



Analytical Review Q2 2021 Results



Disclaimer

Investors are cautioned that this presentation contains forward-looking statements that involve risks and uncertainties. The Company undertakes no obligation publicly to update or revise any forward-looking statements, whether because of new information, future events, or otherwise. actual results, performance, or achievements could differ from those expressed or implied in such forward-looking statements.

Key Highlights Q2 2021



Revenue

₹ 273.57Cr
(US\$ 37.14M)

QoQ

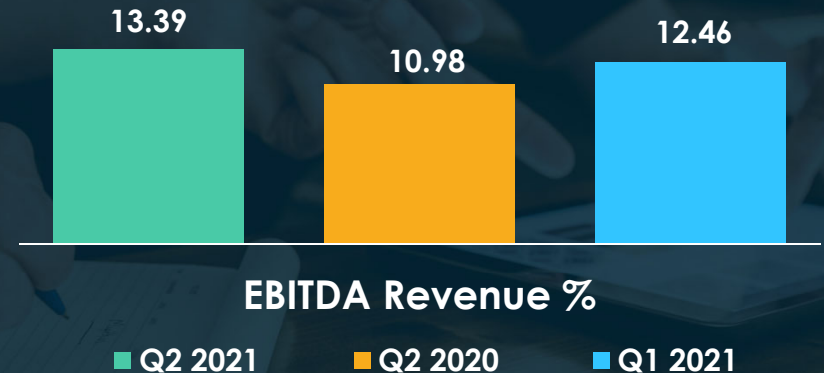
+ve10.46%

YoY

+ve 30.03%

EBITDA

₹ 36.64Cr
(US\$ 4.98M)



Net Profit

₹ 46.16Cr
(US\$ 6.28M)

Earnings Per Share

₹ 3.86

Key Wins

10

Share Holder Funds

₹ 468.58Cr
(US\$ 63.04M)

Net Cash Balance

₹ 320.33Cr
(US\$ 43.10M)

Key Highlights H1 2021



Revenue

₹ 521.22Cr
(US\$ 71.13M)

YoY

+ve 24.20%

Net Profit

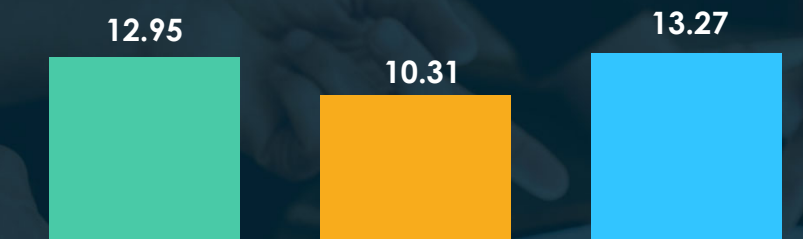
₹ 71.05Cr
(US\$ 9.69M)

Earnings Per Share

₹ 5.94

EBITDA

₹ 67.50Cr
(US\$ 9.21M)



EBITDA Revenue %

■ H1 2021 ■ H1 2020 ■ Year 2020

Key Balance Sheet Data

	Jun 30, 2021	Dec 31, 2020
Receivable	₹ 145.78Cr	₹ 131.25Cr
Unbilled	₹ 44.61Cr	₹ 22.21Cr
Day Sales Outstanding	46 Days	43 Days

Key Highlights (Continues...)

Robust revenue growth backed by strong demand environment for digital and technology services

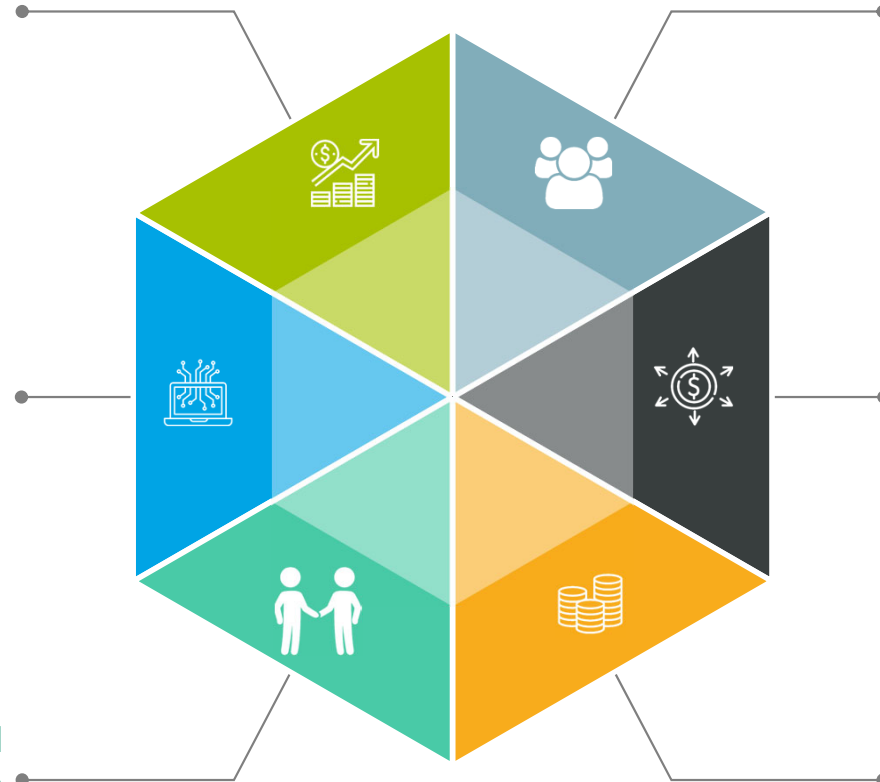
Utilization impacted by project ramp ups and attrition challenges

Witnessed good traction towards digital services and solutions using RPA, cloud, IOT, mobility, and analytics

Serving 33 million dollar plus customers including 5 accounts contributing dollar three million plus revenues on run rate basis

On-boarded 225+ technical associates during Q2-2021 to support strong sales funnel

Margin Improvement supported by Revenue Growth



Financial Performance – Contribution Analysis – Q2 2021

Figures in M	Q2 2021		Q2 2020		Q1 2021	
	₹	US\$	₹	US\$	₹	US\$
	Revenues	2,735.67	37.14	2,103.84	27.89	2,476.53
Cost of revenues	1,762.56	23.92	1,349.22	17.88	1,618.16	22.21
Gross margin	973.11	13.22	754.62	10.01	858.37	11.78
	35.57%		35.87%		34.66%	
SG & A						
Expenses	606.67	8.24	523.54	6.94	549.80	7.55
	22.18%		24.89%		22.20%	
EBITDA	366.44	4.98	231.08	3.07	308.57	4.23
	13.39%		10.98%		12.46%	
Depreciation and amortization	63.31	0.86	66.16	0.88	62.69	0.86
EBIT	303.13	4.12	164.92	2.19	245.88	3.37
Interest expense	(10.80)	(0.15)	(14.76)	(0.20)	(12.65)	(0.17)
Other income (net)	248.90	3.39	37.84	0.52	51.29	0.70
Income before income tax	541.23	7.36	188.00	2.51	284.52	3.90
Income tax expense	79.59	1.08	28.29	0.38	35.68	0.49
Net earnings	461.64	6.28	159.71	2.13	248.84	3.41

Revenue and Gross Margin Analysis Q2 2021

Revenues

10.46%
Increase in Revenue
Resulted from:

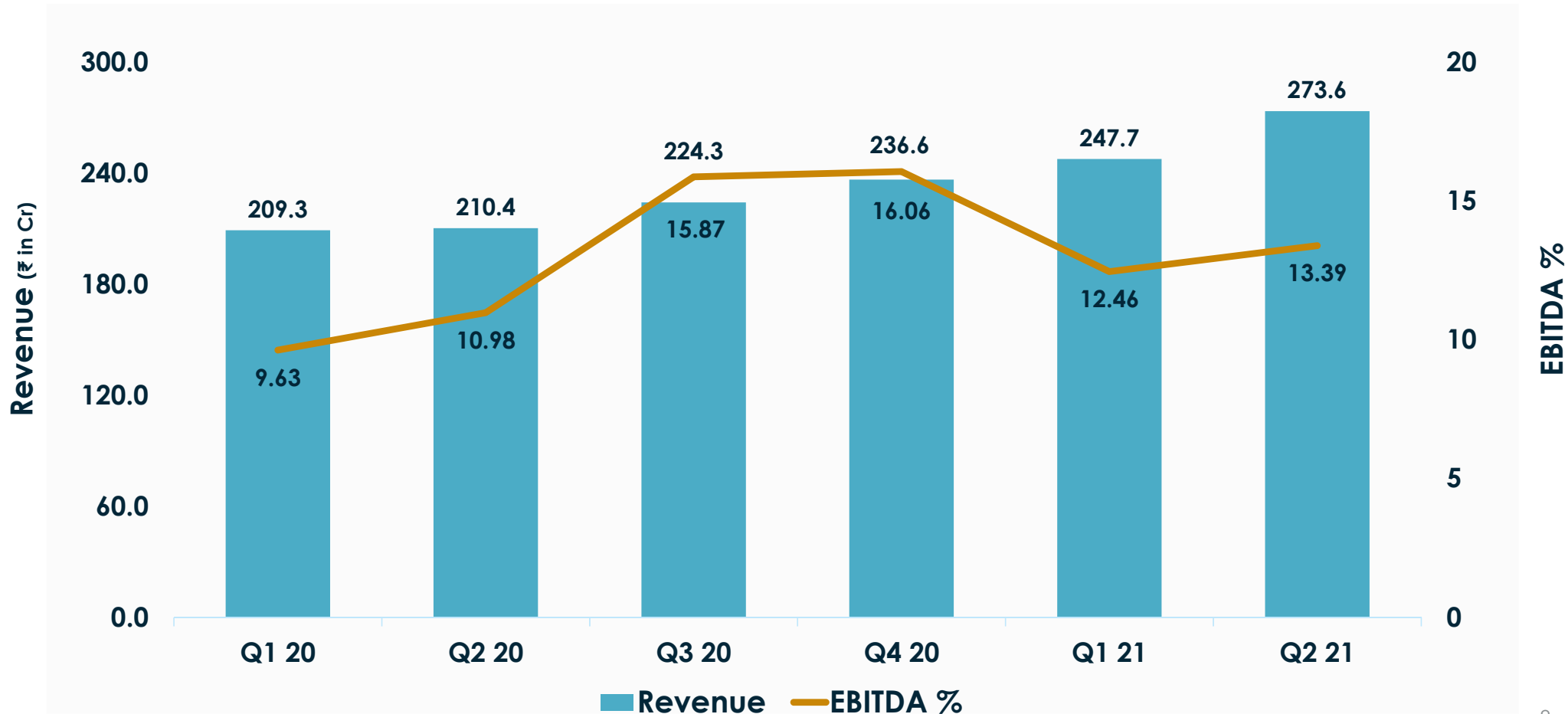
Volume gain	- 7.03%
Higher Billable Days	- 2.10%
Rupee depreciation	- 1.33%

Gross margin

0.91%
Increase in Gross Margin
Resulted from:

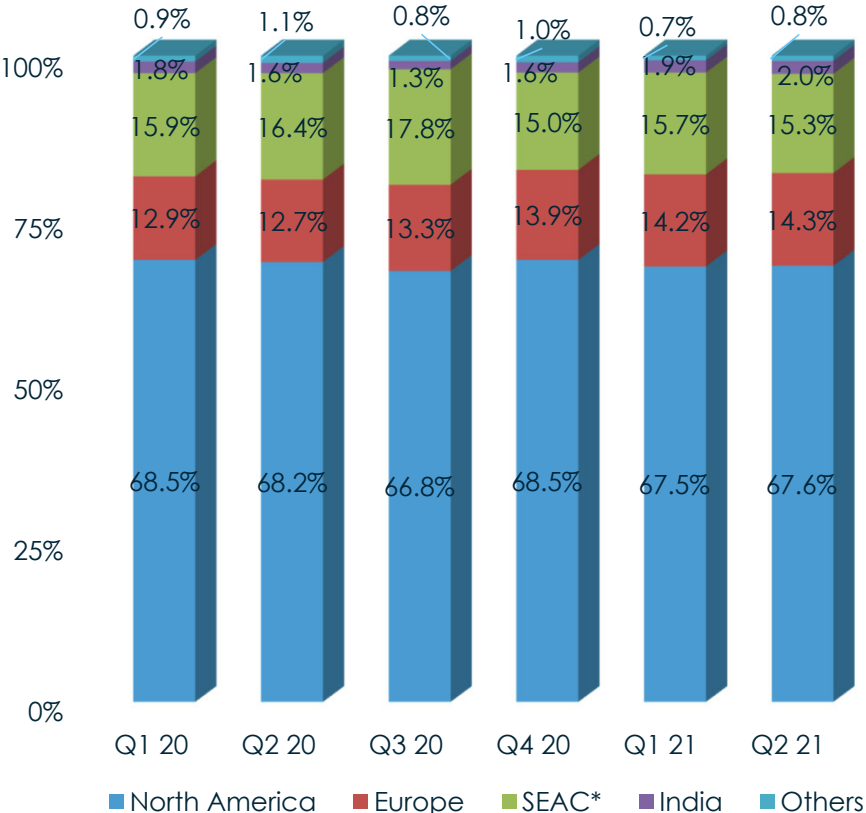
Higher billable days	- 1.32%
Rupee depreciation	- 0.29%
Other savings	- 0.06%
Decrease in utilization	- (0.76)%

Big Picture – Revenue & EBITDA %age – Quarter wise

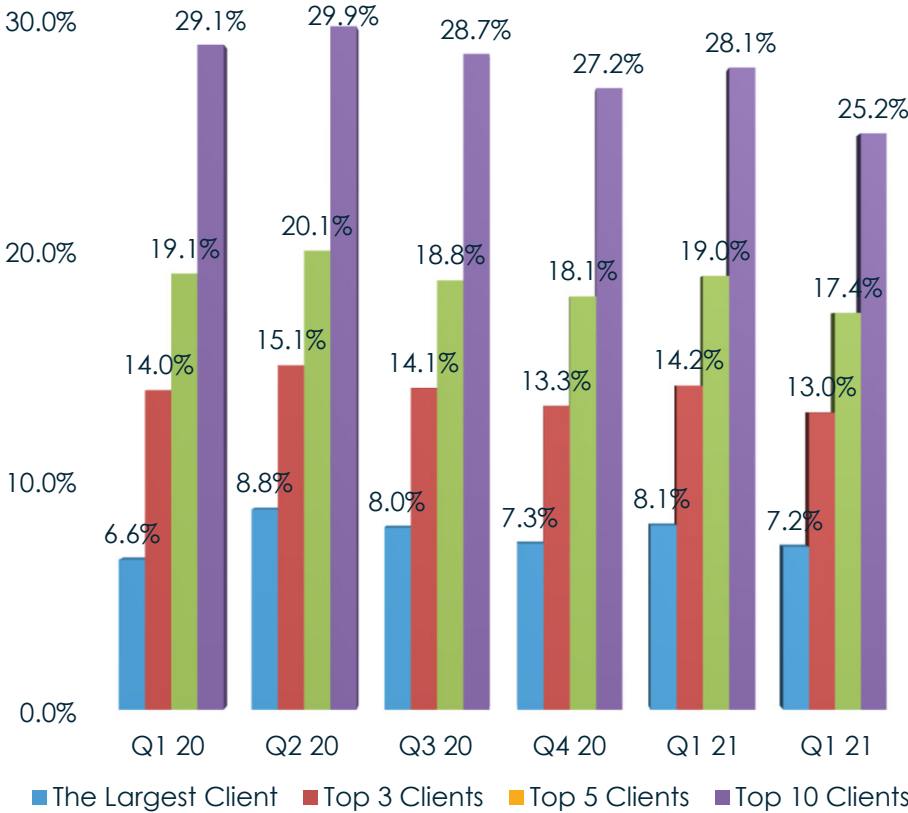


Quarterly Revenue Breakdown

By Geography

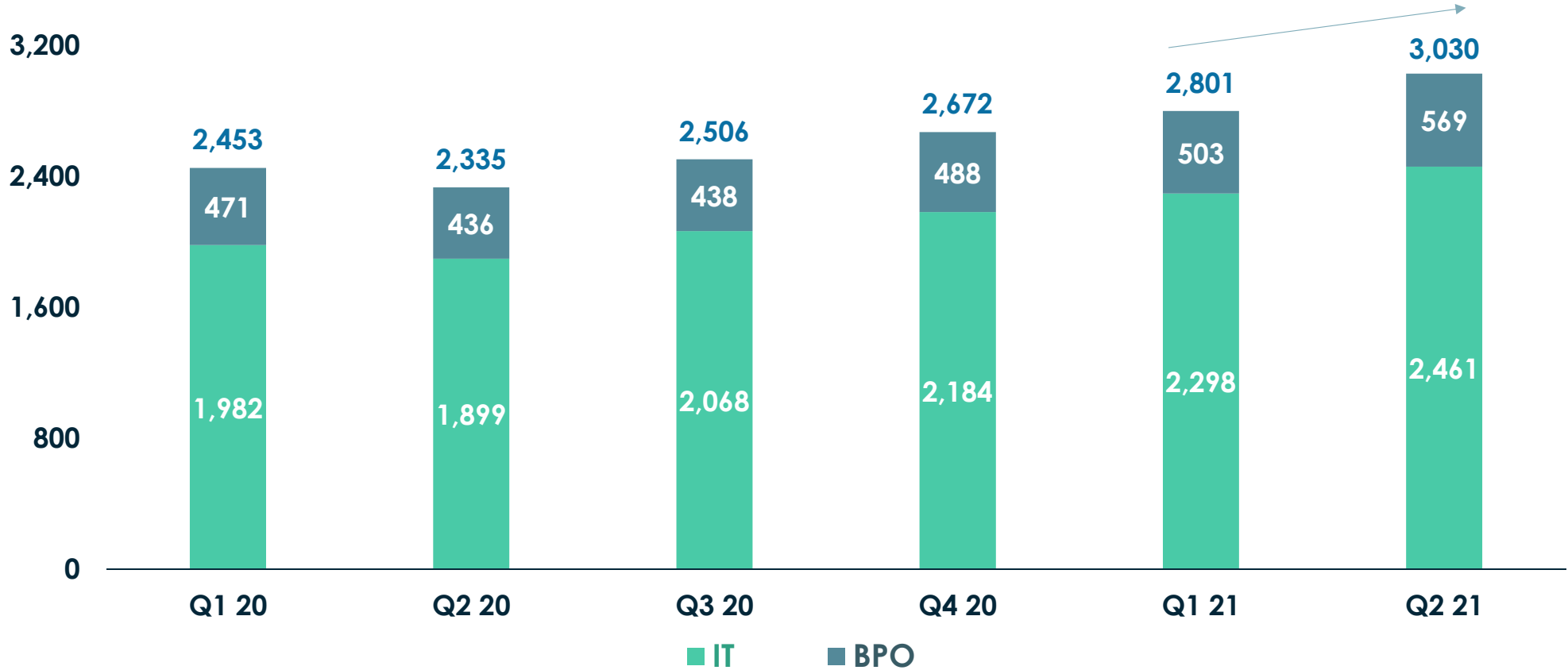


Client Concentration



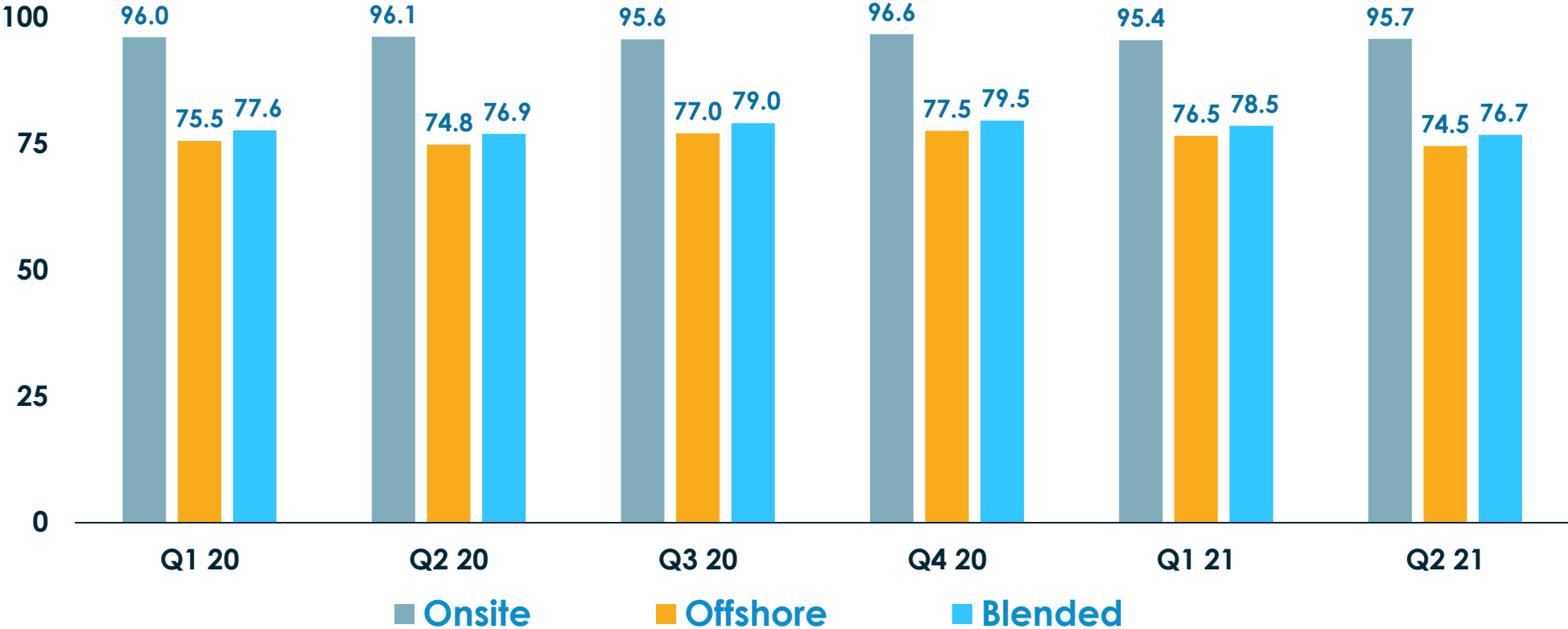
* South East Asian Countries

Billable Associates



Addition of 225 + Technical Associates during Q2 2021

Utilization (%)



Summing Up and Looking Ahead



Promising Revenue Growth in H1- 2021



Taken necessary measures for employees' health and wellness



Continue to invest in sales, pre-sales and in newer technologies, to deliver successful digital transformations



Maintaining additional bandwidth to offset near term attrition challenges



Confident of margin expansion in H2- 2021 backed by strong sales funnel and efficient operations

Continued Focus for 2021

Partnering with customers in navigating successful digital transformations

Ensuring safe and reliable operations

Expand margins by efficient operations and revenue growth

Strong Balance Sheet for future growth



Thank You

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