



See Beyond, Rise Above

Persistent 32nd Annual General Meeting 2021-22

Corporate Participants:

1. Dr. Anand Deshpande- Founder, Chairman & Managing Director
2. Mr. Praveen Kadle- Independent Director & Chairman of the Audit Committee & Risk Management Committee
3. Mr. Pradeep Bhargav- Independent Director & Chairman of the Nominations & Remuneration Committee & Chairman of Corporate Social Responsibility Committee
4. Padma Shri Prof. Deepak Pathak- Independent Director & Chairman of the Stakeholder Relationship Committee
5. Mrs. Roshni Bakshi- Independent Director
6. Mr. Arvind Goel- Independent Director
7. Mr. Guy Eiferman- Independent Director
8. Dr. Ambuj Goyal- Independent Director
9. Mr. Thomas Kendra- Non-Executive Non-Independent Director
10. Dr. Anant Jhingran- Independent Director
11. Mr. Dan'l Lewin- Independent Director
12. Mr. Sandeep Kalra- Chief Executive Director & Executive Director
13. Mr. Sunil Sapre- Chief Financial Officer & Executive Director
14. Mr. Amit Atre- Company Secretary

Dr. Anand Deshpande

Good evening. It is about five paths for unclear evening on the 19th of July 2022. And it is good to see so many of you here in person. We are assembled here in the Devang Mehta auditorium at Persistent Systems registered office on Senapati Bapat Road in Pune I am Anand Deshpande , the founder, Chairman and Managing Director of persistent systems limited. On behalf of my fellow Board of Directors, I am delighted to welcome you to the 32nd annual general meeting of the company. It is also good to see so many familiar faces in the audience today. Unfortunately, we were forced to host the last two annual general meetings online because of the pandemic. This meeting is organized as a hybrid event. I'm happy to note that several members who could not be here in person have joined the meeting online. Let me welcome them as well. It is my pleasure to introduce you to our board members. Let me start with the executive directors who are present on stage. First, let me introduce Executive Director and Chief Executive Officer Sandeep Kalra Executive Director and Chief Financial Officer Sunil Sapre. Continuing with non executive and independent directors, let me first introduce the board members present with us here in person. I'll introduce others who are joining through video conferences later. Let me start with independent director and Chairman of the audit committee and the risk management committee. Mr. Praveen Kadle and then introduced independent director chairman of the nominations and remuneration Committee, and the chairman of Corporate Social Responsibility Committee, Mr Pradeep Bhargava. Independent director and Chairman of the stakeholder relationship committee, Padma Shri professor, Deepak Phatak independent director, Mrs. Roshini Bakshi. independent director Mr. Arvind Goel. Mr.Goel is attending this first persistent shareholder meeting. Resolution six of today's agenda proposes to appoint him as an independent director for a five year term. Mr. Goel is currently the Managing Director and Chief executive officer of Tata autocomp systems limited. Previously, Mr. Goel has held senior leadership positions in several companies including Manforce trucks, Force motors, Bajaj Tempo and Kirloskar oil engine. He is an active member of the local Pune ecosystem, and currently serves as a board member of the Maratha Chamber of Commere, industries and agriculture MCCIA. As the chairman of the

western region of the automotive components Manufacturers Association, Acma elected member of CII National Council CI Western Regional Council and ACMA. It's a pleasure to have you joining us on our board Arvind. Let me now introduce Ms. Avani Davda, who was appointed an independent director in December. Unfortunately, she's not able to make this meeting in person. But resolution five of today's agenda proposes that we appoint her as an independent director for a five-year term from December 28 2021. Currently, she is a strategic advisor at the Bain advisory network. She started her career with Tata Group as a member of TAS in 2002. She has worked in multiple Tata companies including Taj luxury hotels and Tata consumer products. She was the Chief Executive Officer of Tata Starbucks Private Limited, the 5050 joint venture between Starbucks Coffee Company and Tata Global Beverages limited. Subsequently, she was the MD and CEO of Godrej nature's basket Avani. We are delighted to have you be part of our board. Now I'm going to go to the international directors who are online today. Signing in from South of France. We have independent director Mr. Guy Eiferman, Signing in from New York, we have independent director Dr. Ambuj Goyal. Resolution seven of today's agenda proposes to appoint him as an independent director for a five year term. Dr. Goyal holds a bachelor's degree in technology from IIT Kanpur and a PhD from University of Texas Austin. He is a fellow of IEEE and A fellow of ACM , and has received multiple industry awards. Dr.Goyal is currently an adviser to multiple startups and private equity firms. Earlier he was also the chief executive officer of Magine a Stockholm based startup. Dr. Goyal has had a stellar career at IBM starting with IBM Research and served in several leadership positions across divisions for two decades. He lead the Computer Science Research Lab at IBM with 1500 scientists as the General Manager of information management and analytics, and then general manager for development for IBM Systems and micro electronics Division. He was responsible for a portfolio over \$10 billion. It is an honor to have a technology visionary Dr. Ambush Goyal joining our board. Signing in from Dallas, Texas, we have non executive non independent director, Mr. Thomas Kendra . Hi, Tom, good to see you. We now have signing in from San Jose, California. It's very early in the morning that it's almost 3.30 in the morning. We have an Anant Jhingran here on the on our call. Anant thanks for taking the effort for being in so early in the morning. Let me also welcome Daniel Lewin to this meeting. This is again Daniels first meeting and resolution eight of today's agenda proposes to appoint him as an independent director for a five year term. Mr. Lewin is a bay area veteran. He is currently the president and chief executive officer of the Computer History Museum in Mountain View, California and based nonprofit organization where he is responsible for strategic planning, fundraising and operations. For those of you visiting the Bay Area, consider visiting CHM it's worthwhile visit. Before the CHM Daniel had a 17 year tenure at Microsoft, where he worked very closely with Steve Ballmer, the CEO and lead companies initiatives for deploying technology for public good. And he was also responsible for setting up Microsoft's engagement models with venture capitalist and ISVs out of the Bay Area office. Earlier Daniel worked very closely with Steve Jobs where he led the launch of the Mac and tosh for higher education for the Apple Computer Incorporated. With Steve Jobs, Daniel was the co founder and VP marketing at sales. At next thing, he led Sales and Marketing for GO Corp and has served as the Chief Executive Officer of Origin Systems Inc. Thank you, Daniel, for joining us on this meeting. And it's again very early in the morning. So, thanks a lot for taking the effort. Having introduced the board members, I want to now acknowledge the presence of some of the distinguished members who are present today. So, I would like to acknowledge the other Dada Deshpande SP Deshpande co promoter of the company who has joined us in this meeting in person also present in the auditorium or Mr. Shashi Tadwalkar . So, he's the partner and Mr. Devendra Jain, manager from Ms. Walker Chandi Oak and company LLP. They are our statutory auditors. We have Ms .Tejashree Joshi and Kaustub Deshpande. a partners from Ms. Joshi Apte company our tax auditors. Mr. C K Joshi personally called as he was not able to make it as he's not well, but I wish him the best of health and speedy recovery. Ms. Pallavi Salunke of Ms. P. V. S and associate secretarial auditors of the company for the financial year 2021 -22 is also here. Thank you for coming Pallavi helping us conduct this meeting. We have Mr. Sridhar Mudaliar, partner of Ms. SVD and Associates, practicing company secretaries who are appointed as scrutinizers for voting during this meeting. I also welcome Mr. Sandip Pawar of M/s. Link Intime India, registrar and share transfer to the company who is present in this meeting. Thank you very much for joining this meeting. At this time, I'd like to remember two of our former directors, Mr. Prakash Taleng and Mr. Sanjay Bhattacharya who we lost during this year. Mr. Telang was the director from August 2010 to July 2020. And Mr. Bhattacharya served on our board from May 2011. To June 2019. We miss them. Om Shanthi now I will now invite Amit Atre our company Secretary, he will share information about today's meeting to make your meeting experience delightful.

Mr. Amit Atre

Thank you, Anand. And let me also welcome all the members. The company has provided the facility to cast the votes electronically on all resolutions set forth in the notice. members who have not had an opportunity to cast their

vote electronically, and who are participating in this meeting will have an opportunity to cast their votes during the meeting through e voting system provided by NSDL as well as physically through ballot paper up to 30 minutes after the end of this meeting. The end time of the E voting facility will be adjusted according to the actual end time of the meeting. members who are attending this meeting through video conferencing are requested to refer to the instructions provided in the annual general meeting notice and also appearing on the videoconferencing page for a pleasant experience of participating in this AGM through video conferencing during the AGM in case they have face any difficulty they may reach out to the Helpline Numbers mentioned in the AGM notice during the AGM, a the inspection I would like to inform you that the members A that annual report for the financial year 2021 22 And Errata there to. notice of AGM register of members register of directors and key management personnel. The shareholding register of directors key management personnel, the register of contracts or arrangements in which directors are interested, a certificate from the secretary auditors regarding the implementation of esop's schemes and copies of the newspaper advertisements about the VC facility and AGM are available online and in physical mode for the inspection by the members during this meeting. Online copies are located on the company website, and they are also available on NSDL website. As the meeting is being held in hybrid mode. The facility for appointment of proxies by the members attending this meeting through video conferencing is not applicable. However, the members attending this meeting in person are allowed to appoint proxies. The proxy register is also a level per page inspection. The company has not received any proxy form for this meeting, or any general meeting, now I invite Anand to share his statement.

Dr. Anand Deshpande

This year has been remarkable for all of us here at persistent the year began with the deadly second wave of the pandemic. there was uncertainty and each of us had sick family members. We all know friends and close family members who succumb to the deadly virus. Thankfully, vaccination brought hope. And we are all really proud of all the healthcare professionals and volunteers. They worked relentlessly to take the crisis head on. Through these challenging times we emerged more resilient and reinvigorated. And our confidence in our capabilities is reflected not only in our numbers, but also in the trust our clients have placed with us. I'm grateful to all our clients, partners, team members and other stakeholders for the relentless collaboration to make this happen. Last year we were effective, we could effectively steer through the challenges of the unpredictable market conditions to achieve strong growth. We did this by aligning to our client's vision, focusing relentlessly on growth and maintaining strong operational rigor. This is a testament to the unwavering determination of our teams to help our clients succeed in their respective industries. During the year, we acquired a SCI, Fusion 360, Shoreline, Shree partners, Data Glove and Media agility. I welcome new members to further persistent family. These teams have enhanced our capabilities and ensured that we remain on the cutting edge of technology. We have been growing at an incredible pace over the last four quarters. We added more than 5000 Sorry 4900 New team members to the persistent family and strengthened our leadership team to fuel the next wave of growth. With our strong belief in upgrading the skill quotient of our teams. Persistent University has successfully trained more than 11,000 team members on various skills to contribute to their career growth, or investments in platforms, tools, and training are focused on strengthening the capabilities of our teams. We have adopted the hybrid working model and we have allowed new people engagement norms to emerge will believe that this that it is not about just work life balance or work life integration anymore. It is more about work life harmony. We know that one size does not fit all. Hence, we are creating multiple avenues for our people to unleash their potential by taking control of their personal health and well being physical, emotional, social, and financial. While the pandemic caused unprecedented disruptions. It has also taught us some life changing lessons, we learned the importance of protecting our family or communities and the world at large. As a result, we embark on an extensive outreach programs and practices to connect with our clients, suppliers vendors, always assuring them of our unwavering support. The circumstances have pushed us to rise above and beyond our own limitations and to align our sustainability agenda with our business and technological transitions and organizational growth. Today, our business approach includes a holistic, sustainable strategy aimed at providing long term value for our stakeholders. Our CSR activities, environmental initiatives, and ethical corporate governance are focused on delivering our environmental, social and governance responsibilities ESG. I am proud of the progress we have made so far in providing sustainable solutions for our communities around healthcare, education and community development. However, we still have a long road ahead to ensure a better and brighter future for our next generations. As we enter our fourth decade as a sustainable business, we are thrilled to embark on this journey with our people, our families, and the communities we serve. Giving back to the society has never been more important. And I like to thank each member of the Persistent family for their active support and unshakable trust in our abilities to deliver on our promise. You have motivated us to unleash our potential for the

next phase of our growth. Thank you. Let me now invite Sandeep Kalra or CEO to share the highlights of the year and give us a presentation of Persistent.

Mr. Sandeep Kalra

Thank you, Anand. A very warm welcome once again, to all our shareholders in person here and the people who are joining online for the next 15 to 20 minutes. I'll try and give you an update of your company over the last year. I'm very proud to state both qualitatively and quantitatively, we made significant progress over the last 12 months. For the last financial year, we delivered \$765.6 million. In percentage terms, this is 35.2% growth year on year. This is among the best in our industry and bodes well for our future as well. As you would notice our ACV bookings, which is the next 12-month bookings standard \$943 million. And in terms of total contract values, we booked roughly about \$1.22 billion. We operated better and if you look at our revenue versus our profitability growth, our revenues grew by 35%. Our profitability grew by roughly about 56% year on year. That is an indication of how we as a team operated your company better year on year. If you look at the number of employees Anand talked about how we added 4900 employees as of March 31, our employee count stood at about 18,599. We use that capital efficiently in addition to delivering revenue growth and profitability. We invested in buying companies through our strategy, which make us better even sharper in the industries that we serve as the service lines that we take to these markets. Roughly \$220 million was deployed, part of which was paid upfront, and part of which will be paid over the next few years. We also use the capital allocation prudently to maintain a certain payout ratio in terms of dividends. And we are proud to say we increase the dividend to 31 rupees per share for this year. In terms of the EPS, the earning per share, earnings per share came at 90.3 rupees. All of this led to 143% shareholder return, ending March 31, and a market cap of roughly about \$4.3 billion. So, overall, your company achieved a number of goals on the qualitative and quantitative side and now let me move on the qualitative side and give you a little bit more insight. The last year, we were able to deliver on the promise of our expertise, and we were able to unleash the potential of our customers through our expertise, our people, our ecosystem and our communities. In the next few minutes, I'll go through each one of them. In terms of the expertise that we bring to the table, we sincerely believe COVID has proven more than ennumber of us cases that we now truly live in a software driven world. Any of us sitting here today would be familiar with the cases where we are working on contactless commerce. So if you look at today, we all use in India, things like Paytm, Google Pay in international markets, they're similar other devices such as, or certain mechanisms such as Zelle and so on. Whether it was contactless commerce or doing tele medicine, or doing online learning where our kids could continue their school education. While being at home, you should be proud to know many of these use cases are empowered, and the technology that is used by them is developed by your company. If we look at it the 32 years of our existence, we have created good capabilities on software product engineering, and that is what we have been taking to enable the digital transformation on the enterprise side. This is what we call digital engineering. And this is what your company is differentiating in the market. And the reason we have been able to grow at the best clip 35% year on year is because of our capabilities in digital engineering that is very differentiated from other players in the market. And we'll see some examples as we go along. In our mind, this era, for the next few years to come, is about digital acceleration, whether one is a product company, or an enterprise in banking, financial services, healthcare, life sciences, and a like. This is the era where the capabilities that we bring to bear in terms of digital engineering are very relevant. And in our mind, this is the era for your company to thrive and grow at a constant pace over the next few years. We will see this from the perspective of the analysts and advisors who have been comparing us for our capabilities with our peers, small and big. And if you look at the Zinnov chart, which is about the software platform engineering, we are right up there. And we compete with the likes of people who are maybe 100 times bigger than us, but our capabilities are right up with them and we have a seat at the table to bid and win large deals against some of them. Similarly, many other analysts like the Constellation Research side of it, Everest side of it have rated us very highly on this. And we have won significant awards from companies like ISG, which are the sourcing advisors for the Fortune thousand Plus kind of organizations, we have in the second year in a row one significant awards right from the top to the bottom of our industry, many companies compete for these awards, and we are very proud to have won these against nearly 4000 IT companies. Now let us look at the unleashing of the potential of our clients. Your company counts some of the most innovative companies and when I talk of innovative companies, these are companies like Microsoft, Amazon, Google, and the like as our customers from a technology services perspective, from a banking financial services perspective, I'm very proud to report your company works with eight of the 10 largest companies in the banking financial services sector, whether it is in India, or it is in the United States or Europe. From an Indian perspective, if any of you or your family members apply for an auto loan, the chances are one in three that the loan application is processed on a platform developed by Persistent so your company has a role to play in things like

those or whether you are applying a loan for a home purchase or for you know, loan against shares and so on. So we power some of the biggest banking financial services companies here in India and likewise globally. From a healthcare life sciences perspective. We had said in our last annual general meeting, we were powering one of the first COVID test kits that was released in the market. We wrote the test cases for that in a record time. Similarly today, if we look at it, whether it's a large pharmaceutical company, or large medical device company, many of these organizations are powered by the technology your company generates on a daily basis. Let's look at a client perspective through the eyes of a customer. Video please.

Mr. Sandeep Kalra

So as we move on, and as we look at the way we unleash the power of our colleagues, we brought in about 4900 new colleagues through the year, we completed the year with roughly about 18,500 plus of our colleagues, these are the people who on a daily basis, work in your company adding value to our customers. These are people who help us win all the awards, all the accolades from customers and industry associations, some of which we will highlight in the next few minutes. If we look at it, a lot of the people today are working from home, roughly about 15% of our workforce works from our offices today. It's increasing on a daily basis. But roughly this means we have to work with our employees engage them remotely. And we're proud to say we touch about 3000 remote employees through our roadshows, etc. Through the past year. Our company invested in continued learning and development, because people are the raw material for our industry. These are the things that power, our growth, our customer success, and so on. We tied up with leading universities in the US whether it is Columbia, Georgia, Indiana, to name a few. These programs are available for our employees to further their learning and development. In addition to many of the programs that we have developed in our Persistent University, we are proud to say we launch an ESOP program, which encompasses roughly 80% of our employees, and is a small wealth generation program for them as they help your company succeed and make strides in the world markets. We are also very proud. Because of our performance, we were able to reward our employees with 110% corporate performance bonuses to all the eligible employees in the company. Our employee satisfaction was at a three year high for the last year standing at 86%. All of this led us to win awards from various companies, such as Forbes Asia, naming us to be the best under a billion in 200 companies in Asia. This is based on consistency of sales, growth and earnings per share growth over a three year and one year periods. Similarly, on the marketing side, our marketing team worked very efficiently. And our brand made a significant amount of progress. I'm very proud to say today, your company is one of the top 10 IT brands in India. And we have entered the top 100 most valuable brands in India from a corporate perspective, we were the third fastest growing brand across all sectors. All of this is meaningful achievement based on the activities done by our team members. We won a number of awards on the HR and training side. And these board very well for us. These awards recognize the investments we make in our employees in training them to be at the cutting edge of technology and to deliver the best value to our customers. Similarly, on the ESG side, we won a number of awards for our performance on the ESG side, whether it was in the services category, or whether it was in the India, Pan, technology pan other sector categories. We also won an award from institutional investor. This is an organization that polls about 4800 plus investment professionals. on the sales side. We were one of the seven companies across Asia Pacific as an honored company. Number one investor relations program across Asia Pacific number one best IR professional and so on. All of these accolades, talk about the engagement we have with our institutional shareholders and on an ongoing basis as we do these AGM and quarterly results. Let's see a video about unleashing the potential of our people. The video please

Mr. Sandeep Kalra

Thank you let me talk a little bit about our technology ecosystem that we bring to bear when we work with our customers. As we build solutions for our customers, there's a number of technology companies, including the five hyperscalers, the likes of Microsoft, Amazon, IBM, Google Salesforce, that we work with to bring solutions to the market. As we look around in the last year when we talk about our capital allocation, and our M & A strategy. We use our M & A strategy effectively to acquire companies that help us in capturing high growth markets in bolstering our existing capabilities, and also getting a geographic spread that we intend to have over a period of time. Examples of our strengthening the ecosystem across the five hyperscalers includes the acquisition as Anand talked about of Data glove, which is in the Microsoft Azure space. The Google space, we acquired Media agility, and some of our team members here are joining from there as well. So significant bolstering of our capability. What it means for your company is future proofing our sales and being relevant even more in times to come as people adopt the technologies on the cloud, whether from Microsoft, or Salesforce or Google or IBM or AWS. The other thing that we

are very proud of is our potential investment in our communities that we live in, whether in the US, India, wherever we work, we have done a significant amount of work in the local communities as well. As we like to say it we believe in the philosophy of vasudhaiva kutumbakam essentially, meaning the world is one family towards that a significant amount of work is done by our CSR foundation. Sonali is our Chairman, for a Chairwoman for the persistent foundation. Her team has worked significantly over the years, and we continue the progress in FY 22 across health, education and community development initiatives. We also did a significant amount of work on the COVID side, where we vaccinated a number of people, more than 42,000 people across 163 villages, we provided medical support to those who were impacted. And we were also providing a significant amount of food support through these pandemic times. We'll show you a small video as we go along with talks about that as well. But before we get there, we invested in even furthering our ESG initiatives. We have been working on ESG initiatives for many years. And we brought in Chitra to further help us structure our initiatives and publish short, medium and long term ESG goals. All of these goals are available in our annual report, which is available to you and also online at our website. With this we'd like to see a video talking about our community efforts.

Mr. Sandeep Kalra

So to summarize, FY 22 was a year where we unleash the potential of various constituents, we delivered very well on qualitative quantitative parameters. We put the foundation for continued success in the future. And we emerge as a bolder, better, confident, Persistent, we would like to thank all of you, our shareholders, our employees, clients, and partners, for backing us up to all this journey. And we look forward to your support in the time circumstances So with that, I'll hand back to Anand for statutory. Thank you.

Dr. Anand Deshpande

Thank you, Sandeep for the wonderful presentation. Now, let me get to the business part of this meeting. The notice convening the 32nd Annual General Meeting, the directors report, irata to the directors report, the audited financial statements for the year that ended on March 31 2020 -2022 have been with you for some time. Therefore, I take them as read. As there are no qualifications or observations in the auditor's report to the consolidated and standalone financial statements for the year ended March 31,2022. They are not required to be read. The secretarial audit report and the comments of the board of directors on observations made therein have been with you for some time, and with your permission, I take them as read. Now we proceed to consider the business forming part of the businesses forming part of the agenda notice I wish to inform you that there are nine resolutions for your consideration today, and I will read them out one by one. The first 4 resolutions are proposed as ordinary businesses being voted as ordinary resolutions. First to receive, consider and adopt the audited and unconsolidated financial statements of the company for the financial year ended March 31,2022. Reports to the board of directors and auditors they're on to receive so number 2 to receive. Consider and adopt the audited, consolidated financial statements of the company for the financial year ended March 31st 2022. Number 3 to confirm the payment of interim dividend of rupees 20 per equity share of rupees 10 paid on February 8,2022, and to approve the payment of a final dividend of rupees 11 per equity share as recommended for the financial year 21-22 to be paid on July 26,2022. To resolve not to fill the vacancy caused by the retirement of Mr. Tom Kendra. Non executive non independent director who retires by rotation, but does not seek reappointment. Next five resolutions are proposed special businesses I will read them out one by one of these first four special businesses being voted as special resolutions are as follows. Number five, to appoint Ms. Avani Davda as independent director of the company not liable to retire by rotation to hold office for the first term of five consecutive years. That is from December 28,2021 to December 27,2026. Number six to appoint Mr. Arvind Goel as an independent director of the company not liable to retire by rotation to hold office for the first term of five consecutive years. That is from June 7,2022 to June 6,2027. To appoint Dr. Ambush Goyal, as an independent director of the company not liable to retire by rotation to hold office for the first term of five consecutive years. That is from June 7,2022 to June 6,2027. To appoint Mr. Dan'l Lewin as an independent director of the company, not liable to retire by rotation to hold office for the first term of five consecutive years. Is that is from June 10 2022 to June 9 2027. The final special business is being voted as ordinary resolution as follows number 9 to reappoint Mr. Sandeep Kalra as the executive director of the company liable to retire by rotation to hold the office with effect from Jun 11 2022 until September 30 2025. As Sandeep is a US citizen this appointment is subject to the approval of the central government. Now I'm going to open the floor for questions. So kindly request you to start thinking about the questions you want to ask. And to assist me in this process, let me invite Rajshree to the stage.

Ms. Rajshree Ahirrao

Thank you, Anand and a very good evening to all our dear shareholders. Today's AGM we will be taking questions from the live audience in the auditorium. The Registered speaker shareholders who have requested for the joining Link If you want to speak in today's meeting or have not received the speaker link, please write to us at investors@persistent.com sharing your desire to be registered as a speaker, and we will send you the speaker link. You must be registered and signed in as the speaker to speak in this meeting. The Q&a box is another medium you can use to post your questions any time during the meeting, and we will read out your questions aloud. You may also ask your questions on Twitter with hashtag persistent AGM 2022. We will also read these questions aloud during the meeting. So let me take you through some guidelines to facilitate your participation in today's meeting. As this is a hybrid meeting, we will be switching between the live audience in the auditorium the speakers joining virtually and the questions we get through the Q&a box as well as our Twitter handle. For speakers joining virtually we will call out your name will unmute your audio and then you can begin asking your question if there is any connectivity problem with the speakers, and we will ask the next speaker to ask the question, you will be added back to the queue. And we will call you again. When the other speakers complete their turn. We request the speakers to be crisp and to limit their speech to three minutes. We will be collating all the questions and we'll answer all the questions at the end. Please note that the company reserves the right to limit the number of questions being asked during the meeting, depending on the availability of time during the AGM. With that let's begin taking questions from the speaker shareholders present in the auditorium, you can raise your hand identify yourself and then ask your question please raise your hands.

Ms. Rajshree Ahirrao (Co-Ordinator)

Sorry, While the speaker shareholders who are in the auditorium can think of their questions will go to the speaker shareholders who are connected virtually the first speaker shareholder for us is the Dinesh Kotecha. Good evening, sir, you are Can we just do a quick check? i am there

Mr. Dinesh Kotecha (Shareholder)

Good afternoon sir Everybody Namaskar sir I'm Very happy with the results. And not only that the annual report Can I start am I audible and audible. am I audible and audible

Ms. Rajshree Ahirrao (Co-Ordinator)

Sir Dinesh sir Would to check would you be able to check if you're unmuted from the device you're using?

Mr. Dinesh Kotecha (Shareholder)

No, I'm not unmuted and muted.

Ms. Rajshree Ahirrao (Co-Ordinator)

Looks like he's unmuted. Let me circle back to you. Let me circle back to you. Let's move to Prakashini Shenoy. Dinesh sir will come back to you after we're done. Okay, I think Dinesh sir is again online

Mrs. Prakashini Shenoy (Shareholder)

Hello, Madam, can you hear me? Hello? Hello. Hello. Can you hear me please?

Ms. Rajshree Ahirrao (Co-Ordinator)

Yes. Hello. Prakashini mam Just give us one moment we are getting your video feed online.

Mrs. Prakashini Shenoy (Shareholder)

Yeah, I don't video matter. Only audio will do. Hello. Okay. Yes, now you can go ahead with your questions please I am Prakashini ji Shenoy from Bombay. Respected hon. Chairman Treasures Shri. Anand Deshpande ji other dignitaries on the board and my fellow shareholders. Good evening to all of you. I received the AGM report, well in time which is colorful informative transparent and contains all the informations as per the corporate governance I thank company secretary and Prathamesh for the same I should not forget to thank him once again for reminding me of the meeting and giving me the link for the same. Thank you. Prathamesh The Chairman is given a clear picture regarding the company and it's working. So I'm thankful to the board for recommending dividends for the financial year 21-22 at the rate 31 rupees per share, I congratulate the management of getting various awards for the financial year 21-22. This shows the sincerity and hard work of one and all staff. I'm extremely happy to know that the company has done excellent work in the field of CSR activities. Now, I have some questions. The company has posted flag profits during last year while the employees cost are on right .please explain the company strategy to deal the rising cost Question number 2, provide revenue guidance for next two years. Next, what is the impact of fall in valuation of tech companies on the prospects of our company's business? My last question is how is the company planning to progress towards digital future I wish the company good luck for a bright future and pay all the profit of the company shall reach that we can do so I wholeheartedly and strongly support all the resolutions today's Meeting Thank you sir

Ms. Rajshree Ahirrao (Co-Ordinator)

Thank you very much for your question ma'am to the question, Okay, we've got we've Questions our next speaker shareholder who's joining us virtually is Vasudha Dakwe

Mrs. Vasudha Dakwe (Shareholder)

Hello Hello. hello.hello Hello

Ms. Rajshree Ahirrao (Co-Ordinator)

Yes, ma'am. Please go ahead with your question.

Mrs. Vasudha Dakwe (Shareholder)

Thank you, ma'am. I'm calling from my husband Mr. Vikas Dhakwe Thank you very much for giving me the opportunity to speak . Very Good afternoon respected Chairman sir board of directors and my fellow share holder myself Vasudha from Thane . I would like to Congratulate our company secretarial team, Rishikesh and Prathamesh for helping me to join meeting. Thank you very much I would like to ask Who are our main competitors 2. I would like to ask, please look into the matter of Unclaimed Dividend which are going to transfer IER Fund which is the hard and fast money of the minority shareholder. Please look into this matter with this. I support all the resolution. Thank you very much. I wish the company all the best for coming financial year. As well as wish for all the festivals coming in the month of Shravan Thank you very much Sir.

Ms. Rajshree Ahirrao (Co-Ordinator)

Thank you very much, ma'am.

Ms. Rajshree Ahirrao (Co-Ordinator)

Can we turn on Amit's mic?

Mr. Amit Atre

I think for the benefit of the shareholders. I'm repeating the question that she asked. She acknowledged the receipt of the annual report copy and thereafter she has mentioned that there are some unclaimed dividends which she has claimed with the company and she is expecting a resolution on that. That is the question that she has mentioned for the interest of the shareholders. I'm repeating the question we will answer this suitably.

Ms. Rajshree Ahirrao (Co-Ordinator)

Thank you Amit. There are some questions. Sorry

Mr. Amit Atre

What I mean, who are main competitors of the company that was another question that she asked in the initial stage

Ms. Rajshree Ahirrao (Co-Ordinator)

let's circle back to our virtual speaker shareholder, who is the Dinesh Kotecha he had a little trouble connecting earlier. Let's see if we can connect him now. I am Audible

Mr. Dinesh Kotecha (Shareholder)

I am Audible Yes,

Ms. Rajshree Ahirrao (Co-Ordinator)

Yes. Yes. Go ahead, sir. We can hear you

Mr. Dinesh Kotecha (Shareholder)

Yeah. Yeah, good afternoon, Namaskar. Sir, you're balance sheet annual report theme on viewing potential fantastic, sir because the management results pay out Annual Report business impact all about path it is unleashing potential and sir all parameters significant better results on all key parameters we I welcome and appreciate that our passion to improve year and year is being reflected in the annual report and the PPT which was shown in earlier part of the AGM was fantastic sir and we normally attend all your basically analysts meets all the quarterly with you hold so we get a lot of information there. So as far as the technicalities good, I mean everything explain in the analyst meet also and so, I would like to you to thank I like to thank you for keeping this hybrid AGM because for those who have come those who can't come those they have come to those who cant come they are here on the vc platform I am there on vc platform because my health was not good I wanted to come Okay, is there is the revenue increase on a constant currency basis on a comparable basis. That is the first question is the revenue increase on a constant currency basis on a comparable basis? Second, sir, what feedbacks and suggestions were received during the current year and the previous year that are being implemented for still better results? And the third question is, sir, now Metaverse space, what are we doing in the metaverse space? I would like you to tell me also transition into digital, there is huge potential very large are we looking at this opportunity. So geopolitical risks tell us something about the geopolitical risk everywhere we see worldwide, externally the risk is increasing. So how are we managing that? So also like to give me a list of top 10 public shareholders sir we are not promotional and non institutional. I want 10, top 10 public shareholders sir list that should be printed in the balance sheet. And also, I wish you all the best. And I would like to meet you in person next year, when my health is ok. Until then, I mean, I want I wish everybody good health. And our company will be breaking records of the records year by year. Thank you very much.

Ms. Rajshree Ahirrao (Co-Ordinator)

Thank you very much, have we get all the questions

Dr. Anand Deshpande

We have the team at the back who is writing these questions down, so as long as they heard them, we will get them and we'll be able to probably get them going. There is the room here is really quiet. If we don't ask questions, we'll be done very soon. Our snacks may not be here yet.

Ms. Rajshree Ahirrao (Co-Ordinator)

Yes, we have a question in the center. Sir just let the mic get to you. You can just announce your name and ask your question,

Mr. Shrikant Joshi (Shareholder)

please. My name is Shrikant Joshi. I have two questions. One is from the earnings per share, the allocation for dividends seems to be high. The second question is this company I heard in Silicon Valley that is on acquisition spree. So how much of your surplus cash Are you utilizing for internal development? And how much for acquisition? And the third question is what is the valuation in pe terms? Or is the acquisition by leverage? These three questions? Thank you.

Ms. Rajshree Ahirrao (Co-Ordinator)

Thank you very much, sir, for your question. I have a question here on my left hand side. So I will sit down and talk I can't stand.. That's okay sir could you please share your name with us?

Mr. R F Bhatiwala (Shareholder)

I have not started my speech.i am starting sorry starting Respect that founder chairman and MD Dr. Anand Deshpande other board of directors on Dyes. Company Secretary, Mr. Amit Atre, and his secretarial team, my fellow shareholders. Good evening to all of you, sir. My name is Mr. R F Bhatiwala . And I have come from Mumbai. And thanks for inviting me to speak in front of All guest Gathering and equally learned directors serve first and foremost, I would like to thank our company secretary. Mr. Amit Atre to help me come to this place. Sir. I'm 80 years old, and it would have been very difficult and impossible for me to come here in this meeting without the help of our dear Company Secretary, Mr. Amit Atre Sir, our India needs this type of company secretary who makes shareholders life a pleasure one by immediately taking care by immediately taking care for the needs of shareholder sir I had asked for the hardcopy of AGM report by email, and the next day, it was at my place, it was at my doorstep. I further requested him To take care of me from Pune station, and yet once obliged me, Bravo Company Secretary Bravo. So other good thing of our company secretary any secretarial team is that our company's AGM report is around 359 pages and it is so nicely drafted that any layperson can also understand it. So, the AGM report is full of knowledge informative intellectual educative, and it has adhere to all the parameters of corporate governments hats off to company secretary any secretarial team, but Sir the font is very small. Please next next year take care of the font, because at 80 year I can read so small font and it is is very difficult for me to go through email also turning sir now let us touch upon dividend side we are very much pleased and happy with the dividend the board of directors has recommended for shareholders sir thanks for 30 rupees 31 debt is 310% dividend we are given to shareholders that is rupees 20 interim and rupees 11 final good sir Very good sir please keep it a year after year with every time increase dividend. Now, sir, I request the management and our dear board of directors to please go for split of shares and bonus then give liberal bonus also on I that , I will bring the you will bring the happiest smile on shareholders please think it over it next board meeting. Sir Now bonus and split is necessary. Yes, sir. The price is also high now sir complete rate in our company and his directors and management. Sir I have something more to speak. But sir, due to constraint of time, I will stop over here and ask a few queries. So my first query is what is the roadmap for next two to three years. And sir what is our CapEx program for next financial year? Sir, what is our R&d program for next financial year? And sir what is our order book value as of now? And we are well and are we were prepared to deliver it? Sir what is the strength of our staff? And in that How many lady staff are there? Sir I here end my speech with prayers to Almighty Lord to bring our dear company that is Persistent Systems to the top most number one slot under your dynamic leadership and we'd also the help from other learned board of directors. Thank you once again sir for inviting me to speak and your patient hearing . With this I support all your resolution. Thank you sir. Jai Maharashtra Jai hindi Bharat Mata Ki Jai.

Ms. Rajshree Ahirrao (Co-Ordinator)

Thank you. Okay, we can we still have space right on and for more speaker shareholder questions. So if any of you have questions, yes, I have a raise of hand on the right hand side. Yes.

Mr. Viay Rajwade (Shareholder)

Yes. Hello. My name is Vijay Rajwade I was thinking about a concept of market share, does it exist in IT companies? For example, the verticals you are in, do you publish your market share, vis a vis the total business world over? I don't know this, this is something which occurs to me. I have not read anywhere that companies publishing the market share. vis a vis the total global opportunity what we have. Thank you.

Ms. Rajshree Ahirrao (Co-Ordinator)

Thank you very much for your question. Any more questions from the audience? If you would like some more time to think I have some questions that we've received online, I can continue to read it for everyone here. And in the meantime, you can think of more questions, some online questions we have received our Is there any plan for new acquisition during the year? Any plan for bonus shares or stock split? The next question is Persistent has been doing fantastic work in the community. Your thoughts on inspiring entrepreneurship among schoolchildren in India? Next one is our company's strategy and acquisitions have been heavily pivoted on the cloud journey of organizations. What are the risks of this strategy? Do we have alternate growth plans? Next question is what is the board's plan for raising working capital in the future and any plant redundancies costs sufficient measures to retain key stuff. And with that, we can go back to the audience and look for raise of hands from our There is a raise of hand. Can you get a mic please?

Mr. Advait Joshi (Shareholder)

Hi, my name is Advait Joshi . I've been shareholder for last 11 years. And I started my professional journey with Persistent. So I have not only financial stake, but very emotional deep connect with the organization. And I really wish this to go a long way. Mr. Chairman and Mr. CEO, I really congratulate to bring company from \$160 million company to 765 \$ million company. It's a phenomenal effort and phenomenal growth for the last couple of years last 10-11 years. In all aspect, Persistent has grown dramatically and exponentially. I congratulate to the board of director and everyone. I have two questions. First question is our administration cost for the last 44 quarters or 11 years is about 8% of the revenue eight to 8.5% of the revenue? What is our plan to bring that cost to 6% of the revenue soon? We are on the cusp of becoming \$1 billion company by revenue. Do we want to spend 80 million on administration cost? And the second question is our what are our plans to improve IP? IP revenue IP based revenues? Thank you, sir. And I wish everyone really good luck. I would really love to see Persistent becoming not only \$1 billion company but \$5 billion company by revenue. Thank you.

Ms. Rajshree Ahirrao (Co-Ordinator)

Thank you very much for your question. Alright Do you have any more raise of hands? Okay, while shareholders are thinking about a question, I've got one more question for everyone here, which has come through come to us through the Q & a box. It says we're hearing of upcoming recession worldwide. Are we prepared for it as a company with all big plans in coming years? That's something that's come to us from the q&a box. Right and I'm back with the audience. Start with the answers. All right. I think it's time for me to pass on the mic to.

Dr. Anand Deshpande

Okay, so let's, let's start answering the questions. I think the what we have done is we have collected all your questions. There is a team at the back, which is segregated that and is assigned them to members on the stage here and we'll go through them one by one. But before we get to that, we want to show you one short video to ensure that we have some time to make sure who's gets what question and we are not missed anything. So can you play the video

Mr. Sandeep Kalra

You know, a lot of us work very hard. And we are able to do what we do at times, because there's someone backing us up. If these were not the people backing us up, I don't think we could do what we do. And so you know, we owe it to a lot of people who are in the room just causes family members and to those who are not here. So sincere

thanks to all of you. And know that your family members, your spouses are doing a great job. They are all making us proud and they are the best. entertained in languages, so you know, we have a lot of Indian.

Dr. Anand Deshpande

Okay, wonderful. So, Sandeep, you want to start?

Mr. Sandeep Kalra

Guys Can you hear me Mic please. Okay, so I'll start. And I'll go through a series of questions. And I may not answer all the questions by one individual, because we've segregated it by different functions. So the finance, part of it, Sunil will help me in answering. So first question I'll take is on the m&a front. The question is, is there any plan for new acquisitions during the year? So from our perspective, look, we have deployed \$220 million of cash in five plus acquisitions in the last year, the first order of business for us is to make sure we integrate them well. We deliver to the promises that we have made to our investors and our board while acquiring these companies. So for the next six months, we are headstone with the integration. And as we move through these, as we come together as teams as we deliver to those promises, we look to acquire more capabilities in the areas that we want to have, or geographical expansion that we want to have. So that's the answer. As far as m&a strategy is concerned for the next near future. There was one question about who are our main competitors. So we play in a variety of fields. So on one side, if you look at it, we work with technology companies. On the other side, we are working with Technology banking, financial services, organizations, and healthcare organizations. We might be doing work on doing a product development. For example, in financial services, we may be working with a FinTech in healthcare, we may be working with a health tech, or we may be working with a bank or a hospital and so on. So different service lines that we take to market, we face different competition. This may range from right from Accenture's of this world to TCS, Infosys, Wipro and HCL, sometimes mid tier firms. And these may be mind trees of this world, the LTI is of this world LTs. And sometimes we may compete with the E Pams. And, you know, some boutique consulting firms globally. The next question is, are we doing any work in metaverse? So Metaverse is actually a bigger avatar of AR VR plus, plus plus. So as persistent, we have been working on many solutions that involve earlier versions of what people are calling metaverse. And it's obviously going to evolve much further. On top of whatever we have as capabilities, our CTO organization is working closely to understand what Microsoft, Facebook, Google and others have in store in the future. And we're doing proof of concepts on that with our customers and these partners. And so that capability is being built in advance of these becoming mainstream. So rest assured, we'll be there before it occurs. Next question is geopolitical risks that the company has. So first of all, we'd like to clarify we don't have any operations in Russia. We don't have any operations in Ukraine. Now from a geopolitical risk. The one place where we do have an operation where there is a geopolitical risk is Sri Lanka. So we have about 114 for team members in Sri Lanka, and a number of you will be aware of what is happening in Sri Lanka, we have been supporting our team members very well, our operations are not impacted, we have made sure that there is a backup for our operations to the best of our capabilities. So so far, we have been able to mitigate those risks. And we have a keen eye on making sure that that remains the same way. There's a question about initiatives for skill improvement. Now on the skill improvement, I talked about our strategic tie up with leading global universities. In addition to the global university types, we have types within India with different universities, we have adopted different platforms, whether it is EdX, and the likes. We also have programs like Persistent rise. This is basically an a platform for our employees, where 66% of our employees have taken advantage of this. And this is in spite of the work from home or hybrid work. Last but not the least, we have a keen focus on making sure when we talk of our partners, the five hyperscalers are the likes, we encourage our employees, we train them, we fund their certifications. So I'm very proud to say whether it is Google, whether it is Salesforce, we have some of the highest certifications in the Indian IT industry. In fact, for Salesforce, we are the highest per capita certifications in the Indian IT industry, by far, you know leading many other organizations by distance. The next question is about what is the total staff stand and how many percentage female population is there in our company. So total staff since as of this point in time is 18,599, and 31.5% of our colleagues are females. And we have taken if you look at our ESG goals, by 2028, we have taken a goal of taking this from 31 plus percent that we are right now to 35%. There is a question of any plan redundancies costs sufficient measures to retain key staff in terms of you know if there's a downturn or so on. So as of this point in time, I can say with pride, we have more requirements than we can fulfill. Today, the challenge for us is not redundancies. The challenge for us is finding the right candidates with the right talent. And that's where we even been going to the campuses. As of this point in time, we have between the number of freshers on boarded and what are being on boarded in the next few weeks and months, roughly about 3500 freshers are being on boarded. So today, it's a question of us being

able to fulfill that demand. And yeah, a lot of you may be thinking, there's a potential recession. And there's a question on that as well. I can assure you your company's capabilities are as relevant in a recessionary environment as they are in a revenue growth environment. We are a good tool in our customers toolkit, whether they are an enterprise software company, or an enterprise like a bank or a healthcare company, when they need to optimize their cost as much as we are there to accelerate their digital transformation. So rest assured, we don't need any redundancies to be planned. But we have a very keen eye on making sure we are close to our customers, we are a part of their solutions, whether it is a revenue acceleration or a decision. There is a question about our order book value. And, you know, how do we plan to deliver it? We talked about the order book, the annual contract value the orders booked in the last financial year, when \$943 million dollars. From a total contract value perspective, we were at \$1.22 billion. From a availability of talent perspective, I have already talked about the challenge. And we are working through those challenges hiring people in the colleges training them while they are in colleges, putting Persistent university programs, and we are looking to fulfill that demand at an accelerated pace. Then there's a question about our company strategy and acquisitions have been heavily pivoted on cloud journey of organizations. What are the risks to this strategy? Do we have alternate growth plans? Look, when we talk about cloud cloud is not one cloud. And Cloud is not just about taking an infrastructure or an application and putting it on the cloud. Today, most of the products that are even developed, are developed using some other cloud technologies. So when we have put our focus on these cloud technologies, we are looking to bolster our capabilities that will fuel the next generation of healthcare that will fuel the next generation of banking, financial services, next generation of technology development and so on. So rest assured, we have a very good strategy. And it's not just about, you know, investing blindly in one thing. So the cloud from our perspective will be all pervasive, and we are well prepared to you know, accelerate our revenues based on those technologies. With that, I'll hand over to Sunil for financial answers.

Mr. Sunil Sapre

Thank you Sandeep So, there was a question regarding the revenue growth in constant currency in the last financial year. So our reported growth in dollar terms was 35.2%. And the growth in constant currency was 32.8%. So as you know, this essentially is the difference because of the dollar conversion to other currencies in which we bill when the dollar strengthened versus GBP and euro, the drop is because of. So the difference is because of this strengthening the dollar with the visa vie other currencies. There was a question about how much of cash has been used for acquisitions, and how much has been used for internal growth. So, if you look at the FY 22 Cash Generation, the total cash generation was about 125\$ million, of which we have used \$60 million for acquisitions, which relates to the upfront payment. And the balance has been funded from borrowings which is to the tune of about \$80 million. During the year, we have also invested in adding new office facilities, particularly in Pune where our headcount has significantly increased. So, you may reflect that in March 2020. Our headcount was about 10,500 and in two years, that count is increased by almost 8000 to 18,500. Now, during pandemic, we have had fewer people coming to office. So, the plan presently, which most people are working with is to have office facilities which at least cater to 60 to 70% of your total strength. So, certain cash was used during the year for this approximately about 110 crores. There was a question about whether there is a plan to raise working capital in the future so far as working capital is concerned, or DSO, which is the day sales outstanding hovers around 60 days and the internal Cash Generation is adequate to finance working capital. So there is no plan to raise any funds for working capital.

Yeah, then the question around split bonus and that question. So, just to step back a little and give you the perspective as to what is the intent behind the split traditionally has been to improve the affordability of the share. And this was in some way linked to the market lot, the marketable lot as it used to be called 50 shares 100 shares, that was the only way in which you could purchase the shares at that point of time. And hence, it used to become very important for making the share affordable. So, in the current scenario, we don't have that kind of a concept of marketable lot. One can buy as much shares as you want starting with just a one share, and you can buy as much as you want depending upon your fund availability. So, the concept of split shares has got that one affordability aspect, the second aspect is how much is the floating stock in the market. So, the companies in which promoter holding is very high. So, if you see there are some companies in our industry, where promoter holding is upwards of 50% going all the way to 70 ,72, 73%. Now, in those cases, the floating stock in the market is much lower. And in order to improve the availability and accessibility of stock, the split is considered. So, in our case, as you know, the promoter holding is 31.26%. So, the floating stock is already adequate. We already have 69%, which is the Floating stock in the market. So at times, if you unnecessarily pump in additional shares in the market, it has a tendency to increase trading activity. So it has some pluses and minuses about how, you know companies may

consider a split in different types of their own individual circumstances. Then there was a question about the administrative cost being 8% of revenue and how can it come to 6% of revenue as we grow in scale, which was valid observation. So let me tell you what happened in FY 21. When COVID struck, the administrative costs particularly on facilities significantly came down. But as the second wave receded, and we opened the facilities that cost to the extent of almost 70 to 80% came back. But during FY 22, you would observe that the talent market became very hot. All companies started reporting. You can say attrition rates upwards of 20%. And you would have seen in the recent two three quarters even very large companies like Accenture and TCS, whichever employee base of 4 lakh 5 lakh 6 lakh plus, have also reached a number like 18,19, 20% in terms of attrition. So what this means is that for ensuring that you're able to add people, you have to first backfill the people who you're losing to the market. And then add your net addition to the headcount, which you saw, we have had significant addition to the headcount. Now this entire thing puts a significant pressure on the recruitment expense, which is a part of that administrative expense. So that is the key reason why you have not seen a drop in administrative expense. As you know, the scale of the company grows, and we have little better stability in the talent market. I'm sure this number will keep coming down and we definitely are focused on ensuring all the efficiencies there. I think there was one question regarding capex planned for next two to three years. So as you know, we have invested in facilities now we are fully covered for the requirements we may have for this financial year. And we will see how the COVID situation develops. So barring that, for the normal headcount addition, we normally spend in the range of about 15 to \$20 million per year, that is the kind of CapEx we have and there is enough cash for funding that. So, I think I have addressed all the there was one question about top 10 shareholders which details can be shared by Amit.

There was one question about the valuation at which we have made the acquisitions relating to you know, we've been on an acquisition spree and whether there have been leveraged buyouts or anything of that sort. So, if you look at most of the recent acquisitions during FY 22, where we talked about the acquisition of Data glow and Media agility and SEI Fusion, so, these three acquisitions, which account for a large part of the 220 million total amount, they have been in the valuation multiple of 2.8 to 3x kind of revenue of those companies. And to the extent of the leverage, yes, we have availed borrowing of \$80 million out of the total acquisition of 220 million of which about 145 million has been the upfront payout 80 has been funded from borrowings and balance from internal accruals and the remaining is payable over the next two to three years depending on the performance of those companies.

So, I think that completes this side, if you have Amit other question left you can address your Can you answer?

Mr. Amit Atre

Yes. So, after going through the questions, I could see that there is a question about the unclaimed dividend. Basically, the government has already offered seven good years for claiming the shares claiming the dividend in case it remains unpaid. Actually, the dividend is remains unpaid because of majority reasons such as the bank account is not updated correctly, it may be a digit miss here and there or microcode or IFSC code or such kind of codes are not correctly updated in the demat account. That is generally the main reason for such kind of non-claiming or , unclaimed dividend shares, shares and dividends. Actually, whenever there is such kind of a dividend, it remains with the company for seven years the list is already published on the website of the company and if there is a name of a shareholder in that particular list, shareholder has to approach to the company so, that company can help the shareholder to claim those do that dividend. If at all the dividend goes to the government that is if a IEPF Fund there is also a facility where the such kind of unclaimed dividends can be claimed back from the government with the help of the company. So if there are any shareholders whose dividend is unclaimed at the moment or it is unclaimed for last more than seven years, please connect with us. We will help you to claim that shares dividend back and get it transferred to your demat account,&your bank account also. I will now I would like to explain you about some statistics that were from the 2022. That is the recent financial year. The stakeholders relationship committee is the committee where we report to about such kind of unclaimed dividends and unclaimed shares. as per their guidance. We have started to take a initiative where before we actually transfer the dividend and unclaimed dividend and unclaimed share to IEPF fund at least 3months before we start a movement where we actually contact all those shareholders on their available email addresses and phone numbers. We personally call them and we check with them, about their identity and the supporting that they have with them. If at all the details match, we contact them we get the documents complete and therefore, we try to reduce this number which goes to the government and unnecessarily making unnecessary procedural hassles with this particular format in the financial year 2022 Out of the unpaid total dividend of 3,41,550/- the dividend of 2,15,600 was claimed back by four shareholders also this resulted in the transfer of remaining only 1,29,000 shares 129,000 rupees to IEPF also

out of 210 unclaimed shares, 149 shares were able to be called back and the right owners of the shareholder those shares were able to get those shares in their demat account. And with this only 61 shares were transferred to IEPF during fy 22. So, the how this is how we try to help the shareholders who communicated back to us or whose details were updated on the demat account. So, I respect I request all of you in case your demat account details are not updated correctly. For example, your email ID or your mobile number, please get it connected also the bank account state bank account which has to be connected with the demat account if it is not updated, please help us by updating that data. So, that in case there is a miss or there is a unclaimed dividend for some reason, we can connect with you and we can help you claim that amount as well as shares back and stop the transfer and get getting that transferred to IEPF. One more part is about there was a question about top 10 shareholders for your ready benefit. I will read the name of the shareholders however, the details are already there on page number 111 of corporate governance report. The details of top 10 shareholders is first number is the promoters Kotak mutual fund, HDFC mutual fund, Axis mutual fund, PSPL of Management Trust, Vanguard Group, Nippon India mutual fund, L&T mutual fund, Shridhar Shukla who is the individual and Kotak global asset management fund. This is the top 10 shareholders of the company. So with this, I can see that all the statutory questions which were asked

Dr. Anand Deshpande

there's one more question from Mr. Kotecha.

Mr. Amit Atre

Okay. So the integrated report is the report where all the subsidiaries are included in the annual report, the government has the company has more than 18 subsidiaries, which are there at the more at the moment with the company. If we try to include all those 18 subsidiaries financials in the Annual Report, which you can see at the moment, the number of 315 can go to the bigger number. Also, we have a facility where shareholders who are interested to go through the financials, we can actually provide those particular details with them and our subsidiary details as well, separately offline. So let me connect with them separately and share the details if they are interested into any subsidiary details. Sure, thank you, sir. In fact, he is the person who is the chairman of the Stakeholder Relations Committee.

Dr. Anand Deshpande

There's one question that has been assigned to me, that is regarding the community and the fact that should we be inspiring entrepreneurship among school children in India? So I think it's a great idea right now, we are not doing this as Persistent foundation. At Persistent Foundation. We are mainly focused on health, education and community development. But perhaps as part of our education initiatives, we will consider seeing how we can do this. With this, I think we have come to the end of all questions. It is one

Mr. Sandeep Kalra

there was one question, I think on the market share announcement. Yeah. So So I think sir, you had asked that. So if you look at us, when we look at the market segments that we play in the technology companies, the banking, financial services, the healthcare life sciences, globally, this is a very big market. Today, we are about to become a billion dollar company over the next several quarters. If we were to try and measure our market share, it'd be very small, and it'd be a very high effort to do it. I don't even think some of the larger companies in India are globally are able to do it. Having said that, I would you know, point you out to the fact that our revenue has been accelerating at a much different clip than some of our larger peers. So if the question is about us gaining market share, we definitely are confident we are gaining market share, but can we define what market share we have in these market segments? It's very hard to do. So that's our humble submission to that.

Dr. Anand Deshpande

Let me add one more thing to what Sandeep said. And that is, in some sense, instead of focusing on market share for a company at our size, focusing on leadership becomes very critical. So one of the things that we tend to do is to define the market in which we want to play, where we can be a leader in that market. So we don't necessarily worry on saying that, okay, there's a trillion dollar market and we have a billion out of it. Our goal is for the focused

efforts that we want to do, we want to be a leader in that market, because once you're a leader, you get the best support from the customers and everyone else. So that is really our plan. And yeah, meaning market is very large. Okay. Okay. So, so should we move to the last part? Your monitor might slip. So, one Connect. Alright. Oh, now I'm going to the last part of the meeting. And there's some formalities and then some good things I will need to do. So we wish to inform you that pursuant to section 108 of the Companies Act 2013, and the rules made there under the company has provided remote voting facility for its members to cast their votes electronically. The remote e voting period was open from 12:01am on Saturday, July 16 2022, to Monday, July 18 2022 till 5pm. Further as stated in the AGM notice those members who have not cast their votes through remote e voting may cast their votes either through ballot paper, or through E voting, and we have made some arrangements for you if you want to even vote here. Any member who had already cast their vote during the remote e voting may not cast their votes again today. And these votes if you cast again would be rejected. To help members cast their votes through electronic mode. An e voting desk has been set outside the meeting hall and we have volunteers will help you do this. For conducting the E voting and ballot poll activity in a fair and transparent manner. The board of directors has appointed Mrs. SVD and Associates practicing company secretaries as the scrutinizers This is a relic from the past but I must request the scrutinizers to take the ballot box and show it to the members okay now I need the auditors to confirm that this ballot box is actually empty. Can you please give them the ballot this is I'm supposed to do this, but I don't expect anything to come into the ballot box today. Okay, then I'm further requested to request the scrutinizers to lock this ballot box please. We'll see. All right. Thank you sir. The scrutinizer will submit the consolidated report on E voting and ballot paper voting to the company no later than Thursday July 21, 2022. But if we get it earlier, once the results are submitted by the scrutinizer, the company will immediately communicate the same to BSE and NSE. And it will be also uploaded on the website of the company and NSDL. We are also expected to post these on our company notice board as soon as they are declared. Now subject to the receipt of requisite number of votes, the resolutions shall be deemed to be passed on the date of this meeting. That is July 19th, 2022. Now I've come to the last part of the meeting, I'm glad to announce that we had Persistent systems recognize our social obligations seriously. Therefore, as responsible social citizens, we have earmarked funds out of our net profit for donations, the net average profit of the company within the meaning of the section 135 of companies act 2013 for three consecutive financial years that ended on March 31 2022 is rupees 5,755.98 million rupees. Therefore the contribution of 2% of persistent systems towards CSR initiative is Indian rupees 115.12 million or 11.5 crores. Now, let me invite Sonali Deshpande who is the chairperson of Persistent foundation and he is she is present here to please come on stage. And then let me request Mr. Pradeep Bhargava independently Director and Chairman of the Corporate Social Responsibility committee to hand over a ceremonial cheque to Mrs. Deshpande clap clap And I'm confident that Persistent foundation will put this money to good use. Okay, now we have three directors who are retiring after this meeting. Mr. Pradeep Bhargava retires after completing his second term as an independent director. This is also the last meeting for Guy Eiferman and Thomas Kendra. Who will not will cease to be members of the board. After the conclusion of this AGM, we value their contribution to the board. And we hope they continue to keep Persistent systems in their heart and continue to support us in there in the future. Sir, your guidance and encouragement has inspired us to see beyond and rise above let me first invite Guy. And we are trying to get him on video from France to share his parting words of wisdom Guy thank you for being here.

Mr. Guy Eiferman

My pleasure. And the warm regards from the south of France. It has been really an honor and a pleasure to serve as a board member for Persistent systems of the past few years. It is a great company. And it is a fantastic group of people both at the management level with our great CEO Sandeep who is leading with this team, such a successful journey for the business and the right way to conduct it. Thank you, Sandeep. And thank you to all your team. And also a fantastic group of people at the board level, under the chairmanship of Anand Deshpande, I will miss tremendously the good candidate, stimulating discussion we had at the board level, I want to sincerely thank Anand for the opportunity to serve on this board. And I am really sorry to leave the Persistent system family, for personal reasons exclusively, by the way. But I'm very happy and confident. Because I see that very experienced new board members of joining the club are joining the family and they will be able to continue the journey. So thank you again, and wish you all the best I will continue to be attentive to what's going on with the persistent family. Thank you.

Dr. Anand Deshpande

Thank you. Thank you very much Guy it's been a privilege to have you on our board. And I hope you continue to visit us from time to time. Now let me invite Tom Kendra. Who has dialed in from Dallas, Texas.

Mr. Thomas Kendra

Hi, thank you, Anand . Thank you, Anand I amplify Guy comments he captured all the major points. It's been a true honor to serve on the Board of Persistent systems. I'm grateful for the opportunity to have worked with Anand a very dedicated group of directors on our board and an extremely talented group of executives. I wish the company and all our stakeholders continue to success Thank you

Dr. Anand Deshpande

Thanks, Tom. Thanks for being here. And we will come back to you again and again. So will not stop bugging you. Thanks a lot for being here. Now let me invite Pradeep to the stage we have a small memento for him that I want to invite Sandeep to give to him Tom and Guy your momentous will make it to you in through posts and through mail. Actually, we are not going to send you the Barfi that mithai that we have But we send you everything else.

Thank you, Pradeep now let me invite you here on the podium to say a few words.

Mr. Pradeep Bhargav

Thank you, Anand. Thank you, Sandeep. I spent 10 years with this company. So maybe I should take at least 20 minutes to talk about it. I think no, no, guys, relax, I will just take two to three minutes. I know you have already said You're getting late. But it has given me an opportunity to convey my gratitude, I have one confession to make two little observations. And finally, Sunil, I'll give you some IOUs, which I owe to the organization. That's how to do it. Now, what's my confession, and it is not as much a reflection on my capabilities it is, is the reflection on what Persistent has to offer. If I look at my 10 years, I'll use your words balance sheet, I have got a lot more from Persistent than I have been able to contribute. Honestly speaking, I mean, I came from a brick and mortar background, the amount of learnings have done here. I mean, whether it's business transformation, the words you use the customer retention, retention, perpetually making a customer unhappy with what he or she has, we offer something and then he has to be perpetually made so that they go for new things. You know, this whole unending relationship with customers, I was fascinated, and I learned, every board meeting was learning from being I think it came on a learning that I got from Anand , that's how institutions should be nurtured. I saw that in evidence 10 years. So frankly, Sunil, I should have been paying the company for sitting in these lessons in the board a fee to the company, rather than getting a sitting fee for being in the company in the meeting. Now, this is my way of conveying that I really feel privileged to be there. One quick observation two observations in a promise sir, I wanted more time. The first observation is I grew up in an environment most of us did, where we were having always a tyranny of or what is the, either you have this or you have that you want performance, the don't ask me values, you want quantity, don't ask me quality. So we in industry are always saying this tyranny of Or you can have values or you can have performance, I think companies like Persistent, have converted this tyranny of the or into the genius of the hand, you will have performance as well as values. In fact, it became in the core you know, things, and Persistent took it one step further. And I saw this vividly values for performance. It just goes on to say unless your values you won't be able to perform on a sustained basis. Now, this is one major observation I found amazing, amazing, deep rotate. The second observation is really what I experienced. I know shareholders want to know balance sheet, p&l, p/b ratio, and all that stuff, and dividend and split ratio. I think Persistent always looked at life, larger than just the balance sheet and profit loss statement. It looked at life, what it means to the society, what we can do for the environment, a responsible corporate citizen. In Persistent these things were not extra curricular. They were curricular. In Persistent, these things were not optional. They were virtually compulsory. In Persistent, these things were not discretionary. They were core, I think, here's an organization which took upon itself, the responsibility that it owes to the society to the environment, really, really, and I'm not even getting into the amazing things that Dada and Anand have done in their personal capacity. I mean, they are just amazing people. I salute you, sir. And I salute you Anand for what you're doing. But I'm here saluting the organization itself, for what it has done, and continues to do. And I think this is a remarkable. Finally my IOUs I owe a lot to this organization as a leave. I've been hugely greatly had the privilege of respect, attention, affection, care support, from everybody in the

organization, which is unique. From the driver who brings me here to the Chairman and Managing Director there has been a consistent, you know, sort of warmth coming through. It is again, with so many interactions that have developed a great bond I need and that's my something that I owe the distinguished and amazing learnings I got from my colleagues on the board and they're just amazing people. They tolerated me that's one thing, but there was so much input coming over you all a lot my colleagues on the board, I owe Persistent, something because the learnings I had from here, the learnings I had from here, I transmitted the very faithfully to other companies where I was on the board of so what they benefited that royalty should be coming to you Sunil and that's something and finally, Anand you been a lighthouse for everybody who comes anywhere close to your life, you have been, you will continue to be I was particularly privileged to have your attention care and your affection. Thank you so much for that. And, and I as I complete my 10 years, I leave with the fact that I'm proud to have been associated with this movement called Persistent, it's not just a company. Thank you so much and appreciate.

Dr. Anand Deshpande

Thank you, Pradeep for those generous words. I hope you continue to stay in associated with the company in spirit and we will continue to bother you for all kinds of things in the future as well. I must announce that we had 40 members participating in this meeting online today. And 68 members were physically present so about 108 members participated in the Annual General Meeting. We are grateful to all of you for participating in this meeting. I hereby declare this meeting closed as the end we will play the national anthem after which those of you who are online may disconnect from those meeting. Those of you who are physically present I will invite you to join us for refreshments that are arranged at the adjacent cafeteria Thank you very much take care and stay safe now let me request all of you to kindly rise for the national anthem.

-----**Meeting ends**-----