

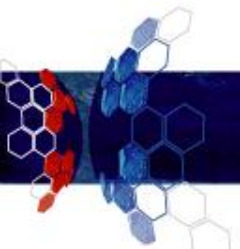
The background features a dark blue horizontal band with a grid of white and red dots. Above and below this band are stylized hexagonal patterns in red, blue, and white, resembling a molecular or network structure.

# Consolidated Results - Q3 FY13



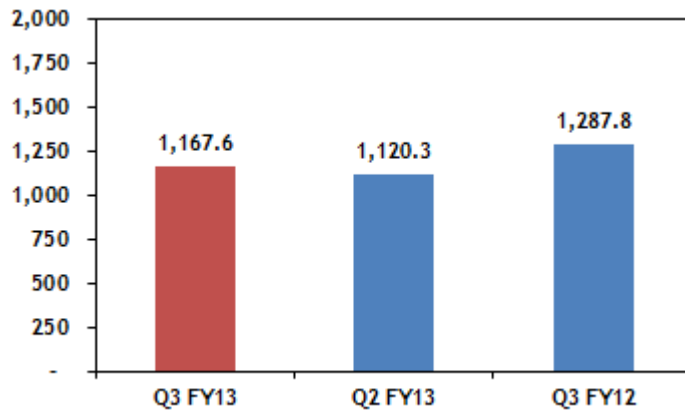
# Safe Harbor Clause

*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.*



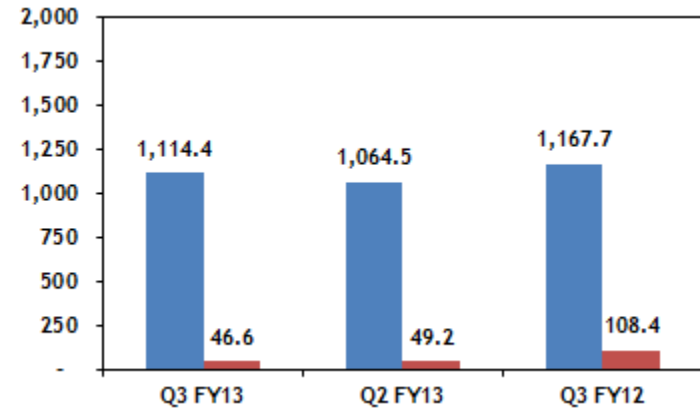
# Performance Snapshot - Q3 FY13 - Consolidated

Consolidated Revenues ( ₹. Million)



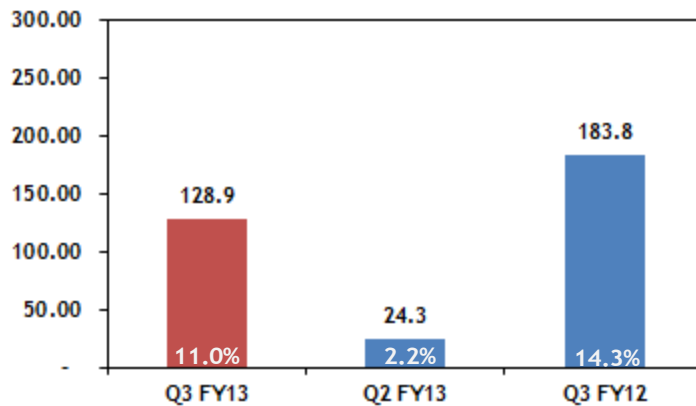
QoQ Growth: 4.2%; YoY Growth: -9.3%

Services - Products Revenue Mix ( ₹. Million)



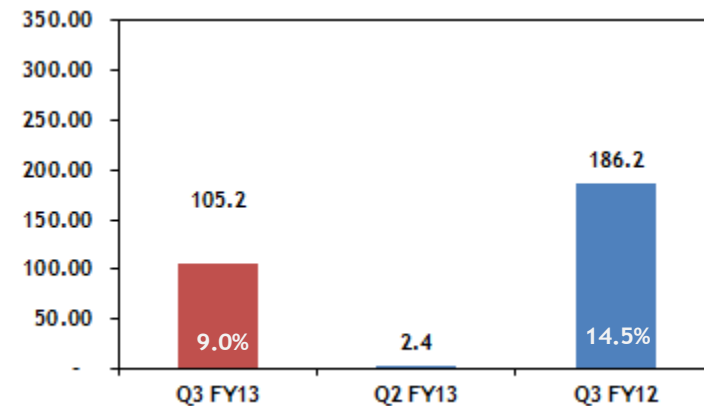
Services - QoQ: 4.7%; YoY: -4.6%  
Products - QoQ: -5.3%; YoY: -57.0%

Consolidated EBITDA ( ₹. Million)



QoQ Growth: 430.1%; YoY Growth: -29.9%

Consolidated Profit After Tax ( ₹. Million)

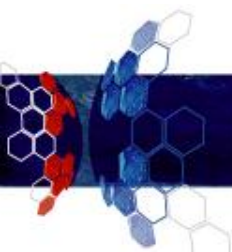


QoQ Growth: 4227.2%; YoY Growth: -43.5%

# Income Statement Summary - Q3 FY13 - Consolidated

(₹. Million)

	Q3 FY13	%	Q2 FY13	%	Q3 FY12	%	Growth over	
							Q2 FY13	Q3 FY12
Revenues	1,167.59	100.0%	1,120.35	100.0%	1,287.75	100.0%	4.2%	-9.3%
Cost of Revenue	850.40	72.8%	890.78	79.5%	914.16	71.0%	4.5%	7.0%
Gross Profit	317.19	27.2%	229.57	20.5%	373.59	29.0%	38.2%	-15.1%
SG&A	188.26	16.1%	205.25	18.3%	186.95	14.5%	8.3%	-0.7%
EBITDA	128.93	11.0%	24.32	2.2%	186.65	14.5%	430.1%	-30.9%
Depreciation	60.81	5.2%	38.50	3.4%	52.18	4.1%	-57.9%	-16.5%
EBIT	68.12	5.8%	(14.18)	-1.3%	134.47	10.4%	-580.4%	-49.3%
Other Income	54.03	4.6%	21.42	1.9%	87.02	6.8%	152.2%	-37.9%
Interest	0.98	0.1%	1.10	0.1%	1.61	0.1%	10.9%	39.1%
PBT	121.17	10.4%	6.14	0.5%	219.88	17.1%	1873.5%	-44.9%
Taxes	16.02	1.4%	3.71	0.3%	33.68	2.6%	-331.8%	-52.4%
PAT	105.15	9.0%	2.43	0.2%	186.20	14.5%	4227.2%	-43.5%



# Segmental Results - Q3 FY13 - Consolidated

(₹. Million)

	Q3 FY13	Q2 FY13	Q3 FY12	Growth over	
				Q2 FY13	Q3 FY12
				(QoQ)	(YoY)
<b>Revenues</b>	<b>1,167.59</b>	<b>1,120.35</b>	<b>1,287.75</b>	<b>4.2%</b>	<b>-9.3%</b>
Services	1,114.37	1,064.55	1,167.69	4.7%	-4.6%
Products	46.59	49.18	108.38	-5.3%	-57.0%
Automotive, Utilities and Industrial	6.63	6.62	11.69	0.2%	-43.3%
<b>EBITDA</b>	<b>128.93</b>	<b>24.32</b>	<b>186.65</b>	<b>430.1%</b>	<b>-30.9%</b>
Services	113.30	18.89	144.36	499.8%	-21.5%
Products	17.91	7.71	46.95	132.3%	-61.9%
Automotive, Utilities and Industrial	(2.28)	(2.28)	(4.66)		-51.1%
<b>EBITDA %</b>	<b>11.0%</b>	<b>2.2%</b>	<b>14.5%</b>		
Services	10.2%	1.8%	12.4%		
Products	38.4%	15.7%	43.3%		
Automotive, Utilities and Industrial	-34.4%	-34.4%	-39.9%		
<b>Depreciation and Amortization %</b>	<b>5.2%</b>	<b>3.4%</b>	<b>4.1%</b>		
Services	3.4%	3.5%	4.3%		
Products	49.6%	1.6%	1.3%		
Automotive, Utilities and Industrial	2.5%	2.7%	2.6%		
<b>EBIT%</b>	<b>5.8%</b>	<b>-1.3%</b>	<b>10.4%</b>		
Services	6.8%	-1.7%	8.0%		
Products	-11.1%	14.0%	42.0%		
Automotive, Utilities and Industrial	-36.8%	-37.0%	-42.5%		

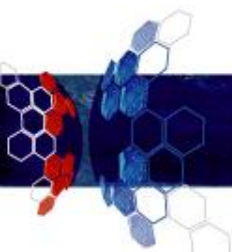


# Income Statement Summary - Q3 FY13 - Consolidated

*Nature wise*

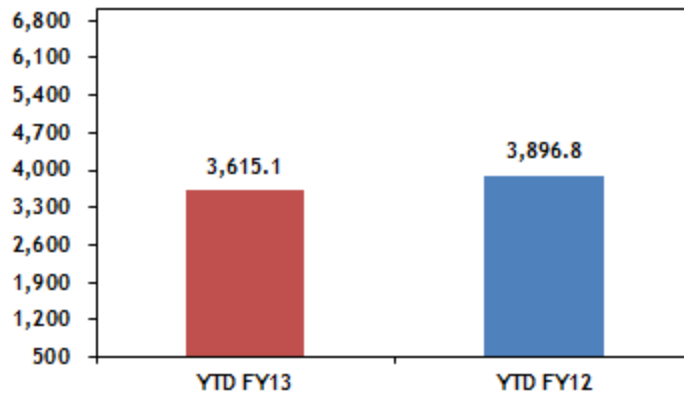
(₹. Million)

Particulars	Q3 FY13	%	Q2 FY13	%	Q3 FY12	%	Growth over	
							Q2 FY13	Q3 FY12
Revenue from Operations	1,167.59	100.0%	1,120.35	100.0%	1,287.75	100.0%	4.2%	-9.3%
Other Income	54.03	4.6%	21.42	1.9%	87.02	6.8%	152.2%	-37.9%
<b>Total Revenue</b>	<b>1,221.62</b>	<b>104.6%</b>	<b>1,141.77</b>	<b>101.9%</b>	<b>1,374.77</b>	<b>106.8%</b>	<b>7.0%</b>	<b>-11.1%</b>
Employee benefit expense	777.22	66.6%	816.25	72.9%	836.13	64.9%	4.8%	7.0%
Increase/(decrease) of work-in-progress, stores	(2.32)	-0.2%	(2.60)	-0.2%	4.83	0.4%	-10.8%	148.0%
Other expenses	263.76	22.6%	282.38	25.2%	260.15	20.2%	6.6%	-1.4%
Depreciation and amortization expense	60.81	5.2%	38.50	3.4%	52.18	4.1%	-57.9%	-16.5%
Finance cost	0.98	0.1%	1.10	0.1%	1.61	0.1%	10.9%	39.1%
<b>Total Expenses</b>	<b>1,100.45</b>	<b>94.2%</b>	<b>1,135.63</b>	<b>101.4%</b>	<b>1,154.90</b>	<b>89.7%</b>	<b>3.1%</b>	<b>4.7%</b>
<b>Profit/(loss) before tax</b>	<b>121.17</b>	<b>10.4%</b>	<b>6.14</b>	<b>0.5%</b>	<b>219.88</b>	<b>17.1%</b>	<b>1873.5%</b>	<b>-44.9%</b>
Tax Expenses	16.02	1.4%	3.71	0.3%	33.68	2.6%	-331.8%	-52.4%
<b>Profit After Tax</b>	<b>105.15</b>	<b>9.0%</b>	<b>2.43</b>	<b>0.2%</b>	<b>186.20</b>	<b>14.5%</b>	<b>4227.2%</b>	<b>-43.5%</b>



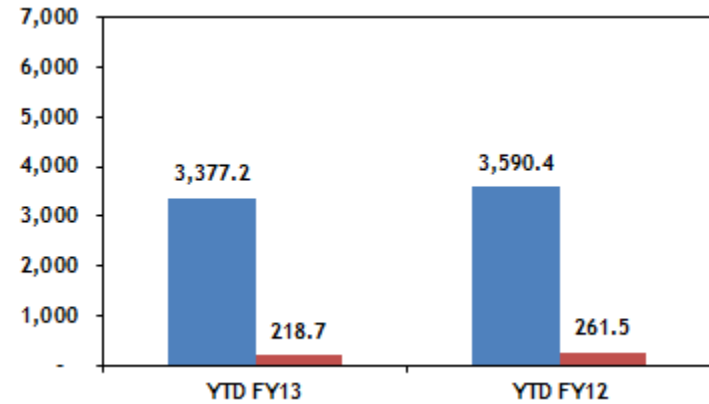
# Performance Snapshot - YTD FY13 - Consolidated

## Consolidated Revenues ( ₹. Million)



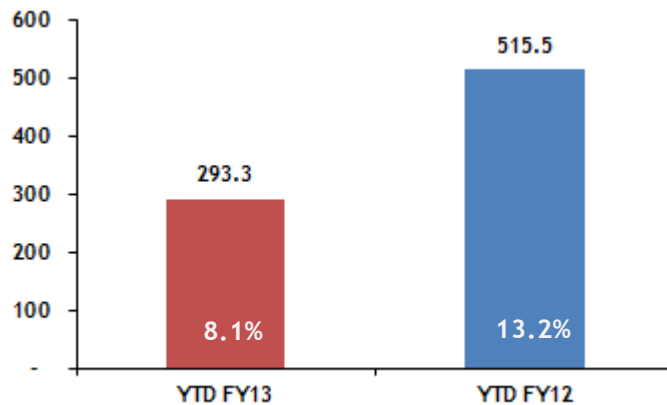
YoY Growth: -7.2%

## Services - Products Revenue Mix ( ₹. Million)



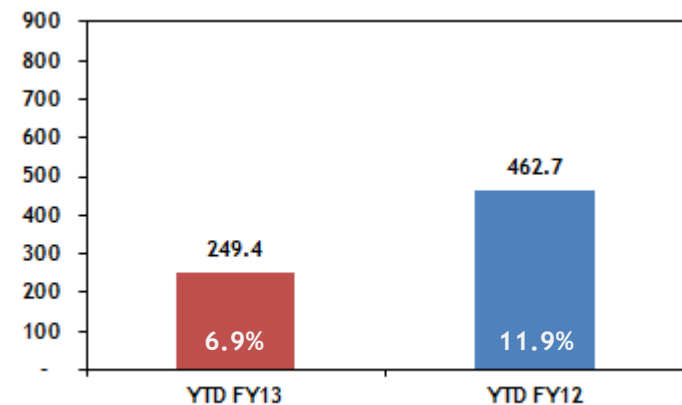
Services -YoY: -5.9%  
Products - YoY: -16.4%

## Consolidated EBITDA ( ₹. Million)



YoY Growth: -43.1%

## Consolidated Profit After Tax ( ₹. Million)

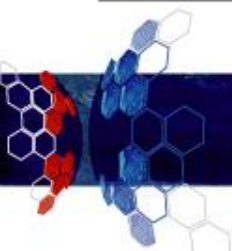


YoY Growth: -46.1%

# Income Statement Summary - YTD FY13 - Consolidated

(₹. Million)

	YTD FY13	%	YTD FY12	%	Growth over YTD FY12
Revenues	3,615.08	100.0%	3,896.84	100.0%	-7.2%
Cost of Revenue	2,728.55	75.5%	2,776.18	71.2%	1.7%
Gross Profit	886.53	24.5%	1,120.66	28.8%	-20.9%
SG&A	593.18	16.4%	605.21	15.5%	-2.0%
EBITDA	293.35	8.1%	515.45	13.2%	-43.1%
Depreciation	140.28	3.9%	172.18	4.4%	18.5%
EBIT	153.07	4.2%	343.27	8.8%	-55.4%
Other Income	166.79	4.6%	226.61	5.8%	-26.4%
Interest	3.29	0.1%	4.70	0.1%	-30.0%
PBT	316.57	8.8%	565.19	14.5%	-44.0%
Taxes	67.21	1.9%	102.46	2.6%	-34.4%
PAT	249.36	6.9%	462.73	11.9%	-46.1%





# Segmental Results - YTD FY13 - Consolidated

(₹. Million)

	YTD FY13	YTD FY12	Growth over YTD FY12 (YoY)
<b>Revenues</b>	<b>3,615.08</b>	<b>3,896.84</b>	<b>-7.2%</b>
Services	3,377.17	3,590.43	-5.9%
Products	218.67	261.49	-16.4%
Automotive, Utilities and Industrial	19.24	44.93	-57.2%
<b>EBITDA</b>	<b>293.35</b>	<b>515.45</b>	<b>-43.1%</b>
Services	199.08	443.92	-55.2%
Products	104.67	90.55	15.6%
Automotive, Utilities and Industrial	(10.40)	(19.01)	-45.3%
<b>EBITDA %</b>	<b>8.1%</b>	<b>13.2%</b>	
Services	5.9%	12.4%	
Products	47.9%	34.6%	
Automotive, Utilities and Industrial	-54.0%	-42.3%	
<b>Depreciation and Amortization %</b>	<b>3.9%</b>	<b>4.4%</b>	
Services	3.4%	4.6%	
Products	11.3%	1.8%	
Utilities and Industrial	2.7%	2.6%	
<b>EBIT%</b>	<b>4.2%</b>	<b>8.8%</b>	
Services	2.5%	7.7%	
Products	36.6%	32.8%	
Automotive, Utilities and Industrial	-56.7%	-44.9%	

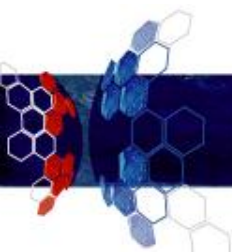


# Income Statement Summary - YTD FY13 - Consolidated

*Nature wise*

(₹. Million)

Particulars	YTD FY13	%	YTD FY12	%	Growth Over
					YTD FY12
Revenue from Operations	3,615.08	100.0%	3,896.85	100.0%	-7.2%
Other Income	166.79	4.6%	226.62	5.8%	-26.4%
<b>Total Revenue</b>	<b>3,781.88</b>	<b>104.6%</b>	<b>4,123.46</b>	<b>105.8%</b>	<b>-8.3%</b>
Employee benefit expense	2,481.69	68.6%	2,546.49	65.3%	2.5%
Increase/(decrease) of work-in-progress, stores	6.21	0.2%	32.06	0.8%	80.6%
Other operational expense	833.84	23.1%	802.84	20.6%	-3.9%
Depreciation and amortization expense	140.28	3.9%	172.18	4.4%	18.5%
Finance cost	3.30	0.1%	4.70	0.1%	29.9%
<b>Total Expenses</b>	<b>3,465.31</b>	<b>95.9%</b>	<b>3,558.27</b>	<b>91.3%</b>	<b>2.6%</b>
<b>Profit/(loss) before tax</b>	<b>316.57</b>	<b>8.8%</b>	<b>565.19</b>	<b>14.5%</b>	<b>-44.0%</b>
Tax Expenses	67.21	1.9%	102.46	2.6%	34.4%
<b>Profit After Tax</b>	<b>249.36</b>	<b>6.9%</b>	<b>462.73</b>	<b>11.9%</b>	<b>-46.1%</b>



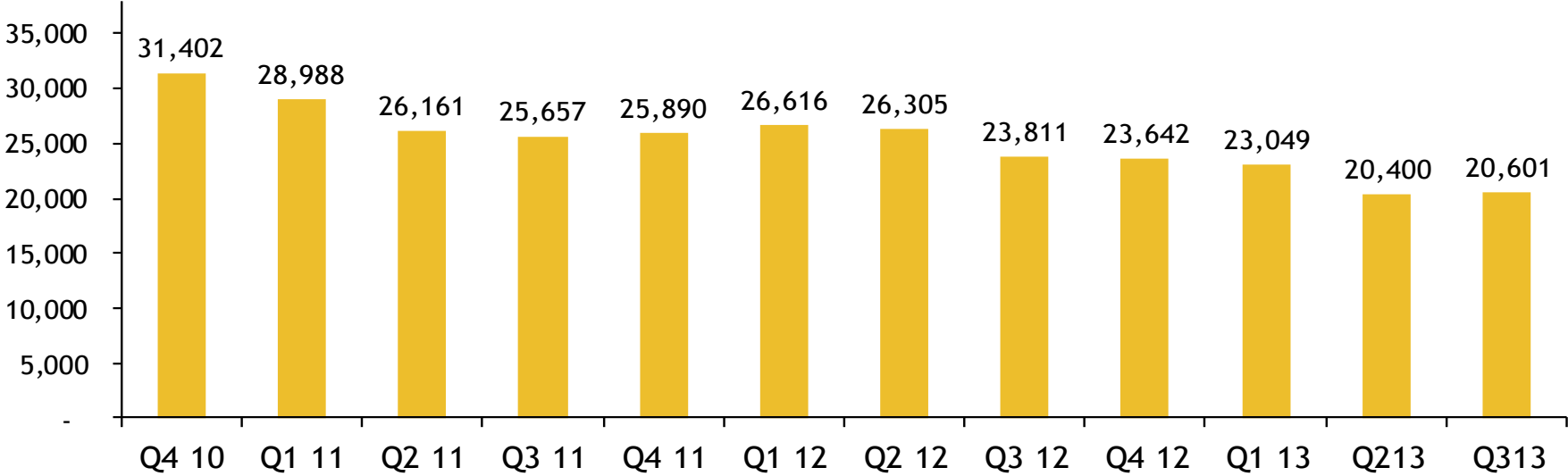
# Balance Sheet Summary - Consolidated

(₹. Million)

	December 31, 2012	%	March 31, 2012	%
<b>EQUITY AND LIABILITIES</b>				
Share Capital	221.80	4.3%	260.11	4.7%
Reserves and surplus	4,173.55	81.7%	4,333.27	77.6%
Share application money pending allotment	2.17	0.0%	1.33	0.0%
Non-current liabilities	63.40	1.3%	48.00	0.9%
Current liabilities	645.61	12.7%	938.88	16.8%
<b>Total</b>	<b>5,106.53</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)	1,306.94	25.6%	1,356.41	24.3%
Non current investments	233.71	4.6%	190.76	3.4%
Deferred tax assets (net)	110.28	2.2%	100.72	1.8%
Other Non current assets	581.22	11.4%	579.66	10.4%
<i>Current assets</i>				
Current investments	1,231.76	24.1%	1,476.20	26.4%
Inventories	25.84	0.5%	28.83	0.5%
Trade receivables	804.42	15.8%	1,019.68	18.3%
Cash and bank balances	399.79	7.8%	368.63	6.6%
Other current assets	412.57	8.1%	460.70	8.3%
<b>Total</b>	<b>5,106.53</b>	<b>100.0%</b>	<b>5,581.59</b>	<b>100.0%</b>

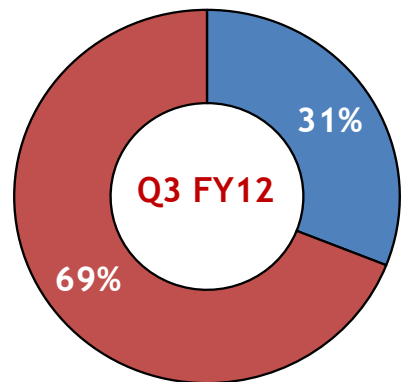
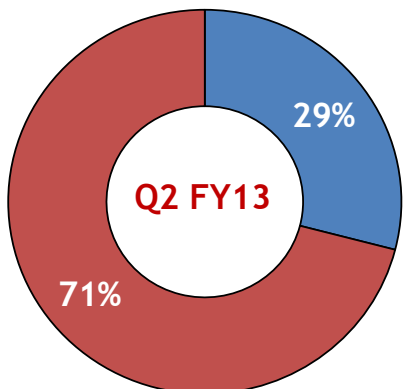
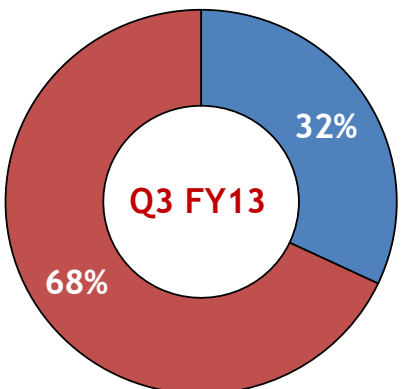
# Revenue trend: Services (Consolidated)

(KUS\$)



# Services Metrics

# Services Revenue Mix - Delivery

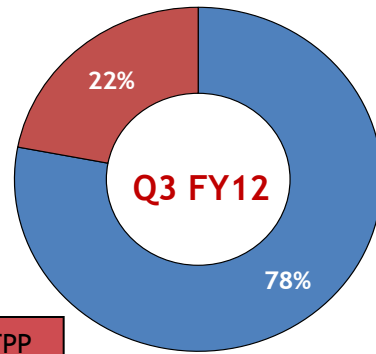
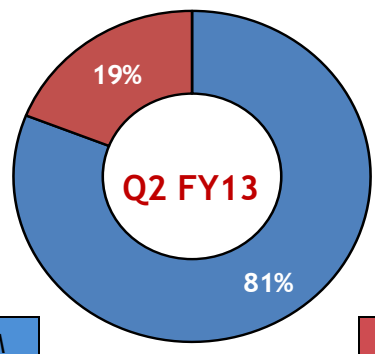
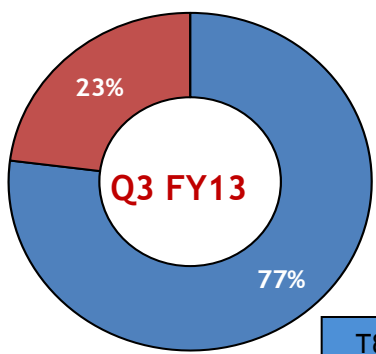
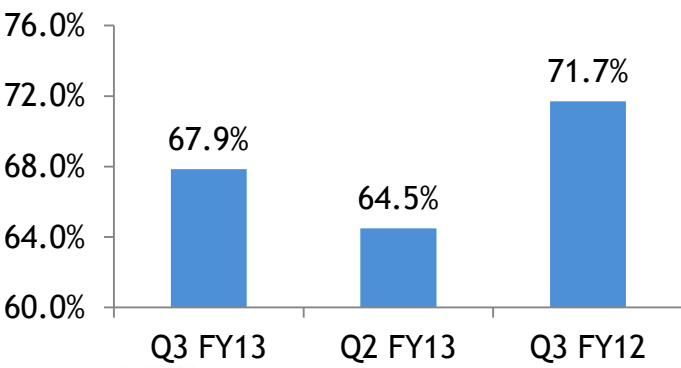


Offshore

Onsite

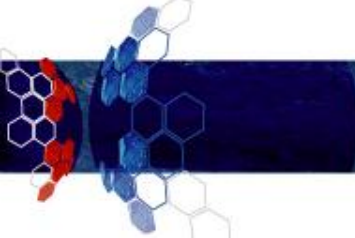
# Services Utilization

# Services Revenue Mix - Project Type



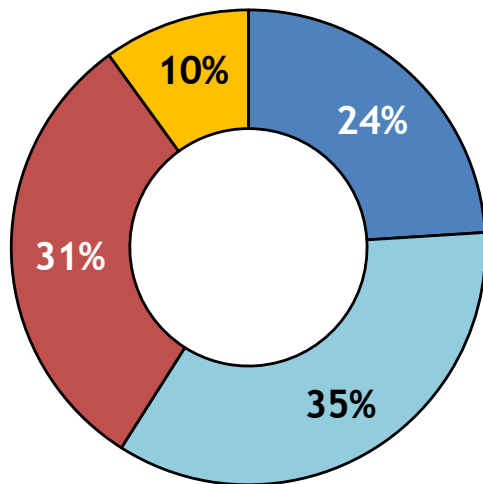
T&M

FPP

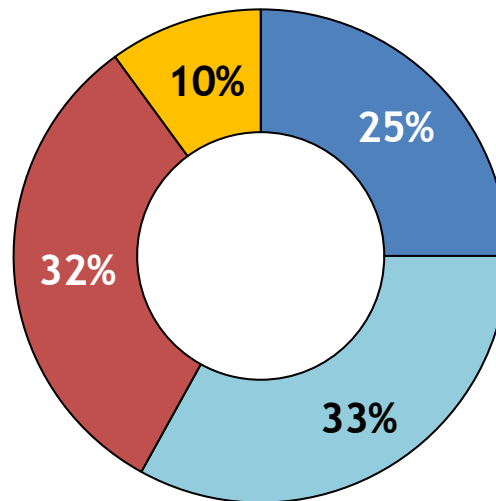


# Geography Wise Revenue

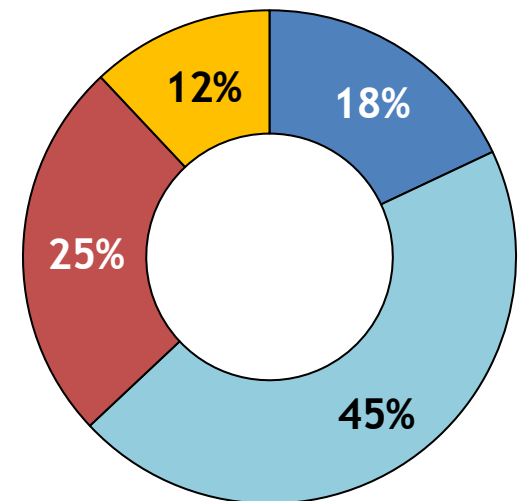
Q3 FY13



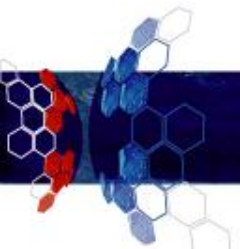
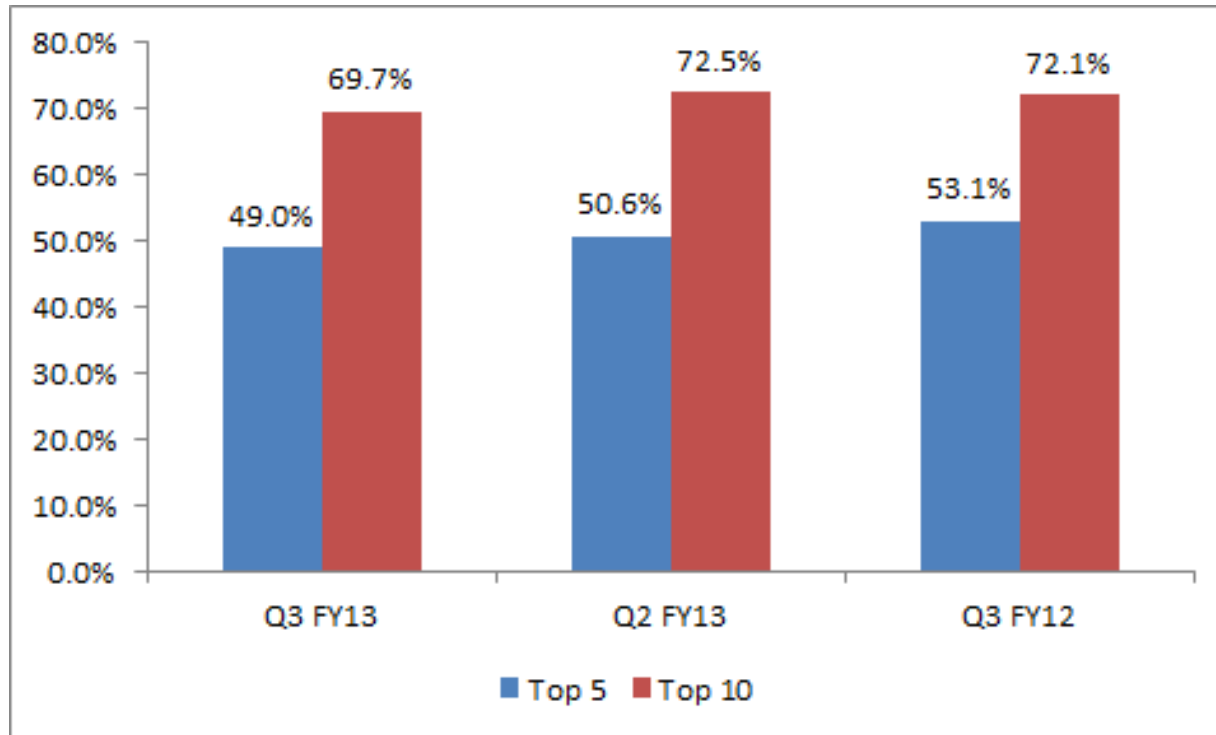
Q2 FY13



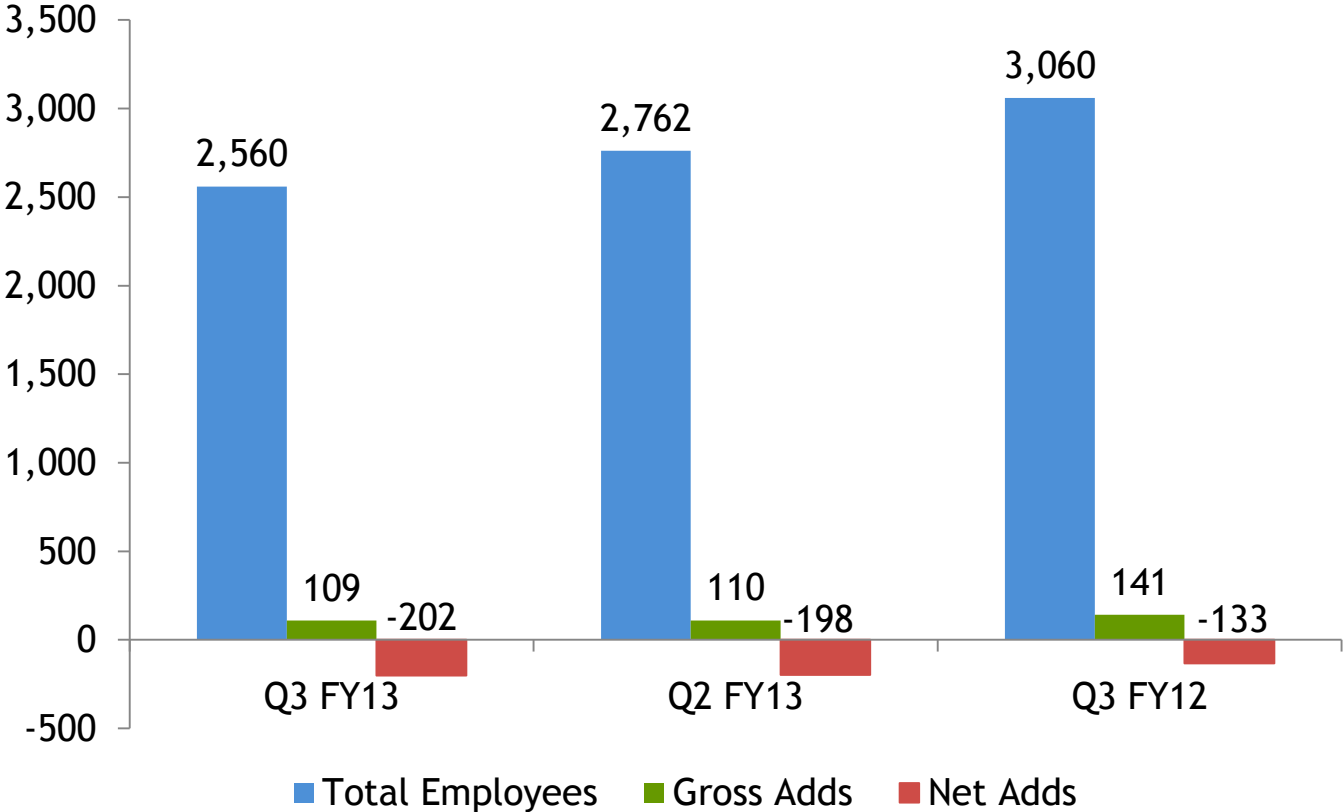
Q3 FY12



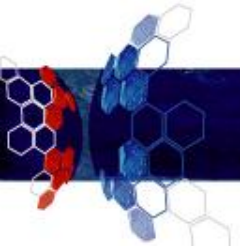
# Customer Concentration



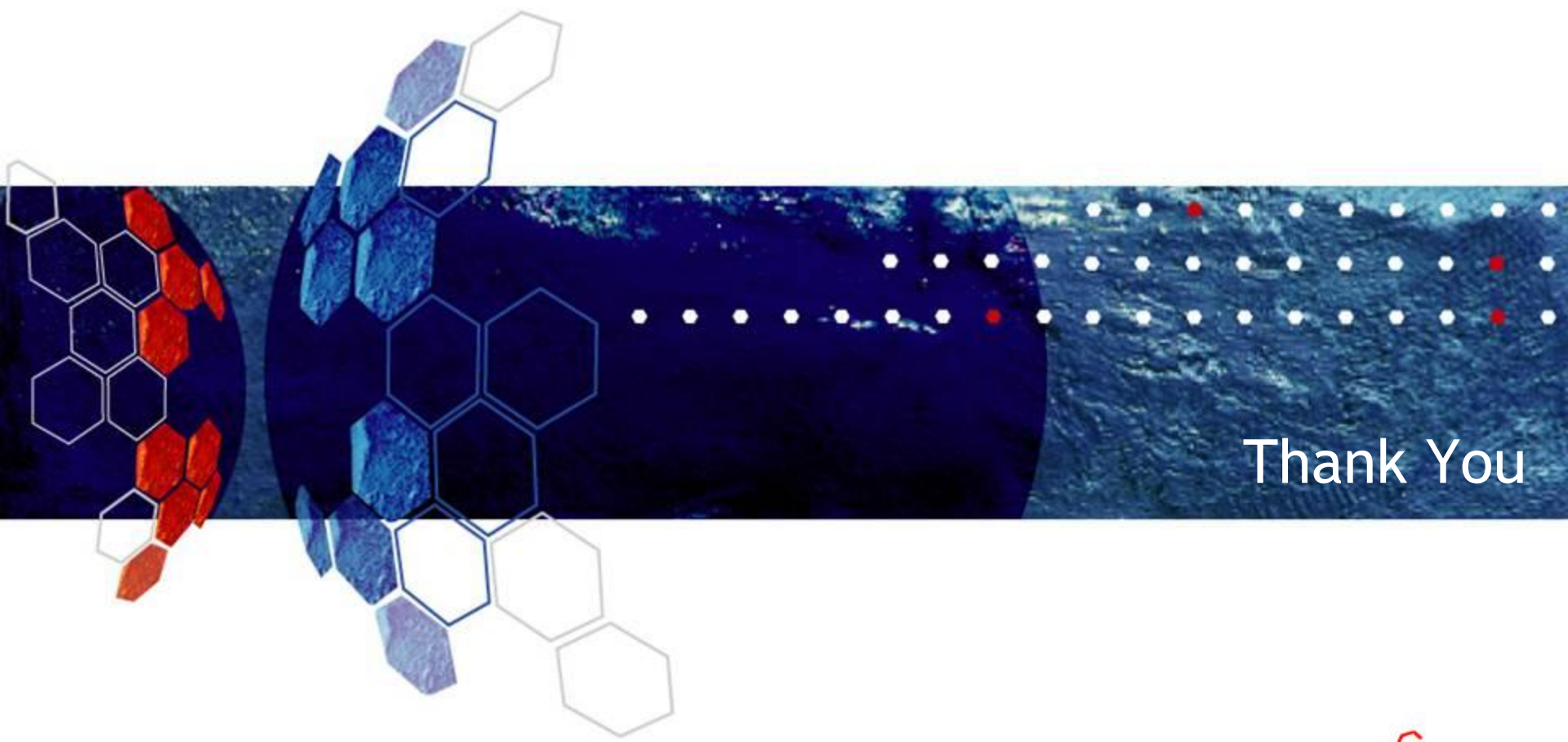
# Human Resources Metrics



Attrition %	Q3 FY13	Q2 FY13	Q3 FY12
Attrition LTM %	33.3%	32.4%	32.0%
Annualised Attrition Quarterly %	28.7%	34.3%	28.2%







Thank You

