

ATENTO

LEADING NEXT GENERATION CX INVESTOR DAY'19

Better Experiences. Higher Value



Agenda

12:00 pm **Registration and Lunch**

12:45 pm **Welcome**

Shay Chor, Corp. Treasurer & Investor Rel. Dir.
Carlos López-Abadía, CEO

12:50 pm **Industry Analysts Fire Side Chat**

Carlos López-Abadía, CEO;
TJ Singh, Gartner; Juan Manuel González,
Frost&Sullivan

1:05 pm **Atento Today**

Carlos López-Abadía, CEO

1:20 pm **Atento's Strategic Plan**

Carlos López-Abadía, CEO; Gustavo Tasner, COO;
Dimitrius de Oliveira, Brazil Regional Director;
Mike Flodin, US & Nearshore Regional Director

2:45 pm **Financial Strategy & Outlook**

José Azevedo, CFO

3:10 pm **Q&A**

3:55 pm **Closing Remarks**

Carlos López-Abadía, CEO

4:00 pm **Refreshments & Appetizers**

Carlos López-Abadía, CEO;





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This presentation contains forward-looking statements within the meaning of the U.S. federal securities laws, that are subject to risks and uncertainties. All statements other than statements of historical fact included in this presentation are forward-looking statements. Forward-looking statements give our current expectations and projections relating to our financial condition, results of operations, plans, objectives, future performance and business. Forward-looking statements can be identified by the use of words such as "may," "should," "expects," "plans," "anticipates," "believes," "estimates," "predicts," "intends,"

"continue", the negative thereof and other words and terms of similar meaning in connection with any discussion of the timing or nature of future operating or financial performance or other events. These forward-looking statements are based on assumptions that we have made in light of our industry experience and on our perceptions of historical trends, current conditions, expected future developments and other factors we believe are appropriate under the circumstances. As you consider this presentation, you should understand that these statements are not guarantees of performance or results. They involve risks, uncertainties (some of which are beyond our control) and assumptions. Although we believe that these forward-looking statements are based on reasonable assumptions, you should be aware that many factors could affect our actual financial results and cause them to differ materially from those anticipated in the forward-looking statements. Other factors that could cause our results to differ from the information set forth herein are included in the reports that we file with the U.S.

Securities and Exchange Commission. We refer you to those reports for additional detail, including the section entitled "Risk Factors" in our Annual Report on Form 20-F.

Because of these factors, we caution that you should not place undue reliance on any of our forward-looking statements. Further, any forward-looking statement speaks only as of the date on which it is made. New risks and uncertainties arise from time to time, and it is impossible for us to predict those events or how they may affect us. We have no duty to, and do not intend to, update or revise the forward-looking statements in this presentation after the date of this presentation.

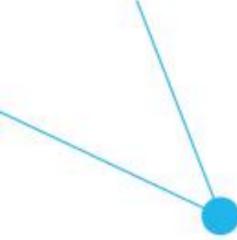
The historical and projected financial information in this presentation includes financial information that is not presented in accordance with International Financial Reporting Standards ("IFRS"). We refer to these measures as "non-GAAP financial measures." The non-GAAP financial measures may not be comparable to other similarly titled measures of other companies and have limitations as analytical tools and should not be considered in isolation or as a substitute for analysis of our operating results as reported under IFRS.



● Key Takeaways

- Get beyond numbers, roadmap how to get there
 - Leading Next Gen CX
 - 3 Horizon Plan
 - Operational improvements
 - Next Generation Services and Digital Acceleration
 - New Growth Avenues
 - Highly talented and seasoned team
- 





● Introducing our management team in today's session

Shay Chor

Corporate Treasurer & Investor Relations Dir.

Dimitrius de Oliveira

Brazil Regional Director

José Azevedo

Chief Financial Officer

Michael L. Flodin

US & Nearshore Regional Director

Gustavo Tasner

Chief Operating Officer

Jose María Pérez Melber

Spain Regional Director

Rodrigo Llaguno

Mexico Regional Director

Mauricio Castro

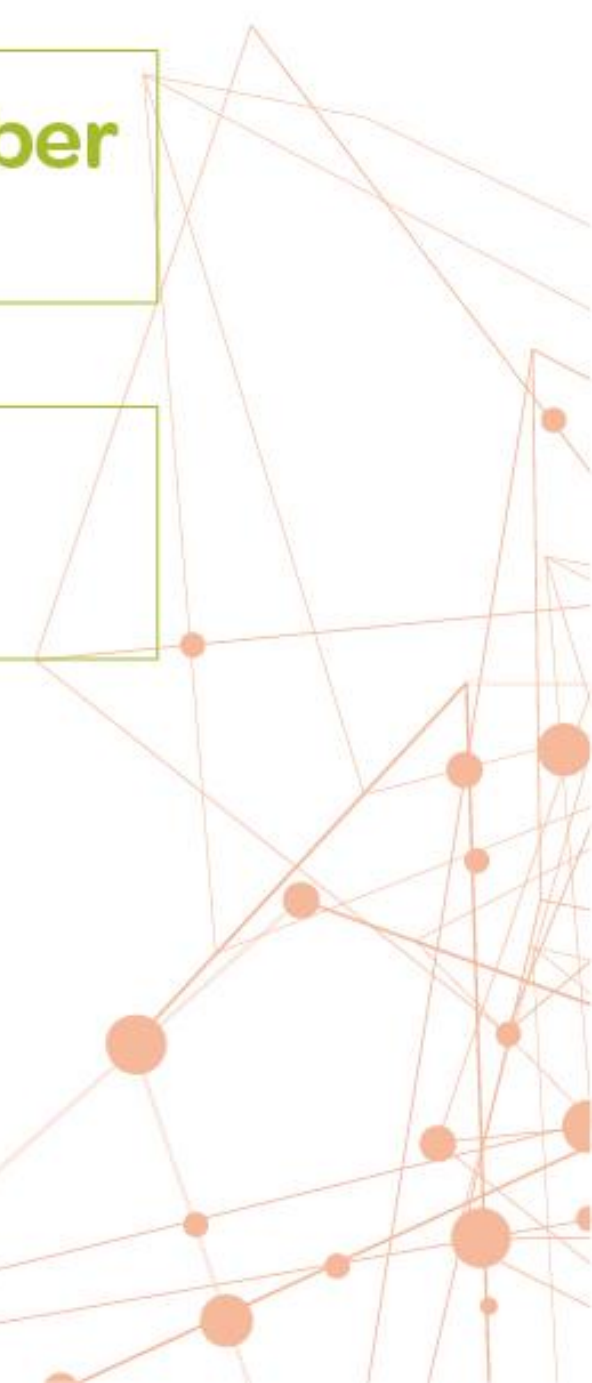
Digital Director Brazil

Eduardo Aguirre

Corporate Transformation Director

Pablo Sánchez

Corporate Marketing Director



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MARKET AND COMPANY CONTEXT **INVESTOR** DAY'19





An expert view
on the customer
management
market and key
industry trends

Fire side chat with two leading industry experts



TJ Singh

Vice President Analyst

Gartner

TJ Singh is a Vice President with Gartner Research. He is a key member of the Tech CEO Research team and is the lead analyst responsible for customer experience and digital services research, worldwide. Within the Tech CEO team, Mr. Singh focuses on research and advisory dedicated to SMB IT service organizations, including business and channel strategy, sales and marketing presentation review, investor presentation review, competitive strategy and sales process optimization. Mr. Singh also maintains regional responsibilities for IT services research, including BPO research, across key Asia/Pacific markets such as Australia, New Zealand and South East Asia- Malaysia, Indonesia and the Philippines. The Asia/Pacific-based BPO research covers a broad area that includes HR, F&A, vertical services, supply management and CM BPO services from a domestic demand and service provider perspective. Besides having these responsibilities, he continues to provide direction for Gartner's quantitative and qualitative research dedicated to BPO research which resides within the IT Services market.



**Juan Manuel
González**

Information & Communications Technologies, Research Director Latin America

F R O S T & S U L L I V A N

Juan Manuel González serves as Research Director within Frost & Sullivan's Digital Transformation business unit. He focuses on Contact Centers, BPO, Unified Communications & Collaboration Solutions areas. González has over 11 years of experience in the industry, his know-how lies in managing strategic consulting projects and regional market intelligence studies in the Enterprise Communications field, as well as monitoring emerging trends, technologies and market dynamics. González was recognized as Associate Fellow in 2015, as part of Frost & Sullivan's Fellowship Program. Furthermore, he was ranked in the Top 50 official list of most influential Executives in Nearshoring Outsourcing in 2010 and 2011, according to Nearshore Americas.

- What are the growth expectations for the customer management market?
What will be the nature of this growth?

4.7%

**GLOBAL MARKET
GROWTH 2020**

4.8%

**LATAM MARKET
GROWTH 2020**

Source: Company analysis and Frost&Sullivan

LatAm: Analysis of the Contact Center Outsourcing Services Market in Latin America and the Caribbean forecast 2024

APAC: Forecast to 2023; Asia-Pacific Contact Center Outsourcing Market Opportunity Update

EMEA: Europe Contact Center Outsourcing Market 2016

North America North American Contact Center Outsourcing Market 2019

- What are the key next generation CX services that you foresee will be the most impactful to the market?

OMNICHANNEL

DIGITAL MARKETING

COMPLEX VOICE

MIX HUMAN AGENT / CHATBOT

BACK OFFICE

HYPER PERSONALIZATION

GIG ECONOMY / WAHA

AGENT PROFILING

- What are the opportunities related to the fast adoption of next generation capabilities?

AI/COGNITIVE

CX CONSULTING

ADVANCED ANALYTICS

AUTOMATION

NATURAL LANGUAGE SERVICES

5G

WORKFORCE ENGAGEMENT
MANAGEMENT

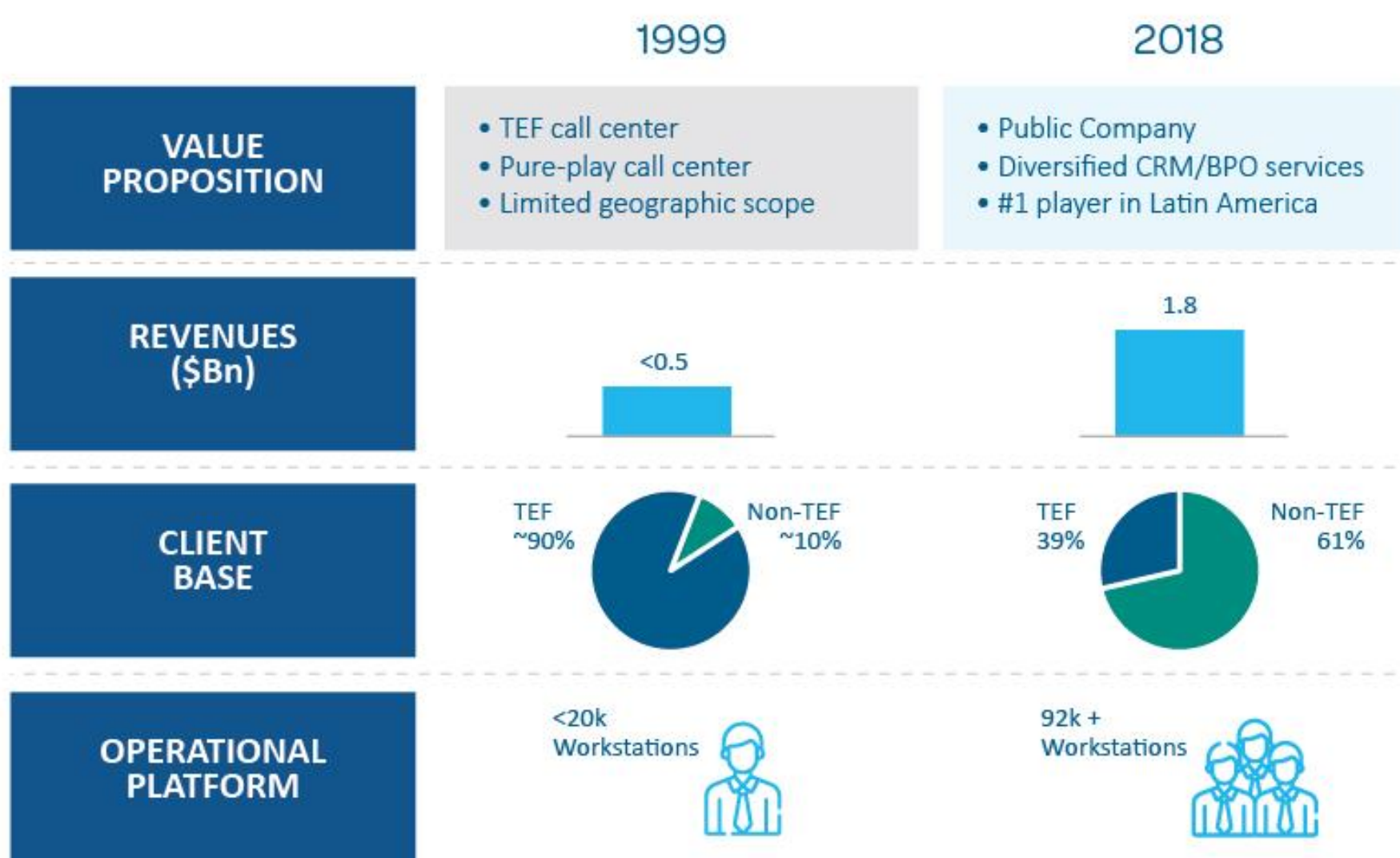
BLOCKCHAIN

VR / AR



**Atento: a strong
market leader with a
long-term value
creation strategy**

We have diversified our client base and value proposition to become a market leader and now setting foundations to lead the next generation of CX services



We connect more than 400 clients with over 500 million customers across Latin America, Europe and USA

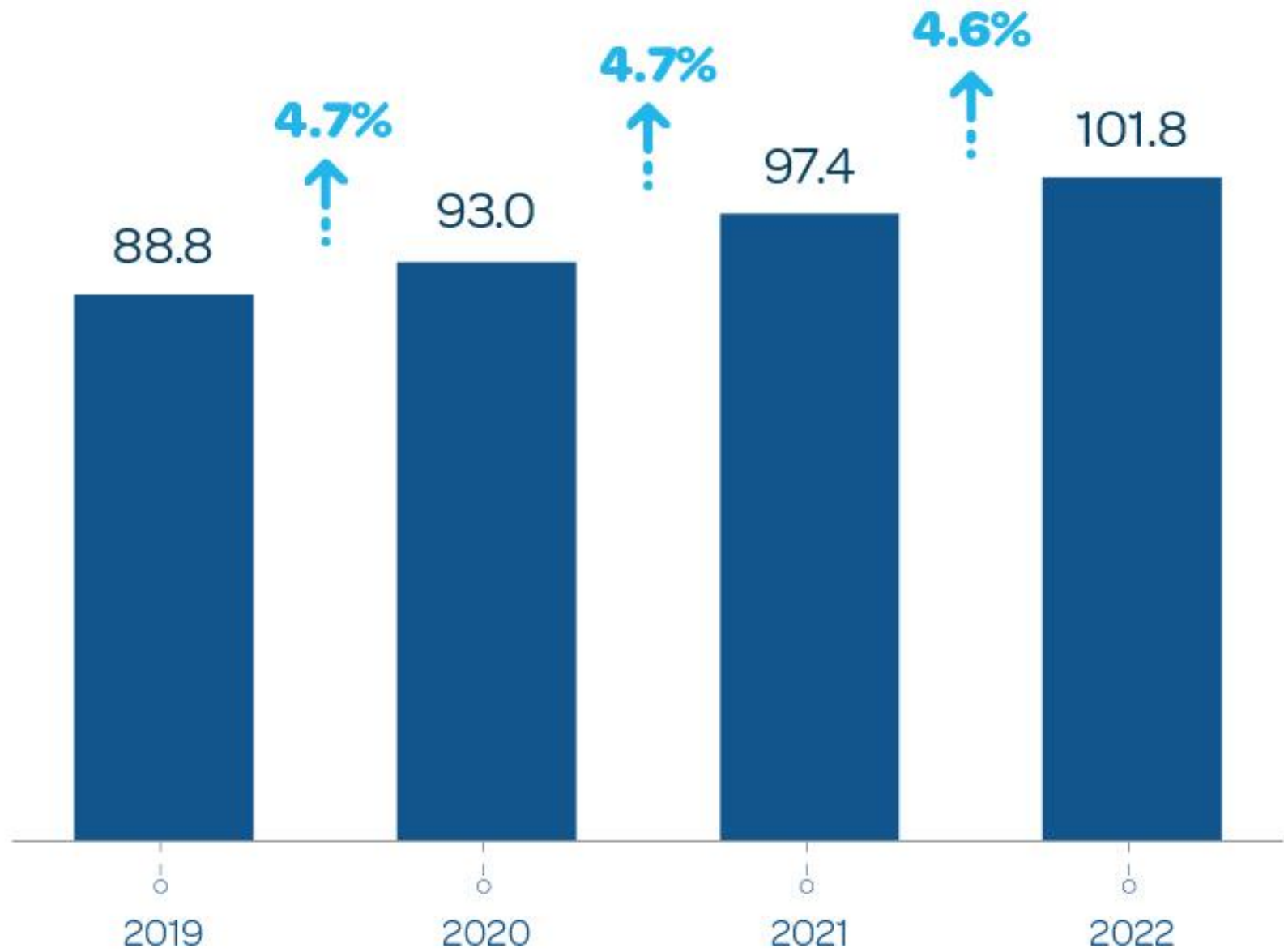
We lead the Latin America market with 16.7% of regional market share, 7.2 p.p. more than the next market player

We are the only CRM/BPO company in the **25 World's Best Multinational Workplaces 2019 ranking**



• The global customer management is a mature yet growing market, with new revenue streams still emerging

Global outsourced market
(\$Bn)⁽¹⁾



4.7%
GLOBAL MARKET
GROWTH 2019-2022

(1) Company analysis and Frost&Sullivan:

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We have diversified our client base and value proposition to become a market leader and now setting foundations to lead the next generation of CX services

2020 - ONWARDS

Operational
Improvements

Transforming the core



Next Gen Services and
Digital Acceleration

Value offer transformation



New Growth
Avenues

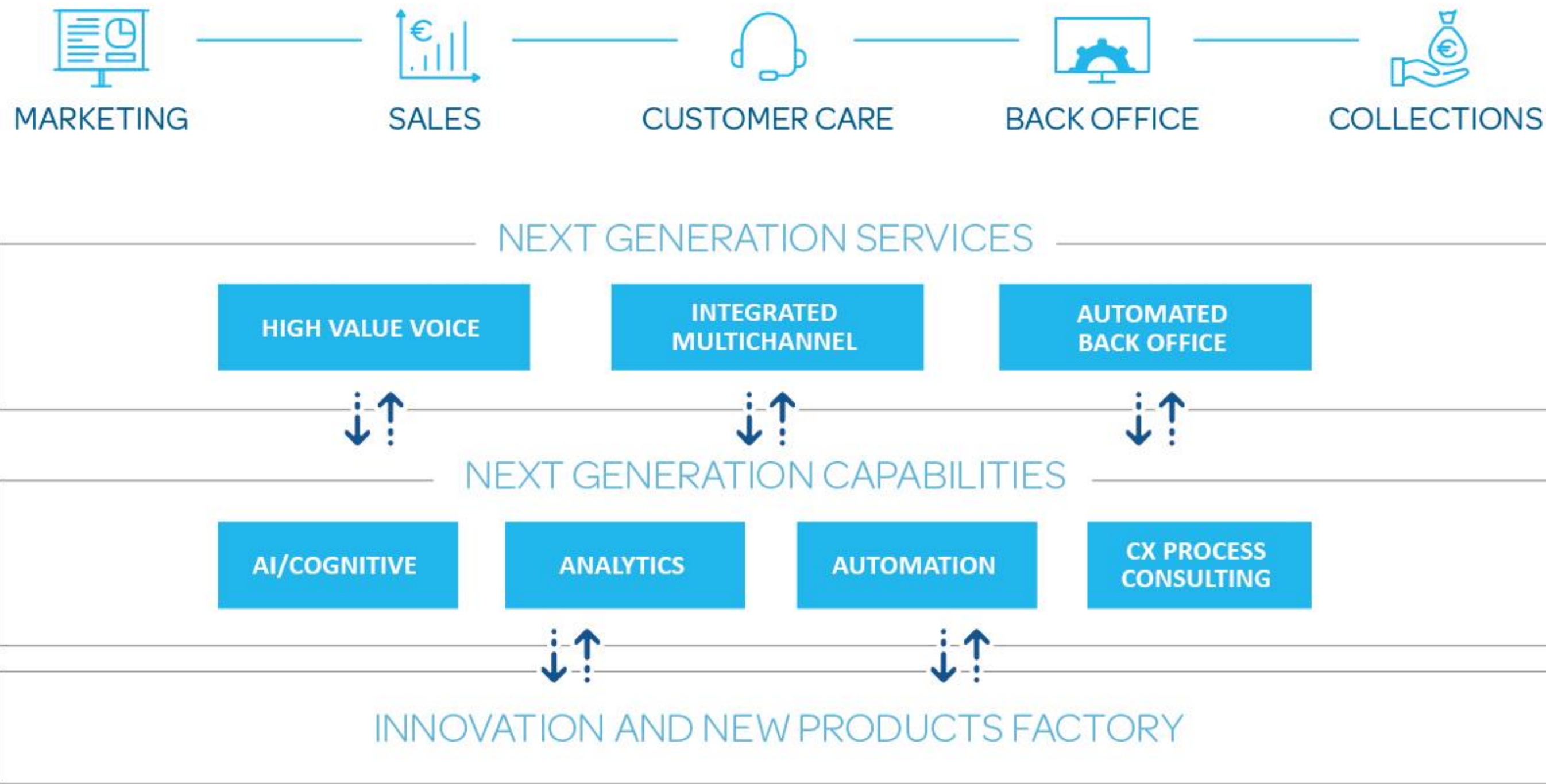
Geographies/verticals



DRIVING A CULTURE OF
INNOVATION AND TRANSFORMATION



We deliver end-to-end solutions across the customer lifecycle that generate higher value for client companies and better experiences for their consumers





ATENTO

ATENTO STRATEGIC PLAN **INVESTOR** DAY'19



A three-year plan executed across three horizons



LEADING THE NEXT GENERATION CX

1

Operational Improvements

Transforming the core

- Sales Excellence
- Operational Excellence
- Indirect Cost Optimization



2

Next Gen Services and Digital Acceleration

Value offer transformation

- High value voice
- Integrated multichannel
- Automated back office



3

New Growth Avenues

Geographies/verticals

- New verticals/vertical specific solutions
- Geographic expansion





Operational Improvements

Transforming the core

- Building operational excellence is a must for our business to inject profitability in our P&L



• New Commercial Model to Sell More, Sell Better and Sell What We Want

New Commercial Model



1

- Global account model and further penetration of born digital clients

2

- Consulting sales, Digital, Industry specific skills
- Value-based pricing models

3

- Commercial team accountable for client lifecycle: New sales to new clients, account development, scope changes, renewals, IPT negotiations...

4

- Boost sales through War Room model
- Best practices to protect CM% and T&Cs
- Proposal design
- Segmentation

5

- Compensation model focused on profitable growth

Record sales in 2019 at better margins for our strategic services

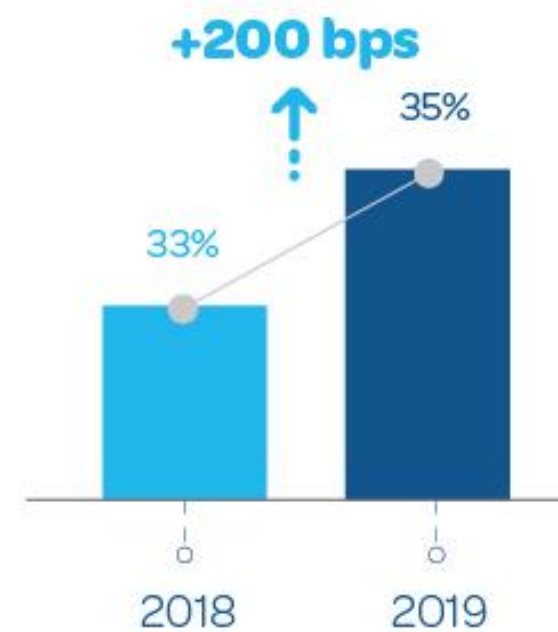
SELL MORE

NIYR ⁽¹⁾
(New In-Year Revenues)



SELL BETTER

%CM ⁽²⁾
(Total Annual Value)



SELL WHAT WE WANT

Next Generation Services ⁽³⁾
(% Total Contract Value)



Source: Sales Excellence Area. Notes:
 (1) NIYR 2019 estimated commercial forecast
 (2) YTD 2019 theoretical CM from Salesforce
 (3) YTD revenues mapped in Revenue Segmentation project



Operational Improvements

1. Sales Excellence
2. Operational Excellence
3. Indirect Cost Optimization

Optimizing operations increases our contribution margins and improves the customer experience

CUSTOMER OPERATIONS

MOBILIZATION
AND SETUP

RUN AND
OPERATE

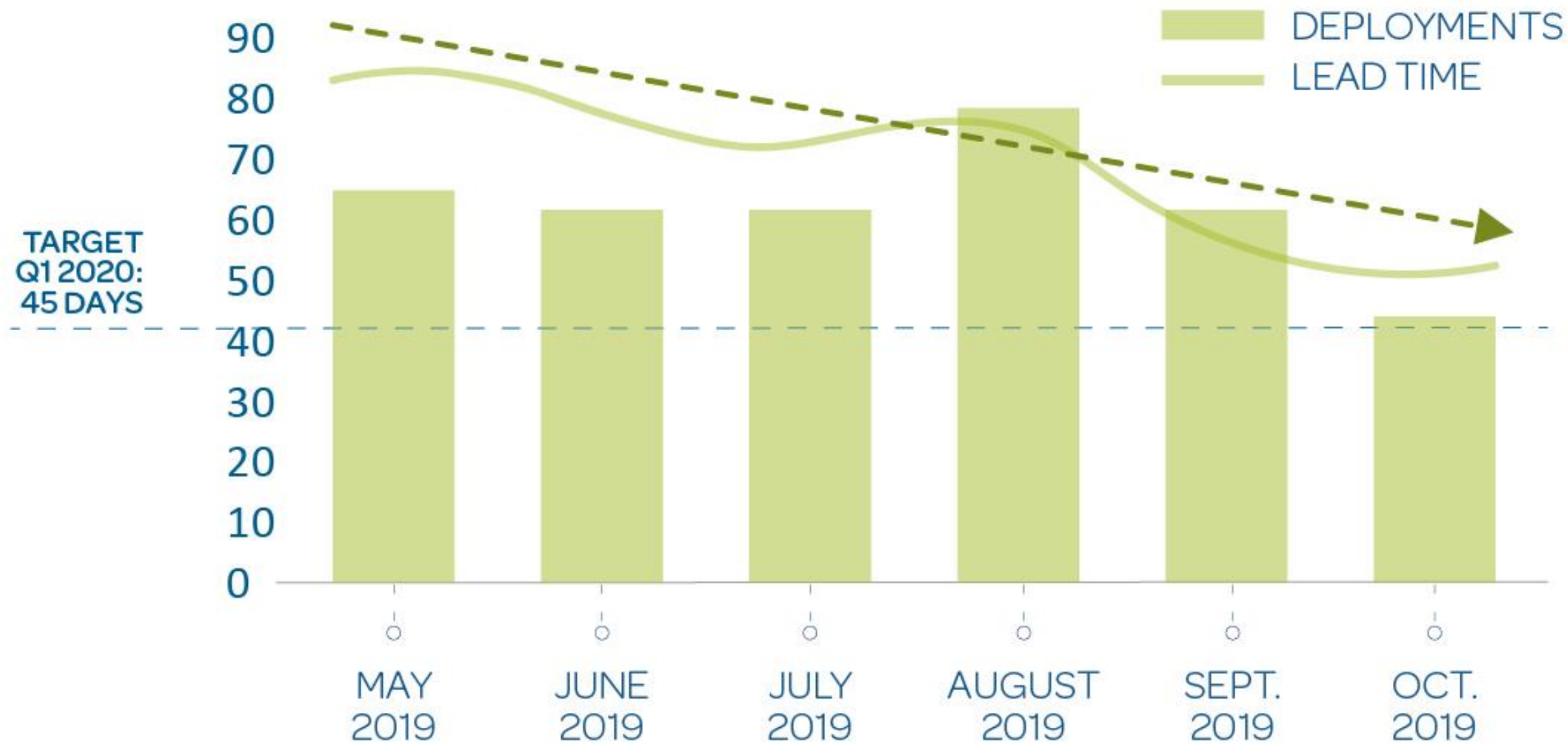
SHARED SERVICES

RECRUITMENT AND TRAINING

WORKFORCE MANAGEMENT

QUALITY

E2E Automation is improving our lead time in 32% over the last 6 months



- Agile system integration
- BPM and PPM tools to standardize delivery process
- Rapid resources recruiting and on boarding

- Lead time acceleration from 86 to 53 days, during the last 6 months
- Phase 1 in Brazil in 2019, phase 2 to rollout globally

- Predictive Agents Recruitment processes across geos increase skills suitability for the role while reducing selection costs up to 40%

Employee journey



Way of Working program: Understanding and managing client value allows us to improve contribution margin in Brazil

Background: Compensation model was based on # of actual calls received, plus upside on cross sell. However operations were not incentivized on these KPIs

Customer Service contract pilot



Opportunity to increase sales volume ~13%



Reduced AHT, key to improve sales effectiveness



Additional bonus via Quality KPI improvements: Pick-up rate, Call quality, CSAT, FCR



Ability to capture up to 8.2 p.p. of CM

IMPLEMENT WAY OF WORKING AT SCALE:

- Performance management
- Operations improvements
- Gamification
- Incentives alignment

- Shared Services Optimization will generate savings between \$3 to \$5 million in Brazil, eliminating redundant activities

IDENTIFIED SAVINGS

OPPORTUNITIES

QUALITY					<ul style="list-style-type: none"> • Quality monitoring benchmarks
WORKFORCE MANAGEMENT					<ul style="list-style-type: none"> • Smart Workforce Management for scheduling, forecasting and real-time management
REPORTING					<ul style="list-style-type: none"> • Automating reporting functions
OTHERS					<ul style="list-style-type: none"> • Automation (e.g. timesheet auditing, access management, billing,...)
TRAINING					<ul style="list-style-type: none"> • Benchmarking training per program
TOTAL	\$3 TO \$5 M				

We are transforming our business support structures, generating savings that can reduce our Indirect Costs between \$5 and \$7.5 million

EXTERNAL SPEND



Infrastructure

- **Cleaning and security contracts modified**
- **Renew equipment** with energy efficient units



Real Estate

- **5 sites will be closed in Brazil and contract reallocated**
- **6 contracts negotiated**



IT

- **Voice architecture** moved to cloud
- **South data center** centralized
- **Storage and SQL servers moved to Cloud**
- Substitute **internal developments** by market SW



Telecom

- **24 contracts**
- **SD-WAN technology** to replace expensive MPLS

HQ



Infrastructure

- **Optimization of infrastructure management**



HR

- **Integration of Interfile and R Brasil**
- **Digitalization of HR processes**



Finance

- **Reduction of HC from productivity efficiencies**
- **Shared Finance Service Center**



IT

- **Consolidation of back-office roles in IT**
- **Integration of Interfile and RBrazil**

And building financial controls to sustain these efficiencies

TRACK IMPACT ON ACTUALS



Ensure savings are realized as soon as possible

AVOID SAVING LEAKAGES



Ensure current savings are not off-set in adjacent cost lines

FINANCIAL RIGOR



Ensure savings are tracked in 2020 Budget and establish mechanisms to measure savings on a regular basis

SUSTAINABILITY



Develop new ways of working and structural changes to ensure sustainability



Next Gen Services and Digital Acceleration

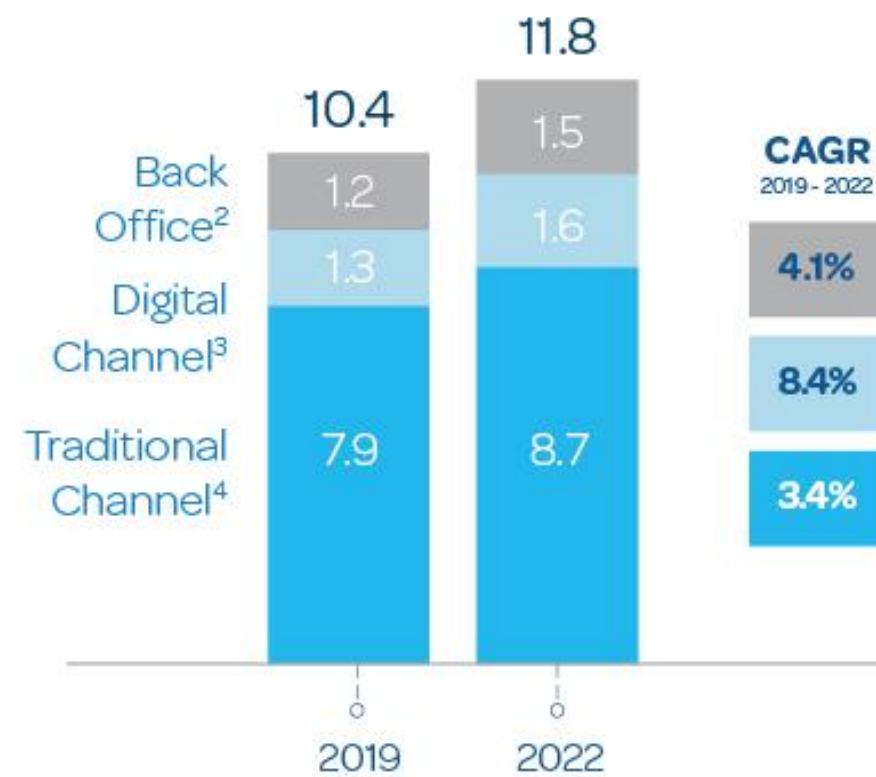
Value offer transformation

Market Trend

Accelerated shift in revenue mix from traditional voice to digital channels boosted by Next generation technologies and value-added capabilities, all of which are shaping the industry's future

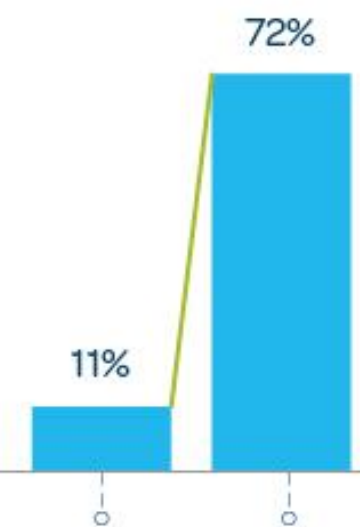
LatAm Market, revenue forecast by channels

Billion USD, percent by subtotal



AI/COGNITIVE

Adoption of Multichannel and Digital Services⁽⁵⁾



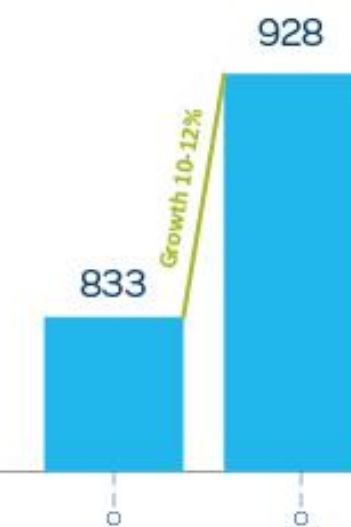
AUTOMATION RPA

RPA Spending 2017-2022⁽⁶⁾
US\$ Millions



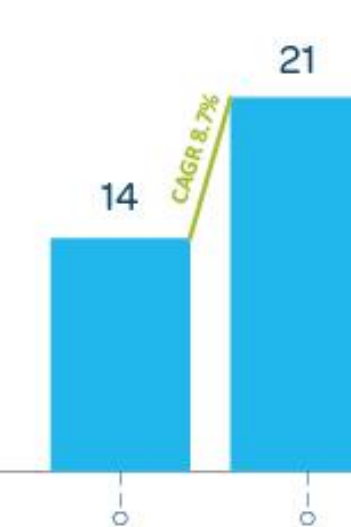
CUSTOMER ANALYTICS

Customer Analytics revenue 2017-2018⁽⁷⁾
US\$ Millions



CX & PROCESS CONSULTING

Digital CX Consulting 2018-2023⁽⁸⁾
US\$ Billion



Atento Agenda

Build Next Gen. services to offset massive voice volume reduction

Digital acceleration to enhance our portfolio and transform current operations



Expanding Portfolio of Next Gen Services

Sell at larger scale high margin next generation services that we already sell today.

HIGH VALUE
VOICE

INTEGRATED
MULTICHANNEL

AUTOMATED
BACK OFFICE

U\$ 8.9 Bn

TOTAL MARKET IN
ATENTO GEOGRAPHIES

U\$ 2.9 Bn

U\$ 2.7 Bn

Driving Digital Acceleration

Dual-speed transformation, with digitalization to achieve quick wins and disruptive innovation to drive deeper client business transformation

Next Generation Capabilities

AI/COGNITIVE

ANALYTICS

AUTOMATION

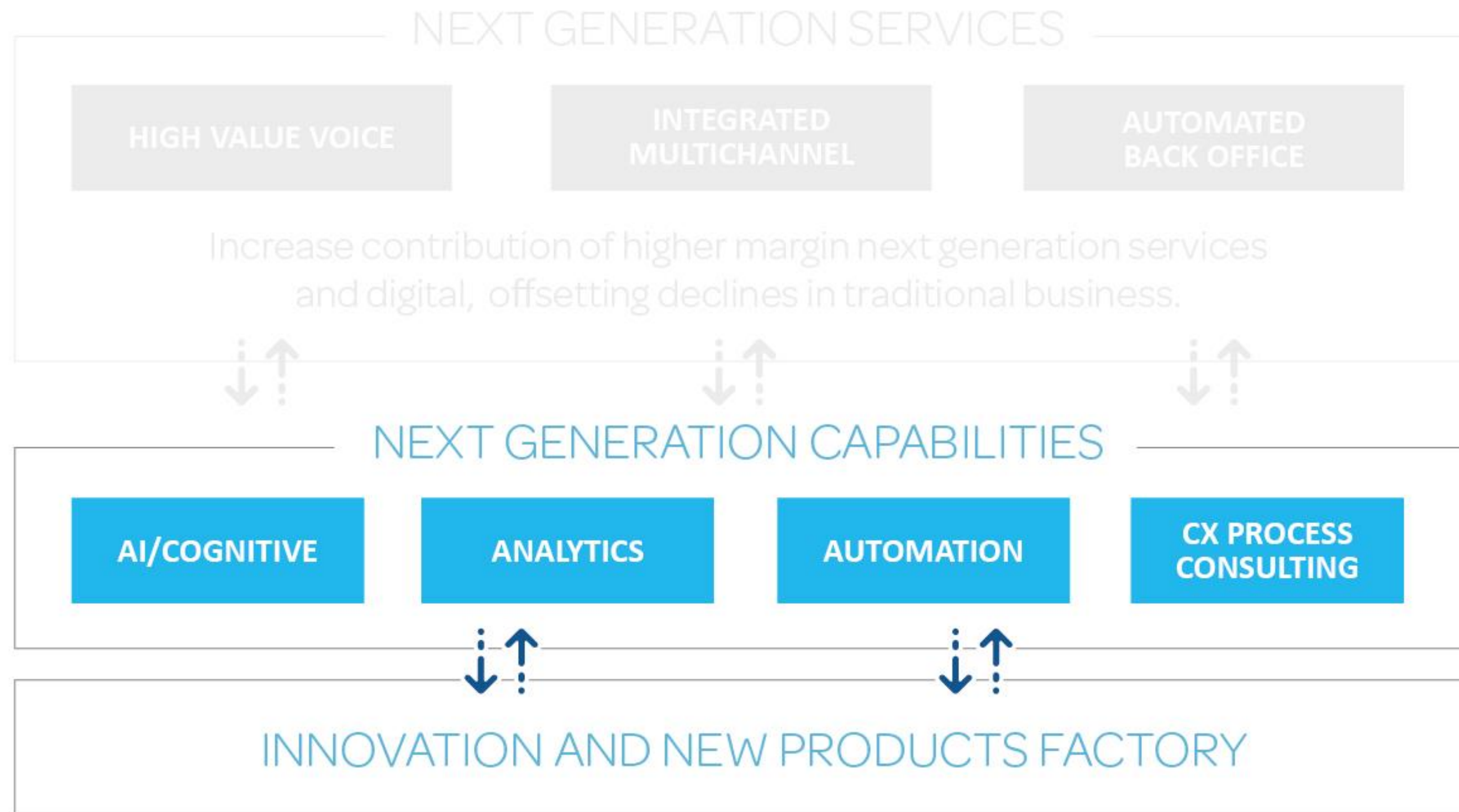
CX PROCESS CONSULTING

DIGITALIZATION FOR OPTIMIZATION

DIGITALIZATION BUSINESS TRANSFORMATION

RISK	LOWER	↓	HIGHER	↑
ROI	FASTER	↑	HIGHER	↑
INNOVATION	LESS	↓	MORE	↑
CLIENT RETENTION	LOWER	↓	HIGHER	↑

- We deliver end-to-end solutions across the customer lifecycle that generate higher value for companies and better customer experiences



AI/Cognitive

Artificial Intelligence to deliver sentiment analysis and more humanized customer interactions

CAPABILITY



NLP

- Natural Language Processing
- Hyper personalization
- Improved business performance

STRESSOMETER

Powered by
ATENTO

- Sentiment/ emotion analysis
- Voice of customer
- Increase key KPIs focus on CSAT (customer satisfaction)

+100 professionals - Linguist Experts

Analytics

Data Science to improve business efficiency by generating value through Data.

CAPABILITY

DATA SCIENCE BUSINESS EFFICIENCY

Powered by

ATENTO

VALUE PROPOSITION

- Business performance (propension models, people analytics).
- Cost reduction per interaction.
- Machine learning to empower AI platform;
- New Products based on AI.
- Understanding and harnessing (mass)data – Data Ocean.
- Sales and Collection mgmt. model: Strategy, profiling, BTC, dashboards, forecasting.

+40 professionals - Data Scientists/ Data Engineers

CX Process Consulting

Optimizing customer journeys and business processes to provide differentiated CX.

CAPABILITY

CX Consulting
Journey Mapping & Planning

**Language
User Interfaces
Consulting**

VALUE PROPOSITION

- Understand the Consumer Journey, avoiding fragmented experiences
- Knowledge of behavioral drivers
- Steer service more efficiently
- Guarantee financial results for clients and Atento operations

- Evolve Traditional IVR for Humanized IVR and VDA as well as BOTs curations to reach higher retention levels:
 - Create language of conversational interfaces based on brand's Persona
 - Dynamic and Progressive Navigation
 - Propensity Analysis
 - NLP and AI applied

+50 Profesionals + Exernal Consultants - Dialogue Design & CX Specialists + Agile Coaches

Automation

Automating redundant Back and Front-office work to improve efficiency and customer experience.

CAPABILITY

INTERFILE (BPA)

Powered by

ATENTO

RPA FACTORY

Powered by

ATENTO

UiPath

blueprism

VALUE PROPOSITION

- Business process management (document capture, verification, analysis, fraud prevention, etc.)
- Process control and productivity.
- Agility and efficiency.
- Assertive demand sizing.

- 30% reduction of Total Cost of Ownership.
- Improve customer experience.
- Increase sales rates and value per active customer.
- Consolidate current sourcing solution and providers.
- Create automated Digital CX.

+100 professionals - RPA experts, Software Factory

Innovation and New Products Factory

New product generation / solution productization

Sources of New Products



Product Marketing Process

Productizing existing customer services and prioritization based on potential revenue and margin, as well as product scalability

**+40 POTENTIAL OFFERS
ALREADY MAPPED
ACROSS REGIONS**

**14 Offers already activated
considering:**

- New revenues potential
- EBITDA Margin - Higher profitability
- Client Sharing
- Capability Readiness

HIGH VALUE VOICE	INTEGRATED MULTICHANNEL	BACK OFFICE
RETENTION	DIGITAL CUSTOMER CARE	FS CREDIT ORIGINATION
SHIELDING	AUTOMATED EARLY COLLECTIONS	BREACH OF CONFIDENTIALITY
E2E CUSTOMER CARE	DIGITAL SALES	BACK OFFICE – ICR, BRICS AND FACIAL RECOGN.
INSIDE SALES		LEGAL BPO
ADVANCED TECHNICAL SUPPORT		
QUALITY MONITORING – DIGITAL VOICE		
STRESS-O-METER		

Assets Development with strategic providers

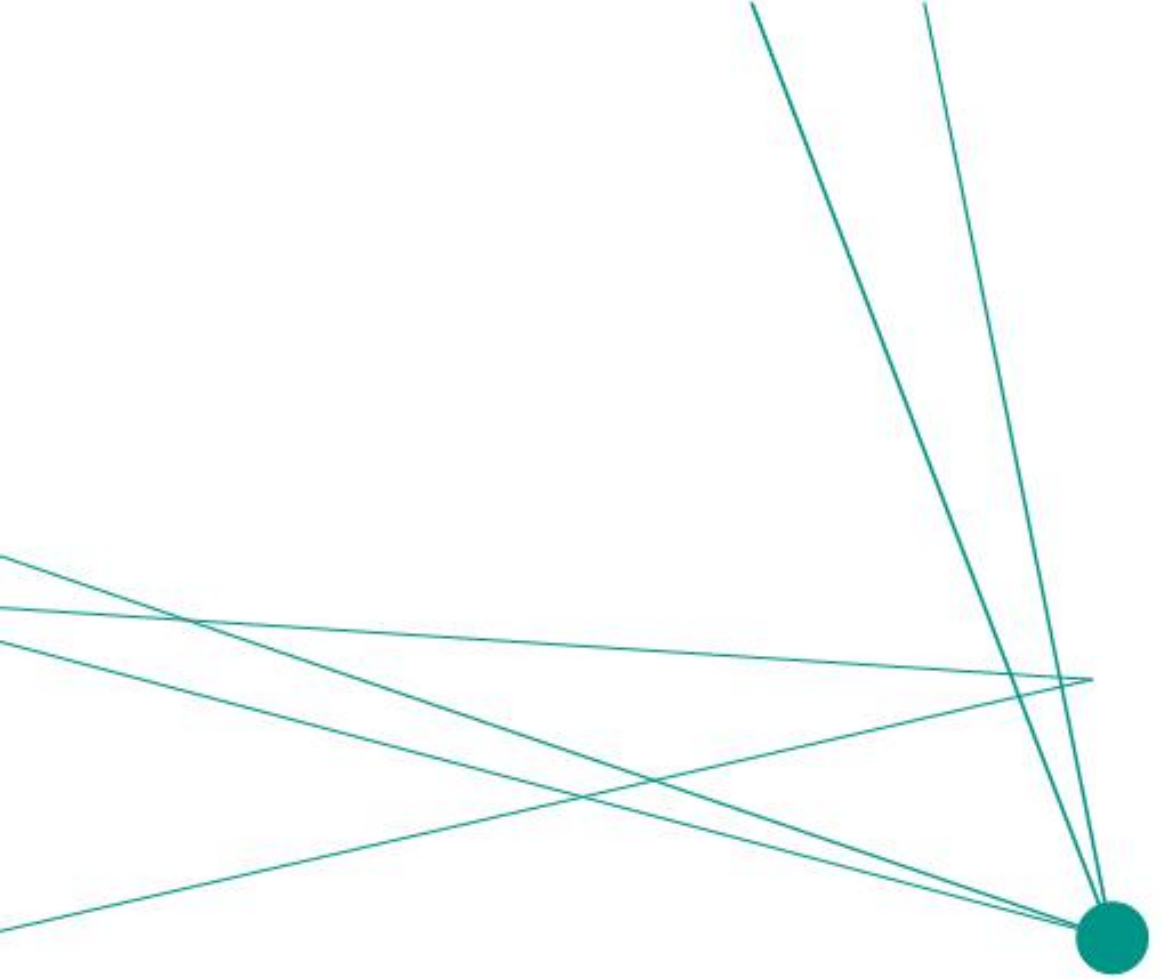
Building in-house assets with our strategic partners

ASSET	APPLICATION
Credit Management Platform Scalable Platform, focused on Management and Performance	Massive Back Office operations – specially for Financial Service Scalable Platform, focused on Management and Telco clients
Data Ocean Development of Data Lake	Turn a vast raw database from several industries into valuable customer intelligence assets, respecting data privacy law
Atento Orchestrator Digital platform	Integrated Multichannel and High Value Services

How we are monitoring the transformation impact

Focus on improving service mix with higher margins services

		BUSINESS TREND		
		REVENUES	REVENUE MIX	EBITDA Margin
HIGH VALUE VOICE		↑	↑	↑
INTEGRATED MULTICHANNEL	Agent-Led	↑	↑	→
	Automated	↑	↑	↑
AUTOMATED BACK OFFICE		↑	↑	↑
TRADITIONAL VOICE		↓	↓	→

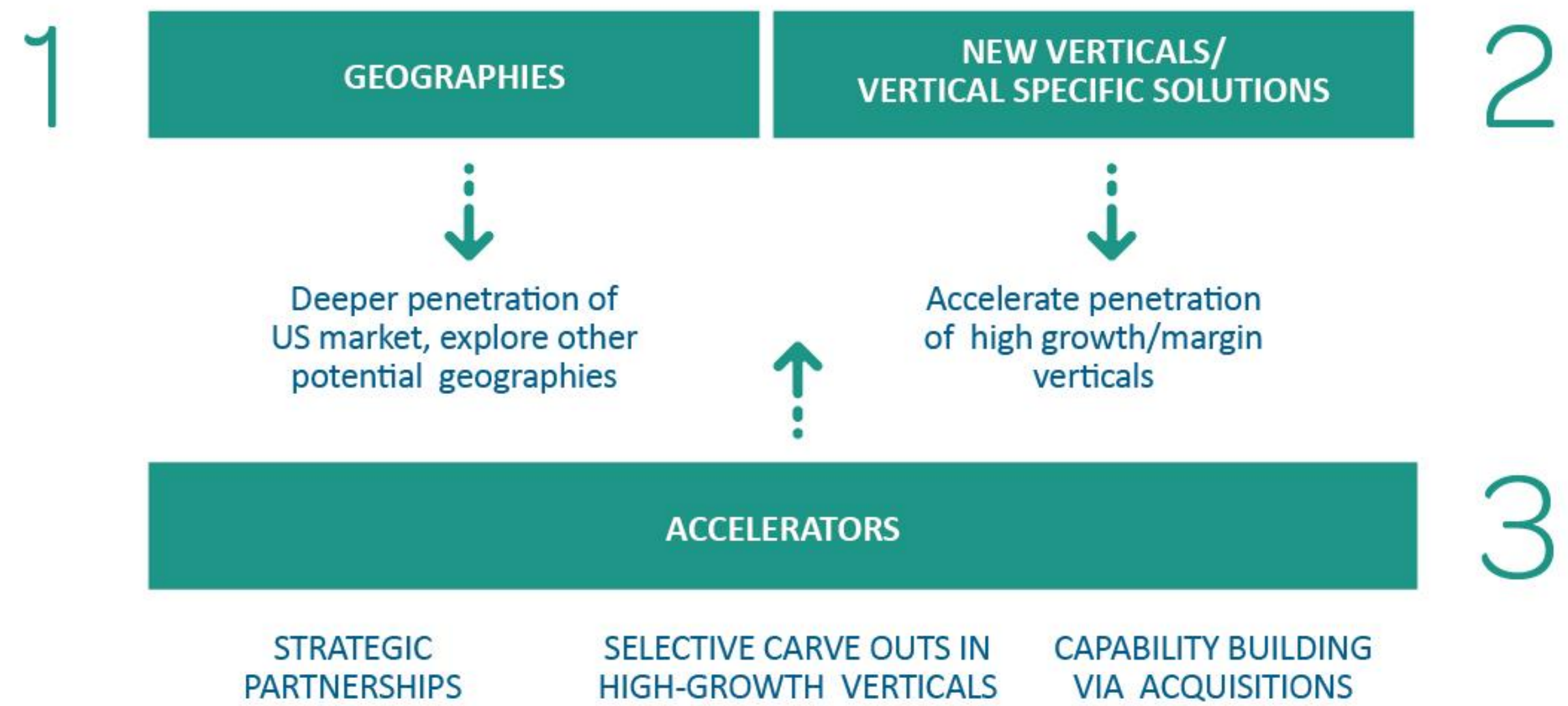


Building upon
stronger foundations
to unlock and
accelerate new
growth



New Growth Avenues

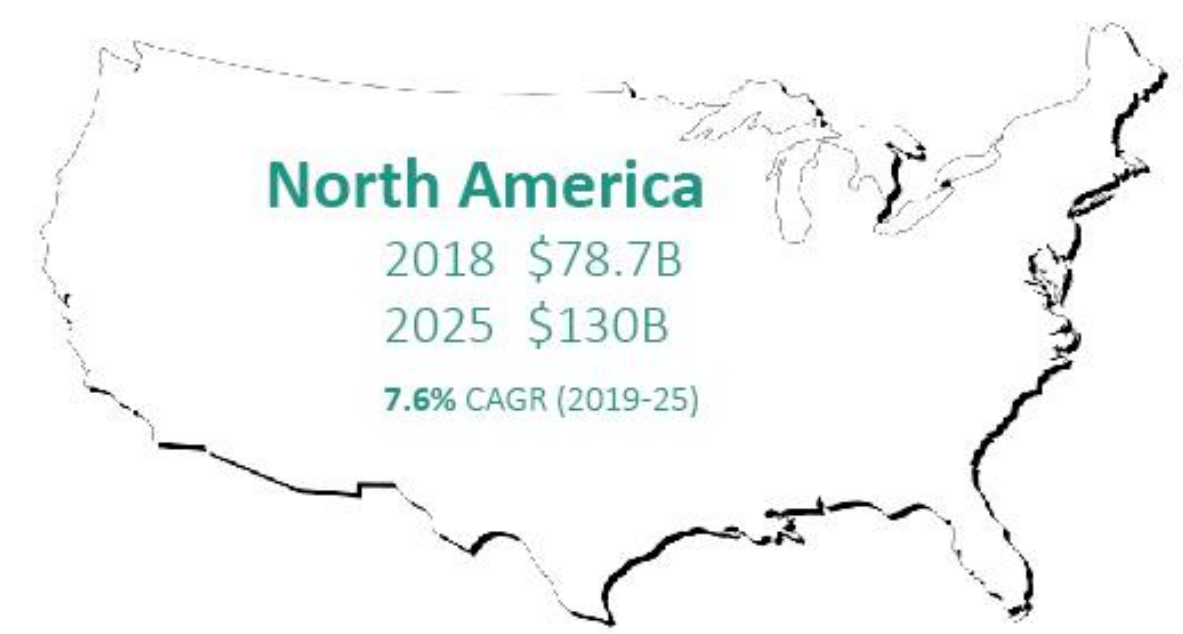
Building upon stronger foundations to unlock and accelerate new growth



Geographic Expansion

Focus on capturing additional US opportunities and increasing attractiveness as global player

\$130B MARKET BY 2025



REGION	2018	2019	2020	2021	2022	2023	2024	2025	CAGR
NORTH AMERICA	78.71	83.94	89.94	96.36	103.63	111.63	120.43	130.07	7,6%

Source: CII, CIEGA, IADP, ABPMF, Company Annual Reports, Primary Interviews, and Grand View Research

1 GEOGRAPHIES

Top trends in the US market

- 1 Blended delivery models (onshore, offshore, nearshore, home-agent, automated solutions)
- 2 AI, Bots, VA's are driving demand
- 3 Robotic process automation is expected to provide avenues for future growth
- 4 Implementation of cloud technologies drive efficiencies and foundations for Growth

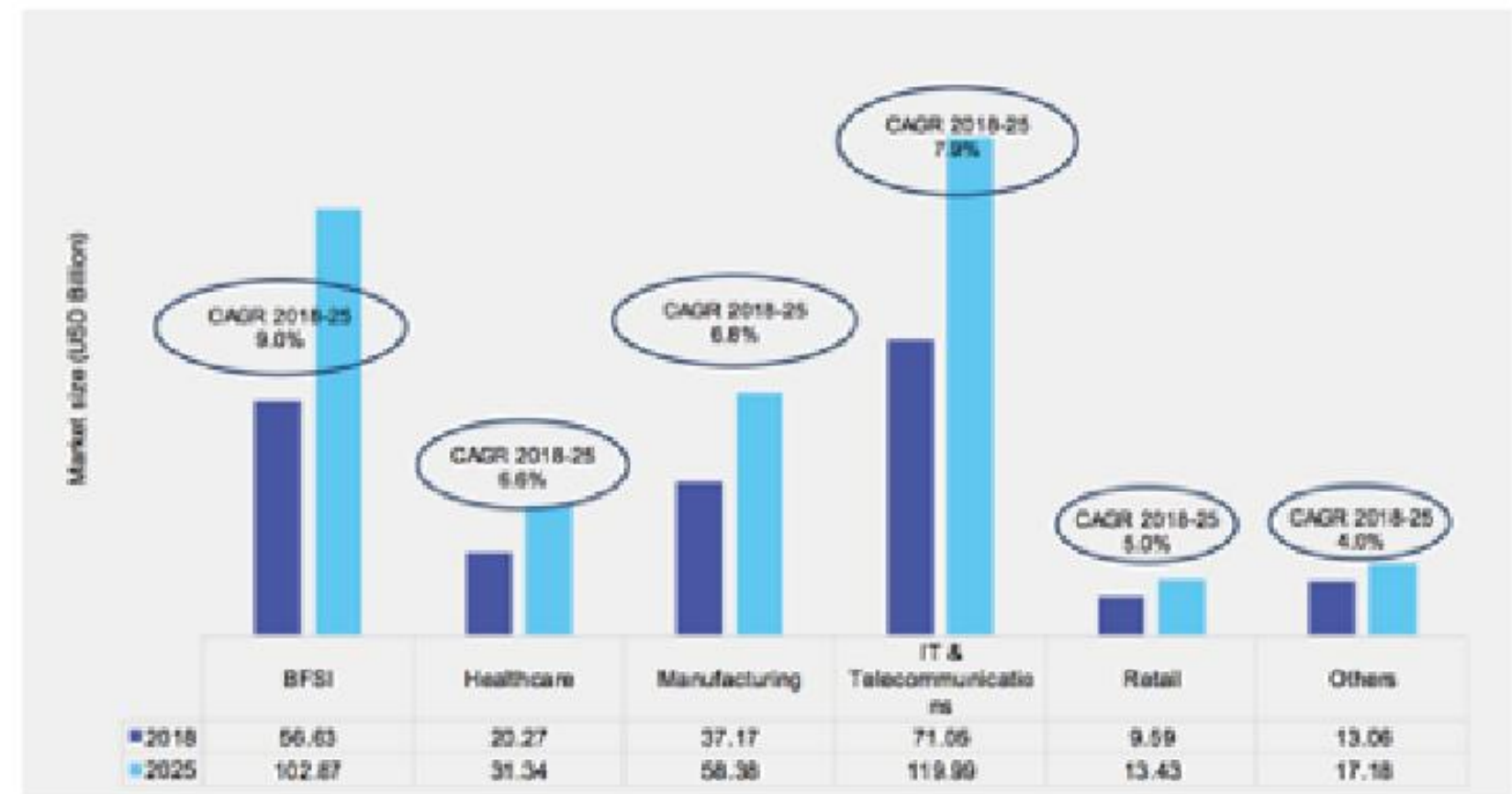
18-20% EBITDA

Geographic Expansion

Delivering service for US based clients in Central and South America drives EBITDA of 18-20%

1 GEOGRAPHIES

Banking, Financial Services, High Tech and Telecom are the fastest growing Verticals in the US



Finance Vertical

Region	2019	2020	2021	2022	2023	2024	2025	CAGR (2019-25)
North America	21.33	23.17	25.22	27.53	30.09	32.94	36.10	9.2%
Europe	17.44	18.94	20.62	22.51	24.61	26.94	29.54	9.2%
Asia Pacific	14.90	16.36	18.00	19.86	21.95	24.29	26.91	10.4%
Latin America	4.66	4.96	5.28	5.65	6.04	6.47	6.95	6.9%
MEA	2.86	2.96	3.05	3.14	3.23	3.31	3.38	2.8%
Total	61.20	66.39	72.18	78.68	85.91	93.95	102.87	9.0%

Customer Service

Region	2019	2020	2021	2022	2023	2024	2025	CAGR (2019-25)
North America	28.05	30.12	32.41	34.97	37.80	40.91	44.33	7.9%
Europe	20.27	21.83	23.57	25.52	27.67	30.05	32.67	8.3%
Asia Pacific	18.33	19.89	21.62	23.56	25.72	28.12	30.78	9.0%
Latin America	5.56	5.85	6.17	6.53	6.92	7.34	7.80	5.8%
MEA	3.79	3.90	4.02	4.13	4.24	4.34	4.42	2.6%
Total	76.00	81.59	87.79	94.71	102.35	110.76	119.99	7.9%

The Mature US Market can be thought of as
Tier 1: Mass Consumers of BPO Services, over 10,000 outsourced positions
Tier 2: Mid Size companies, Born Digital, Consumers of 2000-10000 positions
Tier 3: Small, one-off consumers of less than 1000 seats

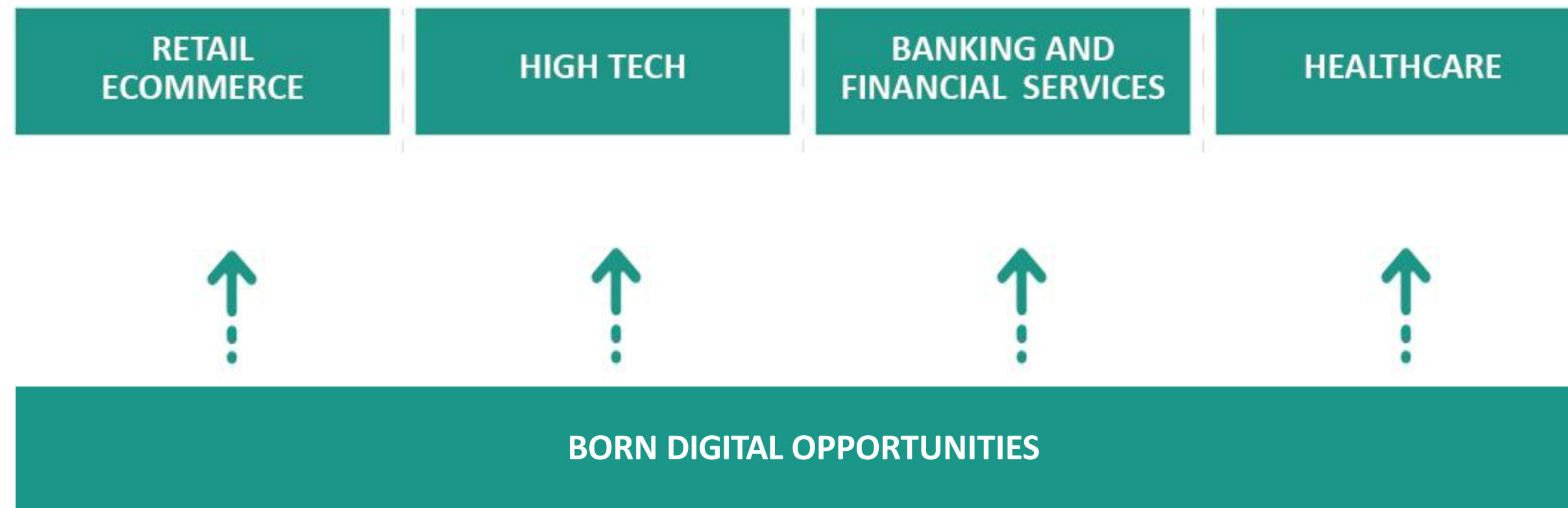
Based on the growth areas and consumption models, Atento US has the best opportunity in these Verticals and segments

	Telecom	FSI	Retail	High Tech	Health	Travel/Hosp
On Shore	Regulated Complex/ High Value	Regulated Complex/ Collections	Sales High Value	Engineering IB Sales High Value	HIPPA/ Regulated	English
Near Shore	Spanish	Spanish	Spanish English	Spanish English	Spanish English	Spanish English
Off shore	Commodity Pre-paid Backoffice Low Value	Fraud Backoffice Commodity Low Value Low Return	Low Value Low Return	Repair 1-2 OB Sales Backoffice Languages Low Value	Web Health Languages Transcription Low Value	Backoffice Languages Low Value

New Vertical Opportunities

Enter or speed up penetration of high growth/margin verticals and segments

2 NEW VERTICALS /
VERTICAL SPECIFIC
SOLUTIONS





Accelerator Vehicles

Strategic partnerships and select bolt-on acquisitions to accelerate growth strategy

3 ACCELERATORS

	Vehicle Type	Main Objectives
CAPABILITY BUILDING VIA ACQUISITIONS	STRATEGIC PARTNERSHIP	<p>Enhance value offer with next generation capabilities and accelerate roll out across footprint</p> <p>Gain access to high-value RFPs and strategic digital transformation programs at clients (e.g. EY & RPA project in Spain)</p>
	SELECTIVE CARVE-OUTS	<p>Accelerate penetration of high-growth verticals: Retail/ecommerce, high-tech/new economy or healthcare</p> <p>Accelerate acquisition of vertical expertise in high-growth segments</p>
	CAPABILITY BUILDING ACQUISITIONS	<p>Add next generation capabilities</p> <p>Gain scale in BPO and next gen CX spaces</p>



Culture Transformation

People, Our Key Asset

Employee Experience

The best experience for our employees

Our Value Proposition as Employer

Happy Employees = Happy Customers

Opportunities

People are our differential value and their development is our growth

60% Internal promotion

Human Value

We promote diversity and equality

64% Gender - Female

46.2% Generations - Y

+20 Nationalities

Engagement

Our employees trust us and recommend us:

89% "I would highly recommend Atento to a friend looking for a job"

81% Worldwide engagement level

2004-2019 Top 15 Best Place To Work





ATENTO

FINANCIAL SUMMARY

INVESTOR
DAY'19

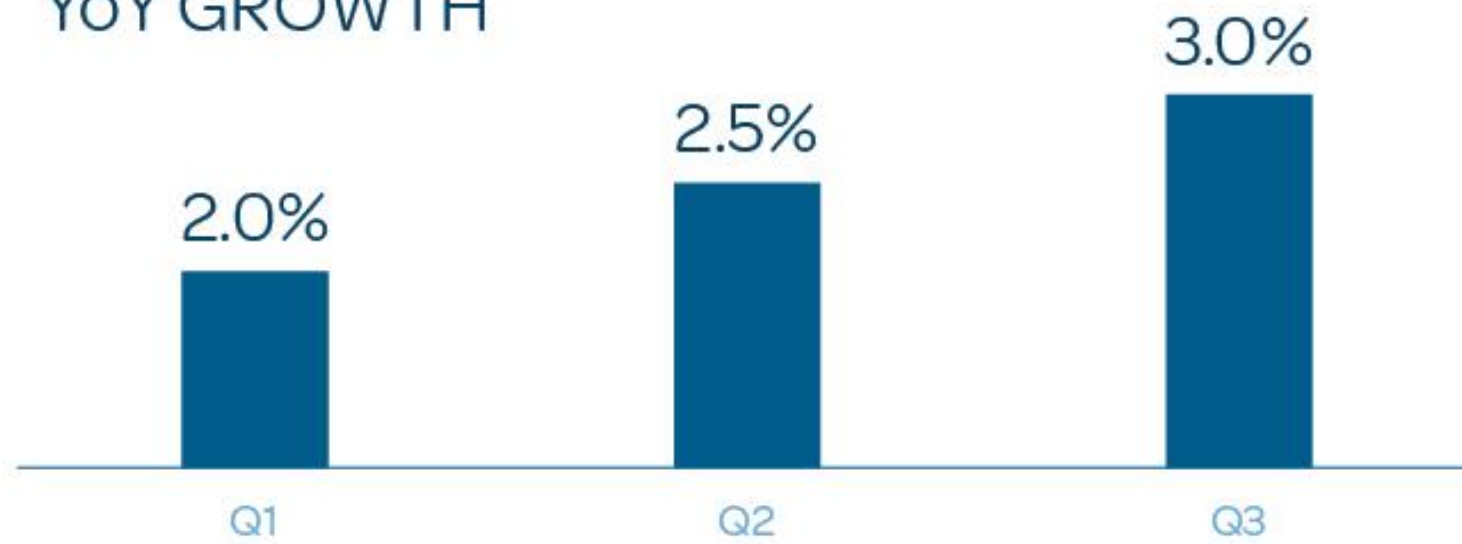


José Azevedo, CFO

Focus on Improving Revenue mix and Profitability

YoY Revenues and EBITDA evolution

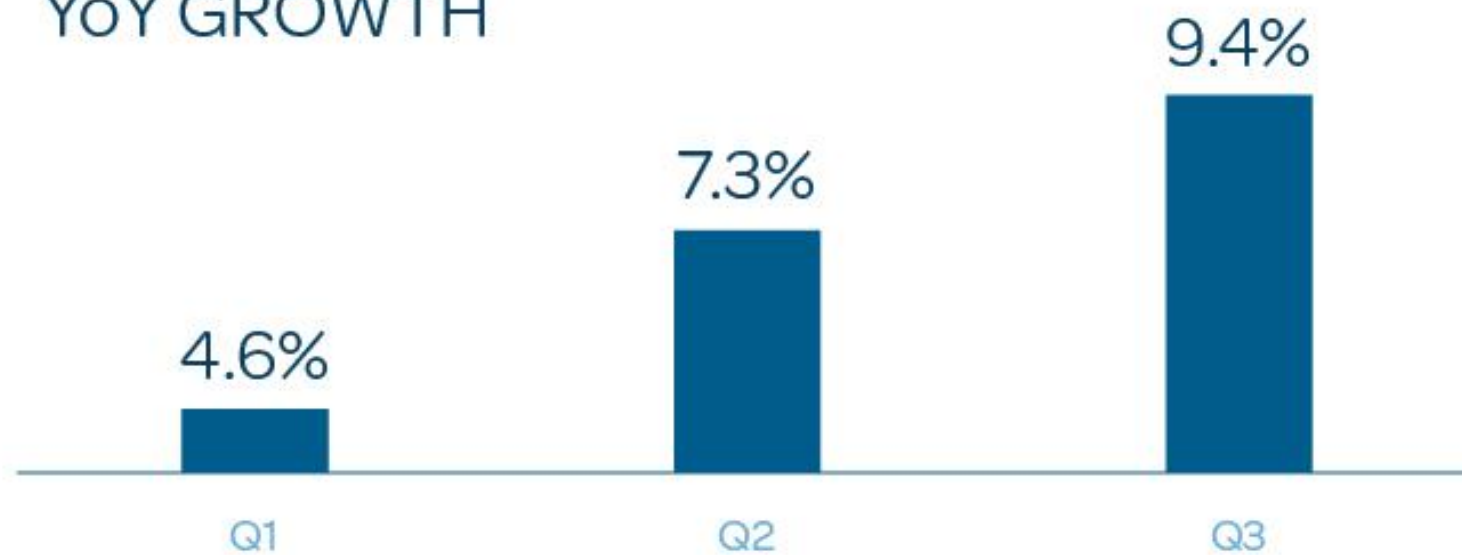
REVENUE
YoY GROWTH



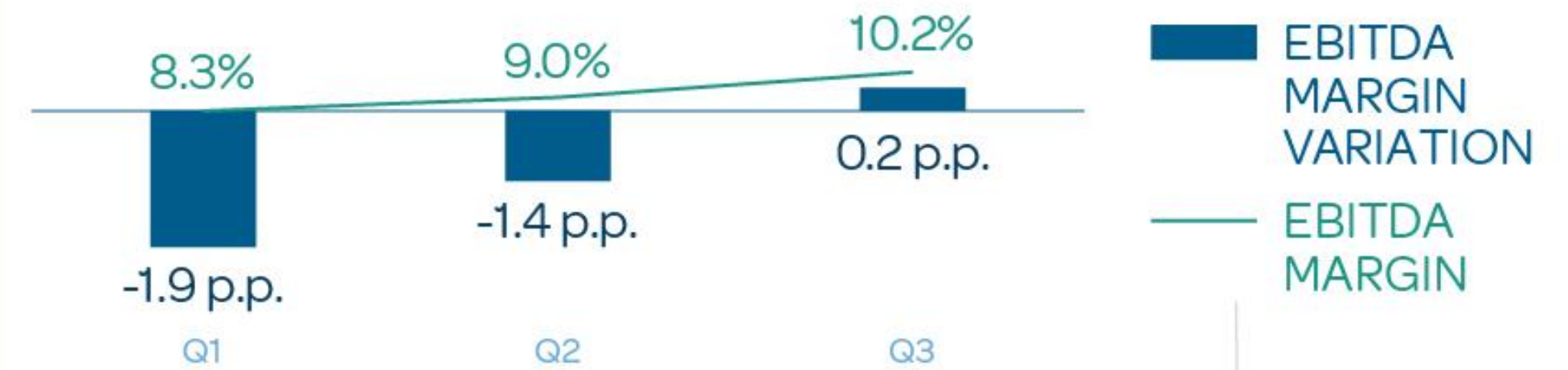
RUN RATE EBITDA
YoY GROWTH



MULTISECTOR REVENUE
YoY GROWTH

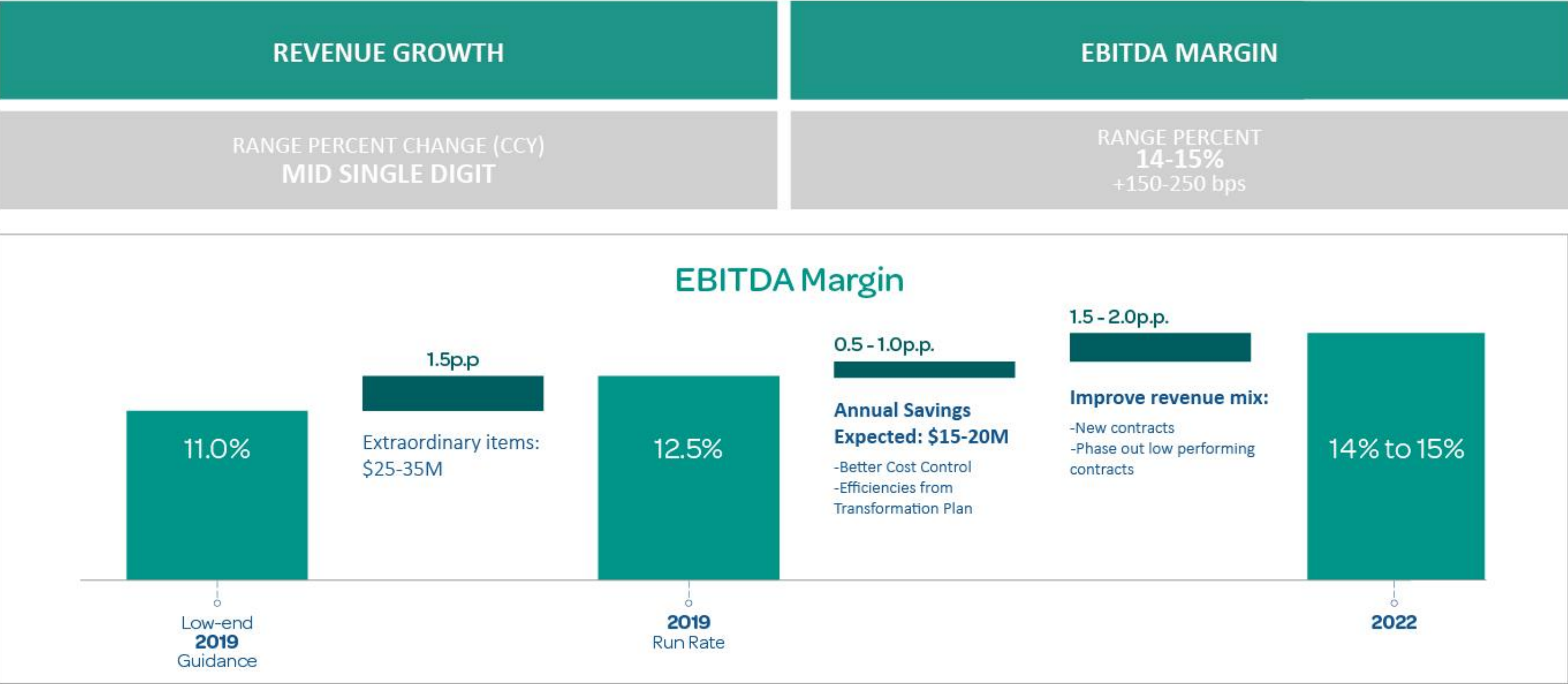


RUN RATE EBITDA MARGIN
YoY GROWTH



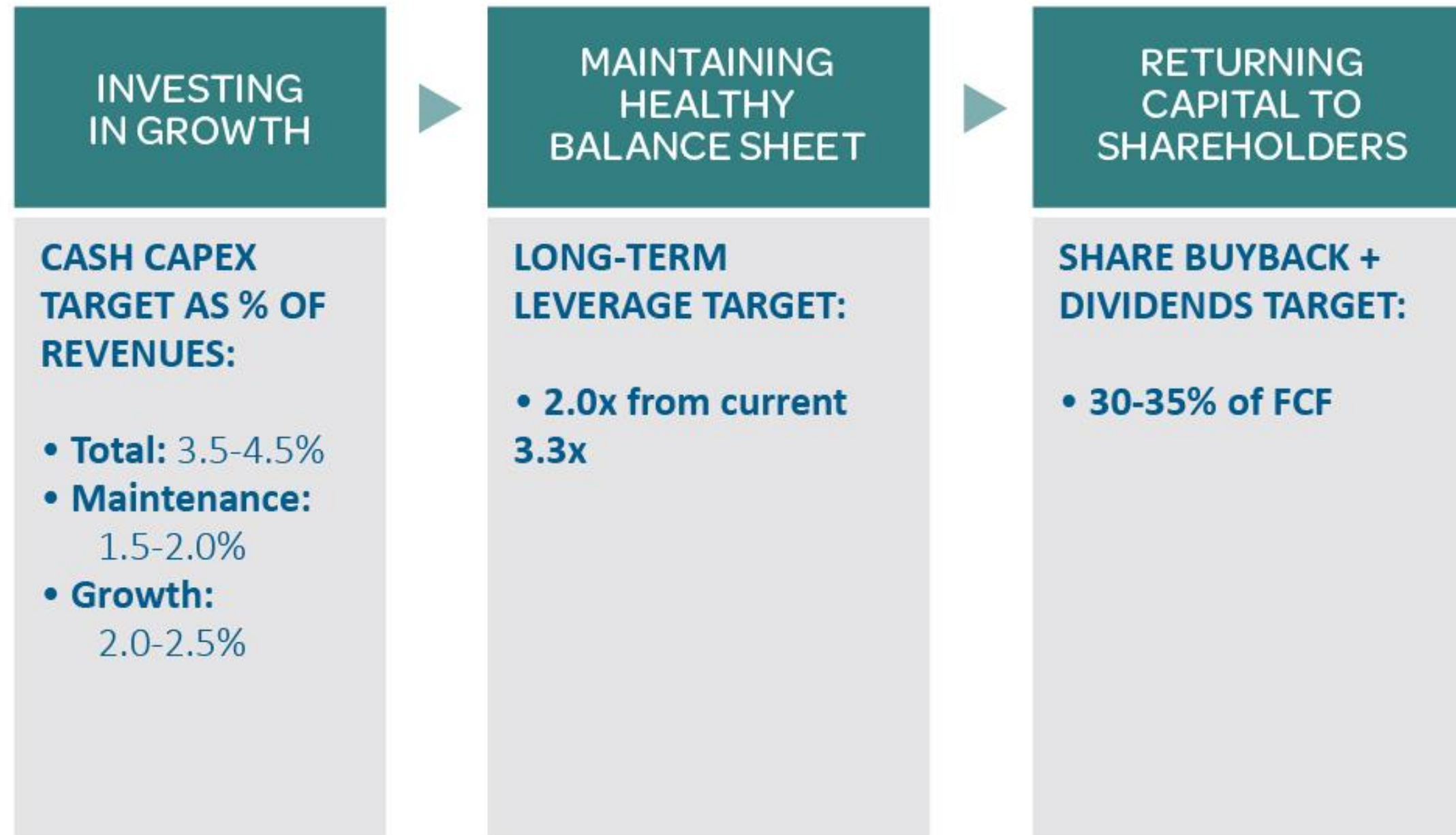
Mid to Long Term Financial Outlook

Better cost control and improved revenue mix to fuel margin expansion in the next 3 years



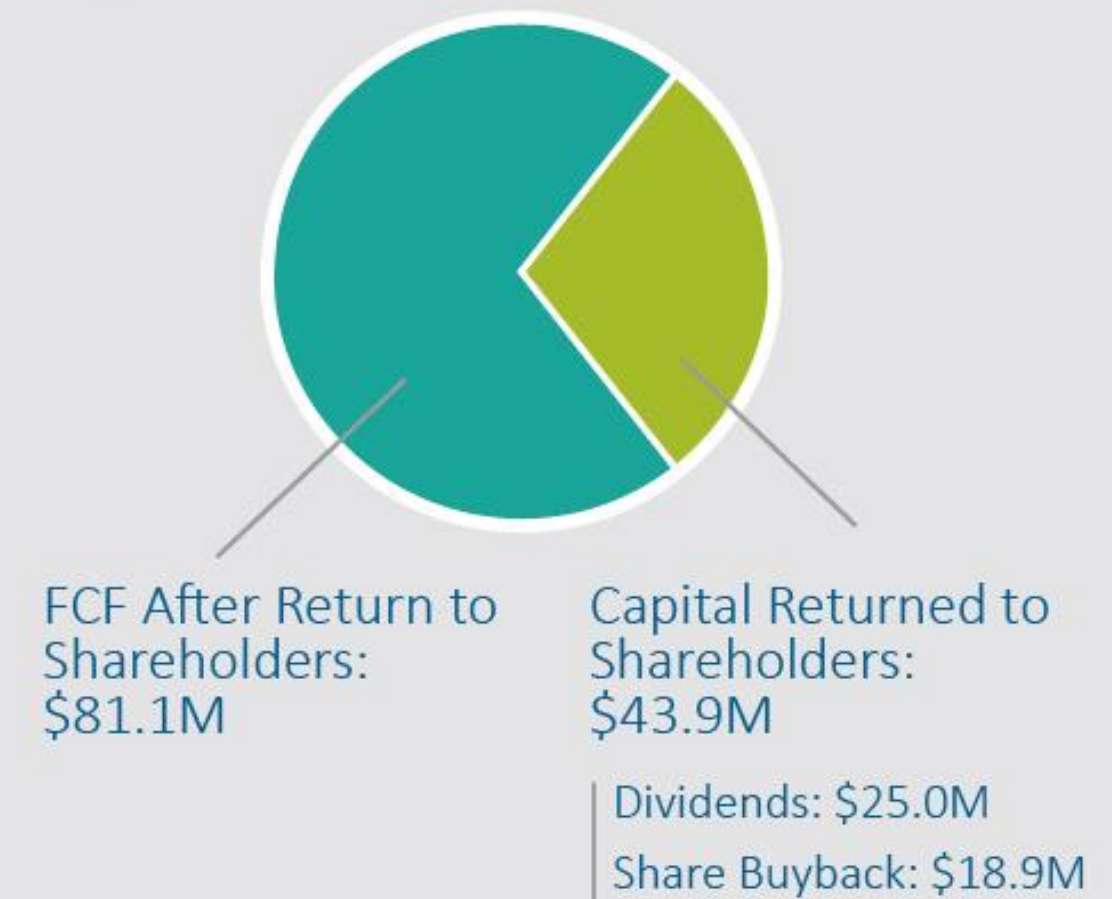
Capital Allocation Framework

Historical capital returned to shareholders equivalent to 35% of FCF



Capital Returned to Shareholders (2017 - Sept 2019)

FCF: \$125.0M
Capital Returned: 35%



QUESTIONS

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THANK YOU

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