

Media Release

Onward Technologies Limited records Q3 (FY 2020-21) Revenue of INR 578 Mn; Diluted EPS at 1.39

January 15, 2021: Onward Technologies Limited (BSE: 517536 & NSE: ONWARDTEC), a niche Digital & Engineering Services company announces its results for the quarter and nine months ending December 31, 2020.

Q3/9M-FY 2020-21 Consolidated Financial Performance:

Revenue	EBITDA	PBT	PAT	EPS
Q3 FY21: INR 578 Mn	Q3 FY21: INR 39 Mn	Q3 FY21: INR 31 Mn	Q3 FY21: INR 23 Mn	Q3 FY21: INR 1.39
9M FY21: INR 1,740 Mn	9M FY21: INR 134 Mn	9M FY21: INR 69 Mn	9M FY21: INR 52 Mn	9M FY21: INR 3.08

Q3-FY21 Operational Highlights:

- We accelerated our transition to become a 100% Digital Engineering Services company focused on India, North America and Europe markets.
- We continue to remain Net Debt Zero Company with a clear Goal of becoming Debt Free in FY 2021-22.
- From April 2020 till December 2020, we added 600 new talented professional across all our offices and have a clear visibility to invest and expand our Delivery organization which will create 1000+ more jobs in FY 2021-22.
- We have strengthened our Leadership and Sales Team across all offices and continue to hire experienced professionals in our Digital and Embedded practices.
- Expanded in new cities/countries like Bangalore and Netherlands with the addition of multiple new customers and highly competent regional teams. Our first new office in Bangalore will be opened on 23rd Jan 2021 in the Whitefield area with a team of 30 employees which will be ramped to 200+ in next few quarters.
- Our young team globally has embraced WFH culture and received numerous accolades for exceeding customer expectations. We continue to have a WFH policy and will make a further decision by end of Q4 (FY 2020-21).
- Automation:
 - We are in the final stages of going live with the investment in our new Adrenaline - HRMS & Salesforce - CRM tools.
 - We are in process of implementing our new Microsoft ERP system which will go live in early 2021.
 - We plan to accelerate our investment in automation and digitizing all our internal workflows to support our customer focused growth.
- The revenue decline in Q3 (FY 2020-21) is attributed to the gradual exit from low margin ITS business. Our Headcount reduced by approximately 500 engineers in our Mumbai office respectively.
- Our North American, Germany and UK entities, received the Covid-19 financial support from local governments to continue our investments in those regions. We are committed and continue to hire locally in these important growth markets as we gear up to meet the growing Digital & Engineering customer requirements.

Media Release

Management Comments:

Commenting on the performance of the company, **Jigar Mehta – Managing Director** said, " In early Q3, we have started seeing green shoots from our investments in new Digital & Engineering capabilities with multiple new wins across existing and new customers. We continue to ramp up capacity and have been onboarding approximately 20 + new lateral hires every week. I'm also looking forward for our investment in the new systems to GO LIVE which will help us scale and support our customers much faster. We remain optimistic that the hard decisions of cost optimization, accelerating towards the all new Digital world, etc. we made at the start of the pandemic will start seeing double digit growth in FY 2021-22."

About Onward Technologies Limited

Onward Technologies is a niche Digital & Engineering Services Company that translates customer vision into reality with strong capabilities and flawless execution of services across the Digital Transformation suite, Embedded Systems, Engineering Technology, Data Analytics, Artificial Intelligence (AI), and Machine Learning (ML).

YOUR IMAGINATION. DELIVERED TO PERFECTION – that's what we stand for, that's what we promise our customers, and that's how we will continue writing success stories for our customers, and for ourselves.

Onward Technologies with its headquarters at Worli, Mumbai, supports leading global corporations from its Sales offices in Chicago, Detroit, Cleveland, London & Frankfurt & state of the art development & design centers from offshore in Mumbai, Pune & Chennai. We provide a wide spectrum of services from Mechanical Engineering, Electronics & Embedded Systems Development, Data Analytics & Digital Transformation, Robotic Business Process Automation & Enterprise Business Application Support. Our Engineers and Technology Consultants working across multiple Industry domains and our strategic alliances with large enterprise software OEMs help in providing a comprehensive range of end-to-end solutions and services in the Digital & Engineering space.

Investor Relations Contact Details:

Mr. Anuj Sonpal
Valorem Advisors
Tel: +91-22-4903 9500
Email: onward@valoremadvisors.com

Follow Onward Technologies on LinkedIn: <https://www.linkedin.com/company/onward-technologies/>

Address: 2nd floor, Sterling Centre, Dr. A.B. Road, Worli, Mumbai – 400018. **CIN:** L28920MH1991PLC062542
Email: investors@onwardgroup.com | **Tel:** +91-22 2492 6570 | www.onwardgroup.com