

Youperience GmbH
CONDENSED BALANCE SHEET AS AT MARCH 31, 2020

| | Note | As at March 31, 2020 (In ₹'000) |
|--------------------------------------------|------|---------------------------------------|
| ASSETS | | |
| Non-current assets | | |
| Property, Plant and Equipment | 5 | 2,604.73 |
| Capital work-in-progress | | 154.23 |
| | | <u>2,758.96</u> |
| Financial Assets | | |
| - Investments | 6 | 78,836.34 |
| - Loans | 7 | 5,185.80 |
| | | <u>86,781.10</u> |
| Current assets | | |
| Financial assets | | |
| -Trade receivables | 8 | 21,615.17 |
| -Cash and cash equivalents | 9 | 3,520.55 |
| -Other financial assets | 10 | 21,398.38 |
| Other current assets | 11 | 898.80 |
| | | <u>47,432.90</u> |
| TOTAL | | <u><u>134,214.00</u></u> |
| EQUITY AND LIABILITIES | | |
| EQUITY | | |
| Equity share capital | 4 | 1,979.78 |
| Other equity | | (52,843.84) |
| | | <u>(50,864.06)</u> |
| LIABILITIES | | |
| Non-current liabilities | | |
| Financial liabilities | | |
| - Borrowings | 12 | 95,388.22 |
| | | <u>95,388.22</u> |
| Current Liabilities | | |
| Financial liabilities | | |
| -Trade payables | 13 | 21,196.90 |
| - Other current financial liabilities | 14 | 12,442.91 |
| Other current liabilities | 15 | 9,787.60 |
| Provisions | 16 | 41,981.48 |
| Current tax liabilities (net) | | 4,280.95 |
| | | <u>89,689.84</u> |
| TOTAL | | <u><u>134,214.00</u></u> |
| Summary of significant accounting policies | 3 | |

The accompanying notes form an integral part of the condensed financial statements.

As per our report of even date

For JOSHI APTE & Co.
Firm registration no. 104370W
Chartered Accountants

For and on behalf of the Board of Directors of
Youperience GmbH

C.K. Joshi
Partner
Membership No. 030428

Steffen Drillich
Director

Sunil Sapre
Director

Place: Pune
Date : May 04, 2020

Place: Munich
Date : May 04, 2020

Place: Pune
Date : May 04, 2020

Youperience GmbH

CONDENSED STATEMENT OF PROFIT AND LOSS FOR THE QUARTER AND PERIOD ENDED MARCH 31, 2020.

| | Note | For the quarter ended March 31, 2020 (In ₹'000) | For period ended March 31, 2020 (In ₹'000) |
|--------------------------------------------------------------------------------------|------|-------------------------------------------------------|--------------------------------------------------|
| Income | | | |
| Revenue from operations (net) | 17 | 79,408.05 | 220,302.03 |
| Other income | 18 | 2,111.57 | 2,706.77 |
| Total income (A) | | 81,519.62 | 223,008.80 |
| Expenses | | | |
| Employee benefits expense | 19.1 | 84,894.90 | 254,268.55 |
| Cost of technical professionals | 19.2 | 4,675.32 | 8,756.75 |
| Finance costs | | 467.19 | 840.41 |
| Depreciation and amortization expense | 5.1 | 425.61 | 1,229.59 |
| Other expenses | 20 | 9,095.42 | 41,270.66 |
| Total expenses (B) | | 99,558.44 | 306,365.96 |
| Profit/(Loss) before tax (A - B) | | (18,038.82) | (83,357.16) |
| Tax expense | | | |
| Current tax | | - | - |
| Deferred tax Charge/(Credit) | | - | - |
| Total tax expense | | - | - |
| Profit/(Loss) for the period/ year (C) | | (18,038.82) | (83,357.16) |
| Other comprehensive income | | | |
| Items that will not be reclassified to profit or loss (D) | | | |
| | | - | - |
| Items that will be reclassified to profit or loss (E) | | | |
| - Exchange differences in translating the financial statements of foreign operations | | (1,592.23) | (2,785.15) |
| | | (1,592.23) | (2,785.15) |
| Total comprehensive income for the period/ year (C) + (D) + (E) | | (19,631.05) | (86,142.31) |
| Earnings per equity share [nominal value of Share EUR 1] | | | |
| Basic (In ₹) | 21 | (721.55) | (3,334.29) |
| Diluted (In ₹) | | (721.55) | (3,334.29) |
| Summary of significant accounting policies | 3 | | |

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Youperience GmbH**CASH FLOW STATEMENT FOR PERIOD ENDED MARCH 31, 2020**

| | For period ended March 31, 2020 (In ₹'000) |
|--------------------------------------------------------------------------------------------|--------------------------------------------------|
| Cash flow from operating activities | |
| Profit before tax | (83,357.16) |
| Adjustments for: | |
| Depreciation and amortization expense | 1,229.59 |
| Unrealised exchange loss/ (gain) (net) | (44.75) |
| Currency translation reserve | (2,801.99) |
| Provision for doubtful debts/(Provision for doubtful debts written back)(net) | (63.28) |
| Finance cost | 840.41 |
| Operating profit before working capital changes | (84,197.18) |
| Movements in working capital : | |
| (Increase) / Decrease in trade receivables | 16,999.99 |
| (Increase) / Decrease in loans and advances | (1,862.23) |
| Increase in other current assets | (19,058.39) |
| Increase in trade payables and current liabilities | 21,319.89 |
| (Decrease) / Increase in provisions | 32,090.88 |
| Operating profit after working capital changes | (34,707.04) |
| Direct taxes paid (net of refunds) | (2,366.06) |
| Net cash generated from/ used in operating activities | (A) (37,073.10) |
| Cash flows from investing activities | |
| Investment in wholly owned subsidiary | (78,836.34) |
| Payment towards capital expenditure | (967.33) |
| Net cash (used in) investing activities | (B) (79,803.67) |
| Cash flows from financing activities | |
| Loan received | 95,388.22 |
| Interest repayment on loan | - |
| Net cash generated/ used in financing activities | (C) 95,388.22 |
| | As at March 31, 2020 (In ₹'000) |
| Net increase in cash and cash equivalents (A + B + C) | (21,488.55) |
| Cash and cash equivalents at the beginning of the period | 25,009.10 |
| Effect of exchange difference on translation of foreign currency cash and cash equivalents | - |
| Cash and cash equivalents at the end of the period | 3,520.55 |
| Components of cash and cash equivalents | |
| Current account | 3,520.55 |
| Cash and cash equivalents as per note 9 | 3,520.55 |

Summary of significant accounting policies - Refer note 3

The accompanying notes form an integral part of the condensed financial statements.

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Chartered Accountants

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Place: Pune
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Youperience GmbH**STATEMENT OF CHANGES IN EQUITY FOR THE QUARTER & PERIOD ENDED MARCH 31, 2020****A. Equity share capital (Refer note 4)****(In ₹'000)**

| Balance as at July 1, 2019 | Changes in equity share capital during the period | Balance as at March 31, 2020 |
|-----------------------------------|----------------------------------------------------------|-------------------------------------|
| 1,979.78 | - | 1,979.78 |

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Youperience GmbH**STATEMENT OF CHANGES IN EQUITY FOR THE QUARTER & PERIOD ENDED MARCH 31, 2020****B. Other equity****(In ₹'000)**

| Particulars | Reserves and surplus | | Items of other comprehensive income | Total |
|-------------------------------------------|----------------------|--------------------|------------------------------------------------------------------------------------|--------------------|
| | Capital reserve | Retained earnings | Exchange differences on translating the financial statements of foreign operations | |
| Balance as at July 1, 2019 | 7,857.50 | 25,440.97 | - | 33,298.47 |
| Net profit/(loss) for the period | - | (83,357.16) | - | (83,357.16) |
| Other comprehensive income for the period | - | - | (2,785.15) | (2,785.15) |
| Balance at March 31, 2020 | 7,857.50 | (57,916.19) | (2,785.15) | (52,843.84) |

Nature and purpose of reserves**a) Foreign currency translation reserve**

The exchange differences arising from the translation of financial statements of foreign operations with functional currency other than Indian rupees is recognised in other comprehensive income and is presented under equity in the foreign currency translation reserve.

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1. Nature of operations

Youperience GmbH ("the Company") (a Germany based wholly owned subsidiary of Persistent Systems GmbH) is engaged providing software services in Salesforce cross-cloud projects. The Company has been acquired on July 1, 2019 by virtue of share purchase agreement between erstwhile shareholders of Company and the parent company, Persistent Systems Germany GmbH.

2. Basis of preparation

The financial statements of the Company have been prepared on an accrual basis and under the historical cost convention. Historical cost is generally based on the fair value of consideration given in exchange of goods and services. The accounting policies are consistently applied by the Company during the year and are consistent with those used in previous year except where a newly issued accounting standard is initially adopted or a revision to an existing accounting standard requires a change in the accounting policy hitherto in use.

Statement of compliance

In accordance with the notification issued by the Ministry of Corporate Affairs, the Company has adopted Indian Accounting Standards (referred to as "Ind AS") notified under the Companies (Indian Accounting Standards) Rules, 2015 with effect from April 1, 2016. These financial statements have been prepared in accordance with Ind AS 34 Interim Financial Reporting for the quarter and year ended March 31, 2020 as notified under the Companies (Indian Accounting Standards) Rules, 2015 read with Section 133 of the Companies Act, 2013.

3. Summary of significant accounting policies**(a) Accounting year**

The accounting year of the Company is from April 01 to March 31.

(b) Functional currency

The Company's functional currency is EUR.

(c) Use of estimates

The preparation of the financial statements in conformity with Ind AS requires the management to make judgments, estimates and assumptions that affect the reported amounts of revenue, expenses, assets and liabilities and disclosure of contingent liabilities at the end of year. Although these estimates are based on the management's best knowledge of current events and actions, uncertainty about these assumptions and estimates could result in the outcomes requiring a material adjustment to the carrying amounts of assets or liabilities in future periods.

Impact of COVID – 19

The Company has evaluated likely impact of the coronavirus (COVID – 19) on the overall business of the company. Though it is too early to estimate the same in view of the volatility in the global economic condition due to this pandemic. Company as at the date of the approval of these financials, has used various available sources of information to analyze the carrying amount of its financial assets. The impact of COVID-19 on the Company's financial statement may differ from the estimate as on the date of the approval of the financial statement.

Expected credit loss:

The Company considered current as well as anticipated future economic condition relating to industries the company deals with and the countries it operates. In calculating expected credit loss the company has also considered the liquidity crunch that is possible effect from global pandemic relating to COVID – 19. Based on current estimates company expects carrying amount of these assets to be recovered. The impact of COVID-19 on the Company's financial statement may differ from the estimate as on the date of the approval of the financial statement.

Impact on unhedged foreign currency exposure:

Based on its assessment, the Company believes that the current volatility in currency due to COVID-19 is a short-term phenomenon and is not likely to have any adverse impact on the foreign currency transactions of the company.

Carrying value of financial instruments:

The company has financial instruments in the nature of inter group deposits hence there is no risk of default or liquidity.

Impact on revenue:

The Company has evaluated its customers to assess any drop-in revenue due to the impact of COVID – 19. And it is of the opinion that the customers would re-prioritize their discretionary spend in immediate future to conserve resources. The Company has considered such impact to the extent known currently and has taken steps to measure the cost budget required to complete its performance obligations in respect of fixed price contracts and has incorporated impact of likely delays and costs in meeting its obligations. However, impact assessment of COVID – 19 is a continuing process given the uncertainties associated with its nature and duration.

Critical accounting estimates**i. Revenue Recognition**

The Company uses the percentage-of-completion method in accounting for its fixed-price contracts. Use of the percentage-of-completion method requires the Company to estimate the efforts or costs expended to date as a proportion of the total efforts or costs to be expended. Efforts or costs expended have been used to measure progress towards completion. Provisions for estimated losses, if any, on uncompleted contracts are recorded in the period in which such losses become probable based on the expected contract estimates at the reporting date.

Further, the Company uses significant judgement while determining the transaction price allocated to performance obligations using the expected cost plus margin approach.

In respect of the contracts where the transaction price is payable as royalty at pre-defined percentage of customer revenue and bearing in mind, the time gap between the close of the accounting period and availability of the revenue report from the customer, the Company is required to use its judgement to ascertain the income from royalty on the basis of historical trends of customer revenue.

ii. Property, plant and equipment

Property, plant and equipment represent a significant proportion of the asset base of the Company. The charge in respect of depreciation is derived after determining an estimate of an asset's expected useful life and the expected residual value at the end of its life. The useful lives and residual values of Company's assets are determined by management at the time the asset is acquired and reviewed periodically. The lives are based on historical experience with similar assets as well as anticipation of future events, which may impact their life, such as changes in technology.

iii. Income Taxes

The Company's major tax jurisdictions is Germany. Significant judgements are involved in determining the provision for income taxes

iv. Provisions

Provisions are determined based on the best estimate required to settle the obligation at the reporting date. If the effect of time value of money is material, provisions are discounted using a current pre-tax rate that reflects the risks specific to the liability. These estimates are reviewed at each balance sheet date and adjusted to reflect the current best estimates.

(d) Property, Plant and Equipment

Property, Plant and Equipment are stated at cost, less accumulated depreciation and accumulated impairment losses, if any. The cost comprises the purchase price and directly attributable costs of bringing the asset to its working condition for its intended use. Any trade discounts and rebates are deducted in arriving at the purchase price. Capital work-in-progress includes cost of Property, Plant and Equipment that are not ready to be put to use.

Subsequent expenditure related to an item of Property, Plant and Equipment is added to its book value only if it is probable that future economic benefits associated with the item will flow to the Company. All other expenses on existing Property, Plant and Equipment, including day-to-day repair and maintenance expenditure and cost of replacing parts, are charged to the statement of profit and loss for the year during which such expenses are incurred.

Gains or losses arising from disposal of Property, Plant and Equipment are measured as the difference between the net disposal proceeds and the carrying amount of the asset and are recognized in the statement of profit and loss when the asset is disposed.

(e) Intangible assets

Intangible assets including software licenses of enduring nature and contractual rights acquired separately are measured on initial recognition at cost. Following initial recognition, intangible assets are carried at cost less accumulated amortization and accumulated impairment losses, if any. Cost comprises the purchase price and any directly attributable cost of bringing the asset to its working condition for its intended use.

Gains or losses arising from disposal of an intangible asset are measured as the difference between the net disposal proceeds and the carrying amount of the asset and are recognized in the statement of profit and loss when the asset is disposed.

Research and development cost

Research costs are expensed as incurred. Development expenditure incurred on an individual project is recognized as an intangible asset when the Company can demonstrate:

- technical feasibility of completing the intangible asset so that it will be available for use or sale;
- its intention to complete the asset;
- its ability to use or sell the asset;
- how the asset will generate probable future economic benefits;
- the availability of adequate resources to complete the development and to use or sell the asset; and
- the ability to measure reliably the expenditure attributable to the intangible asset during development.

Such development expenditure, until capitalization, is reflected as intangible assets under development.

Following the initial recognition, internally generated intangible assets are carried at cost less accumulated amortization and accumulated impairment losses, if any. Amortization of internally generated intangible asset begins when the development is complete and the asset is available for use.

(f) Depreciation and amortization

Depreciation on Property, Plant and Equipment is provided using the Straight-Line Method ('SLM') over the useful lives of the assets estimated by the management.

The management estimates the useful lives for the Property, Plant and Equipment as follows:

| Assets | Useful lives |
|-----------------------------------|--------------|
| Computers | 3 years |
| Computers - Servers and networks* | 3 years |
| Office equipments | 5 years |

(g) Impairment of Property, Plant and Equipment and other intangible assets

The carrying amounts of assets are reviewed at each balance sheet date if there is any indication of impairment based on internal/external factors.

Recoverable amount of intangible under development that is not yet available for use is estimated at least at each financial year end even if there is no indication that the asset is impaired.

An impairment loss is recognized wherever the carrying amount of an asset exceeds its recoverable amount. The recoverable amount is the greater of the asset's fair value less costs to sell and its value in use. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and risks specific to the asset.

(h) Financial instruments**i) Financial assets***Initial recognition and measurement*

Financial assets are recognized initially at fair value plus, in the case of financial assets not recorded at fair value through profit or loss, transaction costs that are attributable to the acquisition of the financial asset.

Subsequent measurement

For the purpose of subsequent measurement, financial assets are classified as:

- **Financial assets at amortized cost**

Financial assets that are held within a business model whose objective is to hold assets for collecting contractual cash flows and whose contractual terms give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding are subsequently measured at amortized cost using the effective interest rate method. The change in measurements are recognized as finance income in the statement of profit and loss.

- **Financial assets at fair value through other comprehensive income (FVTOCI)**

Financial assets that are held within a business model whose objective is achieved both by collecting contractual cash flows and selling the financial assets and the assets' contractual cash flows represent solely payments of principal and interest on the principal amount outstanding are subsequently measured at fair value. Fair value movements are recognized in other comprehensive income.

- Financial assets at fair value through profit or loss (FVTPL)

Any financial asset which does not meet the criteria for categorization as financial instruments at amortized cost or as FVTOCI, is classified as financial instrument at FVTPL. Financial instruments included within the FVTPL category are subsequently measured at fair value with all changes recognized in the statement of profit and loss.

ii) Financial liabilities*Initial recognition and measurement*

Financial liabilities are recognized initially at fair value and, in the case of loans and borrowings and payables, net of directly attributable transaction costs.

Subsequent measurement

For the purpose of subsequent measurement, financial liabilities are classified as:

- Financial liabilities at amortized cost

Financial liabilities such as loans and borrowings are subsequently measured at amortized cost using the effective interest rate method. The change in measurements are recognized as finance costs in the statement of profit and loss.

- Financial liabilities at fair value through profit or loss (FVTPL)

Financial liabilities include financial liabilities held for trading and financial liabilities designated upon initial recognition as at fair value through profit or loss if the recognition criteria as per Ind AS 109 – “Financial Instruments” are satisfied. Gains or losses on liabilities held for trading are recognized in statement of profit and loss. Fair value gains or losses on liabilities designated as FVTPL attributable to changes in own credit risk are recognized in other comprehensive income. All other changes in fair value of liabilities designated as FVTPL are recognized in the statement of profit and loss. The Company has not designated any financial liability as at FVTPL.

iii) Impairment**i) Financial assets**

The Company applies Expected Credit Loss (ECL) model for measurement and recognition of impairment loss on financial assets measured at amortized cost and financial assets that are debts instruments and are measured at fair value through other comprehensive income (FVTOCI). ECL is the difference between contractual cash flows that are due and the cash flows that the Company expects to receive, discounted at the original effective interest rate.

For trade receivables, the Company recognizes impairment loss allowance based on lifetime ECL at each reporting date, right from its initial recognition. For other financial assets, the Company determines whether there has been a significant increase in the credit risk since initial recognition. If credit risk has not increased significantly, 12 month ECL is used to provide for impairment loss. However, if credit risk has increased significantly, lifetime ECL is used.

ii) Non-financial assets

The carrying amounts of Property, Plant and Equipment and Goodwill are reviewed at each balance sheet date or whenever there is any indication of impairment based on internal/external factors. If any indications exist, the Company estimates the asset's recoverable amount unless the asset does not generate cash flows that are largely independent of those from other assets. In such cases, the recoverable amount is determined for the Cash Generating Unit (CGU) to which the asset belongs. If the recoverable amount of an asset (or CGU) is estimated to be less than its carrying amount, the carrying amount of the asset (or CGU) is reduced to its recoverable amount. An impairment loss is recognised in the statement of profit and loss.

Recoverable amount of intangible under development that is not yet available for use is estimated at least at each financial year end even if there is no indication that the asset is impaired.

An impairment loss is recognized wherever the carrying amount of an asset exceeds its recoverable amount. The recoverable amount is the greater of the asset's fair value and its value in use. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and risks specific to the asset.

(i) Borrowing costs

Borrowing cost includes interest, amortization of ancillary costs incurred in connection with the arrangement of borrowings.

Borrowing costs directly attributable to the acquisition, construction or development of an asset that necessarily takes a substantial period of time to get ready for its intended use or sale are capitalized as part of the cost of the respective asset.

All other borrowing costs are expensed in the year they occur.

(j) Leases***Where the Company is a lessee***

Leases that transfers substantially all the risks and rewards incidental to ownership to the Company are classified as finance leases.

Finance leases are capitalized at the lower of the inception date fair value of the leased assets and the present value of the minimum lease payments.

Leases, where the lessor effectively retains substantially all the risks and benefits of ownership of the leased item, are classified as operating leases.

Operating lease payments are recognized as an expense in the statement of profit and loss as per the terms of the lease agreements.

(k) Revenue recognition

Revenue is measured at the fair value of the consideration received or receivable taking into account the amount of any trade discounts and volume rebates allowed by the Company. Revenue is recognized to the extent it is probable that the economic benefits will flow to the Company and the revenue can be reliably measured. The following specific recognition criteria must also be met before revenue is recognized:

(i) Income from sale of software services and products

Effective April 1, 2018, the Company adopted Ind AS 115 "Revenue from Contracts with Customers" using the cumulative catch-up transition method, applied to contracts that were not completed as of April 1, 2018. In accordance with the cumulative catch-up transition method, the previous period's/ year's amounts have not been retrospectively adjusted. The following is a summary of new and/or revised significant accounting policies related to revenue recognition. The effect on adoption of Ind AS 115 was insignificant.

The company derives revenues primarily from IT services comprising of software development and related services and from the licensing of software products.

Revenue is recognized upon transfer of control of promised products or services to customers in an amount that reflects the consideration expected to receive in exchange for those products or services.

Arrangements with customers for software related services are either on a time-and-material or a fixed-price basis.

Revenue on time-and-material contracts are recognized as and when the related services are performed. Revenue from fixed-price contracts, where the performance obligations are satisfied over time and where there is no uncertainty as to measurement or collectability of consideration, is recognized as per the percentage-of-completion method. When there is uncertainty as to measurement or ultimate collectability, revenue recognition is postponed until such uncertainty is resolved.

Revenue from licenses where the customer obtains a "right to use" the licenses is recognized at the time the license is made available to the customer. Revenue from licenses where the customer obtains a "right to access" is recognized over the access period.

The company has applied the principles under Ind AS 115 to account for revenues from these performance obligations.

When support services are provided in conjunction with the licensing arrangement and the license and the support services have been identified as two separate performance obligations, the transaction price for such contracts are allocated to each performance obligation of the contract based on their relative standalone selling prices. Maintenance revenue is recognized proportionately over the period in which the services are rendered.

Revenue from royalty is recognized in accordance with the terms of the relevant agreements.

The company accounts for volume discounts and pricing incentives to customers as a reduction of revenue based on the proportionate allocation of the discounts amount to each of the underlying performance obligation that corresponds to the progress by the customer towards earning the discount. Also, when the level of discount varies with increases in levels of revenue transactions, the Company recognizes the liability based on its estimate of the customer's future purchases. If it is probable that the criteria for the discount will not be met, or if the amount thereof cannot be estimated reliably, then discount is not recognized until the payment is probable and the amount can be estimated reliably. The company recognizes changes in the estimated amount of obligations for discounts in the period in which the change occurs.

Unbilled revenue represents revenue recognized in relation to work done until the balance sheet date for which billing has not taken place.

Unearned revenue represents the billing in respect of contracts for which the revenue is not recognized.

The Company collects value added taxes (VAT) on behalf of the government and, therefore, it is not an economic benefit flowing to the Company. Hence, it is excluded from revenue.

(ii) Interest

Interest income is recognized on a time proportion basis taking into account the carrying amount and the effective interest rate. Interest income is included under the head 'Other income' in the statement of profit and loss.

(iii) Dividend

Dividend income is recognized when the Company's right to receive dividend is established by the reporting date. Dividend income is included under the head 'Other income' in the statement of profit and loss.

(iv) Foreign currency translation**(i) Foreign currency transactions and balances*****Initial recognition***

Foreign currency transactions are recorded in the functional currency of the Company, by applying to the foreign currency amount the exchange rate between the functional currency and the foreign currency at the date of the transaction.

Conversion

Foreign currency monetary items are reported using the exchange rate prevailing at the reporting date. Non-monetary items, which are measured in terms of historical cost denominated in a foreign currency are reported using the exchange rate at the date of the transaction. Non-monetary items which are carried at fair value or other similar valuation denominated in a foreign currency are reported using the exchange rates at the date when the values were determined.

Exchange differences

Exchange differences arising on conversion / settlement of foreign currency monetary items and on foreign currency liabilities relating to Property, Plant and Equipment acquisition are recognized as income or expenses in the year in which they arise.

Forward exchange contracts not intended for trading or speculation purposes, classified as derivative financial instruments

As per the accounting principles laid down in Ind AS 109 – "Financial Instruments" relating to cash flow hedges, derivative financial instruments which qualify for cash flow hedge accounting are fair valued at balance sheet date and the effective portion of the resultant loss / (gain) is debited / (credited) to the hedge reserve under other comprehensive income and the ineffective portion is recognized to the statement of profit and loss. Derivative financial instruments are carried as forward contract receivable when the fair value is positive and as forward contract payable when the fair value is negative.

Changes in the fair value of derivative instruments that do not qualify for hedge accounting are recognized in the statement of profit and loss as they arise.

Hedge accounting is discontinued when the hedging instrument expires or is sold, or terminated, or exercised, or no longer qualifies for hedge accounting. Any cumulative gain or loss on the hedging instrument recognized in hedge reserve under other comprehensive income is transferred to the statement of profit and loss when the forecasted transaction occurs or affects profit or loss or when a hedged transaction is no longer expected to occur.

Translation of foreign operations

The Company presents the financial statements in INR which is the functional currency of the Company.

The assets and liabilities of a foreign operation are translated into the reporting currency (INR) at the exchange rate prevailing at the reporting date.

(I) Income taxes

Tax expense comprises of current and deferred tax. Current income tax is measured at the amount expected to be paid to the tax authorities in accordance with the Germany tax laws. The tax rates and tax laws used to compute the amount are those that are enacted or substantively enacted, at the reporting date. Current income tax relating to items recognized directly in equity is recognized in equity and not in the statement of profit and loss.

Deferred income taxes reflect the impact of temporary differences between tax base of assets and liabilities and their carrying amounts. Deferred tax is measured based on the tax rates and the tax laws enacted or substantively enacted at the reporting date.

Deferred tax liabilities are recognized for all taxable temporary differences, except deferred tax liability arising from initial recognition of goodwill or an asset or liability in a transaction that is not a business combination and, affects neither accounting nor taxable profit/ loss at the time of transaction. Deferred tax assets are recognized for all deductible temporary differences, the carry forward of unused tax credits and any unused tax losses, except deferred tax assets arising from initial recognition of goodwill or an asset or liability in a transaction that is not a business combination and, affects neither accounting nor taxable profit/ loss at the time of transaction. Deferred tax assets are recognized only to the extent that sufficient future taxable income will be available against which such deferred tax assets can be realized.

The carrying amount of deferred tax asset is reviewed at each reporting date and reduced to the extent that it is no longer probable that sufficient taxable profit will be available against which such deferred tax assets can be realized.

Deferred tax assets and deferred tax liabilities are offset, if a legally enforceable right exists to set off current tax assets against current tax liabilities and the deferred tax assets and deferred tax liabilities relate to the same taxable entity and the same taxation authority.

Deferred tax relating to items recognized outside the statement of profit and loss is recognized in co-relation to the underlying transaction either in other comprehensive income or directly in equity.

(m) Earnings per share (EPS)

Basic earnings per share are calculated by dividing the net profit for the year attributable to equity shareholders by the weighted average number of equity shares outstanding during the year. The weighted average number of equity shares outstanding during the reporting period is adjusted for events such as bonus issue, bonus element in a rights issue, share split, and reverse share split (consolidation of shares), if any occurred during the reporting period, that have changed the number of equity shares outstanding, without a corresponding change in resources.

For the purpose of calculating diluted earnings per share, the net profit for the year attributable to the equity shareholders and the weighted average number of equity shares outstanding during the year, are adjusted for the effects of all dilutive potential equity shares.

The number of shares and potential dilutive equity shares are adjusted retrospectively for all periods presented for any bonus shares issues including for changes effected prior to the approval of the financial statements by the Board of Directors.

(n) Provisions

A provision is recognized when the Company has a present obligation as a result of past event; it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation, in respect of which a reliable estimate can be made. Provisions are determined based on the best estimate required to settle the obligation at the reporting date. If the effect of time value of money is material, provisions are discounted using a current pre-tax rate that reflects the risks specific to the liability. These estimates are reviewed at each balance sheet date and adjusted to reflect the current best estimates.

(o) Contingent liabilities

A contingent liability is a possible obligation that arises from past events whose existence will be confirmed by the occurrence or non-occurrence of one or more uncertain future events beyond the control of the Company or a present obligation that is not recognized because it is not probable that an outflow of resources will be required to settle the obligation. A contingent liability also arises in extremely rare cases where there is a liability that cannot be recognized because it cannot be measured reliably.

(p) Cash and cash equivalents

Cash and cash equivalents in the cash flow statement comprises of cash at bank, cash in hand and short term deposits with an original maturity period of three months or less.

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4. Share capital

| | (In '000) |
|-----------------------------------------------------------|---------------------------------|
| | As at March 31, 2020 |
| Authorized shares | |
| 25,000 Ordinary shares of EUR 1 each. | EUR 25.00 |
| | EUR 25.00 |
| Issued, subscribed and fully paid-up shares | |
| 25,000 Ordinary shares of EUR 1 each. | EUR 25.00 |
| Issued, subscribed and fully paid-up share capital | EUR 25.00 |

All the shares are held by Persistent Systems GmbH.

a) Reconciliation of the shares outstanding at the beginning and at the end of the period

There is no movement in the shares outstanding at the beginning and at the end of the reporting period.

b) Terms / rights attached to equity shares

The Company has only one class of equity shares having a par value of EUR 1 per share. Each holder of equity shares is entitled to one vote per share.

In the event of liquidation of the Company, the holders of equity shares will be entitled to receive remaining assets of the Company, after distribution of all preferential amounts. The distribution will be in proportion to the number of equity shares held by the shareholders.

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Youperience GmbH**NOTES FORMING PART OF CONDENSED FINANCIAL STATEMENTS****5. Property, Plant and Equipment** **(In ₹'000)**

| | Computers | Furniture | Total |
|------------------------------------------|-----------------|---------------|-----------------|
| Gross block (At cost) | | | |
| As at July 1, 2019 | | | - |
| Acquisition through business combination | 4,192.95 | 336.48 | 4,529.43 |
| Additions | 654.87 | 52.53 | 707.40 |
| - Exchange differences | 258.16 | 20.76 | 278.92 |
| As at March 31, 2020 | 5,105.98 | 409.77 | 5,515.75 |
| Depreciation and amortization | | | |
| As at July 1, 2019 | | | - |
| Charge for the period | 1,174.46 | 55.13 | 1,229.59 |
| Acquisition through business combination | 1,464.91 | 68.48 | 1,533.39 |
| - Exchange differences | 141.64 | 6.40 | 148.04 |
| As at March 31, 2020 | 2,781.01 | 130.01 | 2,911.02 |
| As at March 31, 2020 | 2,324.97 | 279.76 | 2,604.73 |

5.1 Depreciation and amortisation

| | For the Quarter ended March 31, 2020 (In ₹'000) | For the period ended March 31, 2020 (In ₹'000) |
|-----------------|-------------------------------------------------------|------------------------------------------------------|
| Tangible assets | 425.61 | 1,229.59 |
| | 425.61 | 1,229.59 |

Youperience GmbH**NOTES FORMING PART OF CONDENSED FINANCIAL STATEMENTS****6. Non-current investments**

| | As at March 31, 2020 (In ₹'000) |
|---------------------------------------------|---------------------------------------|
| Investments carried at cost | |
| Unquoted investments | |
| Investments in equity instruments | |
| Youperience Limited [Holding 100%] | |
| 200 shares of GBP 1 each, fully paid up | 78,836.34 |
| Total carrying amount of investments | <u><u>78,836.34</u></u> |

7. Long term loans and advances

| | As at March 31, 2020 (In ₹'000) |
|-----------------------------------|---------------------------------------|
| Unsecured, considered good | |
| - Security deposits | 5,185.80 |
| | <u><u>5,185.80</u></u> |

8. Trade receivables

| | As at March 31, 2020 (In ₹'000) |
|-------------------------------------------|---------------------------------------|
| Others | |
| Unsecured, considered good | 21,615.17 |
| Unsecured, considered doubtful | 882.79 |
| | <u>22,497.96</u> |
| Less : Provision for doubtful receivables | 882.79 |
| | <u><u>21,615.17</u></u> |

9. Cash and cash equivalents

| | As at March 31, 2020 (In ₹'000) |
|----------------------------------------------------------------------|---------------------------------------|
| Cash and cash equivalents as presented in cash flow statement | |
| Balances with banks | 3,439.15 |
| Cheque in transit | 81.40 |
| | <u><u>3,520.55</u></u> |

10. Other current financial assets

| | As at March 31, 2020 (In ₹'000) |
|-----------------------------|---------------------------------------|
| Advances to related parties | |
| - Parx Consulting GmbH | 2,357.83 |
| - Youperience Limited | 266.43 |
| Unbilled revenue | 18,774.12 |
| | <u><u>21,398.38</u></u> |

11. Other current assets

| | As at March 31, 2020 (In ₹'000) |
|-----------------------------------------|---------------------------------------|
| Advances recoverable in cash or in kind | 898.80 |
| | <u><u>898.80</u></u> |

12. Non-current financial liabilities : Borrowings

| | As at March 31, 2020 (In ₹'000) |
|-------------------------------------------------------------------------------------------------------|---------------------------------------|
| Borrowings from related parties | |
| - Inter corporate deposit from Persistent Systems GmbH for period of 36 months @ 6M EURIBOR + 200 bps | 78,836.30 |
| - Inter corporate deposit from Persistent Systems Inc for period of 36 months @ 3M LIBOR + 225 bps | 16,551.92 |
| | <u>95,388.22</u> |

13. Trade payable

| | As at March 31, 2020 (In ₹'000) |
|---------------------------------------|---------------------------------------|
| Trade payables for goods and services | 21,196.90 |
| | - |
| | <u>21,196.90</u> |

14. Other Current Financial Liabilities

| | As at March 31, 2020 (In ₹'000) |
|------------------------------------------------------------------|---------------------------------------|
| Advance from related parties (Unsecured considered good) | |
| - Parx Consulting GmbH | 12,442.91 |
| | <u>12,442.91</u> |

15. Other current liabilities

| | As at March 31, 2020 (In ₹'000) |
|--------------------------------|---------------------------------------|
| Interest accrued on borrowings | 885.16 |
| VAT and service tax payable | 3,662.57 |
| Other liabilities | 1,262.94 |
| Statutory Liabilities | 3,976.93 |
| | <u>9,787.60</u> |

16. Current Liabilities - Provisions

| | As at March 31, 2020 (In ₹'000) |
|---------------------------------|---------------------------------------|
| Provision for employee benefits | |
| - Leave encashment | 3,498.20 |
| - Other employee benefits | 38,483.28 |
| | <u>41,981.48</u> |

Youperience GmbH**NOTES FORMING PART OF CONDENSED FINANCIAL STATEMENTS****17. Revenue from operations**

| | For the quarter ended March 31, 2020 (In ₹'000) | For period ended March 31, 2020 (In ₹'000) |
|------------------|-------------------------------------------------------|--------------------------------------------------|
| Sale of Services | 79,408.05 | 220,302.03 |
| | 79,408.05 | 220,302.03 |

18. Other Income

| | For the quarter ended March 31, 2020 (In ₹'000) | For period ended March 31, 2020 (In ₹'000) |
|----------------------|-------------------------------------------------------|--------------------------------------------------|
| Miscellaneous Income | 2,111.57 | 2,706.77 |
| | 2,111.57 | 2,706.77 |

19. Personnel expenses

| | For the quarter ended March 31, 2020 (In ₹'000) | For period ended March 31, 2020 (In ₹'000) |
|----------------------------------------------|-------------------------------------------------------|--------------------------------------------------|
| 19.1 Employee benefit expenses | | |
| Salaries wages and bonus | 83,734.68 | 247,728.43 |
| Defined contribution to other funds | 474.99 | 4,508.43 |
| Staff welfare and benefits | 685.23 | 2,031.69 |
| | 84,894.90 | 254,268.55 |
| 19.2 Cost of technical, professionals | | |
| Technical professionals - Related parties | 4,670.34 | 7,860.99 |
| Technical professionals - Others | 4.98 | 895.76 |
| | 4,675.32 | 8,756.75 |
| | 89,570.22 | 263,025.30 |

20. Other expenses

| | For the quarter ended March 31, 2020 (In ₹'000) | For period ended March 31, 2020 (In ₹'000) |
|-------------------------------------------------------------------------------|-------------------------------------------------------|--------------------------------------------------|
| Traveling and conveyance | 6,151.12 | 16,241.99 |
| Electricity expenses | 61.16 | 122.88 |
| Communication expenses | 29.29 | 132.64 |
| Training and seminars | 0.99 | 178.20 |
| Purchase of software licenses and support expenses | 1,263.66 | 4,562.00 |
| Provision for doubtful debts/(Provision for doubtful debts written back)(net) | (0.35) | (63.28) |
| Rent | 1,958.85 | 10,221.81 |
| Insurance | 318.66 | 369.51 |
| Rates and taxes | 1,501.85 | - |
| Legal and professional fees | 1,125.43 | 3,944.28 |
| Repairs and maintenance | | |
| - Others | 151.69 | 738.52 |
| Advertisement and sponsorship fees | (4,136.98) | 789.87 |
| Auditors' remuneration | 177.70 | 1,323.64 |
| Foreign exchange loss (net) | 2.99 | 2.99 |
| Miscellaneous expenses | 489.36 | 2,705.61 |
| | 9,095.42 | 41,270.66 |

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21. Earnings per share

| Particulars | | For the quarter ended March 31, 2020 | For the period ended March 31, 2020 |
|-------------------------------------------------------------------------|-------|-----------------------------------------|----------------------------------------|
| Basic earnings per share | | | |
| <u>Numerator</u> | | | |
| Net Profit / (loss) after tax (in ₹ '000) | A | (18,700.04) | (83,357.16) |
| <u>Denominator for basic EPS</u> | B | 25,000 | 25,000 |
| <u>Denominator for diluted EPS</u> | | | |
| Weighted average number of equity share | C | 25,000 | 25,000 |
| Basic earnings per share (Face value of EUR 1 each) (in ₹) | A / B | (748.00) | (3,334.29) |
| Diluted earnings per share (Face value of EUR 1 each) (in ₹) | A/C | (748.00) | (3,334.29) |

| | For the quarter ended March 31,2020 | For the period ended March 31,2020 |
|--------------------------------------------------------------------------------------------------------|----------------------------------------|---------------------------------------|
| Number of shares considered as basic weighted average shares outstanding | 25,000 | 25,000 |
| Add: Effect of dilutive issues of stock options | - | - |
| Number of shares considered as weighted average shares and potential shares outstanding | 25,000 | 25,000 |

(This space is intentionally left blank)

22. Contingent liabilities:

On July 1, 2019, the Company acquired the assets of Youperience Limited for an upfront consideration of EUR 951.38 thousand. The share purchase agreement provides for certain earn-out base payment, contingent upon certain conditions being met in future years. The contingent payment would be recorded, as and when the contingency is resolved.

23. Capital Commitments:

The estimated amount of contracts remaining to be executed on Capital account and not provided for, net of advances is ₹ Nil.

24. Results for the Quarter ended 31.03.2020 are balancing figures between audited figures for the full financial year and reviewed year to date figures up to 31.12.2019 of the financial year.

25. Youperience GmbH is considered as going concern in spite of negative net worth and inability to repay debts on time based on assurance of continued financial support and assistance from Parent Company and measures proposed to control loss.

26. The financial statements are presented in ₹ '000 except for per share information or as otherwise stated.

As per our report of even date

For Joshi Apte & Co.,
Firm registration no. 104370W
Chartered Accountants

For and on behalf of the Board of Directors of
Youperience GmbH

C.K. Joshi
Partner
Membership No.030428
Place: Pune
Date: May 04,2020.

Steffen Drillich
Director
Place: Munich
Date: May 04,2020.

Sunil Sapre
Director
Place: Pune
Date: May 04,2020.
