

# Key trends

## Revenues<sup>(1)</sup> (in ₹ crore)



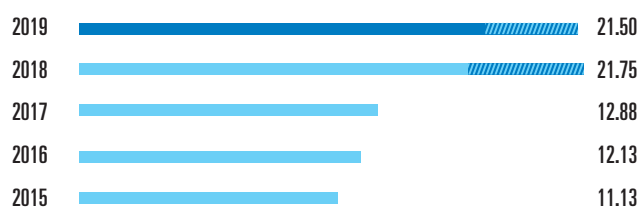
## Revenues<sup>(1)</sup> (in US\$ million)



## Free cash flow<sup>(1)(6)</sup> (in ₹ crore)



## Dividend per share<sup>(2)</sup> (in ₹)



■ Interim dividend of ₹ 7.00 and final dividend of ₹ 10.50

▨ Special dividend of ₹ 4.00 declared in fiscal 2019 and ₹ 5.00 in fiscal 2018

<sup>(1)</sup> Based on IFRS consolidated financial statements

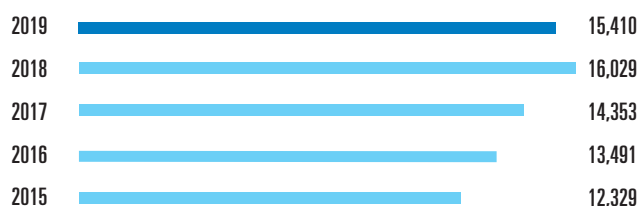
<sup>(2)</sup> Based on dividend declared. Adjusted for bonus issue, wherever applicable

<sup>(3)</sup> At the end of the respective fiscal years

<sup>(4)</sup> During the quarter ended December 31, 2017, on account of the conclusion of an Advance Pricing Agreement (APA) with the US Internal Revenue Service (IRS), the Company had reversed income tax expense provision of US\$225 million (₹1,432 crore), which pertained to previous periods.

<sup>(5)</sup> During the year ended March 2018, Kallidus and Skava (together referred to as "Skava") and Panaya were classified under 'Held for Sale', resulting in a reduction in fair value in respect of Panaya amounting to ₹118 crore. In the year ended March 31, 2019, a further reduction of ₹270 crore was recorded in respect of Panaya and on reclassification of Panaya and Skava from 'Held for Sale', the Company recognized an adjustment in respect of excess of carrying amount over recoverable amount of ₹451 crore in respect of Skava.

## Net profit<sup>(1)(4)(5)</sup> (in ₹ crore)



## Net profit<sup>(1)(4)(5)</sup> (in US\$ million)



## Market capitalization<sup>(3)(7)</sup> (in ₹ crore)



## Digital revenues<sup>(8)</sup>



<sup>(6)</sup> Free cash flow is defined as net cash provided by operating activities less capital expenditure as per the Consolidated Statement of Cash Flows prepared under IFRS.

<sup>(7)</sup> In line with the Capital Allocation Policy announced in April 2018, shareholders approved the buyback of equity shares from the open market route through Indian stock exchanges of up to ₹8,260 crore (maximum buyback size) at a price not exceeding ₹800 per equity share (maximum buyback price). The buyback shall close within six months from the date of opening of the buyback, i.e. March 20, 2019, or such other period as may be permitted under the Act or Buyback Regulations. Accordingly, during the year ended March 31, 2019, 1,26,52,000 equity shares were purchased from the Indian stock exchanges. Subsequent to the year end, the Company has purchased 81,31,000 shares till the date of the Board's report. During the previous year, 11,30,43,478 equity shares (not adjusted for the September 2018 bonus issue) were bought back by the Company for a total amount of ₹13,000 crore.

<sup>(8)</sup> Data prior to fiscal 2018 is not available, since we are reporting digital revenues only from fiscal 2018 onwards.

### Basic earnings per share<sup>(1)(3)(4)(5)</sup> (in ₹)

Year	Basic earnings per share (₹)
2019	35.44
2018	35.53
2017	31.40
2016	29.51
2015	26.97

### Operating margin<sup>(1)</sup>

Year	Operating margin (%)
2019	22.8%
2018	24.3%
2017	24.7%
2016	25.0%
2015	25.9%

### Number of clients<sup>(2)</sup>

Year	Number of clients
2019	1,279
2018	1,204
2017	1,162
2016	1,092
2015	950

### Utilization (excluding trainees)

Year	Utilization (%)
2019	84.3%
2018	84.6%
2017	81.7%
2016	80.6%
2015	80.9%

### Return on Equity (RoE)<sup>(1)(3)(4)</sup>

Year	Return on Equity (%)
2019	22.7%
2018	24.1%
2017	21.4%
2016	22.7%
2015	24.1%

### Number of employees<sup>(2)</sup>

Year	Number of employees
2019	2,28,123
2018	2,04,107
2017	2,00,364
2016	1,94,044
2015	1,76,187

### Number of US\$ 100 million+ clients<sup>(2)</sup>

Year	Number of US\$ 100 million+ clients
2019	25
2018	20
2017	19
2016	14
2015	15

### Revenue per employee<sup>(1)</sup> (in US\$)

Year	Revenue per employee (US\$)
2019	54,038
2018	54,602
2017	51,375
2016	50,745
2015	52,340

<sup>(1)</sup> Based on IFRS consolidated financial statements

<sup>(2)</sup> At the end of the respective fiscal years

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