

# Consolidated Results FY13

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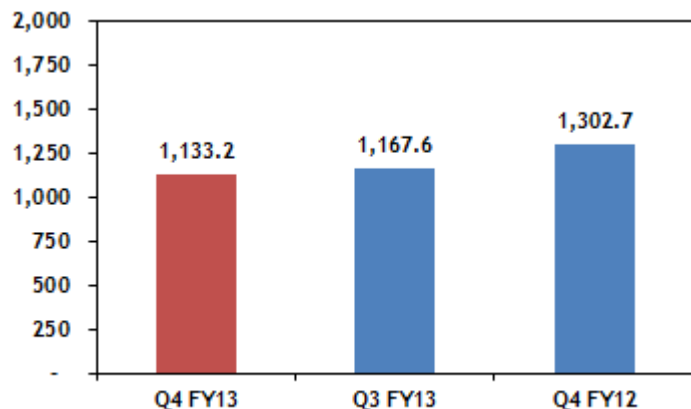
## Safe Harbor Clause

*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.*



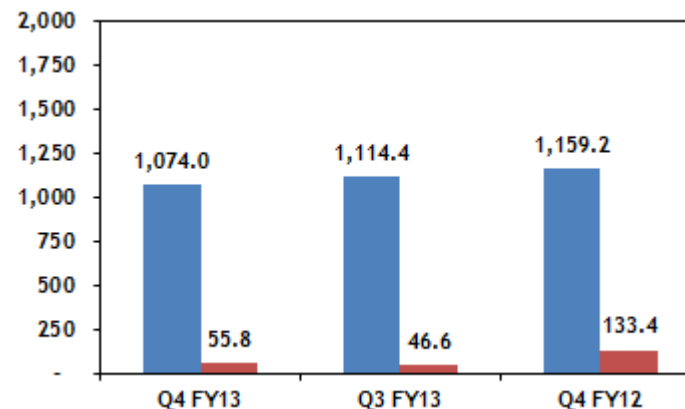
# Performance Snapshot - Q4 FY13 - Consolidated

Consolidated Revenues ( ₹. Million)



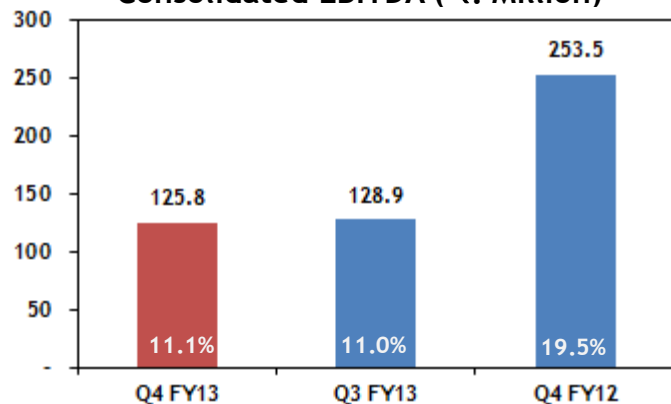
QoQ Growth: -2.9%; YoY Growth: -13.0%

Services - Products Revenue Mix ( ₹. Million)



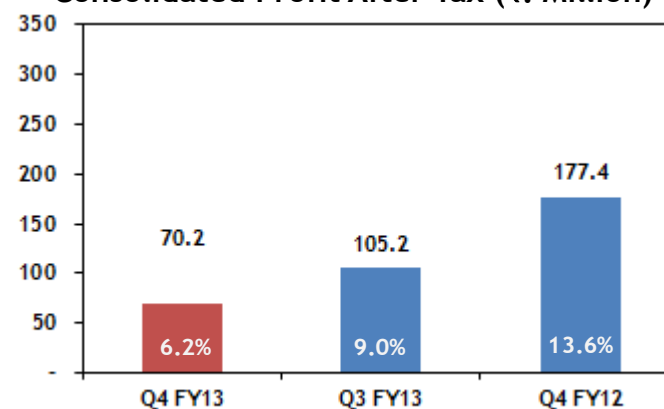
Services - QoQ: -3.6%; YoY: -7.3%  
Products - QoQ: 19.7%; YoY: -58.2%

Consolidated EBITDA ( ₹. Million)



QoQ Growth: -2.4%; YoY Growth: -50.4%

Consolidated Profit After Tax ( ₹. Million)



QoQ Growth: -33.2%; YoY Growth: -60.4%



# Income Statement Summary - Q4 FY13 - Consolidated

(₹. Million)

	Q4 FY13	%	Q3 FY13	%	Q4 FY12	%	Growth over	
							Q3 FY13	Q4 FY12
Revenues	1,133.22	100.0%	1,167.59	100.0%	1,302.74	100.0%	-2.9%	-13.0%
Cost of Revenue	834.64	73.7%	850.40	72.8%	877.15	67.3%	1.9%	4.8%
Gross Profit	298.58	26.3%	317.19	27.2%	425.59	32.7%	-5.9%	-29.8%
SG&A	172.80	15.2%	188.26	16.1%	172.08	13.2%	8.2%	-0.4%
EBITDA	125.78	11.1%	128.93	11.0%	253.51	19.5%	-2.4%	-50.4%
Depreciation and amortization expense	53.87	4.8%	60.81	5.2%	51.36	4.0%	11.4%	-4.9%
EBIT	71.92	6.3%	68.12	5.8%	202.15	15.5%	5.6%	-64.4%
Other Income	9.64	0.9%	54.03	4.6%	33.47	2.5%	-82.2%	-71.2%
Interest	0.84	0.1%	0.98	0.1%	1.33	0.1%	14.3%	36.8%
PBT	80.72	7.1%	121.17	10.4%	234.29	18.0%	-33.4%	-65.5%
Taxes	10.49	0.9%	16.02	1.4%	56.94	4.4%	34.5%	81.6%
PAT	70.23	6.2%	105.15	9.0%	177.35	13.6%	-33.2%	-60.4%



# Segmental Results - Q4 FY13 - Consolidated

(₹. Million)

	Q4 FY13	Q3 FY13	Q4 FY12	Growth over	
				Q3 FY13	Q4 FY12
				(QoQ)	(YoY)
<b>Revenues</b>	<b>1,133.22</b>	<b>1,167.59</b>	<b>1,302.74</b>	<b>-2.9%</b>	<b>-13.0%</b>
Services	1,074.02	1,114.37	1,159.17	-3.6%	-7.3%
Products	55.76	46.59	133.41	19.7%	-58.2%
Automotive, Utilities and Industrial	3.43	6.63	10.16	-48.3%	-66.2%
<b>EBITDA</b>	<b>125.78</b>	<b>128.93</b>	<b>253.51</b>	<b>-2.4%</b>	<b>-50.4%</b>
Services	106.68	113.30	181.74	-5.8%	-41.3%
Products	23.84	17.91	79.19	33.1%	-69.9%
Automotive, Utilities and Industrial	(4.74)	(2.28)	(7.42)	-107.9%	36.1%
<b>EBITDA %</b>	<b>11.1%</b>	<b>11.0%</b>	<b>19.5%</b>		
Services	9.9%	10.2%	15.7%		
Products	42.8%	38.4%	59.4%		
Automotive, Utilities and Industrial	-138.2%	-34.4%	-73.0%		
<b>Depreciation and Amortization %</b>	<b>4.8%</b>	<b>5.2%</b>	<b>4.0%</b>		
Services	2.8%	3.4%	4.3%		
Products	41.5%	49.6%	0.8%		
Automotive, Utilities and Industrial	4.4%	2.5%	2.2%		
<b>EBIT%</b>	<b>6.3%</b>	<b>5.8%</b>	<b>15.5%</b>		
Services	7.1%	6.8%	11.4%		
Products	1.2%	-11.1%	58.6%		
Automotive, Utilities and Industrial	-142.6%	-36.8%	-75.2%		



# Income Statement Summary - Q4 FY13 - Consolidated

*Nature wise*

(₹. Million)

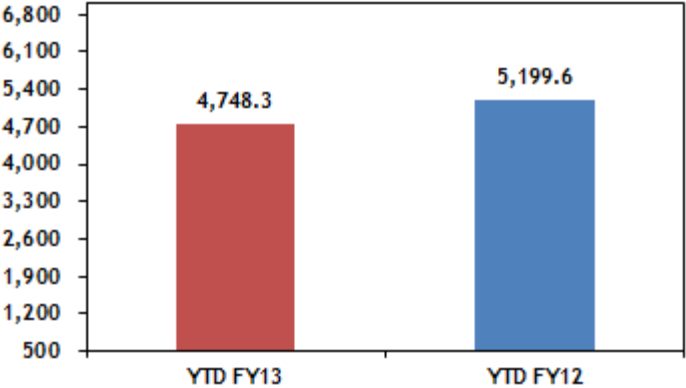
Particulars	Q4 FY13	%	Q3 FY13	%	Q4 FY12	%	Growth over	
							Q3 FY13	Q4 FY12
Revenue from Operations	1,133.23	100.0%	1,167.59	100.0%	1,302.74	100.0%	-2.9%	-13.0%
Other Income	9.64	0.9%	54.03	4.6%	33.47	2.6%	-82.2%	-71.2%
<b>Total Revenue</b>	<b>1,142.87</b>	<b>100.9%</b>	<b>1,221.62</b>	<b>104.6%</b>	<b>1,336.21</b>	<b>102.6%</b>	<b>-6.4%</b>	<b>-14.5%</b>
Employee benefit expense	761.48	67.2%	777.22	66.6%	781.65	60.0%	2.0%	2.6%
Increase/(decrease) of work-in-progress, stores	(7.11)	-0.6%	(2.32)	-0.2%	15.40	1.2%	206.5%	146.2%
Other expenses	253.07	22.3%	263.76	22.6%	252.18	19.4%	4.1%	-0.4%
Depreciation and amortization expense	53.87	4.8%	60.81	5.2%	51.36	3.9%	11.4%	-4.9%
Finance cost	0.84	0.1%	0.98	0.1%	1.33	0.1%	14.3%	36.8%
<b>Total Expenses</b>	<b>1,062.15</b>	<b>93.7%</b>	<b>1,100.45</b>	<b>94.2%</b>	<b>1,101.92</b>	<b>84.6%</b>	<b>3.5%</b>	<b>3.6%</b>
<b>Profit/(loss) before tax</b>	<b>80.72</b>	<b>7.1%</b>	<b>121.17</b>	<b>10.4%</b>	<b>234.29</b>	<b>18.0%</b>	<b>-33.4%</b>	<b>-65.5%</b>
Tax Expenses	10.49	0.9%	16.02	1.4%	56.94	4.4%	34.5%	81.6%
<b>Profit After Tax</b>	<b>70.23</b>	<b>6.2%</b>	<b>105.15</b>	<b>9.0%</b>	<b>177.35</b>	<b>13.6%</b>	<b>-33.2%</b>	<b>-60.4%</b>





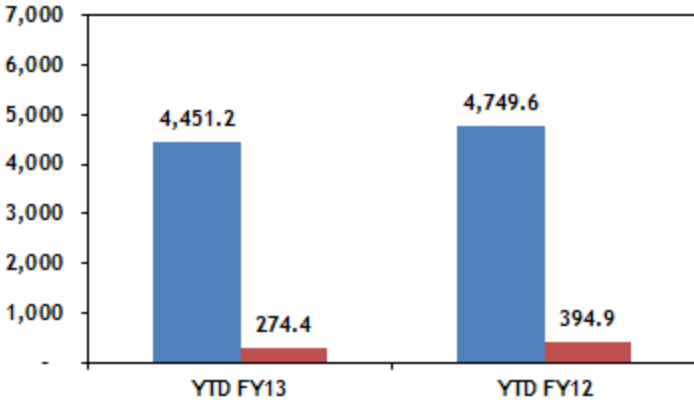
# Performance Snapshot - FY13 - Consolidated

Consolidated Revenues ( ₹. Million)



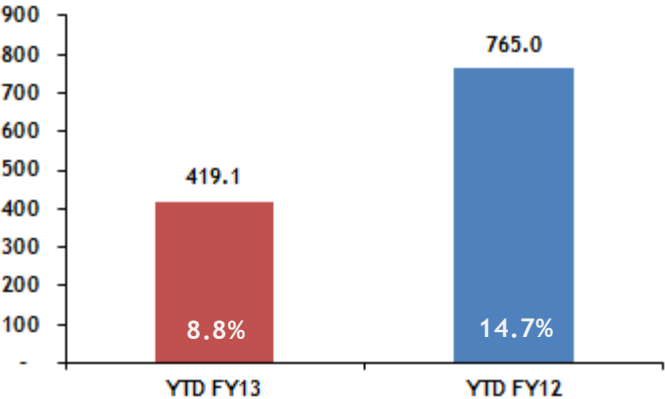
**YoY Growth: -8.7%**

Services - Products Revenue Mix ( ₹. Million)



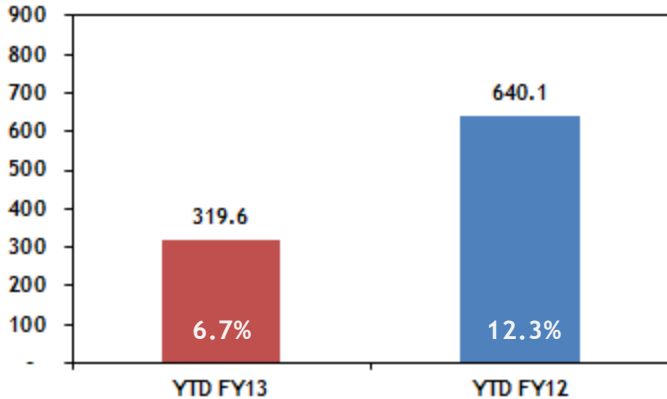
**Services -YoY: -6.3%**  
**Products - YoY: -30.5%**

Consolidated EBITDA ( ₹. Million)



**YoY Growth: -45.2%**

Consolidated Profit After Tax ( ₹. Million)



**YoY Growth:-50.1%**

# Income Statement Summary - FY13 - Consolidated

(₹. Million)

	YTD FY13	%	YTD FY12	%	Growth over YTD FY12
Revenues	4,748.31	100.0%	5,199.58	100.0%	-8.7%
Cost of Revenue	3,563.20	75.0%	3,652.33	70.2%	2.4%
Gross Profit	1,185.11	25.0%	1,547.25	29.8%	-23.4%
SG&A	765.98	16.1%	782.30	15.0%	-2.1%
EBITDA	419.13	8.8%	764.96	14.7%	-45.2%
Depreciation and amortization expense	194.15	4.1%	223.54	4.3%	13.1%
EBIT	224.98	4.7%	541.42	10.4%	-58.4%
Other Income	176.43	3.7%	264.10	5.1%	-33.2%
Interest	4.13	0.1%	6.04	0.1%	-31.6%
PBT	397.28	8.4%	799.48	15.4%	-50.3%
Taxes	77.69	1.6%	159.40	3.1%	51.3%
PAT	319.59	6.7%	640.08	12.3%	-50.1%





## Segmental Results - FY13 - Consolidated

(₹. Million)

	YTD FY13	YTD FY12	Growth over YTD FY12 (YoY)
<b>Revenues</b>	<b>4,748.31</b>	<b>5,199.58</b>	<b>-8.7%</b>
Services	4,451.19	4,749.60	-6.3%
Products	274.44	394.90	-30.5%
Automotive, Utilities and Industrial	22.68	55.09	-58.8%
<b>EBITDA</b>	<b>419.13</b>	<b>764.96</b>	<b>-45.2%</b>
Services	305.76	621.81	-50.8%
Products	128.51	169.57	-24.2%
Automotive, Utilities and Industrial	(15.14)	(26.43)	42.7%
<b>EBITDA %</b>	<b>8.8%</b>	<b>14.7%</b>	
Services	6.9%	13.1%	
Products	46.8%	42.9%	
Automotive, Utilities and Industrial	-66.8%	-48.0%	
<b>Depreciation and Amortization %</b>	<b>4.1%</b>	<b>4.3%</b>	
Services	3.3%	4.6%	
Products	17.4%	1.5%	
Utilities and Industrial	3.0%	2.5%	
<b>EBIT%</b>	<b>4.7%</b>	<b>10.4%</b>	
Services	3.6%	8.5%	
Products	29.4%	41.5%	
Automotive, Utilities and Industrial	-69.7%	-50.5%	



# Income Statement Summary - FY13 - Consolidated

Nature wise

(₹. Million)

Particulars	YTD FY13	%	YTD FY12	%	Growth Over
					YTD FY12
Revenue from Operations	4,748.31	100.0%	5,199.58	100.0%	-8.7%
Other Income	176.43	3.7%	264.10	5.1%	-33.2%
<b>Total Revenue</b>	<b>4,924.74</b>	<b>103.7%</b>	<b>5,463.68</b>	<b>105.1%</b>	<b>-9.9%</b>
Employee benefit expense	3,243.16	68.3%	3,328.14	64.0%	2.6%
Increase/(decrease) of work-in-progress, stores	(0.90)	0.0%	47.46	0.9%	101.9%
Other operational expense	1,086.91	22.9%	1,059.02	20.4%	-2.6%
Depreciation and amortization expense	194.15	4.1%	223.54	4.3%	13.2%
Finance cost	4.13	0.1%	6.04	0.1%	31.5%
<b>Total Expenses</b>	<b>4,527.46</b>	<b>95.3%</b>	<b>4,664.20</b>	<b>89.7%</b>	<b>2.9%</b>
<b>Profit/(loss) before tax</b>	<b>397.28</b>	<b>8.4%</b>	<b>799.48</b>	<b>15.4%</b>	<b>-50.3%</b>
Tax Expenses	77.69	1.6%	159.40	3.1%	51.3%
<b>Profit After Tax</b>	<b>319.59</b>	<b>6.7%</b>	<b>640.08</b>	<b>12.3%</b>	<b>-50.1%</b>



# Balance Sheet Summary - Consolidated

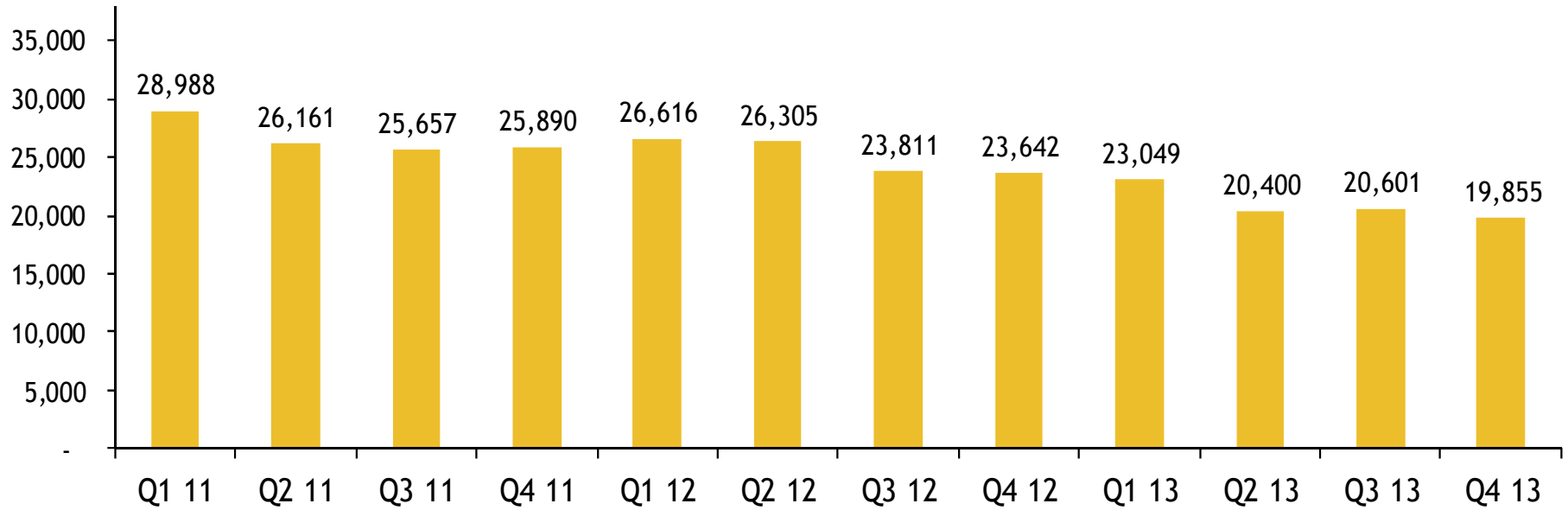
(₹. Million)

	March 31, 2013	%	March 31, 2012	%
<b>EQUITY AND LIABILITIES</b>				
Share Capital	209.60	4.2%	260.11	4.7%
Reserves and surplus	3,983.07	79.0%	4,333.27	77.6%
Share application money pending allotment	3.02	0.1%	1.33	0.0%
Non-current liabilities	79.88	1.7%	48.00	0.9%
Current liabilities	769.34	15.3%	938.88	16.8%
<b>Total</b>	<b>5,044.91</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)	1,229.07	24.4%	1,356.41	24.3%
Non current investments	230.78	4.6%	190.76	3.4%
Deferred tax assets (net)	108.89	2.2%	100.72	1.8%
Other Non current assets	595.59	11.8%	579.66	10.4%
<i>Current assets</i>				
Current investments	1,160.65	23.0%	1,476.20	26.4%
Inventories	34.54	0.7%	28.83	0.5%
Trade receivables	902.36	17.9%	1,019.68	18.3%
Cash and bank balances	329.17	6.5%	368.63	6.6%
Other current assets	453.86	9.0%	460.70	8.3%
<b>Total</b>	<b>5,044.91</b>	<b>100.0%</b>	<b>5,581.59</b>	<b>100.0%</b>



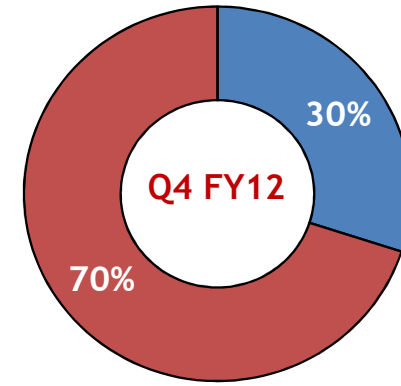
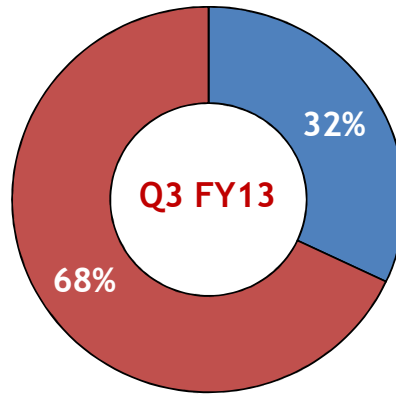
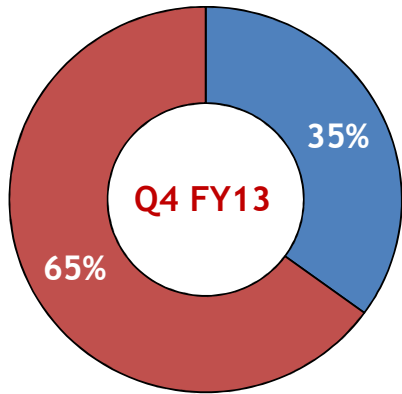
# Revenue trend: Services (Consolidated)

(KUS\$)



# Services Metrics

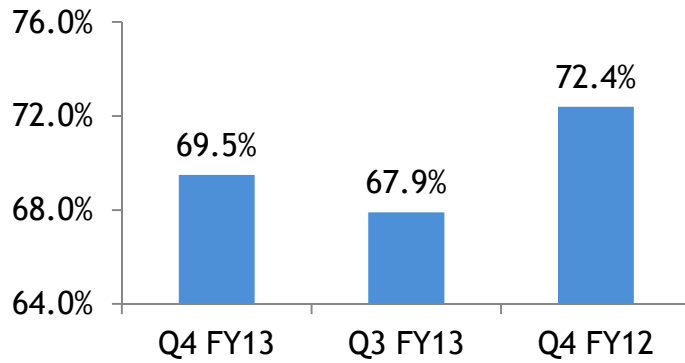
## Services Revenue Mix - Delivery



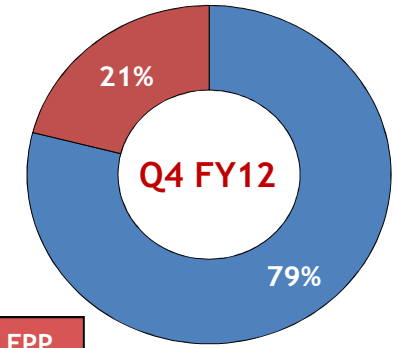
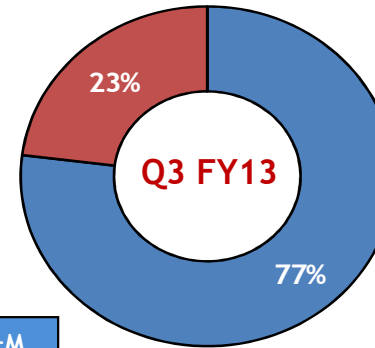
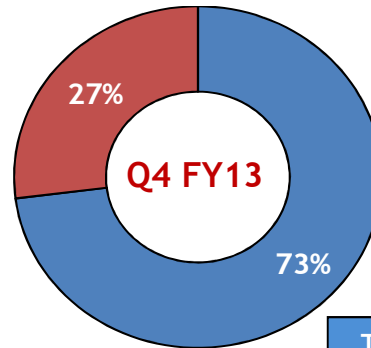
Offshore

Onsite

## Services Utilization



## Services Revenue Mix - Project Type



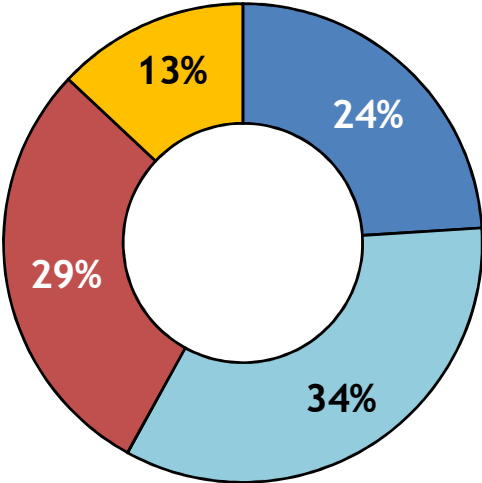
T&M

FPP

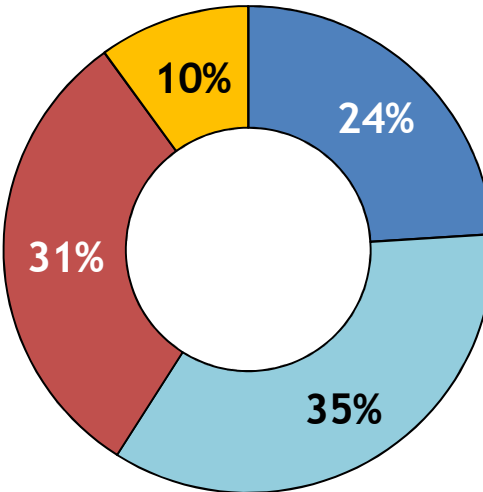


# Geography Wise Revenue

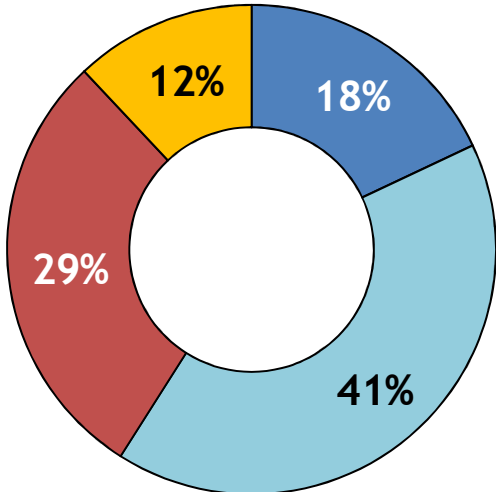
Q4 FY13



Q3 FY13

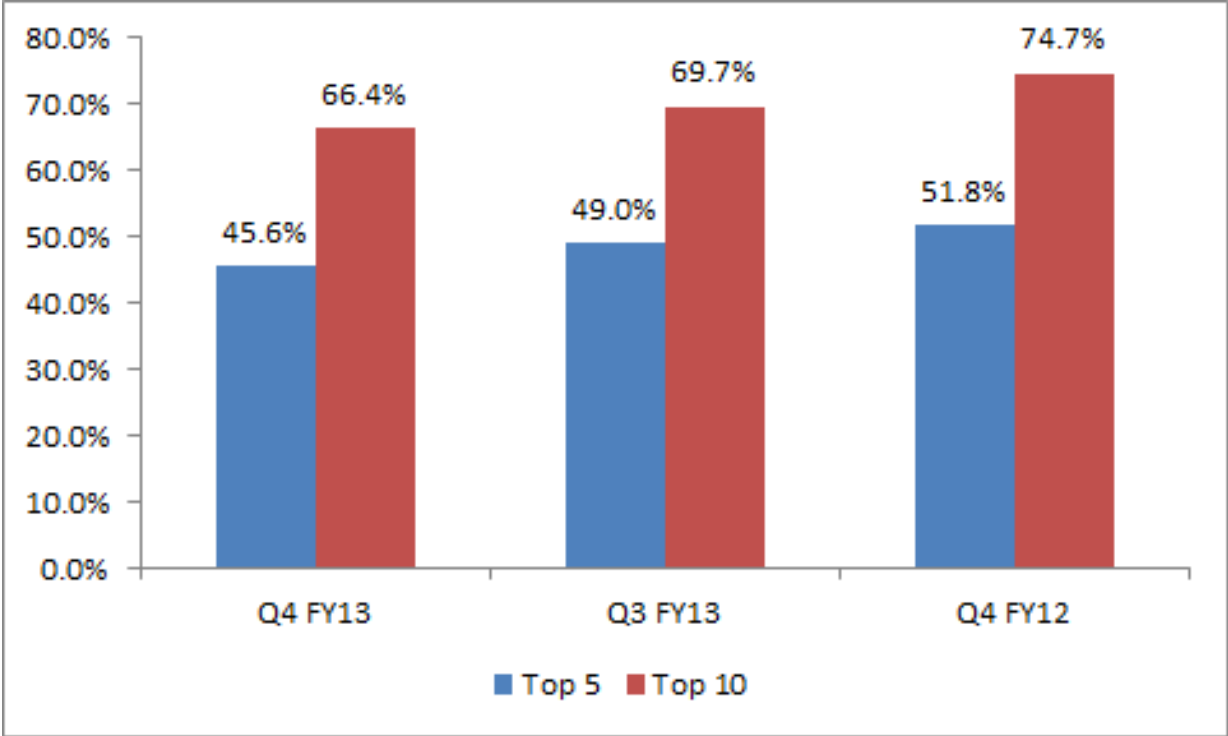


Q4 FY12



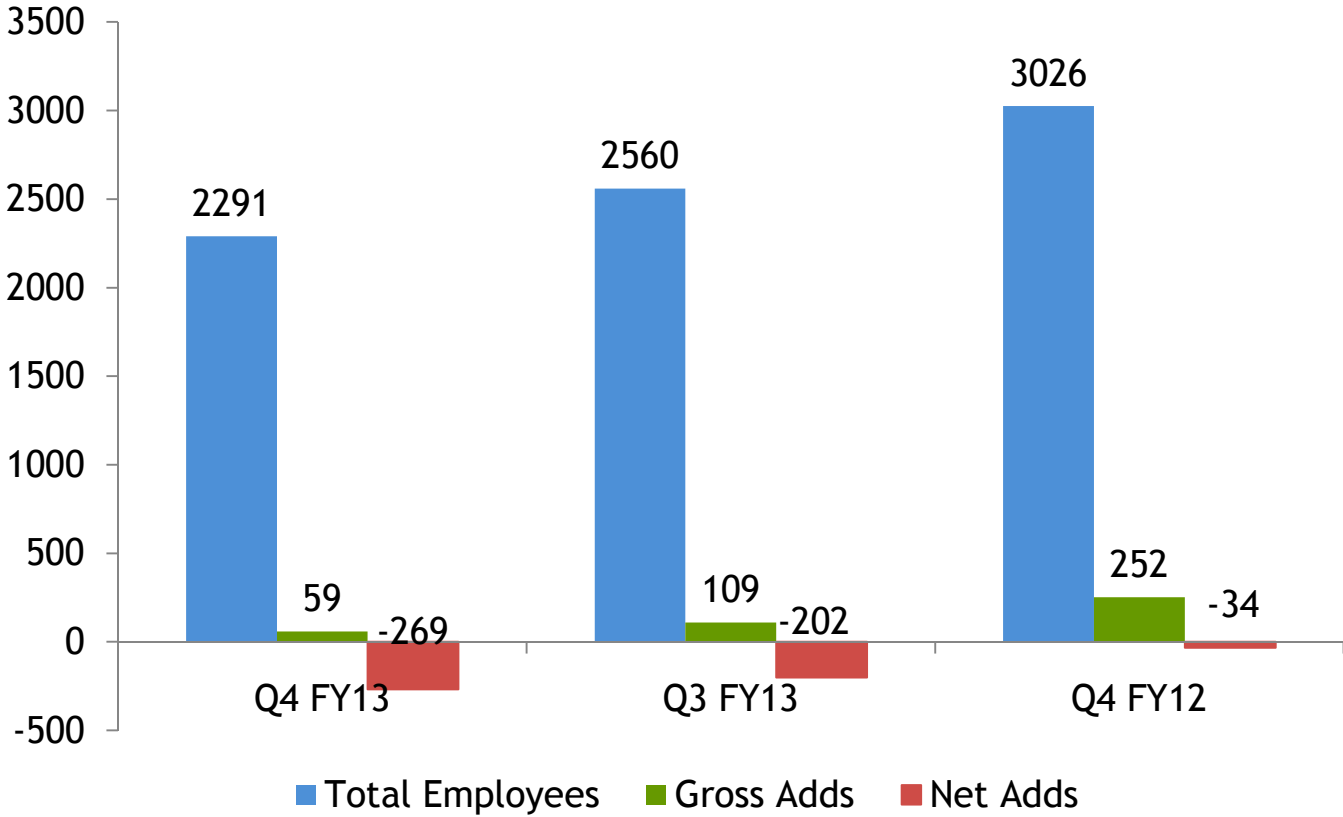
North America EMEA India APAC

# Customer Concentration





# Human Resources Metrics



Attrition %	Q4 FY13	Q3 FY13	Q4 FY12
Attrition LTM %	34.7%	33.3%	30.7%
Annualised Attrition Quarterly %	36.8%	28.7%	30.9%

Thank You

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