



Enterprising India

Global Investors Conference 2021

22 February 2021

Sandeep Kalra

Executive Director and CEO

Persistent



Forward-looking and cautionary statements

Certain statements in this presentation concerning our future growth prospects are forward-looking statements, which involve several 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.

We are Persistent.

A next-gen Product engineering and Enterprise Digital transformation partner.

\$540M

TTM Revenue

\$1.75B**

Market cap

12,438*

Employees¹

\$53.6M

TTM PAT

\$258M*

Net Cash

+9.6%

Y-o-Y

+148%

Y-o-Y

+18.1%

Y-o-Y

+16.4%

Y-o-Y

+39.2%

Y-o-Y

* As of December 31, 2020

** As of February 17, 2021

¹ Includes the addition of ~1600 employees in Q3 FY2021

A 30-year strong leadership in software engineering and digital transformation

Incorporated	Incorporated US subsidiary ₹1,000M in revenue	Persistent Foundation established	₹10,000M in revenue	\$500M+ in revenue \$1Bn goal initiated
1990	2001- 04	2007-09	2012	2020 Onwards
1999-00	2005-06	2010	2016-17	
₹100M in revenue Investment by Intel Introduces ESOPs	Investment by Norwest & Gabriel Ventures	IPO Oversubscribed 93 times	₹25,000M in revenue	

Today, our core strengths are fueling the next wave of digital transformation for our clients

Software, Hi-Tech and Emerging Verticals*

51.4%



Banking, Financial Services & Insurance*

29.5%



Healthcare & Life Sciences*

19.1%



Product & Platform Engineering



CX & Design-Led Transformation



Data & Artificial Intelligence



Cloud-enabled Enterprise Modernization

Outcomes

Accelerate

Time to Market

Enable

Business Agility

Unlock

Growth

Maximize

Value Creation

Drive

Enterprise Simplification

* Industry vertical revenue share as of Q3 FY'21

With a partner ecosystem to adopt hyperscale computing and build modern applications



Platinum Partner

- 1400+ engagements and growing

2200+ Salesforce engineers, 2700+ Certifications

Pioneering solutions for Healthcare & BFSI verticals



AWS Advanced Consulting Partner

- 150+ AWS certifications
- DevOps Competency
- SaaS Competency
- Data & Analytics Competency
- AWS Service Delivery

Engineering transformation

- Amazon Kendra Search
- AWS SageMaker Neo
- PyTorch TorchServe (AWS + Facebook)



Gold CSP Tier 1 Partner

- Azure
- Power Platform
- Dynamics 365
- MSP Azure Expert Cloud Productivity

Preferred MSP Supplier ITES 360 Partner



Platinum Business Partner (highest tier)

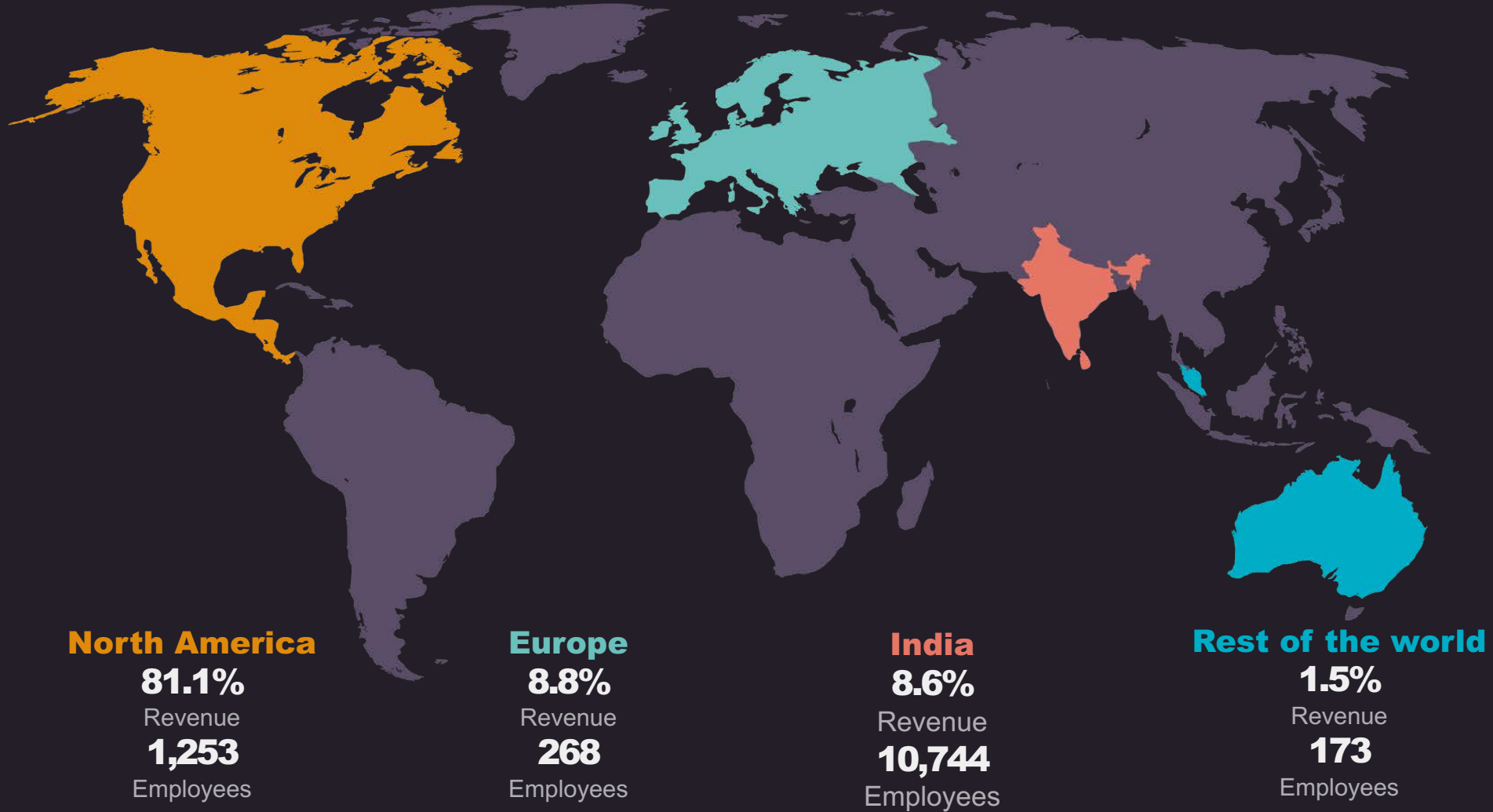
- 2200+ technologists, 300+ customers, 20+ product lines
- Innovation Award for Humanoid Concierge using Watson IoT



Red Hat CoE

- 2000+ containerization & Kubernetes technologists

Global revenue base with presence across key geographies



Recognized by sourcing advisors on capabilities and customer satisfaction

ISG Star of Excellence Overall Award 2020 Winner

Based on feedback of 100+ of our clients, ISG recognized Persistent as the leader for Customer Excellence across our core service delivery and exceptional culture alignment with our clients' organizations.

[Learn more](#)

 ISG Star of Excellence
BFSI
2020 Winner

 ISG Star of Excellence
Healthcare and Life Sciences
2020 Winner

 ISG Star of Excellence
North America Region
2020 Winner

 ISG Star of Excellence
APAC Region
2020 Winner

Salesforce Ecosystem Partners
Implementation Services for Core Clouds
Leader U.S.

 ISG Provider Lens™

Quadrant Study



Next-Gen Application Development &
Maintenance Services
Leader

 ISG Provider Lens™

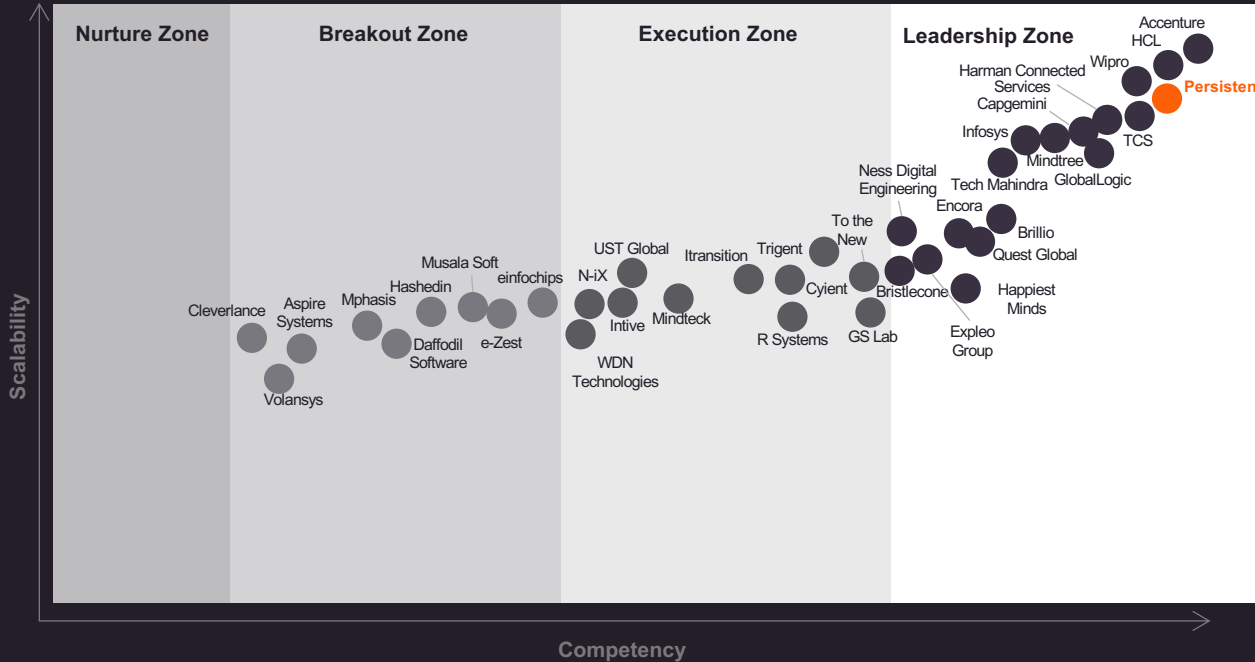
Archetype Study



Established leadership in digital engineering services



Enterprise Software 2020



Consumer Software 2020



Innovation in Services and Engineering



2020: Major Contender for Salesforce - Healthcare



2020 Strong Performer: Digital Process Automation



Persistent

**We are at a strategic
inflection point**



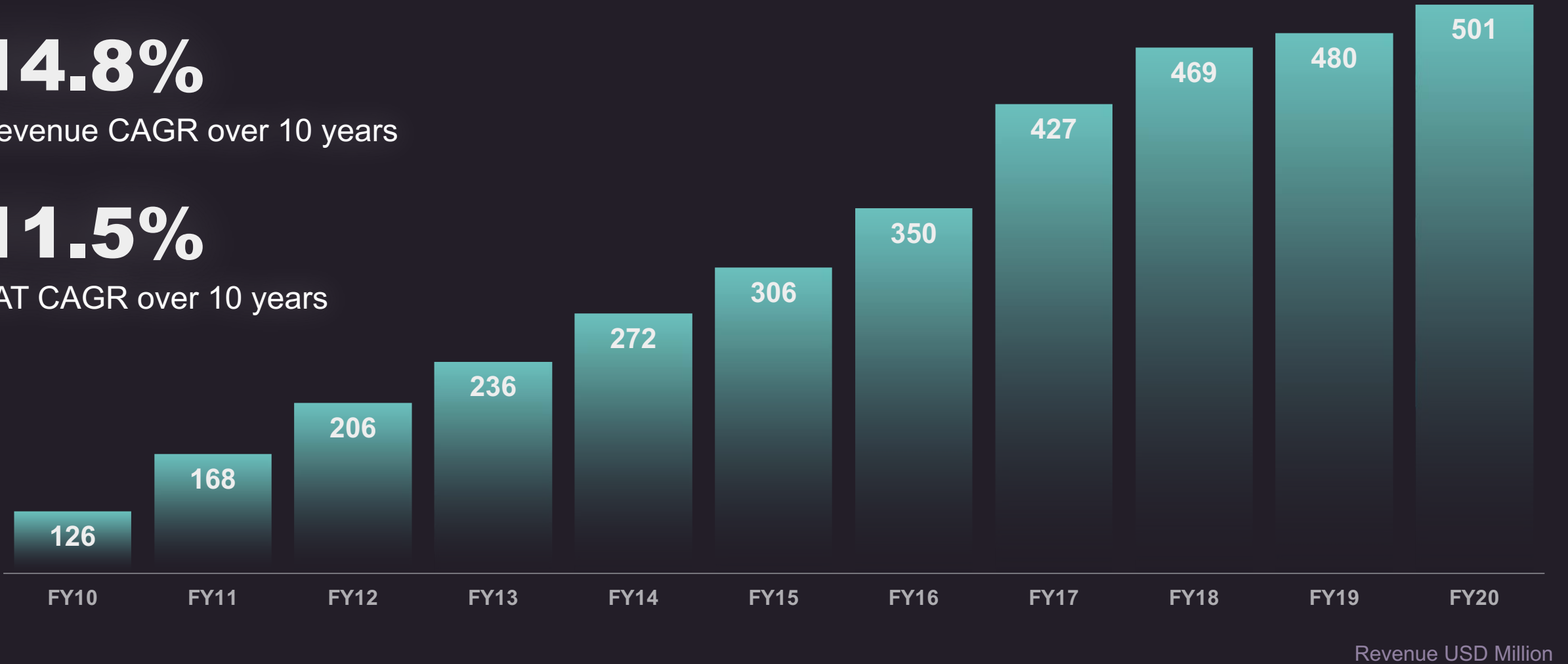
A consistent long-term track record

14.8%

Revenue CAGR over 10 years

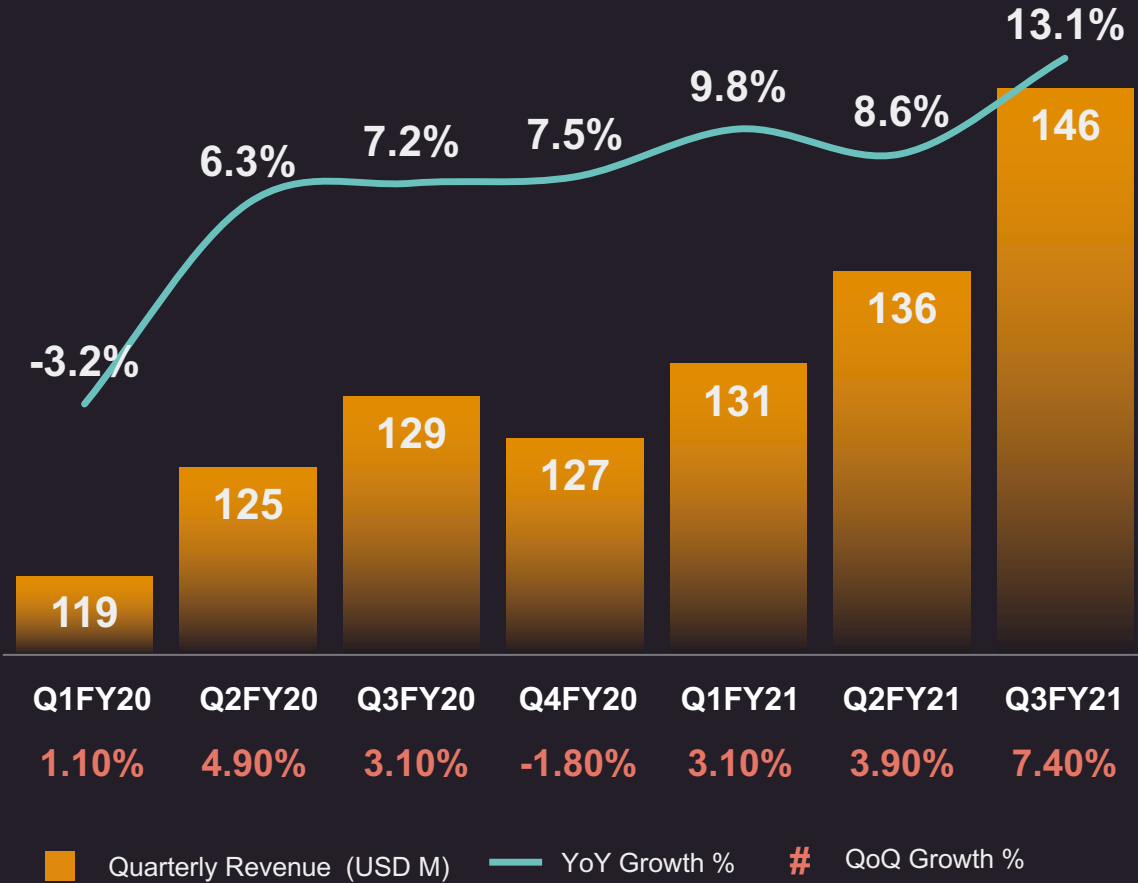
11.5%

PAT CAGR over 10 years

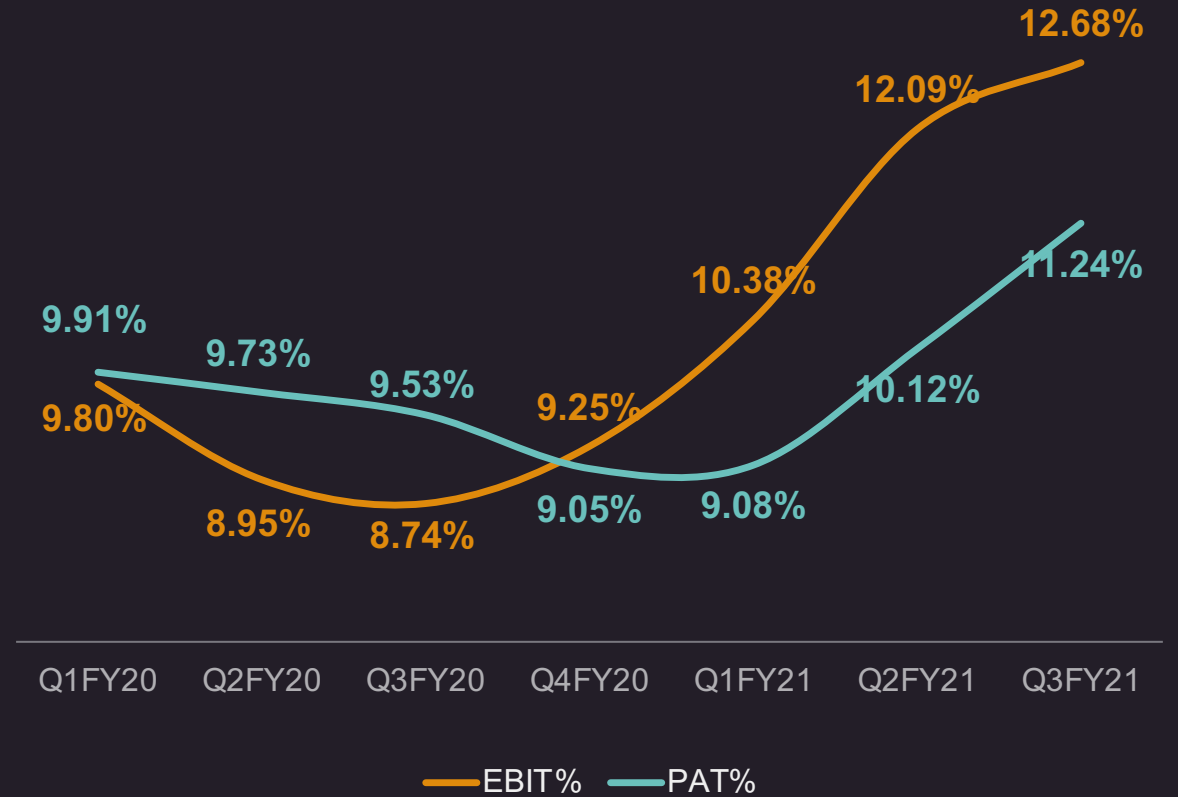


Rejuvenated growth over past 7 quarters despite COVID-19

Quarterly Revenue, QoQ and YoY Growth



EBIT and PAT Margin %



On account of broad-based growth across all industry verticals

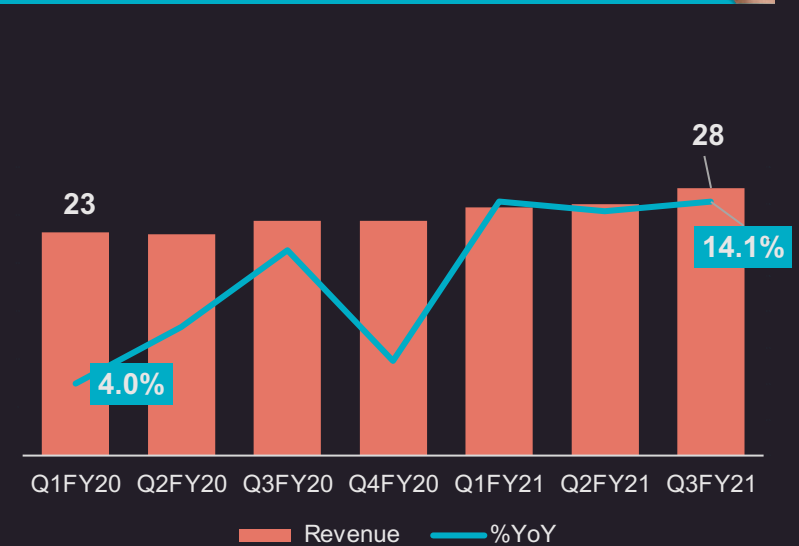
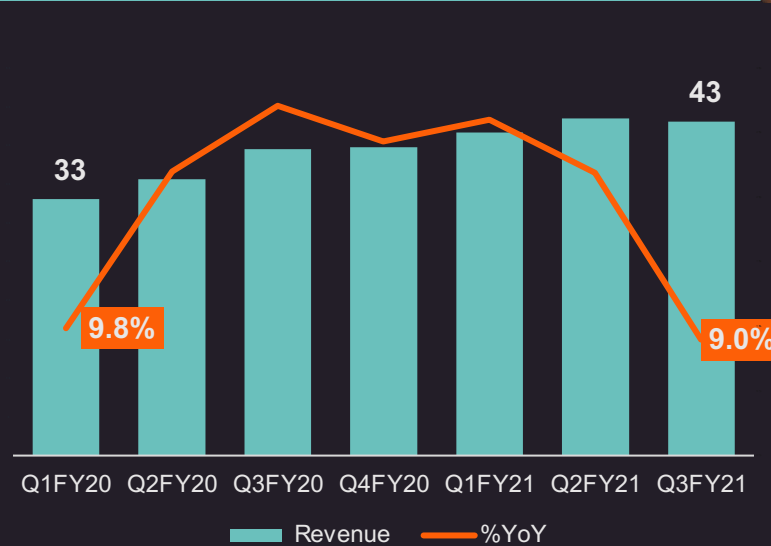
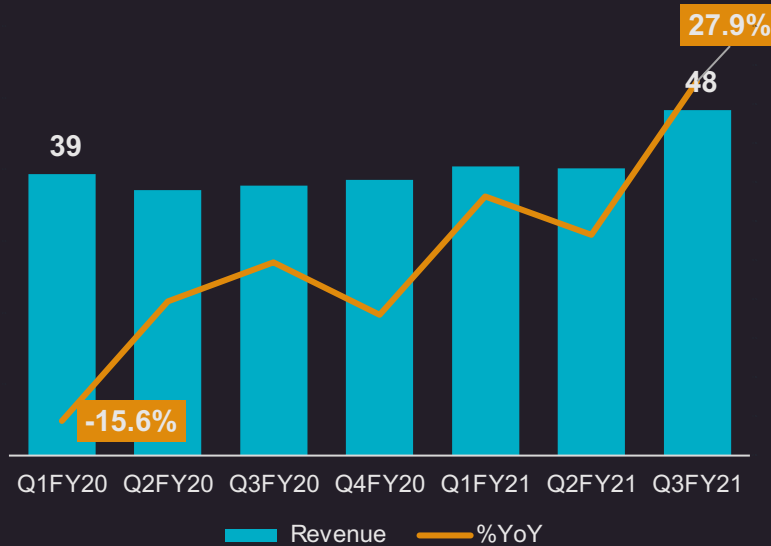
Software, Hi-Tech and Emerging Verticals



Banking, Financial Services & Insurance



Healthcare & Life Sciences



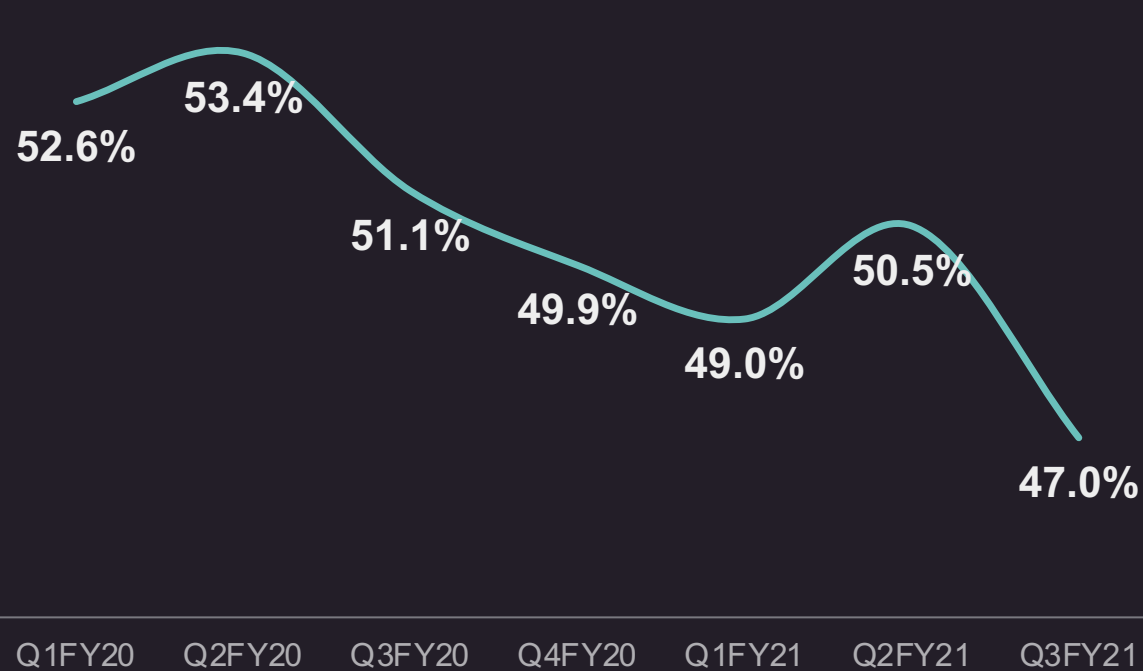
Quarterly Revenue (USD M), % YoY Growth

* This chart excludes top 1 customer

Leading to lower client concentration and greater predictability from other large accounts

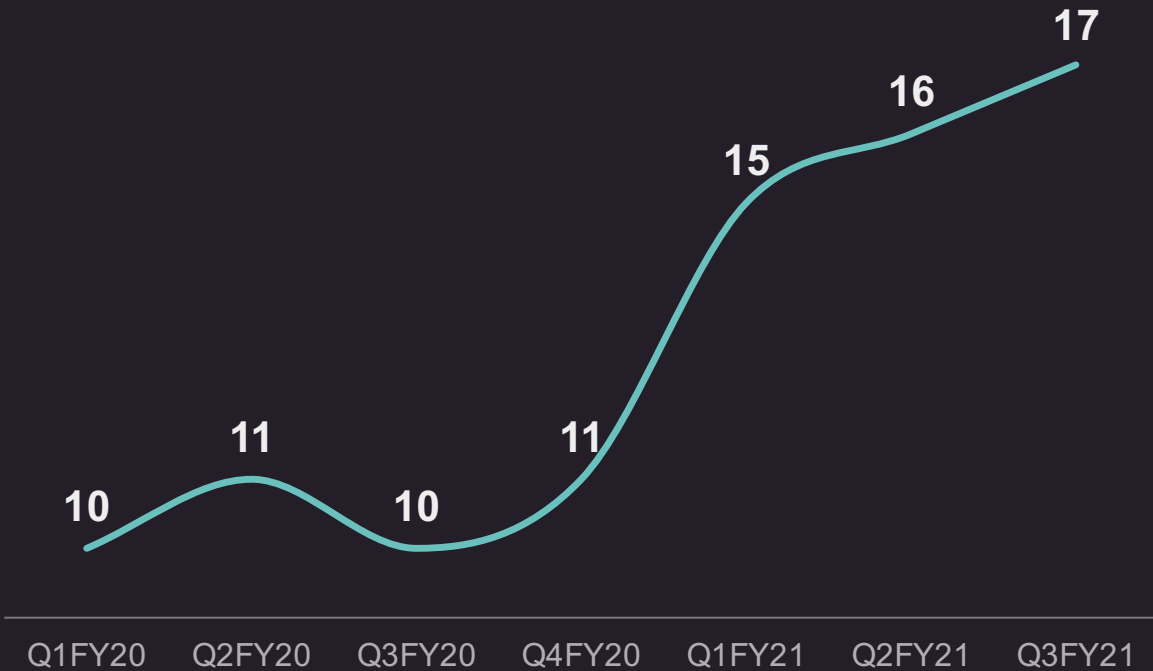
Client Concentration

(Top 10 customer as % of total revenue)



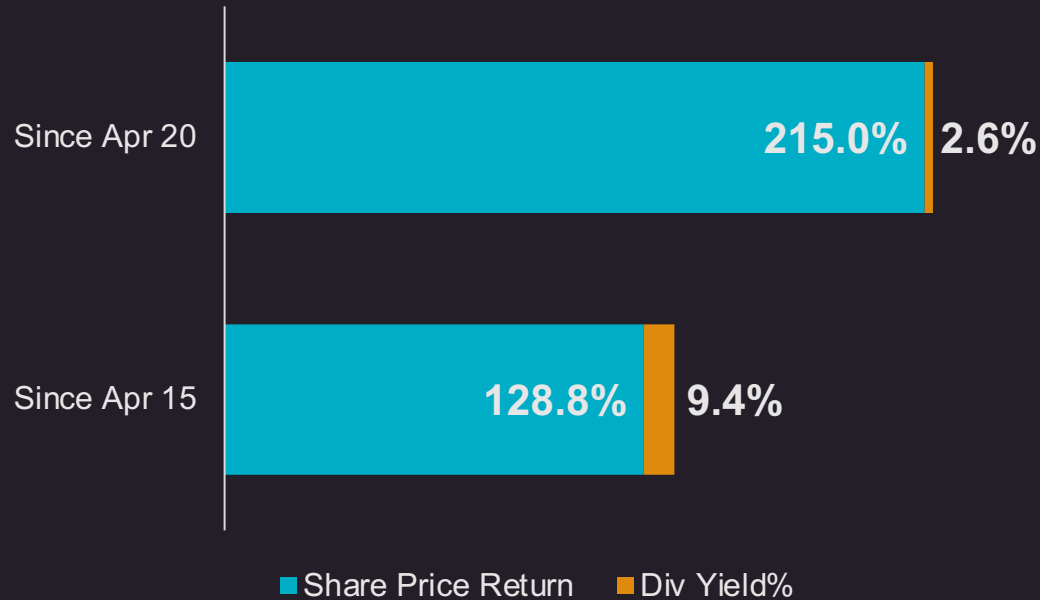
Large Client Count

(>\$5M Annual Revenue)

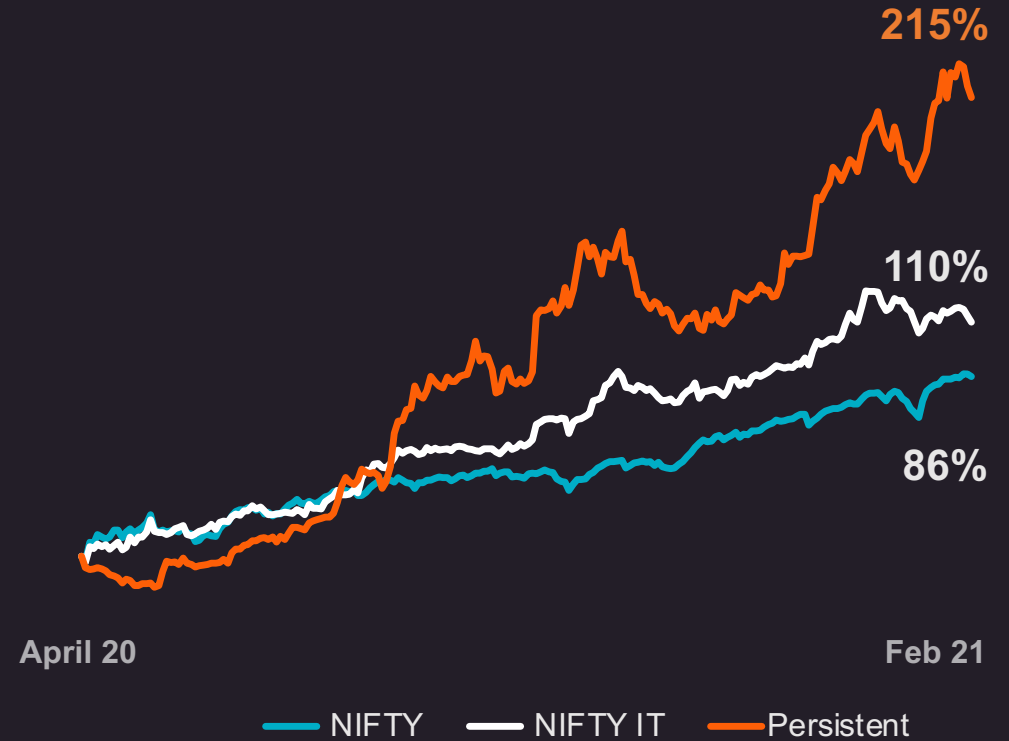


And top-quartile shareholder value creation

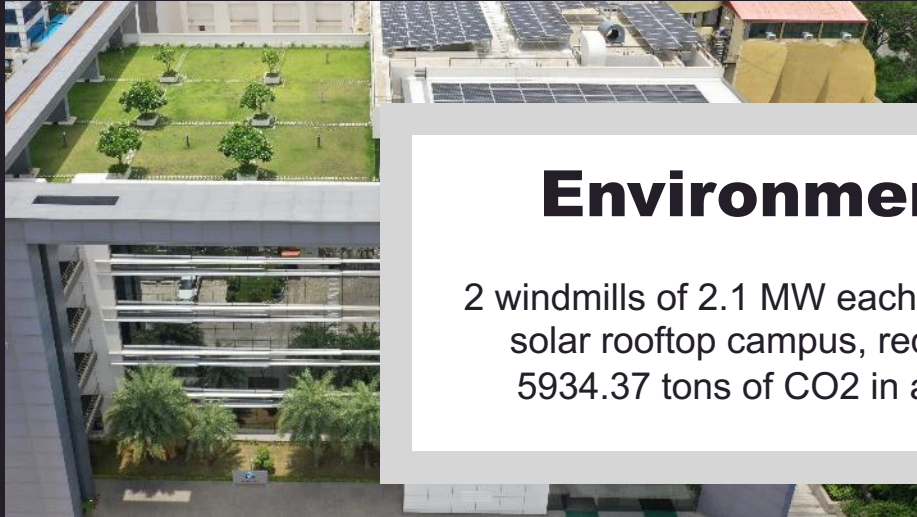
Persistent's Total Shareholder Return



Persistent's Stock Performance v/s NIFTY & NIFTY IT



All while delivering on social responsibilities and corporate governance



Environment

2 windmills of 2.1 MW each, 1.2 MW solar rooftop campus, reducing 5934.37 tons of CO2 in a year



Social



\$3.3M in COVID-19 contributions globally



Employee



45 nationalities, 32% women



Governance



Excellence in Corporate Governance

Our acceleration is a story of disciplined execution and focus on client value...

1

Strengthening offense & defense line

Over 30+ senior level hires across Sales, Delivery and Enabling functions

Building the muscle for the future

2

Investment in Deepening Capabilities

Across Industry Verticals & Enhancing capabilities at the intersection of Cloud, AI and Automation

3

Enhancing Partner Ecosystem

Investment in enhancing the Technology Partner ecosystem as well as Alternative sources of business generation (Sourcing advisors, PE, VC's)

4

Disciplined Mining & New Client Acquisition

Value-based mining and client relationship expansion

Focus on targeted segments, leading with our core technology expertise

5

Operational Excellence

Measuring & Incentivizing what matters (Order Book, Cross-Sell, Large Deals etc.), balanced costs & improved productivity

And this journey has just begun..

"We're sitting here at a moment in time, and it's sort of worked to date, but without doubt, it's always a work in progress, and I'm not here to wave a victory flag whatsoever"

Upstart CEO, Dave Girouard, after long-awaited IPO



Persistent

See Beyond, Rise Above.

[Watch Brand Video](#)