

December 31, 2017

INR Mn.

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%

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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
Borrowings	233	232	Current Assets		
Deferred Tax Liability	460	476	Cash and Cash Equivalent	6,906	6,463
Minority Interest	197	189	Debtors	5,672	5,279
			Other Current Assets	2,644	2,418
			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

December 31, 2017



Revenue - Reported

INR Mn	Q3FY18	Q2FY18	Q3FY17
Revenue	7,565	7,372	6,938
Hedge Gain/(Loss)	97	123	126

Other Income

INR Mn.	Q3FY18	Q2FY18	Q3FY17
Income on mutual Funds / Net Interest Income	62	68	65
Difference in Exchange *	(57)	19	(6)
Other Income (net)	5	87	59

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

Vertical Split

%	Q3FY18	Q2FY18	Q3FY17
Banking and Financial Services	17%	17%	18%
Insurance	26%	25%	24%
Transport	27%	27%	32%
Manf, Med & Others	27%	29%	24%
Government	3%	2%	2%

Practice Split

%	Q3FY18	Q2FY18	Q3FY17
Application Development & Management	65%	64%	67%
IP Assets	7%	7%	7%
Managed Services	19%	18%	17%
SI & PI**	5%	6%	4%
BPO	4%	4%	5%

Geography

%	Q3FY18	Q2FY18	Q3FY17
Americas	50%	50%	48%
EMEA	30%	29%	34%
ROW	20%	21%	18%

Revenue Mix

%	Q3FY18	Q2FY18	Q3FY17
ONSITE	61%	61%	60%
OFFSHORE	39%	39%	40%
Total	100%	100%	100%

Order Book

\$ Mn	Q3FY18	Q2FY18	Q3FY17
Fresh Order Intake	130	122	101
USA	82	64	38
EMEA	25	32	51
ROW	23	26	12
Executable Order Book over Next 12 Months	329	320	311

Client Data

No.	Q3FY18	Q2FY18	Q3FY17
Repeat Business %	91%	91%	90%
New client Addition:			
USA	4	2	1
EMEA	2	2	1
APAC	2	3	1
India	-	-	-
Total	8	7	3

** System Integration and Package Implementation

December 31, 2017

DAYS	Q3FY18	Q2FY18	Q3FY17
DSO	70	66	69

Revenue Concentration

%	Q3FY18	Q2FY18	Q3FY17
Top 5	30%	31%	33%
Top 10	42%	43%	44%

Client Size

Nos	Q3FY18	Q2FY18	Q3FY17
Between 1 to 5 Million	59	55	55
Between 5 to 10 Million	12	13	10
Above 10 Million	7	6	8
	78	74	73

People Numbers (By Role)

Nos	Q3FY18	Q2FY18	Q3FY17
Billable Personnel			
Onsite	2,018	2,040	1,857
Offshore	6,217	6,156	6,180
Total	8,235	8,196	8,037
Sales and Marketing (Excl GIS)	147	135	139
Sales and Marketing (GIS)	85	85	82
Others	614	606	551
Grand Total	9,081	9,022	8,809

Utilization/Attrition (Excl BPO)

%	Q3FY18	Q2FY18	Q3FY17
Utilization	79.0%	79.5%	80.0%
Attrition Rate	10.6%	11.4%	12.6%

Rupee Dollar Rate

	Q3FY18	Q2FY18	Q3FY17
Period Closing Rate	63.85	65.29	67.97
Period Average Rate	64.84	64.24	67.45

Hedge Position

	Q3FY18	Q2FY18	Q3FY17
USD	65.25	65.25	65.32
GBP	13.05	13.05	13.05
Euro	4.50	4.50	4.50

Average Rates for Outstanding Hedges as on:

	Q3FY18	Q2FY18	Q3FY17
USD	67.39	69.21	70.60
GBP	88.18	86.86	95.25
Euro	77.84	77.97	79.11

Revenue by Project type

%	Q3FY18	Q2FY18	Q3FY17
FPP	46%	48%	48%
T&M	54%	52%	52%

Shareholding Pattern

%	Q3FY18	Q2FY18	Q3FY17
FIs	39%	36%	29%
Promoters Holding	31%	31%	31%
MFs/ FIs and Banks	16%	18%	21%
NRIs/ OCBs	1%	1%	1%
Others	13%	14%	18%