

42.6% YoY
CC Digital growth

21.5% YoY
7.0% QoQ
CC Revenue growth

23.5%
Operating margin

13.1% YoY
Increase in EPS
(₹ terms)

\$2.53 bn
Large deal signings

Revenue Growth- Q3 22

	Reported	CC
QoQ growth (%)	6.3%	7.0%
YoY growth (%)	20.9%	21.5%

Revenues by Offering

	Quarter ended (\$ mn)			YoY Growth (%)	
	Dec 31, 2021	Sep 30, 2021	Dec 31, 2020	Reported	CC
Digital	2,487	2,243	1,761	41.2	42.6
Core	1,763	1,755	1,755	0.5	0.6
Total	4,250	3,998	3,516	20.9	21.5
<i>Digital Revenues as % of Total Revenues</i>	58.5	56.1	50.1		

Revenues by Business Segments

(in %)

	Quarter ended			YoY Growth	
	Dec 31, 2021	Sep 30, 2021	Dec 31, 2020	Reported	CC
Financial services	31.5	32.3	33.1	15.0	15.5
Retail	14.5	14.6	14.7	19.4	19.8
Communication	12.5	12.4	12.4	21.7	22.2
Energy, Utilities, Resources & Services	11.7	11.8	12.5	13.2	13.6
Manufacturing	11.3	10.9	9.3	46.4	48.4
Hi-Tech	8.1	8.5	8.2	18.6	18.9
Life Sciences	7.5	7.1	7.1	28.3	29.2
Others	2.9	2.4	2.7	33.9	36.0
Total	100.0	100.0	100.0	20.9	21.5

Revenues by Client Geography

(in %)

	Quarter ended			YoY Growth	
	Dec 31, 2021	Sep 30, 2021	Dec 31, 2020	Reported	CC
North America	61.8	61.9	61.6	21.3	21.4
Europe	24.9	24.8	24.0	25.4	27.2
Rest of the world	10.3	10.7	11.8	5.9	6.7
India	3.0	2.6	2.6	38.4	40.1
Total	100.0	100.0	100.0	20.9	21.5

Client Data

	Quarter ended		
	Dec 31, 2021	Sep 30, 2021	Dec 31, 2020
Number of Clients			
Active	1,738	1,714	1,562
Added during the period (gross)	111	117	139
Number of million dollar clients*			
1 Million dollar +	854	841	761
10 Million dollar +	274	270	246
50 Million dollar +	64	62	60
100 Million dollar +	37	35	29
Client contribution to revenues			
Top 5 clients	12.0%	11.4%	10.8%
Top 10 clients	20.2%	19.4%	18.5%
Top 25 clients	35.9%	35.4%	34.6%
Days Sales Outstanding*	71	66	73

*LTM (Last twelve months) Revenues

Effort and Utilization - Consolidated IT Services

(in %)

	Quarter ended		
	Dec 31, 2021	Sep 30, 2021	Dec 31, 2020
Effort			
Onsite	23.8	23.6	25.2
Offshore	76.2	76.4	74.8
Utilization			
Including trainees	82.7	84.1	82.3
Excluding trainees	88.5	89.2	86.3

Employee Metrics

(Nos.)

	Quarter ended		
	Dec 31, 2021	Sep 30, 2021	Dec 31, 2020
Total employees	2,92,067	2,79,617	2,49,312
S/W professionals	2,76,942	2,64,918	2,34,829
Sales & Support	15,125	14,699	14,483
Voluntary Attrition % (LTM - IT Services)	25.5%	20.1%	11.0%
% of Women Employees	39.6%	39.1%	38.3%
Revenue per Employee - Consolidated (In US \$ K)	57.9	57.3	54.3

Cash Flow

In US \$ million

	Quarter ended		
	Dec 31, 2021	Sep 30, 2021	Dec 31, 2020
Free cash flow ⁽¹⁾	719	712	772
Consolidated cash and investments ⁽²⁾	4,280	4,418	4,538

In ₹ crore

	Quarter ended		
	Dec 31, 2021	Sep 30, 2021	Dec 31, 2020
Free cash flow ⁽¹⁾	5,399	5,272	5,683
Consolidated cash and investments ⁽²⁾	31,813	32,801	33,157

⁽¹⁾ Free cash flow is defined as net cash provided by operating activities less capital expenditure as per the consolidated statement of cash flows prepared under IFRS (Non-IFRS measure)

⁽²⁾ Consolidated cash and investments comprise of cash and cash equivalents, current and non-current investments excluding investments in unquoted equity and preference shares, unquoted compulsorily convertible debentures and others (Non-IFRS measure)

Consolidated statement of Comprehensive Income for three months ended,

(Extracted from IFRS Financial Statement)

In US \$ million, except per equity share data

Particulars	Dec 31, 2021	Dec 31, 2020	Growth % Q3 22 over Q3 21	Sep 30, 2021	Growth % Q3 22 over Q2 22
Revenues	4,250	3,516	20.9	3,998	6.3
Cost of sales	2,856	2,275	25.5	2,675	6.8
Gross Profit	1,394	1,241	12.3	1,323	5.4
Operating Expenses:					
<i>Selling and marketing expenses</i>	177	156	13.5	167	6.0
<i>Administrative expenses</i>	219	192	14.1	215	1.9
Total Operating Expenses	396	348	13.8	382	3.7
Operating Profit	998	893	11.7	941	5.9
Operating Margin %	23.5	25.4	(1.9)	23.6	(0.1)
Other Income, net ⁽¹⁾	61	77	(20.8)	65	(6.2)
Profit before income taxes	1,059	970	9.2	1,006	5.3
Income tax expense	283	263	7.6	272	4.0
Net Profit (before minority interest)	776	707	9.8	734	5.8
Net Profit (after minority interest)	774	705	9.9	733	5.7
Basic EPS (\$)	0.18	0.17	11.2	0.17	6.2
Diluted EPS (\$)	0.18	0.17	11.2	0.17	6.2
Dividend Per Share (\$)⁽²⁾	-	-	-	0.20	-

Consolidated statement of Comprehensive Income for nine months ended,

(Extracted from IFRS Financial Statement)

In US \$ million, except per equity share data

Particulars	Dec 31, 2021	Dec 31, 2020	Growth %
Revenues	12,031	9,948	20.9
Cost of sales	8,041	6,471	24.3
Gross Profit	3,990	3,477	14.8
Operating Expenses:			
<i>Selling and marketing expenses</i>	513	459	11.8
<i>Administrative expenses</i>	642	577	11.3
Total Operating Expenses	1,155	1,036	11.5
Operating Profit	2,835	2,441	16.1
Operating Margin %	23.6	24.5	(1.0)
Other Income, net ⁽¹⁾	203	203	0.0
Profit before income taxes	3,038	2,644	14.9
Income tax expense	823	718	14.6
Net Profit (before minority interest)	2,215	1,926	15.0
Net Profit (after minority interest)	2,211	1,916	15.4
Basic EPS (\$)	0.52	0.45	16.1
Diluted EPS (\$)	0.52	0.45	16.1
Dividend Per Share (\$)⁽²⁾	0.20	0.16	25.0

⁽¹⁾ Other income is net of Finance Cost

⁽²⁾ USD/INR exchange rate as of December 31, 2021

Consolidated statement of Comprehensive Income for three months ended,

(Extracted from IFRS Financial Statement)

In ₹ crore, except per equity share data

Particulars	Dec 31, 2021	Dec 31, 2020	Growth % Q3 22 over Q3 21	Sep 30, 2021	Growth % Q3 22 over Q2 22
Revenues	31,867	25,927	22.9	29,602	7.7
Cost of sales	21,415	16,777	27.6	19,806	8.1
Gross Profit	10,452	9,150	14.2	9,796	6.7
Operating Expenses:					
<i>Selling and marketing expenses</i>	1,325	1,145	15.7	1,235	7.3
<i>Administrative expenses</i>	1,643	1,416	16.0	1,589	3.4
Total Operating Expenses	2,968	2,561	15.9	2,824	5.1
Operating Profit	7,484	6,589	13.6	6,972	7.3
Operating Margin %	23.5	25.4	(1.9)	23.6	(0.1)
Other Income, net ⁽¹⁾	459	562	(18.3)	476	(3.6)
Profit before income taxes	7,943	7,151	11.1	7,448	6.6
Income tax expense	2,121	1,936	9.6	2,020	5.0
Net Profit (before minority interest)	5,822	5,215	11.7	5,428	7.3
Net Profit (after minority interest)	5,809	5,197	11.8	5,421	7.1
Basic EPS (₹)	13.86	12.25	13.1	12.88	7.6
Diluted EPS (₹)	13.83	12.23	13.1	12.85	7.6
Dividend Per Share (₹)	-	-	-	15.00	-

Consolidated statement of Comprehensive Income for nine months ended,

(Extracted from IFRS Financial Statement)

In ₹ crore, except per equity share data

Particulars	Dec 31, 2021	Dec 31, 2020	Growth %
Revenues	89,365	74,161	20.5
Cost of sales	59,726	48,250	23.8
Gross Profit	29,639	25,911	14.4
Operating Expenses:			
<i>Selling and marketing expenses</i>	3,809	3,427	11.1
<i>Administrative expenses</i>	4,771	4,302	10.9
Total Operating Expenses	8,580	7,729	11.0
Operating Profit	21,059	18,182	15.8
Operating Margin %	23.6	24.5	(1.0)
Other Income, net ⁽¹⁾	1,508	1,512	(0.3)
Profit before income taxes	22,567	19,694	14.6
Income tax expense	6,116	5,349	14.3
Net Profit (before minority interest)	16,451	14,345	14.7
Net Profit (after minority interest)	16,425	14,275	15.1
Basic EPS (₹)	38.96	33.65	15.8
Diluted EPS (₹)	38.88	33.59	15.7
Dividend Per Share (₹)	15.00	12.00	25.0

⁽¹⁾ Other income is net of Finance Cost