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Analytical Review Q1 2021 Results

Intensifying Digital Transformation



Disclaimer



“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.”

Key Highlights Q1 2021



Revenue

₹ 247.7 Cr.
(US\$ 33.9 Mn)

QoQ

+ve 4.7%

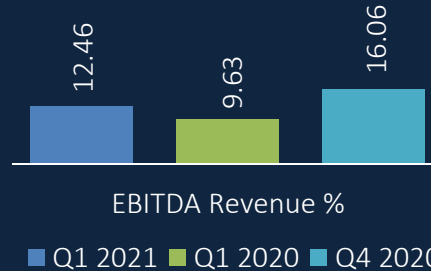
YoY

+ve 18.4%



EBITDA

₹ 30.9 Cr.
(US\$ 4.2 Mn)



Net Profit

₹ 24.9 Cr.
(US\$ 3.4 Mn)

Earnings Per Share

₹ 2.08

Key Wins

6

Share Holder Funds

₹ 447.6 Cr.
(US\$ 61.2 Mn)

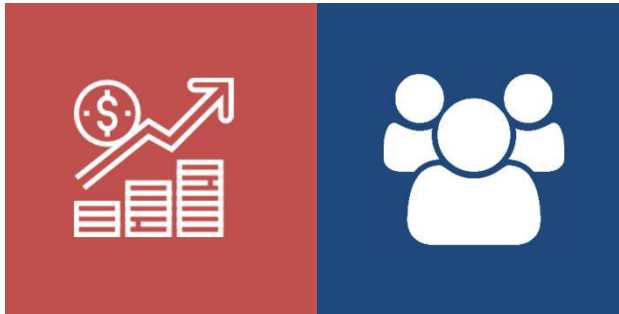
Net Cash Balance

₹ 311.6 Cr.
(US\$ 42.6 Mn)

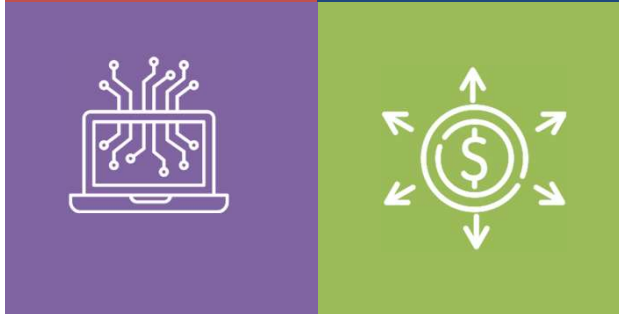
Key Highlights (Continues...)



Robust revenue growth backed by strong demand environment for digital and technology services



Witnessed good traction towards digital services and solutions using RPA, cloud, IOT, mobility, and analytics



Digital offerings > 40% of revenues



On-boarded 130+ associates during Q1-2021 to support strong sales funnel



Serving 31 million dollar plus customers including 6 accounts contributing dollar three million plus revenues on run rate basis



Q1-2021 Margins mainly impacted by salary raises and ramp up costs on new projects



Financial Performance – Contribution Analysis – Q1 2021



Figures in Mn	Q1 2021		Q1 2020		Q4 2020	
	₹	US\$	₹	US\$	₹	US\$
Revenues	2,476.53	33.99	2,092.62	28.91	2,366.41	32.12
Cost of revenues	1,618.16	22.21	1,359.47	18.78	1,477.94	20.06
Gross margin	858.37	11.78	733.15	10.13	888.47	12.06
	34.66%		35.04%		37.55%	
SG & A						
Expenses	549.80	7.55	531.72	7.35	508.47	6.90
	22.20%		25.41%		21.49%	
EBITDA	308.57	4.23	201.43	2.78	380.00	5.16
	12.46%		9.63%		16.06%	
Depreciation and amortization	62.69	0.86	65.74	0.91	59.73	0.81
EBIT before exceptional items	245.88	3.37	135.69	1.87	320.27	4.35
Exceptional Items	-	-	-	-	18.65	0.25
EBIT	245.88	3.37	135.69	1.87	301.62	4.10
Finance cost	(12.65)	(0.17)	(12.56)	(0.17)	(14.42)	(0.20)
Other income (net)	51.29	0.70	(12.43)	(0.17)	44.53	0.60
Income before income tax	284.52	3.90	110.70	1.53	331.73	4.50
Income tax expense	35.68	0.49	15.67	0.21	38.74	0.53
Net earnings	248.84	3.41	95.03	1.32	292.99	3.97



Revenues

4.65%

**Increase in Revenue
Resulted from:**

Volume gains

5.17%

Rupee appreciation

(0.52)%



Gross margin

(2.89)%

**Decrease in Gross Margin
Resulted from:**

Salary raises

(1.29)%

Lesser billing days

(0.81)%

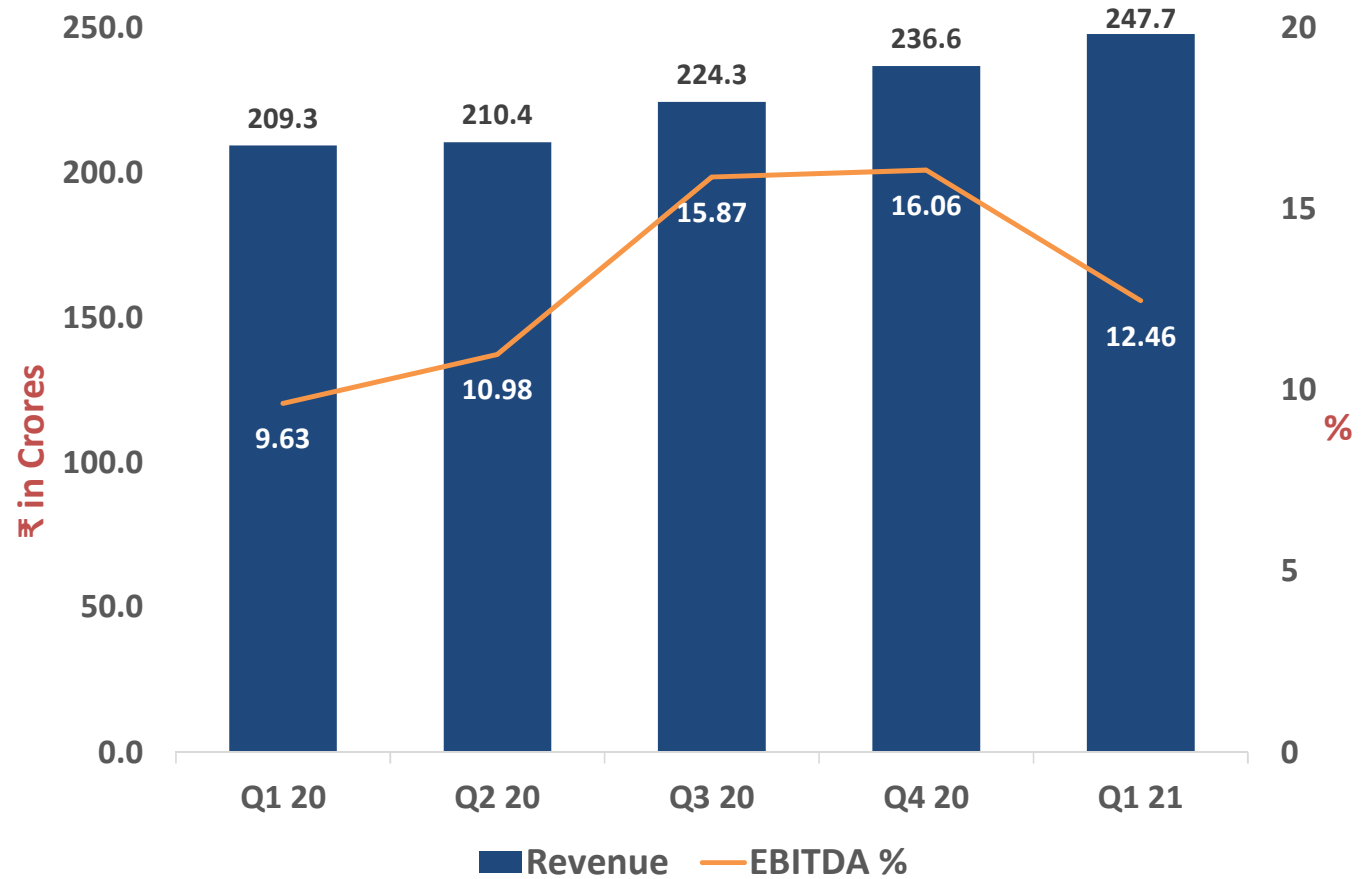
Decrease in utilization

(0.65)%

Rupee appreciation

(0.14)%

Big Picture – Revenue & EBITDA %age



Strong Balance Sheet – Supporting Liquidity & Growth



As At

Figures in ₹ in Crores except “DSO”

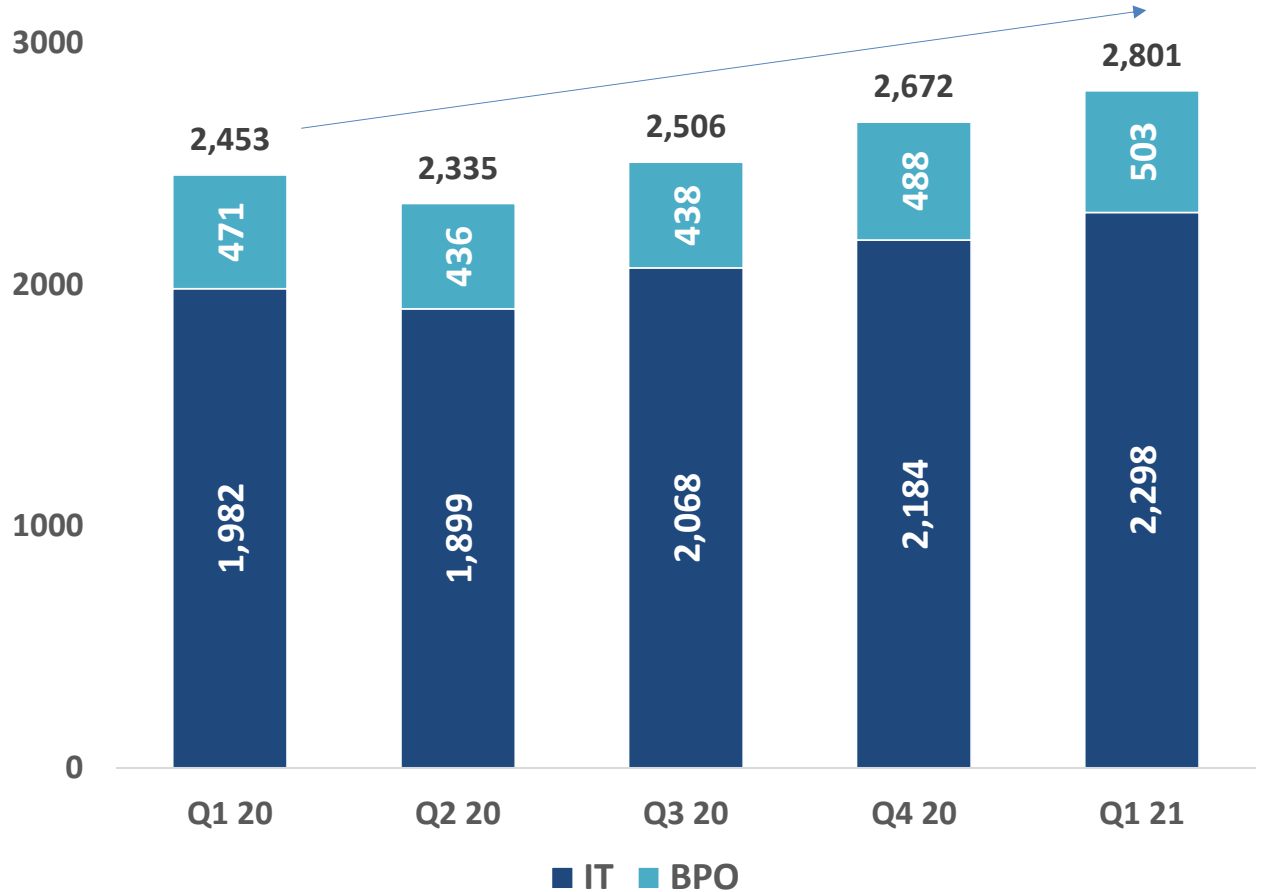
Key Balance Sheet Data	Mar 31, 2021	Dec 31, 2020
Receivable	129.18	131.25
Receivable in days (“DSO”)	52	43
Net Cash Balance	311.58	303.15
Shareholders’ funds	447.63	426.83

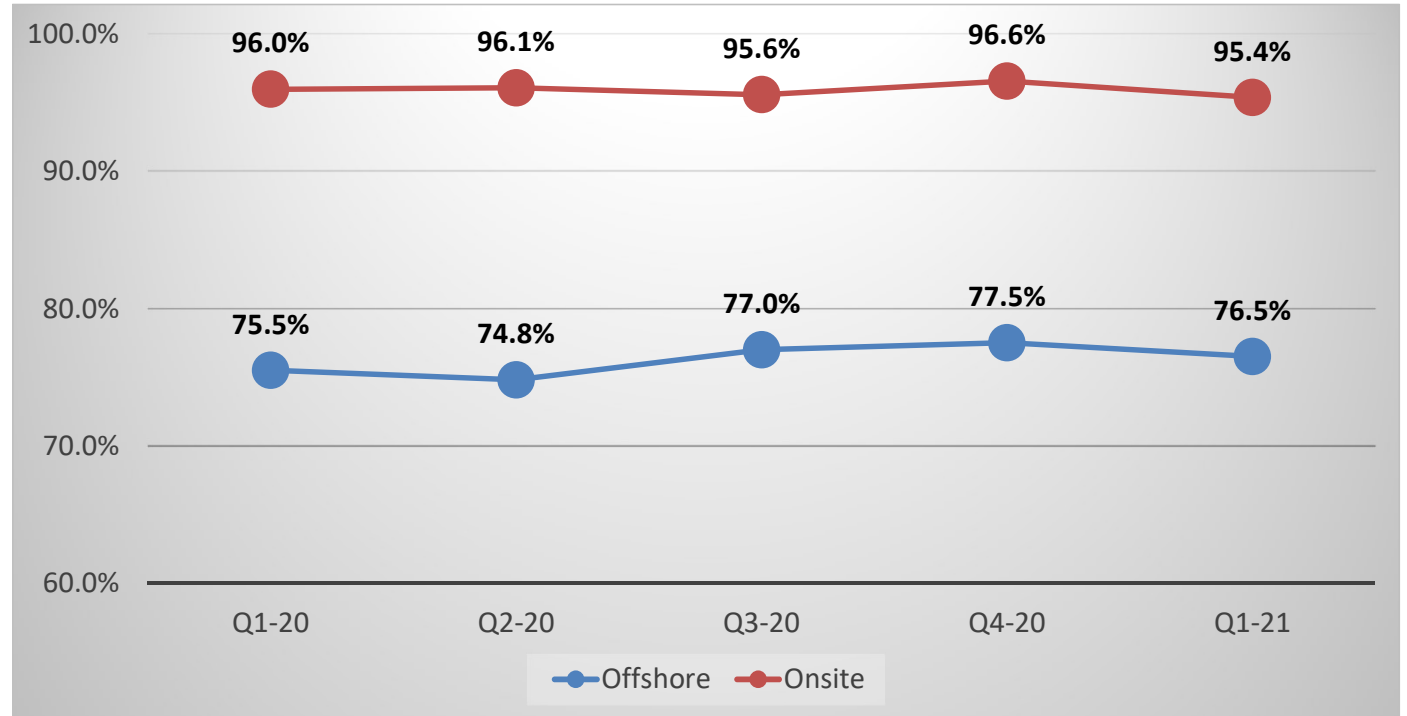


Billable Associates



On-boarded 345 plus technical associates in last one year

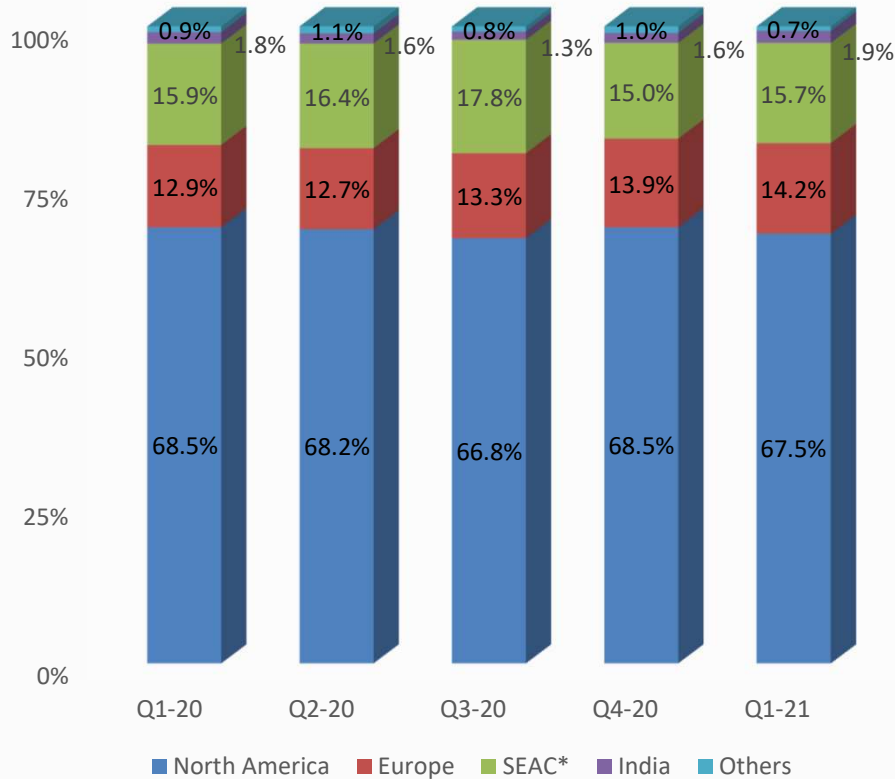




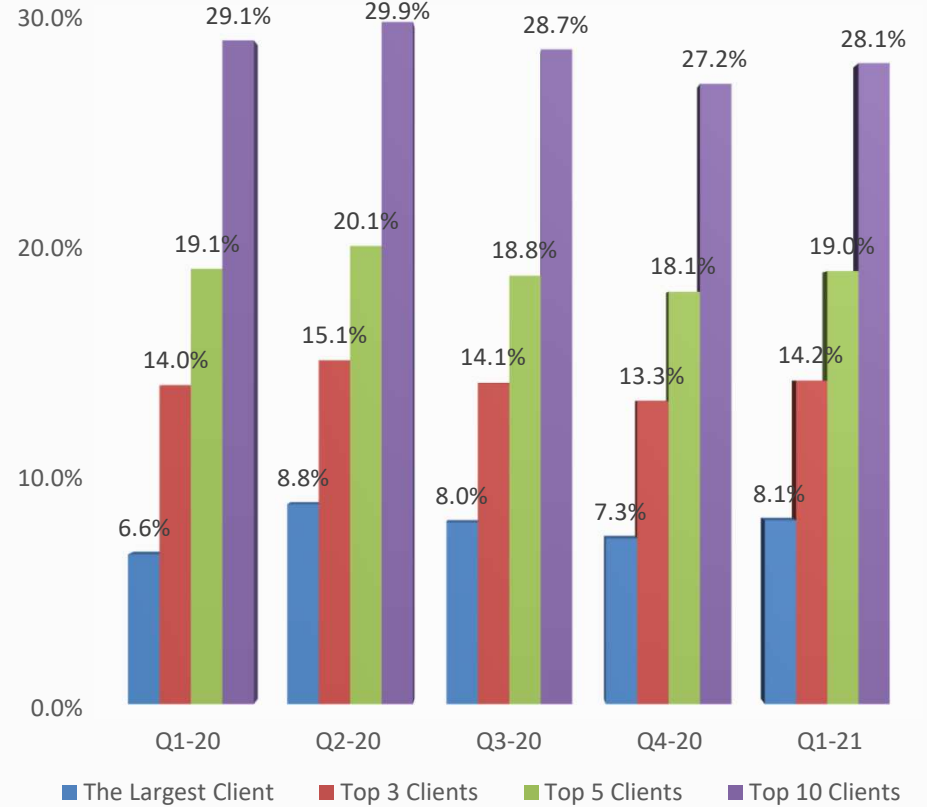
Quarterly Revenue Breakdown



By Geography



Client Concentration



* South East Asian Countries

- ◆ Started FY 2021 with strong revenue growth
- ◆ Taking necessary measures for employees' health and wellness during these challenging times
- ◆ Continue to invest in people and in newer technologies, to deliver successful digital transformations
- ◆ Confident of margins expansion in rest of 2021 quarters backed by strong sales funnel and disciplined operations

Continued Focus for 2021

- Partnering with customers in navigating successful digital transformations
- Ensuring safe and reliable operations for all stakeholders
- Expand margins by efficient operations and revenue growth
- Strong Balance Sheet for future growth

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**Thank You
for your Support**

