



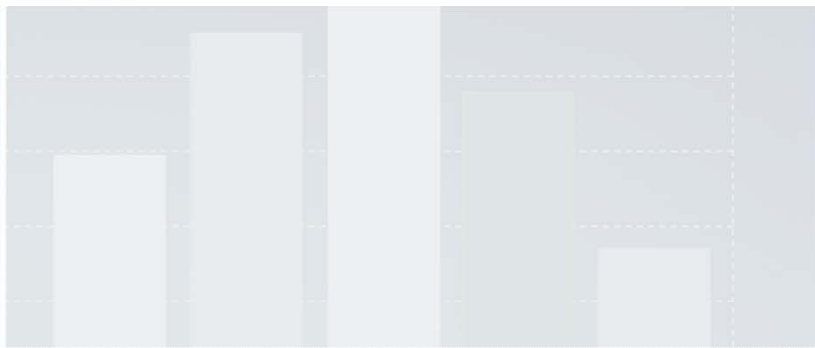
1 2 3 4 5 6

7 8 9 10 11 12

1 2 3 4 5 6

7 8 9 10 11 12


500000
400000
300000
200000



Analytical Review – Q3 2019 Results

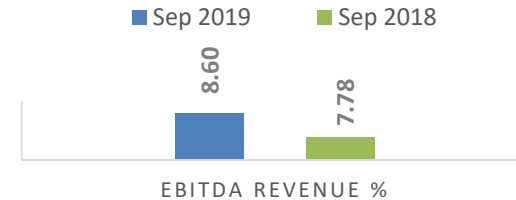


“Investors are cautioned that this presentation contains forward looking statements that involve risks and uncertainties. The Company undertakes no obligation publicly to update or revise any forward-looking statements, whether because of new information, future events, or otherwise. Actual results, performance, or achievements could differ from those expressed or implied in such forward-looking statements.”

 **Revenue**
₹ 596.50 Cr.
(US\$ 85.17 mn)

YoY Increase
17.55%

 **EBITDA**
₹ 51.31 Cr. (US\$ 7.33 mn)



 **Net Profit after Taxes**
₹ 34.89 Cr. (US\$ 4.98 mn)

YoY Increase
39.29%
Earnings Per Share
₹ 2.89

Key Wins

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Share Holder Funds

₹ 332.84 Cr.
\$ 46.96 mn

Cash and Bank Balances

₹ 192.40 Cr.
\$ 27.14 mn



Revenue

₹ 197.39 Cr. (US\$ 28.09 mn)

QoQ Decrease
(2.67%)

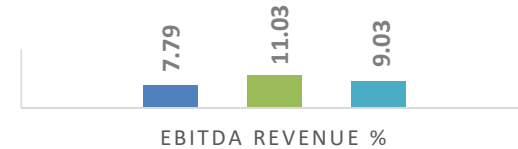
YoY Increase
5.90%



EBITDA

₹ 15.37 Cr. (US\$ 2.18 mn)

■ Q3 2019 ■ Q3 2018 ■ Q2 2019



Net Profit after Taxes

₹ 10.91 Cr. (US\$ 1.55 mn)

Earnings Per Share

₹ 0.91

Key Wins Q3-19

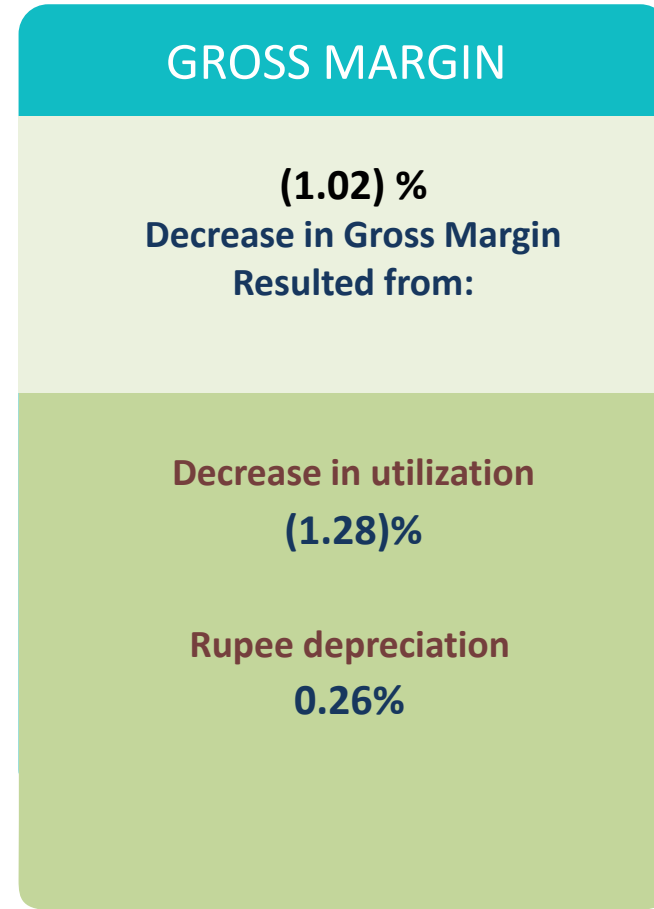
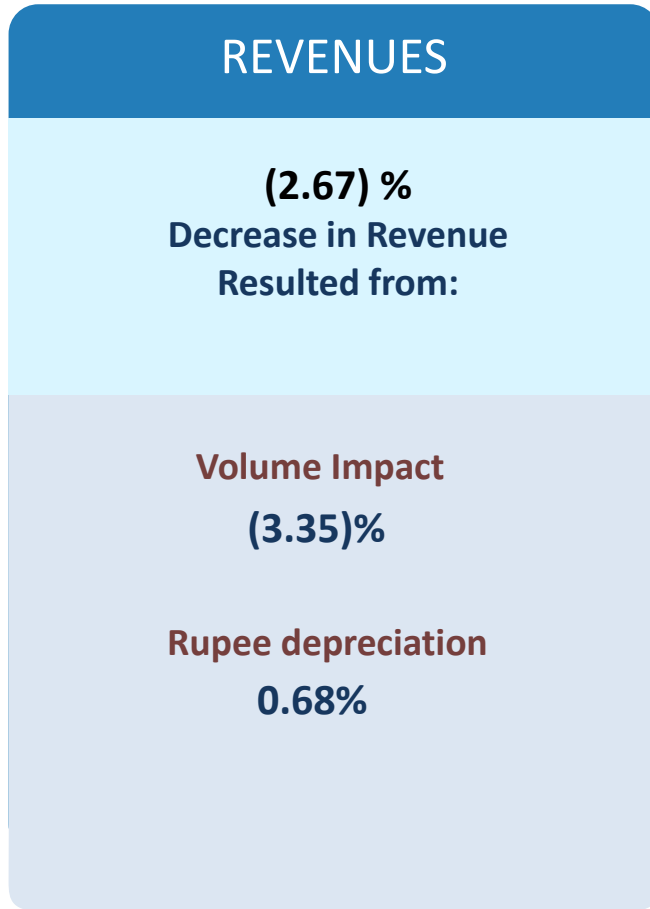
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- ✓ Nine months ended Sep 2019 reports ~ 18% revenue growth.
- ✓ Our digital revenue has been growing at 23% y-o-y and now contributes over 40% of our revenues.
- ✓ Serving 27 customers having million dollar plus revenue on run rate basis.
- ✓ Q3 2019 revenue and margins impacted by ramp down in a BPO process due to strategic restructuring at customer end.
- ✓ Received approval from SEZ Authorities to set up a new SEZ unit in Greater Noida to support the growth in digital and product engineering business.

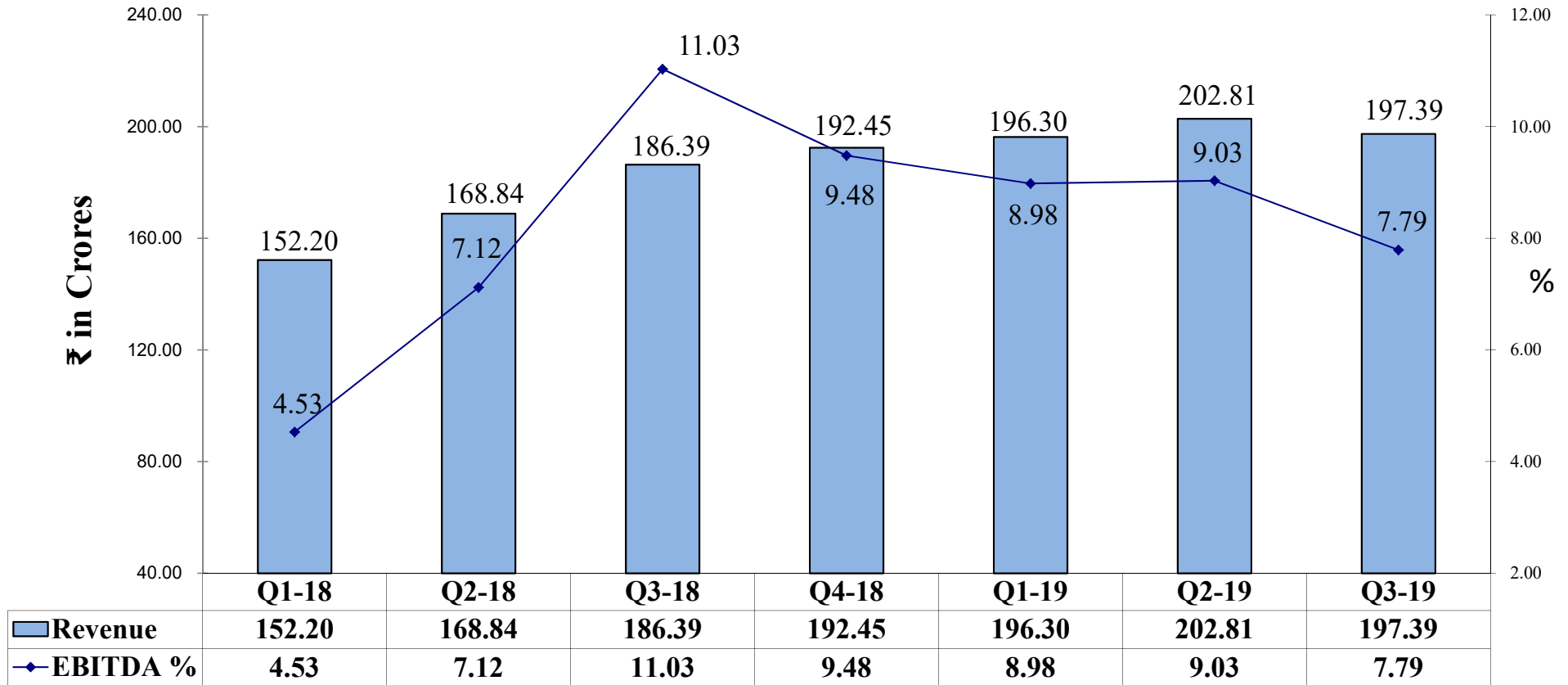
// Financial Performance – Contribution Analysis – Q3 2019

(Figures in mn)

Particulars	Q3 2019		Q3 2018		Q2 2019	
	INR	US\$	INR	US\$	INR	US\$
Revenues	1,973.95	28.09	1,863.95	26.71	2,028.11	29.17
Cost of revenues	1,305.25	18.58	1,225.97	17.54	1,320.38	19.00
Gross margin	668.70	9.51	637.98	9.17	707.73	10.17
SG & A Expenses	33.88%		34.23%		34.90%	
	515.00	7.33	432.30	6.17	524.57	7.54
	26.09%		23.19%		25.87%	
EBITDA	153.70	2.18	205.68	3.00	183.16	2.63
Depreciation and amortization	7.79%		11.03%		9.03%	
	45.14	0.64	34.44	0.49	44.56	0.63
Income from operations	108.56	1.54	171.24	2.51	138.60	2.00
Interest expense	(4.29)	(0.06)	(0.71)	(0.01)	(4.20)	(0.06)
Other income (net)	35.05	0.50	(16.24)	(0.25)	28.05	0.40
Income before income tax	139.32	1.98	154.29	2.25	162.45	2.34
Income tax expense	30.26	0.43	28.92	0.42	46.40	0.67
Net earnings	109.06	1.55	125.37	1.83	116.05	1.67



// Big Picture – Revenue & EBITDA %age

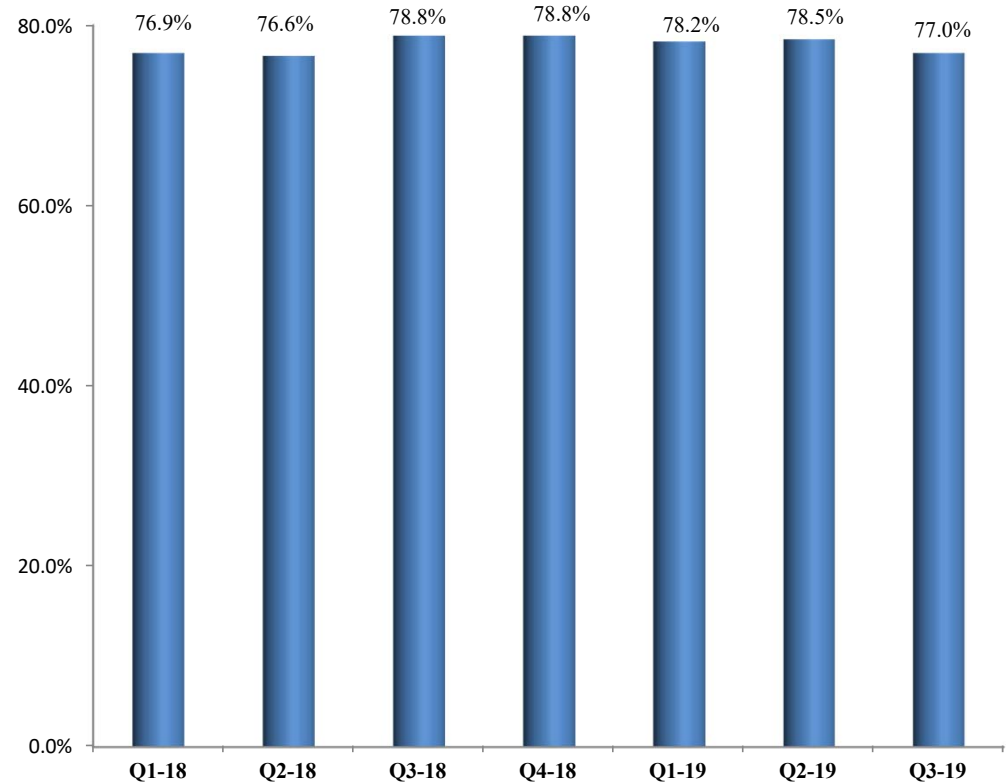
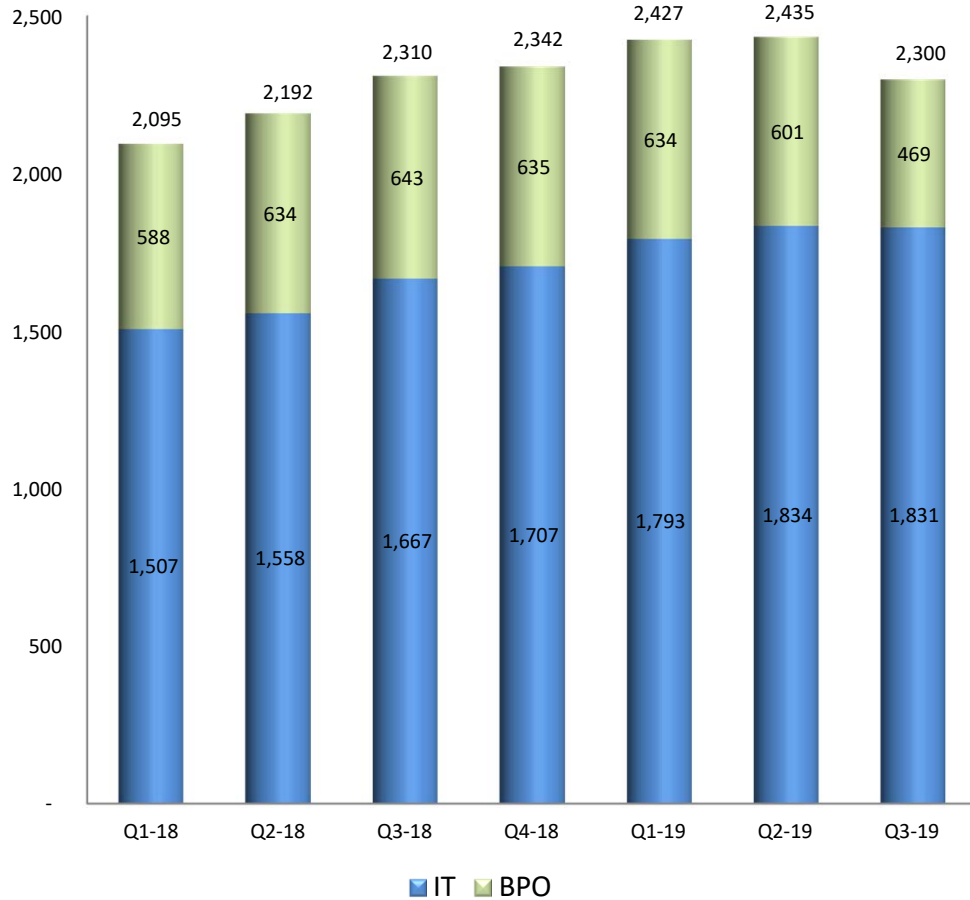


// Consolidated Key Balance Sheet Data

₹ in Crores except "DSO"

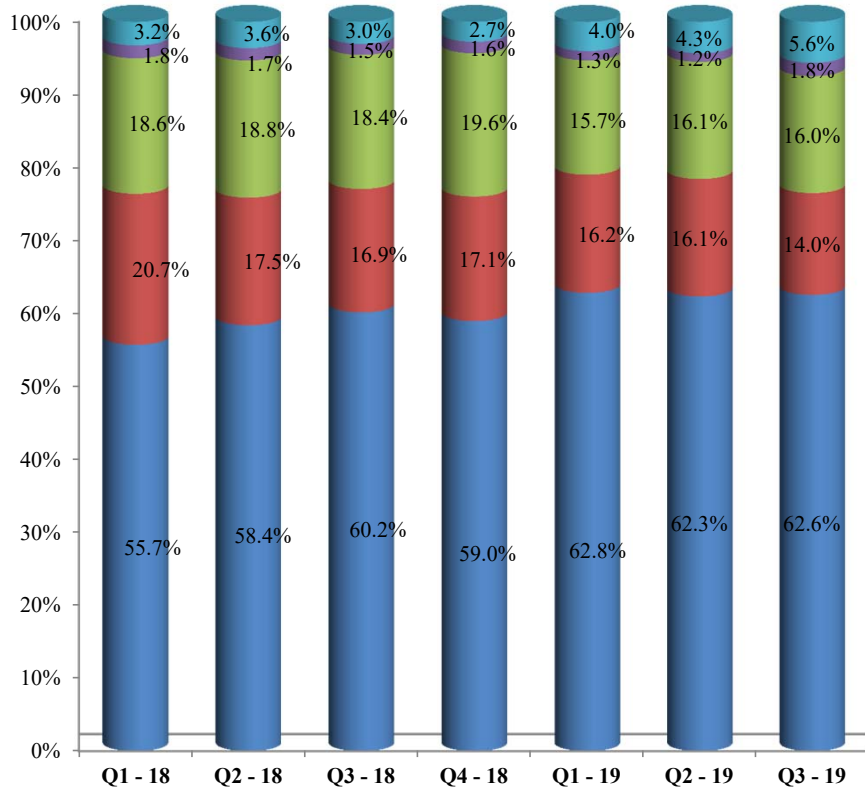
Particulars	As at		
	Sep 30, 2019	Sep 30, 2018	Jun 30, 2019
Share Holders' Funds	332.84	301.80	320.46
Cash and bank balance	192.40	189.78	183.05
Receivables	125.07	137.28	127.06
Receivables in days "DSO" for the quarter	57	63	63

// Billable Head Counts and Utilization



// Revenue Breakdown

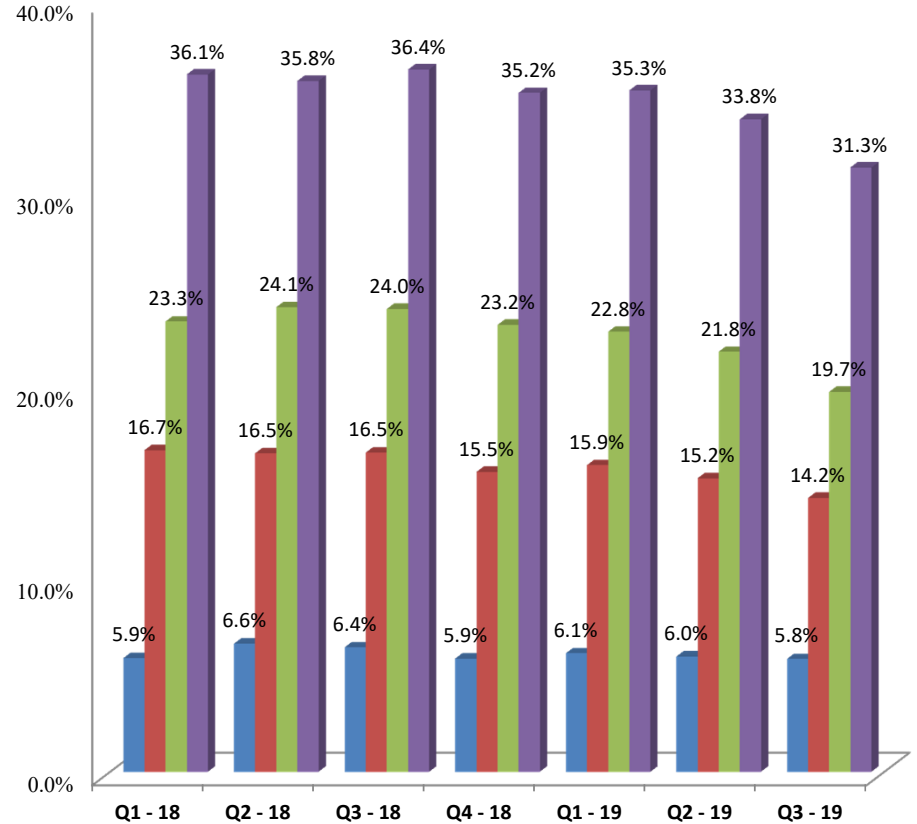
By Geography



■ USA ■ Europe ■ SEAC * ■ India ■ Others

* South East Asian Countries

Client Concentration



■ The Largest Client ■ Top 3 Clients ■ Top 5 Clients ■ Top 10 Clients

Investment in digital and sales activities is yielding visible results.

Last nine months performance has been satisfactory with 18% revenue growth. However, ramp down in a BPO process has impacted Q3 Revenue and Margins.

Strong sales funnel in digital and product engineering offerings.

Focus for 2019:

- Leverage digital offerings for profitable growth
- Partnering customer for their digital transformation using cutting edge technologies
- Maintain discipline in execution to enhance margins
- Strong balance sheet to invest for future growth

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Thank You
for your Support