

March 31, 2018

Particulars (INR Mn)	INR Mn.						
	Q4FY18	Q3FY18	QoQ%	Q4FY17	YoY%	Q4FY17 (excl. Settlement)	YoY% (excl. Settlement)
Gross Revenues	7,888	7,565	4.3%	7,447	5.9%	7,176	9.9%
Direct Cost	5,000	4,811	3.9%	4,625	8.1%	4,578	9.2%
Gross Profit	2,888	2,753	4.9%	2,822	2.4%	2,599	11.1%
GM%	36.6%	36.4%	21 Bps	37.9%	-128 Bps	36.2%	40 Bps
Selling / General And Administration	1,470	1,458	0.8%	1,298	13.3%	1,338	10.0%
SG&A to Revenue %	18.6%	19.3%	-64 Bps	17.4%	121 Bps	18.6%	1 Bps
Operating Profit	1,417	1,295	9.4%	1,523	-6.9%	1,261	12.4%
OM%	18.0%	17.1%	85 Bps	20.5%	-248 Bps	17.6%	40 Bps
Depreciation and Amortization	305	311	-2.0%	312	-2.3%	312	-2.3%
Other Income (net)	148	5	2833.7%	(12)	-1348.1%	(12)	-1348.1%
Profit Before Tax (Before exceptional items)	1,261	989	27.4%	1,199	5.0%	937	34.4%
PBT % (Before exceptional items)	16.0%	13.1%	290 Bps	16.1%	-1610 Bps	13.1%	291 Bps
Exceptional items	-	-	NA	(140)	-100.0%	-	NA
Profit Before Tax	1,261	989	27.4%	1,339	-6.0%	937	34.4%
PBT %	16.0%	13.1%	290 Bps	18.0%	-202 Bps	13.1%	291 Bps
Provision for Tax	288	163	77.1%	265	8.8%	125	129.4%
Minority Interest	112	70	59.5%	72	54.9%	72	54.6%
Profit After Tax (after Minority Int.)	861	756	13.7%	1,003	-14.2%	739	16.3%
PAT%	10.9%	10.0%	91 Bps	13.5%	-256 Bps	10.3%	60 Bps
EPS - INR							
Basic	14.0	12.3	13.8%	16.3	-14.2%	12.0	16.4%

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Particulars (Amount in INR Mn)	FY 18	FY 17	YoY%
Gross Revenues	29,914	28,021	6.8%
Direct Cost	19,179	17,904	7.1%
Gross Profit	10,736	10,117	6.1%
GM%	35.9%	36.1%	-22 Bps
Selling / General And Administration	5,723	5,272	8.6%
SG&A to Revenue %	19.1%	18.8%	32 Bps
Operating Profit	5,012	4,845	3.5%
OM%	16.8%	17.3%	-54 Bps
Depreciation and Amortization	1,274	1,277	-0.3%
Other Income (net)	298	159	87.2%
Profit Before Tax (Before exceptional items)	4,036	3,727	8.3%
PBT % (Before exceptional items)	13.5%	13.3%	19 Bps
Exceptional items	-	221	-100.0%
Profit Before Tax	4,036	3,506	15.1%
PBT %	13.5%	12.5%	98 Bps
Provision for Tax	949	785	20.9%
Minority Interest	285	220	29.4%
Profit After Tax (after Minority Int.)	2,802	2,501	12.1%
PAT%	9.4%	8.9%	44 Bps
EPS - INR			
Basic	45.6	40.8	11.8%

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INR Mn.

Particulars	As at Mar 31 2018	As at Dec 31 2017	As at Mar 31 2017	Particulars	As at Mar 31 2018	As at Dec 31 2017	As at Mar 31 2017
Equity	615	614	614	Fixed Assets	4,500	4,471	4,802
Reserves & Surplus	17,126	16,881	16,251	Capital Work in Progress	7	57	-
NET Worth	17,740	17,495	16,864	Intangible Assets	4,293	4,289	3,674
Borrowings	224	233	253	Current Assets			
Deferred Tax Liability	455	460	387	Cash and Cash Equivalent	8,057	6,906	7,321
Minority Interest	222	197	237	Debtors	5,911	5,672	4,758
				Other Current Assets	2,701	2,514	2,976
				Current Liabilities	(5,115)	(4,368)	(4,479)
				Future Acquisition Liability	(2,943)	(2,313)	(2,282)
				Deferred Tax Assets	1,231	1,156	972
	18,641	18,385	17,742		18,641	18,385	17,742

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Revenue - Reported

INR Mn	Q4FY18	Q3FY18	Q4FY17	FY18	FY17
Revenue	7,888	7,565	7,447	29,914	28,021
Hedge Gain/(Loss)	51	97	157	448	463

Other Income

INR Mn.	Q4FY18	Q3FY18	Q4FY17	FY18	FY17
Income on MF / Net Interest Income / Non-Op Income	119	62	81	329	246
Discounting/Fair Valuation	(3)	-	(10)	-	(8)
Difference in Exchange *	32	(57)	(82)	(32)	(79)
Other Income (net)	148	5	(12)	298	159

* Includes gain/loss on revaluation of foreign currency current assets and liabilities

Vertical Split

%	Q4FY18	Q3FY18	Q4FY17	FY18	FY17
Banking and Financial Services	16%	17%	18%	17%	19%
Insurance	28%	26%	24%	26%	23%
Transport	26%	27%	31%	27%	32%
Manf, Med & Others	29%	27%	25%	29%	23%
Government	1%	3%	2%	1%	3%

Practice Split

%	Q4FY18	Q3FY18	Q4FY17	FY18	FY17
Application Development & Management	66%	65%	66%	66%	67%
IP Assets	7%	7%	6%	7%	7%
Managed Services	19%	19%	17%	19%	18%
SI & PI **	4%	5%	6%	4%	4%
BPO	4%	4%	5%	4%	5%

Geography

%	Q4FY18	Q3FY18	Q4FY17	FY18	FY17
Americas	48%	50%	48%	49%	48%
EMEA	32%	30%	33%	31%	33%
ROW	20%	20%	19%	20%	19%

Revenue Mix

%	Q4FY18	Q3FY18	Q4FY17	FY18	FY17
ONSITE	61%	61%	59%	61%	60%
OFFSHORE	39%	39%	41%	39%	40%
Total	100%	100%	100%	100%	100%

Order Book

\$ Mn	Q4FY18	Q3FY18	Q4FY17	FY18	FY17
Fresh Order Intake	145	130	112	507	457
USA	43	82	40	249	205
EMEA	69	25	47	149	173
ROW	33	23	25	109	78
Executable Order Book over Next 12 Months	339	329	320	339	320

Client Data

No.	Q4FY18	Q3FY18	Q4FY17	FY18	FY17
Repeat Business %	89%	91%	88%	89%	91%
New client Addition:					
USA	2	4	1	13	5
EMEA	4	2	3	9	8
APAC	1	2	-	7	1
India	-	-	1	2	1
Total	7	8	5	31	15

** System Integration and Package Implementation

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DAYS	Q4FY18	Q3FY18	Q4FY17	FY18	FY17
DSO	70	70	64	70	64

Revenue Concentration

%	Q4FY18	Q3FY18	Q4FY17	FY18	FY17
Top 5	29%	30%	34%	30%	33%
Top 10	40%	42%	46%	42%	45%

Client Size

Nos	Q4FY18	Q3FY18	Q4FY17
Between 1 to 5 Million	60	59	55
Between 5 to 10 Million	13	12	10
Above 10 Millin	7	7	8
Total	80	78	73

People Numbers (By Role)

Nos	Q4FY18	Q3FY18	Q4FY17
Billable Personnel			
Onsite	2,088	2,018	1,877
Offshore	6,500	6,217	6,189
Total	8,588	8,235	8,066
Sales and Marketing (Excl GIS)	145	147	133
Sales and Marketing (GIS)	85	85	81
Others	605	614	573
Grand Total	9,423	9,081	8,853

Utilization/Attrition (Excl BPO)

%	Q4FY18	Q3FY18	Q4FY17
Utilization	79.5%	79.0%	81.0%
Attrition Rate	10.5%	10.6%	12.7%

Rupee Dollar Rate

	Q4FY18	Q3FY18	Q4FY17	FY18	FY17
Period Closing Rate	65.14	63.85	64.86	65.14	64.86
Period Average Rate	64.55	64.84	67.39	64.54	67.08

Hedge Position

	Q4FY18	Q3FY18	Q4FY17
USD	65.25	65.25	61.74
GBP	13.05	13.05	13.05
Euro	4.50	4.50	4.50

Average Rates for Outstanding Hedges as on:

	Q4FY18	Q3FY18	Q4FY17
USD	66.90	67.39	70.28
GBP	90.20	88.18	91.50
Euro	79.68	77.84	77.81

Revenue by Project type

%	Q4FY18	Q3FY18	Q4FY17	FY18	FY17
FPP	46%	46%	48%	46%	48%
T&M	54%	54%	52%	54%	52%

Shareholding Pattern

%	Q4FY18	Q3FY18	Q4FY17
FIIIs	41%	39%	29%
Promoters Holding	31%	31%	31%
MFs/ FIs and Banks	14%	16%	22%
NRIs/ OCBs	1%	1%	1%
Others	14%	13%	17%