



**TATA**

**TATA COMMUNICATIONS  
LIMITED**

**Q4 FY21 Result Analysis**

## TATA Communications Ltd – Q4 FY21 Results

(Rs. in crores)	Q4 FY21	Q4 FY20	YoY %	Q3 FY21	QoQ %
Revenue from Operations	4073.3	4397.9	-7.4%	4222.8	-3.5%
EBIT	420.2	182.1	130.8%	489.1	-14.1%
EBIT Margin %	10.3%	4.1%	+620 bps	11.6%	-130 bps
Finance Cost	93.1	123.2	-24.4%	104.4	-10.8%
PBT	386.4	-284.8		380.5	1.6%
Tax	22.6%	3.5%		18.7%	
Net Profit	299.2	-275		309.2	-3.2%

# Business Verticals of TATA Communications Ltd



Voice Solutions

Data & Managed Services

Payment Solutions

Real Estate

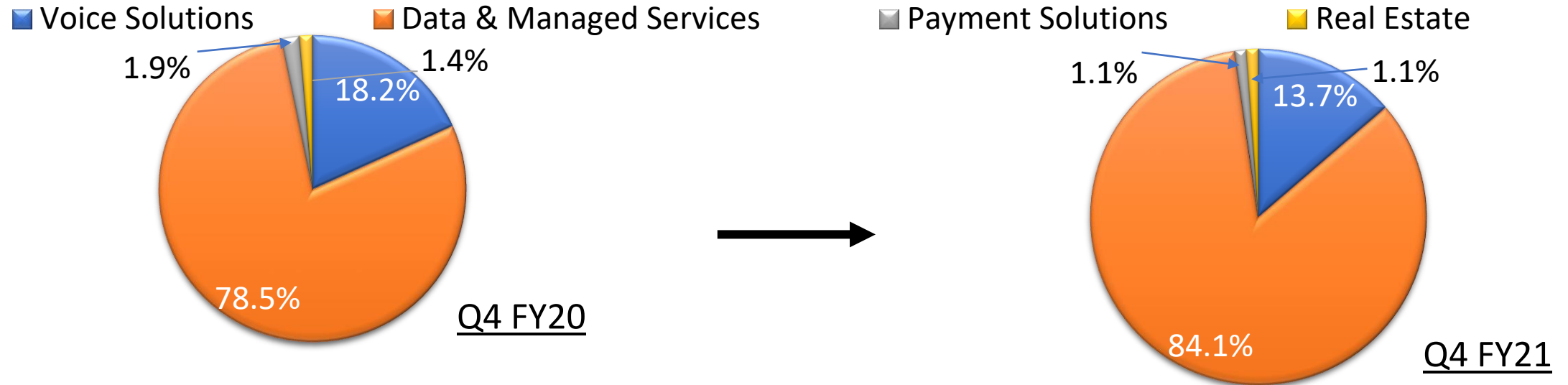
# TATA COMMUNICATIONS LIMITED

## Segment-wise Performance Analysis

# TATA Communications Ltd – Segment-wise Revenue & EBIT Growth

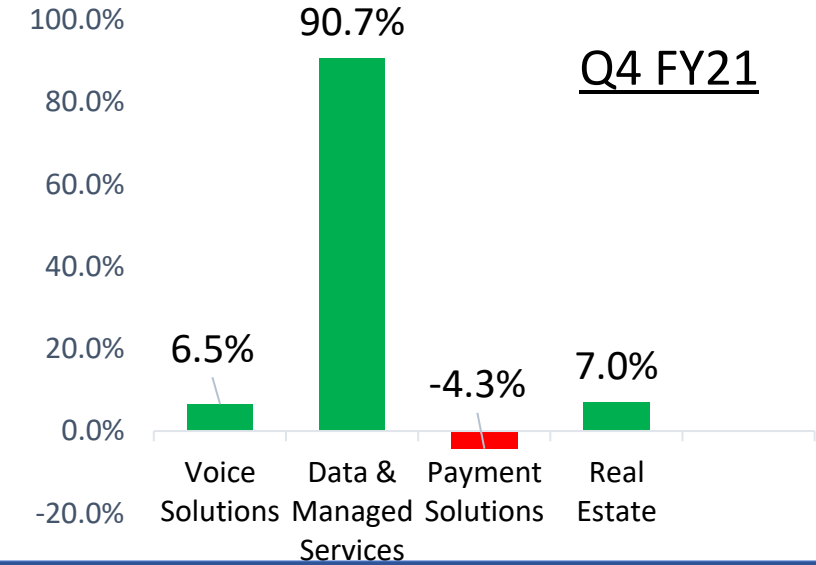
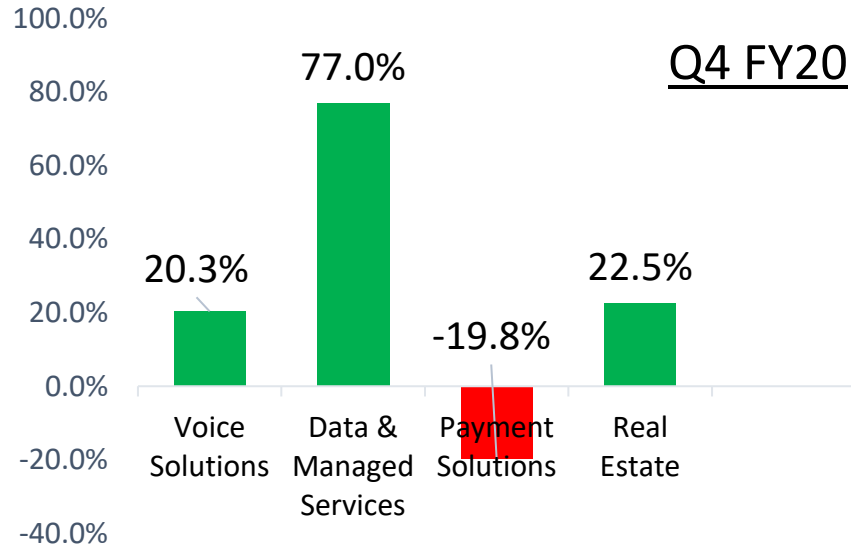
	Revenue					EBIT				
(Rs. in crores)	Q4 FY21	Q4 FY20	YoY %	Q3 FY21	QoQ %	Q4 FY21	Q4 FY20	YoY %	Q3 FY21	QoQ %
Voice Solutions	558.3	803	-30.5%	674.3	-17.2%	27.4	37.1	-26.1%	10.7	156.1%
Data & Managed Services	3429.8	3457.8	-0.8%	3449.2	-0.6%	381.1	140.2	171.8%	473.8	-19.6%
Payment Solutions	45.9	82	-44%	59.1	-22.3%	-17.9	-36.1	50.4%	-23.5	23.8%
Real Estate	45.5	60.2	-24.4%	44.2	2.9%	29.6	41	-27.8%	28.2	5%

# Revenue Mix – Q4 FY20 vs Q4 FY21



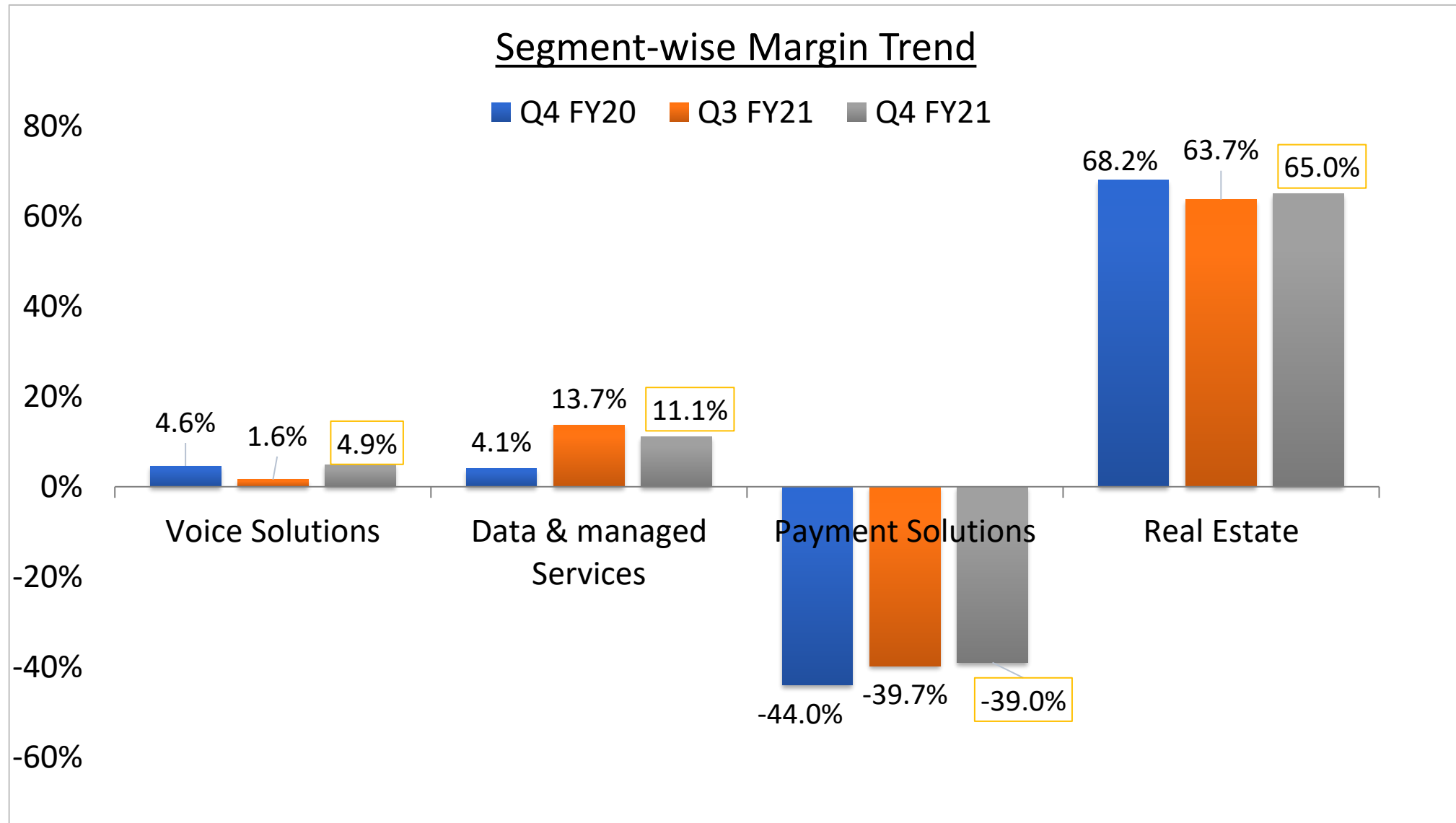
Segments	Q4 FY21	Q4 FY20	Change	Key Points
Voice Solutions	13.7%	18.2%	-450 bps	Decline has largely been on account of degrowth in voice business, longer than expected deal conversion cycle.
Data & Managed Services	84.1%	78.5%	560 bps	Strong YoY recovery supported by healthy performance in the traditional services.
Payment Solutions	1.1%	1.9%	-80 bps	Business has been affected mostly on account of second wave of the pandemic. Average daily transactions for Q4 were 75 as against 84 during the same period last year.
Real Estate	1.1%	1.4%	-30 bps	Insignificant.

# EBIT Mix – Q4 FY20 vs Q4 FY21



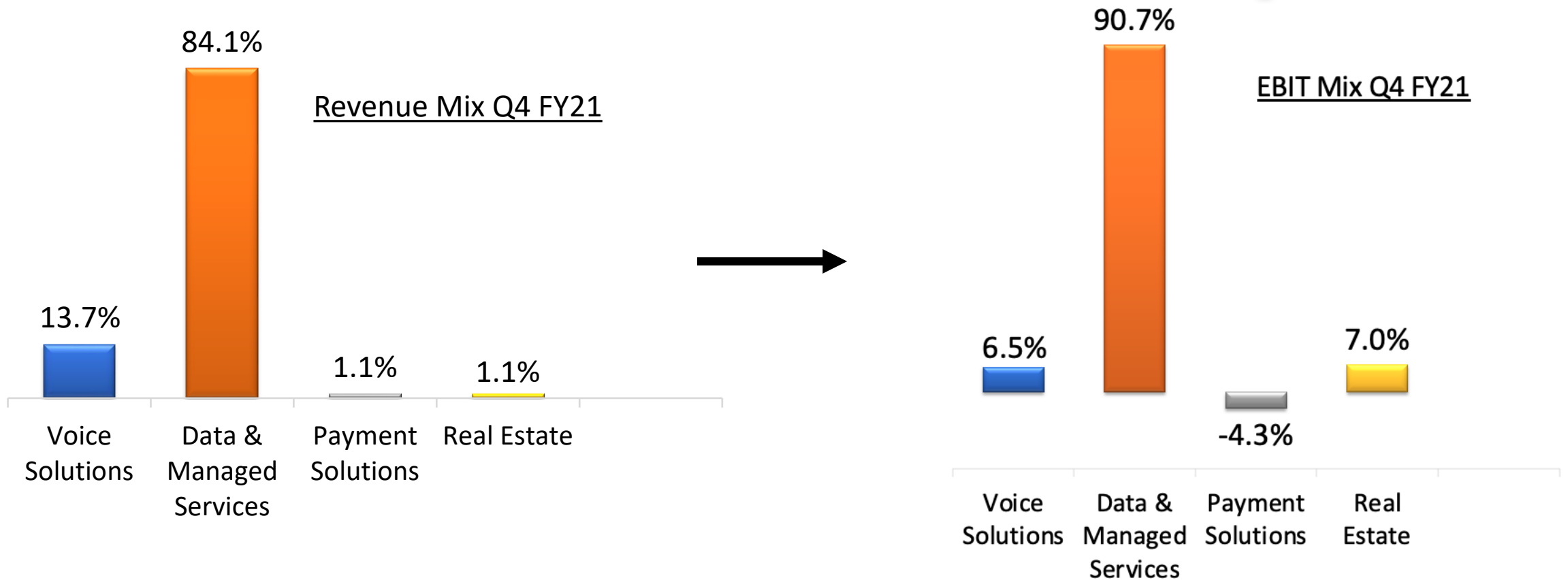
Segments	Q4 FY21	Q4 FY20	Change	Reason
Voice Solutions	6.5%	20.3%	-1380 bps	Poor YoY performance majorly on account of longer than expected deal conversion cycle, degrowth in voice business. Q4FY21 recorded total voice minutes of 4 billion minutes as against 5.4 billion minutes during the same period last year.
Data & Managed Services	90.7%	77%	1370 bps	Significant improvement in margins as against last year mainly on the back of strong focus on operating structure and cost efficiencies.
Payment Solutions	-4.3%	-19.8%	1550 bps	Strong recovery in operating profits mostly on the back of successful implementation of cost saving strategies.
Real Estate	7%	22.5%	-1550 bps	Insignificant.

# Segment-wise Margins





# TATA Communications Ltd – Revenue Mix vs EBIT Mix Q4 FY21



Data & Managed Service segment's revenue grew slower than expected on account of COVID related weaknesses. However, it continues to gain traction in Revenue Mix, as well as in EBIT Mix on the back of cost management strategies implemented by the company to improve its margins.