

# TCS Financial Results

Quarter II FY 2021-22

Oct 08, 2021



## Disclaimer

Certain statements in this release concerning our future prospects are forward-looking statements. Forward-looking statements by their nature involve a number of risks and uncertainties that could cause actual results to differ materially from market expectations. These risks and uncertainties include, but are not limited to our ability to, manage growth, intense competition among global IT services companies, various factors which may affect our profitability, such as wage increases or an appreciating Rupee, our ability to attract and retain highly skilled professionals, time and cost overruns on fixed-price, fixed-time frame contracts, client concentration, restrictions on cross-border movement of skilled personnel, our ability to manage our international operations, reduced demand for technology in our key focus areas, disruptions in telecommunication networks, our ability to successfully complete and integrate potential acquisitions, liability for damages on our service contracts, the success of the companies in which TCS has made strategic investments, withdrawal of governmental fiscal incentives, political instability, legal restrictions on raising capital or acquiring companies outside India, unauthorized use of our intellectual property and general economic conditions affecting our industry. TCS may, from time to time, make additional written and oral forward-looking statements, including our reports to shareholders. These forward-looking statements represent only the Company's current intentions, beliefs or expectations, and any forward-looking statement speaks only as of the date on which it was made. The Company assumes no obligation to revise or update any forward-looking statements.

# Q2 FY22 Performance Highlights

## ➤ Revenue:

- INR Revenue of **₹ 468,670 Mn**, up **16.8% YoY**
- USD Revenue of **\$ 6,333 Mn**, up **16.8% YoY**
- Constant currency revenue **up 15.5% YoY**

## ➤ Profit:

- Operating Margin at **25.6%**
- Net Margin at **20.5%**
- Cash flow from operations at **103.3%** of net profit

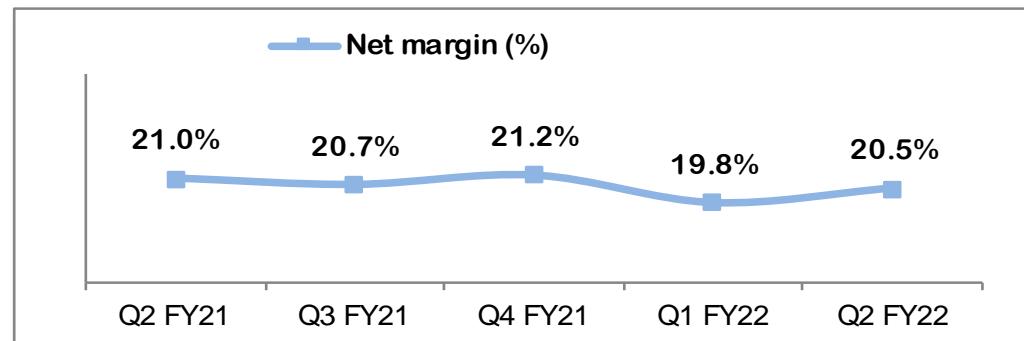
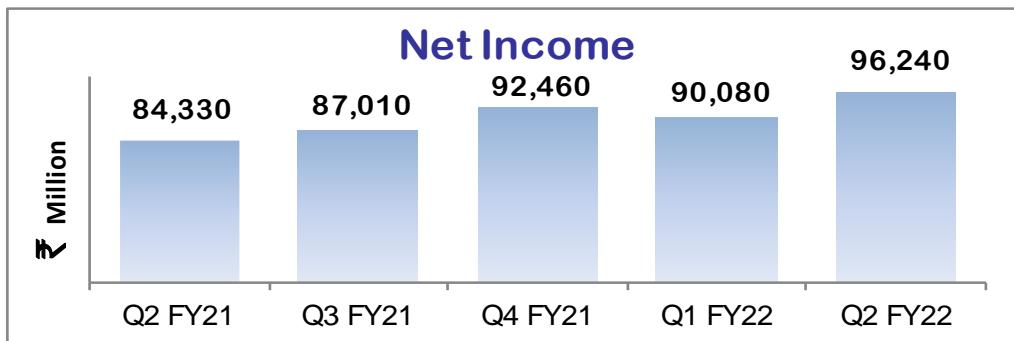
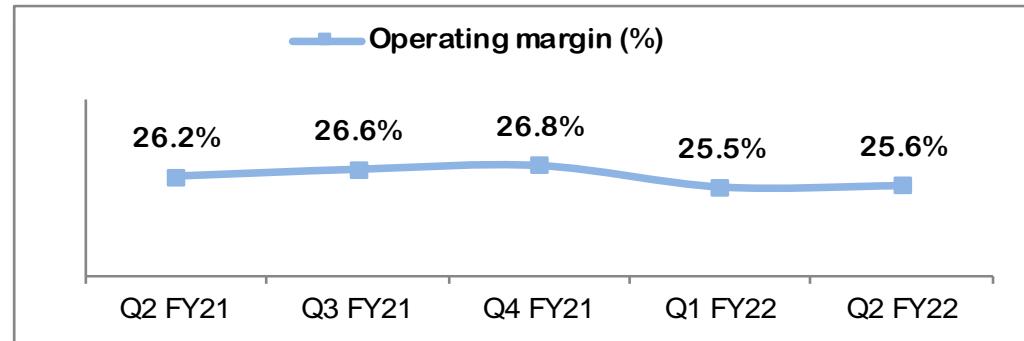
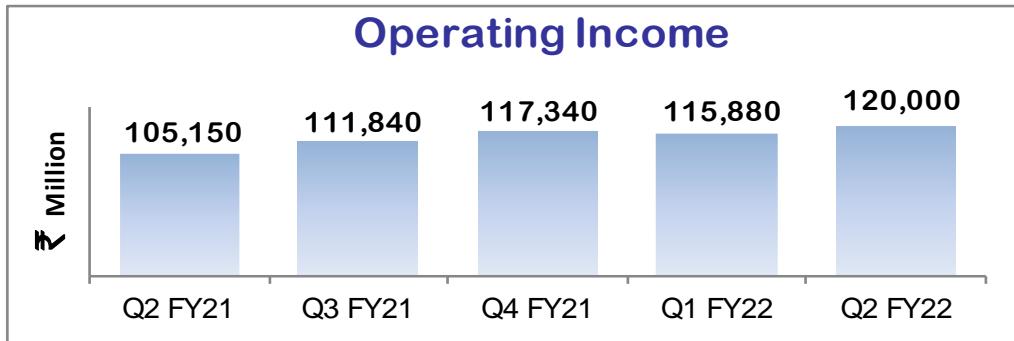
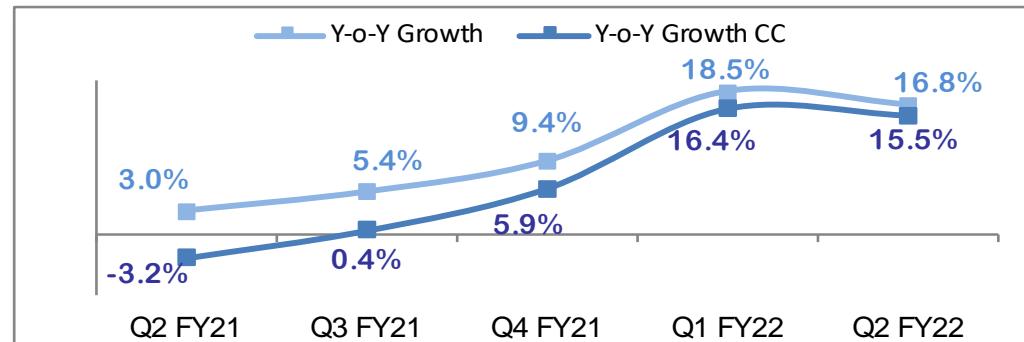
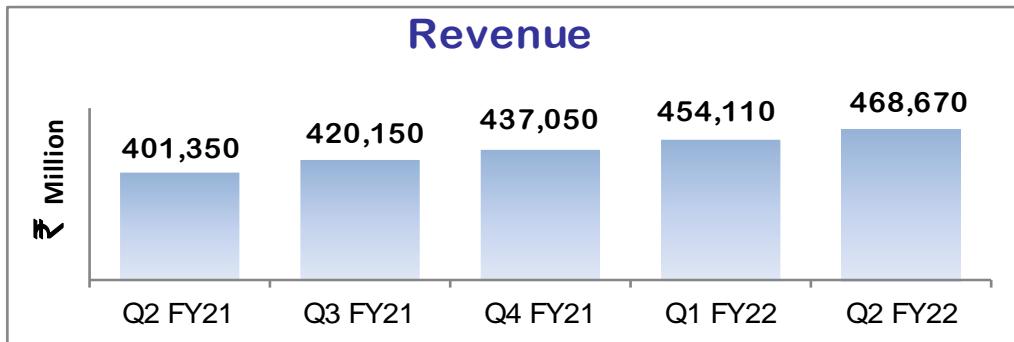
## ➤ Demand:

- Clients \$100M+ up by 5 ; \$50M+ up by 17 ; \$20M+ up by 19 & \$10M+ up by 31 YoY

## ➤ People:

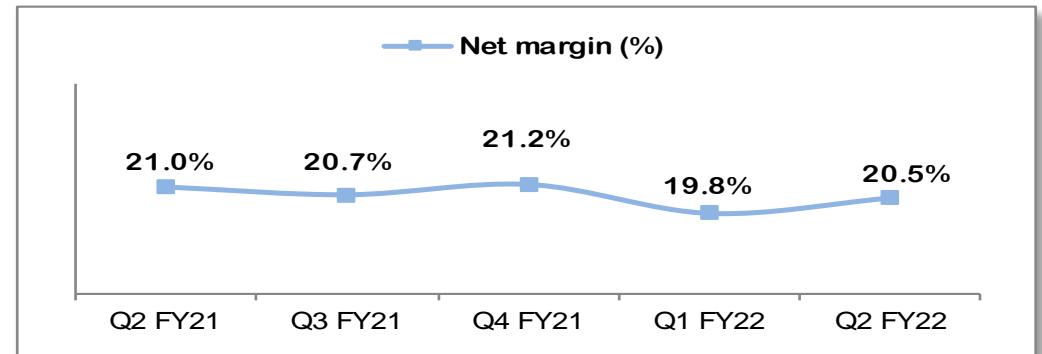
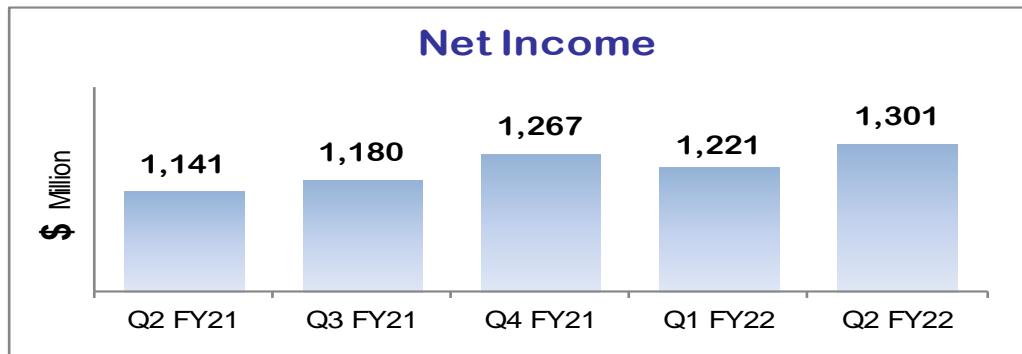
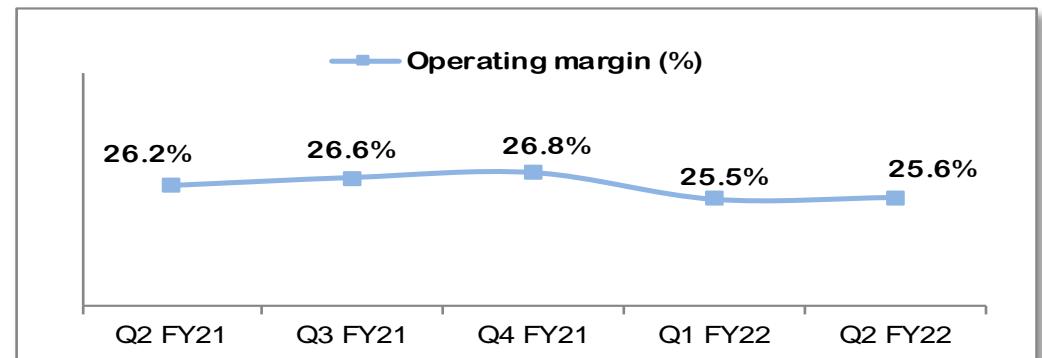
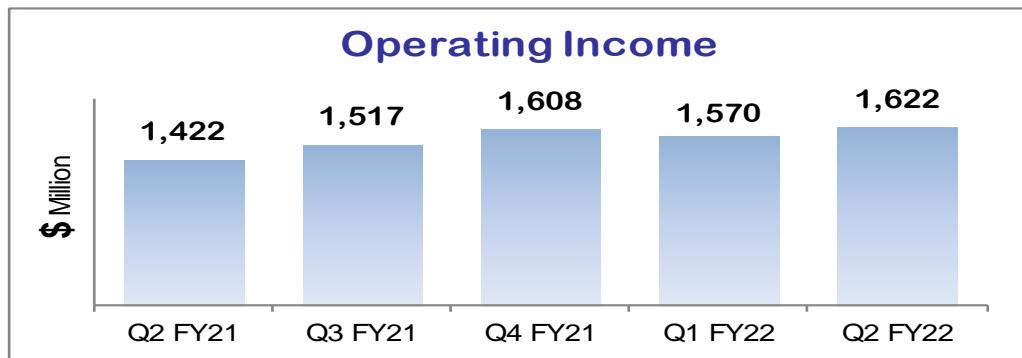
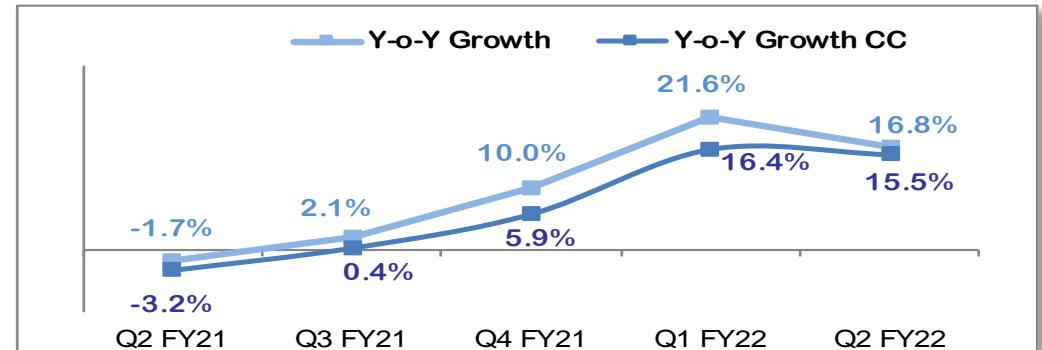
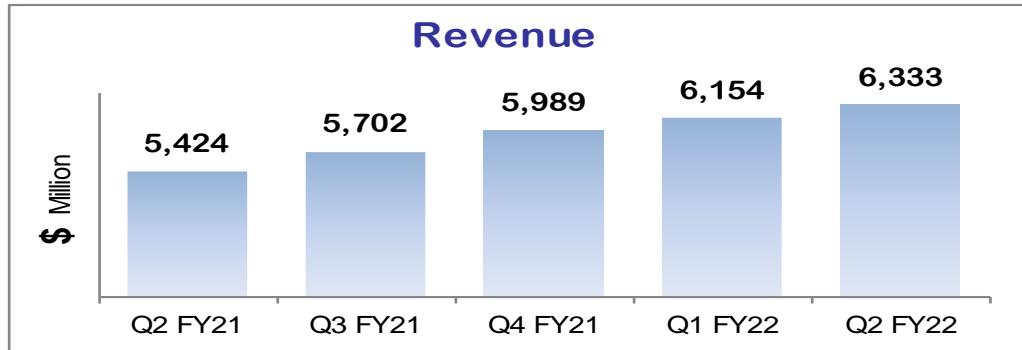
- Net addition of **19,690** associates, closing headcount: **528,748**
- LTM attrition at **11.9%** in IT Services

# Growth Summary (INR)



\*Q2FY21 excludes legal claim provision

# Growth Summary (USD)



\* Q2 FY21 excludes legal claim provision

# Operational Parameters

# Growth by Market

Geography (%)	Q2 FY21	Q2 FY22	Y-o-Y CC Growth
<b>Americas</b>			
North America	49.9	<b>50.3</b>	<b>17.4</b>
Latin America	1.7	<b>1.6</b>	<b>15.2</b>
<b>Europe</b>			
UK	15.5	<b>16.1</b>	<b>15.6</b>
Continental Europe	16.3	<b>15.9</b>	<b>13.5</b>
<b>Asia Pacific</b>			
India	9.7	<b>9.0</b>	<b>7.6</b>
MEA	5.0	<b>5.1</b>	<b>20.1</b>
<b>Total</b>	1.9	<b>2.0</b>	<b>13.8</b>
<b>Total</b>	100.0	<b>100.0</b>	<b>15.5</b>

# Growth by Domain

Vertical (%)	Q2 FY21	Q2 FY22	Y-o-Y CC Growth
<b>BFSI</b>	32.0	<b>32.4</b>	<b>17.0</b>
<b>Retail &amp; CPG</b>	14.6	<b>15.0</b>	<b>18.4</b>
<b>Life Sciences &amp; Healthcare</b>	9.8	<b>10.0</b>	<b>19.0</b>
<b>Manufacturing</b>	9.4	<b>9.9</b>	<b>21.7</b>
<b>Technology &amp; Services</b>	8.9	<b>8.8</b>	<b>14.8</b>
<b>Communication &amp; Media</b>	6.5	<b>6.5</b>	<b>15.6</b>
<b>Regional Markets &amp; Others</b>	18.8	<b>17.4</b>	<b>6.4</b>
<b>Total</b>	100.0	<b>100.0</b>	<b>15.5</b>

# Service Lines Commentary

- Strong demand for Growth & Transformation services as companies take a long-term view of their businesses, with improving global vaccination levels & business outlook.
- Broad-based growth for our services led by Cloud, Enterprise Application Services, Analytics and IoT.
- Key growth & transformation themes which saw strong resonance with customers this quarter include – Cloud Modernization, Customer & Employee Experience, Cyber Security & Automation.
- QET Customer Experience (CX) Assurance platform has achieved the milestone of 100 clients within 3 years of launch.
- TCS was recognized as Google Cloud's 2020 Breakthrough Partner of the Year.
- TCS is the leader in driving Azure production deployments, leading to #1 position globally in Azure Consumption Revenue (ACR) for Microsoft in FY21.



## Cloud & Security Services

With Cloud as the unifying digital fabric, and having secured resilience, our clients are now well on their multi-year growth and transformation journeys. We continue to see traction for core applications migration to Cloud, workplace services and modernization initiatives leveraging cloud native development. TCS Cyber Defense suite, is seeing strong traction and now has 50+ customers. Managed security services, including Identity and Access Management, vulnerability assessment and threat response saw strong demand.



## Enterprise Application Services

Enterprises continue to invest in growth & transformation programs, and the focus remains on building digital platforms of the future. Growth was led by e-Commerce & customer experience, supply chain, and human capital management solutions leveraging SAP S/4HANA & Salesforce.



## Consulting & Services Integration

C&SI continues to deliver strategic transformation programs and providing business outcomes focused thought leadership for client pursuits & deliveries. Services driving growth this quarter were Supply Chain & NextGen Enterprise Transformations.



## Engineering & Industrial Services, IoT

The convergence of hi-tech and manufacturing is spawning several initiatives designed to re-imagine industrial processes. Next-Gen Asset Life Cycle Management, Vehicle Engineering, & Digital Thread are key themes driving the demand for Engineering and IoT services across these sectors. TCS Bringing Life to Things™ is emerging as a key enabler in the connected enterprise initiatives of marquee customers.



## Analytics & Insights

TCS is driving the data centricity agenda for customers leading to superior customer experience and enhanced profitability. Our Analytics and Insights offerings on DATOM™, DAEzMo™, Decision Fabric™ are seeing strong resonance. Growth for the quarter was led by data modernization, customer & supply chain analytics services during the quarter.



## Cognitive Business Operations

TCS Cognix™ and MFDM™ powered 5 very large deal wins by driving digital transformation of operations. Data Center, Network and F&A services led the growth. Cognix™ continues to make strong strides with the customer installed base crossing 150 and customers deriving business agility, enhanced user experience, operational resilience and P&L benefits.

# Client Parameters

Clients Contribution	Q2 FY21	Q2 FY22
US\$ 1m+ Clients	1076	<b>1138</b>
US\$ 5m+ Clients	565	<b>609</b>
US\$ 10m+ Clients	386	<b>417</b>
US\$ 20m+ Clients	228	<b>247</b>
US\$ 50m+ Clients	97	<b>114</b>
US\$ 100m+ Clients	49	<b>54</b>

\*Last Twelve Months' services revenues

# Key Highlights (1/5)

## Cloud & Cyber Security

- Selected by **Transport for London**, to design, implement and operate a new smart mobility system that will reimagine the taxi and private hire licensing & registration in the City of London. TCS solution is powered by TCS' DigiGOV™ platform on AWS cloud enabling scalability to accommodate future growth. This system will support payment gateway, link to vehicle inspections, administration, and other digital functions. It will enhance customer experience, enable channel shift and future requirements including connected, shared, electric, autonomous vehicle registrations.
- Selected by a leading home merchandise retailer, for building an efficient, scalable, resilient, and secure enterprise data platform with a robust architecture supporting state of the art capabilities, including self service. TCS will modernize existing data and analytics platform by migrating it to a leading hyperscaler cloud platform utilizing native features to enable accelerated consumption of data and produce actionable insights to run the business.
- Chosen by an American supercenter retail chain, to modernize and transform its finance system. TCS will modernize and migrate the current system on a leading hyperscaler cloud platform and re-engineer the current processes to give real time view of balances and inventory across stores, improvise costing and journal entries.
- Engaged by one of USA's largest groceries retailers, for its digital transformation journey to accelerate business value and time to market with a goal of more-than-doubling the sales through its Digital and eCommerce channels. TCS as the digital technology partner will modernize its application portfolio leveraging a leading hyperscaler cloud platform and provide functional, scalable, resilient, and secure services to enable richer customer experience.
- **Swiss Re** has selected TCS as a strategic partner to design & develop NextGen Credit and Surety Insurance Underwriting platform. As part of Digital Transformation and Cloud First strategy, this Azure-based solution will focus on enabling smart decisioning through deep Analytics and improve operational efficiency through Machine First approach. As Transformation Partner, TCS is working with Swiss Re to build the core foundation for state-of-the-art client services and help business expansion to new markets.
- Selected by a leading Australian media company, to modernize their contact center by leveraging a conversational AI driven cloud-based platform. The program will reimagine the customer journeys and drive self-service, automation and personalization for end customers. This will deliver superior customer experience, while improving the flexibility, agility and operational efficiency of the contact center services.
- Selected by one of UK's leading supermarket chains, as the preferred partner to provide cyber security services post separation from another large legal entity. TCS will secure the IT setup on a public cloud foundation and provide integrated service delivery & security assurance services such as vulnerability management, threat detection and response, firewall and network security services.
- Selected by a leading manufacturer of paper-based packaging solutions, as the preferred partner for managed security engineering services and improving operational resilience across identity and access management, network security, endpoint security and data security.
- Selected by a leading American sustainable energy generation and distribution company, to provide cyber security services. TCS services include security operation center (SOC), endpoint security, vulnerability management, data security, network security and IAM services.
- Selected by an Australian retail drinks and hospitality company, as the Cyber Security services partner. TCS will leverage a leading public cloud computing platform to provide managed detection & response services, identity and access management services.

# Key Highlights (2/5)



## Consulting & Services Integration, Enterprise Application Services

- Engaged by a leading North America based medical devices company, as a strategic IT partner for divestiture of its 3 business lines. TCS will develop the roadmap and leverage its Divestiture Factory Model to set up the IT infrastructure on a leading cloud platform. TCS will also program manage the transition for the carved-out entity enabling seamless Day 1 readiness.
- Selected by **Wabtec Corporation**, a leading American transport solutions provider as the strategic partner for their Shared Services led Finance Transformation Initiative. TCS will lead the design and roll out of a new operating model powered by automation & harmonized processes for increased efficiency & improved quality.
- Selected by a distributor of dental and medical products and services, to lead the global transformation of its ecommerce channels. This new cloud-based platform will help improve the customer experience and help in expanding the customer base, increase retention and lower cost of sales.
- Cordis**, a worldwide leader in cardiovascular and endovascular medical devices, selected TCS to help transform Cordis into one of the most innovative medical device organizations. TCS will enable Cordis to standup as an independent company achieving global autonomy. TCS plans to drive this transformation by leveraging the integrated strengths of Cloud, Analytics, Workplace Services in a MFDM™ operating model to better serve and delight Cordis teammates and customers globally.
- Carrefour Belgium** partners with TCS to drive an end-to-end Business Transformation Program on SAP S/4 HANA, leveraging deep expertise in retail, supply chain and logistics. Over the next two years, TCS will collaborate closely with Carrefour to redesign their order proposal and forecasting model in a bid to reduce waste and price markdowns. The enhancements envisaged will also reimagine and reconfigure the financial processes in alignment with its overall vision and strategy.
- M&S**, a major British multinational retailer, has successfully implemented the HR Transformation Programme in partnership with TCS. This programme helps M&S elevate Colleague Experience, Future Proof its HR Function and Accelerate its Digital Transformation Journey. TCS leveraged its Expertise in Transformation Readiness and Oracle HCM Cloud implementation, along with Deep Contextual Knowledge and Business 4.0 Thought Leadership Framework to deliver this Transformation.
- Selected by a leading consumer goods company in Europe, to enable the divestiture of their domestic appliance business and drive their business transformation into a state-of-the art Digital-First CPG company. TCS will design, build, and implement brand new, greenfield processes and applications to setup the new entity as an agile D2C company, and manage its technology landscape.



## IoT, Engineering & Industrial Services, Analytics & Insights

- Selected by **Element Fleet Management Inc.** to deliver last phase of Ordering platform. TCS will integrate 5 New OEMs, create new and enhanced driver ordering interface, build advanced digital payment gateway and expand ordering capabilities to Canadian region. Post completion of this engagement 1800+ Customers will be migrated to new Ordering platform and support ~125K+ vehicle Orders.
- Engaged by a US-based leading media and entertainment company, to implement a unified data experience platform that will provide a reusable framework and Data-as-a-Service to all its downstream users & business units. TCS will also transform its supply chain processes including redesign of existing processes & implement a leading industry solution.
- Rabobank**, a leading European Bank has partnered with TCS to run a Global Business Partner Management program to implement contract life cycle management & compliancy. This program implements a Global Source to Contract product suite in the Rabobank procurement landscape aiming to mitigate risk by bringing transparency in vendor risk management.
- Selected by a European cloud-based location platform and technology company, to build navigational content management and a Geographic Information System for next generation technology powered features such as autonomous driving & 3-Dimensional maps. TCS will provide solutions for real-time map visualization, reliable routing, and robust geocoders as part of the platform.
- Selected by a European Multinational Oil & gas company, as the strategic partner for its Digital Oil Field program. TCS will deploy an IoT based solution to capture sub surface data for consumption by downstream systems and analytics dashboards for optimal decisioning by engineering teams.
- Chosen by an American multinational aerospace & defense company, to transform its application ecosystem with focus on modernization, rationalization & sustenance. TCS will provide engineering & application services spanning manufacturing & quality, factory support and product data management.

# Key Highlights (3/5)



## Cognitive Business Operations

- Selected by a large US-based utility company, to embark on a multi-year transformation journey across multiple functions: core utility metering, finance, supply chain and HR processes in the highly regulated company. TCS will leverage its MFDM™ Framework along with TCS Cognix™ to drive digital adoption, and process automation bringing in efficiencies, agility and enriching experience for their customers.
- Selected by a leading US-based automobile manufacturing company, as its preferred partner for IT services management. TCS will leverage its Cognix™ solution suite for Agile Services Management, and Software Asset & Configuration management services to enhance customer experience & improve process efficiencies.
- Chosen by a European pharmaceutical manufacturer, to transform their persona aligned user experience and enhance productivity by adopting digital native capabilities leveraging TCS' tools & frameworks in cloud & analytics.
- Selected by a leading American corporation in print and digital document products and services industry, to modernize finance operations. TCS will digitally transform and automate the business processes leveraging Cognix™ AI/ML capabilities. This initiative will lead to increased efficiency and improved user experience.
- Selected by a European integrated oil and gas company, to transform their user experience. TCS will build the foundation for Workplace of future leveraging TCS Cognix™ for Workspace in Agile Product based Operating Model.
- TCS will enable **CEMEX's** Global HR Digital Transformation, which involves Technology, People and related processes. CEMEX is a global construction materials company based in Mexico and has a workforce of more than 43,000.
- Chosen by **NXP Semiconductors**, a Dutch Semiconductor Manufacturer, to transform their Infrastructure Operations globally, including Service Desk, Workplace and Data Center. TCS will leverage MFDM™ and ignio™ powered solutions to drive transformation of operations for improved customer experience & effectiveness. The futuristic IT support model will help to scale up their production capacity, create a resilient supply chain while maintaining highest level of security for critical component manufacturing.

## TCS Interactive, Quality Engineering & Transformation

- **Australian Institute of Company Directors (AICD)** selected TCS to modernize and transform its online member experience. This will involve design and development of a new re-platformed digital channel using cloud-based technologies to improve member value.
- Chosen by a leading Swiss based pharmaceutical company, to provide human centric, hyper personalized and experience driven B2B customer journeys for its health care professionals. TCS will implement next generation eCommerce solution leveraging a leading commerce cloud platform.
- A Middle East based media platform and content production company, has selected TCS W12 as their design agency to provide strategic design services for a new OTT platform in the Middle East. Customer plans to launch a differentiated OTT service to Arabic users aiming to significantly increase subscriber base with ability to provide new content such as drama shows, original TV shows and documentaries.
- Chosen by a leading Japanese Airlines to deliver a personalized and engaging digital customer experience. TCS will implement an 'Insights Driven Experience' platform on a leading digital marketing product to provide an omnichannel personalized experience to visitors and customers with ability to measure customer behavior & deploy targeted campaigns.
- Chosen by a multilateral development financial institution, as a strategic QA partner for their vendor consolidation and managed testing services. TCS will leverage QET platforms to enhance its overall automation & performance quotient establishing strong CI/CD enablement for improved agility, customer experience and speed to market.
- Chosen by a leading global pharma retail & health services company, as the QA partner to transform the testing services portfolio. TCS will leverage its QET platforms to implement transformation initiatives thus enhancing the overall quality of business and IT systems, improve time to market and customer experience

# Key Highlights (4/5)



- **Apoteket**, Sweden's largest pharmacy chain has expanded its existing relationship with TCS. TCS has been selected as a sole partner to drive IT delivery, growth and digital transformation for the government owned pharmacy to provide superior customer experience to Apoteket's customer and bring in business agility towards strengthening its market presence. Through this multi-year partnership TCS will now provide end to end services by adding application maintenance and development services to its current IT infrastructure and operation services. TCS will also partner with Apoteket to drive innovation and achieve digital transformation in upcoming years. TCS will leverage its Machine First Delivery Model (MFDM™) to bring next-gen technologies and automation framework to accelerate this transformation.
- Engaged by **Marks and Spencer**, a leading UK retailer, to transform foods category management. As part of the program outcomes, TCS transformed business processes and empowered the business to make value added strategy decisions, using the industry leading category management tools and automated data driven decision support, with the objective of enhancing store ranges and optimizing space utilization. TCS' delivery included, business process consultancy, configuring and migrating to class leading tools, and providing innovative point solutions to enhance the overall program outcomes.
- TCS has been engaged by **ZF** to address customer fulfillment disruption due to semiconductor shortages by analyzing material supply situation and developing insights for effective supply and demand balancing across product portfolios. This optimizes the allocation of critical parts to meet the customer demand in the most optimal way to maximize value for ZF and its customers. TCS has also been engaged by ZF to help in finding alternate supply sources for critical semiconductor parts and help in expediting the procurement activities. This is expected to positively impact material availability towards customer order fulfillment.
- Engaged by **MTN South Africa** to transform CX, provide E2E business assurance and improve customer lifetime value across Enterprise and Consumer Business Units. This transformation will be powered by TCS TwinXTM, an Enterprise Digital Twin platform, which enables optimization through risk-free business experimentation.
- Engaged by **Vodafone Ziggo** to enable faster network fiber build and rollout for the B2B segment. Network planners will leverage TCS TwinXTM – BuildX module to visualize rollout scenarios, predict and preempt time and budget deviations and design the optimal rollout path for delivering quicker customer connections.
- **Converge ICT Solutions**, a large, end-to-end high-speed fiber broadband provider in the Philippines, has partnered with TCS to enhance the CX for its fast-growing subscriber base. TCS HOBS™ is enabling Converge to reimagine customer journeys with simplified processes and hyper-personalization based on customer lifetime value.
- A leading European Home Improvement Group Company has selected TCS OmniStore™, an award-winning, unified commerce platform, as their preferred checkout platform. This choice is based on the platform's agnosticity, flexibility and robust architecture which is essential for retailers to bring a superior customer experience. As a first step, TCS OmniStore™ will be deployed in all their Italy stores in a cloud hosted model and meeting Italy fiscal and regulatory.
- A major North American Telco has chosen TCS to assist in the success of their recently announced M&A of a leading multi-carrier MVNO. TCS will provide rapid customer migration and integration services to onboard acquired customers and bring its next-gen capabilities on architecture, cloud, AI and front office to help deliver a unified omni-channel experience for the brand.
- A leading Canadian communications and media company chose TCS as a managed services partner to rapidly scale Network Design, Engineering and Operations capabilities, leveraging our proven factory based model for both Wireline and Wireless technologies thereby accelerating their 5G readiness.
- Selected by a large healthcare firm for multiple studies, with its cutting-edge adaptive technology & powered by AI/ML, TCS ADD will significantly strengthen oversight effectiveness with its predictive, dynamic approach. It's AI based self-learning capabilities to predict anomalies will enhance quality and reduce risk & resources to being safe and effective medicine.
- **State Bank of India (SBI)**, India's largest national bank, extended and expanded its partnership with TCS by a further five years. TCS will continue to enhance and maintain SBI's application estate around Core Banking, Trade Finance, Financial Reporting, and Financial Inclusion with new features and functionality. This will help the bank to launch newer offerings and enhance customer experience. In addition, TCS will continue to leverage its deep contextual knowledge of SBI's business and technology landscape to help the bank with large transformation programs to help its customers realize their aspirations, and make their day-to-day banking accessible, intuitive, easy, and secure.

# Key Highlights (5/5)

"Openreach is currently engaged in one of Europe's largest fibre digital connectivity programmes by enabling full fibre connectivity to 25m homes in the UK. We have already expanded our FTTP network to 5.7m homes. On this network we build, we are already having over 1m customer connected.

'TCS is a valuable partner in this journey and is helping us transform this network by utilising their end2end capabilities in both business and systems. TCS as a partner is able to scale and match our ambitions and we very much appreciate the part that TCS teams are playing in this digital transformation journey."

- CEO of BT Openreach, Clive Selley

"In 2016 we decided to partner with TCS to leverage their global expertise in technology and transformation. We deliberately looked for partners outside of the ATM world because we believed that Skyguide has the Air Traffic Management know-how whereas the new partner shall bring new skills on how to develop modern solutions around Agile development, DevOps, Service Orientation and Cloud. The successful delivery of the new AIM Service Center solution, followed by the seamless support being provided to the live application demonstrate that, by choosing TCS, we took a step in the right direction."

- Klaus Meier, CTO, Skyguide

"ZIM Integrated Shipping Services and TCS' Cognitive Business Operations have been long-standing partners since 2014 in reimagining ZIM's finance operations landscape. TCS has helped maximize value via cognitive automation, agile methodologies, and process redesign leading to a business value addition to ZIM's business. TCS' design thinking approach coupled with its deep contextual know-how of ZIM's finance ecosystem, processes and technology has helped deliver value by reducing duplicates thereby reducing potentially incorrect payments in Accounts Payable tower. They have been instrumental in enabling a reduction of 22% in reconciliation time that resulted in better management of cash in the Accounts Receivable tower. Additionally, during the COVID 19 Pandemic, TCS has ensured zero disruption and been a trusted partner to ZIM in keeping the lights on for critical finance services through TCS' Secure Borderless Workspaces™ (SBWS™) model seamlessly.

- Karin Schweitzer, Head, Global Shared Services, Zim Integrated Shipping Services

"TCS demonstrated an understanding of NXP's environment and identified transformational opportunities. They will be a crucial partner in building our vision of an agile and lean IT environment that is essential to keep pace with our ever-growing drive to innovate."

- Olli Hyypa, Chief Information Officer and Senior Vice President, NXP Semiconductors

"TCS deployed the appropriate talent and attention to this critical National MI initiative. The consulting was executed with virtual collaboration during the current COVID situation, and TCS ensured timely deliveries while following the comprehensive TCS DATOM™ approach. TCS's collaboration and expertise on this critical initiative delivered an extremely valuable validation of the solution for National MI. Thank you, TCS, for your team's stupendous efforts, dedication, and hard work in cementing the final, realistic, executable roadmap to meet National MI's goal of building the foundation for our next gen data management platform."

- Mohammad Yousaf, Chief Business Transformation Officer, National Mortgage Insurance Corporation

"Apoteket and TCS have been working successfully together since 2014 when it comes to operations services. Apoteket is in the middle of a digital transformation driven by changing customer behavior where we need a strong partner also when it comes to development and maintenance services as well as helping us with innovation and scaling up usage of digital technologies such as AI and IoT in order to create next generation customer experiences. TCS has proved itself to be a trusted regional IT partner with the Retail experience and innovation capabilities needed as well as strong customer satisfaction from the retail sector."

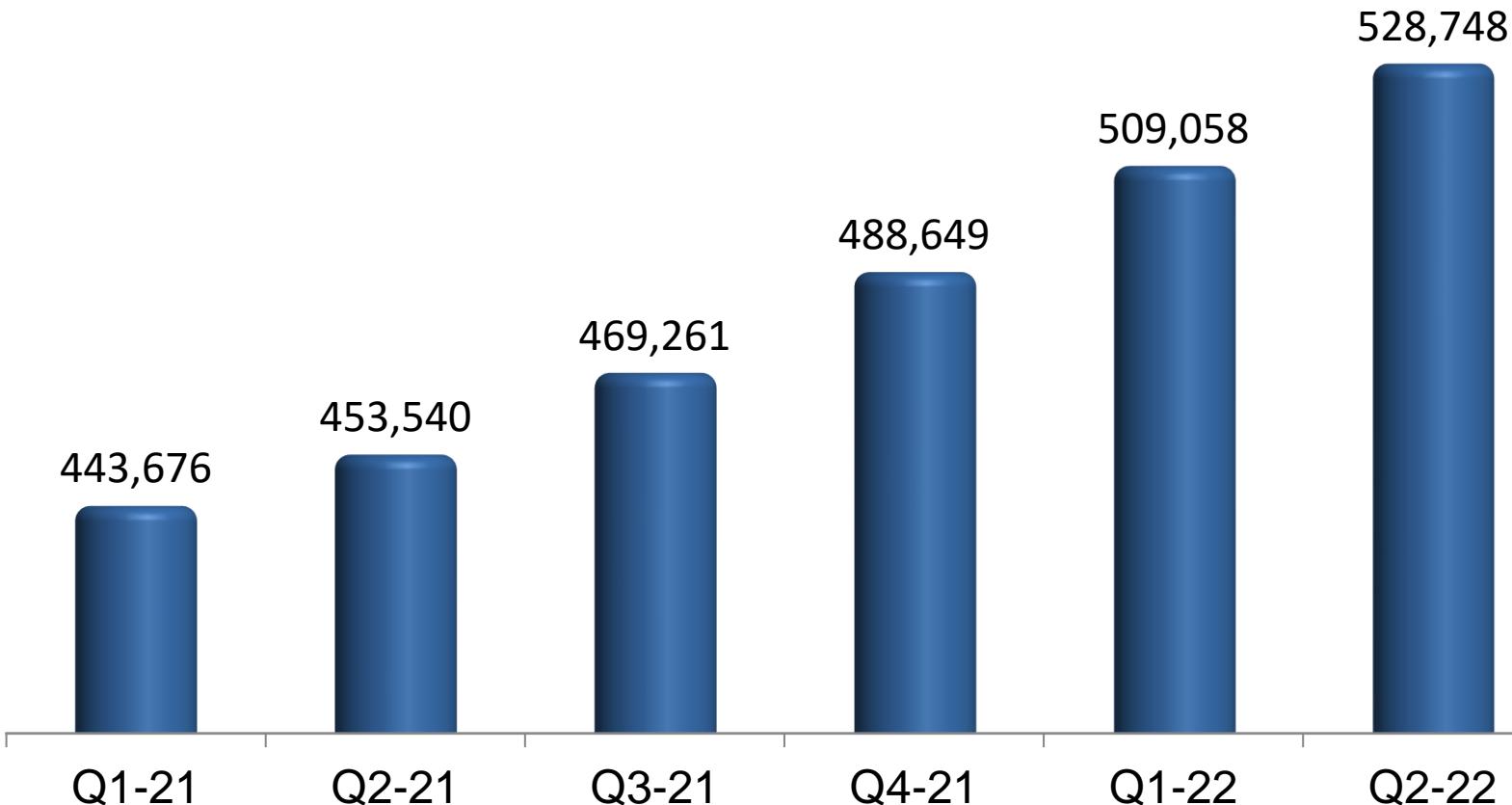
- Clas Artvin, CIO, Apoteket

"This merger with GE Transportation helps Wabtec become a technologically advanced global transportation and logistics leader with the integration of a highly complementary set of capabilities that enable us to accelerate the future of transportation. TCS' strong understanding of our business and innovative approach helped in building a digital core which paves the way for our growth and transformation journey."

- Richard Smith, CIO, Wabtec

# Human Resources

# Total Employee Base



## Attrition\*:

- 11.9% (LTM), IT Services

## Diversity:

- Women employees: 36.2%
- Nationalities: 157

\*Excluding Subsidiaries

## Talent Development:

- 14.3+Mn Learning Hrs in Q2'22
- 417K Digital Trained Associates
- 496K Agile Trained Associates

# Annexure

# IFRS Income Statement

Consolidated IFRS	₹ Million			% of Revenue		
	Q2 FY21		Q2 FY22	Q2 FY21		Q2 FY22
	Ex Adj*	Reported		Ex Adj*	Reported	
<b>Revenue</b>	<b>401,350</b>	<b>401,350</b>	<b>468,670</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>
Cost of revenue	237,150	237,150	279,220	59.09	59.09	59.54
<b>Gross margin</b>	<b>164,200</b>	<b>164,200</b>	<b>189,450</b>	<b>40.91</b>	<b>40.91</b>	<b>40.46</b>
SG & A expenses	59,050	71,230	69,450	14.71	17.74	14.85
<b>Operating income</b>	<b>105,150</b>	<b>92,970</b>	<b>120,000</b>	<b>26.20</b>	<b>23.17</b>	<b>25.61</b>
Other income (expense), net	7,400	7,400	9,690	1.84	1.84	2.07
<b>Income before income taxes</b>	<b>112,550</b>	<b>100,370</b>	<b>129,690</b>	<b>28.04</b>	<b>25.01</b>	<b>27.68</b>
Income taxes	27,930	25,330	33,160	6.96	6.31	7.08
<b>Income after income taxes</b>	<b>84,620</b>	<b>75,040</b>	<b>96,530</b>	<b>21.08</b>	<b>18.70</b>	<b>20.60</b>
Non-controlling interests	290	290	290	0.07	0.07	0.06
<b>Net income</b>	<b>84,330</b>	<b>74,750</b>	<b>96,240</b>	<b>21.01</b>	<b>18.63</b>	<b>20.54</b>
Earnings per share in ₹	22.48	19.93	26.02			

\*excludes legal claim provision

# COR – SG&A Details

COR	₹ Million			% of Revenue		
	Q2 FY21		Q2 FY22	Q2 FY21		Q2 FY22
	Ex Adj*	Reported		Ex Adj*	Reported	
Employee cost	178,690	178,690	206,230	44.52	44.52	44.00
Fees to external consultants	28,960	28,960	40,390	7.22	7.22	8.61
Equipment and software	2,660	2,660	2,130	0.66	0.66	0.45
Facility expenses	3,270	3,270	3,150	0.82	0.82	0.67
Depreciation	7,570	7,570	8,740	1.89	1.89	1.86
Travel	2,180	2,180	3,050	0.54	0.54	0.65
Communication	3,590	3,590	3,720	0.89	0.89	0.79
Other expenses	10,230	10,230	11,810	2.55	2.55	2.51
<b>Cost of Revenue</b>	<b>237,150</b>	<b>237,150</b>	<b>279,220</b>	<b>59.09</b>	<b>59.09</b>	<b>59.54</b>
SGA	₹ Million			% of Revenue		
	Q2 FY21		Q2 FY22	Q2 FY21		Q2 FY22
	Ex Adj*	Reported		Ex Adj*	Reported	
Employee cost	47,960	47,960	57,610	11.95	11.95	12.29
Fees to external consultants	1,520	1,520	1,510	0.38	0.38	0.33
Facility expenses	1,730	1,730	1,770	0.43	0.43	0.38
Depreciation	2,410	2,410	2,410	0.60	0.60	0.52
Travel	640	640	860	0.16	0.16	0.19
Communication	1,210	1,210	1,070	0.30	0.30	0.23
Provision for Doubtful Debts	770	770	350	0.19	0.19	0.08
Provision towards Legal Claim	-	12,180	-	-	3.03	-
Other expenses	2,810	2,810	3,870	0.70	0.70	0.83
<b>S G &amp; A expenses</b>	<b>59,050</b>	<b>71,230</b>	<b>69,450</b>	<b>14.71</b>	<b>17.74</b>	<b>14.85</b>

\*excludes legal claim provision

# Cash Flow Summary

IFRS in ₹ Mn	Q2 FY21	Q2 FY22
Net Cash from Operations	106,180	99,450
Capital Expenditure	6,320	7,160
Free Cash Flow	99,860	92,290
Dividends Paid	19,000	26,090
Operating Cash Flow to Sales (%)	26.5	21.2
Operating Cash Flow to Net Profit (%)*	125.9	103.3
Total Cash and Investments	585,940	605,480

\*Q2 FY21 Net Profit excludes legal claim provision

# IFRS Statement of Financial Position

Consolidated IFRS	31-Mar-21		30-Sep-21	
	₹ Million	%	₹ Million	%
<b>Assets</b>				
Property and equipment	121,350	9.13	119,230	8.26
Right-of-use Assets	76,330	5.74	79,640	5.52
Intangible assets and Goodwill	44,280	3.33	44,100	3.05
Accounts Receivable	301,340	22.68	328,550	22.75
Unbilled Revenues	109,360	8.23	115,150	7.98
Investments	293,730	22.11	389,200	26.95
Cash and Cash equivalents	68,580	5.16	51,950	3.60
Other current assets	227,700	17.14	226,700	15.72
Other non current assets	86,140	6.48	89,380	6.17
<b>Total assets</b>	<b>1,328,810</b>	<b>100.00</b>	<b>1,443,900</b>	<b>100.00</b>
<b>Liabilities and Shareholders' Equity</b>				
Shareholders' Funds	885,550	66.65	990,770	68.62
Other current liabilities	341,550	25.69	350,650	24.28
Other non-current liabilities	94,960	7.14	95,790	6.63
Non-controlling interests	6,750	0.52	6,690	0.47
<b>Total Liabilities</b>	<b>1,328,810</b>	<b>100.00</b>	<b>1,443,900</b>	<b>100.00</b>

# IFRS Income Statement – In USD

Consolidated IFRS	\$ Million			% of Revenue		
	Q2 FY21		Q2 FY22	Q2 FY21		Q2 FY22
	Ex Adj*	Reported		Ex Adj*	Reported	
<b>Revenue</b>	<b>5,424</b>	<b>5,424</b>	<b>6,333</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>
Cost of revenue	3,205	3,205	3,773	59.09	59.09	59.54
<b>Gross margin</b>	<b>2,219</b>	<b>2,219</b>	<b>2,560</b>	<b>40.91</b>	<b>40.91</b>	<b>40.46</b>
SG & A expenses	797	962	938	14.71	17.74	14.85
<b>Operating income</b>	<b>1,422</b>	<b>1,257</b>	<b>1,622</b>	<b>26.20</b>	<b>23.17</b>	<b>25.61</b>
Other income (expense), net	101	101	131	1.84	1.84	2.07
<b>Income before income taxes</b>	<b>1,523</b>	<b>1,358</b>	<b>1,753</b>	<b>28.04</b>	<b>25.01</b>	<b>27.68</b>
Income taxes	378	342	448	6.96	6.31	7.08
<b>Income after income taxes</b>	<b>1,145</b>	<b>1,016</b>	<b>1,305</b>	<b>21.08</b>	<b>18.70</b>	<b>20.60</b>
Non-controlling interests	4	4	4	0.07	0.07	0.06
<b>Net income</b>	<b>1,141</b>	<b>1,012</b>	<b>1,301</b>	<b>21.01</b>	<b>18.63</b>	<b>20.54</b>
Earnings per share in \$	0.30	0.27	0.35			

\*excludes legal claim provision (refer note 19 to Financial Statements)

# COR – SG&A Details – In USD

COR	\$ Million			% of Revenue		
	Q2 FY21		Q2 FY22	Q2 FY21		Q2 FY22
	Ex Adj*	Reported		Ex Adj*	Reported	
Employee cost	2,415	2,415	2,787	44.52	44.52	44.00
Fees to external consultants	391	391	546	7.22	7.22	8.61
Equipment and software	36	36	29	0.66	0.66	0.45
Facility expenses	44	44	43	0.82	0.82	0.67
Depreciation	102	102	118	1.89	1.89	1.86
Travel	30	30	41	0.54	0.54	0.65
Communication	49	49	50	0.89	0.89	0.79
Other expenses	138	138	159	2.55	2.55	2.51
<b>Cost of Revenue</b>	<b>3,205</b>	<b>3,205</b>	<b>3,773</b>	<b>59.09</b>	<b>59.09</b>	<b>59.54</b>
SGA	\$ Million			% of Revenue		
	Q2 FY21		Q2 FY22	Q2 FY21		Q2 FY22
	Ex Adj*	Reported		Ex Adj*	Reported	
Employee cost	648	648	778	11.95	11.95	12.29
Fees to external consultants	20	20	20	0.38	0.38	0.33
Facility expenses	23	23	24	0.43	0.43	0.38
Depreciation	33	33	33	0.60	0.60	0.52
Travel	9	9	12	0.16	0.16	0.19
Communication	16	16	14	0.30	0.30	0.23
Provision for Doubtful Debts	10	10	5	0.19	0.19	0.08
Provision towards Legal Claim	-	165	-	-	3.03	-
Other expenses	38	38	52	0.70	0.70	0.83
<b>SG&amp;A expenses</b>	<b>797</b>	<b>962</b>	<b>938</b>	<b>14.71</b>	<b>17.74</b>	<b>14.85</b>

\*excludes legal claim provision (refer note 19 to Financial Statements)

# IFRS Statement of Financial Position in USD

Consolidated IFRS	31-Mar-21		30-Sep-21	
	\$ Million	%	\$ Million	%
<b>Assets</b>				
Property and equipment	1,653	9.13	1,606	8.26
Right-of-use Assets	1,040	5.74	1,073	5.52
Intangible assets and Goodwill	603	3.33	594	3.05
Accounts Receivable	4,106	22.68	4,425	22.75
Unbilled Revenues	1,490	8.23	1,552	7.98
Investments	4,002	22.11	5,243	26.95
Cash and Cash equivalents	934	5.16	700	3.60
Other current assets	3,102	17.14	3,057	15.72
Other non current assets	1,173	6.48	1,201	6.17
<b>Total assets</b>	<b>18,103</b>	<b>100.00</b>	<b>19,451</b>	<b>100.00</b>
<b>Liabilities and Shareholders' Equity</b>				
Shareholders' Funds	12,065	66.65	13,346	68.62
Other current liabilities	4,651	25.69	4,723	24.28
Other non-current liabilities	1,293	7.14	1,290	6.63
Non-controlling interests	94	0.52	92	0.47
<b>Total Liabilities</b>	<b>18,103</b>	<b>100.00</b>	<b>19,451</b>	<b>100.00</b>

# Ind AS Income Statement - Consolidated

Consolidated Ind AS	₹ Crore			% of Revenue		
	Q2 FY21		Q2 FY22	Q2 FY21		Q2 FY22
	Ex Adj*	Reported		Ex Adj*	Reported	
<b>Revenue</b>	<b>40,135</b>	<b>40,135</b>	<b>46,867</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>
<b>Expenditure</b>						
a) Employee Costs	22,665	22,665	26,384	56.47	56.47	56.30
b) Cost of equipment and software licences	266	266	213	0.66	0.66	0.45
c) Other Operating expenses	5,691	5,691	7,154	14.18	14.18	15.26
d) Depreciation	998	998	1,116	2.49	2.49	2.38
<b>Total Expenditure</b>	<b>29,620</b>	<b>29,620</b>	<b>34,867</b>	<b>73.80</b>	<b>73.80</b>	<b>74.39</b>
<b>Profit Before Taxes, Other Income &amp; Exceptional Items</b>	<b>10,515</b>	<b>10,515</b>	<b>12,000</b>	<b>26.20</b>	<b>26.20</b>	<b>25.61</b>
Provision for legal claim	-	1,218	-	-	3.03	-
<b>Profit Before Taxes &amp; Other Income</b>	<b>10,515</b>	<b>9,297</b>	<b>12,000</b>	<b>26.20</b>	<b>23.17</b>	<b>25.61</b>
Other income (expense), net	740	740	969	1.84	1.84	2.07
<b>Profit Before Taxes</b>	<b>11,255</b>	<b>10,037</b>	<b>12,969</b>	<b>28.04</b>	<b>25.01</b>	<b>27.68</b>
Provision For Taxes	2,793	2,533	3,316	6.96	6.31	7.08
<b>Profit After Taxes &amp; Before Non-controlling interests</b>	<b>8,462</b>	<b>7,504</b>	<b>9,653</b>	<b>21.08</b>	<b>18.70</b>	<b>20.60</b>
Non-controlling interests	29	29	29	0.07	0.07	0.06
<b>Net Profit</b>	<b>8,433</b>	<b>7,475</b>	<b>9,624</b>	<b>21.01</b>	<b>18.63</b>	<b>20.54</b>
Earnings per share in ₹	22.48	19.93	26.02			

# Ind AS Balance Sheet - Consolidated

Consolidated Ind AS	₹ Crore		%	
	31-Mar-21	30-Sep-21	31-Mar-21	30-Sep-21
<b>ASSETS</b>				
Property, plant and equipment	12,516	12,305	9.57	8.65
Right-of-use assets	7,633	7,964	5.84	5.60
Investments	29,373	38,920	22.46	27.36
Deferred tax assets (net)	3,931	2,996	3.01	2.11
Goodwill (on consolidation)	1,798	1,777	1.38	1.25
Cash and Bank Balance	9,329	10,363	7.13	7.28
Current Assets, Loans and Advances	60,791	61,353	46.49	43.12
Non-current assets, Loans and advances	5,388	6,592	4.12	4.63
<b>Total Assets</b>	<b>130,759</b>	<b>142,270</b>	<b>100.00</b>	<b>100.00</b>
<b>EQUITY AND LIABILITIES</b>				
Shareholders' Funds	86,433	96,957	66.10	68.15
Non-controlling interests	675	669	0.52	0.47
Deferred tax liabilities (net)	767	772	0.59	0.54
Current liabilities and provisions	34,155	35,065	26.12	24.65
Non-current liabilities and provisions	8,729	8,807	6.67	6.19
<b>Total Liabilities</b>	<b>130,759</b>	<b>142,270</b>	<b>100.00</b>	<b>100.00</b>

## Currency mix and average realized rates in INR

Currency	Average rates		% of Revenue	
	Q2 FY21	Q2 FY22	Q2 FY21	Q2 FY22
USD	74.00	74.01	52.07%	52.86%
GBP	96.15	101.69	13.52%	13.70%
EUR	87.04	87.10	12.06%	11.79%
Others			22.35%	21.64%
<b>Total</b>			<b>100.00%</b>	<b>100.00%</b>

Thank You