



Caring - Innovating - Transforming

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# Analytical Review – Q4 & Year 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

₹ 212.87 Cr. (US\$ 30.01 mn)

### QoQ Increase

 7.84%  
(6.86% in US\$)

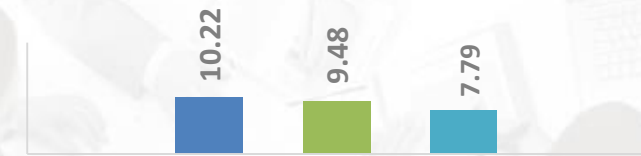
### YoY Increase

 10.61%  
(11.82% in US\$)

## EBITDA

₹ 21.76 Cr. (US\$ 3.08 mn)

■ Q4 2019 ■ Q4 2018 ■ Q3 2019



EBITDA REVENUE %

## Net Profit after Taxes

₹ 23.23 Cr. (US\$ 3.29 mn)

### Earnings Per Share

₹ 1.94

## Key Wins

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## Share Holder Funds

₹ 338.23 Cr.

\$ 47.38 mn

## Cash and Bank Balances


₹ 199.92 Cr.

\$ 28.00 mn

## Revenue

₹ 809.38 Cr. (US\$ 115.18 mn)

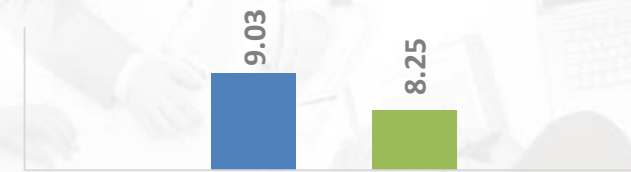
### YoY Increase

15.64%  
 (12.40% in US\$)

## EBITDA

₹ 73.07 Cr. (US\$ 10.40 mn)

■ Year 2019 ■ Year 2018



EBITDA REVENUE %

## Net Profit after Taxes

₹ 58.12 Cr. (US\$ 8.27 mn)

### Earnings Per Share

₹ 4.82

## Key Wins

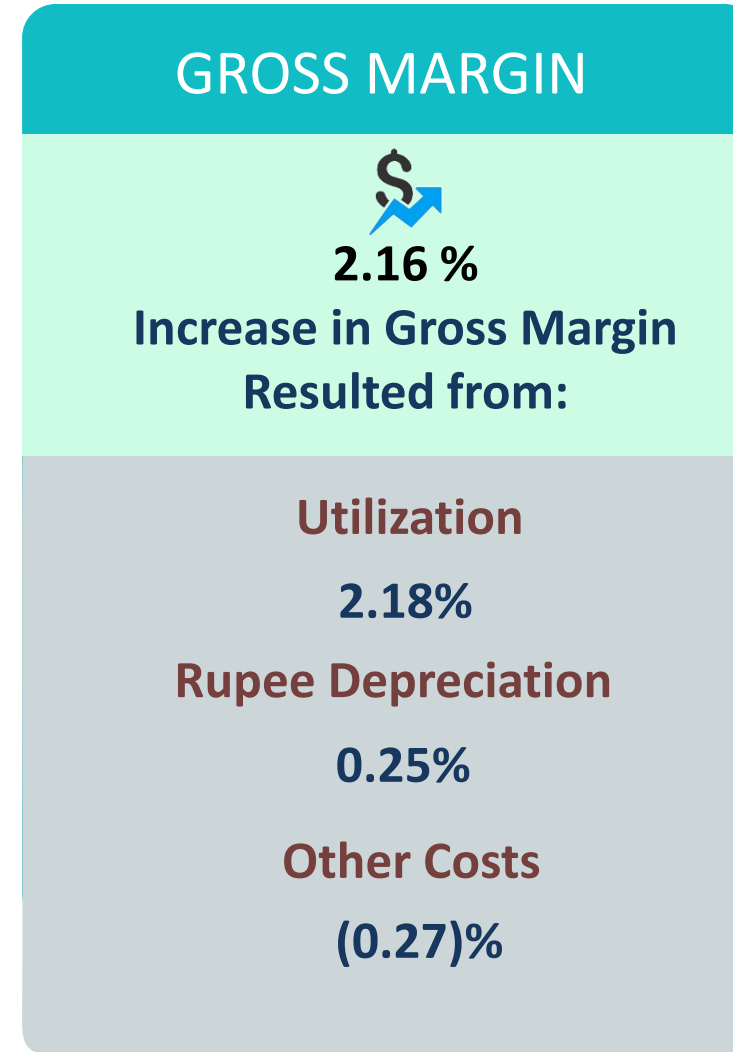
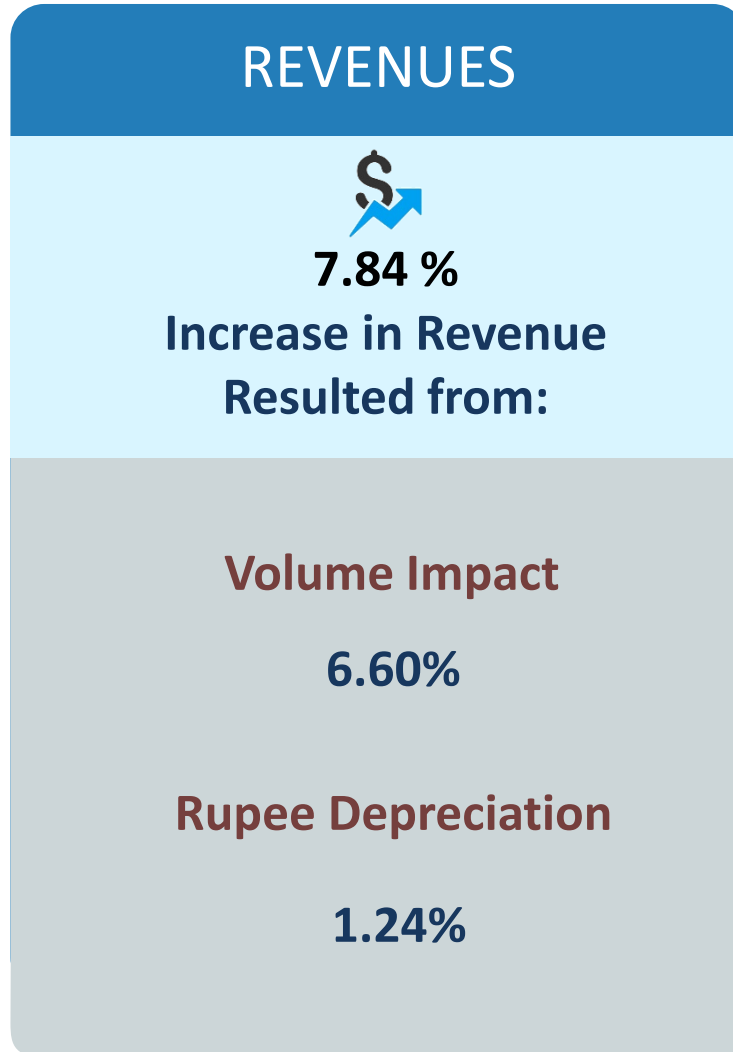
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- ✓ **Reported Record Revenue of ₹ 809 crores for Year 2019**
- ✓ **Digital contributed over 40% of revenues**
- ✓ **Serving 26 million dollar plus customers on run rate basis including 7 accounts contributing dollar three million plus revenues**
- ✓ **Added 200 plus technical counts in IT during 2019**
- ✓ **Margins improved due to revenue growth, discipline in execution along with rupee depreciation**

## // Financial Performance – Contribution Analysis – Q4 2019

(Figures in mn)

Particulars	Q4 2019		Q4 2018		Q3 2019	
	INR	US\$	INR	US\$	INR	US\$
<b>Revenues</b>	<b>2,128.71</b>	<b>30.01</b>	<b>1,924.53</b>	<b>26.84</b>	<b>1,973.95</b>	<b>28.09</b>
Cost of revenues	1,361.51	19.18	1,269.06	17.68	1,305.25	18.58
<b>Gross margin</b>	<b>767.20</b>	<b>10.83</b>	<b>655.47</b>	<b>9.16</b>	<b>668.70</b>	<b>9.51</b>
	36.04%		34.06%		33.88%	
<b>SG &amp; A</b>						
Expenses	549.65	7.75	473.06	6.59	515.00	7.33
	25.82%		24.58%		26.09%	
<b>EBITDA</b>	<b>217.55</b>	<b>3.08</b>	<b>182.41</b>	<b>2.57</b>	<b>153.70</b>	<b>2.18</b>
	10.22%		9.48%		7.79%	
Depreciation and amortization	16.11	0.23	34.53	0.48	45.14	0.64
<b>Income from operations</b>	<b>201.44</b>	<b>2.85</b>	<b>147.88</b>	<b>2.09</b>	<b>108.56</b>	<b>1.54</b>
Interest expense	(3.37)	(0.05)	(0.58)	(0.01)	(4.29)	(0.06)
Other income (net)	30.89	0.44	177.17	2.59	35.05	0.50
<b>Income before income tax</b>	<b>228.96</b>	<b>3.24</b>	<b>324.47</b>	<b>4.67</b>	<b>139.32</b>	<b>1.98</b>
Income tax provision / (credit)	(3.35)	(0.05)	64.51	0.93	30.26	0.43
<b>Net earnings</b>	<b>232.31</b>	<b>3.29</b>	<b>259.96</b>	<b>3.74</b>	<b>109.06</b>	<b>1.55</b>

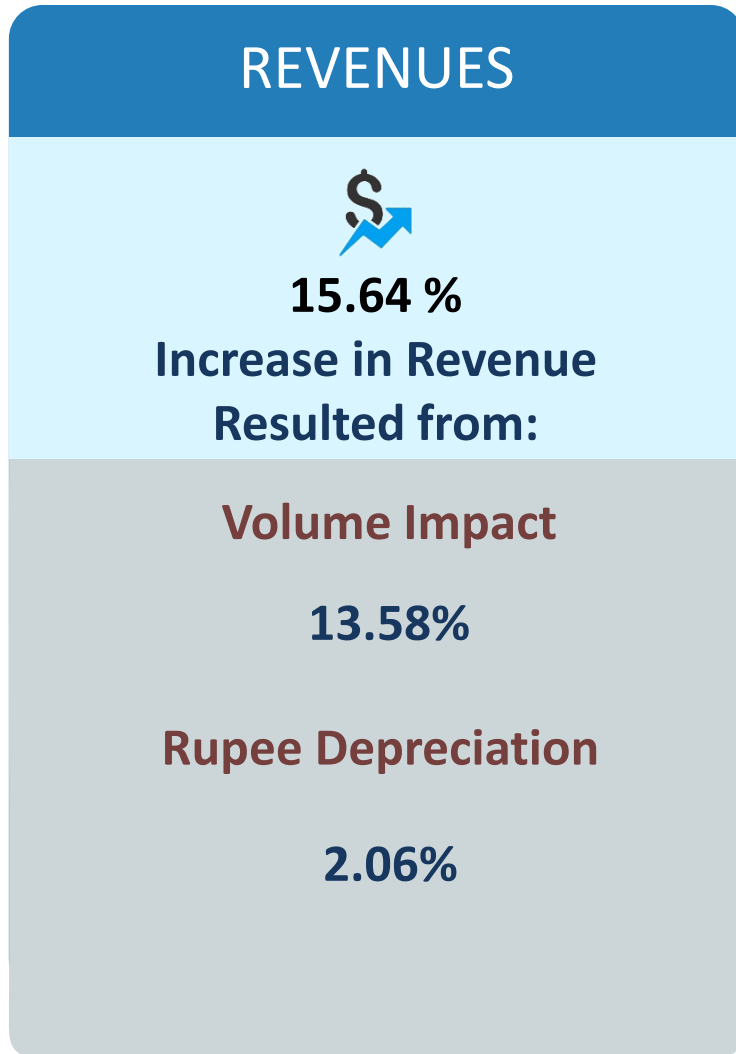


## // Financial Performance – Contribution Analysis – Year 2019

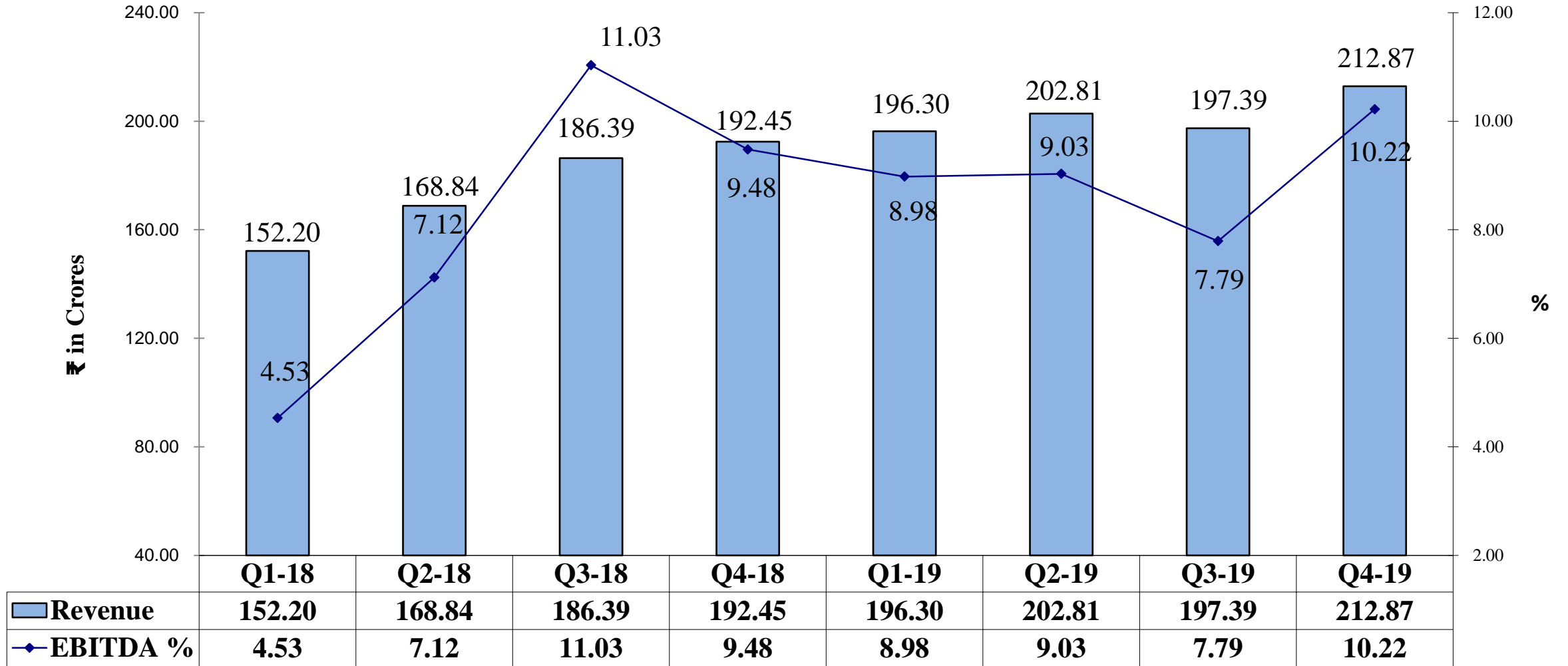
(Figures in mn)

Particulars	Year 2019		Year 2018	
	INR	US\$	INR	US\$
<b>Revenue</b>	<b>8,093.75</b>	<b>115.18</b>	<b>6,998.89</b>	<b>102.47</b>
Cost of revenue	5,289.33	75.27	4,702.17	68.84
<b>Gross margin</b>	<b>2,804.42</b>	<b>39.91</b>	<b>2,296.72</b>	<b>33.63</b>
	34.65%		32.82%	
<b>SG &amp; A</b>				
Expenses	2,073.74	29.51	1,719.46	25.17
	25.62%		24.57%	
<b>EBITDA</b>	<b>730.68</b>	<b>10.40</b>	<b>577.26</b>	<b>8.46</b>
	9.03%		8.25%	
Depreciation and amortization	148.86	2.12	135.48	1.98
<b>Income from operations</b>	<b>581.82</b>	<b>8.28</b>	<b>441.78</b>	<b>6.48</b>
Interest expense	(15.65)	(0.22)	(2.65)	(0.04)
Other income (net)	153.18	2.18	187.69	2.74
<b>Income before income tax</b>	<b>719.35</b>	<b>10.24</b>	<b>626.82</b>	<b>9.19</b>
Income tax provision	138.11	1.97	116.37	1.70
<b>Net earnings</b>	<b>581.24</b>	<b>8.27</b>	<b>510.45</b>	<b>7.48</b>





# // Big Picture – Revenue & EBITDA %age



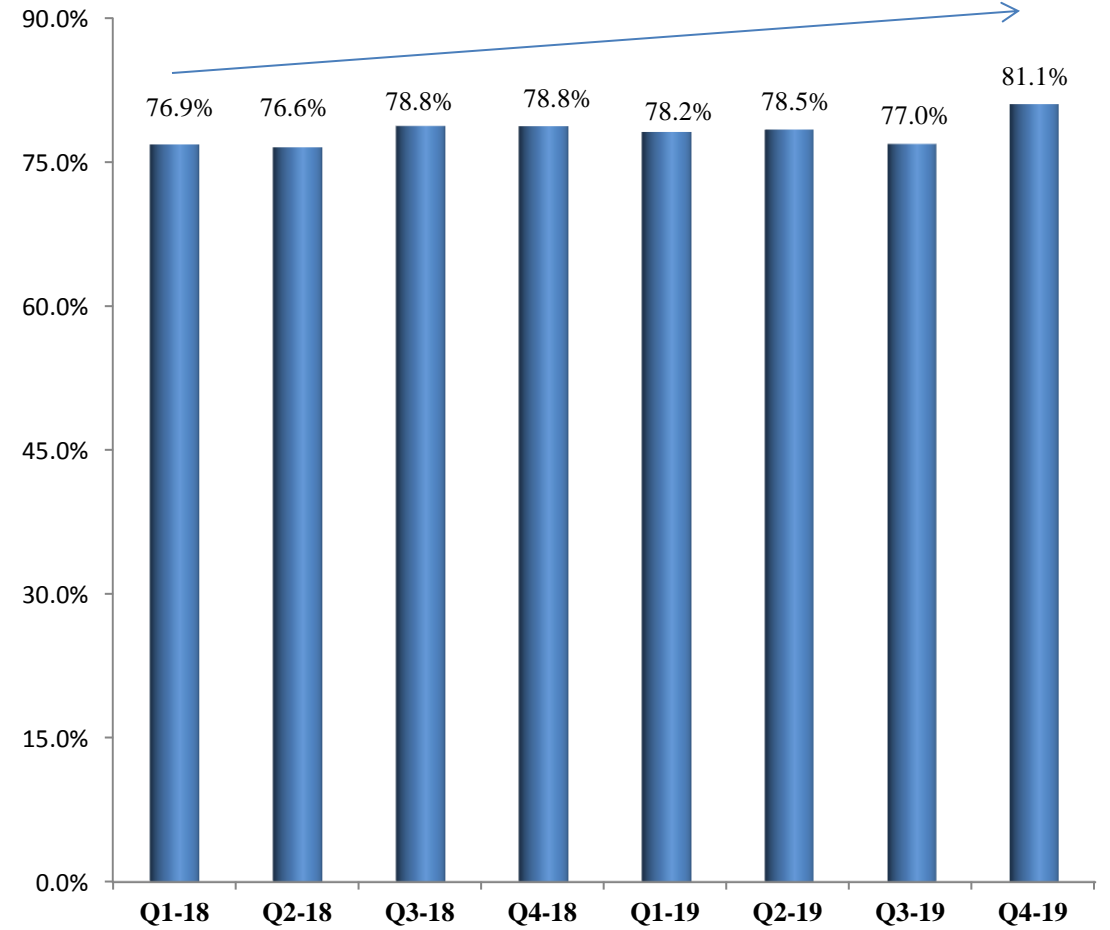
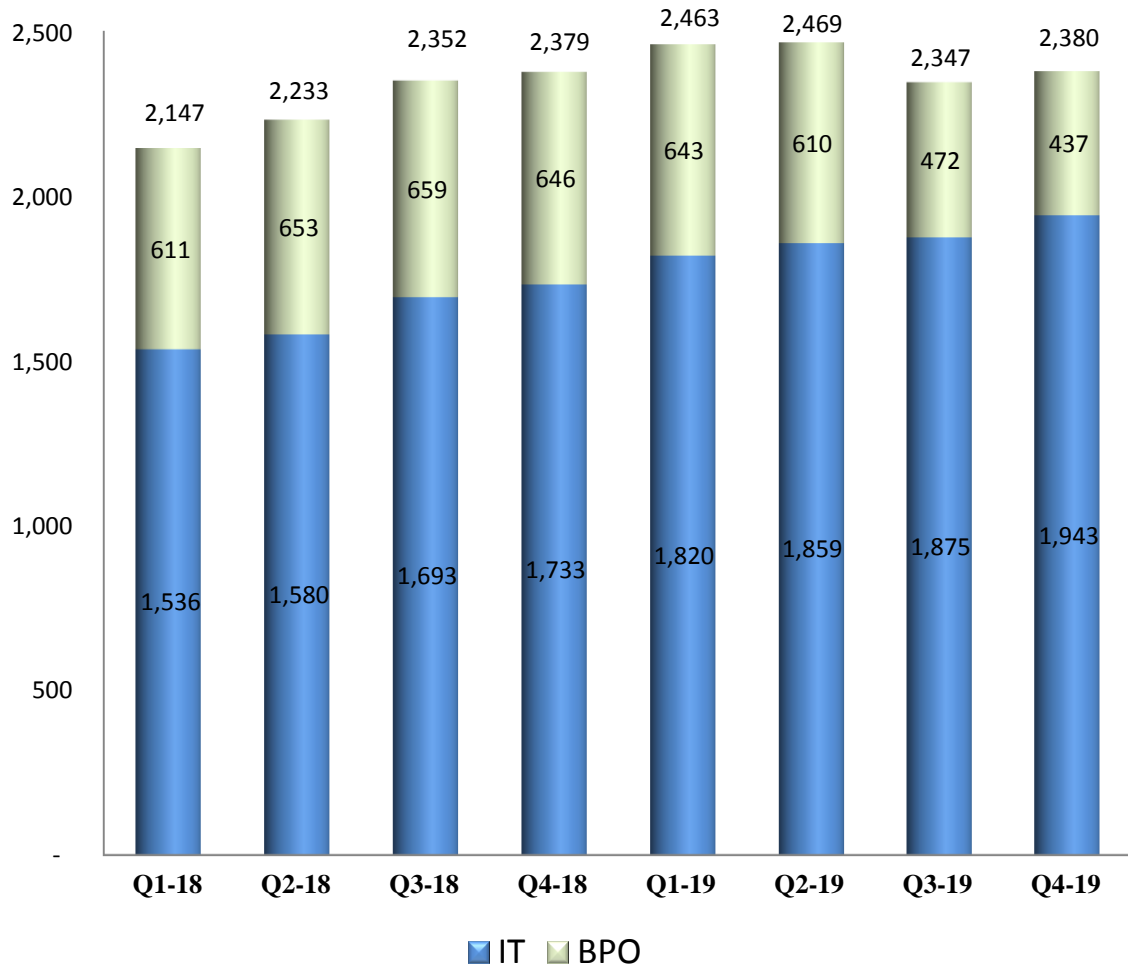
## // Consolidated Key Balance Sheet Data

₹ in Crores except "DSO"

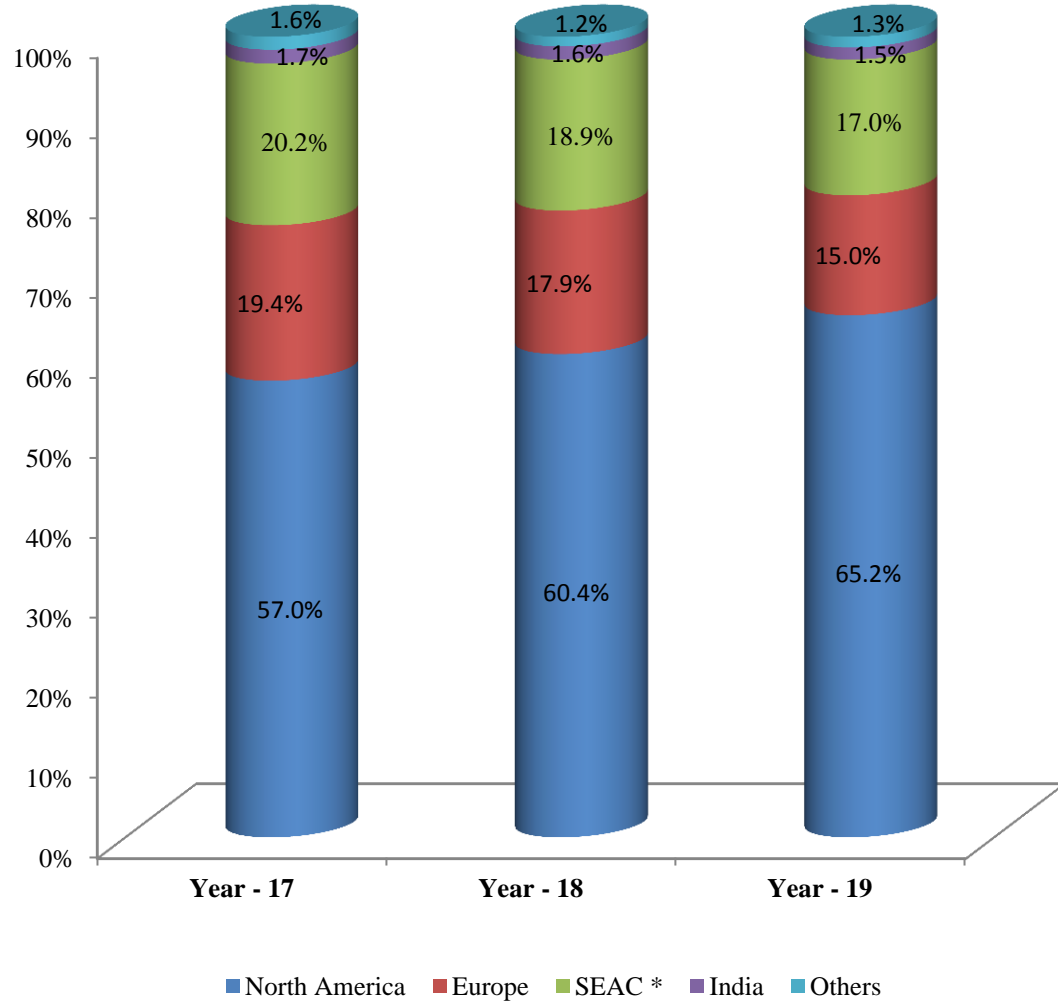
Particulars	As at Dec 31, 2019	As at Dec 31, 2018
Share Holders' Funds	338.23	322.90
Receivables	132.40	136.55
Receivables in days "DSO" for the year	61	67
Cash & Bank balance #	199.92	199.55

# excluding interim dividend liability and unclaimed dividend.

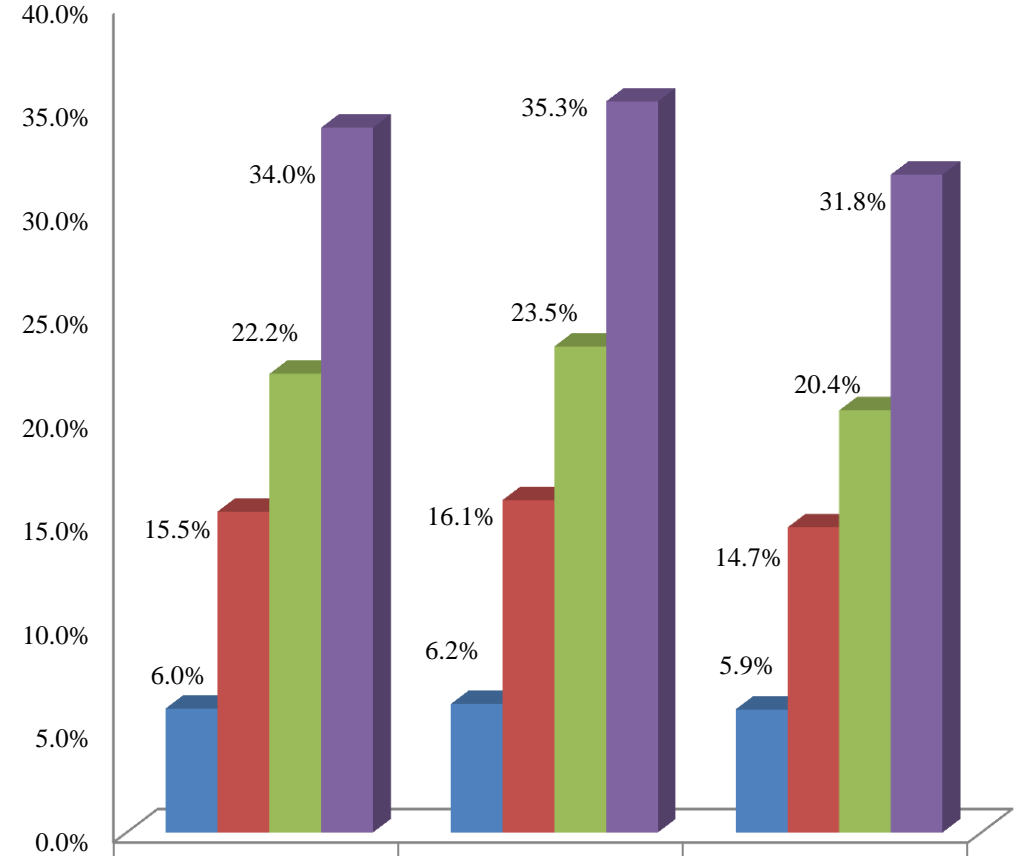
# // Billable Head Counts and Utilization



## By Geography



## Client Concentration



	Year - 17	Year - 18	Year - 19
The Largest Client	6.0%	6.2%	5.9%
Top 3 Clients	15.5%	16.1%	14.7%
Top 5 Clients	22.2%	23.5%	20.4%
Top 10 Clients	34.0%	35.3%	31.8%

\* South East Asian Countries

Robust performance in 2019 with double digit revenue growth and margin improvement

Good traction towards our product engineering and digital practices resulted into revenue growth along with bigger deal size

Promising start for Year 2020 with encouraging sales pipeline. Started New SEZ unit in Greater Noida with 400 seats to cater to growth

Continued Focus for 2020:

- Leverage product engineering and digital offerings for revenue growth
- Partnering Customer for their digital transformation using cutting edge technologies
- Discipline in execution to enhance margins
- Strong balance sheet to invest for future growth

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**Thank You  
for your Support**