



Shareholder Value Creation

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Chief Financial Officer

9th December 2021

LTI Snapshot

the Last Twelve Months

Revenues
\$1.85 bn

YoY Growth
16.0%

5 year CAGR
13.5%

EBIT
₹ 24,995 Mn

EBIT margin
18.3%

YoY Growth
20.8%

5 year CAGR
23.0%

Net Profit
₹ 21,136 Mn

Net Profit margin
15.5%

YoY Growth
26.0%

5 year CAGR
18.3%

Operating cash flow
₹ 19,168 Mn

OCF to NI%
90.7%

Dividends paid
₹ 8,740 Mn

Payout ratio
41.3%

Utilisation (ex trainees)

83.5%

Offshore mix

82.6%

Headcount

42,382

Countries

33

Delivery Centers

34

Quarterly annualized revenue crossed \$ 2 bn mark in Q2FY22

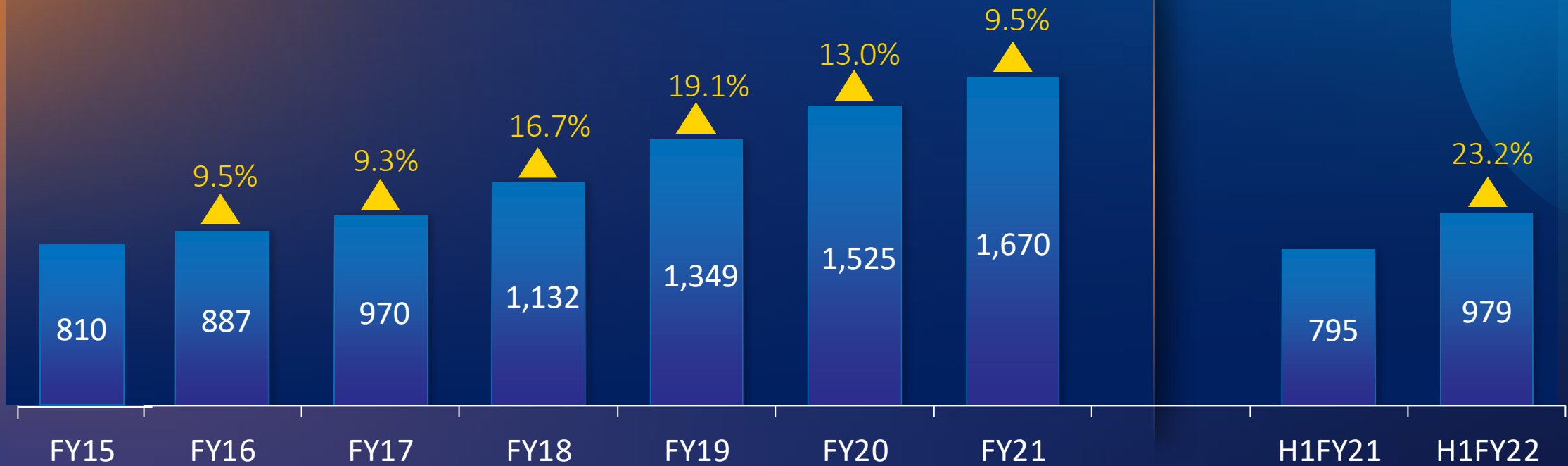
Best ever Q1 sequential growth in Q1FY22

Best ever and all-time high sequential revenue growth in Q2FY22

Note: All figures pertain to LTM, unless otherwise specified

Consistent Growth

Annual Revenue (\$ Mn)

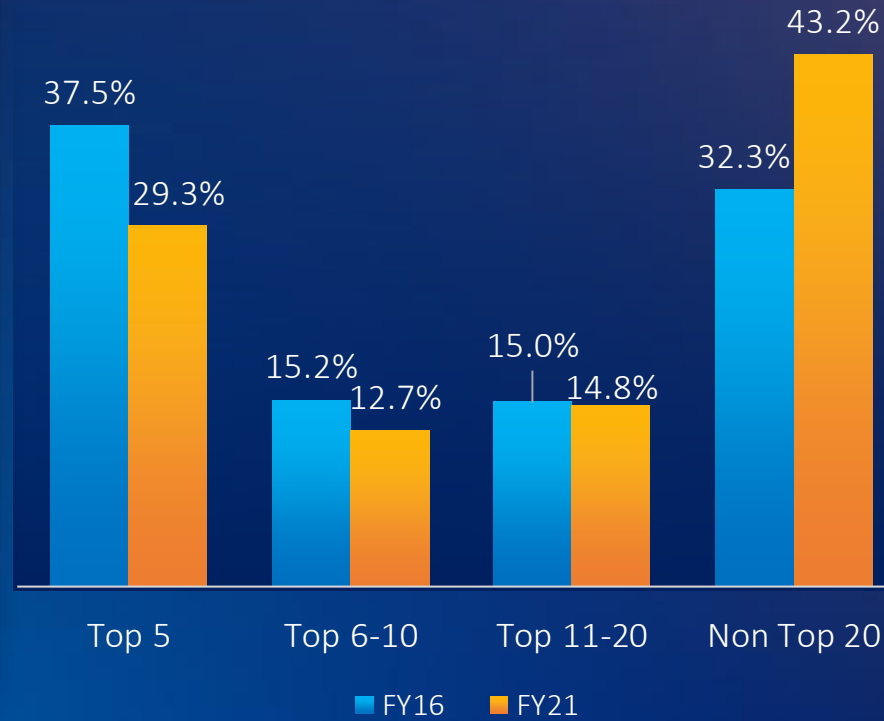


Partnering with Clients for Growth

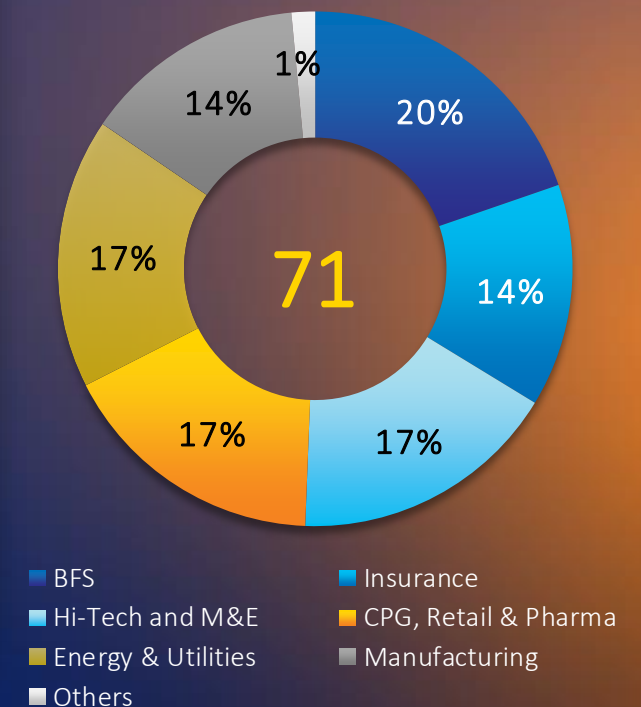
Client Mining Yielding Results

	Q2FY16	Q2FY22
\$100 Mn+	1	1
\$50 Mn+	3	7
\$20 Mn+	8	21
\$10 Mn+	19	43
\$5 Mn+	32	71
\$1 Mn+	85	180

Client Concentration



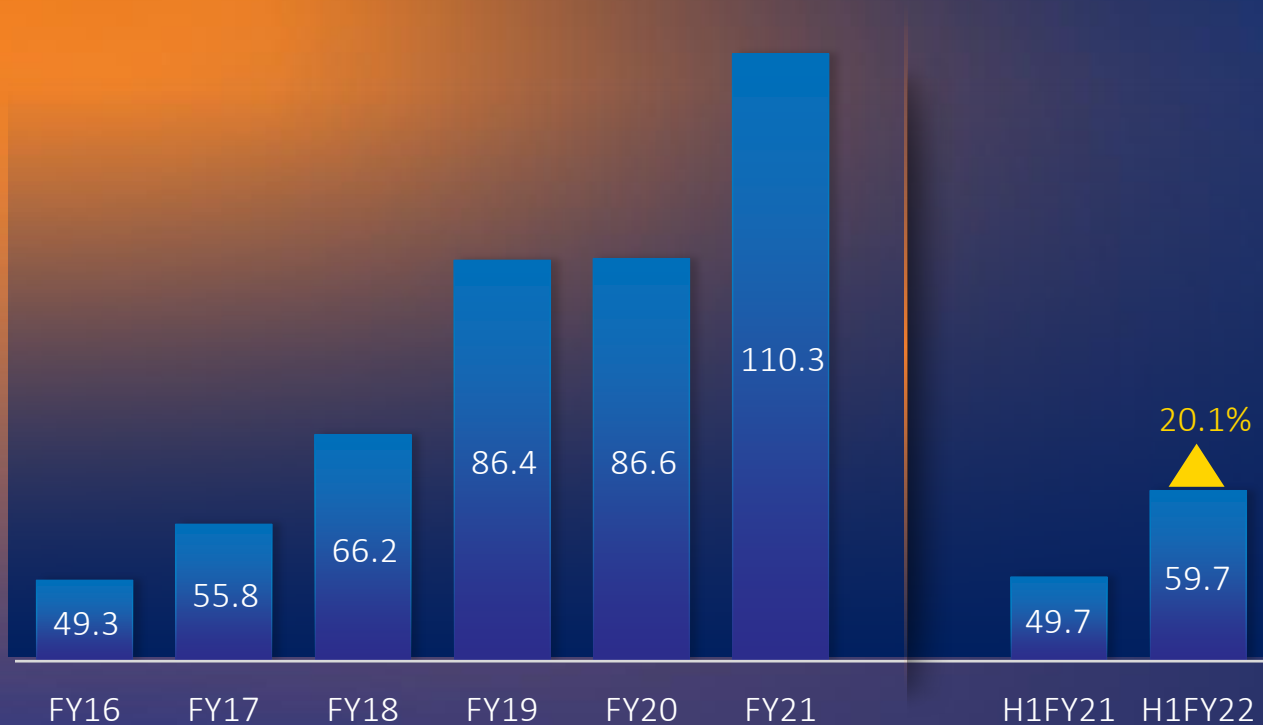
Spread of Global Fortune 500 Clients



Note: As of H1FY22

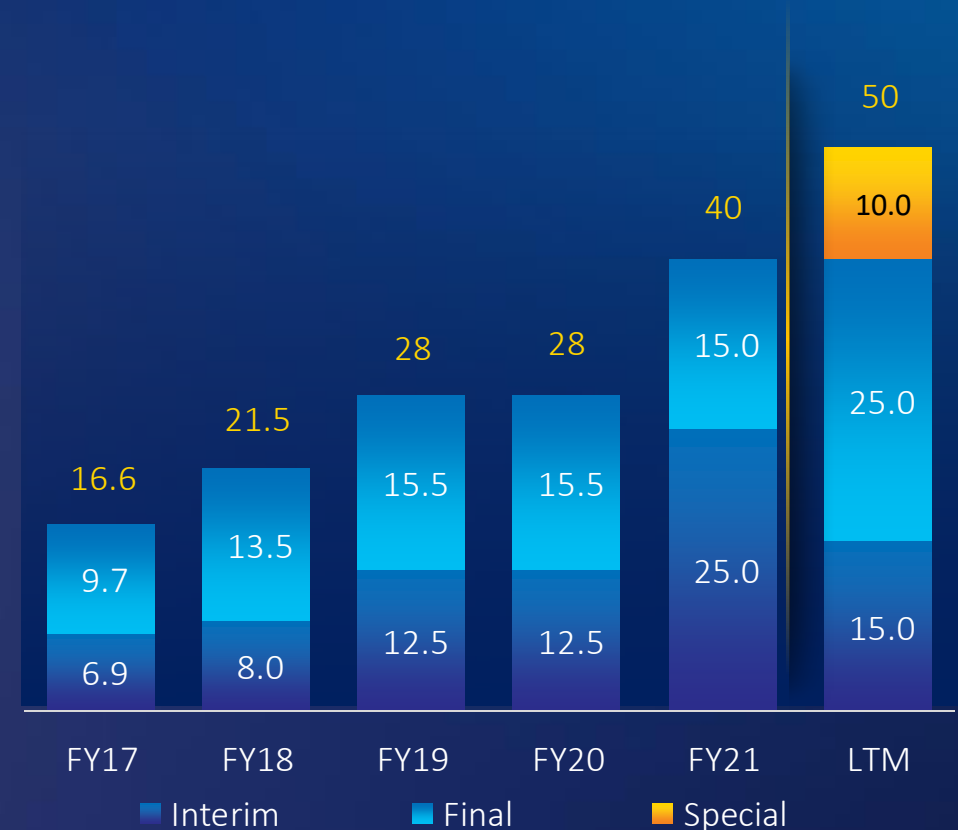
Increasing Shareholder Returns

Earning Per Share (₹)



Note: FY18 financials have been adjusted for one time settlement with a client

Dividend Per Share (₹)



Investing

Back Into...

2016



Big Data, AI, ML and Advanced analytics

2017



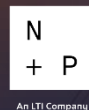
Core banking and Temenos Wealth Suite implementation

2019



Pega implementation in establishing BPM roadmap, customer services, RPA and decisioning

2019



Core banking and Temenos Wealth Suite implementation

2019



Big Data, AI, ML and Advanced analytics

2019



Cloud consulting, migration, app development and managed services

2021



Digital Engineering and Outsourced Product Development company



Building Next-gen Capabilities

Focus on next-gen capabilities & services to maintain industry leading growth



Partnerships & Alliances

Strategic collaborations to enhance our capabilities



Talent Management

Continue to build a diverse and inclusive workforce with focus on re-skilling



ESG

Committed to sustainable development through Sustainability Roadmap 2030



LTI

Let's Solve