

Fact Sheet

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Revenue and Revenue Growth		Q4FY25	Q3FY25	Q4FY24	FY25	FY24	
Financial	Q-o-Q CC Revenue Growth	3.4%	8.4%	1.9%	32.0%	13.3%	
	Revenue (USD Mn)	410	397	287	1,468	1,119	
	Q-o-Q Growth	3.3%	7.5%	1.7%	-	-	
	Y-o-Y Growth	43.0%	40.8%	8.5%	31.2%	11.7%	
	Revenue (INR Mn)	34,691	33,182	23,585	1,22,504	91,790	
	Q-o-Q Growth	4.5%	8.4%	1.5%	-	-	
	Y-o-Y Growth	47.1%	42.8%	8.7%	33.5%	1.5%	
	Hedge Gain/(Loss) - INR Mn	(123)	(46)	(7)	(227)	(271)	
	Cash Flow						
		Q4FY25	Q3FY25	Q4FY24	FY25	FY24	
OCF (\$ Mn) excl QIP related exp	73.8	48.4	75.4	165.9	119.9		
Order Book (USD Mn)							
	Q4FY25	Q3FY25	Q4FY24	FY25	FY24		
Fresh Order Intake	2,126	501	774	3,456	1,973		
Americas	1,828	294	627	2,492	1,010		
EMEA	170	93	102	543	758		
Rest of World	128	114	46	421	205		
Executable Order Book over Next 12 Months	1,505	1,365	1,019	1,505	1,019		

Includes discontinued operations

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Business Mix (% of Revenue)	Vertical	Q4FY25	Q3FY25	Q4FY24	FY25	FY24
	Banking and Financial Services (BFS)	30.2%	27.5%	33.7%	29.6%	32.2%
	Insurance	18.2%	18.8%	21.6%	19.2%	22.2%
	Travel, Transportation and Hospitality (TTH)	18.8%	18.1%	17.6%	18.3%	18.0%
	Government outside India	7.3%	6.9%	7.6%	7.4%	7.6%
	Others ⁽¹⁾	25.5%	28.7%	19.5%	25.6%	20.0%
	⁽¹⁾ Others primarily include Healthcare, Retail, Hi-Tech and Manufacturing					
	Horizontal	Q4FY25	Q3FY25	Q4FY24	FY25	FY24
	Engineering	45.4%	41.9%	35.1%	41.3%	35.1%
	Intelligent Automation	8.7%	8.9%	11.2%	9.2%	11.5%
Data and Integration	22.1%	22.4%	25.2%	23.5%	24.9%	
Cloud and Infrastructure Management (CIMS)	16.2%	19.1%	19.1%	17.9%	19.1%	
Business Process Management (BPM)	7.7%	7.6%	9.4%	8.1%	9.4%	
Geography	Q4FY25	Q3FY25	Q4FY24	FY25	FY24	
Americas	53.8%	56.0%	47.7%	53.9%	48.3%	
EMEA	33.3%	34.2%	40.1%	34.7%	39.4%	
Rest of World	12.9%	9.8%	12.2%	11.3%	12.3%	
Onsite vs. Offshore (IT Revenue Only)	Q4FY25	Q3FY25	Q4FY24	FY25	FY24	
Onsite	46.6%	46.9%	47.5%	46.8%	48.3%	
Offshore	53.4%	53.1%	52.5%	53.2%	51.7%	
Project Type	Q4FY25	Q3FY25	Q4FY24	FY25	FY24	
Fixed Price	46.4%	45.4%	51.5%	46.0%	50.4%	
Time & Materials	53.6%	54.6%	48.5%	54.0%	49.6%	

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Client Data	New Clients Added		Q4FY25	Q3FY25	Q4FY24	FY25	FY24
	Americas		6	7	5	27	17
	EMEA		0	7	2	15	7
	Rest of World		4	0	1	5	5
	Total		10	14	8	47	29
	Repeat Business %		93.5%	94.5%	93.0%	94%	92%
	Client Concentration (% of Revenue)		Q4FY25	Q3FY25	Q4FY24	FY25	FY24
	Top 5		18.0%	19.8%	23.0%	18.6%	23.5%
	Top 10		27.7%	30.0%	34.4%	28.4%	34.5%
	No. of Clients (by Client Engagement Size)		Q4FY25	Q3FY25	Q4FY24		
Above USD 10 Mn		31	31	24			
USD 5-10 Mn		35	31	24			
USD 1-5 Mn		173	176	112			
		239	238	160			
People Data (incl. AdGo)	By Role		Q4FY25	Q3FY25	Q4FY24		
	Billable Personnel						
	IT		23,510	23,015	16,930		
	BPS		7,844	7,966	6,313		
	Total Billable		31,354	30,981	23,243		
	Sales and Marketing		586	583	388		
	Others		1,557	1,530	1,095		
	Grand Total		33,497	33,094	24,726		
	Utilization/Attrition (Excl BPS)		Q4FY25	Q3FY25	Q4FY24		
	Utilization (incl. Trainees)		82.0%	81.3%	81.7%		
Attrition Rate		10.9%	11.9%	11.5%			

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		Q4FY25	Q3FY25	Q4FY24		
Days Sales Outstanding (DSO)		60	60	56		
INR / USD Rate		Q4FY25	Q3FY25	Q4FY24	FY25	FY24
Period Closing Rate		85.43	85.60	83.37	85.43	83.37
Period Average Rate		86.59	84.44	83.05	84.55	82.78
Hedge Position		Q4FY25	Q3FY25	Q4FY24		
USD		270.61	239.30	203.41		
GBP		108.00	103.24	98.42		
Euro		8.60	8.60	8.62		
Average Rates for Outstanding Hedges as on:		Q4FY25	Q3FY25	Q4FY24		
USD		86.44	85.26	84.06		
GBP		110.17	109.15	105.78		
Euro		93.74	93.30	92.57		

Other Data

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