

**TATA ELXSI**

 **Design Digital**



# Q4 FY22 Earnings Presentation and Fact Sheet

April 20, 2022

## 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.

## Message from the CEO and Managing Director

“This has been the strongest year of growth in the company’s history and an all-round performance across business units, industries and geographies. We continue to execute strongly on our growth aspirations with over 7.4% QoQ CC revenue growth and 10% QoQ PBT growth in Q4 FY22.

We have executed strongly on our key strategies of leadership in our chosen verticals, deeper customer mining, large sustainable deals, and rebalancing of our vertical and geographic mix. Our *Design Digital* proposition – of bringing together Domain, Design, and Digital, and differentiated delivery capability and ownership, positions us uniquely with customers for their strategic transformation and customer experience priorities.

We continue to win market share and strengthen our position in the market, supported by the passion and commitment to delivery excellence and customer delight from the entire Tata Elxsi team. It has been a great performance amidst a year of pandemic-led disruptions and supply related challenges across the industry. We continue to invest in building our talent pipeline to fuel continued growth.

I am delighted to exit FY22 with all-round growth in revenues, margins and customer additions. We are entering a new financial year with a strong deal pipeline and the continued confidence of our customers in the value of our integrated design and product engineering, and the impact on their offerings and customer experience”.



**Manoj Raghavan**  
CEO and MD  
Tata Elxsi Ltd.

# Highlights for Year ended Mar'31 2022

<b>Revenue</b>	YOY Revenue Growth	YOY Constant Currency Growth	Highest ever Incremental Revenue Addition in a year
2470.8 INR Cr	↑ 35.3%	↑ 34.3%	↑
<b>Profitability</b>	EBITDA INR Cr	PBT INR Cr	PAT INR Cr
EBITDA Margin 31.0%	↑ 765.7 Cr (46.6% YoY)	↑ 745.5 (45.6% YoY)	↑ 549.7 (49.3% YoY)
<b>EPS &amp; Dividend</b>	FY22	YoY Growth	Dividend*
	88.26	↑ 49.3%	425%
<b>People</b>	Closing Headcount	Net Additions	LTM Attrition
	↑ 9376	2014	20.8%

\*Final dividend recommended by The Board of Directors, subject to approval by the shareholders of the company at the Annual General Meeting

# Highlights for Q4 FY22

<b>Revenue</b>	<b>Sequential Growth</b>	<b>QoQ Constant Currency Growth</b>	<b>YoY Revenue Growth</b>
681.7 INR Cr	↑ 7.3%	↑ 7.4%	↑ 31.5%
<b>Profitability</b>	<b>EBITDA INR Cr</b>	<b>PBT INR Cr</b>	<b>PAT INR Cr</b>
EBITDA Margin 32.5%	↑ 221.2 Cr (31.7% YoY)	↑ 220.3 (36.2% YoY)	↑ 160.0 (38.9% YoY)
<b>EPS</b>	<b>Q4 FY22</b>	<b>QoQ Growth</b>	<b>YoY Growth</b>
	↑ 25.69	6.0%	38.9%
<b>People</b>	<b>Closing Headcount</b>	<b>Net Additions</b>	<b>LTM Attrition</b>
	↑ 9376	343	20.8%

# Financial Highlights – FY22

## Revenue

- Revenues from operations at Rs. 2,470.8 Cr, + 35.3% YoY

## Profit

- Operating Margin at 31.0%; Net Margin (PBT) at 29.6%
- Profit Before Tax (PBT) at Rs. 745.5 Cr, +45.6% YoY
- Profit After Tax (PAT) at Rs. 549.7 Cr, +49.3% YoY

## Segment Highlights

- Embedded Product Design (EPD), the company's largest division, grew by 35.7% YoY
- Industrial Design and Visualization (IDV) grew by 36.0% YoY

# Financial Highlights – Q4FY22

## Revenue

- Revenues from operations at Rs. 681.7 Cr, + 7.3% QoQ, + 31.5% YoY

## Profit

- Operating Margin at 32.5 %; Net Margin (PBT) at 31.5 %
- Profit Before Tax (PBT) at Rs. 220.3 Cr, + 10.0% QoQ, +36.2% YoY
- Profit After Tax (PAT) at Rs. 160.0 Cr, + 38.9% YoY

## Segment Highlights

- Embedded Product Design (EPD), the company's largest division, grew by 7.5% QoQ
- Industrial Design and Visualization (IDV) grew by 8.0% QoQ

## Key Deal Wins – Driving Scale and Sustainability

- *Design Digital* deal win leveraging Tata Elxsi video platform and IP for a Middle East broadcasting leader
  - End-to-end streaming video solution TEPlay, Tata Elxsi's white label streaming video and OTT solution
  - Research, Experience design, UX and UI for a new video service
  - End-to-end streaming video implementation and multi-year operational support
- A North American Healthcare platform provider selected Tata Elxsi for providing cloud engineering services
  - Multi-year, multi-million USD deal to support digital transformation for a unified cloud platform, along with migration of its legacy products
- Tata Elxsi selected by a leading German Tier 1 supplier for establishing an Offshore Development Center for Autonomous Driving and ADAS technologies
- Tata Elxsi wins multi-year multi-million USD deal for EV system development from a global automotive leader
- Tata Elxsi selected to establish and set up a Virtual Reality Innovation Center by a leading European commercial vehicle manufacturer
  - Virtual Reality based simulation and collaborative design solution
  - Full technology integration along with immersive content development



# ESG: Committing ourselves to a better world

## TATA ELXSI



### ESG Charter and Goals

100%  
Carbon Neutral  
by  
2030

50%  
Less Carbon  
Footprint by  
2025



ENVIRONMENT



SOCIAL



GOVERNANCE

- Emissions and Climate Change
- Renewable Energy
- Water recycling
- Waste management

- Community Engagement
  - Diversity, Equity, and Inclusion
- Employee Wellbeing, Health and Safety
- Promoting community education and health

- Data Privacy and Security
- Corporate Governance and Conduct
- Responsible Procurement
- Product & Service Responsibility

# Tata Elxsi + Renesas: Partnering to co-innovate the future of electric mobility

## Tata Elxsi and Renesas Establish Next-Generation EV Innovation Center

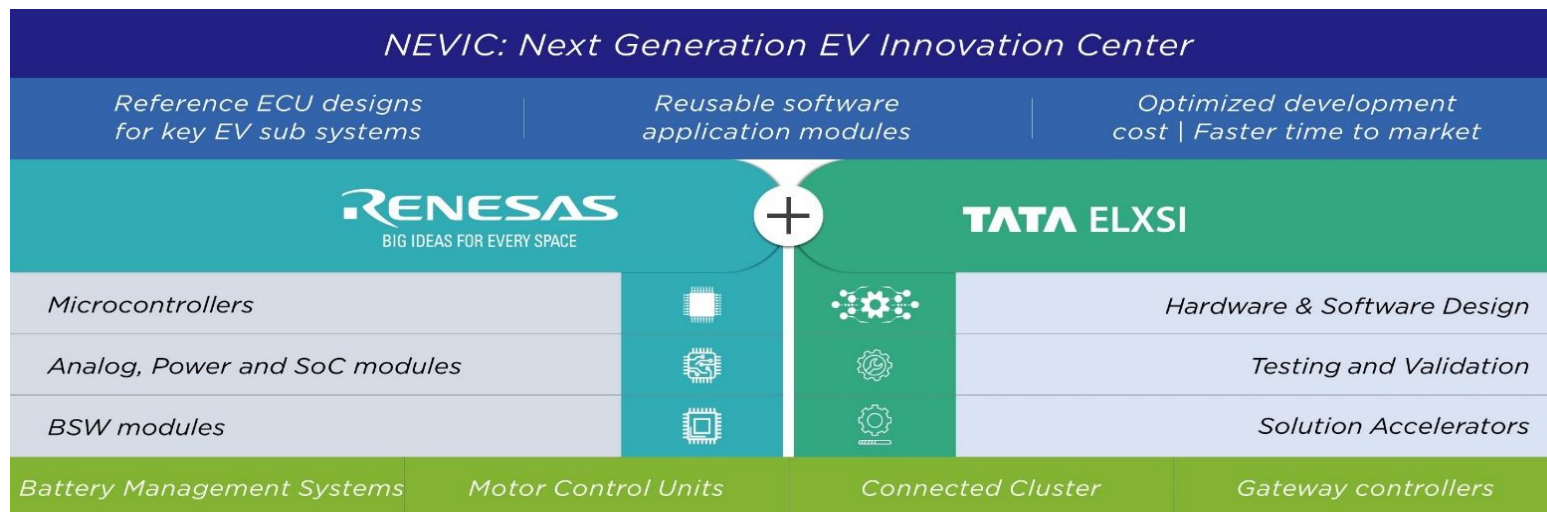


Tata Elxsi and Renesas bring together their deep domain expertise, intellectual property, and assets to the NEVIC and collaborate to create reference designs and solution accelerators for critical EV subsystems like Battery Management Systems and Motor Control Units, and more. With the electric vehicle market, especially the Light EV segment, at an inflection point, the companies aim to provide key enablers for the market, starting with India and expanding globally to enable OEMs with faster time-to-market and reduced development costs and risks.



The NEVIC Solution Center will be a turning point as OEMs & Tier 1s will now have access to secure system solutions and can leverage Tata Elxsi's Electrification expertise for use case-specific customizations.

- **Taizo Hayashi**  
Vice President of  
Automotive New  
Business Creation  
Division,  
Renesas Electronics



# Tata Elxsi is Title Sponsor for Bowler Defender 2022 Challenge



Ganesh Kumar  
Client Manager, Tata Elxsi

Calum McKechnie  
General Manager, Bowler Motorsport

## Tata Elxsi unveiled as Title Partner for 2022 Bowler Defender Challenge

This challenge series is a perfect demonstration of Xtreme Engineering – where technology, engineering and design come together to deliver the X factor in pace and performance.

Bowler General Manager Calum McKechnie comments “We are really excited to have Tata Elxsi partner with the Bowler Defender Challenge. To have a global leader onboard in the first year is a strong positive endorsement of the series, the development work and the direction in which Bowler is forging. Tata Elxsi understands perfectly the engineering and integration aspects of our business and the pressure to find solutions that only competition can bring. It’s going to be a very exciting year for our partnership.”



## Product Launch: TEngage for omnichannel patient engagement

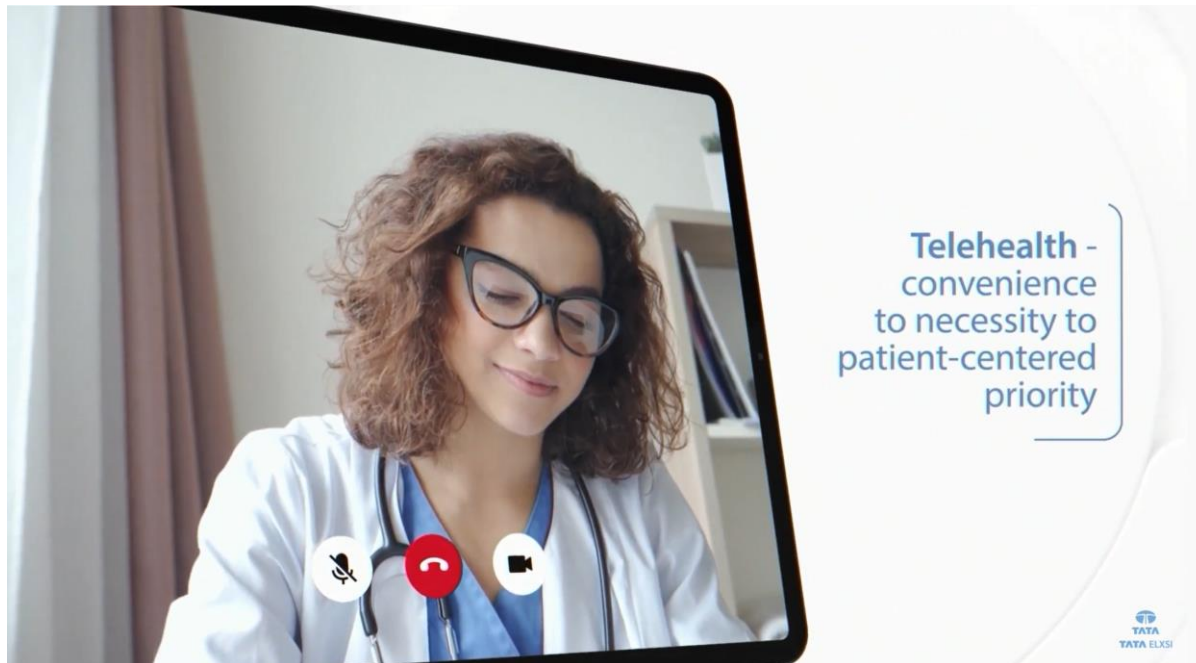
**TATA ELXSI**  
**@ HIMSS 22**



### **Tata Elxsi has unveiled TEngage, a digital health platform designed for omnichannel care at the HIMSS 2022**

Tata Elxsi, the design digital leader, has launched TEngage, the first-ever truly digital health platform designed for omnichannel care at the HIMSS Global Health Conference & Exhibition being held in Orlando, Florida from 14–18 March 2022.

Tata Elxsi' TEngage allows hospitals and healthcare providers to offer a unified patient experience across all channels and delivers healthcare anytime, anywhere.

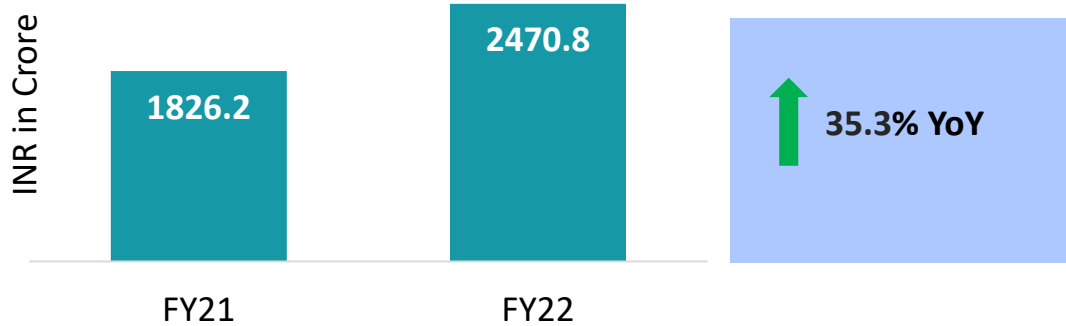


## Tata Elxsi Financial Summary – Q4 & FY22

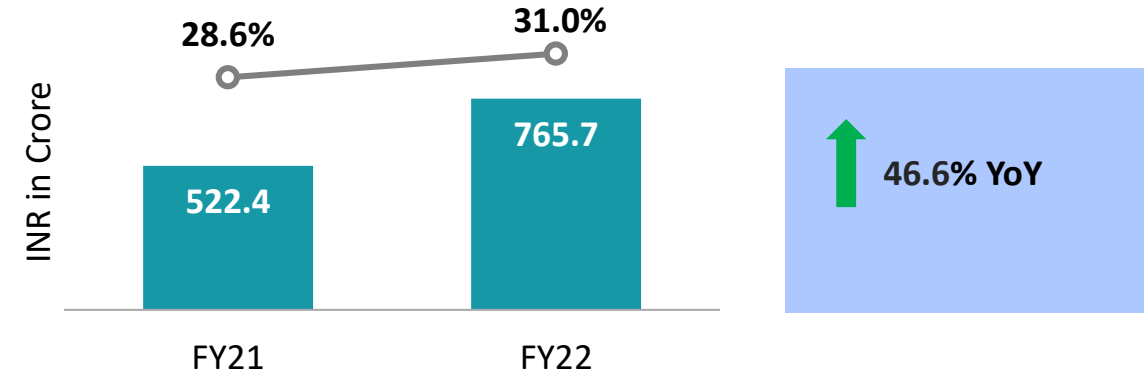
Particulars	Metrics	Q4FY22	Q3FY22	QoQ Growth	Q4FY21	YoY Growth	FY'22	FY'21	YOY Growth
Revenue (INR CR)	Revenue from Operations	681.7	635.4	7.3%	518.4	31.5%	2470.8	1826.2	35.3%
	Other Income	18.1	6.5	177.8%	6.8	165.1%	44.5	39.8	12.0%
	<b>Total Income</b>	<b>699.8</b>	<b>641.9</b>	<b>9.0%</b>	<b>525.2</b>	<b>33.2%</b>	<b>2515.3</b>	<b>1865.9</b>	<b>34.8%</b>
Margins (INR CR)	EBITDA	221.2	210.8	4.9%	168.0	31.7%	765.7	522.4	46.6%
	EBIT	205.4	196.8	4.3%	156.7	31.0%	710.4	478.0	48.6%
	PBT	220.3	200.3	10.0%	161.7	36.2%	745.5	511.9	45.6%
	PAT	160.0	151.0	6.0%	115.2	38.9%	549.7	368.1	49.3%
Margin (%)	EBITDA	32.5%	33.2%		32.4%		31.0%	28.6%	
	EBIT	30.1%	31.0%		30.2%		28.8%	26.2%	
	PBT	31.5%	31.2%		30.8%		29.6%	27.4%	
	PAT	22.9%	23.5%		21.9%		21.9%	19.7%	
EPS (INR)	Basic	25.69	24.24	6.0%	18.49	38.9%	88.26	59.11	49.3%
	Diluted	25.69	24.24	6.0%	18.49	38.9%	88.26	59.11	49.3%

# Tata Elxsi Financial Performance – FY22

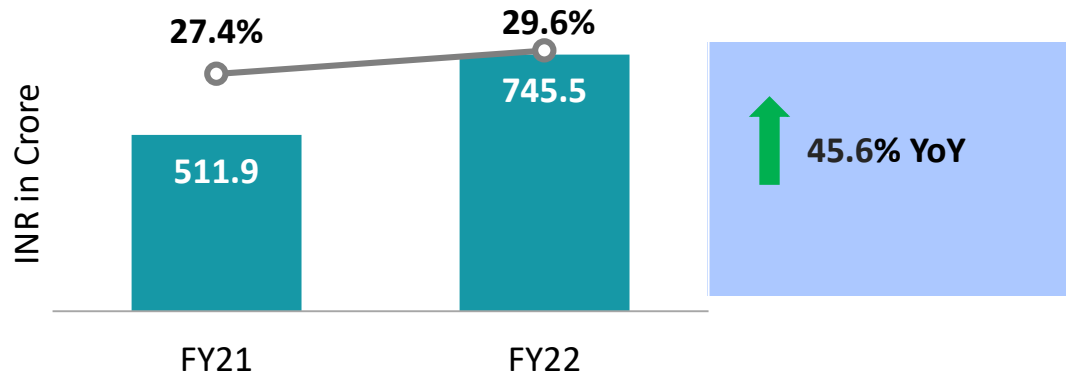
## Operating Revenue



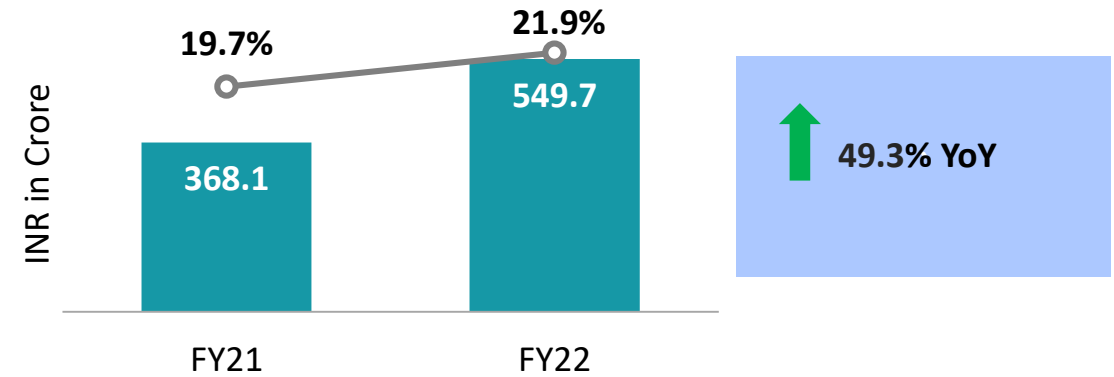
## Operating EBITDA & Margin (%)



## PBT & Margin (%)

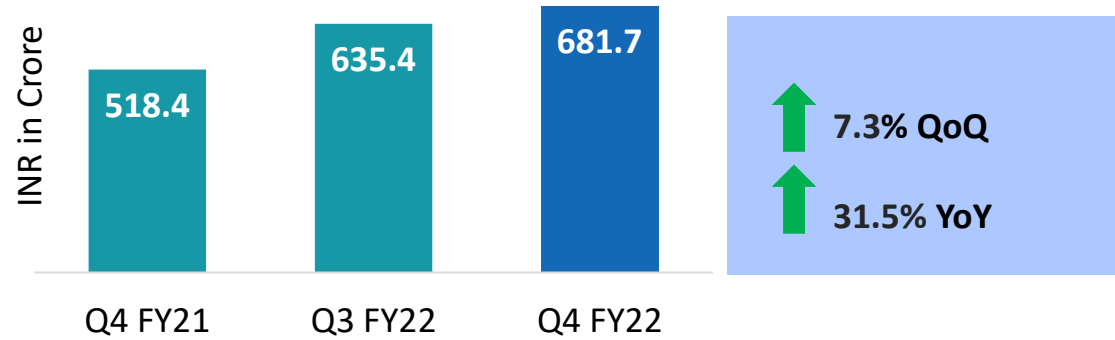


## PAT & Margin (%)

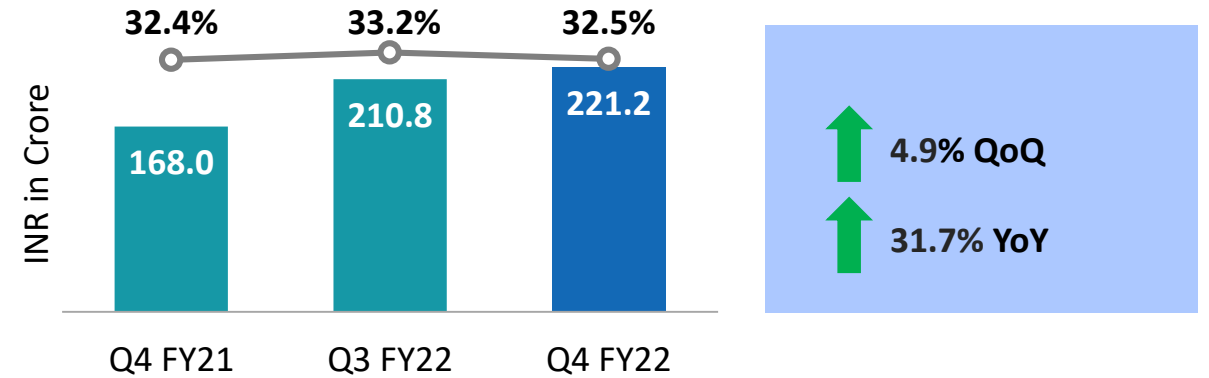


# Tata Elxsi Financial Performance – Q4 FY22

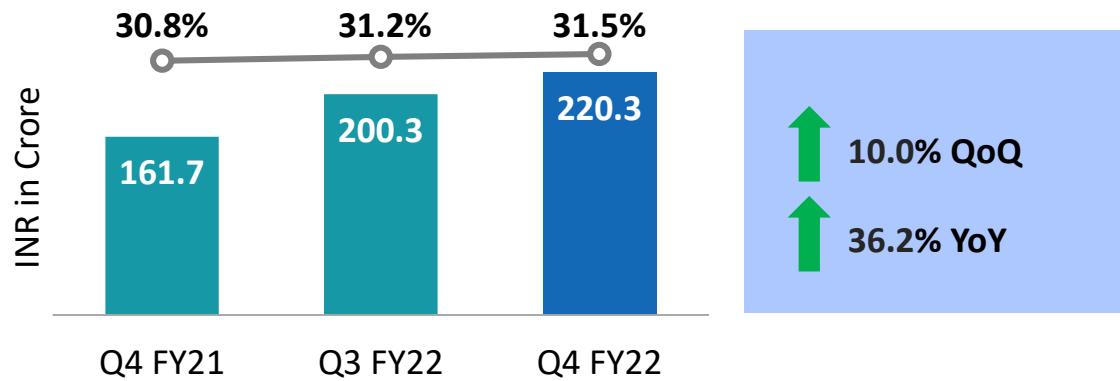
## Operating Revenue



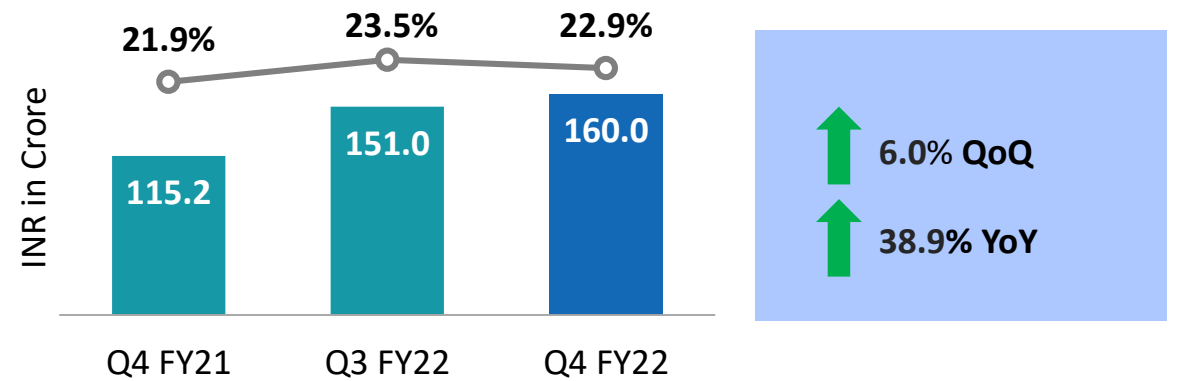
## Operating EBITDA & Margin (%)



## PBT & Margin (%)



## PAT & Margin (%)



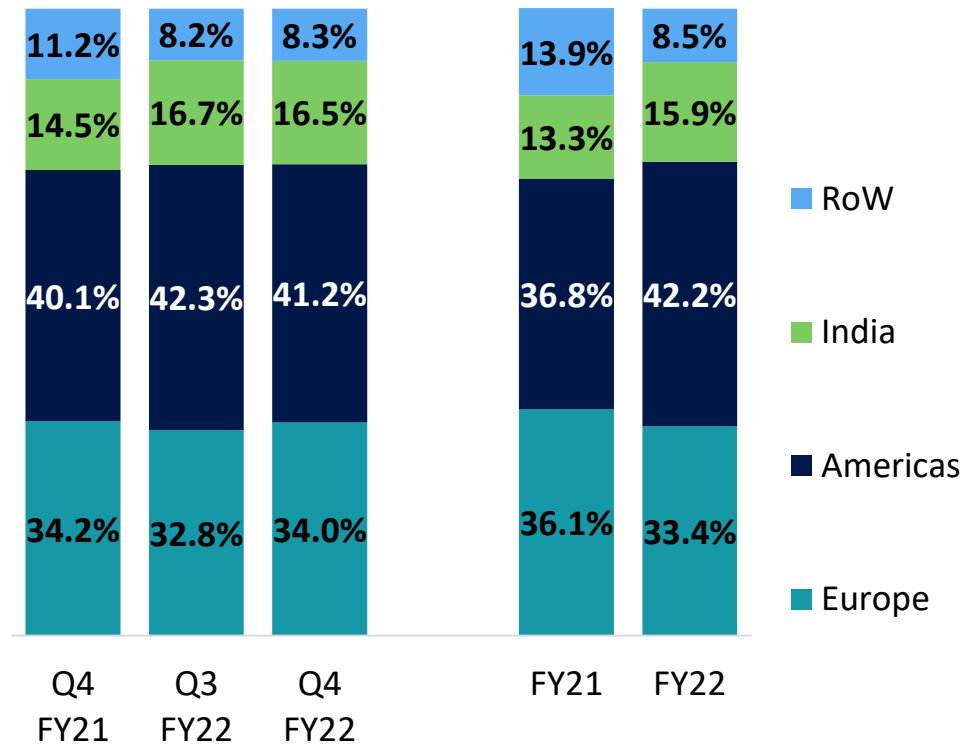
## Tata Elxsi Segment Mix and Performance – Q4 FY22 & FY22

Segment Mix	Q4 FY22	Q3 FY22	Q-o-Q Growth (In CC)	Q4 FY21	Y-o-Y Growth (In CC)	FY22	FY21	Y-o-Y Growth (In CC)
Embedded Product Design (EPD)	<b>89.0%</b>	88.9%	7.6%	84.1%	38.4%	<b>87.2%</b>	86.9%	34.7%
Industrial Design & Visualization (IDV)	<b>9.0%</b>	8.9%	8.7%	13.2%	-10.1%	<b>10.6%</b>	10.6%	34.9%
System Integration & Support (SIS)	<b>2.0%</b>	2.2%	-3.8%	2.7%	-2.7%	<b>2.2%</b>	2.5%	17.8%
<b>Total (Tata Elxsi)</b>	<b>100.0%</b>	<b>100%</b>	<b>7.4%</b>	<b>100.0%</b>	<b>30.9%</b>	<b>100.0%</b>	<b>100%</b>	<b>34.3%</b>

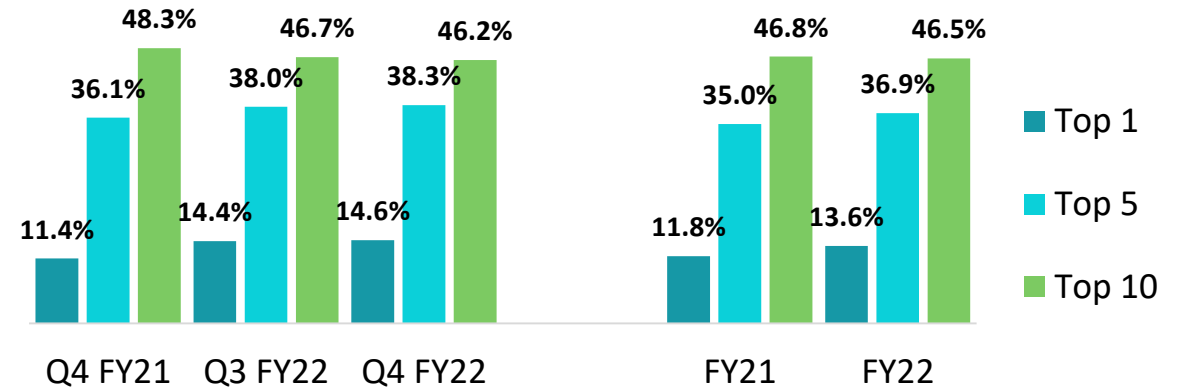


# Tata Elxsi Operational Performance – Q4 FY22 & FY22

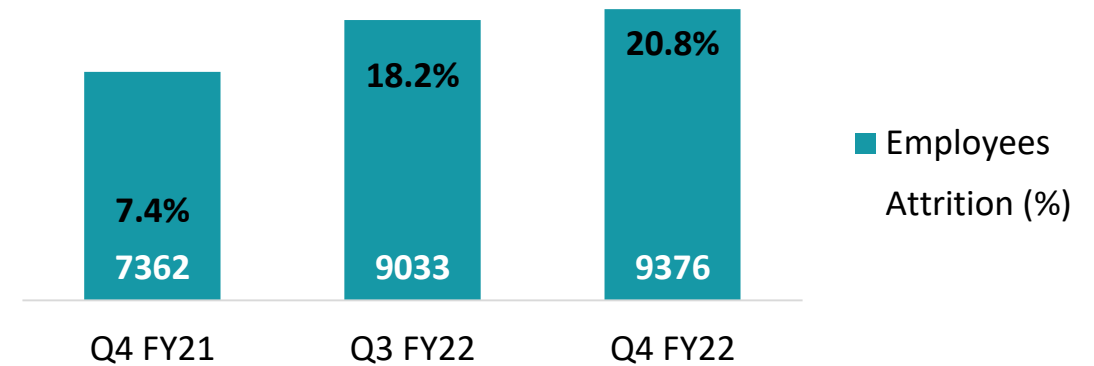
## Revenue By Geography



## Client Concentration



## Employee Metrics

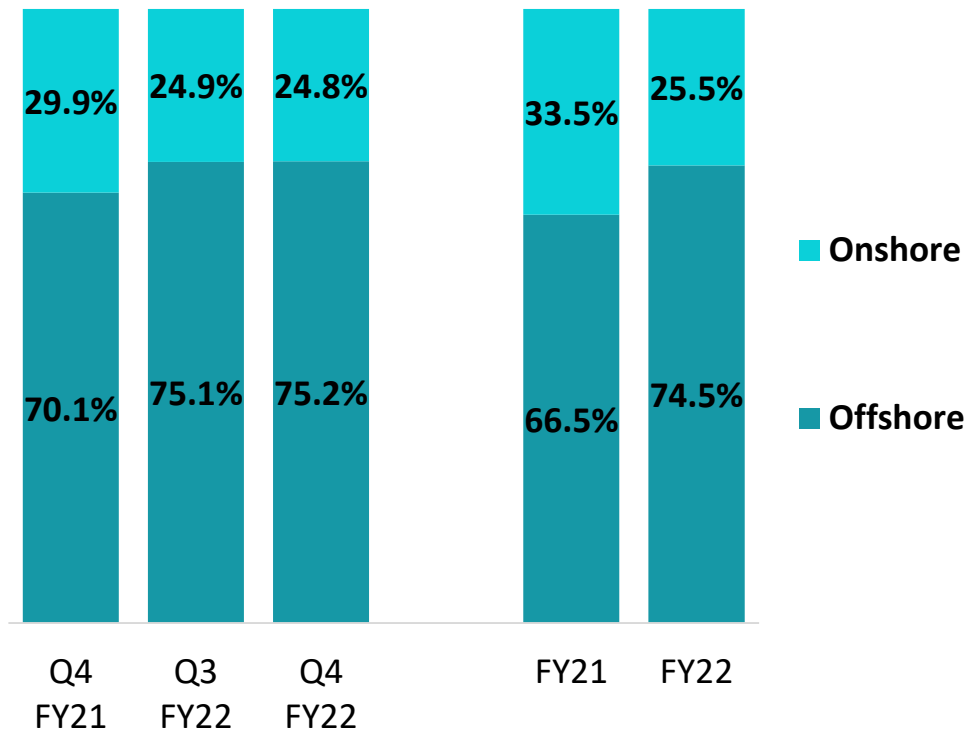


## EPD Segment Mix and Performance – Q4 FY22 & FY22

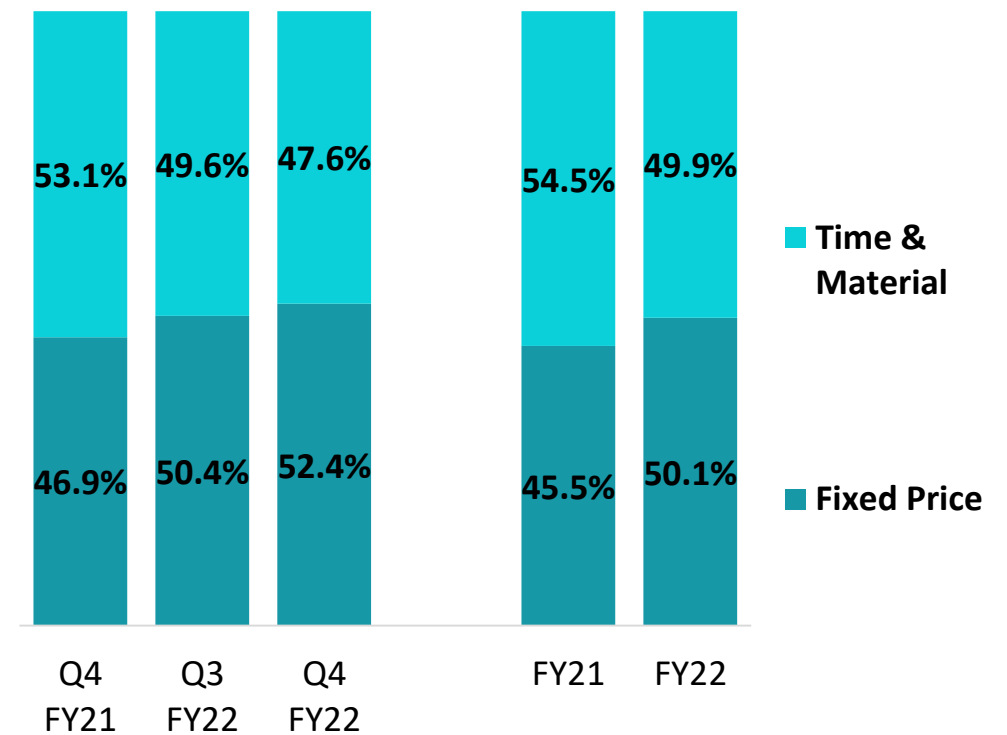
Segment Mix	Q4 FY22	Q3 FY22	Q-o-Q Growth (In CC)	Q4 FY21	Y-o-Y Growth (In CC)	FY22	FY21	Y-o-Y Growth (In CC)
Transportation	<b>41.5%</b>	41.4%	8.3%	41.9%	38.6%	<b>41.2%</b>	43.0%	29.4%
Media & Communications	<b>43.7%</b>	43.7%	7.2%	45.7%	31.6%	<b>44.5%</b>	45.7%	30.6%
Healthcare & Medical Devices	<b>14.9%</b>	14.9%	6.8%	12.4%	62.4%	<b>14.3%</b>	11.2%	71.4%
<b>Total EPD</b>	<b>100.0%</b>	<b>100.0%</b>	<b>7.6%</b>	<b>100.0%</b>	<b>38.4%</b>	<b>100.0%</b>	<b>100%</b>	<b>34.7%</b>

# EPD Operational Performance – Q4 FY22 & FY22

## Revenue By Onsite / Offshore Mix



## Revenue By Contract Type Mix



# TATA ELXSI



Incorporated in 1989, Tata Elxsi is amongst the world's leading providers of design and technology services across industries including Transportation, Media, Communications and Healthcare & Medical Devices.

Tata Elxsi provides integrated services – from research and strategy, to electronics and mechanical design, software development, validation and deployment, and is supported by a network of design studios, global development centers and offices worldwide. Tata Elxsi is helping customers reimagine their products and services through design thinking and application of digital technologies such as IoT (Internet of Things), Cloud, Mobility, Virtual Reality and Artificial Intelligence.

We combine deep domain expertise with over 30 years of technology and product development experience, that enables brands to differentiate and win.

[www.tataelxsi.com](http://www.tataelxsi.com)

**Hari Balan**  
Corporate Communication  
E-mail: [media@tataelxsi.com](mailto:media@tataelxsi.com)

**Diwakar Pingle**  
Ernst & Young LLP  
E-mail: [Diwakar.Pingle@in.ey.com](mailto:Diwakar.Pingle@in.ey.com)