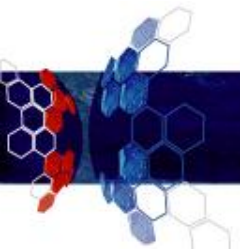


# Consolidated Results - Q1 FY13



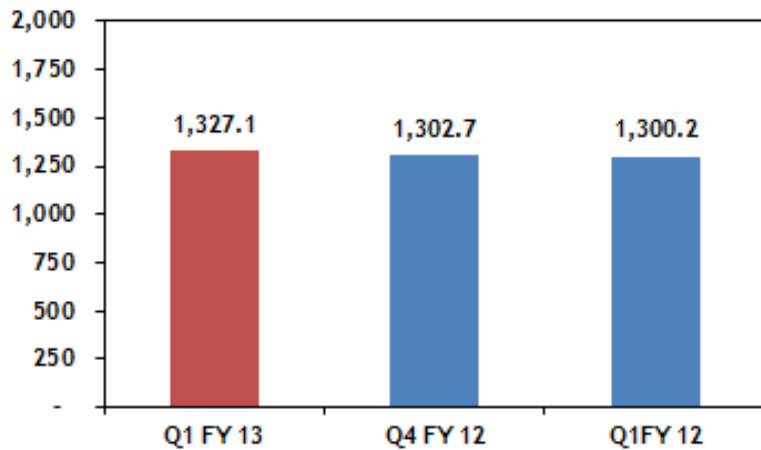
# Safe Harbor Clause

*Certain statements in this release concerning our future growth prospects are forward-looking statements, which involve a number of risks, and uncertainties that could cause actual results to differ materially from those in such forward-looking statements due to risks or uncertainties associated with our expectations with respect to, but not limited to, our ability to successfully implement our strategy and our growth and expansion plans, technological changes, our exposure to market risks, general economic and political conditions in India which have an impact on our business activities or investments, changes in the laws and regulations that apply to the Indian IT services industry, including with respect to tax incentives and export benefits, adverse changes in foreign laws, including those relating to outsourcing and immigration, increasing competition in and the conditions of the Indian and global IT services industry, the prices we are able to obtain for our services, wage levels in India for IT professionals, the loss of significant customers, the monetary and interest policies of India, inflation, deflation, unanticipated turbulence in interest rates, foreign exchange rates, equity prices or other rates or prices, the performance of the financial markets in India and globally, changes in domestic and foreign laws, regulations and taxes and changes in competition in the information technology/telecommunication industries. Additional risks that could affect our future operating results are more fully described in our Red Herring filing. The company does not undertake to update any forward-looking statement that may be made from time to time by or on behalf of the Company. Previous period/year amounts have been re-grouped /re-arranged, wherever necessary to conform to the current period's/year's presentation.*



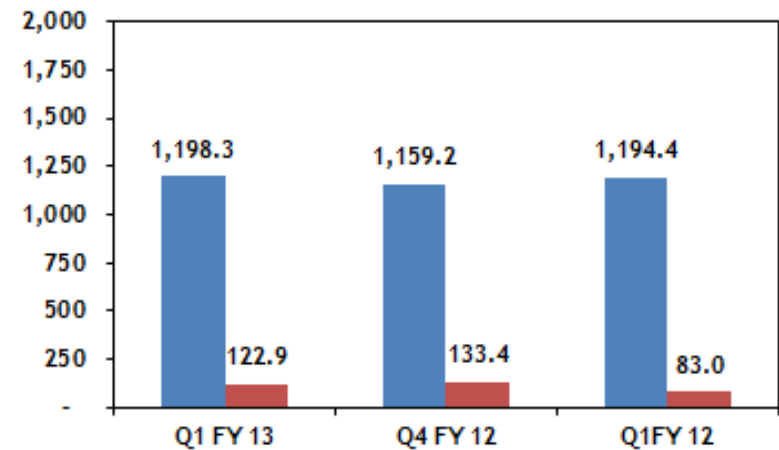
# Performance Snapshot - Q1 FY13 - Consolidated

Consolidated Revenues ( ₹. Million)



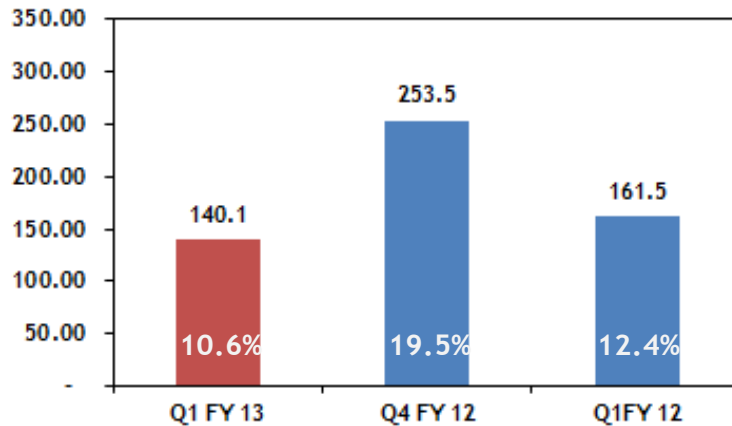
QoQ Growth: 1.9%; YoY Growth: 2.1%

Services - Products Revenue Mix ( ₹. Million)



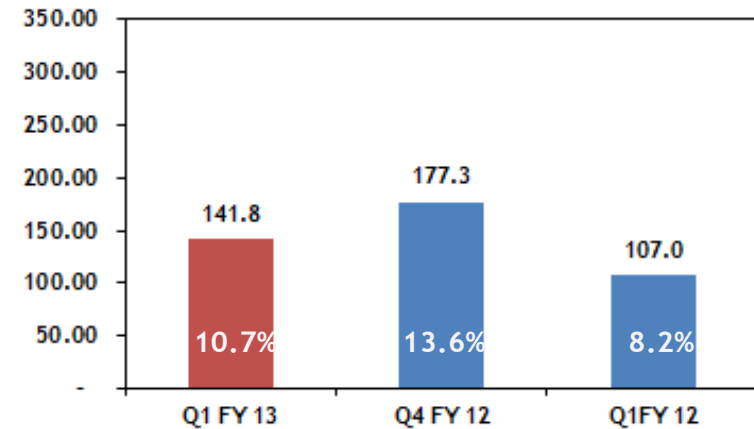
Services - QoQ: 3.4%; YoY: 0.3%  
Products - QoQ: -7.9%; YoY: 48.1%

Consolidated EBITDA ( ₹. Million)



QoQ Growth: -44.7%; YoY Growth: -13.2%

Consolidated Profit After Tax ( ₹. Million)

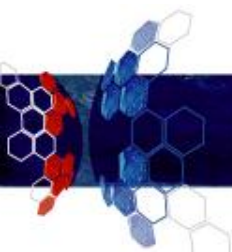


QoQ Growth: -20.0%; YoY Growth: 32.5%

# Income Statement Summary - Q1 FY13 - Consolidated

(₹. Million)

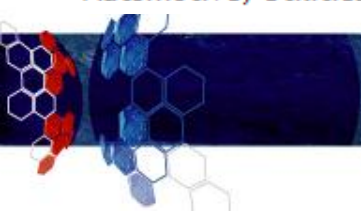
	Q1 FY13	%	Q4 FY12	%	Q1 FY12	%	Growth over	
							Q4 FY12	Q1 FY12
Revenues	1,327.14	100.0%	1,302.74	100.0%	1,300.18	100.0%	1.9%	2.1%
Cost of Revenue	987.38	74.4%	877.15	67.3%	929.74	71.5%	-12.6%	-6.2%
Gross Profit	339.76	25.6%	425.59	32.7%	370.44	28.5%	-20.2%	-8.3%
SG&A	199.67	15.0%	172.08	13.2%	208.99	16.1%	-16.0%	4.5%
EBITDA	140.09	10.6%	253.51	19.5%	161.45	12.4%	-44.7%	-13.2%
Depreciation	40.97	3.1%	51.36	3.9%	53.27	4.1%	20.2%	23.1%
EBIT	99.12	7.5%	202.15	15.5%	108.18	8.3%	-51.0%	-8.4%
Other Income	91.35	6.9%	33.47	2.6%	31.03	2.4%	172.9%	194.4%
Interest	1.21	0.1%	1.33	0.1%	1.67	0.1%	9.0%	27.5%
PBT	189.26	14.3%	234.28	18.0%	137.54	10.6%	-19.2%	37.6%
Taxes	47.47	3.6%	56.94	4.4%	30.51	2.3%	16.6%	55.6%
PAT	141.79	10.7%	177.35	13.6%	107.03	8.2%	-20.0%	32.5%



# Segmental Results - Q1 FY13 - Consolidated

(₹. Million)

	Q1 FY13	Q4 FY12	Q1 FY12	Growth over	
				Q4 FY12	Q1 FY12
				(QoQ)	(YoY)
<b>Revenues</b>	<b>1,327.14</b>	<b>1,302.74</b>	<b>1,300.18</b>	<b>1.9%</b>	<b>2.1%</b>
Services	1,198.25	1,159.17	1,194.40	3.4%	0.3%
Products	122.90	133.41	82.99	-7.9%	48.1%
Automotive, Utilities and Industrial	5.99	10.16	22.79	-41.0%	-73.7%
<b>EBITDA</b>	<b>140.09</b>	<b>253.51</b>	<b>161.45</b>	<b>-44.7%</b>	<b>-13.2%</b>
Services	66.89	181.74	144.78	-63.2%	-53.8%
Products	79.04	79.19	22.49	-0.2%	251.4%
Automotive, Utilities and Industrial	(5.83)	(7.42)	(5.82)	-21.4%	0.2%
<b>EBITDA %</b>	<b>10.6%</b>	<b>19.5%</b>	<b>12.4%</b>		
Services	5.6%	15.7%	12.1%		
Products	64.3%	59.4%	27.1%		
Automotive, Utilities and Industrial	-97.4%	-73.0%	-25.5%		
<b>Depreciation and Amortization %</b>	<b>3.1%</b>	<b>3.9%</b>	<b>4.1%</b>		
Services	3.3%	4.3%	4.3%		
Products	0.6%	0.8%	2.2%		
Automotive, Utilities and Industrial	3.1%	2.2%	2.2%		
<b>EBIT%</b>	<b>7.5%</b>	<b>15.5%</b>	<b>8.3%</b>		
Services	2.2%	11.3%	7.8%		
Products	63.7%	58.6%	24.9%		
Automotive, Utilities and Industrial	-100.4%	-75.2%	-27.7%		

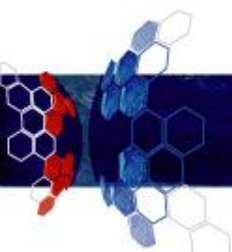


# Income Statement Summary - Q1 FY13 - Consolidated

Nature wise

(₹. Million)

Particulars	Q1 FY13	%	Q4 FY12	%	Q1 FY12	%	Growth over	
							Q4 FY12	Q1 FY12
Revenue from Operations	1,327.14	100.0%	1,302.74	100.0%	1,300.18	100.0%	1.9%	2.1%
Other Income	91.35	6.9%	33.47	2.6%	31.03	2.4%	172.9%	194.4%
<b>Total Revenue</b>	<b>1,418.49</b>	<b>106.9%</b>	<b>1,336.21</b>	<b>102.6%</b>	<b>1,331.21</b>	<b>102.4%</b>	<b>6.2%</b>	<b>6.6%</b>
Employee benefit expense	888.22	66.9%	781.65	60.0%	837.25	64.4%	-13.6%	-6.1%
Increase/(decrease) of work-in-progress, stores	11.12	0.8%	15.40	1.2%	16.24	1.2%	-27.8%	31.5%
Other expenses	287.71	21.7%	252.18	19.4%	285.24	21.9%	-14.1%	-0.9%
Depreciation and amortization expense	40.97	3.1%	51.36	3.9%	53.27	4.1%	20.2%	23.1%
Finance cost	1.21	0.1%	1.33	0.1%	1.67	0.1%	9.0%	27.5%
<b>Total Expenses</b>	<b>1,229.23</b>	<b>92.6%</b>	<b>1,101.92</b>	<b>84.6%</b>	<b>1,193.67</b>	<b>91.8%</b>	<b>-11.6%</b>	<b>-3.0%</b>
<b>Profit/(loss) before tax</b>	<b>189.26</b>	<b>14.3%</b>	<b>234.29</b>	<b>18.0%</b>	<b>137.54</b>	<b>10.6%</b>	<b>-19.2%</b>	<b>37.6%</b>
Tax Expenses	47.47	3.6%	56.94	4.4%	30.51	2.3%	16.6%	55.6%
<b>Profit After Tax</b>	<b>141.79</b>	<b>10.7%</b>	<b>177.35</b>	<b>13.6%</b>	<b>107.02</b>	<b>8.2%</b>	<b>-20.0%</b>	<b>32.5%</b>



# Balance Sheet Summary - Consolidated

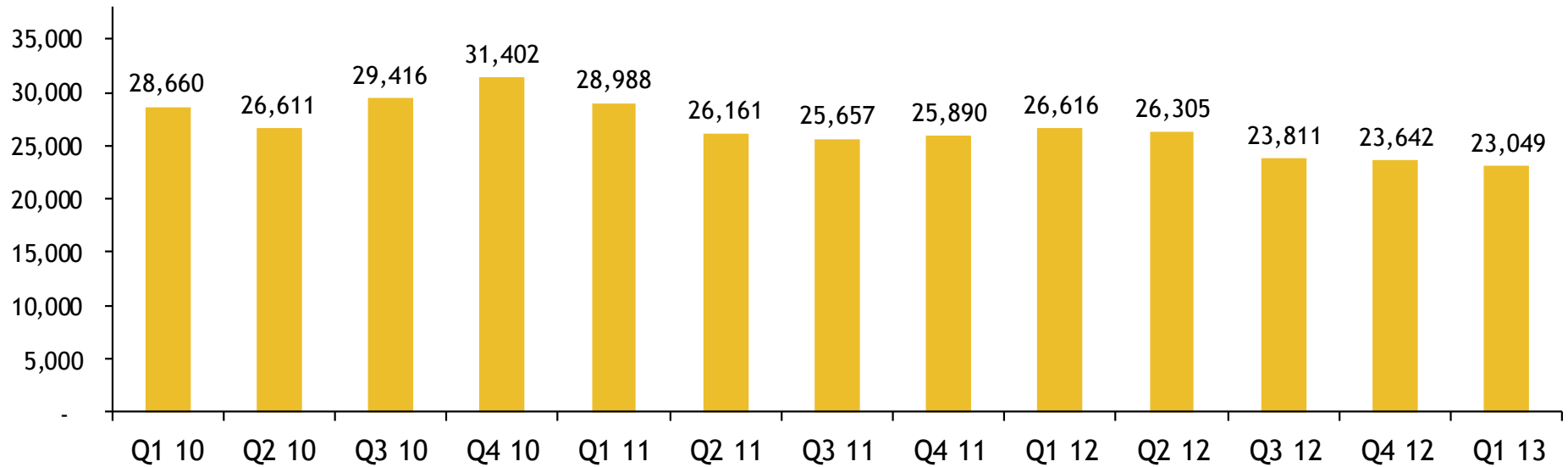
(₹. Million)

	June 30, 2012	%	March 31, 2012	%
<b>EQUITY AND LIABILITIES</b>				
Share Capital	255.98	4.5%	260.11	4.7%
Reserves and surplus	4,373.26	77.0%	4,333.27	77.6%
Share application money pending allotment		0.0%	1.33	0.0%
Non-current liabilities	66.37	1.2%	48.00	0.9%
Current liabilities	985.02	17.3%	938.88	16.8%
<b>Total</b>	<b>5,680.63</b>	<b>100.0%</b>	<b>5,581.59</b>	<b>100.0%</b>
<b>ASSETS</b>				
<i>Non current assets</i>				
Fixed assets (net)	1,360.50	24.0%	1,356.41	24.3%
Non current investments	208.54	3.7%	190.76	3.4%
Deferred tax assets (net)	113.88	2.0%	100.72	1.8%
Other Non current assets	551.94	9.7%	579.66	10.4%
<i>Current assets</i>				
Current investments	1,573.66	27.7%	1,476.20	26.4%
Inventories	18.05	0.3%	28.83	0.5%
Trade receivables	1,028.49	18.1%	1,019.68	18.3%
Cash and bank balances	371.72	6.5%	368.63	6.6%
Other current assets	453.85	8.0%	460.70	8.3%
<b>Total</b>	<b>5,680.63</b>	<b>100.0%</b>	<b>5,581.59</b>	<b>100.0%</b>

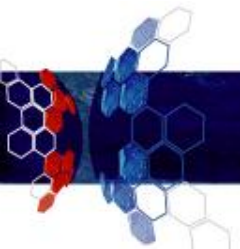


# Revenue trend: Services (Consolidated)

(KUS\$)



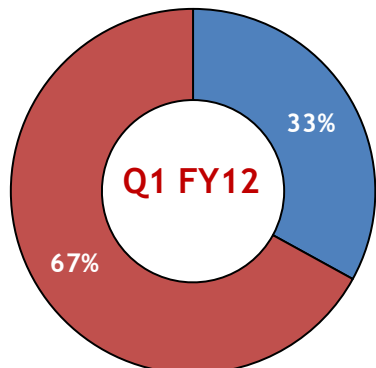
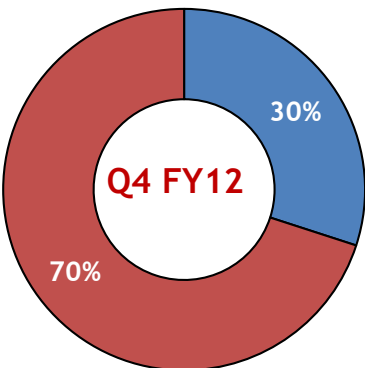
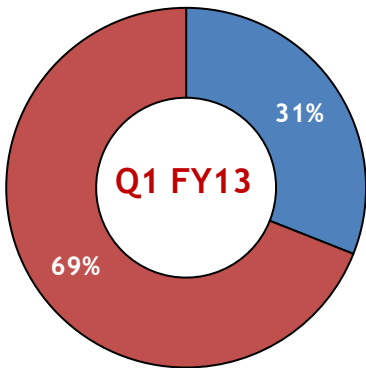
Services revenue down 2.5% QoQ and down 13.4% YoY in US\$ terms





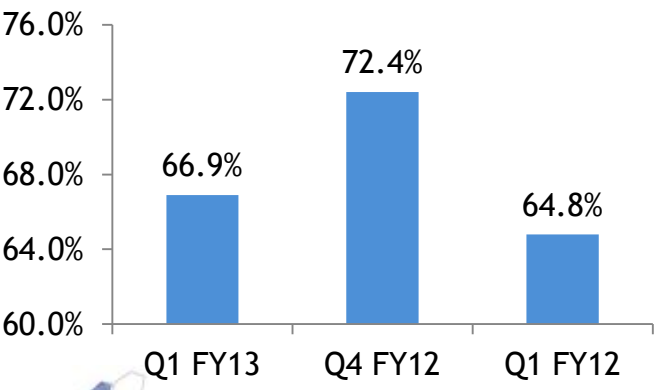
# Services Metrics

## Services Revenue Mix - Delivery

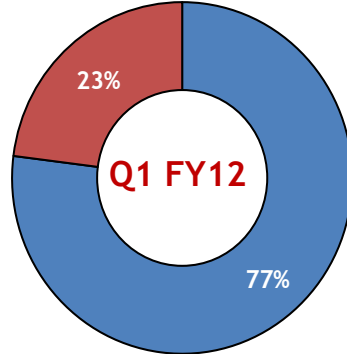
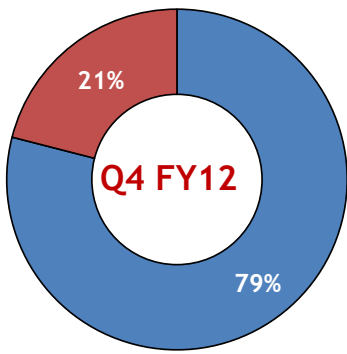
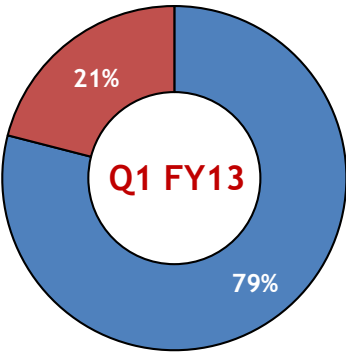


■ Offshore      ■ Onsite

## Services Utilization



## Services Revenue Mix - Project Type

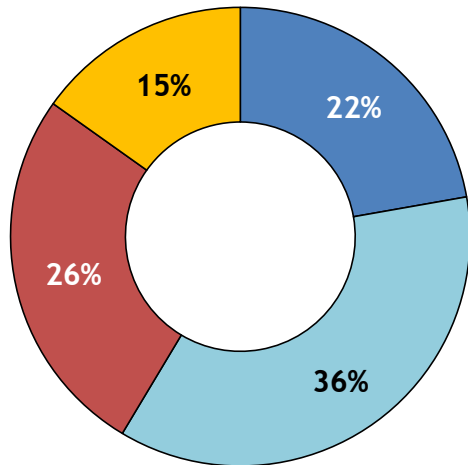


■ T&M      ■ FPP

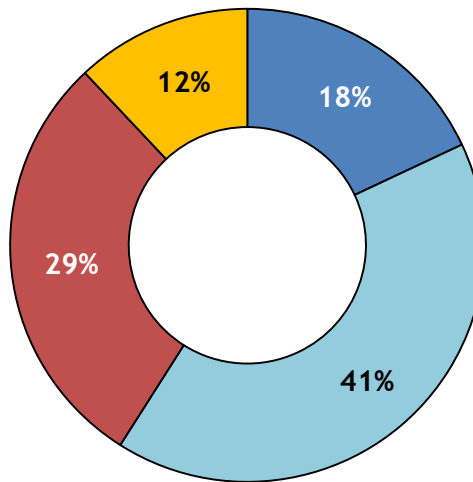


# Geography Wise Revenue

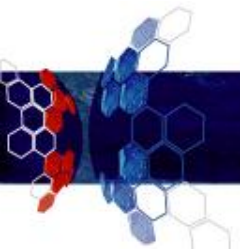
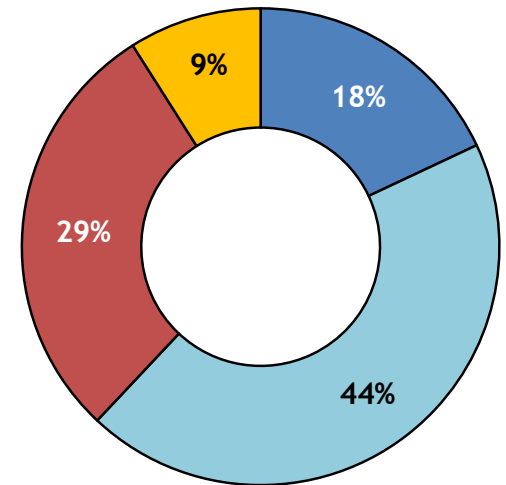
Q1 FY13



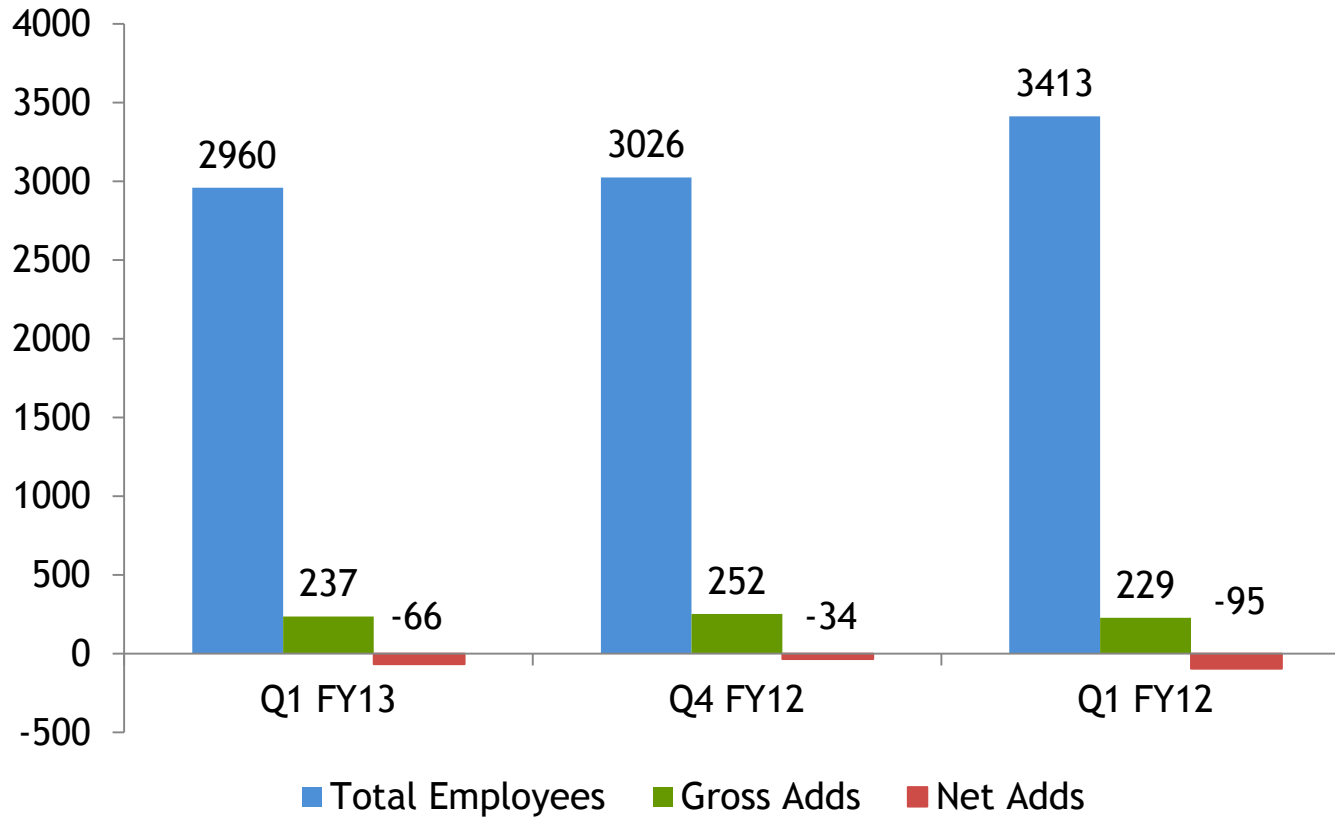
Q4 FY12



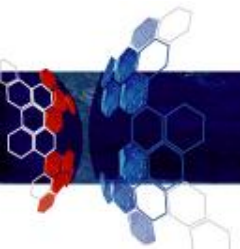
Q1 FY12



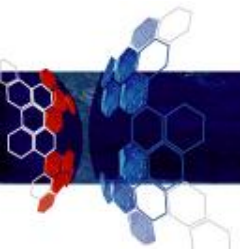
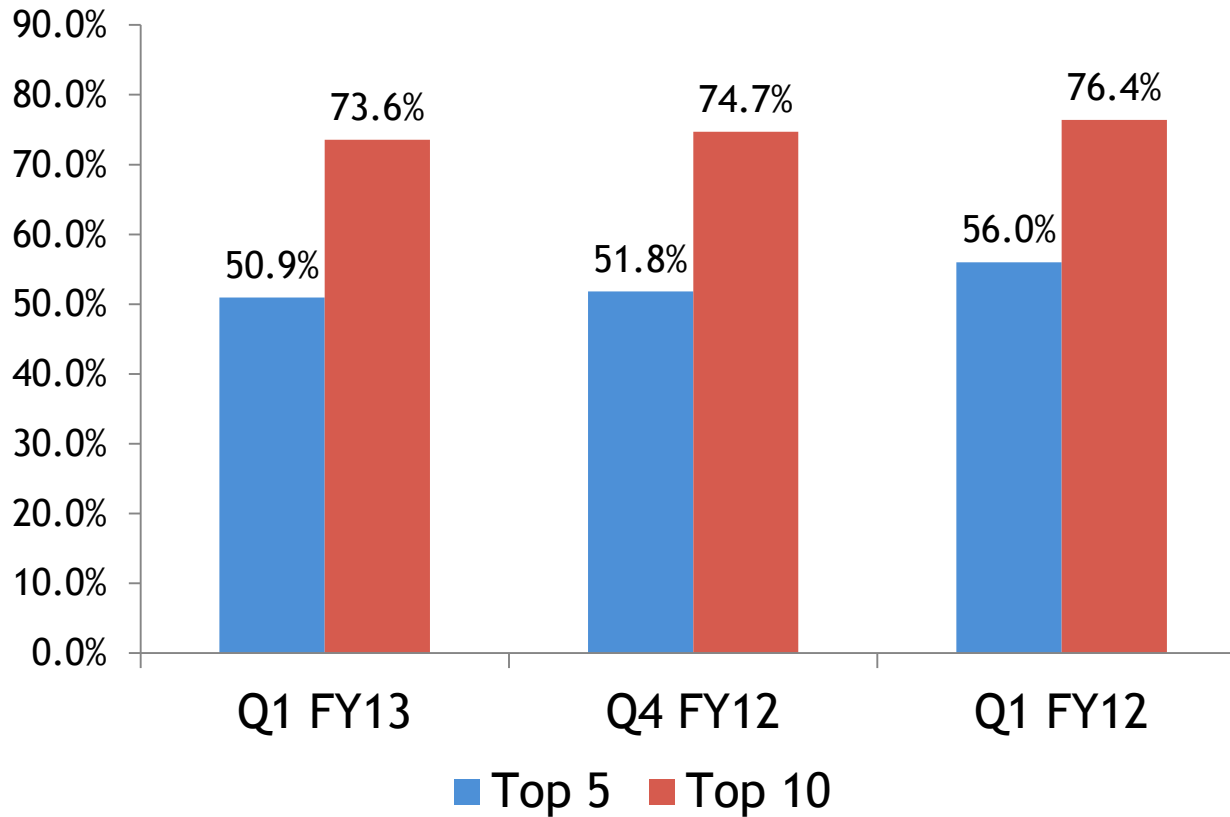
# Human Resources Metrics

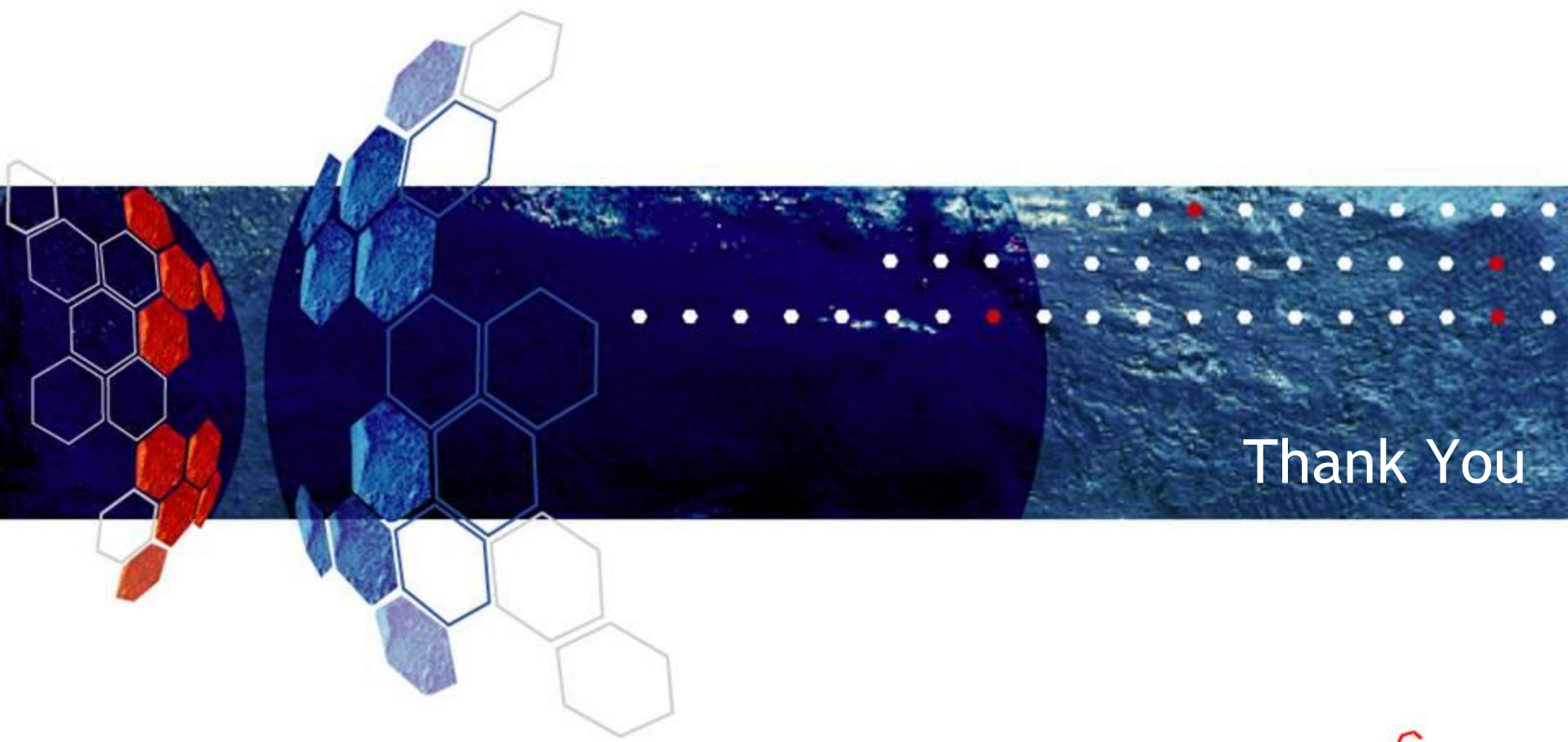


Attrition %	Q1 FY13	Q4 FY12	Q1 FY12
Attrition LTM %	31.6%	30.7%	34.4%
Annualised Attrition Quarterly %	35.4%	30.9%	30.2%



# Customer Concentration





Thank You

