

Consolidated Results

for quarter ended June 30, 2015



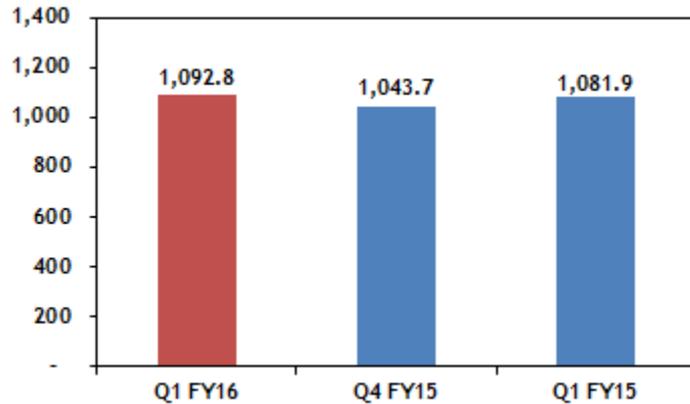
Safe Harbor Clause

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. In the following slides, Services refers to Software Services, Products refers to Software Products. Previous period/year amounts have been re-grouped /re-arranged, wherever necessary to conform to the current period's/year's presentation.



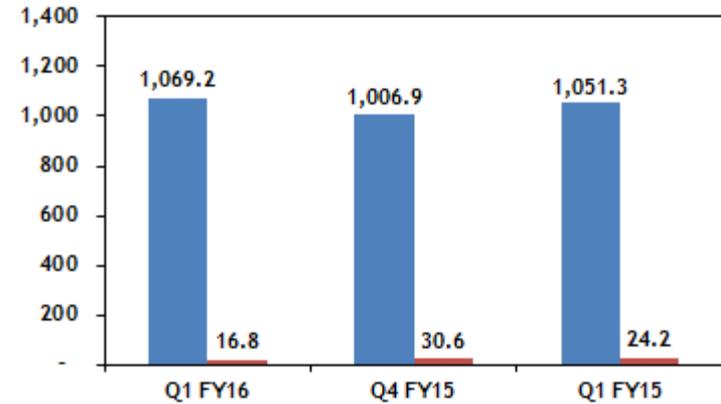
Performance Snapshot - Q1 FY16 - Consolidated

Consolidated Revenues (₹. Million)



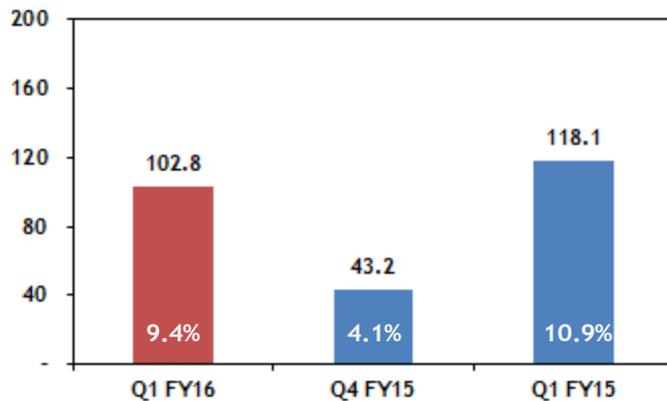
QoQ Growth: 4.7% ; YoY Growth: 1.0%

Services - Products Revenue Mix (₹. Million)



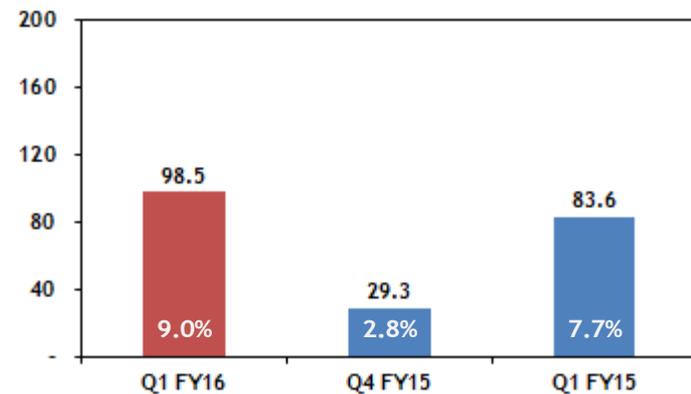
Services - QoQ: 6.2%; YoY: 1.7%
Products - QoQ: -44.9%; YoY: -30.2%

Consolidated EBITDA (₹. Million)



QoQ Growth: 137.7%; YoY Growth: -12.9%

Consolidated PAT *incl. exceptional item* (₹. Million)



QoQ Growth: 236.7%; YoY Growth: 17.9%

Income Statement Summary - Q1 FY16 - Consolidated

(₹. Million)

	Q1 FY16	%	Q4 FY15	%	Q1 FY15	%	Growth over	
							Q4 FY15	Q1 FY15
Revenues	1,092.78	100.0%	1,043.74	100.0%	1,081.94	100.0%	4.7%	1.0%
Cost of Revenue	767.12	70.2%	819.86	78.6%	774.35	71.6%	6.4%	0.9%
Gross Profit	325.66	29.8%	223.88	21.4%	307.59	28.4%	45.5%	5.9%
SG&A	222.85	20.4%	180.63	17.3%	189.53	17.5%	-23.4%	-17.6%
EBITDA	102.81	9.4%	43.25	4.1%	118.06	10.9%	137.7%	-12.9%
Depreciation and amortisation expense	17.32	1.6%	17.67	1.7%	35.21	3.3%	2.0%	50.8%
EBIT	85.49	7.8%	25.58	2.4%	82.85	7.6%	234.2%	3.2%
Other Income	64.79	5.9%	68.98	6.6%	24.06	2.2%	-6.1%	169.3%
Interest Expense	0.09	0.0%	0.24	0.0%	0.41	0.0%	62.5%	78.0%
PBT before exceptional items	150.19	13.7%	94.31	9.0%	106.50	9.8%	59.3%	41.0%
Exeptional Items	-		34.90	3.3%	-		-100.0%	
PBT after exceptional items	150.19	13.7%	59.42	5.7%	106.50	9.8%	152.8%	41.0%
Taxes	51.65	4.7%	30.14	2.9%	22.89	2.1%	-71.4%	-125.6%
PAT	98.54	9.0%	29.27	2.8%	83.61	7.7%	236.7%	17.9%

Segmental Results - Q1 FY16 - Consolidated

(₹. Million)

	Q1 FY16	Q4 FY15	Q1 FY15	Growth over	
				Q4 FY15	Q1 FY15
				(QoQ)	(YoY)
Revenues	1,092.78	1,043.74	1,081.94	4.7%	1.0%
Services	1,069.21	1,006.91	1,051.28	6.2%	1.7%
Products	16.85	30.58	24.15	-44.9%	-30.2%
Others	6.72	6.25	6.51	7.5%	3.2%
EBITDA	102.81	43.25	118.06	137.7%	-12.9%
Services	119.89	70.67	118.51	69.6%	1.2%
Products	(17.14)	(13.25)	(0.05)	-29.4%	-34180.0%
Others	0.06	(14.18)	(0.40)	100.4%	115.0%
EBITDA %	9.4%	4.1%	10.9%		
Services	11.2%	7.0%	11.3%		
Products	-101.7%	-43.3%	-0.2%		
Others	0.8%	-226.7%	-6.1%		
Depreciation and Amortization %	1.6%	1.7%	3.3%		
Services	1.6%	1.7%	3.2%		
Products	3.8%	1.9%	4.6%		
Others	0.3%	0.9%	0.7%		
EBIT%	7.8%	2.4%	7.6%		
Services	9.6%	5.3%	8.1%		
Products	-105.5%	-45.2%	-4.8%		
Others	0.5%	-227.6%	-6.8%		



Income Statement Summary - Q1 FY16 - Consolidated

Nature wise

(₹. Million)

Particulars	Q1 FY16	%	Q4 FY15	%	Q1 FY15	%	Growth over	
							Q4 FY15	Q1 FY15
Revenue from Operations	1,092.78	100.0%	1,043.74	100.0%	1,081.94	100.0%	4.7%	1.0%
Other Income	64.79	5.9%	68.98	6.6%	24.06	2.2%	-6.1%	169.3%
Total Revenue	1,157.57	105.9%	1,112.72	106.6%	1,106.00	102.2%	4.0%	4.7%
Employee benefit expense	797.48	73.0%	766.11	73.4%	779.27	72.0%	-4.1%	-2.3%
Increase/(decrease) of work-in-progress, stores	(1.39)	-0.1%	12.11	1.2%	7.06	0.7%	111.5%	119.7%
Other expenses	193.88	17.7%	222.28	21.3%	177.54	16.4%	12.8%	-9.2%
Depreciation and amortization expense	17.32	1.6%	17.67	1.7%	35.21	3.3%	2.0%	50.8%
Finance cost	0.09	0.0%	0.24	0.0%	0.41	0.0%	62.5%	78.0%
Total Expenses	1,007.38	92.2%	1,018.41	97.6%	999.49	92.4%	1.1%	-0.8%
Profit/(loss) before tax	150.19	13.7%	94.31	9.0%	106.50	9.8%	59.3%	41.0%
Exceptional Items	-	0.0%	34.90	3.3%			-100.0%	
PBT after exceptional items	150.19	13.7%	59.41	5.7%	106.50	9.8%	152.8%	41.0%
Tax Expenses	51.65	4.7%	30.14	2.9%	22.89	2.1%	-71.4%	-125.6%
Profit After Tax	98.54	9.0%	29.27	2.8%	83.61	7.7%	236.7%	17.9%



Balance Sheet Summary - Consolidated

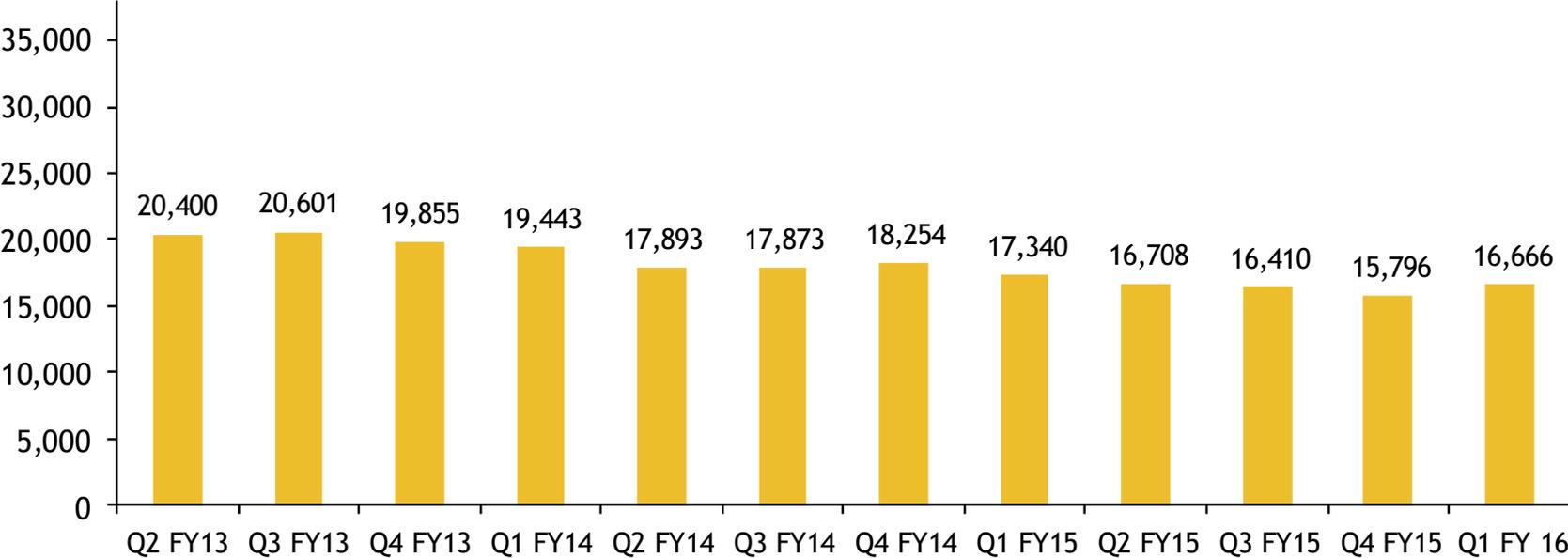
(₹. Million)

	June 30, 2016	%	March 31, 2015	%
EQUITY AND LIABILITIES				
Share Capital	213.58	3.8%	213.45	3.8%
Reserves and surplus	4,348.15	78.3%	4,255.97	76.2%
Non current liabilities	71.27	1.3%	69.09	1.2%
Current liabilities	922.73	16.6%	1,050.98	18.8%
Total	5,555.73	100.0%	5,589.49	100.0%
ASSETS				
<i>Non current assets</i>				
Fixed assets (net)	413.58	7.4%	424.62	7.6%
Non current investments	959.06	17.3%	723.13	12.9%
Deferred tax assets (net)	103.99	1.9%	127.57	2.3%
Other Non current assets	723.32	13.0%	703.08	12.6%
<i>Current assets</i>				
Current investments	878.35	15.8%	1,228.38	22.0%
Inventories	6.65	0.1%	4.50	0.1%
Trade receivables	705.91	12.7%	699.29	12.5%
Cash and bank balances	1,286.58	23.2%	1,258.97	22.5%
Other current assets	478.28	8.6%	419.96	7.5%
Total	5,555.73	100.0%	5,589.49	100.0%



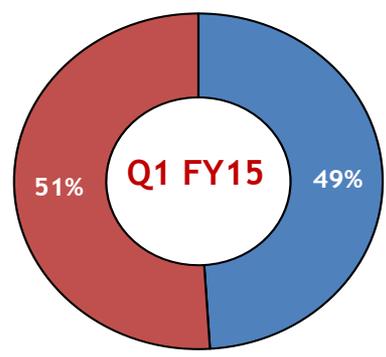
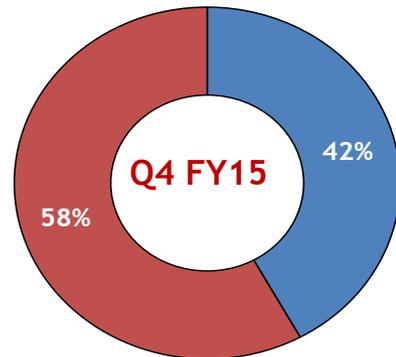
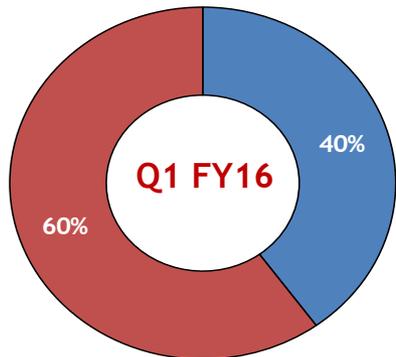
Revenue trend: Services (Consolidated)

(KUS\$)



Services Metrics

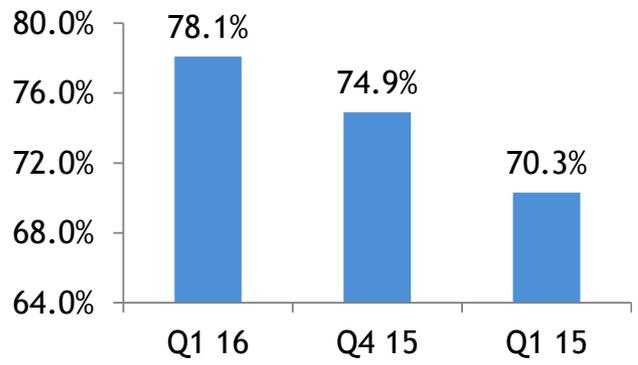
Services Revenue Mix - Delivery



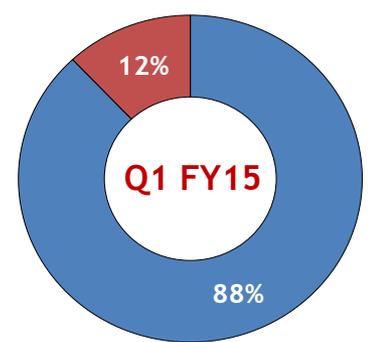
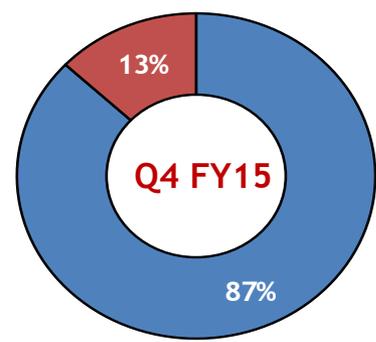
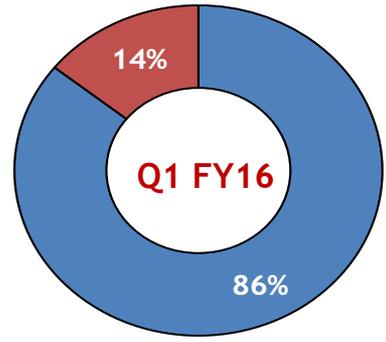
Offshore

Onsite

Services Utilization



Services Revenue Mix - Project Type



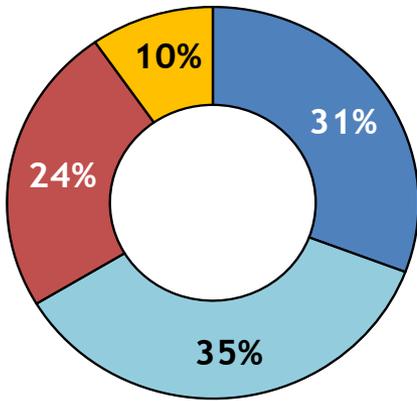
T&M

FPP

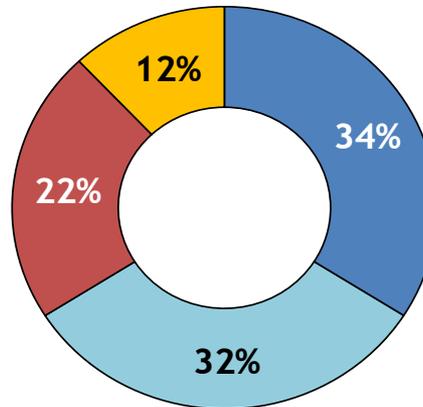


Geography Wise Revenue

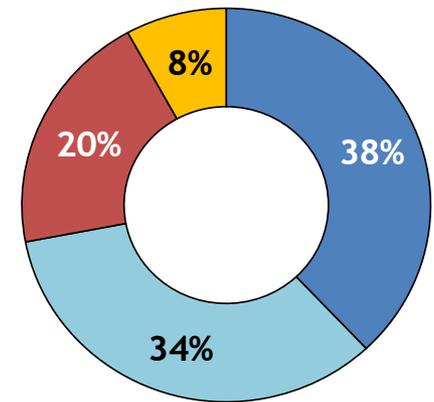
Q1 FY16



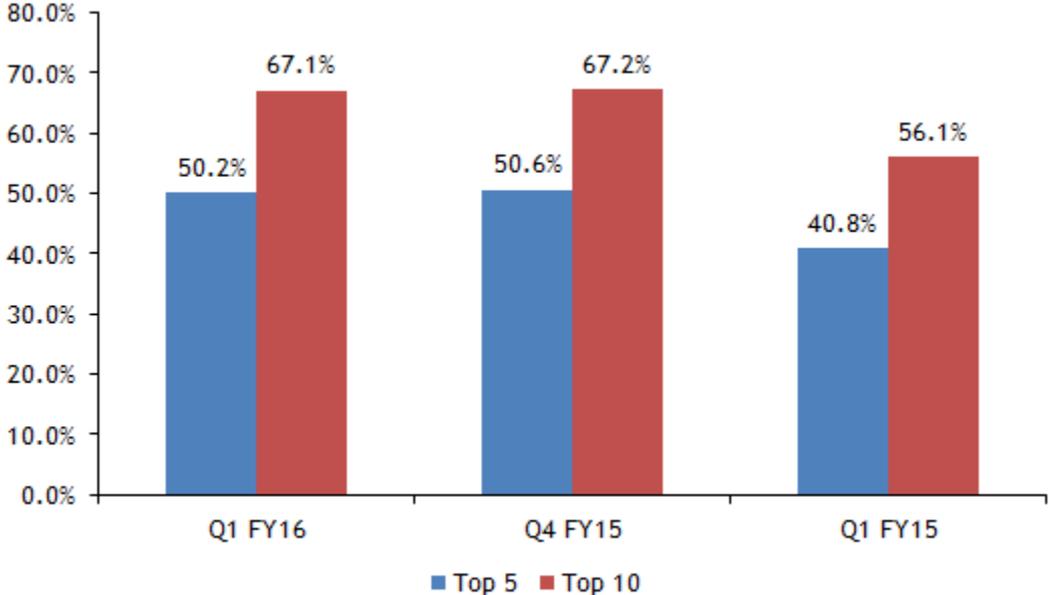
Q4 FY15



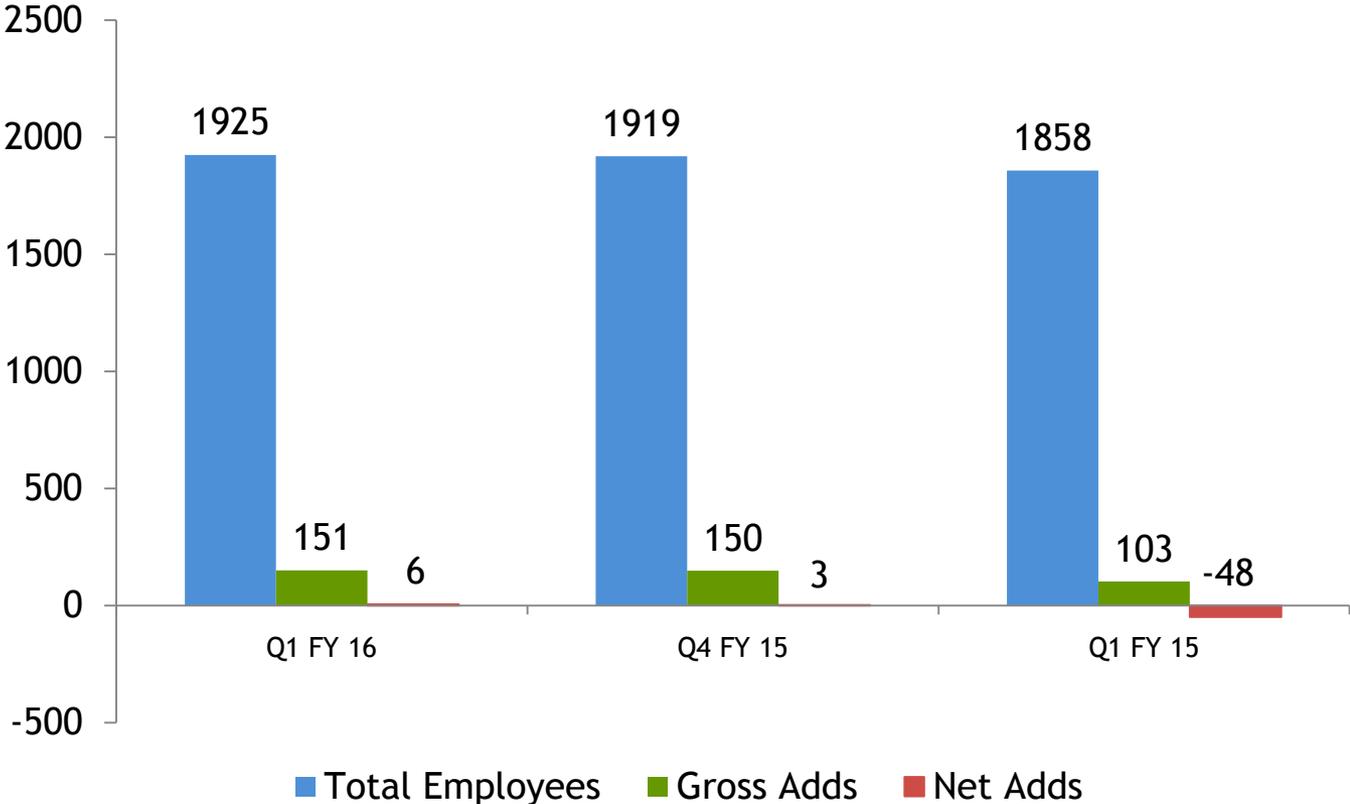
Q1 FY15



Customer Concentration



Human Resources Metrics



Attrition %	Q1 FY16	Q4 FY15	Q1 FY15
Attrition LTM %	23.7%	23.8%	29.3%
Annualised Attrition Quarterly %	24.9%	25.0%	25.5%



Thank You

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