

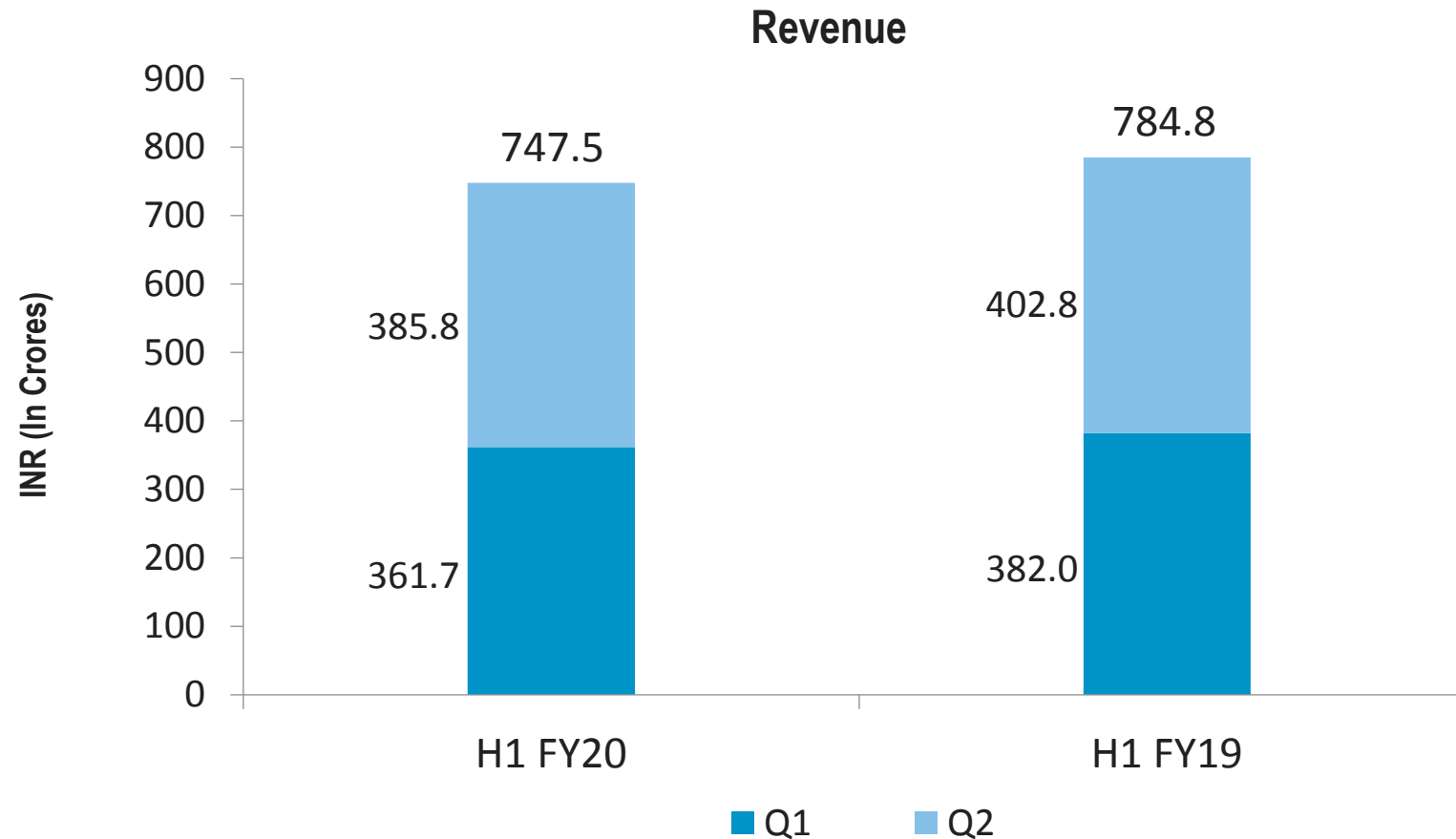
**TATA ELXSI**

**FY19-20: Q2 & H1**

Fact Sheet

22<sup>nd</sup> October 2019

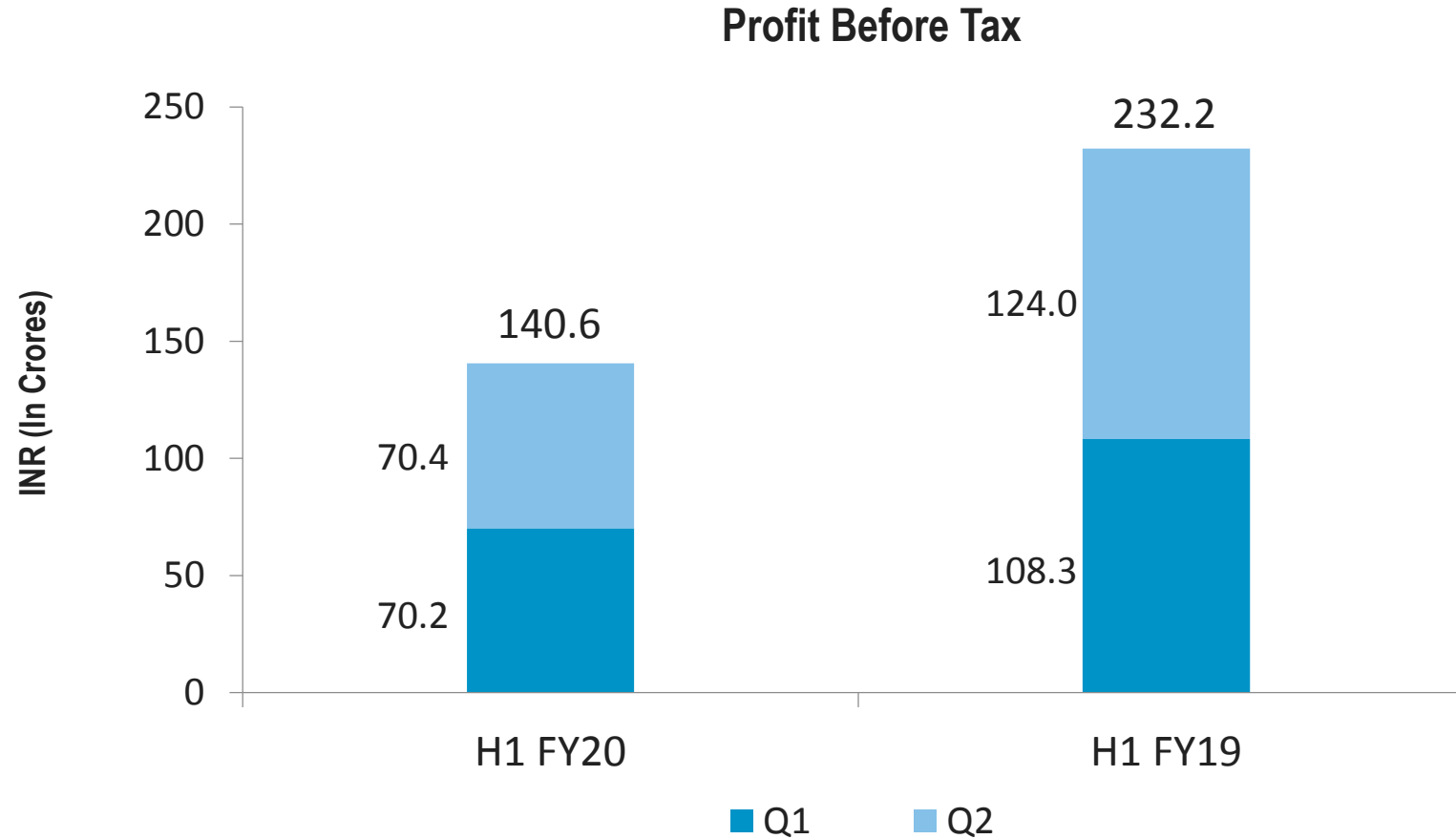
# Revenue From Operations



- Revenue increased by 6.7% QoQ from Q1 FY20 to Q2 FY20
- Revenue declined by 4.2% YoY from Q2 FY19 to Q2 FY20
- Revenue declined by 4.8% from H1 FY19 to H1 FY20

*Note : All numbers are rounded-off*

# Profit Before Tax



- PBT increased marginally by 0.4% from Q1 FY20 to Q2 FY20
- PBT declined by 43.2% YoY from Q2 FY19 to Q2 FY20
- PBT declined by 39.4% from H1 FY19 to H1 FY20

Note : All numbers are rounded-off

## Tata Elxsi – Operating Metrics

		Q1 FY19	Q2 FY19	Q3 FY19	Q4 FY19	Q1 FY20	Q2 FY20
	Revenue from operations (INR Cr)	382.03	402.78	407.01	405.10	361.71	385.83
<b>Revenue By Segment</b>	Embedded Product Design (EPD)	85.9%	86.7%	86.6%	85.6%	88.0%	86.9%
	Industrial Design & Visualization (IDV)	10.7%	10.4%	10.1%	10.4%	9.2%	9.7%
	System Integration & Support (SIS)	3.4%	2.9%	3.3%	4.0%	2.8%	3.4%
<b>Revenue By Geography</b>	Europe	46.9%	43.7%	45.0%	41.7%	42.6%	39.8%
	USA	29.0%	31.4%	31.3%	30.6%	34.4%	35.0%
	India	10.7%	10.6%	11.6%	15.3%	11.3%	12.5%
	RoW	13.5%	14.3%	12.1%	12.4%	11.7%	12.6%
<b>Customer Concentration</b>	Top	25.7%	23.2%	22.0%	21.3%	16.7%	16.3%
	Top 5	43.4%	41.1%	41.2%	41.0%	38.9%	38.4%
	Top 10	54.6%	53.2%	51.7%	52.0%	50.7%	50.7%
<b>Employee Metrics</b>	Total Employees	5397	5932	6061	6060	5981	5947
	Attrition	16.7%	12.9%	11.6%	10.5%	13.7%	11.6%

Note : All numbers are rounded-off

## Embedded Product Design (EPD) – Operating Metrics

		Q1 FY19	Q2 FY19	Q3 FY19	Q4 FY19	Q1 FY20	Q2 FY20
<b>Revenue By Industry Vertical</b>	Transportation	53.4%	54.9%	53.7%	53.4%	46.6%	48.3%
	Broadcast & Communications	36.3%	35.3%	36.3%	36.0%	41.3%	40.9%
	Healthcare & Medical Devices	3.2%	4.0%	4.5%	5.2%	7.7%	6.5%
	Others	7.1%	5.9%	5.4%	5.4%	4.4%	4.3%
<b>Revenue - Onsite Offshore Mix</b>	Onsite	39.5%	41.7%	41.4%	41.1%	44.7%	42.6%
	Offshore	60.5%	58.3%	58.6%	58.9%	55.3%	57.4%
<b>Revenue - Contract Type Mix</b>	Fixed Price	47.5%	46.3%	49.2%	51.4%	45.7%	46.7%
	Time & Material	52.5%	53.7%	50.8%	48.6%	54.3%	53.3%

## 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.*