	8.8%	10.6%	9.9%	8.5%	9.5%	8.8%
	India	7.9%	9.0%	7.4%	6.7%	6.7%	7.4%	7.0%
	ROW	1.5%	2.0%	1.9%	2.0%	2.3%	2.1%	2.5%
	Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Revenue Concentration	Description / %	Q1FY21	Q4FY20	Q3FY20	Q2FY20	Q1FY20	FY20	FY19
	Top 1	17.7%	19.2%	21.5%	23.7%	23.6%	22.0%	24.0%
	Top 5	40.8%	41.5%	42.3%	44.3%	44.6%	43.2%	42.4%
	Top 10	49.0%	49.9%	51.1%	53.4%	52.6%	51.7%	51.8%

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Fact Sheet

Revenue by Delivery Centers	Description / %	Q1FY21	Q4FY20	Q3FY20	Q2FY20	Q1FY20	FY20	FY19
	Global Development Centers	33.7%	33.0%	31.5%	31.0%	30.5%	31.5%	30.5%
	India	48.9%	50.7%	47.3%	46.5%	48.0%	48.1%	44.6%
	IP Led	17.4%	16.3%	21.2%	22.5%	21.5%	20.4%	24.9%
	Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Client Billed	Nos.	Q1FY21	Q4FY20	Q3FY20	Q2FY20	Q1FY20	FY20	FY19
	Services	508	501	483	470	429	653	586
	IP Led	140	151	154	156	167	257	287

Includes one-time clients with overlap across business offerings

DSO	Nos.	Q1FY21	Q4FY20	Q3FY20	Q2FY20	Q1FY20	FY20	FY19
	Days	69	65	68	64	65	65	63

Client Engagement Size	Nos.	Q1FY21	Q4FY20	Q3FY20	Q2FY20	Q1FY20	FY20	FY19
	Large > USD 5M	15	11	10	11	10	11	10
	Medium > USD 1M, < USD 5M	63	61	65	65	68	61	67

Re-categorized Large clients to more than $5M and Medium clients from $1M to $5M. Prior period numbers are aligned accordingly.

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Fact Sheet

People Numbers	Nos.	Q1FY21	Q4FY20	Q3FY20	Q2FY20	Q1FY20	FY20	FY19
	Technical	10,027	9,835	9,729	9,726	9,363	9,835	9,185
	Sales and Business Development	274	263	266	285	272	263	273
	Others	528	534	537	532	532	534	504
	Total	10,829	10,632	10,532	10,543	10,167	10,632	9,962

Linear Revenue Per Billed PM*	USD / Per Person Month*	Q1FY21	Q4FY20	Q3FY20	Q2FY20	Q1FY20	FY20	FY19
	Global Delivery Centres	17,036	17,276	16,761	17,155	16,742	16,987	16,299
	India	4,308	4,427	4,420	4,437	4,427	4,428	4,371

*Revenue per billed PM excludes IP Led revenue and calculated on total revenue including contractual reimbursable portion.

Attrition Rate	%	Q1FY21	Q4FY20	Q3FY20	Q2FY20	Q1FY20	FY20	FY19
	TTM Basis	12.7%	14.3%	14.9%	15.7%	17.1%	14.3%	16.7%

IP Led	Nos.	Q1FY21	Q4FY20	Q3FY20	Q2FY20	Q1FY20	FY20	FY19
	IP Led Person Months	4,031	4,317	4,325	4,602	4,711	17,954	18,826

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Fact Sheet

	Description / Nos. / %	Q1FY21	Q4FY20	Q3FY20	Q2FY20	Q1FY20	FY20	FY19
Efforts and Utilization Mix - Linear	Billable Person Months	22,246	21,580	20,419	19,846	19,441	81,287	71,563
	- Global Delivery Centers	3,060	2,872	2,893	2,779	2,658	11,202	10,703
	- India	19,186	18,708	17,526	17,067	16,783	70,085	60,860
	Billed Person Months	17,461	16,975	16,295	15,409	15,141	63,820	58,037
	- Global Delivery Centers	2,595	2,425	2,430	2,271	2,179	9,305	9,007
	- India	14,866	14,550	13,865	13,138	12,962	54,516	49,030
	Linear Utilization							
	- Blended	78.5%	78.7%	79.8%	77.6%	77.9%	78.5%	81.1%
	- Global Delivery Centers	84.8%	84.4%	84.0%	81.7%	82.0%	83.1%	84.2%
	- India	77.5%	77.8%	79.1%	77.0%	77.2%	77.8%	80.6%

About Persistent

Persistent

See Beyond, Rise Above

We are a **global solutions** company delivering **digital business acceleration** and **enterprise modernization** for businesses across industries and geographies.

Service Lines

Digital Business Strategy

CX Innovation & Optimization

Digital Product Engineering

Core IT Modernization

Data-Driven Business & Intelligence

Identity, Access & Privacy

Industry Expertise & Solutions

Banking	Industrial	Healthcare	Software
Financial Services		Life Sciences	Hi-tech
Insurance			

Business Partner Ecosystem

Outcomes

Accelerate
Time-to-Market

Enable
Business Agility

Unlock
Growth

Maximize
Value Creation

Drive
Enterprise Simplification

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Thank you!

investors@persistent.com