

A large graphic on the left side of the slide depicts a human head in profile, facing left. The interior of the head is filled with a complex network of glowing blue lines and nodes, resembling a circuit board or a neural network. The background is a dark blue with faint, scattered numbers and symbols. A curved orange line separates this graphic from the white background on the right.

Financial Performance Q3FY21

January 28, 2021

Agenda

- Financial Highlights
- Business Update
- Financial Statements
 - Income Statement
 - Balance Sheet
- Business Analysis

Financial Highlights – Q3FY21

Q3 Revenue at INR 11,906 Mn

- Up 3.2% QoQ and 10.9% YoY
- Up 3.3% QoQ in constant currency
- Up 3.8% QoQ in \$ terms



EBITDA at INR 2,009 Mn

- EBITDA excl. RSU Cost at 18.0%
- Down 1.9% QoQ and Up 3.5% YoY
- EBITDA Margins at 16.9%, Down 88 bps QoQ and 121 bps YoY

Net Profits at INR 1,220 Mn

- Up 1.0% QoQ and Down 1.1% YoY
- EPS at INR 20.1 per share

Order Intake at \$192 Mn

- \$501 Mn of firm business executable over next 12 months
- Order executable increased by 18% YoY

Consolidated Income Statement

Particulars	Q3FY21	Q2FY21	QoQ%	Q3FY20	YoY%
Gross Revenues	11,906	11,537	3.2%	10,734	10.9%
Direct Costs	8,096	7,776	4.1%	7,069	14.5%
Gross Profit	3,810	3,761	1.3%	3,666	3.9%
GM%	32.0%	32.6%	-60 Bps	34.1%	-215 Bps
Selling / General And Administration	1,665	1,589	4.8%	1,725	-3.5%
SG&A to Revenue %	14.0%	13.8%	21 Bps	16.1%	-209 Bps
EBITDA	2,145	2,172	-1.2%	1,940	10.6%
EBITDA%	18.0%	18.8%	-81 Bps	18.1%	-6 Bps
Cost of ESOPS	136	124	10.2%	0	NA
EBITDA (Post RSU)	2,009	2,048	-1.9%	1,940	3.5%
EBITDA% (Post RSU)	16.9%	17.8%	-88 Bps	18.1%	-121 Bps
Depreciation and Amortization	462	460	0.4%	449	2.9%
Other Income (net)	19	-63	NA	130	-85.4%
Profit Before Tax	1,566	1,525	2.7%	1,621	-3.4%
PBT %	13.1%	13.2%	-7 Bps	15.1%	-196 Bps
Provision for Tax	331	303	9.2%	336	-1.5%
Minority Interest	15	15	0.0%	52	-71.2%
Profit After Tax (after Minority Int.)	1,220	1,207	1.0%	1,233	-1.1%
PAT%	10.2%	10.5%	-22 Bps	11.5%	-125 Bps
Basic EPS (INR)	20.1	19.9	1.0%	19.8	1.9%

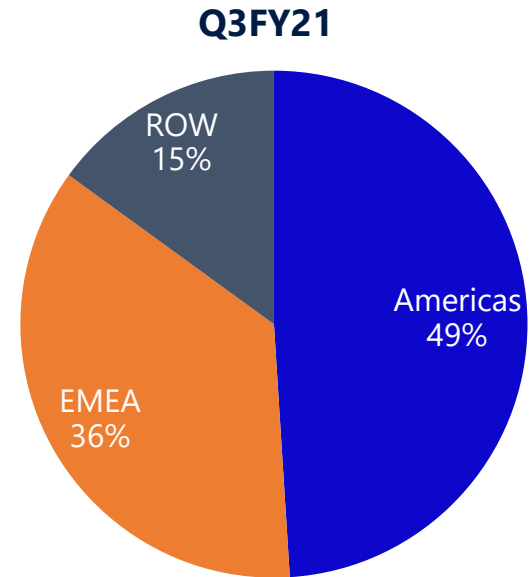
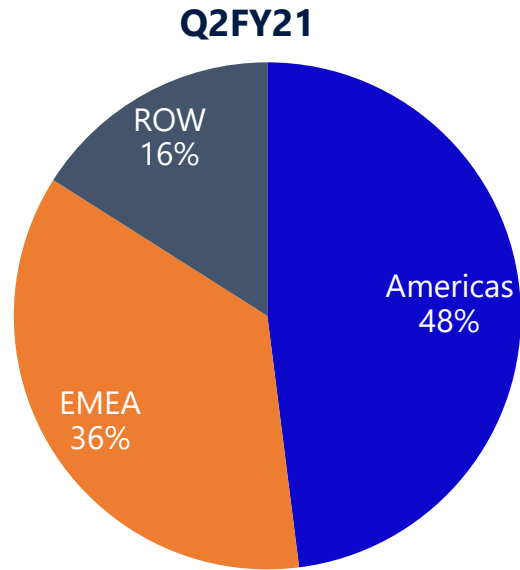
Balance Sheet

Particulars	As at Dec 31 2020	As at Sep 30 2020	As at Dec 31 2019	Particulars	As at Dec 31 2020	As at Sep 30 2020	As at Dec 31 2019
Equity	606	606	625	Fixed Assets	4,531	4,621	4,867
Reserves & Surplus	22,606	21,044	23,096	Capital Work in Progress	10	6	34
NET Worth	23,212	21,650	23,721	Intangible Assets	5,889	6,055	6,211
Bank Borrowings	15	25	210	Current Assets			
Deferred Payment Liabilities	0	0	0	Cash and Cash Equivalent	5,365	4,147	9,060
Deferred Tax Liability	357	368	472	Debtors	9,276	9,045	7,543
				Other Current Assets	5,756	5,477	3,805
				Current Liabilities	-8,181	-8,136	-6,639
				Future Acquisition Liability	-688	-661	-1,753
				Deferred Tax Assets	1,626	1,489	1,275
	23,584	22,043	24,402		23,584	22,043	24,402

- Reserves and Surplus up INR 1,562 Mn over LQ.

- Cash and Bank Balances up by INR 1,218 Mn over LQ
- DSO – 75 days
- Capex during the Qtr – INR 149 Mn

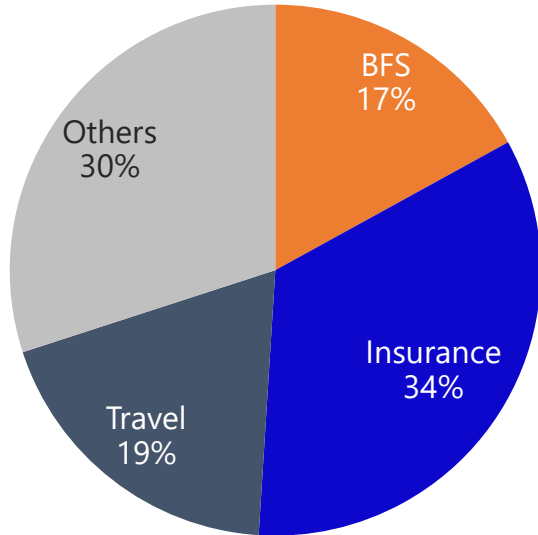
Geographical Mix



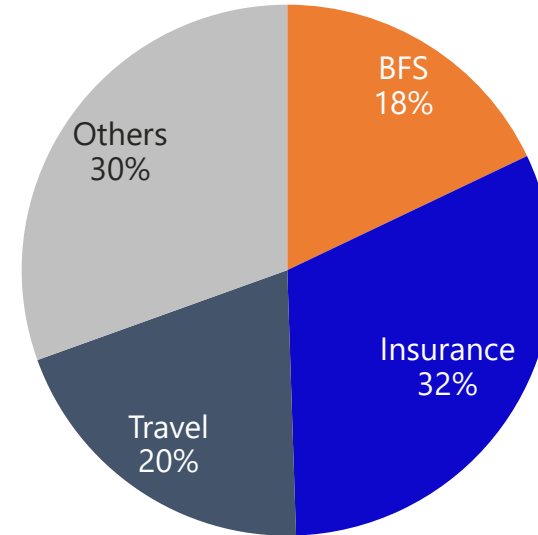
- Americas increased by 6.1% QoQ
- EMEA increased by 3.8% QoQ
- ROW decline by 6.7% QoQ

Vertical Mix

Q2FY21



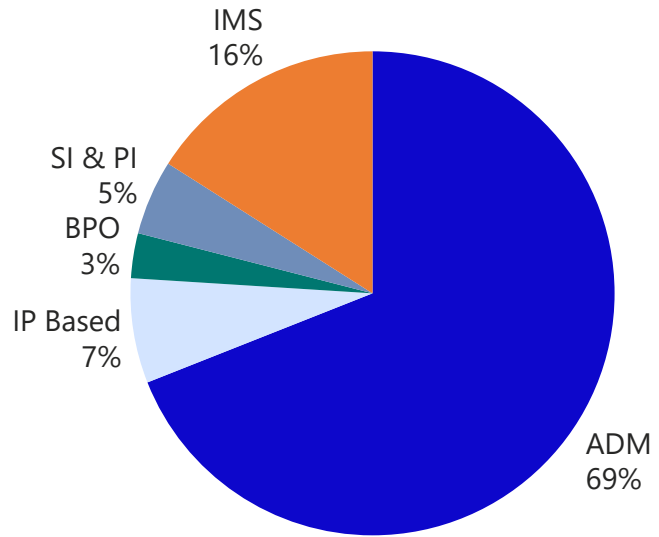
Q3FY21



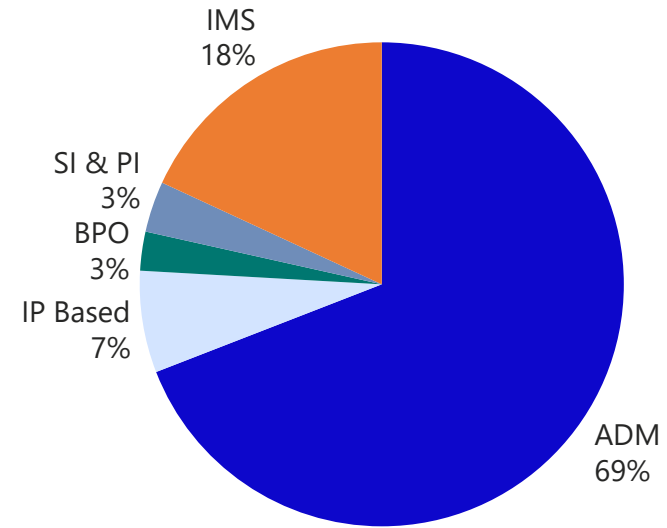
- The BFS segment grew 12.7% QoQ
- The Travel segment grew 9.7% QoQ
- The Insurance segment decline 5.3% QoQ
- The Others segment grew 3.5%

Service Mix

Q2FY21



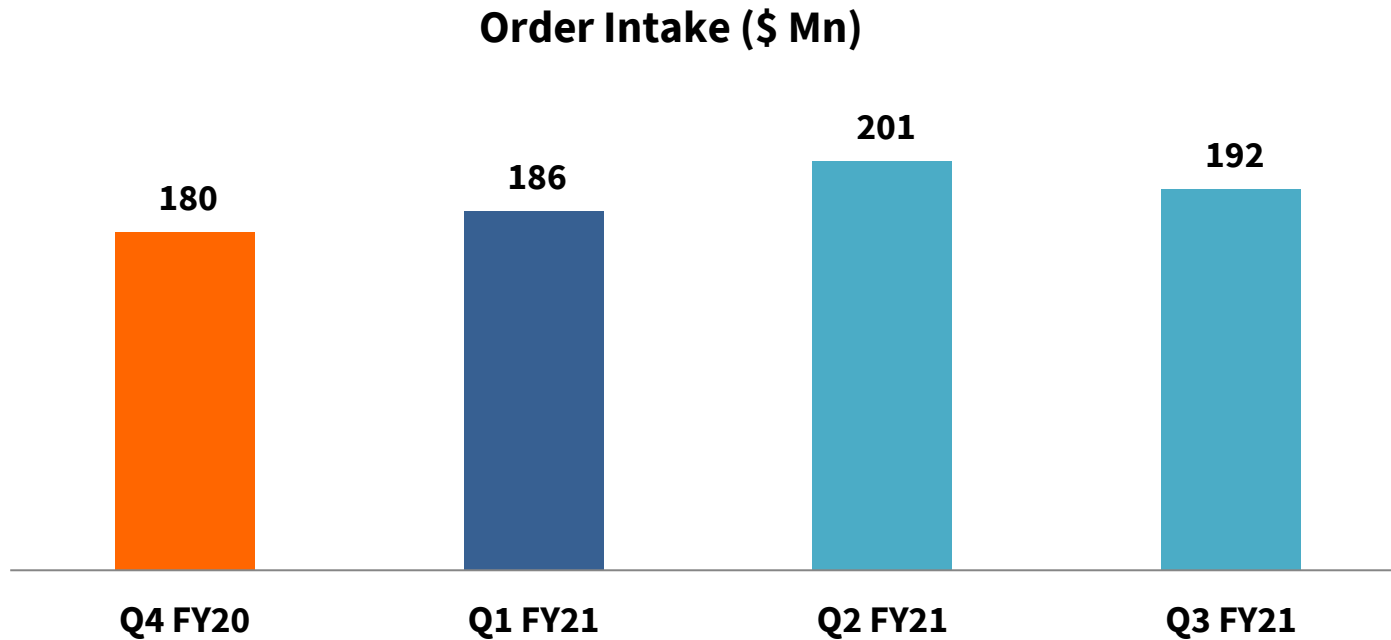
Q3FY21



Q3FY21:

- Digital revenue at 37%
- The product and IP based revenue stands at 7%

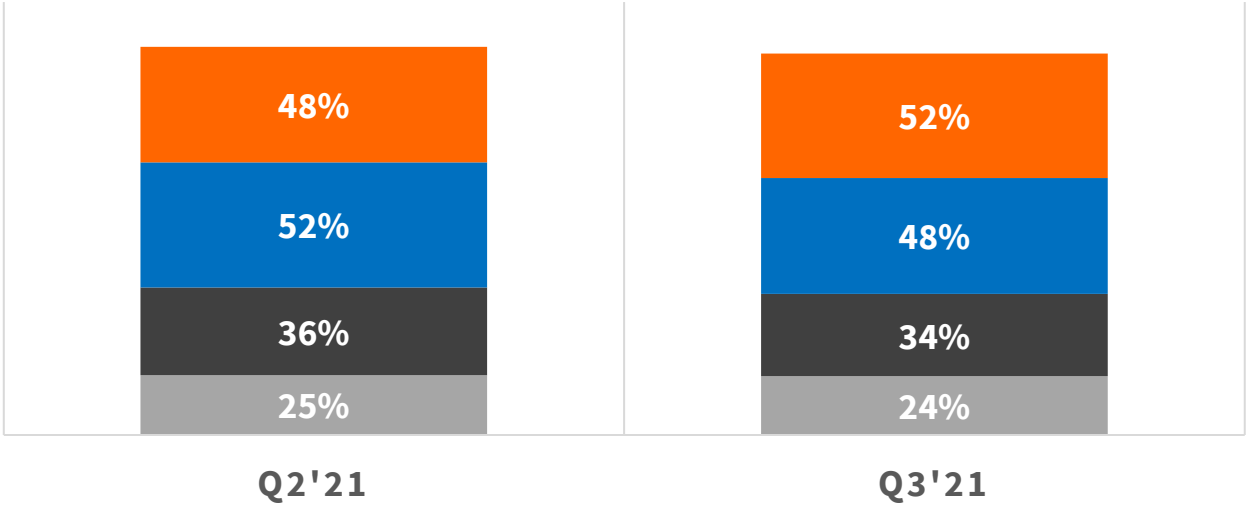
Order Intake



- 11 new customers added: 4 in US, 5 in EMEA and 2 in ROW
- \$192 Mn order intake in the quarter leading to \$ 501 Mn of firm business executable over next 12 months
- Geographical breakdown of order intake – US (116 Mn), EMEA (45 Mn), ROW (32 Mn)

Top Client Mix

■ Top 5 ■ Top 10 ■ Top 20 ■ Others

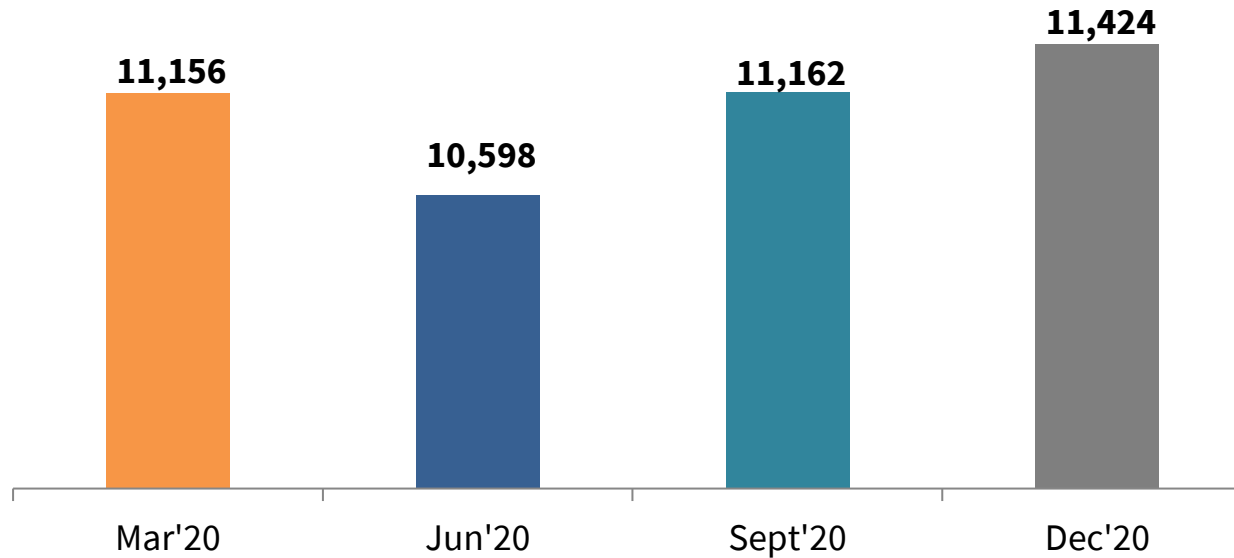


MM \$ Clients **109**

115

People Resource

People Data



Net Additions

307

-558

564

262

Attrition%

11.75%

11.84%

10.5%

10.4%

Utilization

78.1%

77.0%

81.0%

78.9%



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