

# Consolidated Results

For the Quarter  
ended June 30, 2017

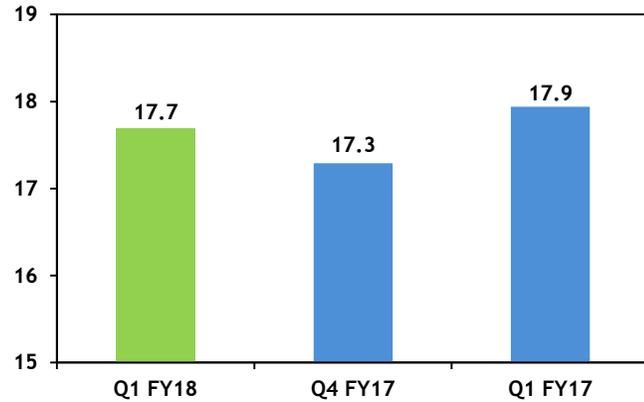
# Safe Harbor Clause

*Certain statements in this release concerning our future growth prospects are forward-looking statements, which involve a number of risks, and uncertainties that could cause actual results to differ materially from those in such forward-looking statements due to risks or uncertainties associated with our expectations with respect to, but not limited to, our ability to successfully implement our strategy and our growth and expansion plans, technological changes, our exposure to market risks, general economic and political conditions in India which have an impact on our business activities or investments, changes in the laws and regulations that apply to the Indian IT services industry, including with respect to tax incentives and export benefits, adverse changes in foreign laws, including those relating to outsourcing and immigration, increasing competition in and the conditions of the Indian and global IT services industry, the prices we are able to obtain for our services, wage levels in India for IT professionals, the loss of significant customers, the monetary and interest policies of India, inflation, deflation, unanticipated turbulence in interest rates, foreign exchange rates, equity prices or other rates or prices, the performance of the financial markets in India and globally, changes in domestic and foreign laws, regulations and taxes and changes in competition in the information technology/telecommunication industries. Additional risks that could affect our future operating results are more fully described in our Red Herring filing. The company does not undertake to update any forward-looking statement that may be made from time to time by or on behalf of the Company.*

*In the following slides, results and comparatives have been presented based on the financials prepared as per Ind AS.*

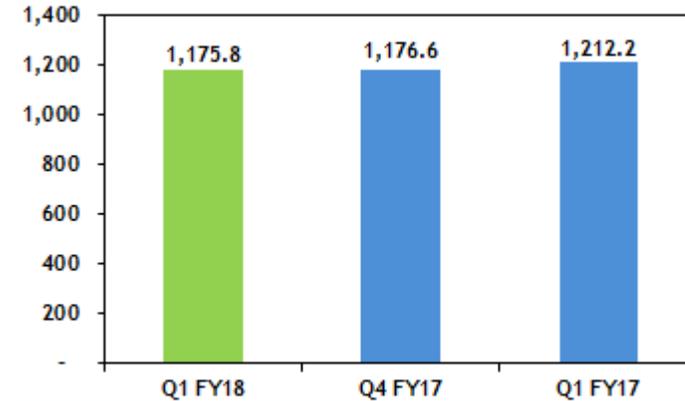
# Performance Snapshot - Q1 FY18 - Consolidated

Consolidated Revenues ( \$. Million)



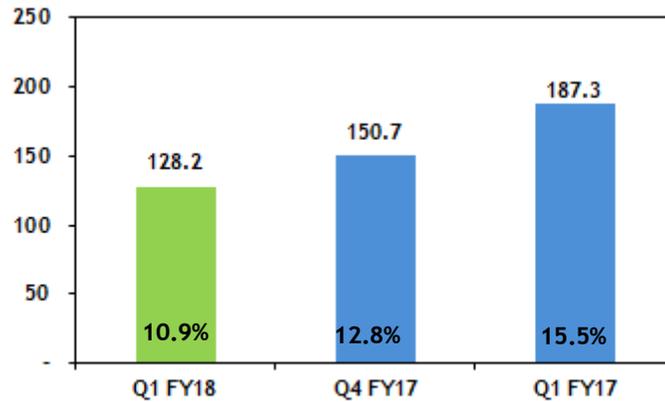
QoQ Growth: 2.4% ; YoY Growth: -1.3%

Consolidated Revenues ( ₹. Million)



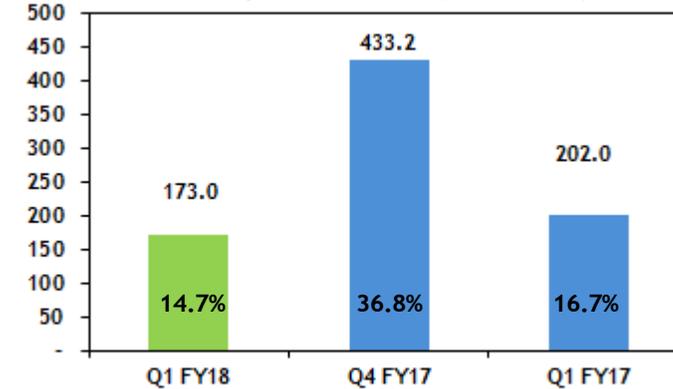
QoQ Growth: -0.1% ; YoY Growth: -3%

Consolidated EBITDA ( ₹. Million)



QoQ Growth: -14.9%; YoY Growth: -31.6%

Consolidated PAT incl. Exceptional Item (₹. Million)



QoQ Growth: -60.1%; YoY Growth: -14.4%

# Income Statement Summary - Q1 FY18 - Consolidated

(₹. Million)

Particulars	Q1 FY18	%	Q4 FY17	%	Q1 FY17	%	Growth over	
							Q4 FY17	Q1 FY17
Revenues	1,175.80	100.0%	1,176.58	100.0%	1,212.24	100.0%	-0.1%	-3.0%
Cost of Revenue	795.42	67.6%	825.48	70.2%	846.28	69.8%	3.6%	6.0%
Gross Profit	380.38	32.4%	351.10	29.8%	365.96	30.2%	8.3%	3.9%
SG&A	252.19	21.4%	200.41	17.1%	178.65	14.7%	-25.8%	-41.2%
EBITDA	128.19	11.0%	150.69	12.7%	187.31	15.5%	-14.9%	-31.6%
Depreciation and amortisation expense	15.05	1.3%	15.42	1.3%	17.95	1.5%	2.4%	16.2%
EBIT	113.14	9.7%	135.27	11.4%	169.36	14.0%	-16.4%	-33.2%
Other Income	94.30	8.0%	96.05	8.2%	90.46	7.5%	-1.8%	4.2%
PBT before exceptional items	207.44	17.7%	231.32	19.6%	259.82	21.5%	-10.3%	-20.2%
Exceptional Items	-		202.50	17.2%	-			
PBT after exceptional items	207.44	17.7%	433.82	36.8%	259.82	21.5%	-52.2%	-20.2%
Taxes	34.45	2.9%	0.58	0.0%	57.78	4.9%	-5839.7%	40.4%
PAT	172.99	14.8%	433.24	36.8%	202.04	16.6%	-60.1%	-14.4%

# Income Statement Summary - Q1 FY18 - Consolidated

Nature wise

(₹. Million)

Particulars	Q1 FY18	%	Q4 FY17	%	Q1 FY17	%	Growth over	
							Q4 FY17	Q1 FY17
Revenue from Operations	1,175.80	100.0%	1,176.58	100.0%	1,212.24	100.0%	-0.1%	-3.0%
Other Income	94.30	8.0%	96.05	8.2%	90.46	7.5%	-1.8%	4.2%
<b>Total Revenue</b>	<b>1,270.10</b>	<b>108.0%</b>	<b>1,272.63</b>	<b>108.2%</b>	<b>1,302.70</b>	<b>107.5%</b>	<b>-0.2%</b>	<b>-2.5%</b>
Employee benefit expense	840.25	71.4%	831.92	70.8%	842.62	69.5%	-1.0%	0.3%
Other expenses	207.36	17.6%	193.97	16.5%	182.31	15.0%	-6.9%	-13.7%
Depreciation and amortization expense	15.05	1.3%	15.42	1.3%	17.95	1.5%	2.4%	16.2%
<b>Total Expenses</b>	<b>1,062.66</b>	<b>90.3%</b>	<b>1,041.31</b>	<b>88.6%</b>	<b>1,042.88</b>	<b>86.0%</b>	<b>-2.1%</b>	<b>-1.9%</b>
<b>Profit/(loss) before tax</b>	<b>207.44</b>	<b>17.7%</b>	<b>231.32</b>	<b>19.6%</b>	<b>259.82</b>	<b>21.5%</b>	<b>-10.3%</b>	<b>-20.2%</b>
Exceptional Items	-	0.0%	202.50	17.2%	-	0.0%	-100.0%	0.0%
<b>PBT after exceptional items</b>	<b>207.44</b>	<b>17.7%</b>	<b>433.82</b>	<b>36.8%</b>	<b>259.82</b>	<b>21.5%</b>	<b>-52.2%</b>	<b>-20.2%</b>
Tax Expenses	34.45	2.9%	0.58	0.0%	57.78	4.9%	-5839.7%	40.4%
<b>Profit After Tax</b>	<b>172.99</b>	<b>14.8%</b>	<b>433.24</b>	<b>36.8%</b>	<b>202.04</b>	<b>16.6%</b>	<b>-60.1%</b>	<b>-14.4%</b>

# Balance Sheet Summary - Consolidated ( 1 of 2 )

(₹. Million)

Particulars	June 30, 2017	%	March 31, 2017	%	April 01, 2016	%
<b>ASSETS</b>						
Property, plant and equipment ( incl CWIP)	386.24	5.7%	377.44	5.7%	400.99	6.2%
Intangible assets	1.36	0.0%	1.56	0.0%	5.21	0.1%
Financial assets						
(a) Investments	3,764.89	55.1%	3,685.25	55.8%	2,051.58	31.8%
(b) Other financial assets	29.55	0.4%	29.17	0.4%	31.90	0.5%
Deferred tax assets	49.91	0.7%	29.32	0.4%	84.43	1.3%
Other tax assets	709.07	10.4%	737.57	11.3%	643.40	10.0%
Other non-current assets	-	0.0%	1.34	0.0%	1.76	0.0%
<b>Total non-current assets</b>	<b>4,941.02</b>	<b>72.4%</b>	<b>4,861.65</b>	<b>73.4%</b>	<b>3,219.27</b>	<b>49.9%</b>
Financial assets						
(a) Investments	172.32	2.5%	57.43	0.9%	1,602.83	24.8%
(b) Trade receivables	1,011.20	14.8%	777.41	11.7%	955.06	14.8%
(c) Cash and cash equivalents	293.81	4.3%	352.38	5.3%	230.99	3.6%
(d) Unbilled revenue	229.62	3.4%	350.61	5.3%	264.69	4.1%
(e) Other financial assets	114.12	1.6%	147.75	2.2%	85.20	1.3%
Other current assets	65.53	1.0%	77.05	1.2%	99.12	1.5%
<b>Total current assets</b>	<b>1,886.60</b>	<b>27.6%</b>	<b>1,762.63</b>	<b>26.6%</b>	<b>3,237.89</b>	<b>50.1%</b>
<b>Total</b>	<b>6,827.62</b>	<b>100.0%</b>	<b>6,624.28</b>	<b>100.0%</b>	<b>6,457.16</b>	<b>100.0%</b>

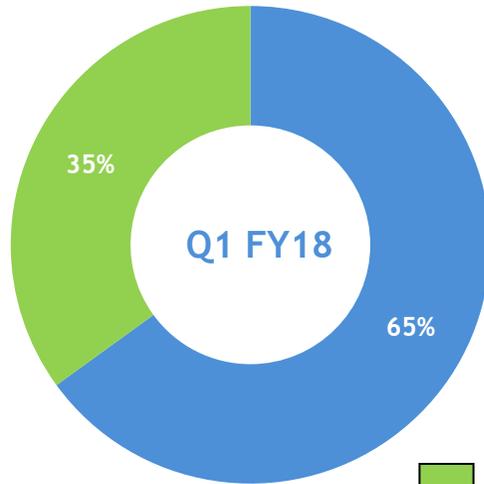
# Balance Sheet Summary - Consolidated ( 2 of 2 )

(₹. Million)

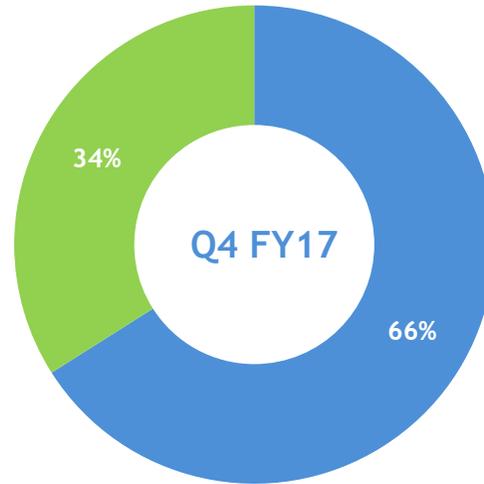
Particulars	June 30, 2017	%	March 31, 2017	%	April 01, 2016	%
<b>EQUITY AND LIABILITIES</b>						
Equity share capital	171.10	2.5%	171.10	2.6%	177.20	2.7%
Other equity						
Retained earnings	5,634.18	82.5%	5,452.97	82.3%	4,917.50	76.2%
Other reserves	(35.66)	-0.5%	(8.81)	-0.1%	(8.50)	-0.1%
<b>Total Equity</b>	<b>5,769.62</b>	<b>84.5%</b>	<b>5,615.26</b>	<b>84.8%</b>	<b>5,086.20</b>	<b>78.8%</b>
Provisions	77.91	1.1%	71.60	1.1%	64.44	1.0%
<b>Total non-current liabilities</b>	<b>77.91</b>	<b>1.1%</b>	<b>71.60</b>	<b>1.1%</b>	<b>64.44</b>	<b>1.0%</b>
Financial liabilities	305.06	4.5%	285.42	4.3%	644.46	10.0%
Deferred revenue	95.33	1.4%	45.23	0.7%	26.30	0.4%
Other current liabilities	134.96	2.0%	120.67	1.8%	110.67	1.7%
Provisions	129.35	1.9%	184.68	2.7%	193.60	3.0%
Current tax liabilities	315.38	4.6%	301.42	4.6%	331.49	5.1%
<b>Total current liabilities</b>	<b>980.08</b>	<b>14.4%</b>	<b>937.42</b>	<b>14.1%</b>	<b>1,306.52</b>	<b>20.2%</b>
<b>Total</b>	<b>6,827.62</b>	<b>100.0%</b>	<b>6,624.28</b>	<b>100.0%</b>	<b>6,457.16</b>	<b>100.0%</b>

# Metrics

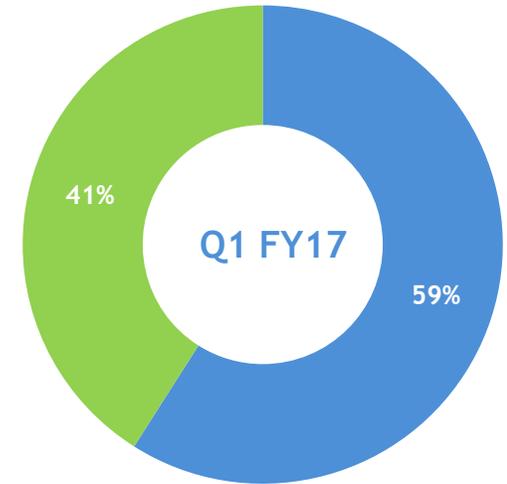
## Revenue Mix - Delivery



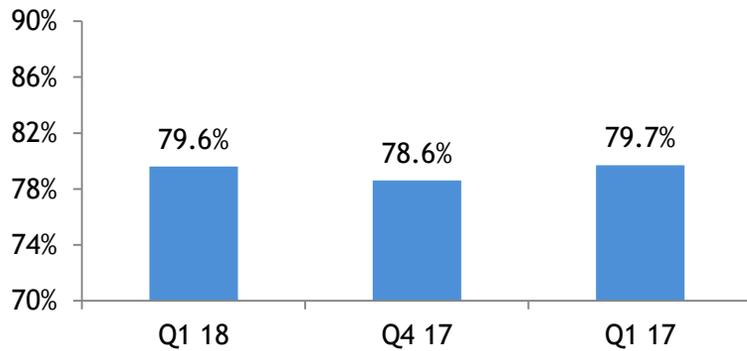
Onsite



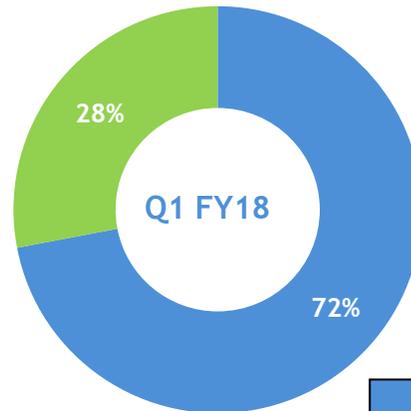
Offshore



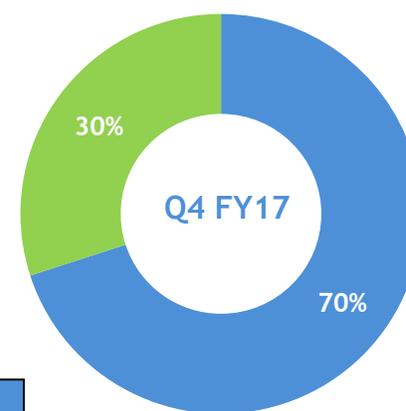
## Utilization



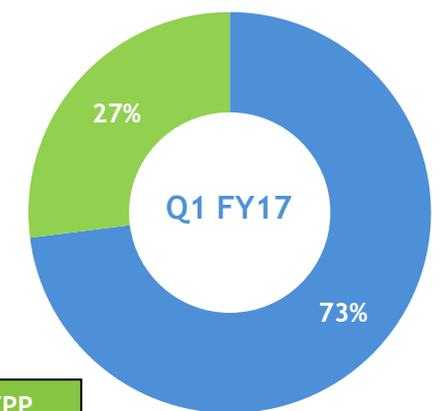
## Revenue Mix - Project Type



T&M



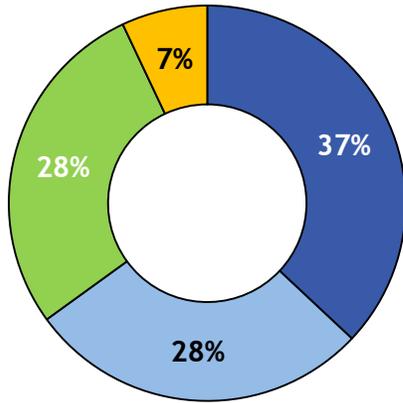
FPP



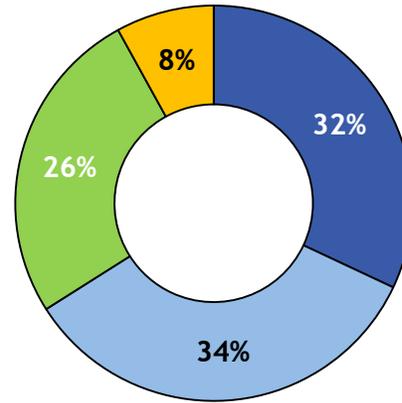
FPP includes all non T&M revenues

# Geography Wise Revenue

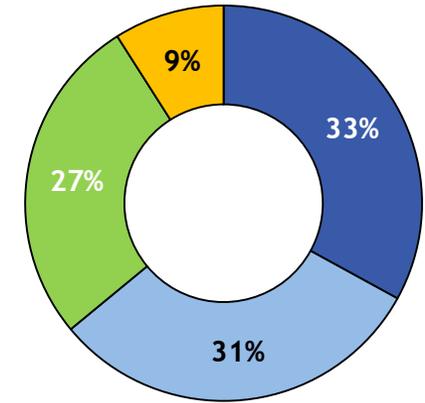
Q1 FY18



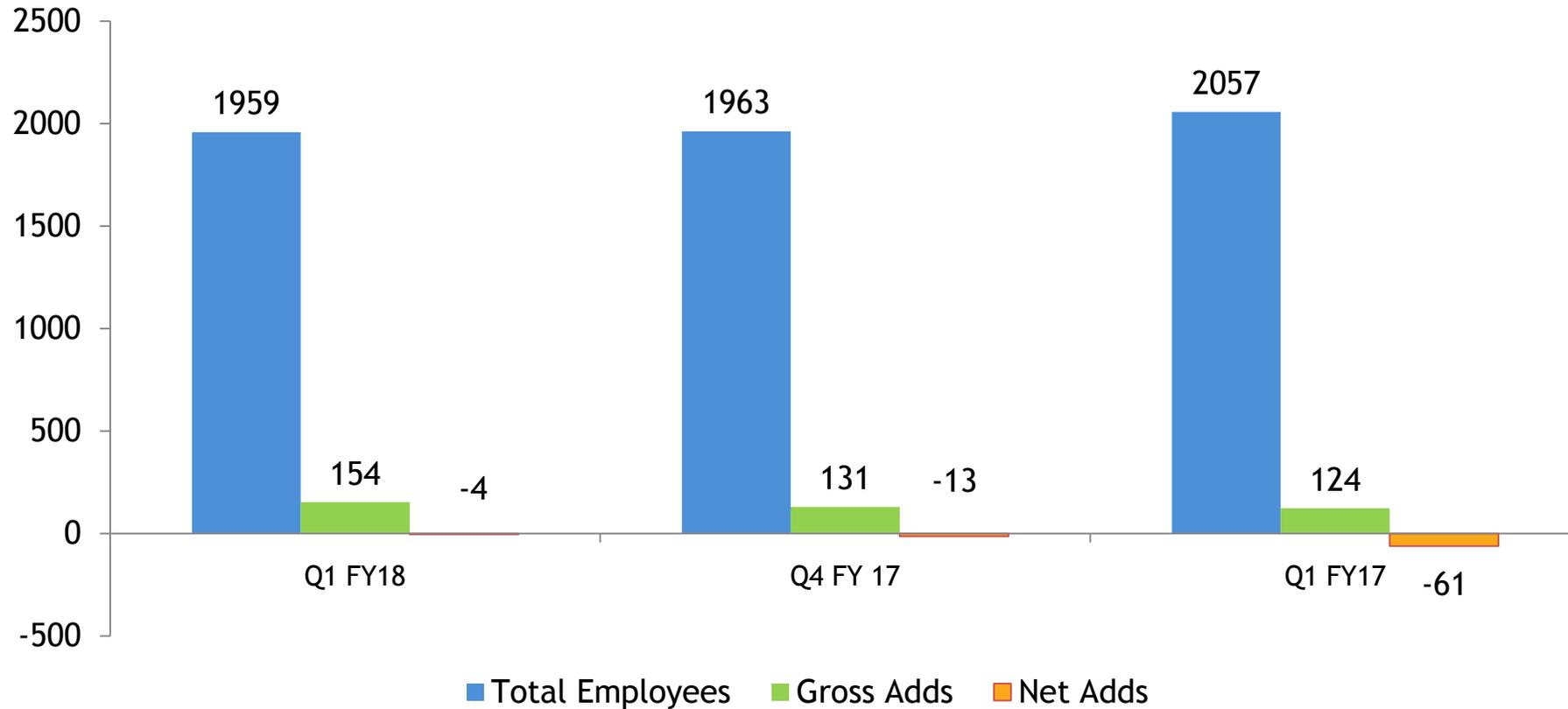
Q4 FY17



Q1 FY17

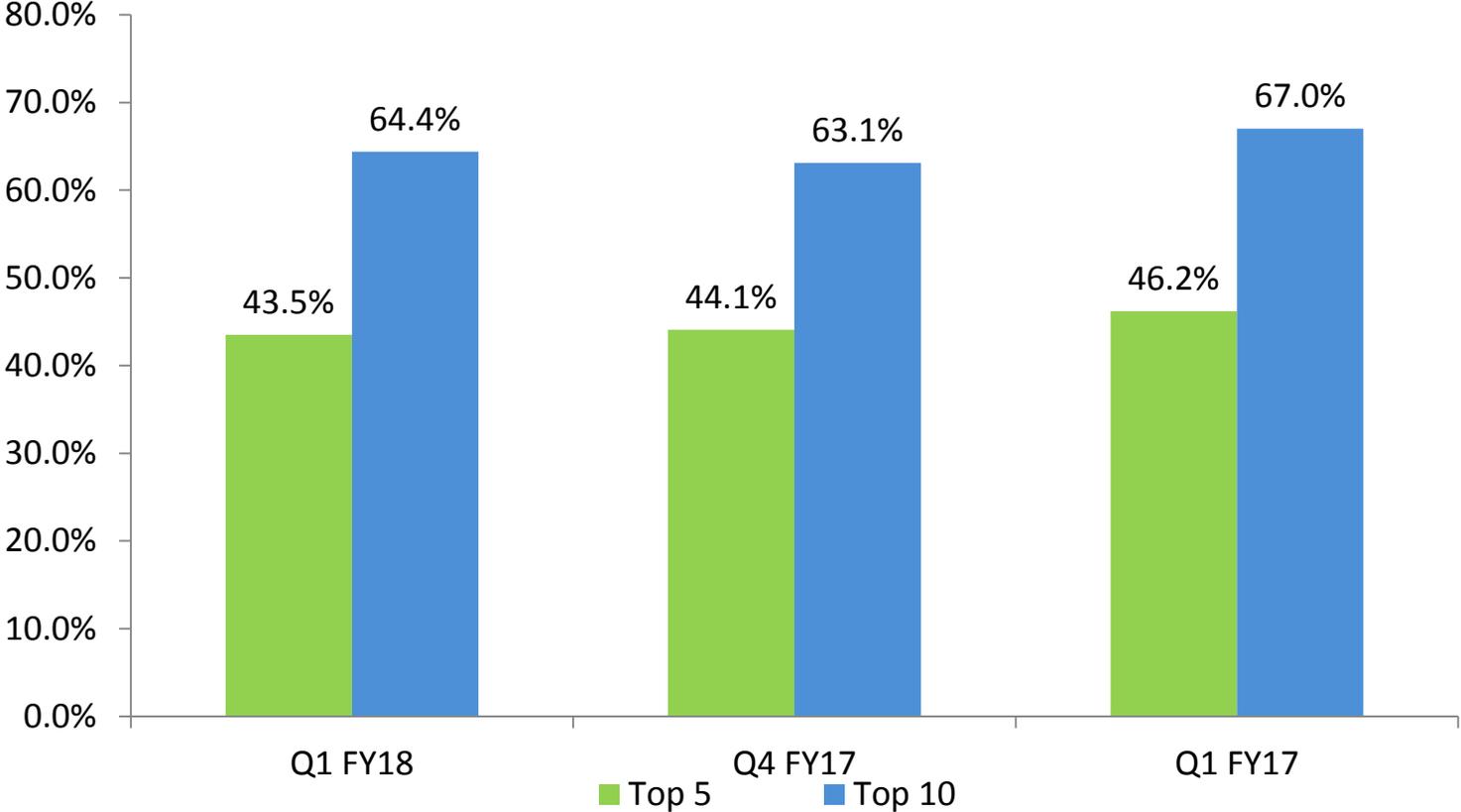


# Human Resources Metrics



Attrition %	Q1 FY18	Q4 FY17	Q1 FY17
Attrition LTM %	21.16%	21.0%	22.2%
Annualised Attrition Quarterly %	22.85%	17.7%	21.3%

# Customer Concentration





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