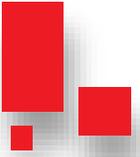
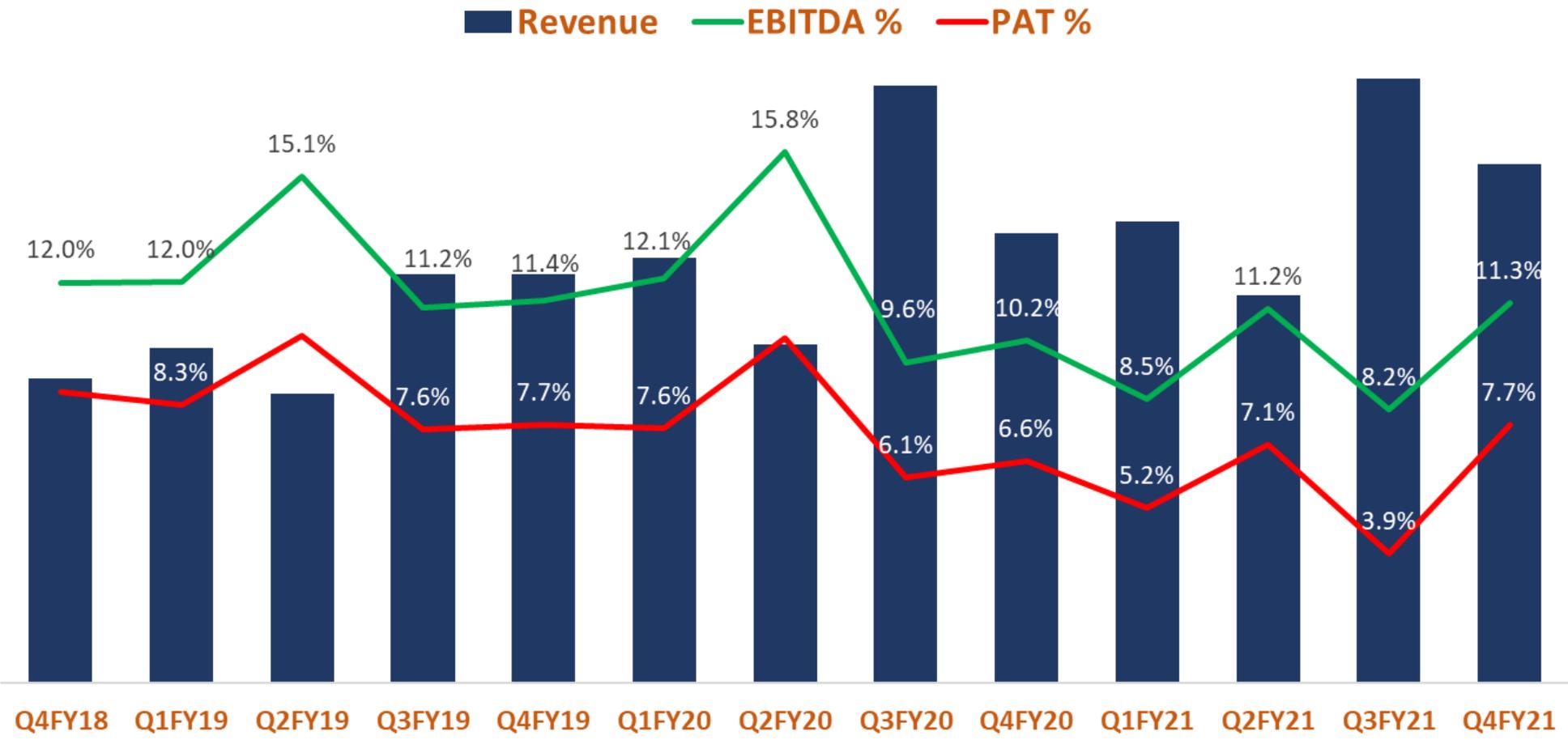


A composite image on the left side of the slide. It shows a human hand holding a glowing, yellow and white orb. The orb is surrounded by a network of white lines and dots, suggesting a digital or data network. In the background, a rocket is launching into a dark blue sky with white clouds. The entire scene is framed by a large, dark blue diagonal shape that points towards the top right.

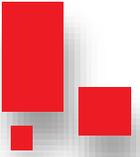
# Financial Performance



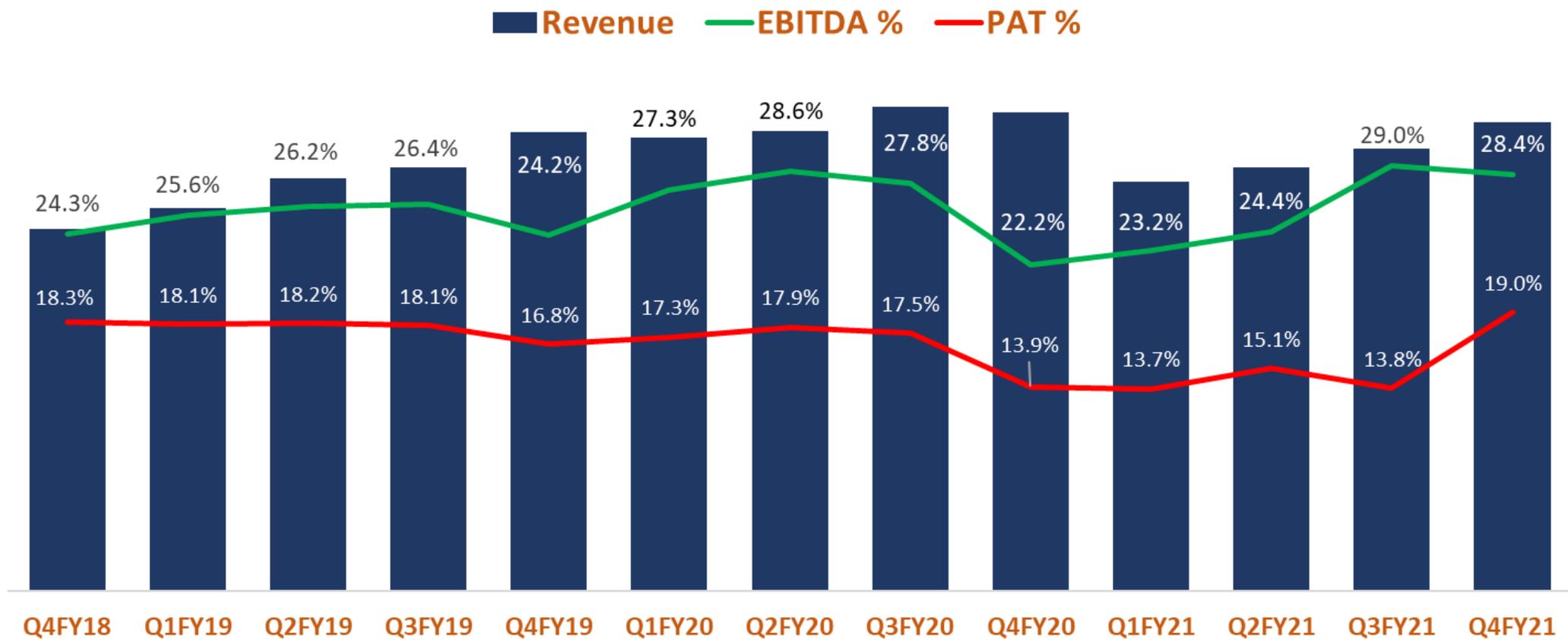
# Consolidated Financial Performance



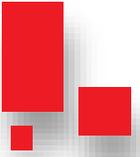
- Revenue CQGR – 4.5%
- EBITDA CQGR – 4.1%
- PAT CQGR – 3.5%



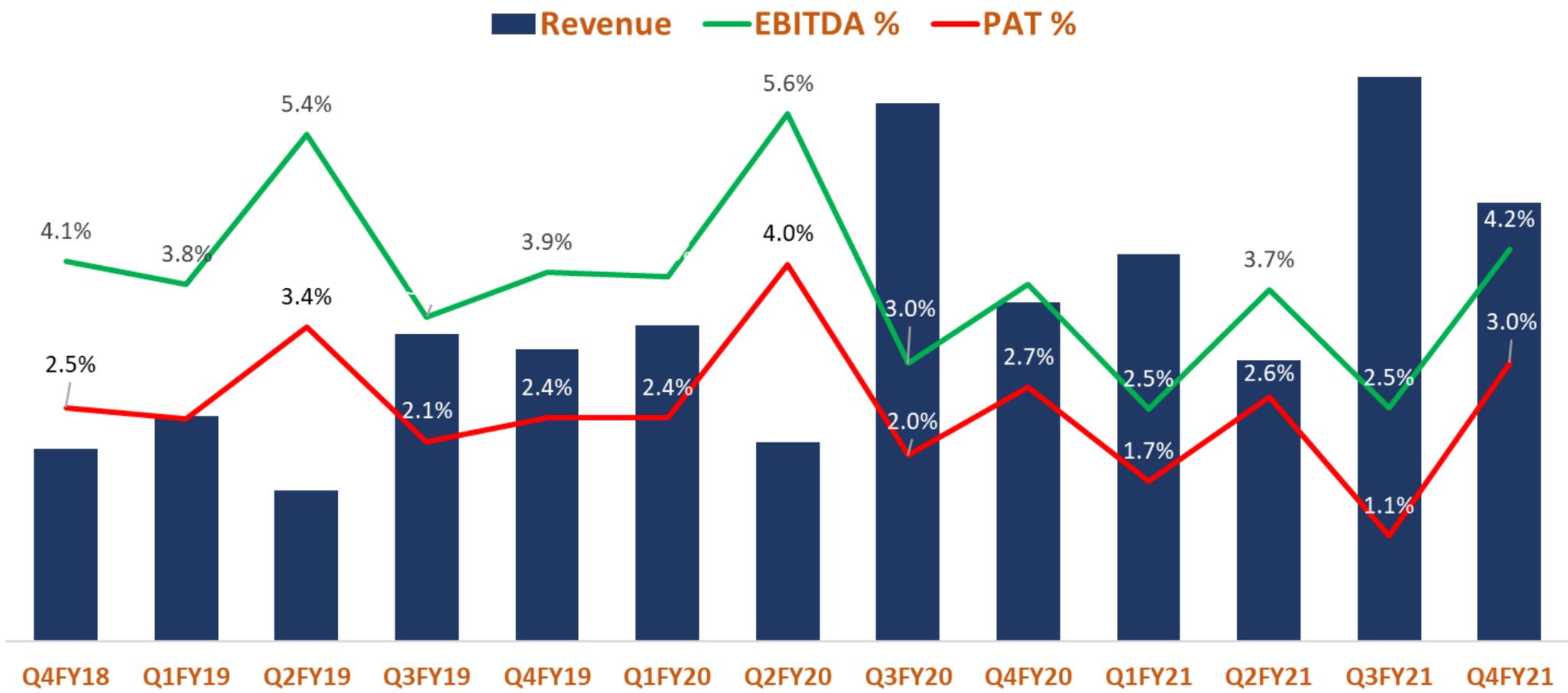
# International Services Financial Performance



- Revenue CQGR – 2.2%
- EBITDA CQGR – 3.5%
- PAT CQGR – 2.5%



# Domestic Business Financial Performance



- Revenue CQGR – 5.7%
- EBITDA CQGR – 6.0%
- PAT CQGR – 7.3%

# Financial Summary – Q4FY21 & FY21

<i>in ₹ Crores</i>								
<i>Description</i>	<i>For the Quarter ended</i>					<i>For the Year ended</i>		
	<i>31-Mar-21</i>	<i>31-Dec-20</i>	<i>QoQ</i>	<i>31-Mar-20</i>	<i>YoY</i>	<i>31-Mar-21</i>	<i>31-Mar-20</i>	<i>YoY</i>
<b>Revenues</b>								
International IT Services	319.0	300.9	6%	325.5	-2%	1,183.9	1,272.3	-7%
Domestic- Products & Services	761.5	1,099.4	-31%	607.0	25%	3,065.6	2,492.2	23%
Consolidated	1,075.7	1,396.2	-23%	928.7	16%	4,228.1	3,743.3	13%
<b>EBITDA</b>								
International IT Services	90.5	87.1	4%	72.3	25%	312.8	337.8	-7%
Domestic- Products & Services	31.8	27.3	16%	23.2	37%	95.6	95.1	1%
Consolidated	122.0	114.2	7%	95.2	28%	407.1	431.2	-6%
<b>PAT</b>								
International IT Services	60.5	41.4	46%	45.2	34%	183.8	212.5	-14%
Domestic- Products & Services	22.6	12.4	83%	16.6	36%	60.2	64.4	-7%
Consolidated	83.1	53.8	54%	61.8	34%	244.0	276.9	-12%

A large, diagonal graphic on the left side of the page. It shows a hand holding a glowing, digital network structure. From the center of this structure, a rocket is launching upwards, leaving a trail of white smoke and fire. The background is a dark blue sky with clouds. The entire graphic is set against a white background that is partially obscured by a large red arrow pointing to the right.

# Operational Performance

# Operating Metrics Q4 FY'21

## Key Revenue Metrics

Revenue by Geography	Q420	Q321	Q421
US	54%	52%	51%
Europe including UK	30%	26%	25%
Rest of the World	16%	22%	24%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

Revenue by Industry	Q420	Q321	Q421
ISV	27.0%	32.0%	32.7%
TTL	22.0%	10.0%	10.2%
Distribution & Manufacturing	18.0%	20.5%	21.4%
Retail (Essential)	4.0%	8.0%	8.5%
Retail (Non Essential)	3.0%	1.3%	1.5%
Commodity Business & Service Industry	6.0%	7.0%	7.0%
Others	20.0%	21.2%	18.7%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

Revenue by Competency	Q420	Q321	Q421
Microsoft dynamics services	27.7%	28.1%	29.2%
Microsoft digital platform services	16.6%	19.9%	20.3%
Modern validation and development engineering mgmt. services	14.7%	11.7%	10.7%
Managed cloud services	8.1%	9.1%	9.5%
IMS	5.4%	4.9%	4.7%
Open Source digital platformation services	13.2%	10.6%	11.1%
Data & Analytics	8.4%	12.0%	12.0%
Other ERP Services	4.0%	1.7%	1.0%
Other Services	2.0%	2.0%	1.5%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

## Key Revenue Metrics

Revenue by Mix	Q420	Q321	Q421
Onsite	41%	35%	32%
Offshore	59%	65%	68%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

Revenue by Project Type	Q420	Q321	Q421
Fixed cost, Fixed Monthly	13%	17%	22%
Time & Materials	87%	83%	78%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

IP Led	Q420	Q321	Q421
IP Led Revenue	25%	33%	34%

# Operating Metrics Q4 FY'21

Metrics	Q420	Q321	Q421
<b>Client Details</b>			
Number of active clients	124	154	164
New Clients Added	6	8	10
\$1mn Client	29	29	30
\$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	Q420	Q321	Q421
Top 5 clients	57%	54%	53%
Top 10 clients	64%	62%	61%
Top 20 clients	73%	71%	71%

Employees Detail	Q420	Q321	Q421
Total Headcount	4,211	3,997	4,102
Delivery	3,791	3,564	3,667
S&M	185	177	178
G&A	235	256	257

Onsite/Offshore Headcount	Q420	Q321	Q421
Onsite	464	368	375
Offshore	3,747	3,629	3,727



Thank you

