

31.7% YoY
37.8% FY
Digital CC growth

6.4% YoY
9.8% FY
CC growth

21.1% Q4
21.3% FY
Operating margin

-0.8% CC
-1.4% Reported
QoQ growth

\$1.65bn Q4
\$9.0bn FY
Large deal signings

Revenue Growth- Q4 20

| | Reported | CC |
|----------------|----------|-------|
| QoQ growth (%) | (1.4) | (0.8) |
| YoY growth (%) | 4.5 | 6.4 |

Revenues by Offering

| | Quarter ended (\$ mn) | | | YoY Growth (%) | |
|--|-----------------------|--------------|--------------|----------------|------------|
| | Mar 31, 2020 | Dec 31, 2019 | Mar 31, 2019 | Reported | CC |
| Digital | 1,341 | 1,318 | 1,035 | 29.6 | 31.7 |
| Core | 1,856 | 1,925 | 2,025 | (8.3) | (6.6) |
| Total | 3,197 | 3,243 | 3,060 | 4.5 | 6.4 |
| <i>Digital Revenues as % of Total Revenues</i> | 41.9 | 40.6 | 33.8 | | |

Revenues by Business Segments

| | Quarter ended | | | YoY Growth | |
|---|---------------|--------------|--------------|------------|------------|
| | Mar 31, 2020 | Dec 31, 2019 | Mar 31, 2019 | Reported | CC |
| Financial services | 31.3 | 31.5 | 31.6 | 3.5 | 5.7 |
| Retail | 15.5 | 15.3 | 15.9 | 2.6 | 4.2 |
| Communication | 13.0 | 13.0 | 13.5 | (0.1) | 3.1 |
| Energy, Utilities, Resources & Services | 12.9 | 12.8 | 12.7 | 5.4 | 7.3 |
| Manufacturing | 10.1 | 10.3 | 10.0 | 5.8 | 7.4 |
| Hi Tech | 7.9 | 7.6 | 7.7 | 7.3 | 7.7 |
| Life Sciences | 6.4 | 6.7 | 6.0 | 11.7 | 11.9 |
| Others | 2.9 | 2.8 | 2.6 | 18.4 | 21.1 |
| Total | 100.0 | 100.0 | 100.0 | 4.5 | 6.4 |

Revenues by Client Geography

| | Quarter ended | | | YoY Growth | |
|-------------------|---------------|--------------|--------------|------------|------------|
| | Mar 31, 2020 | Dec 31, 2019 | Mar 31, 2019 | Reported | CC |
| North America | 61.6 | 61.3 | 61.2 | 5.1 | 5.5 |
| Europe | 24.4 | 24.4 | 24.0 | 6.4 | 9.6 |
| Rest of the world | 11.4 | 11.5 | 12.5 | (4.8) | 1.8 |
| India | 2.6 | 2.8 | 2.3 | 19.5 | 22.3 |
| Total | 100.0 | 100.0 | 100.0 | 4.5 | 6.4 |

Client Data

| | Quarter ended | | |
|--|---------------|--------------|--------------|
| | Mar 31, 2020 | Dec 31, 2019 | Mar 31, 2019 |
| Number of Clients | | | |
| Active | 1,411 | 1,384 | 1,279 |
| Added during the period (gross) | 84 | 84 | 101 |
| Number of million dollar clients* | | | |
| 1 Million dollar + | 718 | 705 | 662 |
| 10 Million dollar + | 234 | 232 | 222 |
| 50 Million dollar + | 61 | 61 | 60 |
| 100 Million dollar + | 28 | 28 | 25 |
| Client contribution to revenues | | | |
| Top client | 3.1% | 3.0% | 3.3% |
| Top 10 clients | 18.7% | 18.9% | 19.7% |
| Top 25 clients | 34.1% | 34.2% | 35.0% |
| Repeat business | 95.9% | 97.2% | 95.2% |
| Days Sales Outstanding | 69 | 73 | 66 |

*LTM (Last twelve months) Revenues

Effort and Utilization - Consolidated IT Services

(in %)

| | Quarter ended | | |
|--------------------|---------------|--------------|--------------|
| | Mar 31, 2020 | Dec 31, 2019 | Mar 31, 2019 |
| Effort | | | |
| Onsite | 27.6 | 27.7 | 28.7 |
| Offshore | 72.4 | 72.3 | 71.3 |
| Utilization | | | |
| Including trainees | 79.0 | 80.4 | 78.9 |
| Excluding trainees | 83.5 | 84.4 | 82.3 |

Revenue per Employee

(In US \$ K)

| | Quarter ended | | |
|-------------------------------------|---------------|--------------|--------------|
| | Mar 31, 2020 | Dec 31, 2019 | Mar 31, 2019 |
| Revenue per Employee - Consolidated | 54.1 | 54.4 | 54.0 |

Employee Metrics

(Nos.)

| | Quarter ended | | |
|---------------------------------------|---------------|--------------|--------------|
| | Mar 31, 2020 | Dec 31, 2019 | Mar 31, 2019 |
| Total employees | 2,42,371 | 2,43,454 | 2,28,123 |
| S/W professionals | 2,28,449 | 2,29,658 | 2,14,727 |
| Sales & Support | 13,922 | 13,796 | 13,396 |
| Attrition % (Annualized Standalone) | 18.2% | 17.6% | 18.3% |
| Attrition % (Annualized Consolidated) | 20.7% | 19.6% | 20.4% |
| % of Women Employees | 37.8% | 37.8% | 36.7% |

Consolidated statement of Comprehensive Income for three months ended,

(As per IFRS)

In US \$ million, except per equity share data

| Particulars | Mar 31, 2020 | Mar 31, 2019 | Growth % Q4 20 over Q4 19 | Dec 31, 2019 | Growth % Q4 20 over Q3 20 |
|---|--------------|--------------|---------------------------|--------------|---------------------------|
| Revenues | 3,197 | 3,060 | 4.5 | 3,243 | (1.4) |
| Cost of sales | 2,133 | 2,028 | 5.2 | 2,159 | (1.2) |
| Gross Profit | 1,064 | 1,032 | 3.1 | 1,084 | (1.8) |
| Operating Expenses: | | | | | |
| <i>Selling and marketing expenses</i> | 161 | 174 | (7.5) | 169 | (4.7) |
| <i>Administrative expenses</i> | 229 | 200 | 14.5 | 204 | 12.3 |
| Total Operating Expenses | 390 | 374 | 4.3 | 373 | 4.6 |
| Operating Profit | 674 | 658 | 2.6 | 711 | (5.2) |
| Operating Margin % | 21.1 | 21.5 | (0.4) | 21.9 | (0.8) |
| Other Income, net ⁽¹⁾ | 84 | 94 | (10.6) | 116 | (27.6) |
| Finance cost ⁽²⁾ | (6) | - | - | (6) | - |
| Profit before income taxes | 752 | 752 | 0.0 | 821 | (8.4) |
| Income tax expense | 160 | 171 | (6.4) | 194 | (17.5) |
| Net Profit | 592 | 581 | 1.9 | 627 | (5.6) |
| Minority Interest | 2 | 1 | - | 1 | - |
| Net Profit (after minority interest) | 590 | 580 | 1.7 | 626 | (5.7) |
| Basic EPS (\$) | 0.14 | 0.13 | 4.2 | 0.15 | (5.7) |
| Diluted EPS (\$) | 0.14 | 0.13 | 4.2 | 0.15 | (5.7) |

Consolidated statement of Comprehensive Income for year ended,

(As per IFRS)

In US \$ million, except per equity share data

| Particulars | Mar 31, 2020 | Mar 31, 2019 | Growth % |
|--|---------------|---------------|--------------|
| Revenues | 12,780 | 11,799 | 8.3 |
| Cost of sales | 8,552 | 7,687 | 11.3 |
| Gross Profit | 4,228 | 4,112 | 2.8 |
| Operating Expenses: | | | |
| <i>Selling and marketing expenses</i> | 664 | 638 | 4.1 |
| <i>Administrative expenses</i> | 840 | 778 | 8.0 |
| Total Operating Expenses | 1,504 | 1,416 | 6.2 |
| Operating Profit | 2,724 | 2,696 | 1.0 |
| Operating Margin % | 21.3 | 22.8 | (1.5) |
| Other Income, net ⁽¹⁾ | 395 | 411 | (3.9) |
| Finance cost ⁽²⁾ | (24) | - | - |
| Reduction in the fair value of Disposal Group held for sale ⁽³⁾ | - | (39) | - |
| Adjustment in respect of excess of carrying amount over recoverable amount on reclassification from "Held for Sale" ⁽⁴⁾ | - | (65) | - |
| Profit before income taxes | 3,095 | 3,003 | 3.1 |
| Income tax expense ⁽⁵⁾ | 757 | 803 | (5.7) |
| Net Profit | 2,338 | 2,200 | 6.3 |
| Minority Interest | 7 | 1 | - |
| Net Profit (after minority interest) | 2,331 | 2,199 | 6.0 |
| Basic EPS (\$) | 0.55 | 0.51 | 8.3 |
| Diluted EPS (\$) | 0.55 | 0.51 | 8.2 |

Consolidated statement of Comprehensive Income for three months ended,

(As per IFRS)

In ₹ crore, except per equity share data

| Particulars | Mar 31, 2020 | Mar 31, 2019 | Growth % Q4 20 over Q4 19 | Dec 31, 2019 | Growth % Q4 20 over Q3 20 |
|---|---------------|---------------|---------------------------------|---------------|---------------------------------|
| Revenues | 23,267 | 21,539 | 8.0 | 23,092 | 0.8 |
| Cost of sales | 15,501 | 14,283 | 8.5 | 15,373 | 0.8 |
| Gross Profit | 7,766 | 7,256 | 7.0 | 7,719 | 0.6 |
| Operating Expenses: | | | | | |
| <i>Selling and marketing expenses</i> | 1,172 | 1,226 | (4.4) | 1,204 | (2.7) |
| <i>Administrative expenses</i> | 1,667 | 1,412 | 18.1 | 1,451 | 14.9 |
| Total Operating Expenses | 2,839 | 2,638 | 7.6 | 2,655 | 6.9 |
| Operating Profit | 4,927 | 4,618 | 6.7 | 5,064 | (2.7) |
| Operating Margin % | 21.2 | 21.4 | (0.2) | 21.9 | (0.7) |
| Other Income, net ⁽¹⁾ | 614 | 665 | (7.7) | 827 | (25.8) |
| Finance cost ⁽²⁾ | (45) | - | - | (42) | - |
| Profit before income taxes | 5,496 | 5,283 | 4.0 | 5,849 | (6.0) |
| Income tax expense | 1,161 | 1,205 | (3.7) | 1,383 | (16.1) |
| Net Profit | 4,335 | 4,078 | 6.3 | 4,466 | (2.9) |
| Minority Interest | 14 | 4 | - | 9 | - |
| Net Profit (after minority interest) | 4,321 | 4,074 | 6.1 | 4,457 | (3.1) |
| Basic EPS (₹) | 10.19 | 9.37 | 8.7 | 10.51 | (3.1) |
| Diluted EPS (₹) | 10.18 | 9.36 | 8.7 | 10.50 | (3.1) |

Consolidated statement of Comprehensive Income for year ended,

(As per IFRS)

In ₹ crore, except per equity share data

| Particulars | Mar 31, 2020 | Mar 31, 2019 | Growth % |
|--|---------------|---------------|--------------|
| Revenues | 90,791 | 82,675 | 9.8 |
| Cost of sales | 60,732 | 53,867 | 12.7 |
| Gross Profit | 30,059 | 28,808 | 4.3 |
| Operating Expenses: | | | |
| <i>Selling and marketing expenses</i> | 4,711 | 4,473 | 5.3 |
| <i>Administrative expenses</i> | 5,974 | 5,455 | 9.5 |
| Total Operating Expenses | 10,685 | 9,928 | 7.6 |
| Operating Profit | 19,374 | 18,880 | 2.6 |
| Operating Margin % | 21.3 | 22.8 | (1.5) |
| Other Income, net ⁽¹⁾ | 2,803 | 2,882 | (2.7) |
| Finance cost ⁽²⁾ | (170) | - | - |
| Reduction in the fair value of Disposal Group held for sale ⁽³⁾ | - | (270) | - |
| Adjustment in respect of excess of carrying amount over recoverable amount on reclassification from "Held for Sale" ⁽⁴⁾ | - | (451) | - |
| Profit before income taxes | 22,007 | 21,041 | 4.6 |
| Income tax expense ⁽⁵⁾ | 5,368 | 5,631 | (4.7) |
| Net Profit | 16,639 | 15,410 | 8.0 |
| Minority Interest | 45 | 6 | - |
| Net Profit (after minority interest) | 16,594 | 15,404 | 7.7 |
| Basic EPS (₹) | 38.97 | 35.44 | 10.0 |
| Diluted EPS (₹) | 38.91 | 35.38 | 10.0 |

⁽¹⁾ Other income includes interest on income tax refund of \$2 million (₹8 crore) and Nil for the quarter ended March 31, 2020 and March 31, 2019 respectively, \$37 million (₹259 crore) and \$7 million (₹51 crore) for the year ended March 31, 2020 and March 31, 2019 respectively and \$34 million (₹242 crore) for the quarter ended December 31, 2019.

⁽²⁾ On account of adoption of IFRS 16- Leases effective April 1, 2019.

⁽³⁾ Represents a reduction in the fair value amounting \$39 million (₹270 crore) in respect of Panaya for the year ended March 31, 2019.

⁽⁴⁾ Represents an adjustment in respect of excess of carrying amount over recoverable amount of \$65 million (₹451 crore) in respect of Skava for the year ended March 31, 2019.

⁽⁵⁾ During the year ended March 31, 2019, on account of the conclusion of an Advance Pricing Agreement ("APA") in an overseas jurisdiction, the Company has reversed income tax expense provision of \$14 million (₹94 crore) which pertains to previous period.