Forward-looking and cautionary statements

Certain statements in this Presentation concerning our future growth prospects are forward-looking statements, which involve a number of risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, intense competition in IT services including those factors which may affect our cost advantage, our revenues highly dependent on customers located in the United States, wage increases in India, our ability to attract and retain highly skilled professionals, time and cost overruns on fixed-price, fixed-time frame contracts, client concentration, restrictions on immigration, industry segment concentration, our ability to manage our international operations, reduced demand for technology in our key focus areas, disruptions in telecommunication networks or system failures, our ability to successfully complete and integrate potential acquisitions, liability for damages on our service contracts, concentration of major operations of the Company in one city, withdrawal of governmental fiscal incentives, political instability and regional conflicts, legal restrictions on raising capital or acquiring companies outside India, and unauthorized use of our intellectual property and general economic conditions affecting our industry. The Company may, from time to time, make additional written and oral forward-looking statements, including statements contained in the Company's filings with the Stock Exchanges and our reports to shareholders. The Company does not undertake to update any forward-looking statements that may be made from time to time by or on behalf of the Company.
We are Persistent.
A trusted Digital Engineering and Enterprise Modernization partner.

<table>
<thead>
<tr>
<th>$255.6M</th>
<th>$1,022.2M</th>
<th>$913.5M</th>
<th>₹2.2B</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY23 Q2 Revenue</td>
<td>Annualized revenue run rate based on Q2FY23</td>
<td>TTM Revenue</td>
<td>FY23 Q2 PAT</td>
</tr>
<tr>
<td>+40.2% YoY</td>
<td>+41.0% YoY</td>
<td>+41.0% YoY</td>
<td>+36.0% YoY</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>$368M</th>
<th>₹107.49</th>
<th>$3.3B</th>
<th>22,476</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Contract Value (TCV) Booking</td>
<td>TTM EPS</td>
<td>Market Cap</td>
<td>Employees</td>
</tr>
<tr>
<td>+43.7% YoY</td>
<td>+43.7% YoY</td>
<td>+43.7% YoY</td>
<td>+43.7% YoY</td>
</tr>
</tbody>
</table>

* 1 USD = INR 81.64  ** Market cap as on September 30, 2022
Strong global presence with 22,000+ team members across key geographies

<table>
<thead>
<tr>
<th>Region</th>
<th>Percentage</th>
<th>Revenue</th>
<th>Employees</th>
</tr>
</thead>
<tbody>
<tr>
<td>North &amp; Central America</td>
<td>78.6%</td>
<td></td>
<td>2,130</td>
</tr>
<tr>
<td>Europe</td>
<td>8.3%</td>
<td></td>
<td>383</td>
</tr>
<tr>
<td>India</td>
<td>11.5%</td>
<td></td>
<td>19,769</td>
</tr>
<tr>
<td>Rest of the world</td>
<td>1.6%</td>
<td></td>
<td>194</td>
</tr>
</tbody>
</table>
Our core strengths in Digital Engineering fuel the next wave of transformation for our clients

- **Software, Hi-Tech & Emerging Industries**
- **Banking, Financial Services & Insurance**
- **Healthcare & Life Sciences**

**Product & Platform Engineering**

**CX & Design-Led Transformation**

**Data & Artificial Intelligence**

**Cloud-enabled Enterprise Modernization**

---

**Accelerate**
- Time to Market

**Enable**
- Business Agility

**Unlock**
- Growth

**Maximize**
- Value Creation

**Drive**
- Enterprise Simplification
**We are helping market leaders transform their industries**

<table>
<thead>
<tr>
<th>Category</th>
<th>Percentage</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Most Innovative US Companies</td>
<td>14 of 30</td>
<td>As rated by Boston Consulting Group</td>
</tr>
<tr>
<td>Global Fortune 500 Companies</td>
<td>45+</td>
<td></td>
</tr>
<tr>
<td>Largest Banks in both US &amp; India</td>
<td>8 of 10</td>
<td></td>
</tr>
<tr>
<td>Global FinTechs</td>
<td>25+</td>
<td></td>
</tr>
<tr>
<td>Top Medical Device Companies</td>
<td>6 of 10</td>
<td></td>
</tr>
<tr>
<td>Top US Health Systems &amp; Payors</td>
<td>4 of 10</td>
<td></td>
</tr>
<tr>
<td>Top CROs &amp; Analytical Instrument Companies</td>
<td>3 of 5</td>
<td></td>
</tr>
<tr>
<td>Top Pharmaceutical Companies</td>
<td>5 of 10</td>
<td></td>
</tr>
</tbody>
</table>
We continue to be recognized for our customer excellence and expertise

Our 2021 awards build on our previous recognition from ISG
Persistent was recognized in 2020 as the leader for Customer and Delivery Excellence in BFSI, HCLS, North America and APAC.
Named as a Niche Player in the 2022 Gartner® Magic Quadrant for Public Cloud IT Transformation Services

We have received this recognition from Gartner for second year in a row. MediaAgility was acquired by Persistent in March 2022 and its capabilities form the foundation for Persistent’s Google Business Unit. As a Google Cloud Premier Partner and a strategic IT Transformation services provider, Persistent is focused on delivering transformational cloud-native solutions that enable businesses to stay relevant and benefit from the public cloud platform capabilities.

The Gartner Magic Quadrant recognizes our strong GCP capabilities, people-first focus, and DevOps delivery style.
We are building on our long-term growth journey

16.1% Revenue CAGR from IPO to FY22

23.5% Revenue CAGR between FY20 and FY22

<table>
<thead>
<tr>
<th>FY10</th>
<th>FY11</th>
<th>FY12</th>
<th>FY13</th>
<th>FY14</th>
<th>FY15</th>
<th>FY16</th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
<th>FY21</th>
<th>FY22</th>
<th>TTM</th>
</tr>
</thead>
<tbody>
<tr>
<td>127</td>
<td>170</td>
<td>207</td>
<td>238</td>
<td>274</td>
<td>309</td>
<td>352</td>
<td>429</td>
<td>471</td>
<td>481</td>
<td>502</td>
<td>566</td>
<td>766</td>
<td>914</td>
</tr>
</tbody>
</table>

* In USD Million
Delivering consistent growth in revenue and margins

Quarterly Revenue ($M), % QoQ and % YoY Growth

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Quarterly Revenue ($M)</th>
<th>% QoQ Growth</th>
<th>% YoY Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q3FY21</td>
<td>146.2</td>
<td>12.9%</td>
<td>7.4%</td>
</tr>
<tr>
<td>Q4FY21</td>
<td>152.8</td>
<td>20.3%</td>
<td>4.6%</td>
</tr>
<tr>
<td>Q1FY22</td>
<td>166.8</td>
<td>27.3%</td>
<td>9.2%</td>
</tr>
<tr>
<td>Q2FY22</td>
<td>182.3</td>
<td>34.0%</td>
<td>9.3%</td>
</tr>
<tr>
<td>Q3FY22</td>
<td>199.1</td>
<td>36.2%</td>
<td>9.2%</td>
</tr>
<tr>
<td>Q4FY22</td>
<td>217.3</td>
<td>42.2%</td>
<td>9.1%</td>
</tr>
<tr>
<td>Q1FY23</td>
<td>241.5</td>
<td>44.8%</td>
<td>11.1%</td>
</tr>
<tr>
<td>Q2FY23</td>
<td>255.6</td>
<td>40.2%</td>
<td>5.8%</td>
</tr>
</tbody>
</table>

EBIT and PAT Margin %

<table>
<thead>
<tr>
<th>Quarter</th>
<th>EBIT%</th>
<th>PAT%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q3FY21</td>
<td>12.7%</td>
<td>11.2%</td>
</tr>
<tr>
<td>Q4FY21</td>
<td>13.2%</td>
<td>12.4%</td>
</tr>
<tr>
<td>Q1FY22</td>
<td>13.5%</td>
<td>12.3%</td>
</tr>
<tr>
<td>Q2FY22</td>
<td>13.9%</td>
<td>12.0%</td>
</tr>
<tr>
<td>Q3FY22</td>
<td>14.0%</td>
<td>11.8%</td>
</tr>
<tr>
<td>Q4FY22</td>
<td>14.0%</td>
<td>12.3%</td>
</tr>
<tr>
<td>Q1FY23</td>
<td>14.3%</td>
<td>11.3%</td>
</tr>
<tr>
<td>Q2FY23</td>
<td>14.6%</td>
<td>10.7%</td>
</tr>
</tbody>
</table>
On account of broad-based growth across all industry segments

### Quarterly Revenue ($M), % YoY Growth

#### Software, Hi-Tech and Emerging Industries*

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Revenue</th>
<th>%YoY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q3 FY21</td>
<td>48.2</td>
<td>27.9%</td>
</tr>
<tr>
<td>Q4 FY21</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q1 FY22</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q2 FY22</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q3 FY22</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q4 FY22</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q1 FY23</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q2 FY23</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

#### Banking, Financial Services & Insurance

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Revenue</th>
<th>%YoY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q3 FY21</td>
<td>43.0</td>
<td>9.0%</td>
</tr>
<tr>
<td>Q4 FY21</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q1 FY22</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q2 FY22</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q3 FY22</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q4 FY22</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q1 FY23</td>
<td>84</td>
<td>50.2%</td>
</tr>
<tr>
<td>Q2 FY23</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

#### Healthcare & Life Sciences

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Revenue</th>
<th>%YoY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q3 FY21</td>
<td>27.9</td>
<td>14.1%</td>
</tr>
<tr>
<td>Q4 FY21</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q1 FY22</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q2 FY22</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q3 FY22</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q4 FY22</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q1 FY23</td>
<td></td>
<td>29.6%</td>
</tr>
<tr>
<td>Q2 FY23</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

* This chart excludes revenue from the top client.
Leading to lower client concentration, broad-based growth…

### Client Concentration
Top 10 clients as % of total revenue

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Q3FY21</th>
<th>Q4FY21</th>
<th>Q1FY22</th>
<th>Q2FY22</th>
<th>Q3FY22</th>
<th>Q4FY22</th>
<th>Q1FY23</th>
<th>Q2FY23</th>
</tr>
</thead>
<tbody>
<tr>
<td>% Revenue</td>
<td>47.0%</td>
<td>46.3%</td>
<td>46.7%</td>
<td>45.4%</td>
<td>45.0%</td>
<td>42.1%</td>
<td>40.7%</td>
<td>36.7%</td>
</tr>
</tbody>
</table>

### Large Client Count
>$5M Annual Revenue

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Q3FY21</th>
<th>Q4FY21</th>
<th>Q1FY22</th>
<th>Q2FY22</th>
<th>Q3FY22</th>
<th>Q4FY22</th>
<th>Q1FY23</th>
<th>Q2FY23</th>
</tr>
</thead>
<tbody>
<tr>
<td>Count</td>
<td>17</td>
<td>17</td>
<td>21</td>
<td>22</td>
<td>24</td>
<td>25</td>
<td>26</td>
<td>30</td>
</tr>
</tbody>
</table>
...and significant shareholder value creation

Persistent’s Total Shareholder Return

- 1 year return: -12.8% (0.8%)
- 3 year return: 477.8% (11.2%)
- 5 year return: 383.9% (12.5%)

Persistent 1-Year Relative Stock Performance*

v/s NIFTY 50 & NIFTY IT Index

Declared final dividend of INR 11/share in Apr’22 (total INR 31/share in FY22)

* Stock performance till September 30, 2022
Performance Highlights
As we cross $1 billion in annualized revenue run rate and INR 2,000 crore in quarterly revenue, I want to thank all the employees, clients and partners that contributed to our growth journey along the way. We have achieved this milestone through continued passion and persistence.

Dr. Anand Deshpande
Founder, Chairman and Managing Director
We are proud to announce another quarter of strong performance as we surpassed $1 billion in annualized revenue run rate — delivering 5.8% sequential and 40.2% year-over-year growth. We are also pleased to share that Persistent is included in three indices of the National Stock Exchange in India — the Nifty Midcap 50, Nifty IT, and the Nifty Midcap Liquid 15.

Our sustained momentum would not have been possible without the ongoing trust and support of our clients, partners, and employees.

Sandeep Kalra
Chief Executive Officer and Executive Director
Financial highlights for Q2 FY23

Revenue ($ million)  
- Q2FY22: 182.32  
- Q1FY23: 241.52  
- Q2FY23: 255.56  
  
  - Increase: 5.8% Q-o-Q  
  - Increase: 40.2% Y-o-Y

Revenue (₹ million)  
- Q2FY22: 13,512.5  
- Q1FY23: 18,781.1  
- Q2FY23: 20,486.4  
  
  - Increase: 9.1% Q-o-Q  
  - Increase: 51.6% Y-o-Y

EBIT (₹ million)  
- Q2FY22: 1,873.1  
- Q1FY23: 2,687.8  
- Q2FY23: 2,986.6  
  
  - Increase: 11.1% Q-o-Q  
  - Increase: 59.4% Y-o-Y

EBIT Margin %  
- Q1FY22: 13.9%  
- Q1FY23: 14.3%  
- Q2FY23: 14.6%  
  
  - Q-o-Q: 5.8%  
  - Y-o-Y: 36.0%

PAT (₹ million)  
- Q2FY22: 1,617.5  
- Q1FY23: 2,116.1  
- Q2FY23: 2,200.1  
  
  - Increase: 4.0% Q-o-Q  
  - Increase: 36.0% Y-o-Y

PAT Margin %  
- Q1FY22: 12.0%  
- Q1FY23: 11.3%  
- Q2FY23: 10.7%  
  
  - Q-o-Q: 5.3%  
  - Y-o-Y: 17.7%
TCV and ACV bookings in Q2 FY23

<table>
<thead>
<tr>
<th>Trailing Twelve Month TCV*</th>
<th>$1,457.1M</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q3FY22</td>
<td>334.3</td>
</tr>
<tr>
<td>Q4FY22</td>
<td>361.0</td>
</tr>
<tr>
<td>Q1FY23</td>
<td>394.0</td>
</tr>
<tr>
<td>Q2FY23</td>
<td>367.8</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Trailing Twelve Month TCV (New)</th>
<th>$811.3M</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q3FY22</td>
<td>157.6</td>
</tr>
<tr>
<td>Q4FY22</td>
<td>195.1</td>
</tr>
<tr>
<td>Q1FY23</td>
<td>230.3</td>
</tr>
<tr>
<td>Q2FY23</td>
<td>228.3</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Trailing Twelve Month ACV*</th>
<th>$1,087.4M</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q3FY22</td>
<td>291.3</td>
</tr>
<tr>
<td>Q4FY22</td>
<td>261.9</td>
</tr>
<tr>
<td>Q1FY23</td>
<td>263.0</td>
</tr>
<tr>
<td>Q2FY23</td>
<td>271.2</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Trailing Twelve Month ACV (New)</th>
<th>$536.4M</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q3FY22</td>
<td>128.6</td>
</tr>
<tr>
<td>Q4FY22</td>
<td>131.0</td>
</tr>
<tr>
<td>Q1FY23</td>
<td>139.8</td>
</tr>
<tr>
<td>Q2FY23</td>
<td>137.0</td>
</tr>
</tbody>
</table>

*Includes renewal and new bookings
Notable News and Achievements
## Key wins for the quarter

### Software, Hi-Tech & Emerging Industries
- Establishing a professional services Center of Excellence for a leading connected enterprise software company
- Launching a dedicated development center to scale software product delivery for a leader in EHS and risk management software solutions
- Developing a multi-lingual OTT video streaming mobile application for a leading digital media tech company

### Banking, Financial Services & Insurance
- Providing industry-specific Salesforce expertise to enhance customer experience for a large fintech company
- Designing an integration platform to structure APIs and ensure seamless services for the customers of a pioneer in embedded investing
- Forming an extended engineering team to develop an automated data-driven risk and pricing platform for a fintech unicorn

### Healthcare & Life Sciences
- Leveraging industry and platform expertise to support the automation Center of Excellence of a biopharmaceutical services company
- Redesigning applications and building continuous development capabilities to streamline the B2B ecosystem for a health insurance company
- Building next-generation data platform through transformative data-driven solutions for a biotechnology company
Recognition for the quarter

Persistent included in 3 indices of the National Stock Exchange of India – Nifty Midcap 50 Index, Nifty IT Index, Nifty Midcap Liquid Index

Identified by Dun & Bradstreet as the Top Performer in the Growth Performance categories in Software and BPM sectors

Persistent wins title of ‘Coding Powerhouse’ at the TechGig Code Gladiators 2022

Persistent’s Bhageerath office in Pune receives the Platinum certification for Green Interiors from the Indian Green Building Council
Persistent joined the United Nations Global Compact as part of our commitment to being a responsible organization.

Persistent hosted and kicked off the 2022 IBM Call for Code Global Challenge in India, as a Changemaker Sponsor. We’ve been associated with the world’s largest Tech for Good initiative since 2018.
News highlights for the quarter

**Forbes**

Persistent Systems Navigates New 'Digital Engineering' Zones
Preetpal Singh

Bridging the Gap Between Business & IT: How Low-Code Helps Accelerate Innovation & Cultural Change
Preetpal Singh

**THE TIMES OF INDIA**

‘Banks, insurers are leveraging cloud tech’
Jaideep Dhok

**DIGITAL DOUGHNUT**

Evolving Experience: Transitioning from CX to PX
Rajasekar Sukumar

**VentureBeat**

A doctor walks into a bar: Tackling image generation bias with Responsible AI
Dattaraj Rao

**THE NEW STACK**

Is a Recession Coming? Here’s How to Cut IT Costs Wisely
Nitha Puthran

**CXOtoday.com**

How the Healthcare & Pharma Sector can benefit from integration low-code technologies
Joe Paxton

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Financial Details
# Sequential Q2 FY23 vs Q1 FY23

<table>
<thead>
<tr>
<th>Particulars</th>
<th>Q2FY23</th>
<th>Q1FY23</th>
<th>Change QoQ</th>
<th>Expenses / Sales % Q2FY23</th>
<th>Expenses / Sales % Q1FY23</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue ($ M)</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Services</td>
<td>235.58</td>
<td>224.60</td>
<td>4.9%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>IP Led</td>
<td>19.98</td>
<td>16.92</td>
<td>18.1%</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Revenue ($ M)</strong></td>
<td>255.56</td>
<td>241.52</td>
<td>5.8%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Avg. Exchange Rate ₹ / US$</td>
<td>80.16</td>
<td>77.76</td>
<td>3.1%</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Revenue (₹ M)</strong></td>
<td>20,486.41</td>
<td>18,781.11</td>
<td>9.1%</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Cost of Revenue</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>₹ M</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Employee Related Expenses</td>
<td>13,245.12</td>
<td>11,962.11</td>
<td>10.7%</td>
<td>64.7%</td>
<td>63.7%</td>
</tr>
<tr>
<td>Purchase / Royalty</td>
<td>249.88</td>
<td>276.93</td>
<td>-9.8%</td>
<td>1.2%</td>
<td>1.5%</td>
</tr>
<tr>
<td>Project Related Travel Expenses</td>
<td>133.38</td>
<td>194.10</td>
<td>-31.3%</td>
<td>0.7%</td>
<td>1.0%</td>
</tr>
<tr>
<td><strong>Total Direct Costs</strong></td>
<td>13,628.38</td>
<td>12,433.14</td>
<td>9.6%</td>
<td>66.5%</td>
<td>66.2%</td>
</tr>
<tr>
<td><strong>Gross Profit</strong></td>
<td>6,858.03</td>
<td>6,347.97</td>
<td>8.0%</td>
<td>33.5%</td>
<td>33.8%</td>
</tr>
<tr>
<td>Sales &amp; Marketing Expenses</td>
<td>1,575.02</td>
<td>1,533.65</td>
<td>2.7%</td>
<td>7.7%</td>
<td>8.2%</td>
</tr>
<tr>
<td>Admin. &amp; Other Expenses</td>
<td>1,536.52</td>
<td>1,468.12</td>
<td>4.7%</td>
<td>7.5%</td>
<td>7.8%</td>
</tr>
<tr>
<td>Doubtful Debt Provision</td>
<td>35.49</td>
<td>(5.76)</td>
<td>-716.1%</td>
<td>0.2%</td>
<td>0.0%</td>
</tr>
<tr>
<td>CSR Activities</td>
<td>31.36</td>
<td>19.04</td>
<td>64.7%</td>
<td>0.2%</td>
<td>0.1%</td>
</tr>
<tr>
<td><strong>Total SGA</strong></td>
<td>3,178.39</td>
<td>3,015.05</td>
<td>5.4%</td>
<td>15.5%</td>
<td>16.1%</td>
</tr>
<tr>
<td><strong>EBITDA</strong></td>
<td>3,679.64</td>
<td>3,332.92</td>
<td>10.4%</td>
<td>18.0%</td>
<td>17.7%</td>
</tr>
<tr>
<td>Depreciation</td>
<td>243.95</td>
<td>222.08</td>
<td>9.8%</td>
<td>1.2%</td>
<td>1.2%</td>
</tr>
<tr>
<td>Amortization</td>
<td>449.12</td>
<td>423.04</td>
<td>6.2%</td>
<td>2.2%</td>
<td>2.3%</td>
</tr>
<tr>
<td><strong>EBIT</strong></td>
<td>2,986.57</td>
<td>2,687.80</td>
<td>11.1%</td>
<td>14.6%</td>
<td>14.3%</td>
</tr>
<tr>
<td>Other Income / (Loss)</td>
<td>60.79</td>
<td>89.15</td>
<td>-31.8%</td>
<td>0.3%</td>
<td>0.5%</td>
</tr>
<tr>
<td>Exchange Gain / (Loss)</td>
<td>(91.32)</td>
<td>41.80</td>
<td>-318.5%</td>
<td>-0.4%</td>
<td>0.2%</td>
</tr>
<tr>
<td><strong>PBT</strong></td>
<td>2,956.04</td>
<td>2,818.75</td>
<td>4.9%</td>
<td>14.4%</td>
<td>15.0%</td>
</tr>
<tr>
<td>Tax</td>
<td>755.90</td>
<td>702.63</td>
<td>7.6%</td>
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<td>3.7%</td>
</tr>
<tr>
<td><strong>PAT</strong></td>
<td>2,200.14</td>
<td>2,116.12</td>
<td>4.0%</td>
<td>10.7%</td>
<td>11.3%</td>
</tr>
<tr>
<td><strong>EPS (₹)</strong></td>
<td>29.61*</td>
<td>28.50*</td>
<td>3.9%</td>
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<td></td>
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</table>

* For EPS calculation, shares held by ESOP Trust are excluded
# YoY Comparison Q2 FY23 vs Q2 FY22

<table>
<thead>
<tr>
<th>Particulars</th>
<th>Q2FY23</th>
<th>Q2FY22</th>
<th>Change YoY</th>
<th>Expenses / Sales % Q2FY23</th>
<th>Expenses / Sales % Q2FY22</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue ($ M)</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Services</td>
<td>235.58</td>
<td>159.51</td>
<td>47.7%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>IP Led</td>
<td>19.98</td>
<td>22.81</td>
<td>-12.4%</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Revenue ($ M)</strong></td>
<td>255.56</td>
<td>182.32</td>
<td>40.2%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Avg. Exchange Rate ₹ / US$</td>
<td>80.16</td>
<td>74.11</td>
<td>8.2%</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Revenue (₹ M)</strong></td>
<td>20,486.41</td>
<td>13,512.49</td>
<td>51.6%</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Cost of Revenue ** ₹ M</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Employee Related Expenses</td>
<td>13,245.12</td>
<td>8,783.68</td>
<td>50.8%</td>
<td>64.7%</td>
<td>65.0%</td>
</tr>
<tr>
<td>Purchase / Royalty</td>
<td>249.88</td>
<td>171.45</td>
<td>45.7%</td>
<td>1.2%</td>
<td>1.3%</td>
</tr>
<tr>
<td>Project Related Travel Expenses</td>
<td>133.38</td>
<td>26.90</td>
<td>395.8%</td>
<td>0.7%</td>
<td>0.2%</td>
</tr>
<tr>
<td><strong>Total Direct Costs</strong> ₹ M</td>
<td>13,628.38</td>
<td>8,982.03</td>
<td>51.7%</td>
<td>66.5%</td>
<td>66.5%</td>
</tr>
<tr>
<td><strong>Gross Profit</strong></td>
<td>6,858.03</td>
<td>4,530.46</td>
<td>51.4%</td>
<td>33.5%</td>
<td>33.5%</td>
</tr>
<tr>
<td>Sales &amp; Marketing Expenses</td>
<td>1,575.02</td>
<td>1,167.88</td>
<td>34.9%</td>
<td>7.7%</td>
<td>8.6%</td>
</tr>
<tr>
<td>Admin. &amp; Other Expenses</td>
<td>1,536.52</td>
<td>1,105.21</td>
<td>39.0%</td>
<td>7.5%</td>
<td>8.2%</td>
</tr>
<tr>
<td>Doubtful Debt Provision</td>
<td>35.49</td>
<td>(6.67)</td>
<td>-632.1%</td>
<td>0.2%</td>
<td>0.0%</td>
</tr>
<tr>
<td>CSR Activities</td>
<td>31.36</td>
<td>20.10</td>
<td>56.0%</td>
<td>0.2%</td>
<td>0.1%</td>
</tr>
<tr>
<td><strong>Total SGA</strong></td>
<td>3,178.39</td>
<td>2,286.52</td>
<td>39.0%</td>
<td>15.5%</td>
<td>16.9%</td>
</tr>
<tr>
<td><strong>EBITDA</strong></td>
<td>3,679.64</td>
<td>2,243.94</td>
<td>64.0%</td>
<td>18.0%</td>
<td>16.6%</td>
</tr>
<tr>
<td>Depreciation</td>
<td>243.95</td>
<td>168.12</td>
<td>45.1%</td>
<td>1.2%</td>
<td>1.2%</td>
</tr>
<tr>
<td>Amortization</td>
<td>449.12</td>
<td>202.71</td>
<td>121.6%</td>
<td>2.2%</td>
<td>1.5%</td>
</tr>
<tr>
<td><strong>EBIT</strong></td>
<td>2,986.57</td>
<td>1,873.11</td>
<td>59.4%</td>
<td>14.6%</td>
<td>13.9%</td>
</tr>
<tr>
<td>Other Income / (Loss)</td>
<td>60.79</td>
<td>292.88</td>
<td>-79.2%</td>
<td>0.3%</td>
<td>2.2%</td>
</tr>
<tr>
<td>Exchange Gain / (Loss)</td>
<td>(91.32)</td>
<td>10.33</td>
<td>-984.0%</td>
<td>-0.4%</td>
<td>0.1%</td>
</tr>
<tr>
<td><strong>PBT</strong></td>
<td>2,956.04</td>
<td>2,176.32</td>
<td>35.8%</td>
<td>14.4%</td>
<td>16.1%</td>
</tr>
<tr>
<td>Tax</td>
<td>755.90</td>
<td>558.79</td>
<td>35.3%</td>
<td>3.7%</td>
<td>4.1%</td>
</tr>
<tr>
<td><strong>PAT</strong></td>
<td>2,200.14</td>
<td>1,617.53</td>
<td>36.0%</td>
<td>10.7%</td>
<td>12.0%</td>
</tr>
<tr>
<td><strong>EPS (₹)</strong></td>
<td>29.61*</td>
<td>21.16</td>
<td>39.9%</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

* For EPS calculation, shares held by ESOP Trust are excluded.
## YoY Comparison H1 FY23 vs H1 FY22

<table>
<thead>
<tr>
<th>Particulars</th>
<th>H1FY23</th>
<th>H1FY22</th>
<th>Change YoY</th>
<th>Expenses / H1FY23</th>
<th>Expenses / H1FY22</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue ($ M)</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Services</td>
<td>460.18</td>
<td>304.44</td>
<td>51.2%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>IP Led</td>
<td>36.90</td>
<td>44.70</td>
<td>-17.4%</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Revenue ($ M)</strong></td>
<td>497.08</td>
<td>349.14</td>
<td>42.4%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Avg. Exchange Rate ₹ / US$</td>
<td>79.00</td>
<td>73.93</td>
<td>6.9%</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Revenue (₹ M)</strong></td>
<td>39,267.52</td>
<td>25,811.75</td>
<td>52.1%</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Cost of Revenue</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Employee Related Expenses</td>
<td>25,207.23</td>
<td>16,704.50</td>
<td>50.9%</td>
<td>64.2%</td>
<td>64.7%</td>
</tr>
<tr>
<td>Purchase / Royalty</td>
<td>526.81</td>
<td>315.80</td>
<td>66.8%</td>
<td>1.3%</td>
<td>1.2%</td>
</tr>
<tr>
<td>Project Related Travel Expenses</td>
<td>327.48</td>
<td>134.81</td>
<td>142.9%</td>
<td>0.8%</td>
<td>0.5%</td>
</tr>
<tr>
<td><strong>Total Direct Costs</strong></td>
<td>26,061.52</td>
<td>17,155.11</td>
<td>51.9%</td>
<td>66.4%</td>
<td>66.5%</td>
</tr>
<tr>
<td><strong>Gross Profit</strong></td>
<td>13,206.00</td>
<td>8,656.64</td>
<td>52.6%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sales &amp; Marketing Expenses</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Admin. &amp; Other Expenses</td>
<td>3,004.64</td>
<td>2,100.57</td>
<td>43.0%</td>
<td></td>
<td>7.7%</td>
</tr>
<tr>
<td>Doubtful Debt Provision</td>
<td>29.73</td>
<td>(27.36)</td>
<td>-208.7%</td>
<td></td>
<td>0.1%</td>
</tr>
<tr>
<td>CSR Activities</td>
<td>50.40</td>
<td>55.10</td>
<td>-8.5%</td>
<td></td>
<td>0.1%</td>
</tr>
<tr>
<td><strong>Total SGA</strong></td>
<td>6,193.44</td>
<td>4,397.50</td>
<td>40.8%</td>
<td></td>
<td>15.8%</td>
</tr>
<tr>
<td><strong>EBITDA</strong></td>
<td>7,012.56</td>
<td>4,259.14</td>
<td>64.6%</td>
<td>17.9%</td>
<td>16.5%</td>
</tr>
<tr>
<td>Depreciation</td>
<td>466.03</td>
<td>301.52</td>
<td>54.6%</td>
<td></td>
<td>1.2%</td>
</tr>
<tr>
<td>Amortization</td>
<td>872.16</td>
<td>419.40</td>
<td>108.0%</td>
<td></td>
<td>2.2%</td>
</tr>
<tr>
<td><strong>EBIT</strong></td>
<td>5,674.37</td>
<td>3,538.22</td>
<td>60.4%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other Income / (Loss)</td>
<td>149.94</td>
<td>549.26</td>
<td>-72.7%</td>
<td></td>
<td>0.4%</td>
</tr>
<tr>
<td>Exchange Gain / (Loss)</td>
<td>(49.52)</td>
<td>119.36</td>
<td>-141.5%</td>
<td></td>
<td>-0.1%</td>
</tr>
<tr>
<td><strong>PBT</strong></td>
<td>5,774.79</td>
<td>4,206.84</td>
<td>37.3%</td>
<td></td>
<td>14.7%</td>
</tr>
<tr>
<td>Tax</td>
<td>1,458.53</td>
<td>1,076.83</td>
<td>35.4%</td>
<td></td>
<td>3.7%</td>
</tr>
<tr>
<td><strong>PAT</strong></td>
<td>4,316.26</td>
<td>3,130.01</td>
<td>37.9%</td>
<td></td>
<td>11.0%</td>
</tr>
<tr>
<td><strong>EPS (₹)</strong></td>
<td>58.15*</td>
<td>40.96</td>
<td>42.0%</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

*For EPS calculation, shares held by ESOP Trust are excluded*
## Balance Sheet (₹ M)

<table>
<thead>
<tr>
<th>Particulars</th>
<th>As on September 30, 2022</th>
<th>As on March 31, 2022</th>
<th>As on September 30, 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Assets</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>PPE and Intangible Assets</td>
<td>22,825.84</td>
<td>16,406.93</td>
<td>5,149.15</td>
</tr>
<tr>
<td>Non-Current Assets</td>
<td>2,854.65</td>
<td>5,413.30</td>
<td>4,642.75</td>
</tr>
<tr>
<td>Cash and Investments</td>
<td>15,718.98</td>
<td>17,472.98</td>
<td>18,704.34</td>
</tr>
<tr>
<td>Other Current Assets</td>
<td>20,722.62</td>
<td>14,847.76</td>
<td>11,864.52</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>62,122.09</strong></td>
<td><strong>54,140.97</strong></td>
<td><strong>40,360.76</strong></td>
</tr>
<tr>
<td><strong>Equity and Liabilities</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Equity</td>
<td>35,245.28</td>
<td>33,682.20</td>
<td>30,934.43</td>
</tr>
<tr>
<td>Non-Current Liabilities</td>
<td>7,428.71</td>
<td>6,249.22</td>
<td>1,209.51</td>
</tr>
<tr>
<td>Current Liabilities</td>
<td>19,448.10</td>
<td>14,209.55</td>
<td>8,216.82</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>62,122.09</strong></td>
<td><strong>54,140.97</strong></td>
<td><strong>40,360.76</strong></td>
</tr>
</tbody>
</table>
## Revenue

<table>
<thead>
<tr>
<th>Description / %</th>
<th>Q2FY23</th>
<th>Q1FY23</th>
<th>Q4FY22</th>
<th>Q3FY22</th>
<th>Q2FY22</th>
<th>FY22</th>
<th>FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue from Operations, USD M</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Revenue from Operations, USD M</td>
<td>255.6</td>
<td>241.5</td>
<td>217.3</td>
<td>199.1</td>
<td>182.3</td>
<td>765.6</td>
<td>566.0</td>
</tr>
<tr>
<td>% Q-o-Q growth</td>
<td>5.8%</td>
<td>11.1%</td>
<td>9.1%</td>
<td>9.2%</td>
<td>9.3%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>% Q-o-Q growth (constant currency)</td>
<td>6.6%</td>
<td>12.0%</td>
<td>9.3%</td>
<td>9.6%</td>
<td>9.5%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>% Y-o-Y growth</td>
<td>40.2%</td>
<td>44.8%</td>
<td>42.2%</td>
<td>36.2%</td>
<td>34.0%</td>
<td>35.2%</td>
<td>12.9%</td>
</tr>
<tr>
<td><strong>Revenue from Operations, INR M</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Revenue from Operations, INR M</td>
<td>20,486</td>
<td>18,781</td>
<td>16,379</td>
<td>14,917</td>
<td>13,512</td>
<td>57,107</td>
<td>41,879</td>
</tr>
<tr>
<td>% Q-o-Q growth</td>
<td>9.1%</td>
<td>14.7%</td>
<td>9.8%</td>
<td>10.4%</td>
<td>9.9%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>% Y-o-Y growth</td>
<td>51.6%</td>
<td>52.7%</td>
<td>47.1%</td>
<td>38.7%</td>
<td>34.1%</td>
<td>36.4%</td>
<td>17.4%</td>
</tr>
</tbody>
</table>

## Business Offerings Revenue Mix

<table>
<thead>
<tr>
<th>Description / %</th>
<th>Q2FY23</th>
<th>Q1FY23</th>
<th>Q4FY22</th>
<th>Q3FY22</th>
<th>Q2FY22</th>
<th>FY22</th>
<th>FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Services</strong></td>
<td>92.2%</td>
<td>93.0%</td>
<td>91.1%</td>
<td>86.7%</td>
<td>87.5%</td>
<td>88.2%</td>
<td>83.4%</td>
</tr>
<tr>
<td>IP Led</td>
<td>7.8%</td>
<td>7.0%</td>
<td>8.9%</td>
<td>13.3%</td>
<td>12.5%</td>
<td>11.8%</td>
<td>16.6%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>100.0%</td>
<td>100.0%</td>
<td>100.0%</td>
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<td>100.0%</td>
</tr>
</tbody>
</table>

## Segment Revenue Mix

<table>
<thead>
<tr>
<th>Description / %</th>
<th>Q2FY23</th>
<th>Q1FY23</th>
<th>Q4FY22</th>
<th>Q3FY22</th>
<th>Q2FY22</th>
<th>FY22</th>
<th>FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>BFSI</strong></td>
<td>32.8%</td>
<td>33.7%</td>
<td>32.4%</td>
<td>32.2%</td>
<td>30.7%</td>
<td>31.6%</td>
<td>30.8%</td>
</tr>
<tr>
<td>Healthcare &amp; Life Sciences</td>
<td>19.7%</td>
<td>19.9%</td>
<td>20.7%</td>
<td>20.7%</td>
<td>21.2%</td>
<td>20.8%</td>
<td>19.3%</td>
</tr>
<tr>
<td>Software, Hi-Tech &amp; Emerging Industries</td>
<td>47.5%</td>
<td>46.4%</td>
<td>46.9%</td>
<td>47.1%</td>
<td>48.1%</td>
<td>47.6%</td>
<td>49.9%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
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<td>100.0%</td>
<td>100.0%</td>
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## Fact Sheet

### Geography Revenue Mix

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<th>Q1FY23</th>
<th>Q4FY22</th>
<th>Q3FY22</th>
<th>Q2FY22</th>
<th>FY22</th>
<th>FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td>North America</td>
<td>78.6%</td>
<td>78.4%</td>
<td>78.6%</td>
<td>79.2%</td>
<td>78.7%</td>
<td>78.8%</td>
<td>80.8%</td>
</tr>
<tr>
<td>Europe</td>
<td>8.3%</td>
<td>8.5%</td>
<td>8.4%</td>
<td>8.3%</td>
<td>8.8%</td>
<td>8.7%</td>
<td>9.2%</td>
</tr>
<tr>
<td>India</td>
<td>11.5%</td>
<td>11.3%</td>
<td>11.0%</td>
<td>10.9%</td>
<td>10.5%</td>
<td>10.6%</td>
<td>8.4%</td>
</tr>
<tr>
<td>ROW</td>
<td>1.6%</td>
<td>1.8%</td>
<td>2.0%</td>
<td>1.6%</td>
<td>2.0%</td>
<td>1.9%</td>
<td>1.6%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>100.0%</td>
<td>100.0%</td>
<td>100.0%</td>
<td>100.0%</td>
<td>100.0%</td>
<td>100.0%</td>
<td>100.0%</td>
</tr>
</tbody>
</table>

### Client Contribution

<table>
<thead>
<tr>
<th>Description / %</th>
<th>Q2FY23</th>
<th>Q1FY23</th>
<th>Q4FY22</th>
<th>Q3FY22</th>
<th>Q2FY22</th>
<th>FY22</th>
<th>FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Top 1</td>
<td>8.7%</td>
<td>11.7%</td>
<td>14.0%</td>
<td>17.5%</td>
<td>16.9%</td>
<td>16.2%</td>
<td>18.4%</td>
</tr>
<tr>
<td>Top 5</td>
<td>26.9%</td>
<td>30.8%</td>
<td>32.5%</td>
<td>36.1%</td>
<td>35.8%</td>
<td>35.1%</td>
<td>38.7%</td>
</tr>
<tr>
<td>Top 10</td>
<td>36.7%</td>
<td>40.7%</td>
<td>42.1%</td>
<td>45.0%</td>
<td>45.4%</td>
<td>44.6%</td>
<td>47.7%</td>
</tr>
<tr>
<td>Top 20</td>
<td>48.4%</td>
<td>51.2%</td>
<td>52.1%</td>
<td>54.1%</td>
<td>55.3%</td>
<td>53.7%</td>
<td>58.1%</td>
</tr>
</tbody>
</table>

### Revenue by Delivery Centers

<table>
<thead>
<tr>
<th>Description / %</th>
<th>Q2FY23</th>
<th>Q1FY23</th>
<th>Q4FY22</th>
<th>Q3FY22</th>
<th>Q2FY22</th>
<th>FY22</th>
<th>FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Global Development Centers</td>
<td>34.8%</td>
<td>36.5%</td>
<td>34.5%</td>
<td>31.4%</td>
<td>30.4%</td>
<td>32.1%</td>
<td>31.8%</td>
</tr>
<tr>
<td>India</td>
<td>57.4%</td>
<td>56.5%</td>
<td>56.6%</td>
<td>55.3%</td>
<td>57.1%</td>
<td>56.1%</td>
<td>51.6%</td>
</tr>
<tr>
<td>IP Led</td>
<td>7.8%</td>
<td>7.0%</td>
<td>8.9%</td>
<td>13.3%</td>
<td>12.5%</td>
<td>11.8%</td>
<td>16.6%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>100.0%</td>
<td>100.0%</td>
<td>100.0%</td>
<td>100.0%</td>
<td>100.0%</td>
<td>100.0%</td>
<td>100.0%</td>
</tr>
</tbody>
</table>
## Fact Sheet

### Clients Billed

<table>
<thead>
<tr>
<th>Services</th>
<th>Q2FY23</th>
<th>Q1FY23</th>
<th>Q4FY22</th>
<th>Q3FY22</th>
<th>Q2FY22</th>
<th>FY22</th>
<th>FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>767</td>
<td>735</td>
<td>678</td>
<td>625</td>
<td>596</td>
<td>845</td>
<td>722</td>
</tr>
<tr>
<td>IP Led</td>
<td>134</td>
<td>129</td>
<td>125</td>
<td>122</td>
<td>130</td>
<td>237</td>
<td>239</td>
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</table>

### Client Engagement Size

<table>
<thead>
<tr>
<th></th>
<th>Q2FY23</th>
<th>Q1FY23</th>
<th>Q4FY22</th>
<th>Q3FY22</th>
<th>Q2FY22</th>
<th>FY22</th>
<th>FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td>$30M+</td>
<td>3</td>
<td>3</td>
<td>2</td>
<td>2</td>
<td>2</td>
<td>2</td>
<td>2</td>
</tr>
<tr>
<td>$20M – $30M</td>
<td>3</td>
<td>1</td>
<td>2</td>
<td>2</td>
<td>2</td>
<td>2</td>
<td>1</td>
</tr>
<tr>
<td>$10M – $20M</td>
<td>6</td>
<td>7</td>
<td>6</td>
<td>6</td>
<td>5</td>
<td>6</td>
<td>4</td>
</tr>
<tr>
<td>$5M – $10M</td>
<td>18</td>
<td>15</td>
<td>15</td>
<td>14</td>
<td>13</td>
<td>15</td>
<td>10</td>
</tr>
<tr>
<td>$1M – $5M</td>
<td>116</td>
<td>104</td>
<td>93</td>
<td>90</td>
<td>84</td>
<td>93</td>
<td>66</td>
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</table>

### People Numbers

<table>
<thead>
<tr>
<th></th>
<th>Q2FY23</th>
<th>Q1FY23</th>
<th>Q4FY22</th>
<th>Q3FY22</th>
<th>Q2FY22</th>
<th>FY22</th>
<th>FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Technical</td>
<td>20,941</td>
<td>20,144</td>
<td>17,283</td>
<td>15,721</td>
<td>14,657</td>
<td>17,283</td>
<td>12,706</td>
</tr>
<tr>
<td>Sales and Business Development</td>
<td>387</td>
<td>367</td>
<td>317</td>
<td>294</td>
<td>296</td>
<td>317</td>
<td>273</td>
</tr>
<tr>
<td>Others</td>
<td>1,148</td>
<td>1,127</td>
<td>999</td>
<td>974</td>
<td>926</td>
<td>999</td>
<td>701</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>22,476</strong></td>
<td><strong>21,638</strong></td>
<td><strong>18,599</strong></td>
<td><strong>16,989</strong></td>
<td><strong>15,879</strong></td>
<td><strong>18,599</strong></td>
<td><strong>13,680</strong></td>
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</table>
## Fact Sheet

### Linear Revenue Per Billed PM* USD / Per Person Month

<table>
<thead>
<tr>
<th></th>
<th>Q2FY23</th>
<th>Q1FY23</th>
<th>Q4FY22</th>
<th>Q3FY22</th>
<th>Q2FY22</th>
<th>FY22</th>
<th>FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Global Delivery Centers</td>
<td>16,181</td>
<td>16,423</td>
<td>16,383</td>
<td>16,043</td>
<td>16,544</td>
<td>16,459</td>
<td>16,851</td>
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<tr>
<td>India</td>
<td>4,498</td>
<td>4,387</td>
<td>4,317</td>
<td>4,252</td>
<td>4,307</td>
<td>4,291</td>
<td>4,250</td>
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### Attrition Rate %

<table>
<thead>
<tr>
<th></th>
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<th>Q1FY23</th>
<th>Q4FY22</th>
<th>Q3FY22</th>
<th>Q2FY22</th>
<th>FY22</th>
<th>FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td>TTM Basis</td>
<td>23.7%</td>
<td>24.8%</td>
<td>26.6%</td>
<td>26.9%</td>
<td>23.6%</td>
<td>26.6%</td>
<td>11.7%</td>
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</tbody>
</table>

### IP Led Nos.

<table>
<thead>
<tr>
<th></th>
<th>Q2FY23</th>
<th>Q1FY23</th>
<th>Q4FY22</th>
<th>Q3FY22</th>
<th>Q2FY22</th>
<th>FY22</th>
<th>FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td>IP Led Person Months</td>
<td>3,036</td>
<td>3,278</td>
<td>3,225</td>
<td>3,911</td>
<td>4,000</td>
<td>15,055</td>
<td>15,076</td>
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</table>

### DSO Days

<table>
<thead>
<tr>
<th></th>
<th>Q2FY23</th>
<th>Q1FY23</th>
<th>Q4FY22</th>
<th>Q3FY22</th>
<th>Q2FY22</th>
<th>FY22</th>
<th>FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Days</td>
<td>60</td>
<td>60</td>
<td>59</td>
<td>58</td>
<td>55</td>
<td>59</td>
<td>55</td>
</tr>
<tr>
<td>Description / Nos. / %</td>
<td>Q2FY23</td>
<td>Q1FY23</td>
<td>Q4FY22</td>
<td>Q3FY22</td>
<td>Q2FY22</td>
<td>FY22</td>
<td>FY21</td>
</tr>
<tr>
<td>------------------------</td>
<td>--------</td>
<td>--------</td>
<td>--------</td>
<td>--------</td>
<td>--------</td>
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<td>-------</td>
</tr>
<tr>
<td>Billable Person Months</td>
<td>47,704</td>
<td>45,900</td>
<td>41,025</td>
<td>35,938</td>
<td>33,212</td>
<td>140,982</td>
<td>99,264</td>
</tr>
<tr>
<td>Global Delivery Centers</td>
<td>6,438</td>
<td>6,336</td>
<td>5,260</td>
<td>4,519</td>
<td>3,840</td>
<td>17,099</td>
<td>12,595</td>
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<tr>
<td>India</td>
<td>41,266</td>
<td>39,564</td>
<td>35,766</td>
<td>31,419</td>
<td>29,372</td>
<td>123,883</td>
<td>86,669</td>
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<tr>
<td>Billed Person Months</td>
<td>38,098</td>
<td>36,487</td>
<td>33,050</td>
<td>29,819</td>
<td>27,503</td>
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<td>79,357</td>
</tr>
<tr>
<td>Global Delivery Centers</td>
<td>5,495</td>
<td>5,364</td>
<td>4,578</td>
<td>3,891</td>
<td>3,354</td>
<td>14,903</td>
<td>10,687</td>
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<tr>
<td>India</td>
<td>32,603</td>
<td>31,123</td>
<td>28,472</td>
<td>25,928</td>
<td>24,149</td>
<td>100,145</td>
<td>68,670</td>
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<td>Linear Utilization</td>
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<tr>
<td>Blended</td>
<td>79.9%</td>
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<td>82.8%</td>
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<td>79.9%</td>
</tr>
<tr>
<td>Global Delivery Centers</td>
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<td>87.0%</td>
<td>86.1%</td>
<td>87.3%</td>
<td>87.2%</td>
<td>84.8%</td>
</tr>
<tr>
<td>India</td>
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<td>78.7%</td>
<td>79.6%</td>
<td>82.5%</td>
<td>82.2%</td>
<td>80.8%</td>
<td>79.2%</td>
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</tbody>
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