

# ALL HANDS ON DECK

## Q2 FY22 Earnings Release

Quarter & Half-year Ended  
September 30, 2021

# Business Highlights



**5 NEW LOGOS**  
added to our clientele



**5 New Wins**  
USD 1 - 5 Mn



**2 Successful  
Recompete Wins**  
from Federal  
clients



**Significant Wins**  
across the  
technology services  
vertical

# Half-Yearly Performance



Q2 FY22
<b>74.10</b>
Period Average Rate
<b>74.28</b>
Period Closing Rate

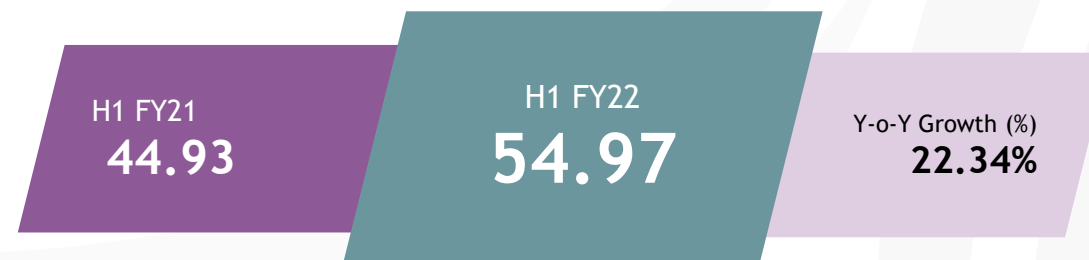
Q1 FY22
<b>73.84</b>
Period Average Rate
<b>74.35</b>
Period Closing Rate

Q2 FY21
<b>74.32</b>
Period Average Rate
<b>73.70</b>
Period Closing Rate

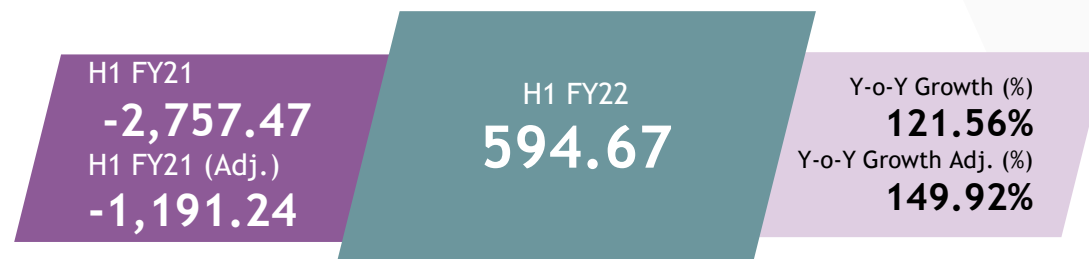
## Total Revenue (INR Millions)



## Total Revenue (USD Millions)



## EBITDA (INR Millions)



## EBITDA (USD Millions)



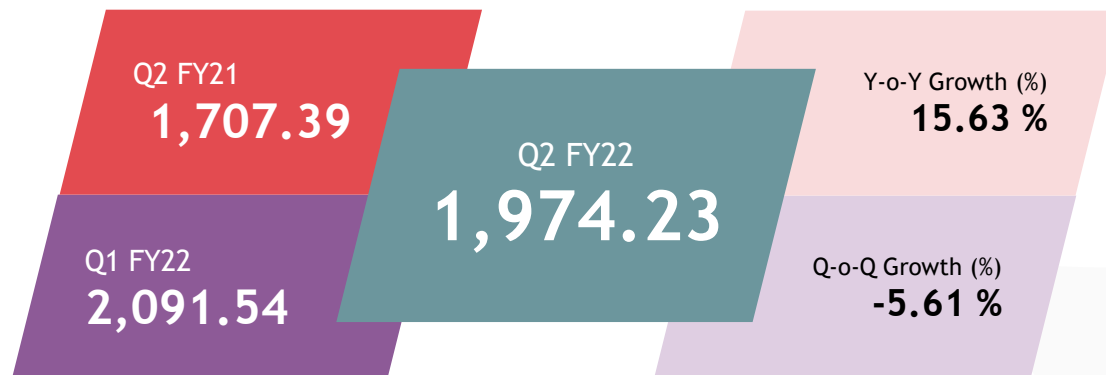
**Significant Y-o-Y Growth** of Revenue and EBITDA

# Quarterly Performance



Q2 FY22	Q1 FY22	Q2 FY21
<b>74.10</b>	<b>73.84</b>	<b>74.32</b>
Period Average Rate	Period Average Rate	Period Average Rate
<b>74.28</b>	<b>74.35</b>	<b>73.70</b>
Period Closing Rate	Period Closing Rate	Period Closing Rate

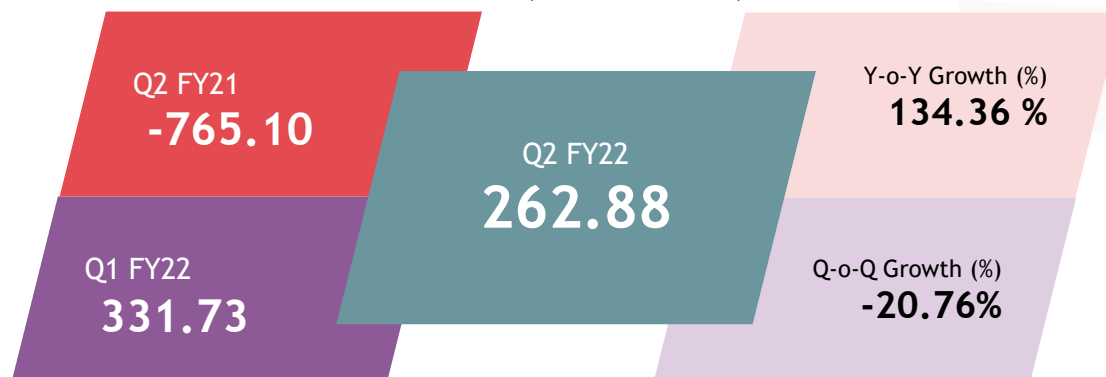
## Total Revenue (INR Millions)



## Total Revenue (USD Millions)



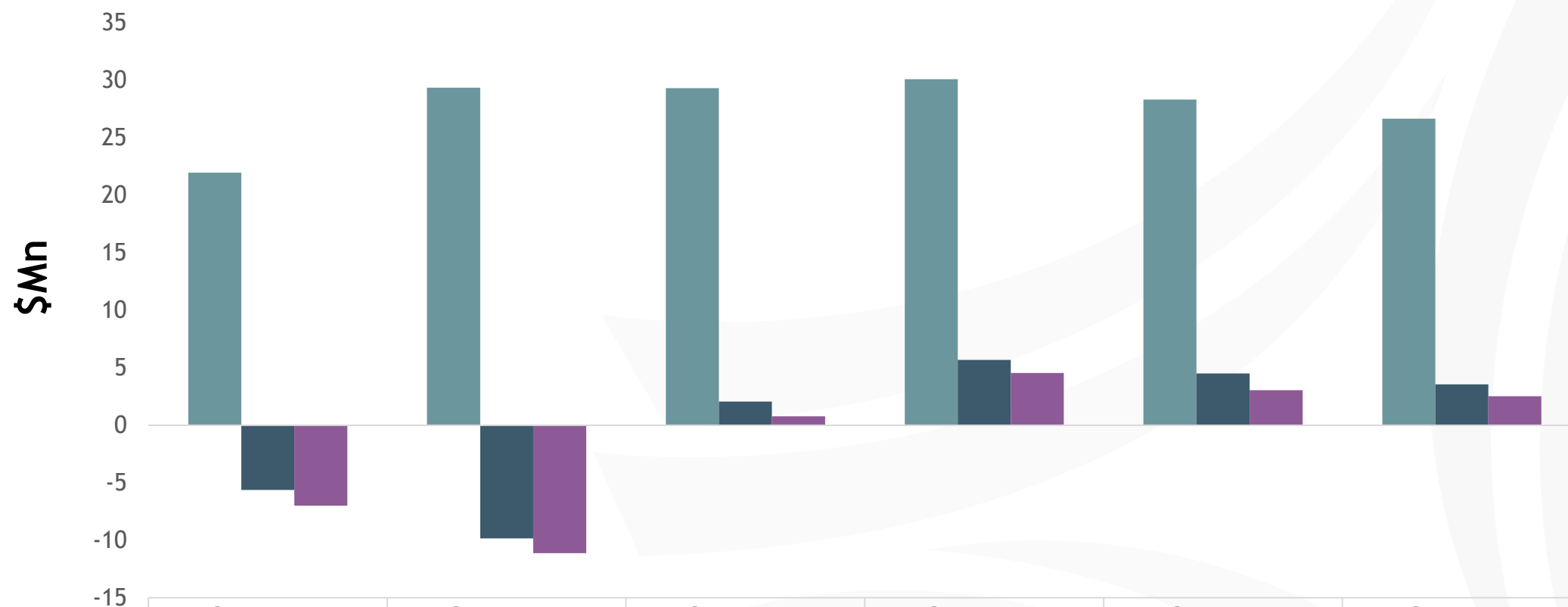
## EBITDA (INR Millions)



## EBITDA (USD Millions)



# Financial Performance of Last Six Quarters



	Q1 FY 21	Q2 FY 21	Q3 FY 21	Q4 FY 21	Q1 FY22	Q2 FY22
■ Revenue	21.96	29.34	29.31	30.09	28.32	26.64
■ EBITDA	-5.64	-9.85	2.05	5.68	4.49	3.55
■ Op. Cash Profit	-6.99	-11.12	0.78	4.54	3.04	2.52

# Profit & Loss account

All figures in USD Mn

Particulars	FY 21	Q1 FY 22	Q2 FY22	H1 FY 22
Revenue from Operations	104.3	28.3	26.64	55.0
Other Income	1.6	0.3	0.31	0.7
<b>Total Income</b>	<b>105.9</b>	<b>28.7</b>	<b>26.95</b>	<b>55.6</b>
Expenses				
Cost of Revenue	25.4	8.2	7.0	15.2
Employee benefits expenses	63.9	12.6	12.8	25.4
Finance Costs	5.0	1.5	1.0	2.5
Depreciation and amortisation	15.6	3.4	3.5	6.9
Other Expenses	25.0	3.3	3.6	7.0
<b>Total Expenses</b>	<b>134.8</b>	<b>29.0</b>	<b>27.9</b>	<b>56.9</b>
<b>Profit / (Loss) before before exceptional items and tax</b>	<b>(28.8)</b>	<b>(0.3)</b>	<b>(1.0)</b>	<b>(1.3)</b>
Exceptional Items	30.3	-	-	-
<b>Profit / (Loss) before before tax</b>	<b>(59.1)</b>	<b>(0.34)</b>	<b>(0.96)</b>	<b>(1.3)</b>
Tax Expense	1.8	0.1	0.2	0.3
<b>Profit / (Loss) for the year</b>	<b>(61.0)</b>	<b>(0.4)</b>	<b>(1.2)</b>	<b>(1.6)</b>

# Balance Sheet

All figures in USD Mn

Particulars	H1 FY 22	% Composition	FY 21	% Composition
<b>LIABILITIES</b>				
Shareholders' funds	150	60%	151	61%
Total outside borrowings	68	27%	70	28%
Other non-current liabilities	7	3%	8	3%
Current liabilities & Provisions	24	10%	19	8%
<b>TOTAL LIABILITIES</b>	<b>250</b>	<b>100%</b>	<b>248</b>	<b>100%</b>
<b>ASSETS</b>				
Non-Current Assets				
Fixed Assets (Net)	124	50%	126	51%
Other Non-Current Assets	7	3%	7	3%
Current Assets				
Cash & Cash Equivalents	4	2%	5	2%
Trade Receivables	65	26%	66	26%
Other Current Assets	50	19%	45	18%
<b>TOTAL ASSETS</b>	<b>250</b>	<b>100%</b>	<b>248</b>	<b>100%</b>

# THANK YOU

*For more details, please contact:*

[investorrelations@takesolutions.com](mailto:investorrelations@takesolutions.com)



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