



Financial Performance – Q3FY18

Jan 19, 2018

Agenda

- **Financial Highlights**
- **Business Update**
- **Financial Statements**
 - Income Statement
 - Balance Sheet
- **Business Analysis**
- **Shareholding Pattern**

Financial Highlights – Q3FY18

Consolidated Revenues at INR 7,565 Mn

- Up 2.6% QoQ, Up 9.0% YoY
- Constant currency revenue growth 1.7%

Operating profits at INR 1,295 Mn

- Up 8.7% QoQ, Up 11.4% YoY
- Operating Margins at 17.1%, Up 96 bps QoQ, Up 37 bps YoY

Net Profits at INR 756 Mn

- Up 12.4% QoQ, Up 21.2% YoY
- ETR at 16.4% due to tax benefit on claiming investment written off as business expense in one of the subsidiaries

Order Intake at \$130 Mn

- \$329 Mn of firm business executable over next 12 months

Business Highlights for Q3FY18

- **BFSI up 4.0% QoQ, Contributes 42.8% (LQ 42.2%)**
 - Ramp up in top accounts in US and Digital engagements in EMEA
 - 5 New accounts added: 2 in the US, 2 in NITL and 1 in APAC
- **Transport up 4.4% QoQ, Contributes 27.5% (LQ 27.1%)**
 - Increase in top accounts in EMEA
 - 1 New account added in the US
- **Manufacturing/Media & Others down 0.9% QoQ, Contributes 29.7% (LQ 30.7%)**
 - Decline in Morris
 - 2 New accounts added: 1 each in the US and APAC

Acknowledgements during the Quarter

- Won *International Airport Review's* award in the Category of Terminal Operations
- Conferred with 'Automation Project of the Year' award from Global Sourcing Association
- Won Business World HR Excellence awards for Change Management
- Conferred with HRO Today Awards 2017 under "Total Rewards & Benefits Excellence category"

Consolidated Qtrly Income Statement

Particulars (INR Mn)	Q3FY18	Q2FY18	QoQ%	Q3FY17	YoY%
Gross Revenues	7,565	7,372	2.6%	6,938	9.0%
Direct Cost	4,811	4,791	0.4%	4,441	8.3%
Gross Profit	2,753	2,582	6.7%	2,497	10.3%
GM%	36.4%	35.0%	138 Bps	36.0%	41 Bps
Selling / General And Administration	1,458	1,391	4.9%	1,335	9.3%
SG&A to Revenue %	19.3%	18.9%	42 Bps	19.2%	5 Bps
Operating Profit	1,295	1,191	8.7%	1,162	11.4%
OM%	17.1%	16.2%	96 Bps	16.8%	37 Bps
Depreciation and Amortization	311	341	-8.7%	321	-3.1%
Other Income (net)	5	87	-94.3%	59	-91.5%
Profit Before Tax	989	937	5.5%	900	9.9%
PBT %	13.1%	12.7%	35 Bps	13.0%	10 Bps
Provision for Tax	163	204	-20.4%	228	-28.6%
Minority Interest	70	61	15.3%	48	45.8%
Profit After Tax (after Minority Int.)	756	672	12.4%	624	21.2%
PAT%	10.0%	9.1%	87 Bps	9.0%	100 Bps
EPS - INR					
Basic	12.3	11.0	12.4%	10.1	21.3%

- Higher gross margins because of increased revenues from NITL, GIS and Digital engagements in US and EMEA
- Increase in SG&A due to marketing events
- Lower other income due to currency loss on revaluation of current assets and current liabilities
- Lower tax expense due to tax credit of INR 74 Mn arising due to claim of investment write off in the books of one of it's subsidiaries on tax filings during the current quarter.

Balance Sheet

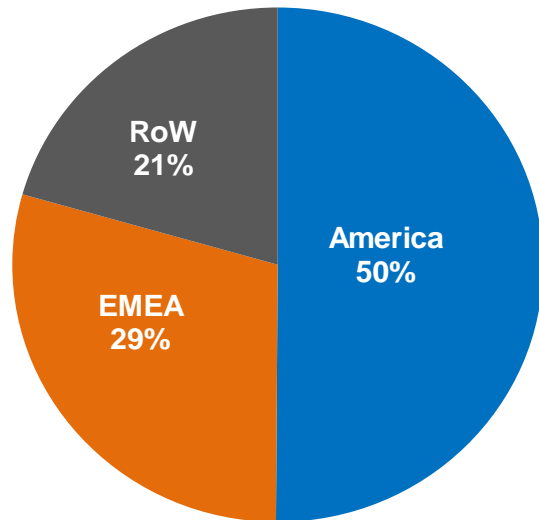
			INR Mn.		
Particulars	As at Dec 31 2017	As at Sep 30 2017	Particulars	As at Dec 31 2017	As at Sep 30 2017
Equity	614	614	Fixed Assets	4,471	4,547
Reserves & Surplus	16,881	16,130	Capital Work in Progress	57	22
NET Worth	17,495	16,744	Intangible Assets	4,289	4,474
			Current Assets		
			Cash and Cash Equivalent	6,906	6,463
Borrowings	233	232	Debtors	5,672	5,279
Deferred Tax Liability	460	476	Other Current Assets	2,644	2,418
Minority Interest	197	189	Current Liabilities	(4,752)	(4,710)
			Future Acquisition Liability	(2,059)	(2,028)
			Deferred Tax Assets	1,156	1,177
	18,385	17,641		18,385	17,641

- Reserves and Surplus up INR 751 Mn over LQ.

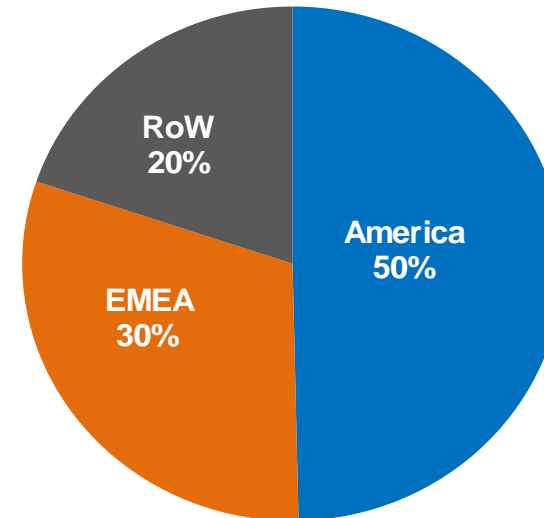
- Cash and Bank Balances up by INR 443 Mn over LQ
- DSO – 70 days (LQ 66 days),
- Capex during the Qtr – INR 127 Mn
- Future acquisition liability is on account of obligation to buy balance stake in Incessant and RuleTek

Geography Mix

Q2 FY'18

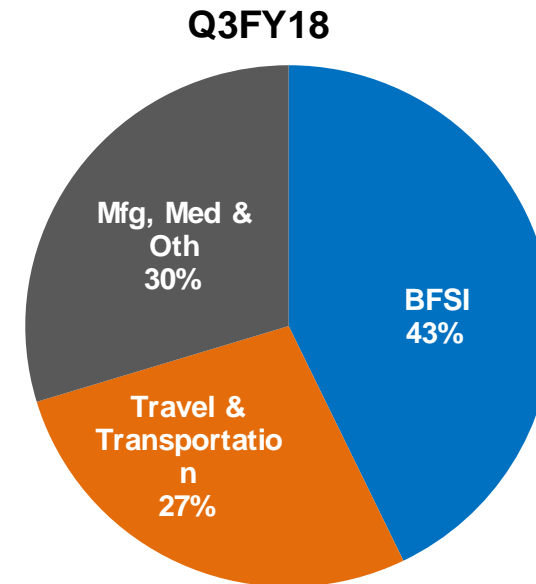
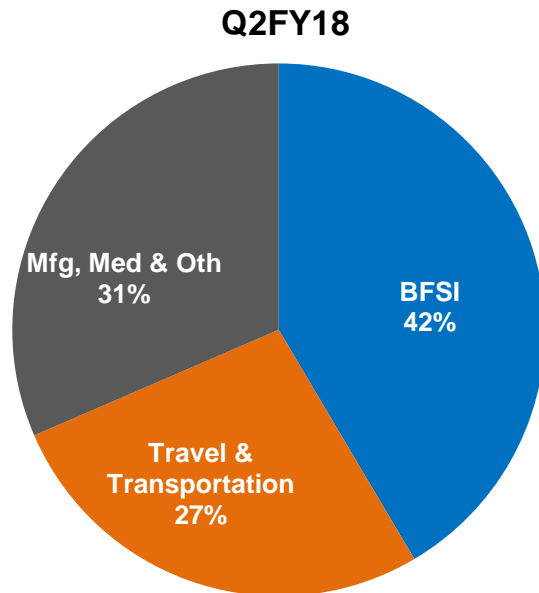


Q3 FY'18



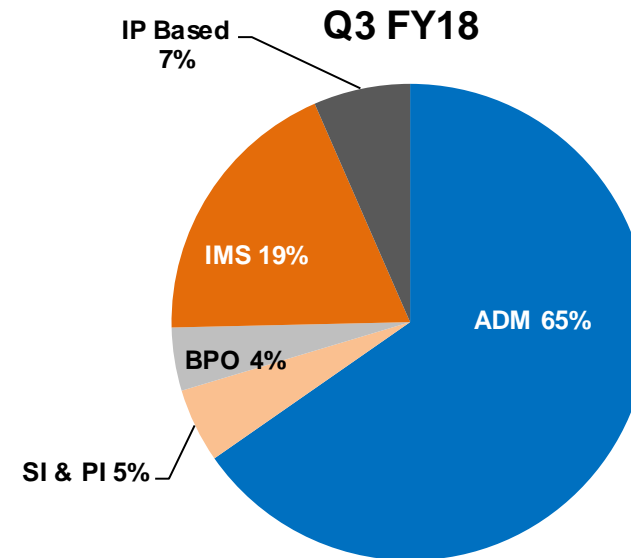
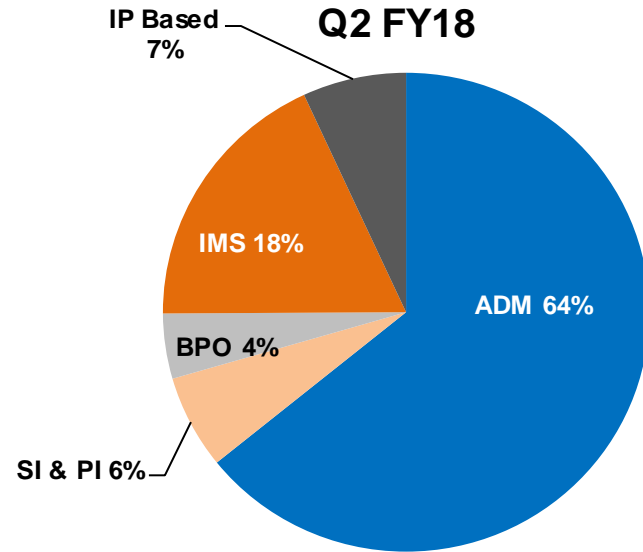
- Growth in US on account of growth in BFSI and digital business
- Strong growth in EMEA due to ramp up in T&T, NITL and digital business
- Revenues drop in APAC due to seasonally soft quarter

Vertical Mix



- Growth in BFSI due to continued ramp up in US top clients and NITL
- Growth in T&T due to growth in EMEA
- Decline in Mfg, Med & Others primarily due to ramp down in Morris

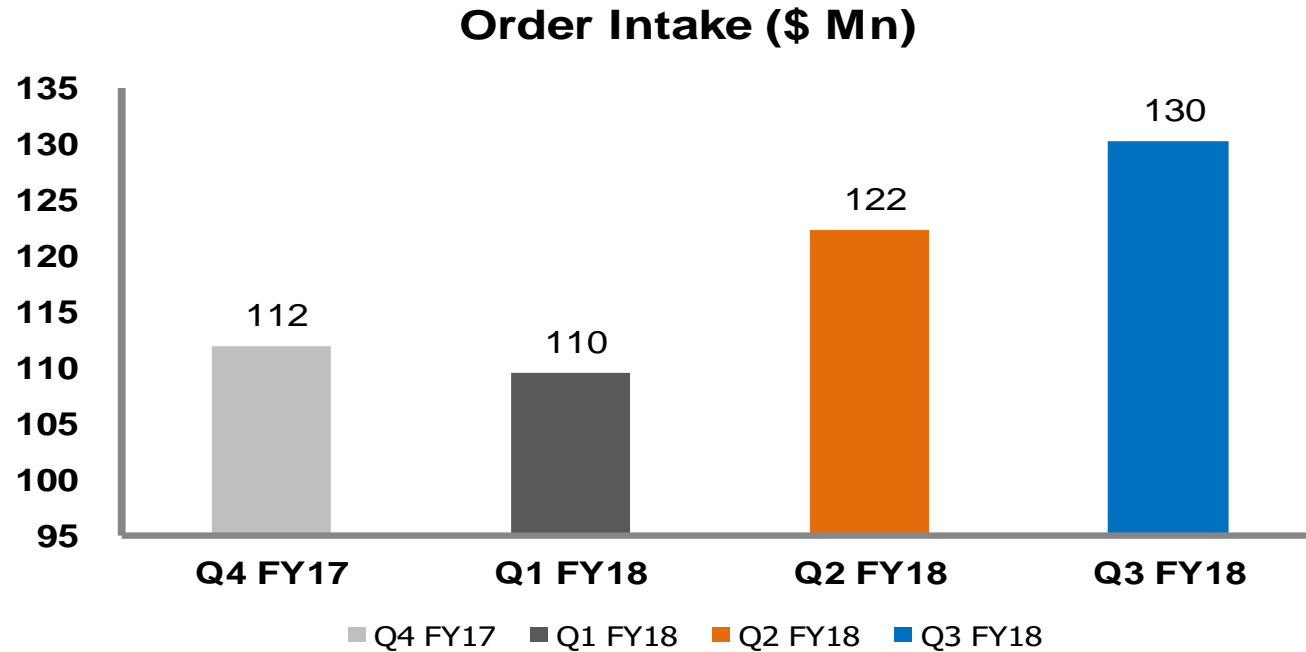
Service Mix



Q3 FY18

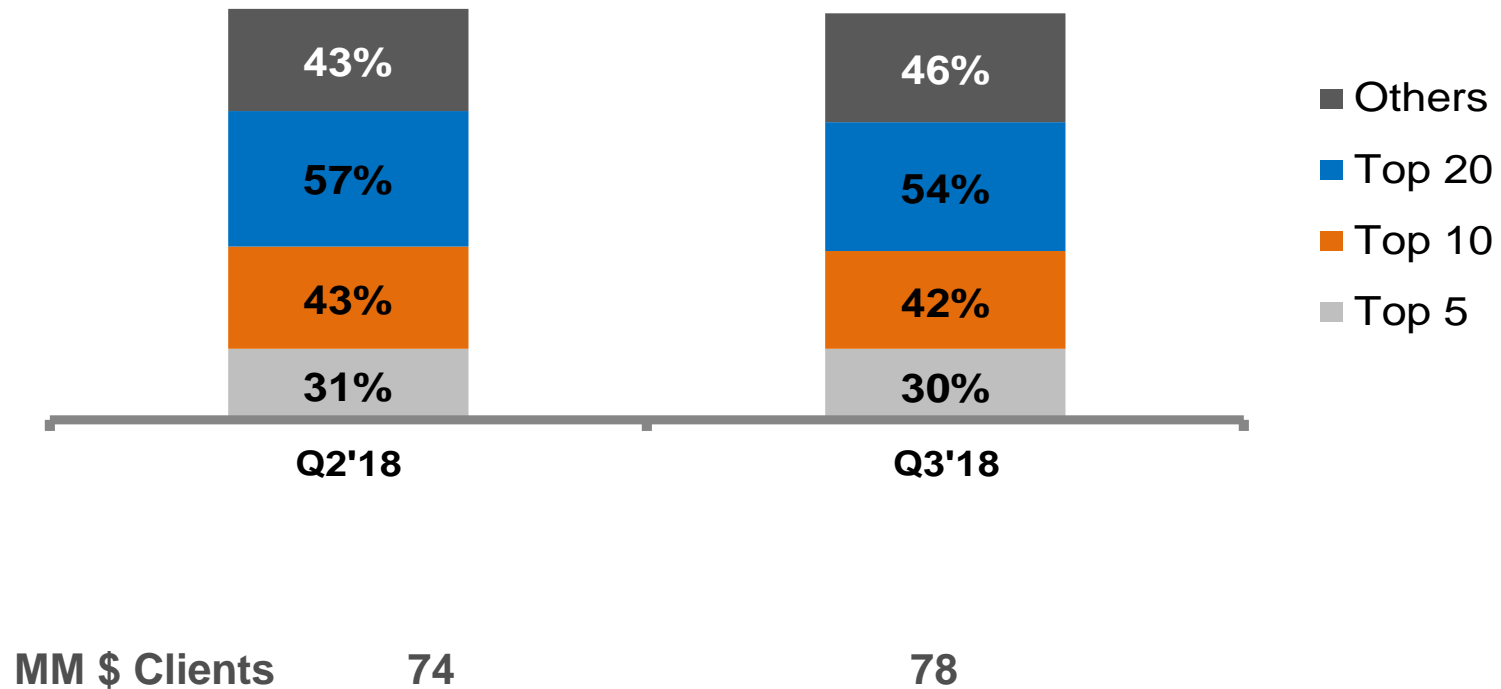
- Growth in ADM revenues due to growth in US and digital business
- Digital revenues at 25%, reflecting sequential growth of 11%
- Growth in NITL

Order Intake

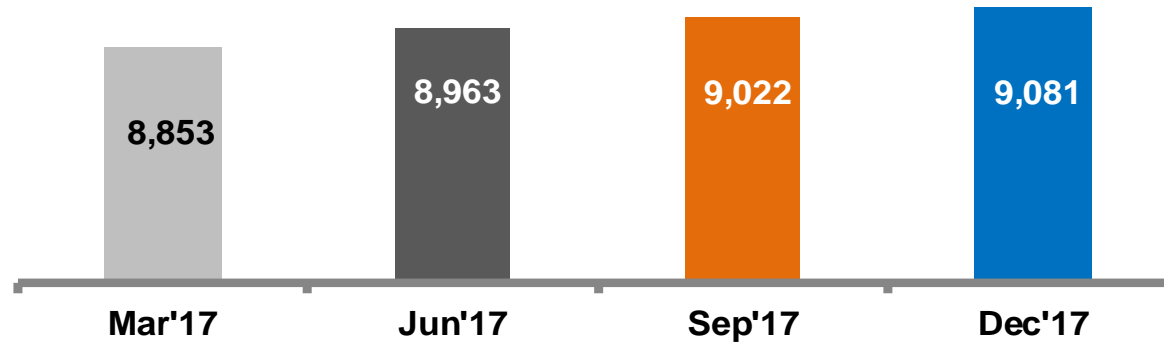


- 8 new customers added: 4 in US, 2 in EMEA and 2 in ROW
- \$130 Mn order intake in the quarter leading to \$ 329 Mn of firm business executable over next 12 months
- Geographical breakdown of order intake – US (82 Mn), EMEA (25 Mn), ROW (23 Mn)

Top Client Mix

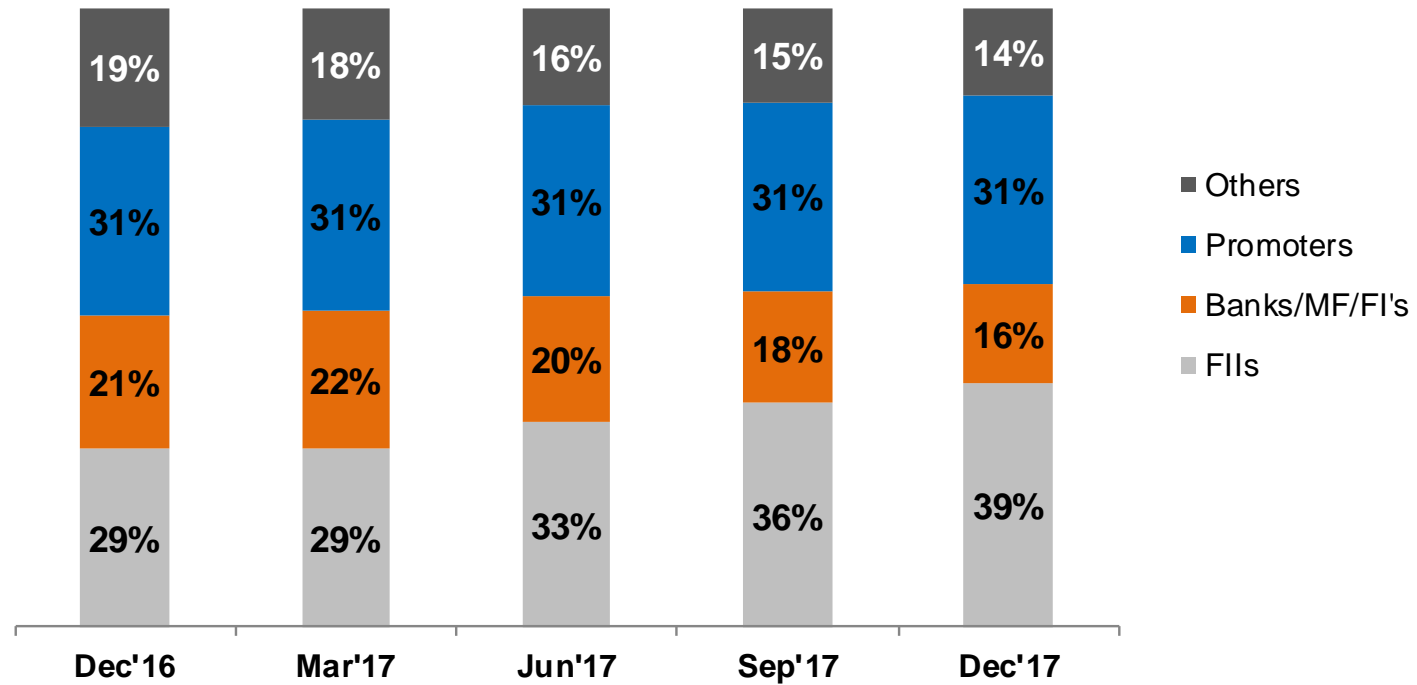


People Data



	Mar'17	Jun'17	Sep'17	Dec'17
Net Additions	44	110	59	59
Attrition%	12.72%	12.12 %	11.36%	10.57%
Utilization	81.00%	81.20%	79.50%	79.00%

Shareholding Pattern





Thank You