

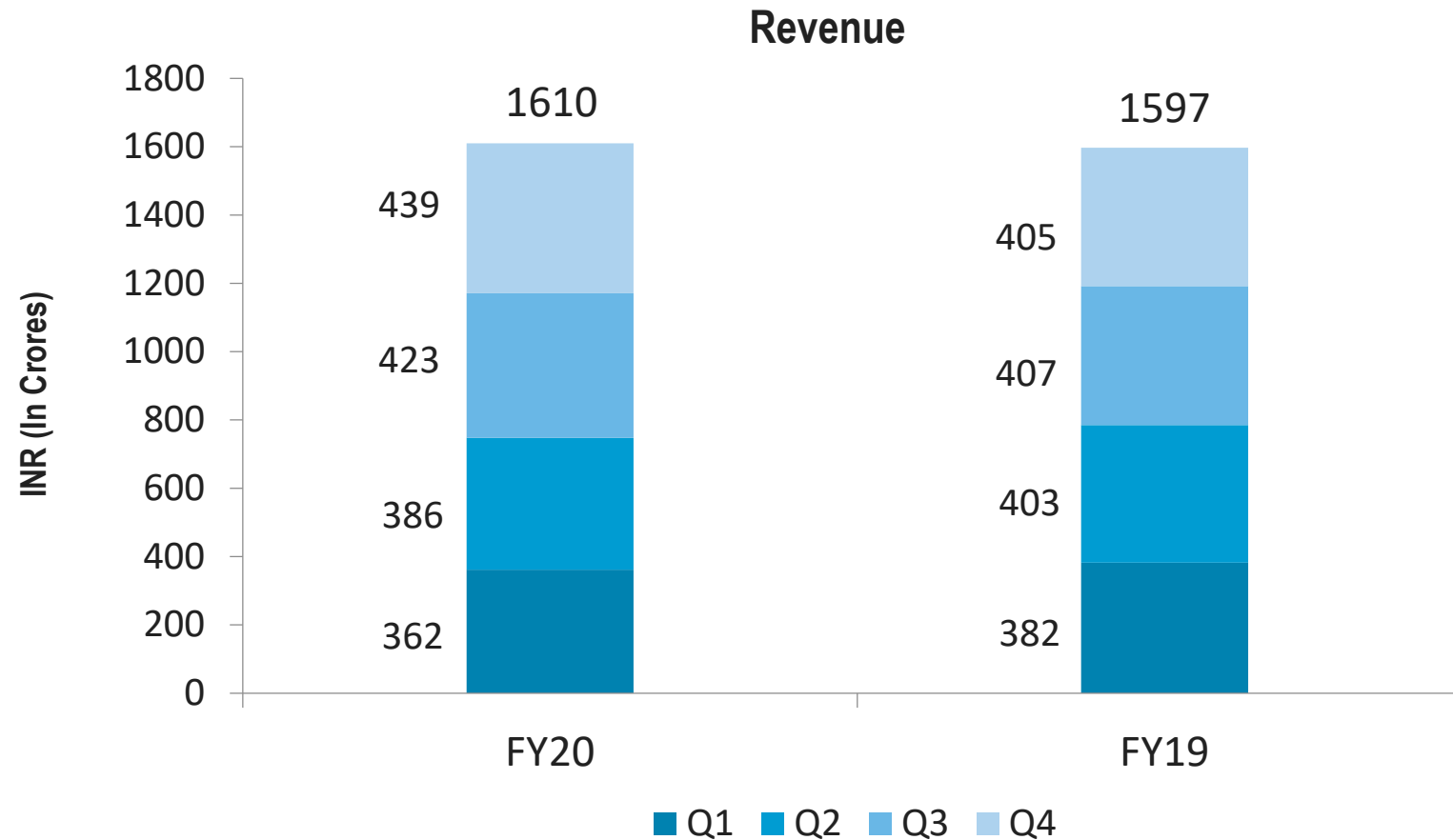
TATA ELXSI

FY19-20: Q4 & Annual

Fact Sheet

20th April 2020

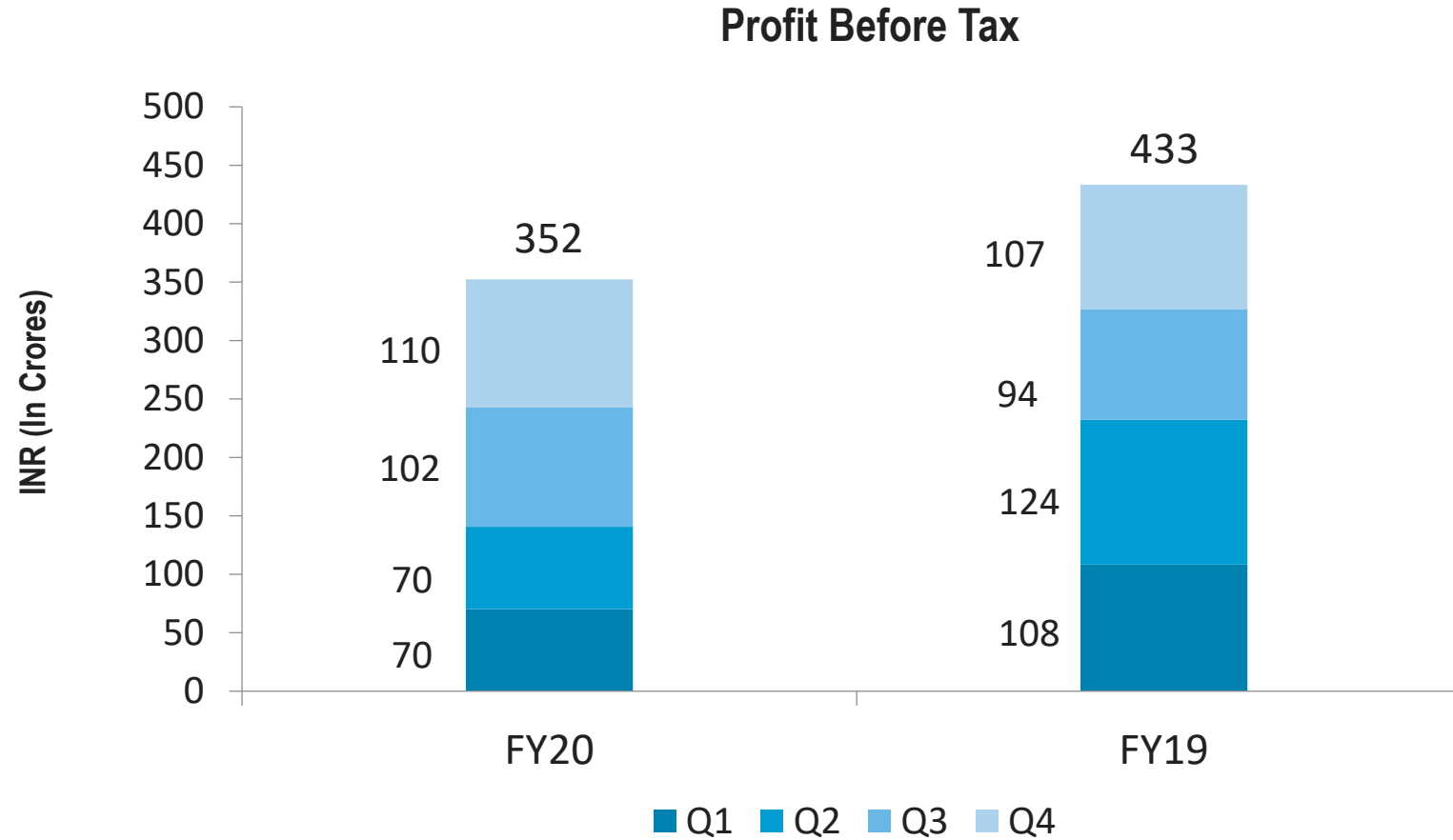
Revenue From Operations



- Revenue increased by 4% QoQ from Q3 FY20 to Q4 FY20
- Revenue increased by 8% YoY from Q4 FY19 to Q4 FY20
- Revenue increased by 1% YoY from FY19 to FY20

Note : All numbers are rounded-off

Profit Before Tax



- PBT increased by 8% QoQ from Q3 FY20 to Q4 FY20
- PBT increased by 3% YoY from Q4 FY19 to Q4 FY20
- PBT decreased by 19% YoY from FY19 to FY20

Note : All numbers are rounded-off

Tata Elxsi – Operating Metrics

		Q4 FY19	Q3 FY20	Q4 FY20
	Revenue from operations (INR Cr)	405.10	423.44	438.89
Revenue By Segment	Embedded Product Design (EPD)	85.6%	86.9%	87.3%
	Industrial Design & Visualization (IDV)	10.4%	9.7%	10.1%
	System Integration & Support (SIS)	4.0%	3.3%	2.6%
Revenue By Geography	Europe	41.7%	41.6%	39.9%
	USA	30.6%	33.6%	35.5%
	India	15.3%	12.5%	11.4%
	RoW	12.4%	12.3%	13.2%
Customer Concentration	Top	21.3%	15.7%	15.7%
	Top 5	41.0%	37.8%	38.9%
	Top 10	52.0%	50.8%	50.6%
Employee Metrics	Total Employees	6060	6389	6577
	Attrition	10.5%	9.0%	7.2%

Embedded Product Design (EPD) – Operating Metrics

		Q4 FY19	Q3 FY20	Q4 FY20
Revenue By Industry Vertical	Transportation	53.4%	48.6%	47.1%
	Broadcast & Communications	36.0%	39.2%	40.9%
	Healthcare & Medical Devices	5.2%	8.3%	7.7%
	Others	5.4%	3.9%	4.4%
Revenue - Onsite Offshore Mix	Onsite	41.1%	40.3%	42.1%
	Offshore	58.9%	59.7%	57.9%
Revenue - Contract Type Mix	Fixed Price	51.4%	50.8%	48.8%
	Time & Material	48.6%	49.2%	51.2%

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.