

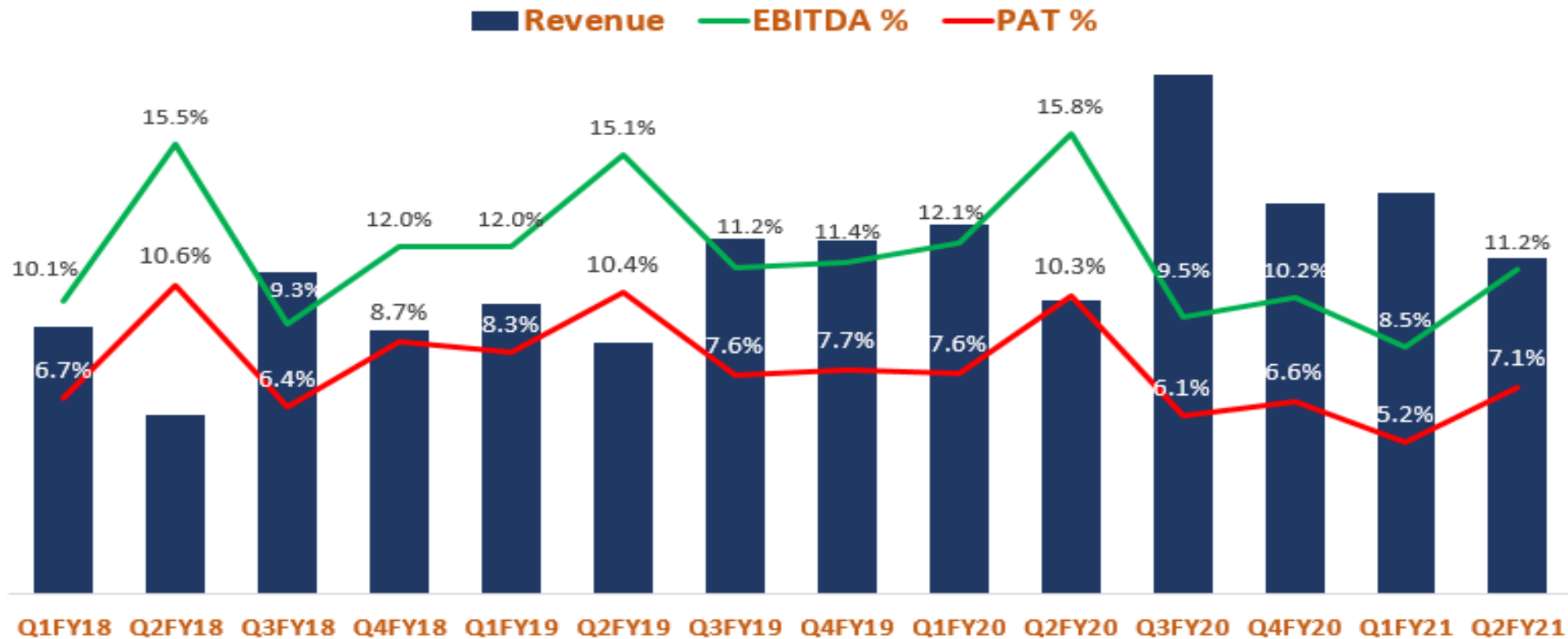
A composite image on the left side of the slide. It shows a human hand reaching out from the bottom left, holding a glowing, interconnected network of white nodes and lines. In the background, a rocket is launching upwards, leaving a trail of white smoke and fire. The entire scene is set against a dark blue, cloudy sky. A large red arrow points from the network towards the right, where the main text is located.

Highlights of the Quarter

The background of the slide is a composite image. On the left, a hand is shown holding a glowing digital network of nodes and lines. In the center, a rocket is launching upwards, leaving a trail of white smoke and fire. The entire scene is set against a dark blue sky with clouds. A large red arrow points from the left towards the center, where the text "Financial Performance" is written in white.

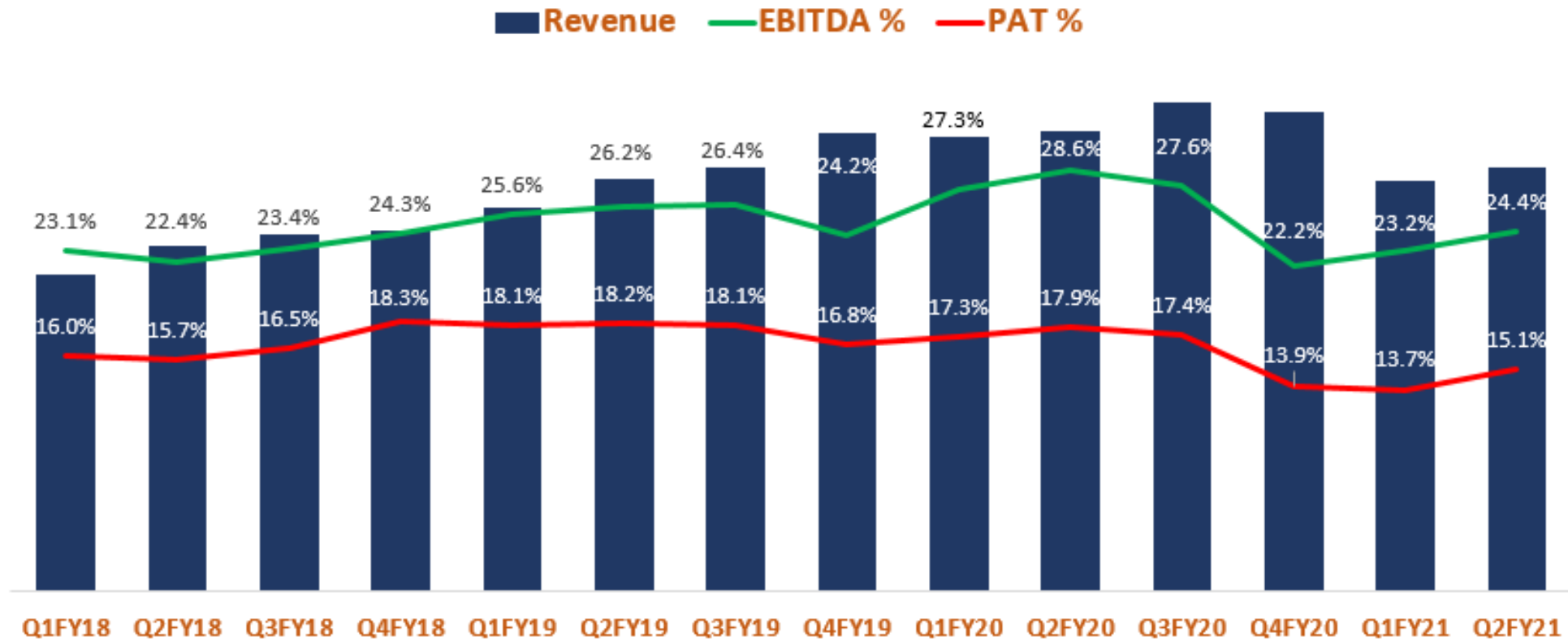
Financial Performance

Consolidated Financial Performance



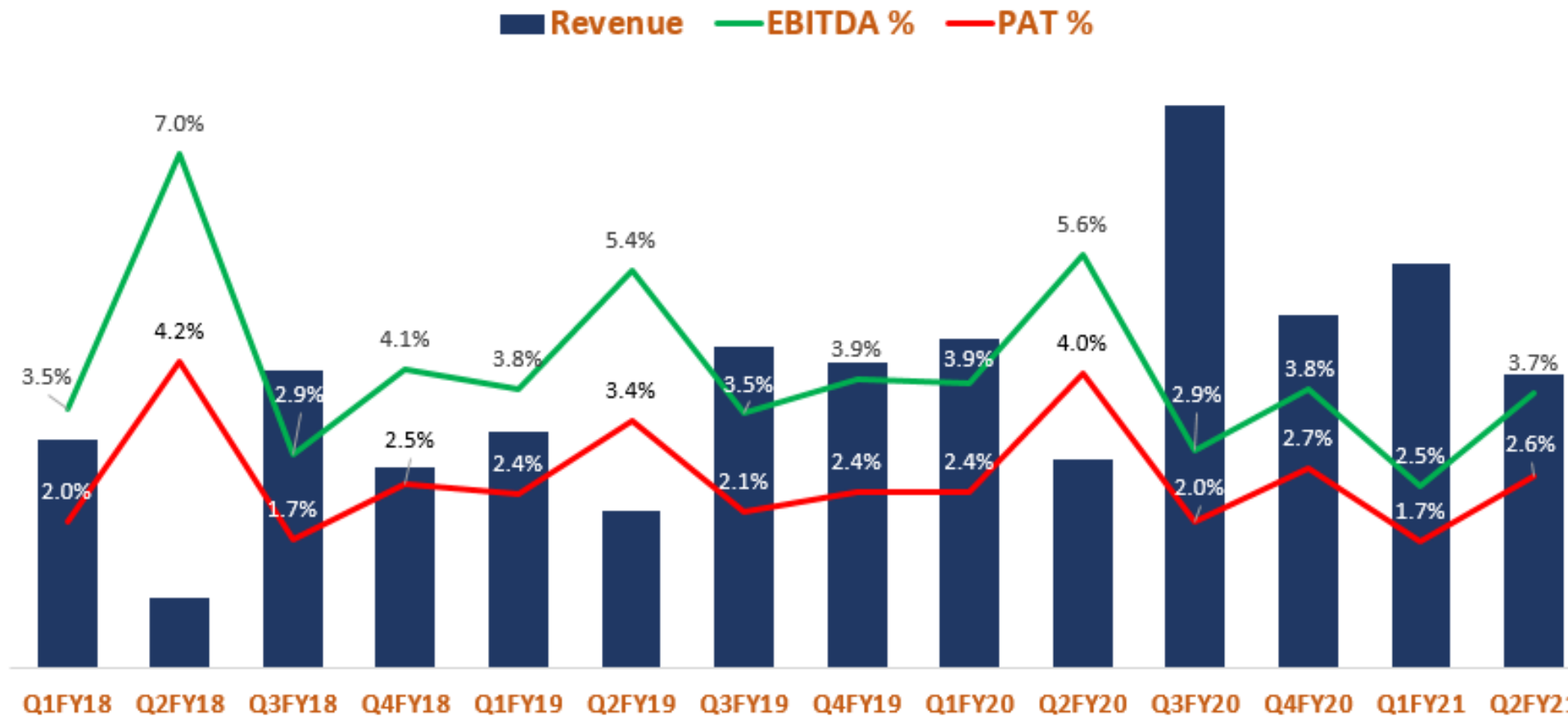
- Revenue CQGR – 5.4%
- EBITDA CQGR – 2.6%
- PAT CQGR – 2.0%

International Services Financial Performance



- Revenue CQGR – 1.7%
- EBITDA CQGR – 2.4%
- PAT CQGR – 1.4%

Domestic Business Financial Performance



- Revenue CQGR – 8.4%
- EBITDA CQGR – 2.8%
- PAT CQGR – 4.1%

Financial Summary – Q2FY21

<i>in ₹ Crores</i>					
<i>Description</i>	<i>For the Quarter</i>			<i>30-Sep-19</i>	<i>YoY</i>
	<i>30-Sep-20</i>	<i>30-Jun-20</i>	<i>QoQ</i>		
Revenues					
International IT Services	288.1	275.8	4%	312.6	-8%
Domestic Product & Services	523.5	683.2	-23%	399.1	31%
Consolidated	803.8	952.4	-16%	703.1	14%
EBITDA					
International IT Services	70.4	64.7	24%	89.5	-21%
Domestic Product & Services	19.6	16.9	4%	22.5	-13%
Consolidated	89.7	81.2	11%	111.4	-19%
PAT					
International IT Services	43.6	38.3	15%	56.1	-22%
Domestic Product & Services	13.6	11.6	3%	16.1	-16%
Consolidated	57.2	49.9	7%	72.2	-21%

A large, diagonal graphic on the left side of the page shows a hand holding a glowing, futuristic rocket launch. The rocket is emitting a bright orange and yellow flame, and the background is a dark blue sky with white clouds. A network of white dots and lines is overlaid on the scene, suggesting a digital or data-driven environment.

Operational Performance

Operating Metrics Q2 FY'21

Key Revenue Metrics

Revenue by Geography	Q220	Q121	Q221
US	53%	64%	51%
Europe including UK	30%	16%	26%
Rest of the World	17%	20%	23%
Total	100%	100%	100%

Revenue by Industry	Q220	Q121	Q221
ISV	29.0%	32.0%	29.3%
Travel	25.0%	4.0%	10.0%
Distribution & Manufacturing	17.0%	20.0%	20.0%
Retail (Essential)	3.0%	6.0%	7.4%
Retail (Non Essential)	3.0%	3.0%	2.2%
Commodity Business & Service Industry	4.0%	6.0%	5.9%
Others	19.0%	29.0%	25.2%
Total	100.0%	100.0%	100.0%

Revenue by Competency	Q220	Q121	Q221
Microsoft dynamics services	25.1%	34.0%	27.9%
Microsoft digital platform services	17.8%	20.0%	19.2%
Modern validation and development engineering mgmt. s	15.5%	9.0%	12.3%
IMS & Cloud	12.5%	14.0%	14.0%
Open Source digital platformation services	15.0%	7.0%	9.6%
Data & Analytics	8.3%	11.0%	12.4%
Other ERP Services	4.0%	3.0%	2.3%
Other Services	1.8%	2.0%	2.4%
Total	100.0%	100.0%	100.0%

Key Revenue Metrics

Revenue by Mix	Q220	Q121	Q221
Onsite	44%	38%	37%
Offshore	56%	62%	63%
Total	100%	100%	100%

Revenue by Project Type	Q220	Q121	Q221
Fixed cost, Fixed Monthly	12%	19%	19%
Time & Materials	88%	81%	81%
Total	100%	100%	100%

IP Led	Q220	Q121	Q221
IP Led Revenue	24%	33%	33.0%

Operating Metrics Q2 FY'21

Key Client Metrics

Metrics	Q220	Q121	Q221
Client Details			
Number of active clients	121	136	146
New Clients Added	7	6	10
\$1mn Client	28	29	29
\$5Mn Clients	4	4	4
\$10Mn clients	3	3	3
\$25Mn clients	2	2	2

Million Dollar Clients are based on trailing 12 months revenues

Client Contribution to Revenue	Q220	Q121	Q221
Top 5 clients	59%	53%	55%
Top 10 clients	65%	59%	61%
Top 20 clients	73%	69%	71%

Employees Detail	Q220	Q121	Q221
Total Headcount	4,181	4,111	3,885
Delivery	3,746	3,661	3,450
S&M	199	183	173
G&A	236	267	262

Onsite/Offshore Headcount	Q220	Q121	Q221
Onsite	480	517	378
Offshore	3,701	3,594	3,507



Thank you

