

\$7.13bn Large deal signings	31.3% YoY Digital CC growth	6.6% YoY CC growth	25.4% Operating margin	16.5% YoY Increase in EPS (₹ terms)
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Revenue Growth- Q3 21

	Reported	CC
QoQ growth (%)	6.2	5.3
YoY growth (%)	8.4	6.6

Revenues by Offering

	Quarter ended (\$ mn)			YoY Growth (%)	
	Dec 31, 2020	Sep 30, 2020	Dec 31, 2019	Reported	CC
Digital	1,761	1,568	1,318	33.6	31.3
Core	1,755	1,744	1,925	(8.8)	(10.3)
Total	3,516	3,312	3,243	8.4	6.6
<i>Digital Revenues as % of Total Revenues</i>	<i>50.1</i>	<i>47.3</i>	<i>40.6</i>		

Revenues by Business Segments

	Quarter ended			YoY Growth	
	Dec 31, 2020	Sep 30, 2020	Dec 31, 2019	Reported	CC
Financial services	33.1	32.0	31.5	13.9	12.0
Retail	14.7	14.9	15.3	4.0	2.0
Communication	12.4	12.6	13.0	3.4	0.8
Energy, Utilities, Resources & Services	12.5	12.3	12.8	6.5	4.9
Manufacturing	9.3	9.1	10.3	(1.9)	(4.1)
Hi-Tech	8.2	9.1	7.6	17.6	17.4
Life Sciences	7.1	6.8	6.7	13.2	11.0
Others	2.7	3.2	2.8	5.0	2.7
Total	100.0	100.0	100.0	8.4	6.6

Revenues by Client Geography

	Quarter ended			YoY Growth	
	Dec 31, 2020	Sep 30, 2020	Dec 31, 2019	Reported	CC
North America	61.6	60.7	61.3	8.9	8.8
Europe	24.0	24.3	24.4	6.8	1.3
Rest of the world	11.8	12.0	11.5	10.7	6.1
India	2.6	3.0	2.8	1.7	4.3
Total	100.0	100.0	100.0	8.4	6.6

Client Data

	Quarter ended		
	Dec 31, 2020	Sep 30, 2020	Dec 31, 2019
Number of Clients			
Active	1,562	1,487	1,384
Added during the period (gross)	139	96	84
Number of million dollar clients*			
1 Million dollar +	761	745	705
10 Million dollar +	246	242	232
50 Million dollar +	60	60	61
100 Million dollar +	29	30	28
Client contribution to revenues			
Top 5 clients	10.8%	11.3%	11.3%
Top 10 clients	18.5%	18.7%	18.9%
Top 25 clients	34.6%	34.2%	34.2%
Repeat business	95.1%	98.0%	97.2%
Days Sales Outstanding*	73	69	73

*Based on LTM (Last twelve months) Revenues

Effort and Utilization - Consolidated IT Services

(in %)

	Quarter ended		
	Dec 31, 2020	Sep 30, 2020	Dec 31, 2019
Effort			
Onsite	25.2	26.1	27.7
Offshore	74.8	73.9	72.3
Utilization			
Including trainees	82.3	80.6	80.4
Excluding trainees	86.3	83.6	84.4

Employee Metrics

(Nos.)

	Quarter ended		
	Dec 31, 2020	Sep 30, 2020	Dec 31, 2019
Total employees	2,49,312	2,40,208	2,43,454
S/W professionals	2,34,829	2,26,067	2,29,658
Sales & Support	14,483	14,141	13,796
Voluntary Attrition % (Annualized - IT Services)	10.0%	7.8%	15.8%
% of Women Employees	38.3%	37.9%	37.8%
Revenue per Employee - Consolidated (In US \$ K)	54.3	53.5	54.4

Cash Flow

In US \$ million

	Quarter ended		
	Dec 31, 2020	Sep 30, 2020	Dec 31, 2019
Free cash flow ⁽¹⁾	772	674	671
Consolidated cash and investments ⁽²⁾	4,538	4,555	3,423

In ₹ crore

	Quarter ended		
	Dec 31, 2020	Sep 30, 2020	Dec 31, 2019
Free cash flow ⁽¹⁾	5,683	4,989	4,759
Consolidated cash and investments ⁽²⁾	33,157	33,601	24,434

⁽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 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, 2020	Dec 31, 2019	Growth % Q3 21 over Q3 20	Sep 30, 2020	Growth % Q3 21 over Q2 21
Revenues	3,516	3,243	8.4	3,312	6.2
Cost of sales	2,275	2,159	5.4	2,125	7.1
Gross Profit	1,241	1,084	14.5	1,187	4.5
Operating Expenses:					
<i>Selling and marketing expenses</i>	156	169	(7.7)	153	2.0
<i>Administrative expenses</i>	192	204	(5.9)	194	(1.0)
Total Operating Expenses	348	373	(6.7)	347	0.3
Operating Profit	893	711	25.6	840	6.4
Operating Margin %	25.4	21.9	3.5	25.4	0.1
Other Income, net ⁽¹⁾	77	110	(30.0)	70	10.0
Profit before income taxes	970	821	18.1	910	6.6
Income tax expense	263	194	35.6	255	3.1
Net Profit (before minority interest)	707	627	12.7	655	7.9
Net Profit (after minority interest)	705	626	12.6	653	7.9
Basic EPS (\$)	0.17	0.15	12.5	0.15	7.9
Diluted EPS (\$)	0.17	0.15	12.4	0.15	7.8
Dividend Per Share (\$)	-	-	-	0.16	-

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, 2020	Dec 31, 2019	Growth %
Revenues	9,948	9,583	3.8
Cost of sales	6,471	6,420	0.8
Gross Profit	3,477	3,163	9.9
Operating Expenses:			
<i>Selling and marketing expenses</i>	459	502	(8.6)
<i>Administrative expenses</i>	577	612	(5.7)
Total Operating Expenses	1,036	1,114	(7.0)
Operating Profit	2,441	2,049	19.1
Operating Margin %	24.5	21.4	3.1
Other Income, net ⁽¹⁾	203	294	(31.0)
Profit before income taxes	2,644	2,343	12.8
Income tax expense	718	597	20.3
Net Profit (before minority interest)	1,926	1,746	10.3
Net Profit (after minority interest)	1,916	1,741	10.1
Basic EPS (\$)	0.45	0.41	10.6
Diluted EPS (\$)	0.45	0.41	10.6
Dividend Per Share (\$)	0.16	0.11	44.1

⁽¹⁾ Other income includes Finance Cost

Consolidated statement of Comprehensive Income for three months ended,

(Extracted from IFRS Financial Statement)

In ₹ crore, except per equity share data

Particulars	Dec 31, 2020	Dec 31, 2019	Growth % Q3 21 over Q3 20	Sep 30, 2020	Growth % Q3 21 over Q2 21
Revenues	25,927	23,092	12.3	24,570	5.5
Cost of sales	16,777	15,373	9.1	15,771	6.4
Gross Profit	9,150	7,719	18.5	8,799	4.0
Operating Expenses:					
<i>Selling and marketing expenses</i>	1,145	1,204	(4.9)	1,136	0.8
<i>Administrative expenses</i>	1,416	1,451	(2.4)	1,435	(1.3)
Total Operating Expenses	2,561	2,655	(3.5)	2,571	(0.4)
Operating Profit	6,589	5,064	30.1	6,228	5.8
Operating Margin %	25.4	21.9	3.5	25.3	0.1
Other Income, net ⁽¹⁾	562	785	(28.4)	522	7.7
Profit before income taxes	7,151	5,849	22.3	6,750	5.9
Income tax expense	1,936	1,383	40.0	1,892	2.3
Net Profit (before minority interest)	5,215	4,466	16.8	4,858	7.3
Net Profit (after minority interest)	5,197	4,457	16.6	4,845	7.3
Basic EPS (₹)	12.25	10.51	16.5	11.42	7.3
Diluted EPS (₹)	12.23	10.50	16.5	11.40	7.2
Dividend Per Share (₹)	-	-	-	12.00	-

Consolidated statement of Comprehensive Income for nine months ended,

(Extracted from IFRS Financial Statement)

In ₹ crore, except per equity share data

Particulars	Dec 31, 2020	Dec 31, 2019	Growth %
Revenues	74,161	67,524	9.8
Cost of sales	48,250	45,231	6.7
Gross Profit	25,911	22,293	16.2
Operating Expenses:			
<i>Selling and marketing expenses</i>	3,427	3,539	(3.2)
<i>Administrative expenses</i>	4,302	4,307	(0.1)
Total Operating Expenses	7,729	7,846	(1.5)
Operating Profit	18,182	14,447	25.9
Operating Margin %	24.5	21.4	3.1
Other Income, net ⁽¹⁾	1,512	2,064	(26.7)
Profit before income taxes	19,694	16,511	19.3
Income tax expense	5,349	4,207	27.1
Net Profit (before minority interest)	14,345	12,304	16.6
Net Profit (after minority interest)	14,275	12,273	16.3
Basic EPS (₹)	33.65	28.79	16.9
Diluted EPS (₹)	33.59	28.74	16.9
Dividend Per Share (₹)	12.00	8.00	50.0

⁽¹⁾ Other income includes Finance Cost