

# Q1 FY21 Earnings Summary

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## Consolidated Q1FY21\*

### Q-o-Q Financial Highlights

\* Amount in Rs Lakhs



		Q1 FY21	Q4 FY20
Revenue	↑	Rs. 8,807.4	Rs. 6,823.2
Recurring Revenue	↑	32.5%	30.8%
Gross Profit	↑	Rs. 2,681.5	Rs. 744.3
Gross Profit Margin	↑	30.4%	10.9%
Operating Expenses	↓	Rs. 8,416.9	Rs. 8,832.4
EBITDA	↑	Rs. 390.5	Rs. -2,009.2
EBITDA Margin	↑	4.4%	-29.4%

# Consolidated Q1FY21

## Business Highlights



### Continued to grow business in Pharma Vertical despite COVID-19

- Won projects to build Data Analytics Platform from a Tier-1 Strategic Customer using our DataEz Platform on a Recurring Revenue Model
- Established a new Cloud Center of Excellence in Chennai for a Large Pharma Client
- Top Life Sciences Customer expanded Cloud DevOps for 24/7 Operations & Support

### Sales recovery from June in Healthcare Vertical since COVID-19 delayed several projects across US Hospital Clients

- Won Advisory Services on Health Information Exchange and Clinical Data Sharing for a Washington-based Hospital Client
- Acquired an Arizona-based Hospital as a new client for MEDITECH implementation
- Extended MEDITECH projects across two major and long-time US hospital clients

### Cloud Business growth from Non-Healthcare Verticals

- Won 2 new SaaS Customers to provide 24x7 Cloud DevOps and Support
- Growth in Cloud Managed Services from our existing Manufacturing, Automotive and Supply Chain Customers

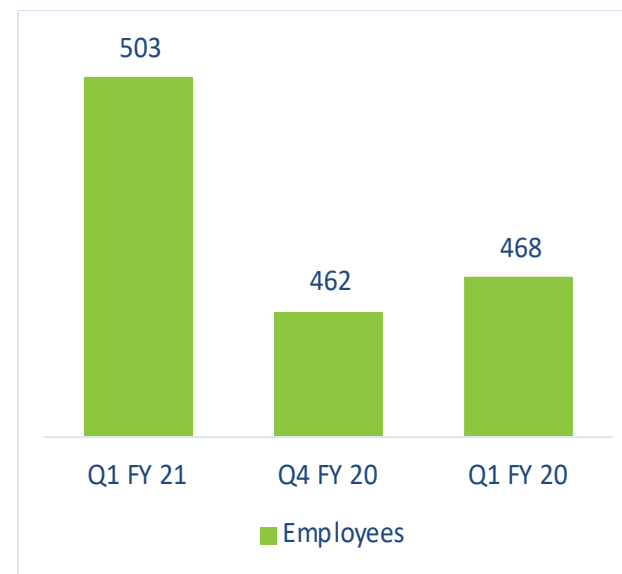
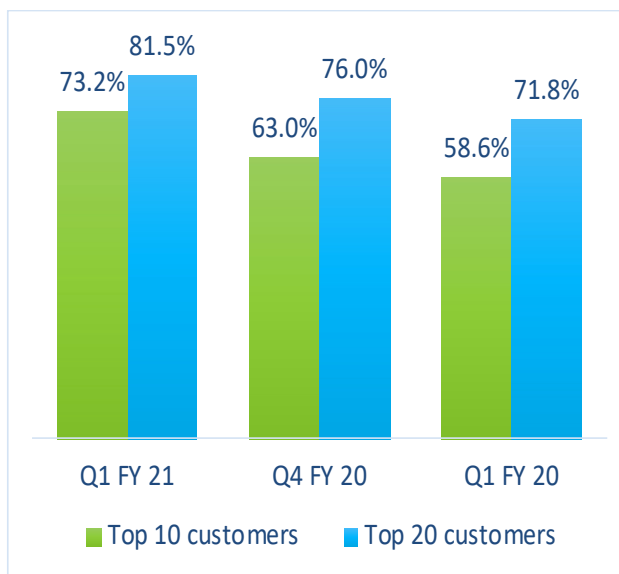
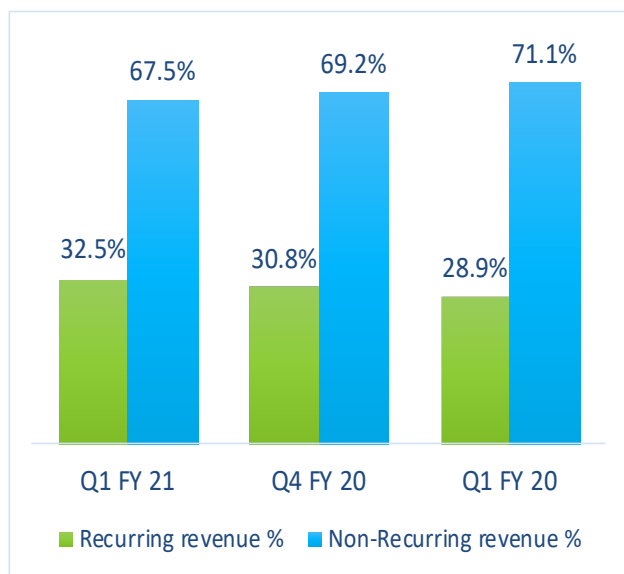
## Consolidated Financial Summary\*

Key Indicators	30-Jun-2020	31-Mar-2020
	Q1 FY21	Q4 FY20
Revenue	8,807.4	6,823.2
Gross Margin	2,681.5	744.3
Gross Margin %	<b>30.4%</b>	<b>10.9%</b>
R&D Expenses	741.8	625.5
R&D to Revenue %	<b>8.4%</b>	<b>9.2%</b>
S&M Expenses	1,112.6	1,472.5
S&M to Revenue %	<b>12.6%</b>	<b>21.6%</b>
G&A Expenses	436.6	655.5
G&A to Revenue %	<b>5.0%</b>	<b>9.6%</b>
Operating Expenses	8,416.9	8,832.4
EBITDA	390.5	(2,009.2)
<b>EBITDA %</b>	<b>4.4%</b>	<b>-29.4%</b>

\* Amount in Rs Lakhs

# Operating Metrics

- Life Sciences and Healthcare revenue at 73.5% in Q1 FY 21
- Healthy growth in recurring revenues
- Added 41 resources (33 in India and 8 in the US) in Q1 FY 21, despite the CoVID-19 pandemic.
- Head count (June 2020): India - 270 and US – 233; total – 503 employees



## Quarterly P&L\* (Standalone)

S.No.	Particulars	30-Jun-2020	31-Mar-2020	30-Jun-2019
		Q1 FY21	Q4 FY20	Q1 FY20
1	Income			
	a) Revenue from operations	1,400.7	1,022.0	1,003.2
	b) Other income (including foreign exchange gain / (loss))	47.2	159.9	0.7
	<b>Total income</b>	<b>1,447.9</b>	<b>1,181.9</b>	<b>1,003.9</b>
2	Expenses			
	a) Employee benefits expense	505.7	352.9	479.3
	b) Finance costs	202.3	220.6	235.7
	c) Depreciation and amortization expense	6.0	9.1	6.1
	d) Other expenses	123.4	1,874.4	129.2
	<b>Total expenses</b>	<b>837.4</b>	<b>2,457.1</b>	<b>850.2</b>
3	<b>Profit / (Loss) before exceptional items and tax (1-2)</b>	<b>610.5</b>	<b>(1,275.2)</b>	<b>153.7</b>
4	Exceptional items	-	18.4	-
5	<b>Profit / (Loss) before tax (3-4)</b>	<b>610.5</b>	<b>(1,293.6)</b>	<b>153.7</b>
6	Tax expense			
	- Current tax (including prior period)	176.7	(252.5)	50.0
	- Deferred tax	(6.9)	32.1	(5.8)
7	<b>Net profit / (loss) for the year (5-6)</b>	<b>440.7</b>	<b>(1,073.2)</b>	<b>109.5</b>
8	Paid-up equity share capital (Face value of Rs. 5/- each)			
	Number of equity shares	30,517,605	30,517,605	30,517,605
	Weighted average number of equity shares	30,517,605	30,517,605	30,517,605
9	Earnings per equity share (EPS) [Face value of Rs. 5/- each]			
	(a) Basic EPS	1.44	(3.52)	0.36
	(b) Diluted EPS	1.44	(3.52)	0.36

\* Amount in Rs Lakhs, except EPS

## Quarterly P&L\* (Consolidated)

S.No.	Particulars	30-Jun-2020	31-Mar-2020	30-Jun-2019
		Q1 FY21	Q4 FY20	Q1 FY20
1	Income			
	a) Revenue from operations	8,807.4	6,823.2	9,174.1
	b) Other income (including foreign exchange gain / (loss))	47.2	270.7	0.2
	<b>Total income</b>	<b>8,854.6</b>	<b>7,093.9</b>	<b>9,174.3</b>
2	Expenses			
	a) Employee benefits expense	4,525.1	3,753.4	6,899.9
	b) Finance costs	308.1	389.8	311.3
	c) Depreciation and amortization expense	548.4	(2,140.3)	2,575.8
	d) Other expenses	3,938.9	5,349.7	6,527.6
	<b>Total expenses</b>	<b>9,320.5</b>	<b>7,352.7</b>	<b>16,314.5</b>
3	<b>Profit / (Loss) before exceptional items and tax (1-2)</b>	<b>(465.9)</b>	<b>(258.7)</b>	<b>(7,140.2)</b>
4	Exceptional items	-	13,761.3	48,732.7
5	<b>Profit / (Loss) before tax (3-4)</b>	<b>(465.9)</b>	<b>(14,020.0)</b>	<b>(55,872.9)</b>
6	Tax expense			
	- Current tax (including prior period)	177.1	(311.6)	56.8
	- Deferred tax	(6.9)	100.2	175.8
7	<b>Net profit / (loss) for the year (5-6)</b>	<b>(636.1)</b>	<b>(13,808.6)</b>	<b>(56,105.6)</b>
8	Paid-up equity share capital (Face value of Rs. 5/- each)			
	Number of equity shares	30,517,605	30,517,605	30,517,605
	Weighted average number of equity shares	30,517,605	30,517,605	30,517,605
9	Earnings per equity share (EPS) (Face value of Rs. 5/- each)			
	(a) Basic EPS	(0.92)	(42.23)	(129.84)
	(b) Diluted EPS	(0.92)	(42.23)	(129.84)

\* Amount in Rs Lakhs, except EPS





Thank You