



A. Income Statement

Income Statement (INR Cr)	Q1 FY 23	Q2 FY 23	Q3 FY 23	YTD FY'23
Operating revenue	179.22	177.13	182.3	538.7
Cost of revenue	159.6	159.3	159.1	478.0
Gross Margin	19.7	17.8	23.2	60.6
Gross margin % of revenue	11.0%	10.0%	12.7%	11.3%
Sales expenses	11.5	12.0	10.5	33.9
General and administration expenses	14.4	24.8	19.0	58.3
Operating expenses	25.9	36.8	29.4	92.2
% of revenue	14.5%	20.8%	16.1%	17.1%
Earnings before interest, tax, depreciation and amortization (EBITDA)	-6.3	-19.0	-6.2	-31.5
EBITDA % of revenue	-3.5%	-10.8%	-3.4%	-5.9%
Depreciation and amortisation	4.8	5.0	7.6	17.4
Earnings before interest and tax (EBIT)	-11.1	-24.1	-13.8	-48.95
EBIT % of revenue	-6.2%	-13.6%	-7.6%	-9.1%
Finance costs	2.3	2.4	2.1	6.73
Other income (inclusive of Forex (Loss) / Gain)	13.7	49.9	22.9	86.5
Exceptional Item - Expense / (Income)	-0.7	7.7	-7.6	0.84
Profit before tax	-0.4	15.8	14.6	29.9
% of revenue	-0.2%	8.9%	8.0%	5.6%
Provision for taxation	1.1	-1.4	1.5	1.3
Profit after tax	-1.5	17.1	13.1	28.6
PAT as % of revenue	-0.8%	9.7%	7.2%	5.3%

B. Other Business/Finance KPIs

Other Metrics	Q1 FY 23	Q2 FY 23	Q3 FY 23	9M-FY'23
Revenue By Service Offering				
IT Solutions	87.7%	86.9%	87.0%	87.2%
AAA	72.4%	73.7%	71.2%	72.4%
CLOUD_COE	1.3%	1.3%	2.8%	1.8%
IMS	14.0%	11.8%	13.0%	12.9%
Transaction service	12.3%	13.1%	13.0%	12.8%
BPO	10.9%	12.5%	12.2%	11.9%
DIGI_BPS	1.5%	0.6%	0.7%	0.9%
Total	100%	100%	100%	100%



Revenue By Industry	Q1 FY 23	Q2 FY 23	Q3 FY 23	9M-FY'23
INFORMATION TECHNOLOGY	34.3%	34.9%	32.6%	32.9%
BFS (BANKING FINANCIAL SERVICES)	29.5%	33.2%	34.6%	31.9%
INSURANCE	4.8%	5.3%	5.6%	5.3%
GOVERNMENT	9.8%	6.8%	7.6%	7.7%
Mfg. & FMCG	4.5%	4.0%	5.2%	3.8%
OTHERS	17.1%	15.8%	14.5%	18.5%
Total	100%	100%	100%	100%

Revenue By Geographical Segment	Q1 FY 23	Q2 FY 23	Q3 FY 23	9M-FY'23
US	52.8%	52.9%	50.3%	52.0%
SAG	33.5%	36.1%	36.9%	35.5%
MEA	6.6%	3.6%	5.3%	5.2%
KSA	4.2%	4.5%	4.6%	4.4%
APAC	2.8%	2.9%	2.8%	2.8%
UK	0.1%	0.1%	0.1%	0.1%
Total	100%	100%	100%	100%

Client Data	Q1 FY 23	Q2 FY 23	Q3 FY 23	9M-FY'23
Number of Clients	409	421	485	485
0-100 K	145	166	234	234
100-500K	225	218	215	215
500K-1 MN	20	21	19	19
1 MN +	19	16	17	17
Revenue from top clients (%) - annualised basis RR				
Revenue- top 5 clients	14.3%	15.4%	16.3%	16.3%
Revenue- top 10 clients	23.2%	25.7%	26.5%	26.5%
Revenue- top 20 clients	35.7%	37.4%	39.0%	39.0%



Employee data	Q1 FY 23	Q2 FY 23	Q3 FY 23	9M-FY'23
AAA	1,419	1,442	1,438	1,438
DIGITAL IMS	1,379	1,509	1,674	1,674
Global BPS	2,585	2,444	2,435	2,435
GROW BUSINESS/BUILD	146	162	193	193
SALES	80	76	74	74
CORPORATE GROUP	179	194	218	218
Total	5,788	5,827	6,032	6,032
Gross employees added during the period	196	39	205	205
'% of Women employees'	23.5%	23.8%	23.9%	23.9%

	Q1 FY 23	Q2 FY 23	Q3 FY 23	9M-FY'23
<u>Exchange Rates</u>				
Rupee Dollar Rate				
Period Closing Rate	78.8	81.5	82.7	82.7
Period Average Rate	77.0	78.3	79.6	79.6
<u>Revenue By Currency</u>				
USD	55.5%	48.9%	50.4%	51.7%
INR	33.8%	36.8%	37.9%	36.1%
AED	3.4%	7.2%	4.2%	4.9%
SAR	4.2%	4.3%	4.7%	4.4%
THB	2.4%	2.3%	2.4%	2.3%
MYR	0.4%	0.3%	0.3%	0.3%
SGD	0.1%	0.1%	0.1%	0.1%
GBP	0.0%	0.0%	0.0%	0.0%
EUR	0.1%	0.1%	0.1%	0.1%
Total	100.0%	100.0%	100.0%	100.0%