

**Consolidated Profit and Loss Account**
For the Period ended December 31, 2024

| Particulars (INR Mn) | Q3 FY24 | Q4 FY24 | FY24 | Q1 FY25 | Q2 FY25 | Q3 FY25 |
|--|---------|---------|--------|---------|---------|---------|
| Net Revenue | 3,913 | 3,979 | 15,535 | 4,072 | 3,974 | 4,189 |
| YoY | 8% | 3% | 14% | 7% | 4% | 7% |
| QoQ | 2% | 2% | 0% | 2% | -2% | 5% |
| Operating Expenses | 2,979 | 2,984 | 11,773 | 3,048 | 3,039 | 3,243 |
| Operating Profit (EBITDA) | 934 | 995 | 3,762 | 1,024 | 936 | 946 |
| EBITDA margin | 24% | 25% | 24% | 25% | 24% | 23% |
| Depreciation | 143 | 127 | 592 | 140 | 153 | 159 |
| Other Income (incl Net Interest, Forex Gain/ (Loss), Misc Income & Exceptional Items)* | (16) | (29) | (200) | (72) | (38) | 26 |
| Profit Before Tax | 776 | 839 | 2,971 | 812 | 745 | 813 |
| Tax | 208 | 294 | 839 | 212 | 175 | 195 |
| PAT | 568 | 544 | 2,132 | 600 | 570 | 617 |
| EPS (INR) | 4.21 | 4.03 | 15.82 | 4.43 | 4.20 | 4.54 |

Note : *Including Non-Operating/Transitory expenses related to Demerger and notional expenses/charges related to StC Acquisition



| Customer Metrics | Q3 FY24 | Q4 FY24 | FY24 | Q1 FY25 | Q2 FY25 | Q3 FY25 |
|-----------------------------|---------|---------|------|---------|---------|---------|
| No. of MTS Customers | 86 | 87 | 87 | 89 | 91 | 92 |
| Revenue Visibility (USD Mn) | 348 | 335 | 335 | 350 | 368 | 391 |

| Customer Contribution (Share of Revenue) | Q3 FY24 | Q4 FY24 | FY24 | Q1 FY25 | Q2 FY25 | Q3 FY25 |
|--|---------|---------|------|---------|---------|---------|
| Top 5 Customers | 39% | 39% | 41% | 37% | 34% | 32% |
| Top 10 Customers | 56% | 58% | 58% | 56% | 53% | 52% |
| Top 20 Customers | 75% | 76% | 76% | 76% | 75% | 75% |

| Revenue Mix - By Industry | Q3 FY24 | Q4 FY24 | FY24 | Q1 FY25 | Q2 FY25 | Q3 FY25 |
|---|---------|---------|------|---------|---------|---------|
| Technology & Telecom | 24% | 21% | 23% | 20% | 23% | 24% |
| Management Consulting & Professional Services | 13% | 15% | 15% | 15% | 11% | 10% |
| Energy & Commodities | 12% | 12% | 11% | 11% | 11% | 11% |
| Aviation & Aerospace | 10% | 10% | 10% | 10% | 9% | 9% |
| Life Sciences And Healthcare | 11% | 14% | 11% | 14% | 13% | 14% |
| BFSI | 9% | 9% | 9% | 10% | 14% | 13% |
| Others | 20% | 19% | 21% | 20% | 19% | 17% |



Balance Sheet Metrics

| | Q3 FY24 | Q4 FY24 | FY24 | Q1 FY25 | Q2 FY25 | Q3 FY25 |
|-------------------|---------|---------|-------|---------|---------|---------|
| DSO days | 59 | 53 | 53 | 55 | 50 | 62 |
| Net Cash (INR Mn) | 5,599 | 5,659 | 5,659 | 6,489 | 6,554 | 6,999 |

People

| | Q3 FY24 | Q4 FY24 | FY24 | Q1 FY25 | Q2 FY25 | Q3 FY25 |
|------------|---------|---------|-------|---------|---------|---------|
| Headcount* | 2,417 | 2,396 | 2,396 | 2,358 | 2,323 | 2,356 |

* Not including retainers/project resources

Shareholding Pattern

| | Q3 FY24 | Q4 FY24 | FY24 | Q1 FY25 | Q2 FY25 | Q3 FY25 |
|--------------------|---------|---------|-------|---------|---------|---------|
| Promoters | 34.7% | 34.6% | 34.6% | 34.6% | 34.5% | 34.5% |
| FPIs | 17.8% | 18.2% | 18.2% | 18.3% | 17.7% | 17.6% |
| MFs, FIs and Banks | 16.4% | 17.8% | 17.8% | 17.3% | 18.7% | 21.5% |
| Others | 31.2% | 29.4% | 29.4% | 29.8% | 29.1% | 26.4% |
| Total* | 100% | 100% | 100% | 100% | 100% | 100% |

*Percentage may not add to 100% due to rounding.