



**10<sup>th</sup> August 2020**



# **Investor Presentation**

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**Quarter ended June 30th, 2020**

A hand is shown from the bottom left, holding a glowing blue and white network of nodes and lines. A rocket is launching from the hand, trailing a bright orange and yellow flame and a white plume of smoke. The background is a dark blue sky with white clouds.

# Highlights of the Quarter

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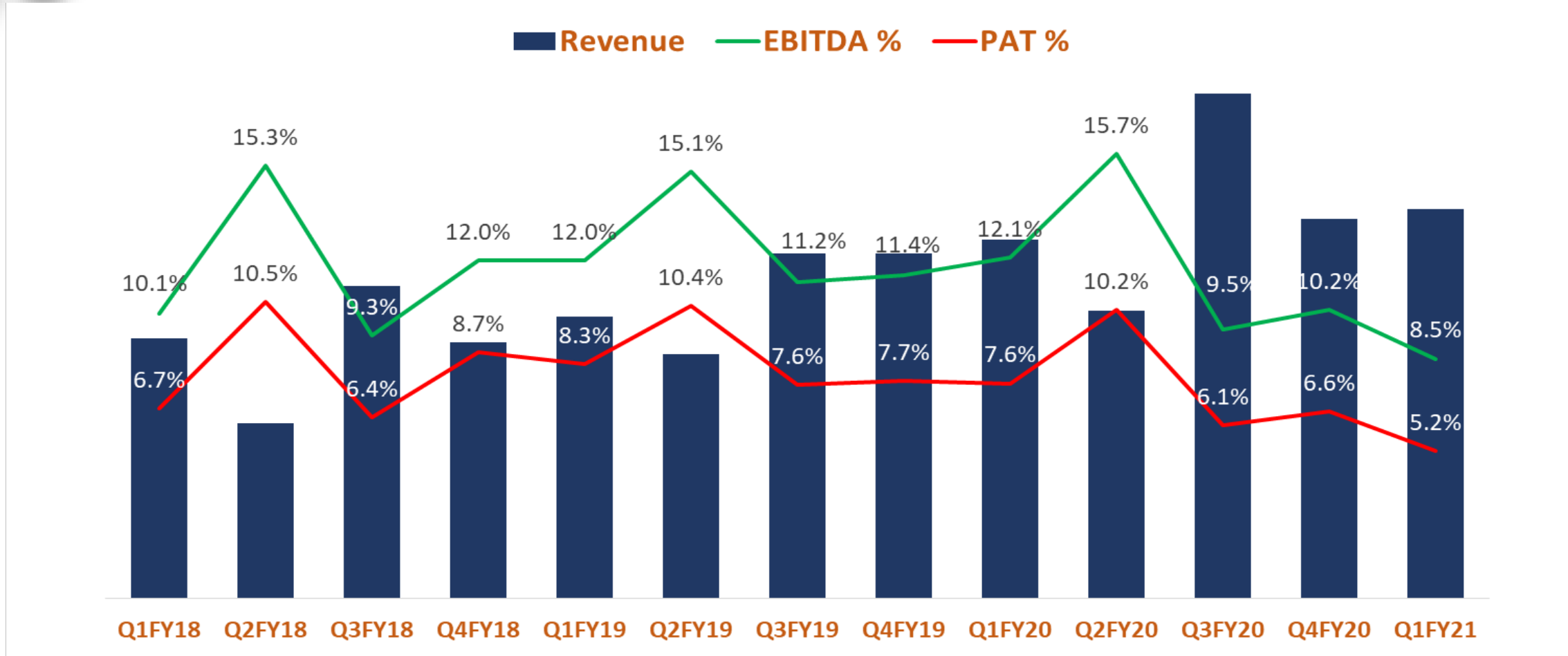


- Entire Organization moved to **WFH** model
- Acquired GAPbusters Limited (**GBW**)
- Sonata Makes Strategic investment in **Treeni**
- Sonata Won **Microsoft Eagle Award 2019-20**
- 6 new customers added in the Quarter
- Stronger Cash conversion despite Covid headwinds.



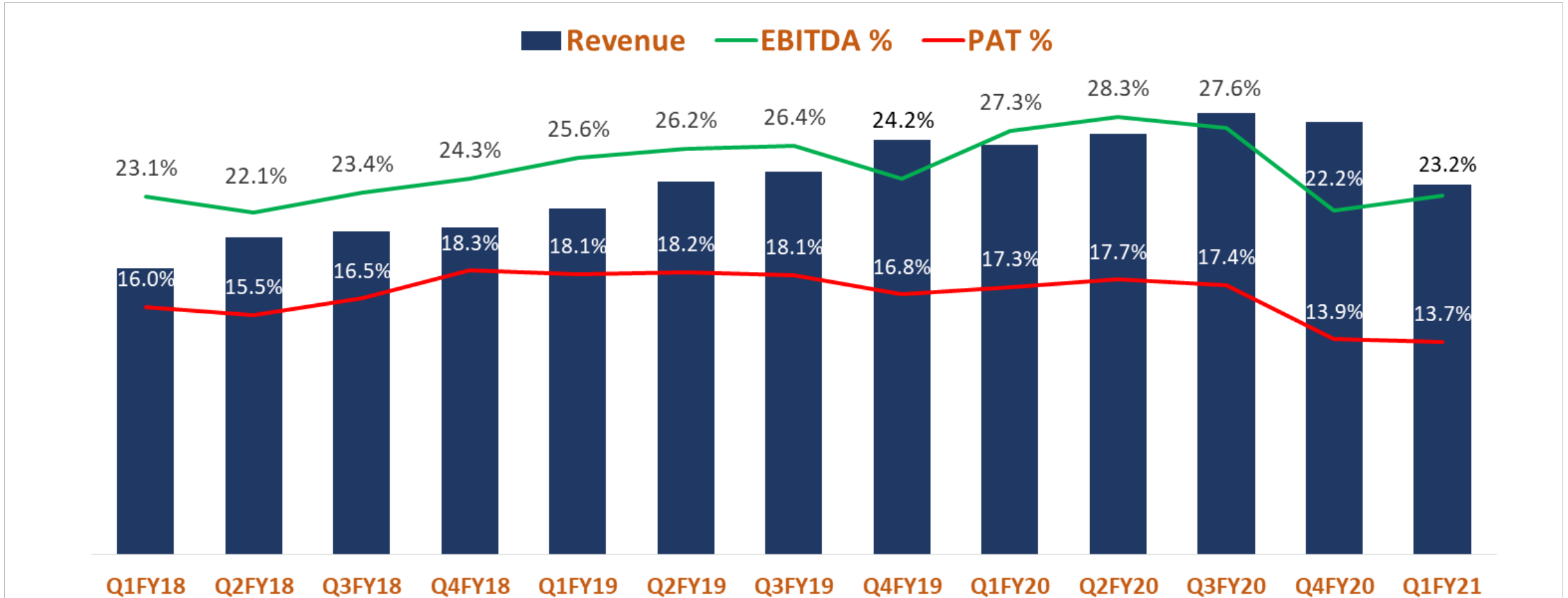
**Financial Performance**

# Consolidated Financial Performance



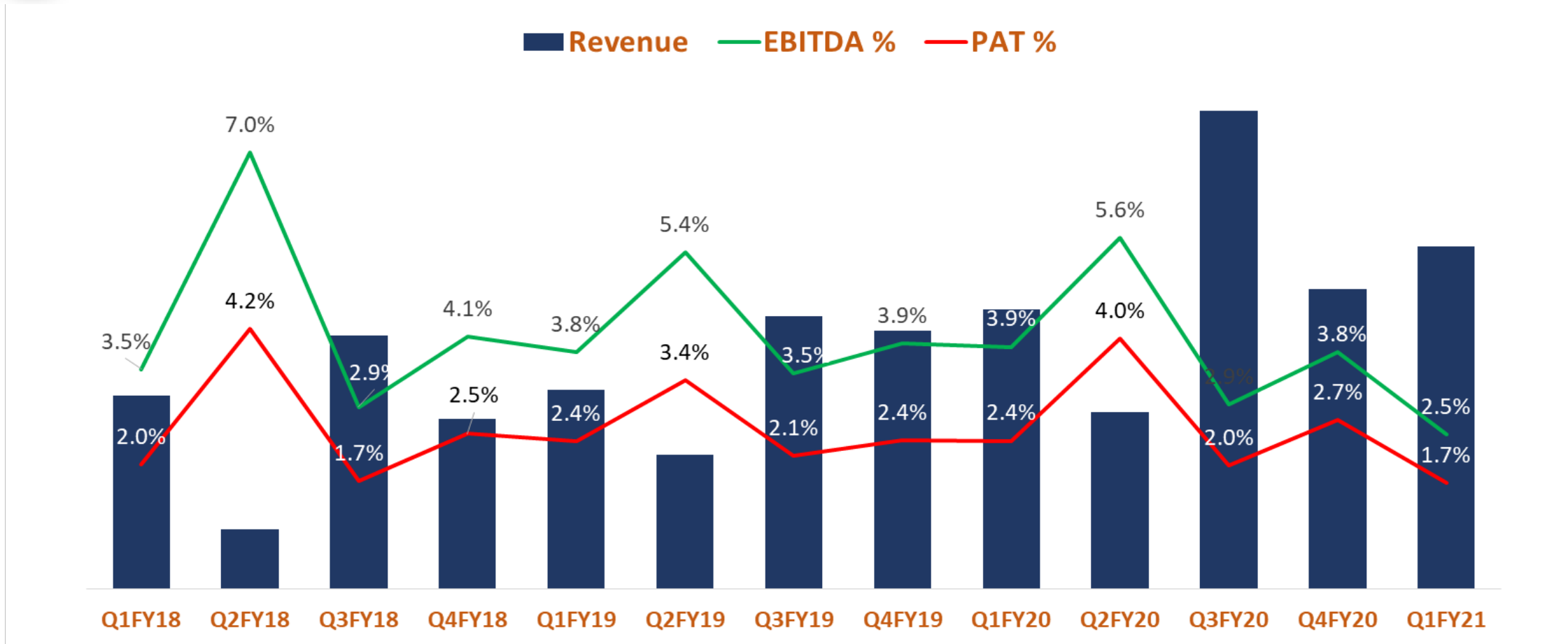
- Revenue CQGR – 3.4%
- EBITDA CQGR – 1.9%
- PAT CQGR – 1.2%

# International Services Financial Performance



- Revenue CQGR – 2.2%
- EBITDA CQGR – 2.1%
- PAT CQGR – 0.7%

# Domestic Business Financial Performance



- Revenue CQGR – 3.9%
- EBITDA CQGR – 0.9%
- PAT CQGR – 2.6%

# Financial Summary – Q1FY21

<i>in ₹ Crores</i>					
<i>Description</i>	<i>For the Quarter ended</i>			<i>30-Jun-19</i>	<i>YoY</i>
	<i>30-Jun-20</i>	<i>31-Mar-20</i>	<i>QoQ</i>		
<b>Revenues</b>					
International IT Services	275.8	325.5	-15%	304.5	-9%
Domestic- Products & Services	681.3	607.0	12%	574.1	19%
Consolidated	952.4	928.7	3%	874.6	9%
<b>EBITDA</b>					
International IT Services	64.7	72.3	-10%	84.4	-23%
Domestic- Products & Services	16.9	23.2	-27%	22.4	-25%
Consolidated	81.2	95.2	-15%	106.4	-24%
<b>PAT</b>					
International IT Services	38.3	45.2	-15%	53.4	-28%
Domestic- Products & Services	11.6	16.6	-30%	13.7	-15%
Consolidated	49.9	61.8	-19%	67.1	-26%



A hand is shown from the bottom left, holding a glowing blue network of nodes and lines. A rocket is launching from the hand, trailing a bright orange and yellow flame and a white plume of smoke. The background is a dark blue sky with white clouds. A large red arrow points from the hand towards the right, containing the text "Operational Performance".

# Operational Performance

# Operating Metrics Q1 FY'21

## Key Revenue Metrics

Revenue by Geography	Q120	Q420	Q121
US	56%	54%	64%
Europe including UK	30%	30%	16%
Rest of the World	14%	16%	20%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

Revenue by Industry	Q120	Q420	Q121
OPD	29%	27%	32%
TTL	25%	22%	4%
Distribution & Manufacturing	18%	18%	20%
Retail (Essential)	3%	4%	6%
Retail (Non Essential)	3%	3%	3%
Commodity Business & Service Industry	5%	6%	6%
Others	17%	20%	29%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

Revenue by Competency	Q120	Q420	Q121
Microsoft dynamics services	25%	28%	34%
Microsoft digital platform services	18%	16%	20%
Modern validation and development engineering mgmt	15%	15%	9%
IMS & Cloud	12%	14%	14%
Open Source digital platformation services	16%	13%	7%
Data & Analytics	8%	8%	11%
Other ERP Services	4%	4%	3%
Other Services	2%	2%	2%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

## Key Revenue Metrics

Revenue by Mix	Q120	Q420	Q121
Onsite	44%	41%	38%
Offshore	56%	59%	62%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

Revenue by Project Type	Q120	Q420	Q121
Fixed cost, Fixed Monthly	13%	13%	19%
Time & Materials	87%	87%	81%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

IP Led	Q120	Q420	Q121
IP Led Revenue	23.8%	25.4%	32.6%

# Operating Metrics Q1 FY'21

## Key Client Metrics

Metrics	Q120	Q420	Q121
<b>Client Details</b>			
Number of active clients	124	124	136
New Clients Added	7	6	6
\$1mn Client	23	29	29
\$5Mn Clients	4	4	4
\$10Mn clients	3	3	3
\$25Mn clients	2	2	2

Million Dollar Clients are based on trailing 12 months revenues

Client Contribution to Revenue	Q120	Q420	Q121
Top 5 clients	59%	57%	52%
Top 10 clients	66%	64%	59%
Top 20 clients	75%	73%	69%

Employees Detail	Q120	Q420	Q121
Total Headcount	4,011	4,211	4,111
Delivery	3,584	3,791	3,661
S&M	199	185	183
G&A	228	235	267



Thank you

