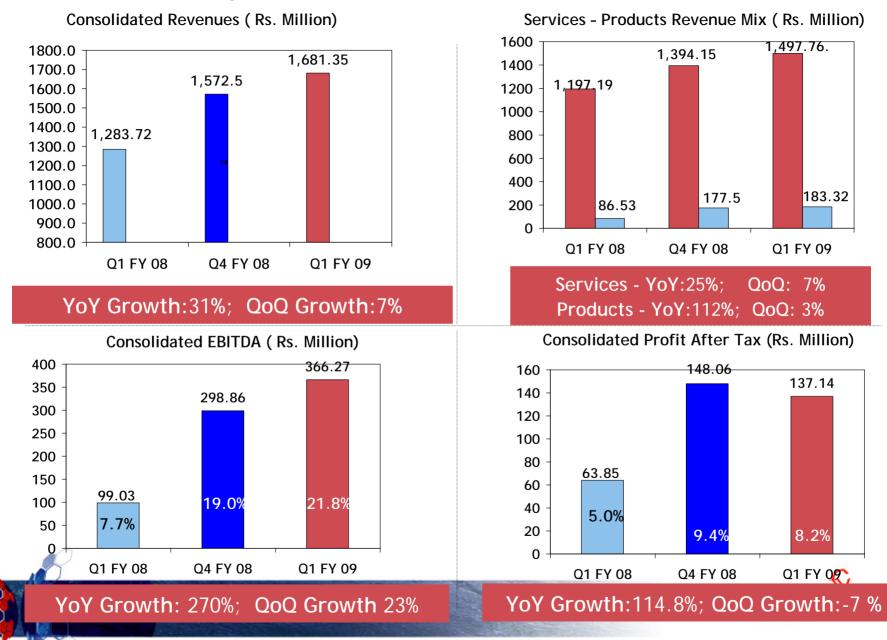
# Consolidated Results - Q1 FY 09



#### Performance Snapshot - Q1 FY09 - Consolidated



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# Income Statement Summary (Consolidated) - Q1, FY 09

Rs. Million

	Q1 FY 09	%	Q4 FY 08	%	Q1 FY 08	%	Growth over	
							Q4 FY 08	Q1 FY 08
Revenues	1,681.35	100.0%	1,572.50	100.0%	1,283.72	100.0%	7%	31.0%
Cost of Revenue	1,059.54	63.0%	1,018.92	64.8%	847.42	66.0%	4%	25.0%
R&D	14.24	0.8%	27.38	1.7%	90.01	7.0%	-48%	-84.2%
Gross Profit	607.57	36.1%	526.21	33.5%	346.29	27.0%	15%	75.5%
SG&A	241.30	14.4%	227.34	14.5%	247.26	19.3%	6%	-2.4%
EBITDA	366.27	21.8%	298.86	19.0%	99.03	7.7%	23%	269.9%
Depreciation	69.25	4.1%	70.24	4.5%	67.34	5.2%	-1%	2.8%
Amortization	34.50	2.1%	35.70	2.3%	37.11	2.9%	-3%	-7.0%
EBIT	262.52	15.6%	192.92	12.3%	(5.42)	-0.4%	36%	-4943.6%
Other Income	12.25	0.7%	23.74	1.5%	11.24	0.9%	-48%	9.0%
Exchange gain/(loss)	(70.16)	-4.2%	(3.97)	-0.3%	94.63	7.4%	1667%	-174.1%
Interest	11.11	0.7%	10.02	0.6%	10.12	0.8%	11%	9.8%
РВТ	193.50	11.5%	202.67	12.9%	90.33	7.0%	-5%	114.2%
Taxes	56.36	3.4%	54.60	3.5%	26.48	2.1%	3%	112.9%
РАТ	137.14	8.2%	148.06	9.4%	63.85	5.0%	-7%	114.8%



# Segmental Results - Q1, FY 09

	Q1 FY 09	Q4 FY 08	Q1 FY 08	Growt	Growth over	
				Q4 FY08	Q1 FY08	
				(QoQ)	(YoY)	
Revenues	1,681.35	1,572.50	1,283.72	7%	31%	
Telecom Software Services	1,497.76	1,394.15	1,197.19	7%	25%	
Telecom Software Products	183.32	177.50	86.53	3%	112%	
Automotive, Utilities and Industrial	0.27	0.86	-	-68%		
EBITDA	366.27	298.86	99.03	23%	270%	
Telecom Software Services	313.40	249.17	148.63	26%	111%	
Telecom Software Products	71.42	67.67	(40.31)	-6%	277%	
Automotive, Utilities and Industrial	(18.55)	(17.98)	(9.29)	-3%		
EBITDA %	21.8%	19.0%	7.7%			
Telecom Software Services	20.9%	17.9%	12.4%			
Telecom Software Products	39.0%	38.1%	-46.6%			
Automotive, Utilities and Industrial	-6809.8%	-2091.1%				
Depreciation and Amortization %	6.2%	6.7%	8.1%			
Telecom Software Services	4.2%	4.6%	5.4%			
Telecom Software Products	21.5%	22.7%	45.7%			
Automotive, Utilities and Industrial	328.0%	138.0%				
EBIT%	15.6%	12.3%	-0.4%			
Telecom Software Services	16.7%	13.3%	7.0%			
Telecom Software Products	17.4%	15.4%	-92.3%			
Automotive, Utilities and Industrial	-7137.8%	-2229.1%				

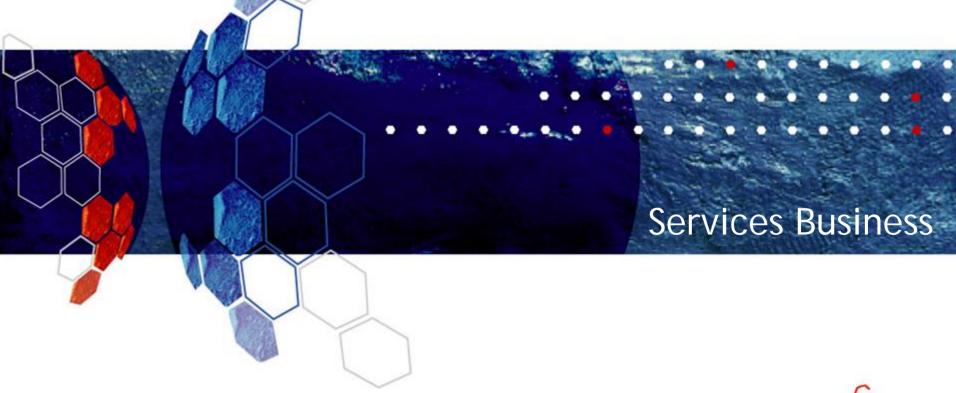


# Balance Sheet Summary (Consolidated)

Rs. Million

	June 30, 2008	%	March 31, 2008	%
Liabilities				
Share capital (including share application)	285.61	5.0%	285.61	5.2%
ESOP Outstanding	58.80	1.0%	52.49	1.0%
Reserves & Surplus	4,530.01	78.9%	4,250.29	77.8%
Borrowing	867.65	15.1%	876.42	16.0%
Total Liabilities	5,742.06	100.0%	5,464.80	100.0%
Assets				
Net Fixed Assets	3,238.64	56.4%	3,072.33	56.2%
Capitalized software product costs (net of	182.17	3.2%	212.36	3.9%
Investments	214.52	3.7%	266.41	4.9%
Deferred Tax Asset	18.42	0.3%	12.53	0.2%
Current Assets				
Cash and equivalents	759.08	13.2%	569.33	10.4%
Receivables	1,538.75	26.8%	1,332.61	24.4%
Other current assets	956.15	16.7%	898.67	16.4%
Total Current Assets	3,253.98	56.7%	2,800.61	51.2%
Current Liabilities	1,165.66	20.3%	899.43	16.5%
Net Current Assets	2,088.32	36.4%	1,901.18	34.8%
Total Assets	5,742.06	100.0%	5,464.80	100.0%

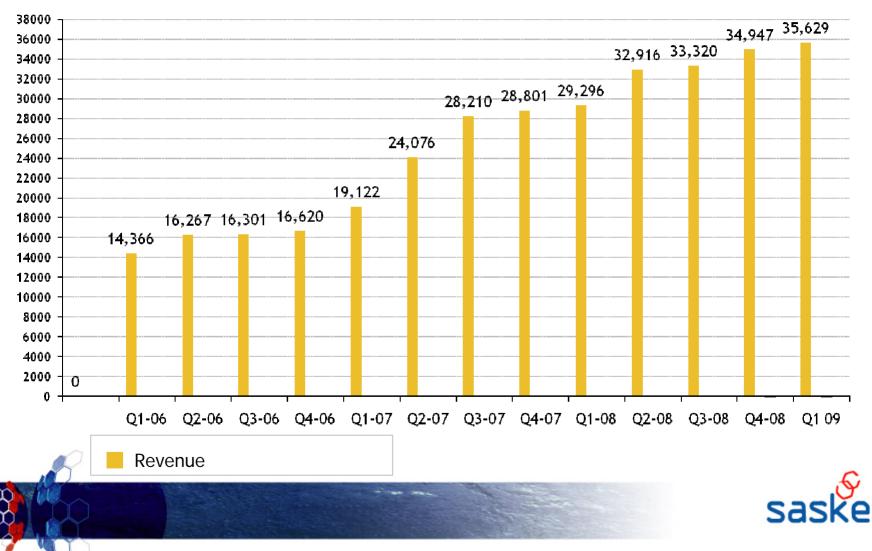






#### Revenue trends: Services (Consolidated)

Rev CAGR : 37% over 2 Years

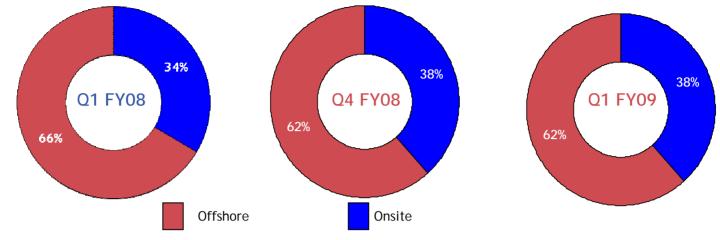


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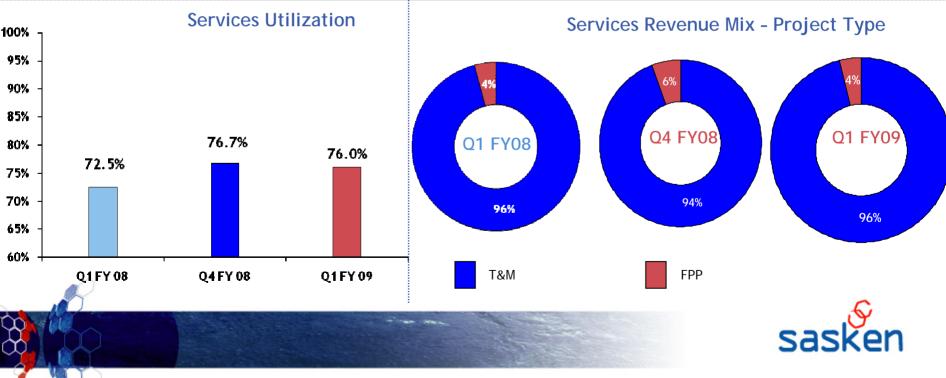
*(KUS\$)* 

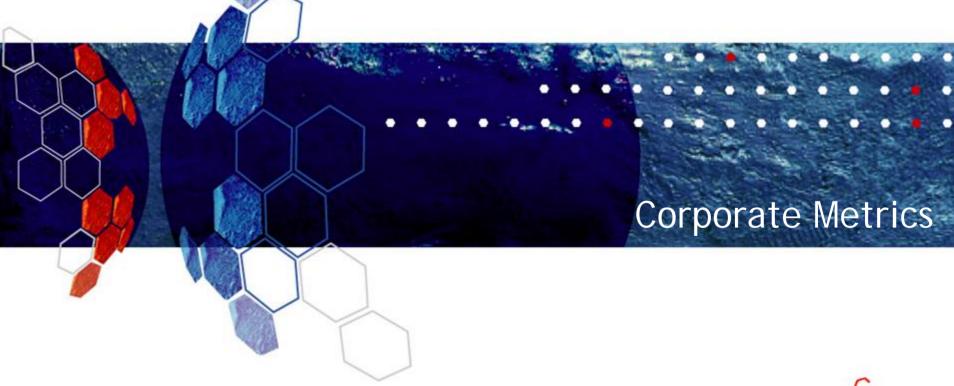
#### **Services Metrics**

Services Revenue Mix - Delivery



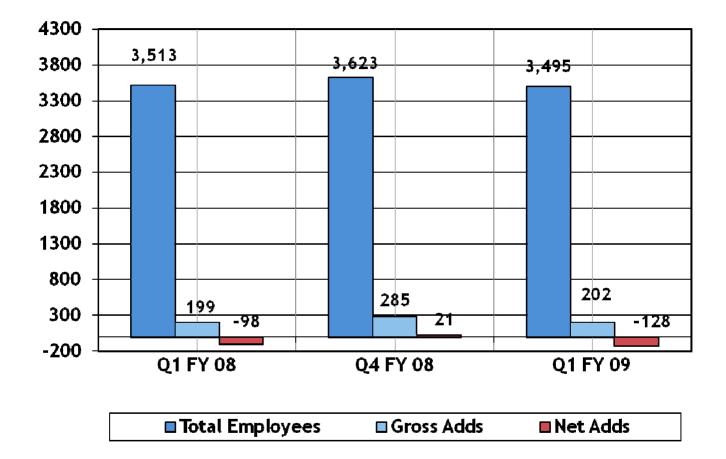
Sasken Finland revenues are treated as onsite revenues from Q2 FY07, Test labs are combined with Offshore revenues







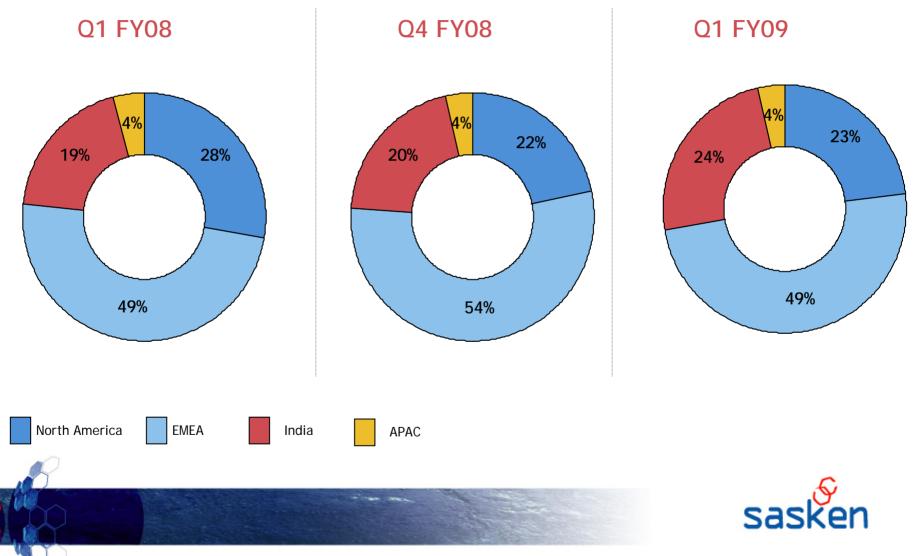
#### Human Resources Metrics



Voluntary Attrition for Q1 FY 09 LTM % - 27.23%, Q4 FY 08 - 24.35%



# Geography Wise Revenue



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### **Customer Concentration**

