

FACT SHEET

Q4 FY25 KEY HIGHLIGHTS

USD 1,549 Mn

Revenue

10.5%

EBIT Margin

USD 798 Mn

Net New Deal Wins

USD 150 Mn

Free Cash Flow

Revenue Growth (USD)	QoQ		YoY	
	Reported	CC	Reported	CC
Total Revenue	-1.2%	-1.5%	0.0%	0.3%

Revenue by Industry %	Q4 FY25	Q3 FY25	Q4 FY24	QoQ	YoY
Communications	33.2%	32.5%	34.0%	1.0%	-2.2%
Manufacturing	17.0%	16.8%	18.0%	-0.2%	-5.5%
Hi-Tech and Media	13.2%	14.3%	13.8%	-8.2%	-4.1%
Banking, Financial services & Insurance	16.7%	16.1%	15.7%	2.4%	6.0%
Retail, Transport & Logistics	8.1%	8.1%	7.3%	-0.4%	10.3%
Healthcare & Life Sciences	7.3%	7.7%	7.2%	-5.6%	2.3%
Others	4.5%	4.5%	4.0%	-5.2%	12.3%

As part of regular review of its customer portfolio & verticals, company had reassessed the customers (groups) which are into multiple businesses and have aligned vertical which is closer to the actual nature of services or majority of services being offered. In line with that, have aligned previous year comparative.

Revenue by Geography %	Q4 FY25	Q3 FY25	Q4 FY24	QoQ	YoY
Americas	48.4%	50.8%	50.8%	-5.9%	-4.7%
Europe	25.4%	23.6%	24.2%	6.3%	5.1%
Rest of world	26.2%	25.6%	25.0%	1.3%	4.8%

IT Headcount Onsite /Offshore Break-up in %	Q4 FY25	Q3 FY25	Q4 FY24
Onsite	22.1%	22.7%	25.2%
Offshore	77.9%	77.3%	74.8%

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Net New Deal Wins (USD Mn)	Q4FY25	Q3FY25	Q4FY24
Net new deal wins (TCV)	798	745	500

No. of Active Clients	Q4FY25	Q3FY25	Q4FY24
No. of Active Clients	1,162	1,175	1,172

No. of Million \$ Clients	Q4FY25	Q3FY25	Q4FY24
≥ \$1 million clients	540	540	553
≥ \$5 million clients	195	191	190
≥ \$10 million clients	106	104	114
≥ \$20 million clients	59	61	63
≥ \$50 million clients	25	25	23

Client Concentration	Q4FY25	Q3FY25	Q4FY24	QoQ	YoY
Top 5	16%	15%	16%	4.1%	-1.5%
Top 10	25%	24%	26%	0.1%	-5.3%
Top 20	38%	38%	39%	-0.8%	-1.6%

Total Headcount (As at period-end)	Q4FY25	Q3FY25	Q4FY24	QoQ	YoY
Software professionals	80,609	80,865	80,925	-0.3%	-0.4%
BPS professionals	59,636	61,053	55,492	-2.3%	7.5%
Sales & support	8,486	8,570	9,038	-1.0%	-6.1%
Total Headcount	148,731	150,488	145,455	-1.2%	2.3%

Attrition & Utilization	Q4FY25	Q3FY25	Q4FY24
IT Attrition % (LTM) #	12%	11%	10%
IT Utilization % #	86%	86%	86%
IT Utilization % (Excluding Trainees) #	86%	86%	86%

Metrics for Organic business

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Cash Flow	Q4FY25	Q3FY25	Q4FY24
Receivable Days (DSO)-Including Unbilled	88	88	92
Capital Expenditure (USD Mn)	20	20	24
Free Cash Flow (USD Mn)	150	199	129
Free Cash Flow to PAT %	111%	172%	163%

Cash & Borrowings (INR Mn)	Q4FY25	Q3FY25	Q4FY24
Borrowings **	4,714	9,364	15,310
Cash and Cash Equivalent *	76,556	68,408	79,115

Cash & Borrowings (USD Mn)	Q4FY25	Q3FY25	Q4FY24
Borrowings **	55	109	184
Cash and Cash Equivalent *	896	799	949

* Cash & Cash Equivalent includes Investments & Margin Money

** Borrowings exclude lease obligation on right-of-use (ROU) assets, created as per Ind AS 116 new accounting standard on leases

USD Rupee Rate	Q4FY25	Q3FY25	Q4FY24	QoQ	YoY
Period closing rate	85.48	85.62	83.41	-0.2%	2.5%
Period average Rate	86.53	84.73	83.12	2.1%	4.1%

% of Revenues From Major Currencies	Q4FY25	Q3FY25	Q4FY24
USD	51.2%	52.8%	52.7%
GBP	9.9%	9.1%	9.8%
EUR	12.4%	11.6%	11.3%
AUD	4.8%	4.6%	4.0%
Others	21.7%	21.8%	22.2%

Hedge Book	Q4FY25	Q3FY25	Q4FY24
GBP In Mn	139	162	217
Strike rate (INR)	111.1	110.3	106.4
USD In Mn	1,649	1,778	1,937
Strike rate (INR)	87.0	86.5	85.5
EUR In Mn	120	122	174
Strike rate (INR)	97.6	97.6	94.3

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P&L in INR Mn	Q4 FY25	Q3 FY25	Q4 FY24	QoQ	YoY
Revenue From Operations	133,840	132,856	128,713	0.7%	4.0%
Cost of services	94,800	94,559	93,941	0.3%	0.9%
Gross Profit	39,040	38,297	34,772	1.9%	12.3%
SGA	20,366	20,207	20,694	0.8%	-1.6%
EBIDTA	18,674	18,090	14,078	3.2%	32.6%
EBIDTA %	14.0%	13.6%	10.9%	0.4%	3.1%
Depreciation & Amortization	4,621	4,588	4,614	0.7%	0.2%
EBIT	14,053	13,502	9,464	4.1%	48.5%
EBIT %	10.5%	10.2%	7.4%	0.3%	3.1%
Other income	1,727	165	3,735	946.7%	-53.8%
Foreign Exchange (loss) / gain	(384)	(914)	(401)	-58.0%	-4.2%
Interest, Dividend & Misc. income	2,111	1,079	4,136	95.6%	-49.0%
Interest expense	853	759	585	12.4%	45.8%
Impairment of Goodwill and non current assets	273	-	3,087	0.0%	-91.2%
Share of profit /(loss) from associate	(12)	66	64	-118.2%	-118.8%
Profit Before Tax	14,642	12,974	9,591	12.9%	52.7%
Provision for taxes	3,223	3,086	2,949	4.4%	9.3%
Profit After Tax	11,419	9,888	6,642	15.5%	71.9%
Minority Interest	(248)	56	32	-542.9%	-875.0%
Net Profit after tax (After Minority Interest)	11,667	9,832	6,610	18.7%	76.5%
Net PAT %	8.7%	7.4%	5.1%	1.3%	3.6%
EPS (In Rs)					
Basic	13.17	11.10	7.48	18.6%	76.2%
Diluted	13.15	11.08	7.45	18.7%	76.6%

Notes:

1. Figures rounded off to the nearest million.

2. Previous period figures have been regrouped/rearranged wherever necessary.

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P&L in USD Mn	Q4 FY25	Q3 FY25	Q4 FY24	QoQ	YoY
Revenue From Operations	1,548.8	1,567.5	1,548.2	-1.2%	0.0%
Cost of services	1,096.6	1,116.0	1,130.1	-1.7%	-3.0%
Gross Profit	452.1	451.5	418.1	0.1%	8.1%
SGA	235.4	238.5	248.9	-1.3%	-5.4%
EBIDTA	216.7	213.0	169.2	1.7%	28.1%
EBIDTA %	14.0%	13.6%	10.9%	0.4%	3.1%
Depreciation & Amortization	53.4	54.2	55.5	-1.4%	-3.8%
EBIT	163.3	158.8	113.7	2.8%	43.6%
EBIT %	10.5%	10.2%	7.4%	0.3%	3.1%
Other income	19.9	1.9	44.7	940.8%	-55.5%
Foreign Exchange (loss)/ gain	(4.5)	(10.8)	(4.9)	-58.9%	-8.5%
Interest, Dividend & Misc. income	24.4	12.7	49.6	91.2%	-50.9%
Interest expense	9.9	9.0	7.0	10.5%	40.3%
Impairment of Goodwill and non current assets	3.2	-	37.0	0.0%	-91%
Share of profit /(loss) from associate	(0.1)	0.8	0.8	-118.2%	-118.3%
Profit Before Tax	170.0	152.5	115.1	11.4%	47.6%
Provision for taxes	37.4	36.3	35.4	2.9%	5.5%
Profit After Tax	132.6	116.2	79.7	14.1%	66.3%
Minority Interest	(2.9)	0.7	0.4	-527.3%	-862.4%
Net Profit after tax (After Minority Interest)	135.5	115.6	79.3	17.3%	70.8%
Net PAT %	8.7%	7.4%	5.1%	1.3%	3.6%
EPS (In USD)					
Basic	0.15	0.13	0.09	16.2%	69.3%
Diluted	0.15	0.13	0.09	16.2%	69.6%

Notes:

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3. USD numbers based on convenience translation

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P&L in INR Mn	FY 25	FY 24	YoY
Revenue From Operations	529,883	519,955	1.9%
Cost of services	380,848	391,147	-2.6%
Gross Profit	149,035	128,808	15.7%
SGA	79,124	79,163	0.0%
EBIDTA	69,911	49,645	40.8%
EBIDTA %	13.2%	9.5%	3.7%
Depreciation & Amortization	18,529	18,171	2.0%
EBIT	51,382	31,474	63.3%
EBIT %	9.7%	6.1%	3.6%
Impairment of Goodwill and non current assets	273	4,582	-94.0%
Other income	8,554	9,169	-6.7%
Foreign Exchange (loss)/ gain	(2,376)	(421)	464.4%
Interest, Dividend & Misc. income	10,930	9,590	14.0%
Interest expense	3,217	3,922	-18.0%
Share of profit /(loss) from associate	86	105	-18.1%
Profit Before Tax	56,532	32,244	75.3%
Provision for taxes	14,002	8,276	69.2%
Profit After Tax	42,530	23,968	77.4%
Minority Interest	15	390	-96.2%
Net Profit after tax (After Minority Interest)	42,515	23,578	80.3%
Net PAT %	8.0%	4.5%	3.5%
EPS (In Rs)			
Basic	48.00	26.66	80.0%
Diluted	47.91	26.58	80.3%

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P&L in USD Mn	FY 25	FY 24	YoY
Revenue From Operations	6,264.0	6,277.1	-0.2%
Cost of services	4,502.9	4,722.5	-4.7%
Gross Profit	1,761.1	1,554.6	13.3%
SGA	935.0	955.7	-2.2%
EBIDTA	826.1	598.9	37.9%
EBIDTA %	13.2%	9.5%	3.7%
Depreciation & Amortization	219.0	219.4	-0.2%
EBIT	607.1	379.5	60.0%
EBIT %	9.7%	6.1%	3.6%
Impairment of Goodwill and non current assets	3.2	55.0	-94.2%
Other income	101.4	110.5	-8.2%
Foreign Exchange (loss)/ gain	(28.2)	(5.0)	462.0%
Interest, Dividend & Misc. income	129.5	115.5	12.2%
Interest expense	38.0	47.4	-19.7%
Share of profit /(loss) from associate	1.0	1.3	-20.3%
Profit Before Tax	668.3	388.8	71.9%
Provision for taxes	165.6	99.9	65.8%
Profit After Tax	502.6	289.0	73.9%
Minority Interest	0.2	4.7	-94.9%
Net Profit after tax (After Minority Interest)	502.4	284.3	76.7%
Net PAT %	8.0%	4.5%	3.5%
EPS (In Rs)			
Basic	0.57	0.32	77.6%
Diluted	0.57	0.32	78.1%

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