

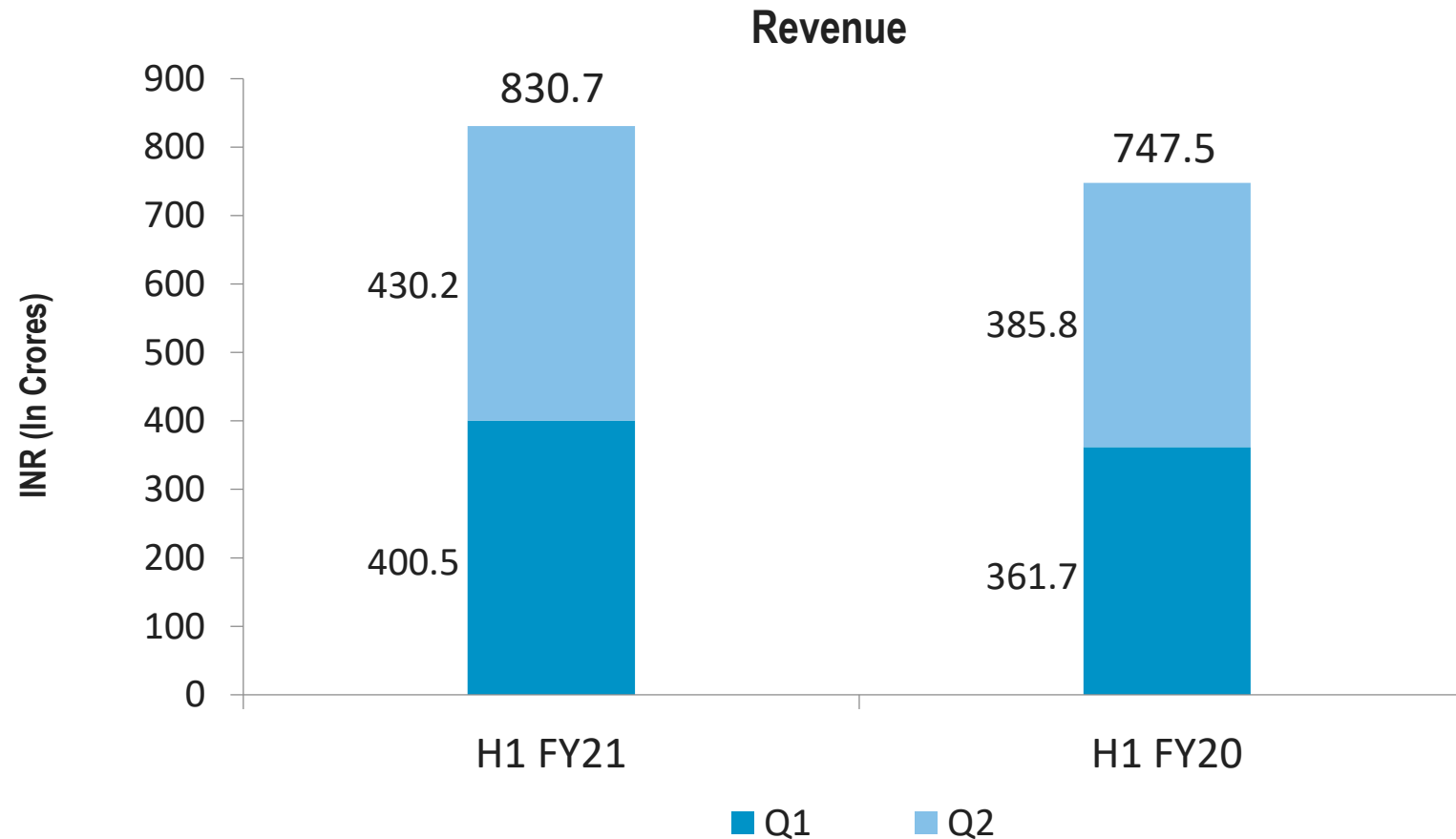
**TATA ELXSI**

**FY21: Q2 & H1**

Fact Sheet

14<sup>th</sup> October 2020

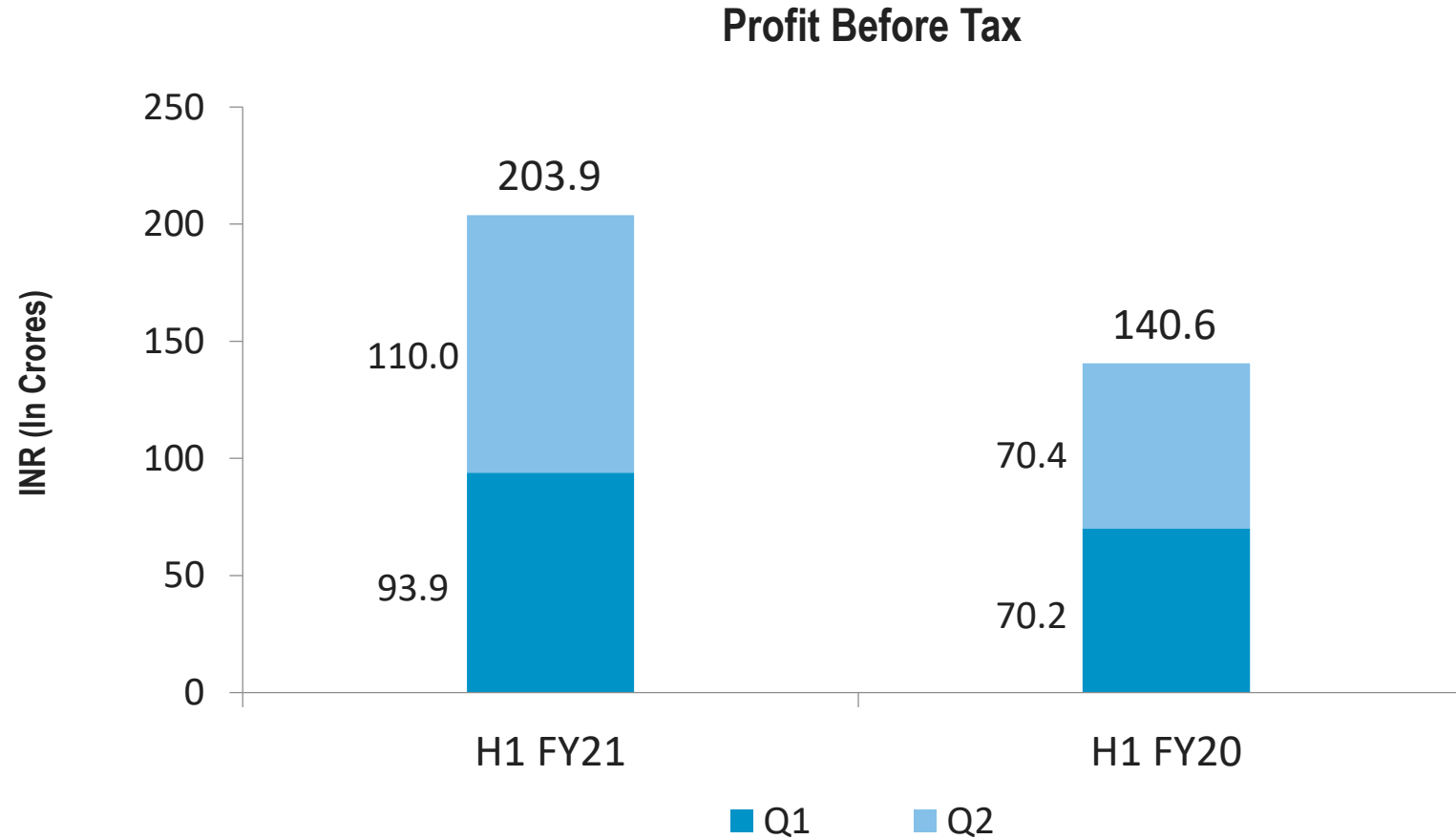
# Revenue From Operations



- Revenue increased by 7.4% QoQ from Q1 FY21 to Q2 FY21
- Revenue increased by 11.5% YoY from Q2 FY20 to Q2 FY21
- Revenue increased by 11.1% from H1 FY20 to H1 FY21

*Note : All numbers are rounded-off*

# Profit Before Tax



- PBT increased by 17% from Q1 FY21 to Q2 FY21
- PBT increased by 56.1% YoY from Q2 FY20 to Q2 FY21
- PBT increased by 45% from H1 FY20 to H1 FY21

Note : All numbers are rounded-off

## Tata Elxsi – Operating Metrics

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		Q2 FY20	Q1 FY21	Q2 FY21
	Revenue from operations (INR Cr)	385.83	400.49	430.18
<b>Revenue By Geography</b>	Europe	39.8%	35.8%	38.1%
	USA	35.0%	36.0%	34.4%
	India	12.5%	13.1%	12.1%
	RoW	12.6%	15.1%	15.4%
<b>Customer Concentration</b>	Top	16.3%	12.1%	13.0%
	Top 5	38.4%	36.2%	36.6%
	Top 10	50.7%	48.6%	49.3%
<b>Employee Metrics</b>	Total Employees	5947	6618	6639
	Attrition %	11.6%	5.4%	6.0%

## Tata Elxsi - Growth by Segment

		Q2 FY20	Q1 FY21	Q2 FY21	Q-o-Q CC Growth	Y-o-Y CC Growth
<b>Revenue By Segment (%)</b>	Embedded Product Design (EPD)	86.9%	89.9%	89.7%	6.7%	7.7%
	Industrial Design & Visualization (IDV)	9.7%	7.5%	8.0%	13.4%	-14.6%
	System Integration & Support (SIS)	3.4%	2.6%	2.3%	-4.9%	-25.4%
	Total (Tata Elxsi)	100%	100%	100.0%	6.9%	4.4%

## Embedded Product Design (EPD) – Operating Metrics

## Embedded Product Design (EPD) – Growth by Industry Vertical

		Q2 FY20	Q1 FY21	Q2 FY21	Q-o-Q CC Growth	Y-o-Y CC Growth
<b>Revenue By Industry Vertical</b>	Transportation	48.3%	42.1%	41.6%	4.8%	-8.3%
	Broadcast & Communications	40.9%	45.0%	44.8%	6.5%	19.2%
	Healthcare & Medical Devices	6.5%	8.6%	9.1%	14.1%	50.0%
	Others	4.3%	4.3%	4.5%	13.8%	14.9%
	Total (EPD)	100%	100%	100%	6.7%	7.7%



## Embedded Product Design (EPD) – Operating Metrics

		Q2 FY20	Q1 FY21	Q2 FY21
<b>Revenue - Onsite Offshore Mix</b>	Onsite	42.6%	36.5%	34.7%
	Offshore	57.4%	63.5%	65.3%
<b>Revenue - Contract Type Mix</b>	Fixed Price	46.7%	48.5%	42.1%
	Time & Material	53.3%	51.5%	57.9%

## 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.*