

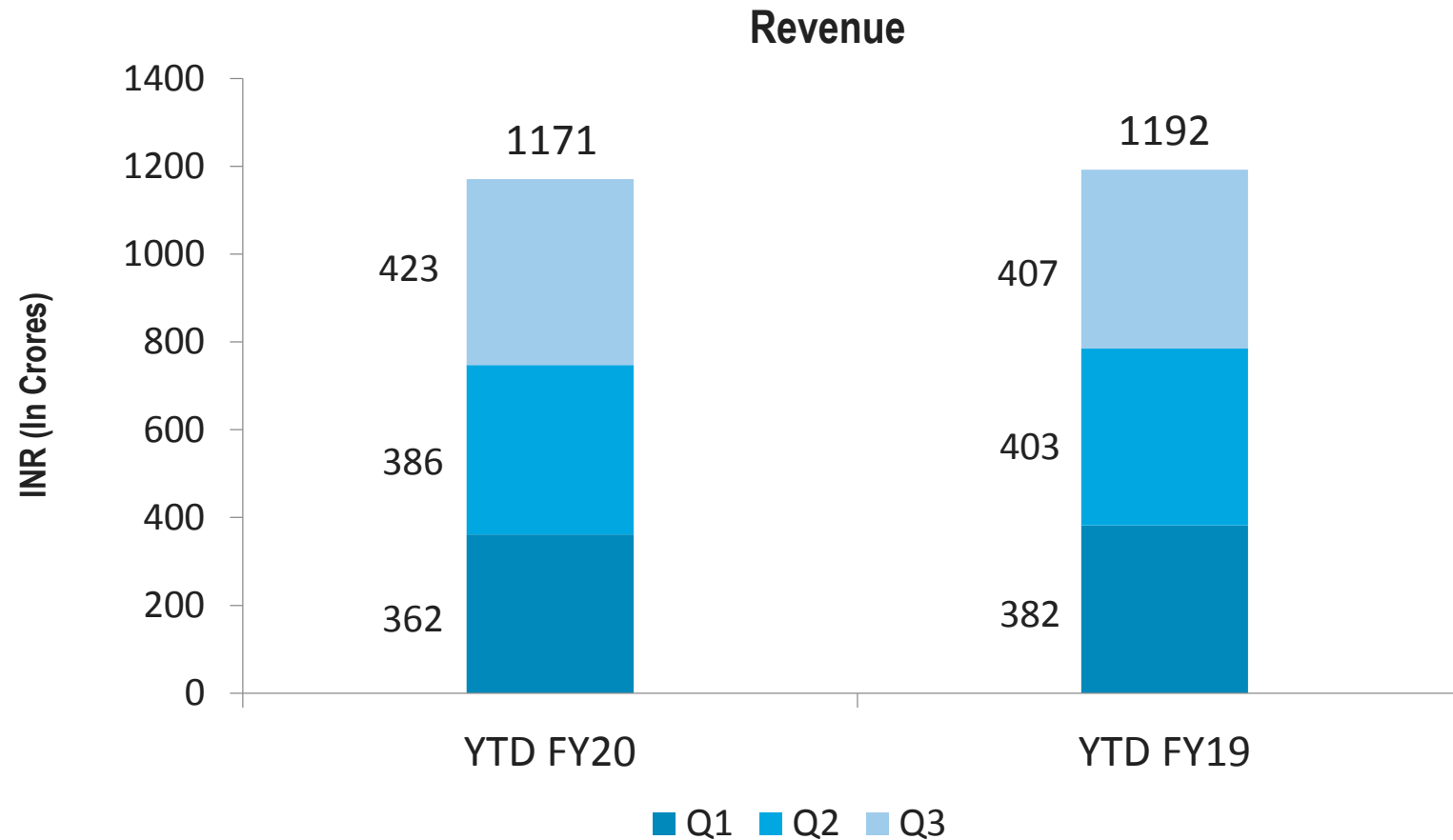
TATA ELXSI

FY19-20: Q3 & YTD

Fact Sheet

13th January 2020

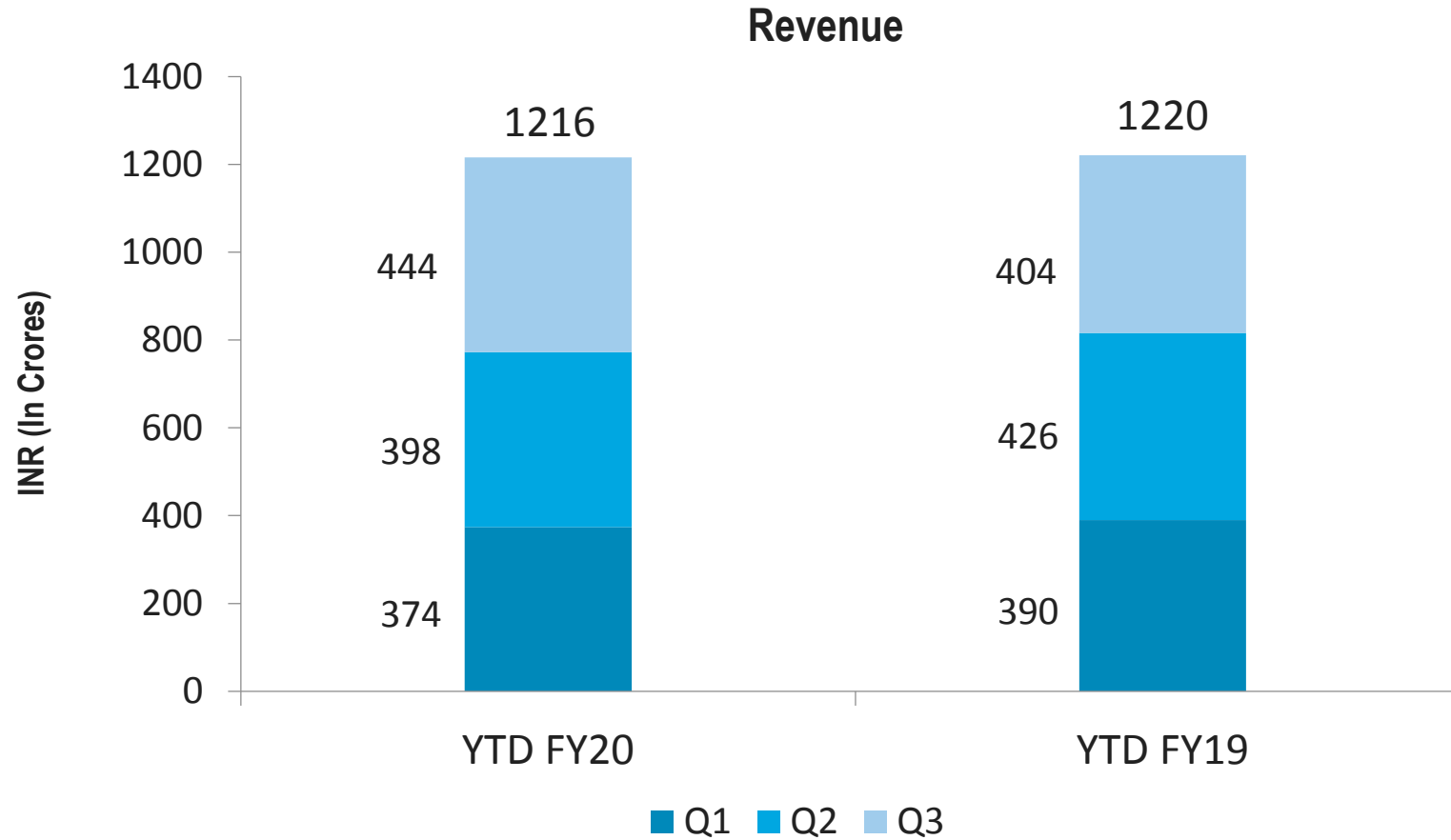
Revenue From Operations



- Revenue increased by 9.7% QoQ from Q2 FY20 to Q3 FY20
- Revenue increased by 4.0% YoY from Q3 FY19 to Q3 FY20
- Revenue decreased by 1.7% YoY from YTD FY19 to YTD FY20

Note : All numbers are rounded-off

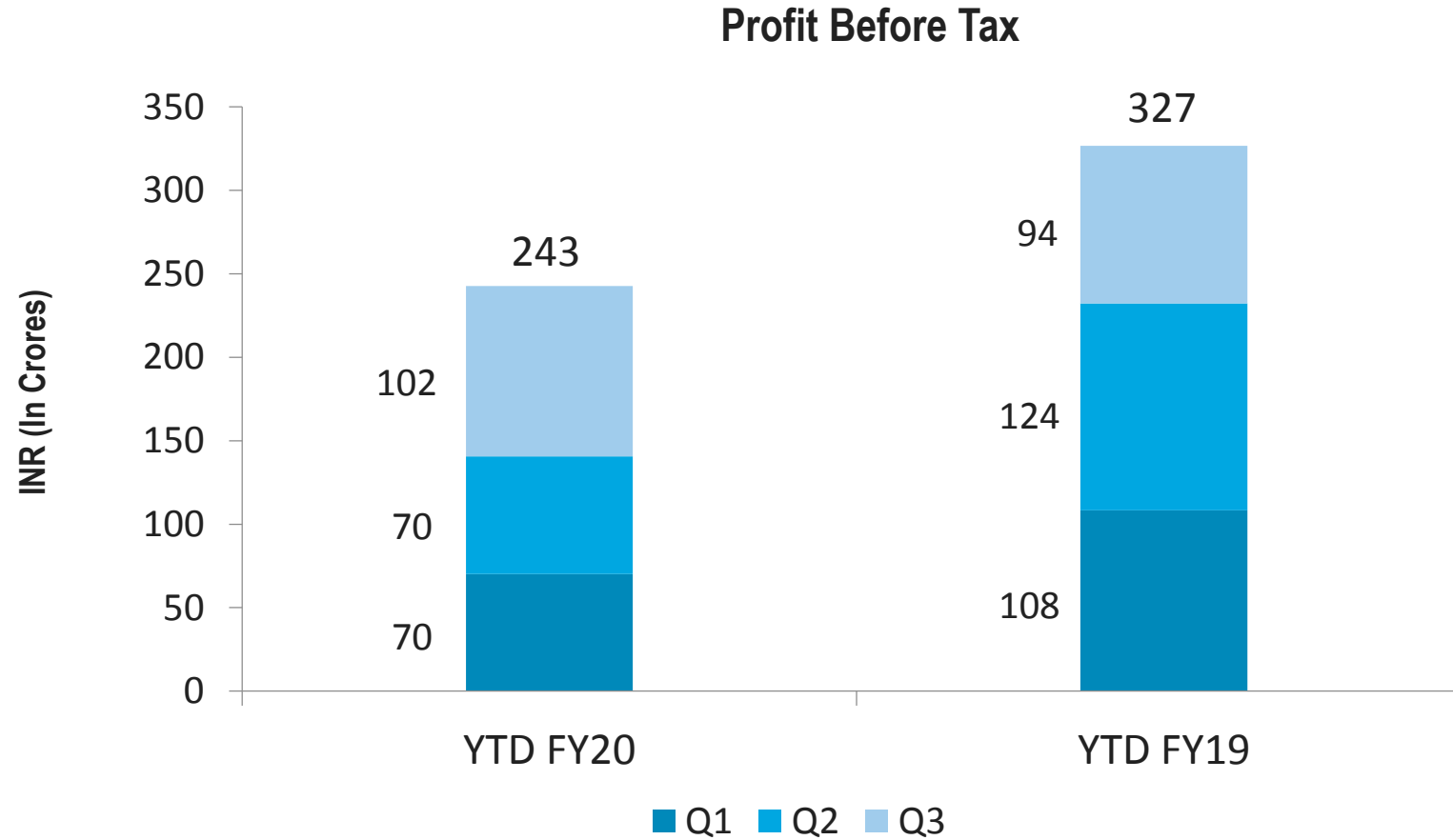
Total Revenue



- Revenue increased by 11.5% QoQ from Q2 FY20 to Q3 FY20
- Revenue increased by 9.8% YoY from Q3 FY19 to Q3 FY20
- Revenue decreased by 0.4% YoY from YTD FY19 to YTD FY20

Note : All numbers are rounded-off

Profit Before Tax



- PBT increased by 44.9% QoQ from Q2 FY20 to Q3 FY20
- PBT increased by 8.1% YoY from Q3 FY19 to Q3 FY20
- PBT decreased by 25.7% YoY from YTD FY19 to YTD FY20

Note : All numbers are rounded-off

Tata Elxsi – Operating Metrics

		Q3 FY19	Q2 FY20	Q3 FY20
	Revenue from operations (INR Cr)	407.01	385.83	423.44
Revenue By Segment	Embedded Product Design (EPD)	86.6%	86.9%	86.9%
	Industrial Design & Visualization (IDV)	10.1%	9.7%	9.7%
	System Integration & Support (SIS)	3.3%	3.4%	3.3%
Revenue By Geography	Europe	45.0%	39.8%	41.6%
	USA	31.3%	35.0%	33.7%
	India	11.6%	12.5%	12.5%
	RoW	12.1%	12.6%	12.2%
Customer Concentration	Top	22.0%	16.3%	15.7%
	Top 5	41.2%	38.4%	37.8%
	Top 10	51.7%	50.7%	50.8%
Employee Metrics	Total Employees	6061	5947	6389
	Attrition	11.6%	11.6%	9.0%

Embedded Product Design (EPD) – Operating Metrics

		Q3 FY19	Q2 FY20	Q3 FY20
Revenue By Industry Vertical	Transportation	53.7%	48.3%	48.6%
	Broadcast & Communications	36.3%	40.9%	39.2%
	Healthcare & Medical Devices	4.5%	6.5%	8.3%
	Others	5.4%	4.2%	3.9%
Revenue - Onsite Offshore Mix	Onsite	41.4%	42.6%	40.3%
	Offshore	58.6%	57.4%	59.7%
Revenue - Contract Type Mix	Fixed Price	49.2%	46.7%	50.8%
	Time & Material	50.8%	53.3%	49.2%

Disclaimer

This release may contain certain future prospects which may be a forward-looking statements. Forward-looking statements by their nature involve a number of risks and uncertainties that could cause actual results to differ materially from market expectations. These forward-looking statements represent only the Company's current intentions, beliefs or expectations, and any forward-looking statement speaks only as of the date on which it was made. The Company assumes no obligation to revise or update any forward-looking statements.

Note: All numbers have been rounded to the nearest digit for convenience of representation.