

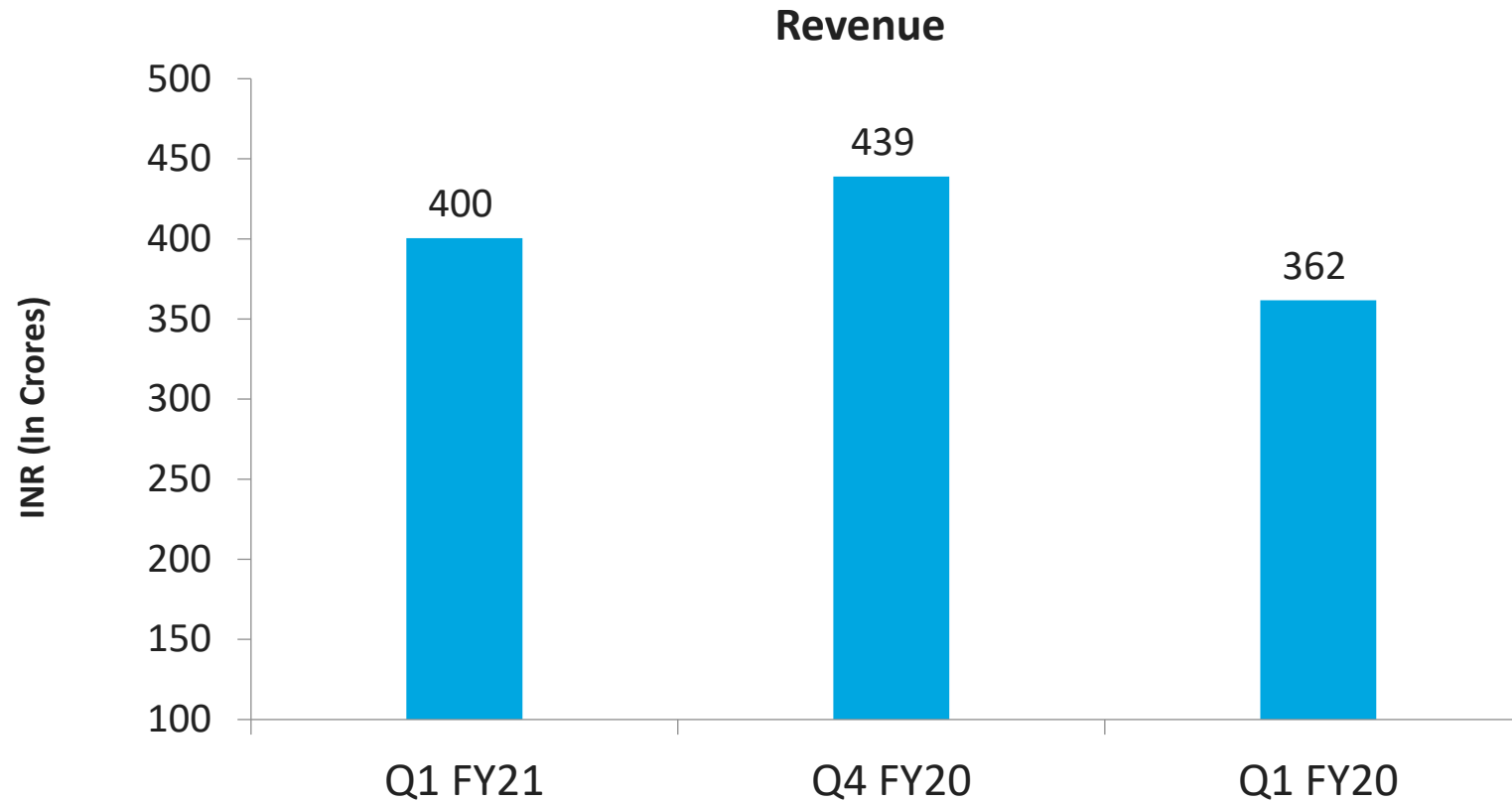
TATA ELXSI

FY21: Q1

Fact Sheet

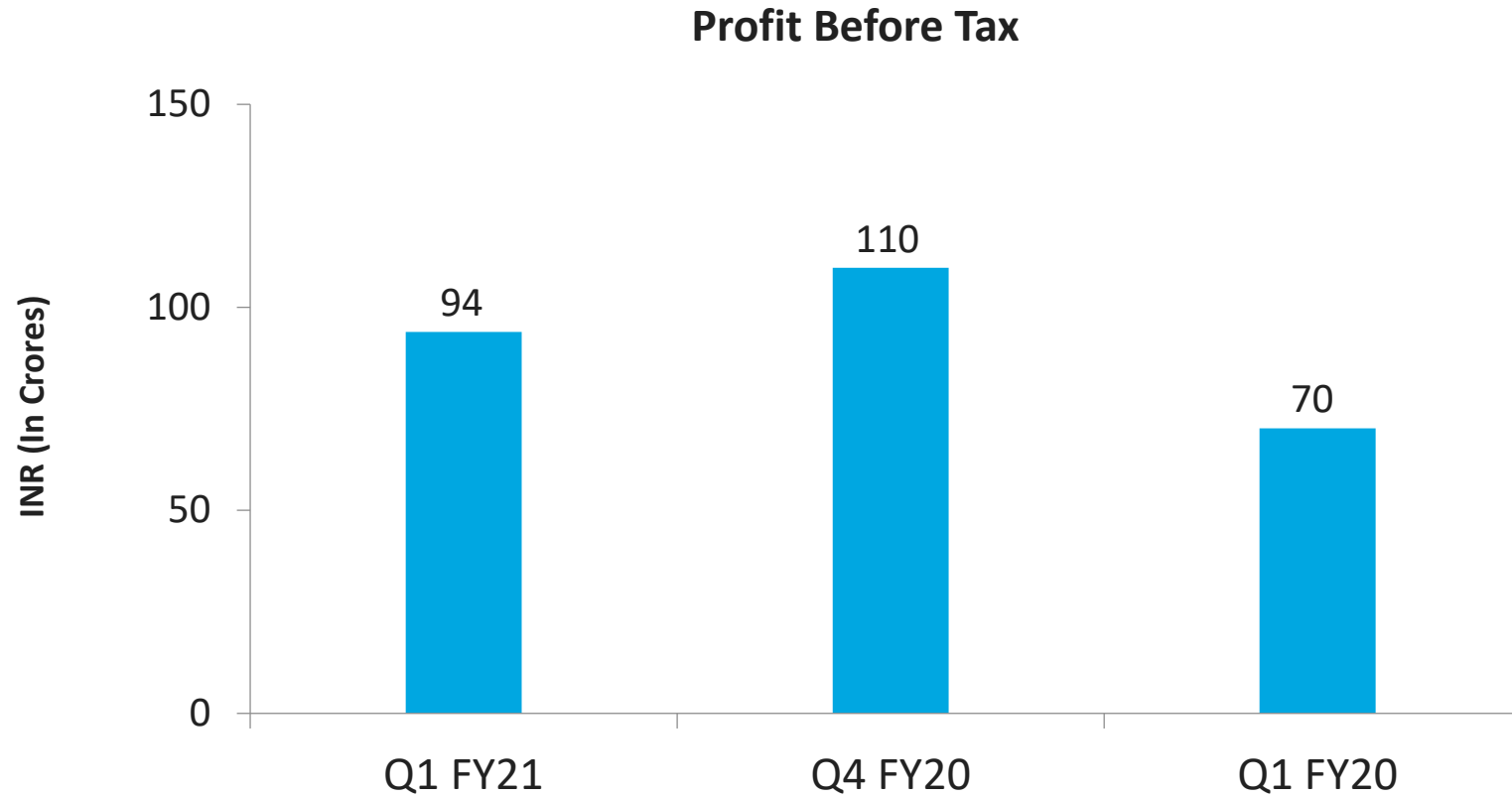
21st July 2020

Income From Operations



- Revenue increased by 10.7% YoY from Q1 FY20 to Q1 FY21
- Revenue decreased by 8.7% QoQ from Q4 FY20 to Q1 FY21

Profit Before Tax



- PBT increased by 33.9% YoY from Q1 FY20 to Q1 FY21
- PBT decreased by 14.4% QoQ from Q4 FY20 to Q1 FY21

Tata Elxsi – Operating Metrics

		Q1 FY20	Q4 FY20	Q1 FY21
	Revenue from operations (INR Cr)	361.71	438.89	400.49
Revenue By Segment	Embedded Product Design (EPD)	88.0%	87.3%	89.9%
	Industrial Design & Visualization (IDV)	9.2%	10.1%	7.5%
	System Integration & Support (SIS)	2.8%	2.6%	2.6%
Revenue By Geography	Europe	42.6%	39.9%	35.8%
	USA	34.4%	35.5%	36.0%
	India	11.3%	11.4%	13.1%
	RoW	11.7%	13.2%	15.1%
Customer Concentration	Top	16.7%	15.7%	12.1%
	Top 5	38.9%	38.9%	36.2%
	Top 10	50.7%	50.6%	48.6%
Employee Metrics	Total Employees	5981	6577	6618
	Attrition	13.7%	7.2%	5.4%

Embedded Product Design (EPD) – Operating Metrics

		Q1 FY20	Q4 FY20	Q1 FY21
Revenue By Industry Vertical	Transportation	46.6%	47.1%	42.1%
	Broadcast & Communications	41.3%	40.9%	45.0%
	Healthcare & Medical Devices	7.7%	7.7%	8.6%
	Others	4.4%	4.4%	4.3%
Revenue - Onsite Offshore Mix	Onsite	44.7%	42.1%	36.5%
	Offshore	55.3%	57.9%	63.5%
Revenue - Contract Type Mix	Fixed Price	45.7%	48.8%	48.5%
	Time & Material	54.3%	51.2%	51.5%

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.