

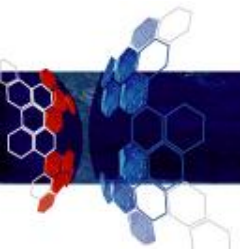
The background features a dark blue horizontal band with a grid of white and red dots. On the left, there are stylized hexagonal patterns in red, blue, and white, resembling a molecular or network structure.

Consolidated Results - Q3 FY12



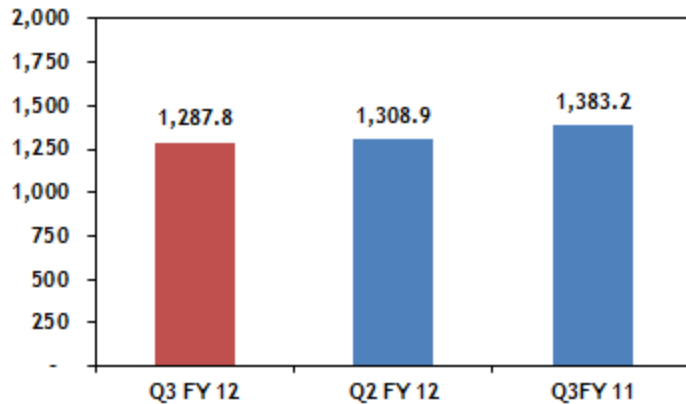
Safe Harbor Clause

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 amounts have been re-grouped /re-arranged, wherever necessary to conform to the current period's presentation.

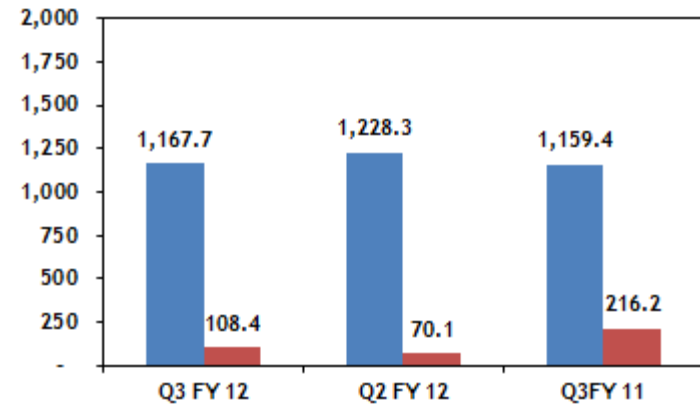


Performance Snapshot - Q3 FY12 - Consolidated

Consolidated Revenues (₹. Million)



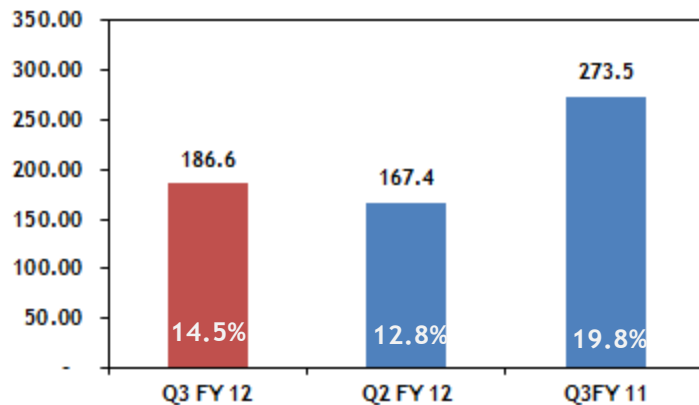
Services - Products Revenue Mix (₹. Million)



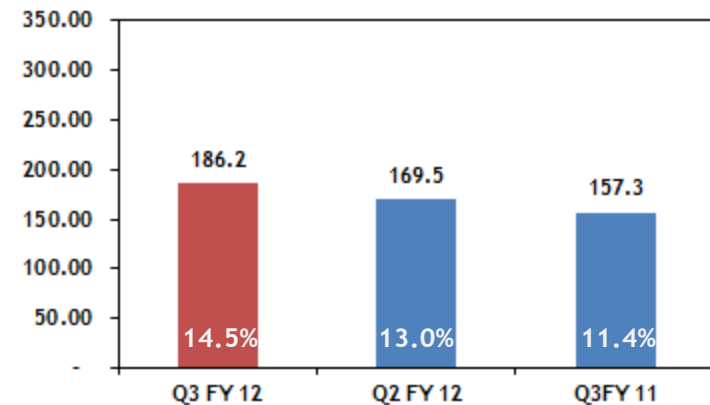
QoQ Growth: -1.6%; YoY Growth: -6.9%

Services - QoQ: -4.9%; YoY: 0.7%
Products - QoQ: 54.6%; YoY: -49.9%

Consolidated EBITDA (₹. Million)



Consolidated Profit After Tax (₹. Million)



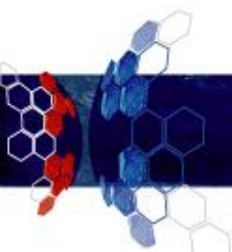
QoQ Growth: 11.5%; YoY Growth: -31.8%

QoQ Growth: 9.8%; YoY Growth: 18.4%

Income Statement Summary - Q3 FY12 - Consolidated

(₹. Million)

	Q3 FY12	%	Q2 FY12	%	Q3 FY11	%	Growth over	
							Q2 FY12	Q3 FY11
Revenues	1,287.75	100.0%	1,308.91	100.0%	1,383.17	100.0%	-1.6%	-6.9%
Cost of Revenue	914.16	71.0%	932.27	71.2%	921.34	66.6%	1.9%	0.8%
Gross Profit	373.59	29.0%	376.63	28.8%	461.83	33.4%	-0.8%	-19.1%
SG&A	186.95	14.5%	209.27	16.0%	188.33	13.6%	10.7%	0.7%
EBITDA	186.64	14.5%	167.36	12.8%	273.50	19.8%	11.5%	-31.8%
Depreciation	52.18	4.1%	66.73	5.1%	67.96	4.9%	21.8%	23.2%
Amortization					15.21	1.1%		100.0%
EBIT	134.46	10.4%	100.63	7.7%	190.33	13.8%	33.6%	-29.4%
Other Income	87.02	6.8%	108.57	8.3%	24.20	1.7%	-19.8%	259.6%
Interest	1.61	0.1%	1.42	0.1%	2.52	0.2%	-13.4%	36.1%
PBT	219.88	17.1%	207.78	15.9%	212.01	15.3%	5.8%	3.7%
Taxes	33.68	2.6%	38.27	2.9%	54.70	4.0%	12.0%	38.4%
PAT	186.20	14.5%	169.51	13.0%	157.31	11.4%	9.8%	18.4%



Segmental Results - Q3 FY12 - Consolidated

(₹. Million)

	Q3 FY12	Q2 FY12	Q3 FY11	Growth over	
				Q2 FY12	Q3 FY11
				(QoQ)	(YoY)
Revenues	1,287.75	1,308.91	1,383.17	-1.6%	-6.9%
Services	1,167.69	1,228.33	1,159.35	-4.9%	0.7%
Products	108.38	70.12	216.23	54.6%	-49.9%
Automotive, Utilities and Industrial	11.69	10.46	7.59	11.8%	54.0%
EBITDA	186.64	167.36	273.50	11.5%	-31.8%
Services	144.35	154.79	129.86	-6.7%	11.2%
Products	46.95	21.11	154.85	122.4%	-69.7%
Automotive, Utilities and Industrial	(4.66)	(8.53)	(11.21)	-45.4%	-58.4%
EBITDA %	14.5%	12.8%	19.8%		
Services	12.4%	12.6%	11.2%		
Products	43.3%	30.1%	71.6%		
Automotive, Utilities and Industrial	-39.9%	-81.6%	-147.7%		
Depreciation and Amortization %	4.1%	5.1%	6.0%		
Services	4.3%	5.3%	5.6%		
Products	1.3%	2.2%	8.2%		
Automotive, Utilities and Industrial	2.6%	3.5%	6.9%		
EBIT%	10.4%	7.7%	13.8%		
Services	8.0%	7.3%	5.6%		
Products	42.0%	27.9%	63.4%		
Automotive, Utilities and Industrial	-42.5%	-85.1%	-154.6%		

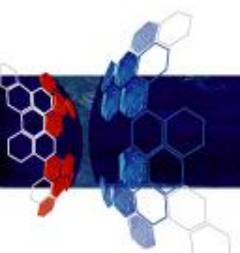


Income Statement Summary - Q3 FY12 - Consolidated

Revised Format

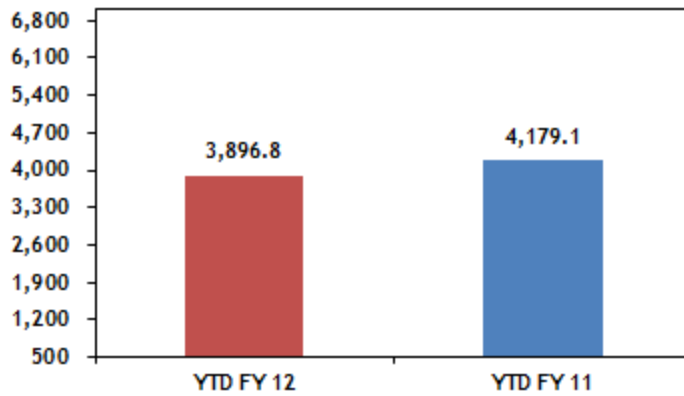
(₹. Million)

Particulars	Q3 FY12	%	Q2 FY12	%	Q3 FY11	%	Growth over	
							Q2 FY12	Q3 FY11
Revenue from Operations	1,287.75	100.0%	1,308.91	100.0%	1,383.17	100.0%	-1.6%	-6.9%
Other Income	87.02	6.8%	108.57	8.3%	24.20	1.7%	-19.8%	259.6%
Total Revenue	1,374.77	106.8%	1,417.48	108.3%	1,407.37	101.7%	-3.0%	-2.3%
Employee benefit expense	836.13	64.9%	873.11	66.7%	816.87	59.1%	4.2%	-2.4%
Increase/(decrease) of work-in-progress, stores	4.83	0.4%	10.99	0.8%	1.79	0.1%	56.1%	-169.8%
Other operational expense	260.15	20.2%	257.44	19.7%	291.01	21.0%	-1.1%	10.6%
Depreciation and amortization expense	52.18	4.1%	66.74	5.1%	83.17	6.0%	21.8%	37.3%
Finance cost	1.61	0.1%	1.42	0.1%	2.52	0.2%	-13.4%	36.1%
Total Expenses	1,154.90	89.7%	1,209.70	92.4%	1,195.36	86.4%	4.5%	3.4%
Profit/(loss) before tax	219.88	17.1%	207.78	15.9%	212.01	15.3%	5.8%	3.7%
Tax Expenses	33.68	2.6%	38.27	2.9%	54.70	4.0%	12.0%	38.4%
Profit After Tax	186.20	14.5%	169.51	13.0%	157.31	11.4%	9.8%	18.4%



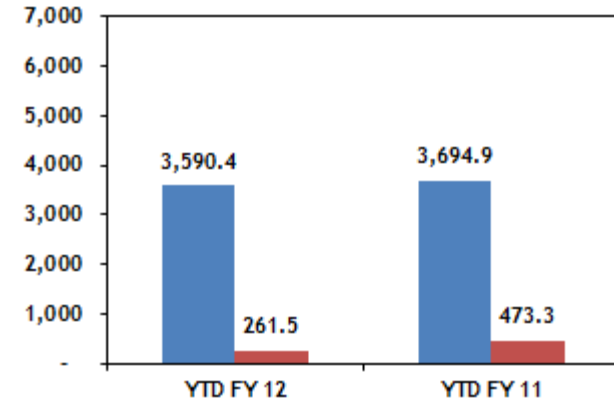
Performance Snapshot - YTD Q3 FY 12 - Consolidated

Consolidated Revenues (₹. Million)



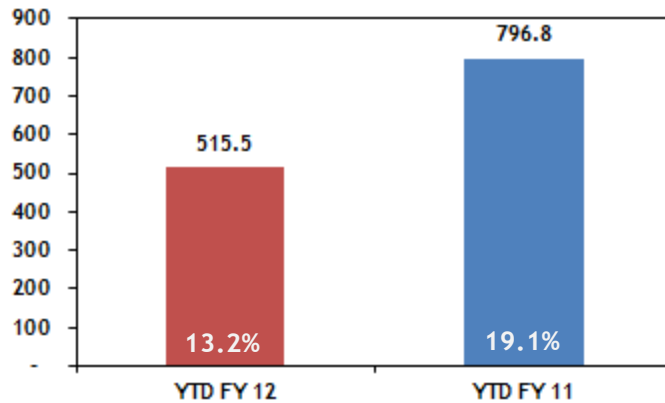
YoY Growth: -6.8%

Services - Products Revenue Mix (₹. Million)



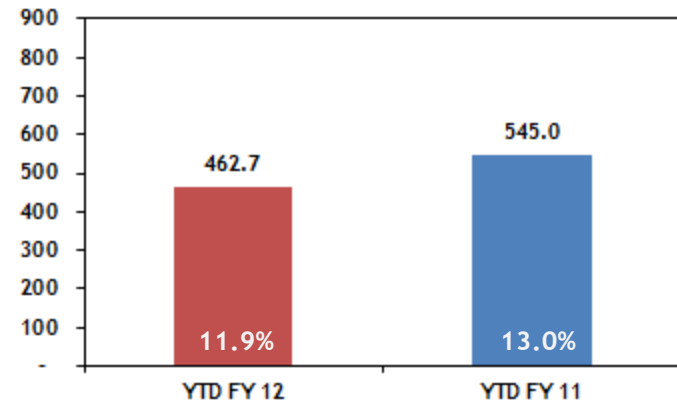
Services - YoY: -2.8%
Products - YoY: -44.7%

Consolidated EBITDA (₹. Million)



YoY Growth: -35.3%

Consolidated Profit After Tax (₹. Million)



YoY Growth: -15.1%

Income Statement Summary - YTD Q3 FY 12 - Consolidated

(₹. Million)

	YTD FY12	%	YTD FY11	%	Growth over YTD FY11
Revenues	3,896.84	100.0%	4,179.13	100.0%	-6.8%
Cost of Revenue	2,776.18	71.2%	2,798.55	67.0%	0.8%
Gross Profit	1,120.66	28.8%	1,380.58	33.0%	-18.8%
SG&A	605.21	15.5%	583.75	14.0%	-3.7%
EBITDA	515.45	13.2%	796.83	19.1%	-35.3%
Depreciation	172.18	4.4%	217.9	5.2%	21.0%
Amortization	-		49.12	1.2%	100.0%
EBIT	343.27	8.8%	529.80	12.7%	-35.2%
Other Income	226.61	5.8%	143.43	3.4%	58.0%
Interest	4.70	0.1%	9.47	0.2%	50.4%
PBT	565.19	14.5%	663.76	15.9%	-14.9%
Taxes	102.46	2.6%	118.75	2.8%	13.7%
PAT	462.73	11.9%	545.01	13.0%	-15.1%

Segmental Results - YTD Q3 FY12- Consolidated

(₹. Million)

	YTD FY12	YTD FY11	Growth over YTD FY11 (YoY)
Revenues	3,896.84	4,179.13	-6.8%
Services	3,590.43	3,694.85	-2.8%
Products	261.49	473.28	-44.7%
Automotive, Utilities and Industrial	44.93	11.00	308.5%
EBITDA	515.45	796.83	-35.3%
Services	443.92	571.80	-22.4%
Products	90.55	264.92	-65.8%
Automotive, Utilities and Industrial	(19.01)	(39.89)	52.3%
EBITDA %	13.2%	19.1%	
Services	12.4%	15.5%	
Products	34.6%	56.0%	
Automotive, Utilities and Industrial	-42.3%	-362.6%	
Depreciation and Amortization %	4.4%	6.4%	
Services	4.6%	5.6%	
Products	1.8%	12.3%	
Utilities and Industrial	2.6%	11.7%	
EBIT%	8.8%	12.7%	
Services	7.7%	9.9%	
Products	32.8%	43.7%	
Automotive, Utilities and Industrial	-44.9%	-374.3%	



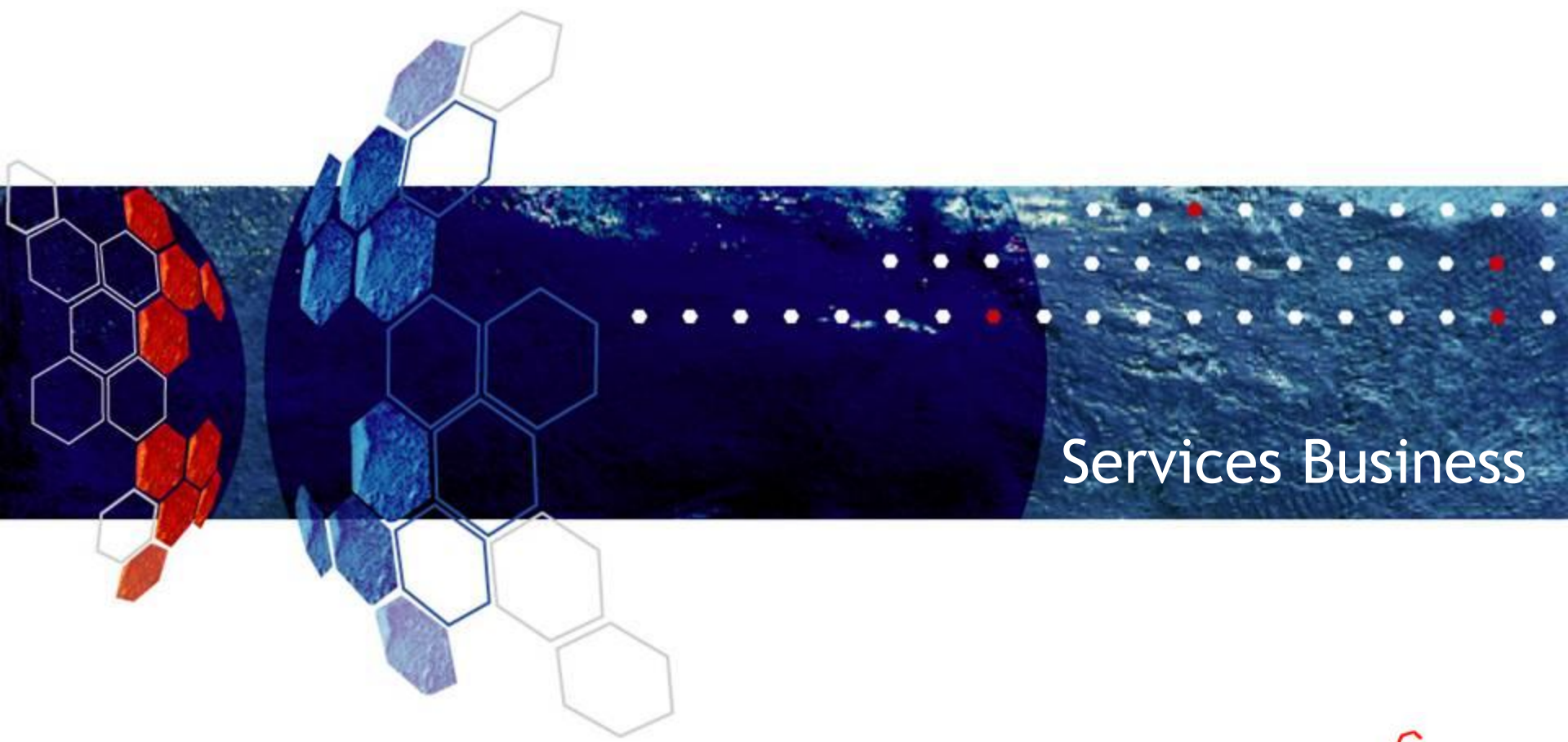
Balance Sheet Summary - Consolidated

(₹. Million)

	December 31, 2011	%	March 31, 2011	%
Liabilities				
Share capital (including share application)	258.76	5.8%	276.91	6.3%
ESOP Outstanding	77.44	1.7%	73.24	1.7%
Reserves & Surplus	4,074.79	91.5%	3,915.26	89.2%
Borrowing	40.98	0.9%	124.92	2.8%
Total Liabilities	4,451.97	100.0%	4,390.33	100.0%
Assets				
Net Fixed Assets	1,384.73	31.1%	1,340.16	30.5%
Investments	1,434.87	32.2%	1,487.25	33.9%
Deferred Tax Asset	106.37	2.4%	82.80	1.9%
Current Assets				
Cash and Bank Balances	543.91	12.2%	487.45	11.1%
Receivables	920.13	20.7%	970.39	22.1%
Other current assets	1,034.14	23.2%	1,115.43	25.4%
Total Current Assets	2,498.18	56.1%	2,573.27	58.6%
Current Liabilities & Provisions	(972.18)	-21.7%	(1,093.15)	-24.9%
Net Current Assets	1,526.00	34.3%	1,480.12	33.7%
Total Assets	4,451.97	100.0%	4,390.33	100.0%

Cash & cash equivalents as at December 31, 2011 - ₹ 1806.20 Million (as at March 31, 2011 - ₹ 1852.07 Million)



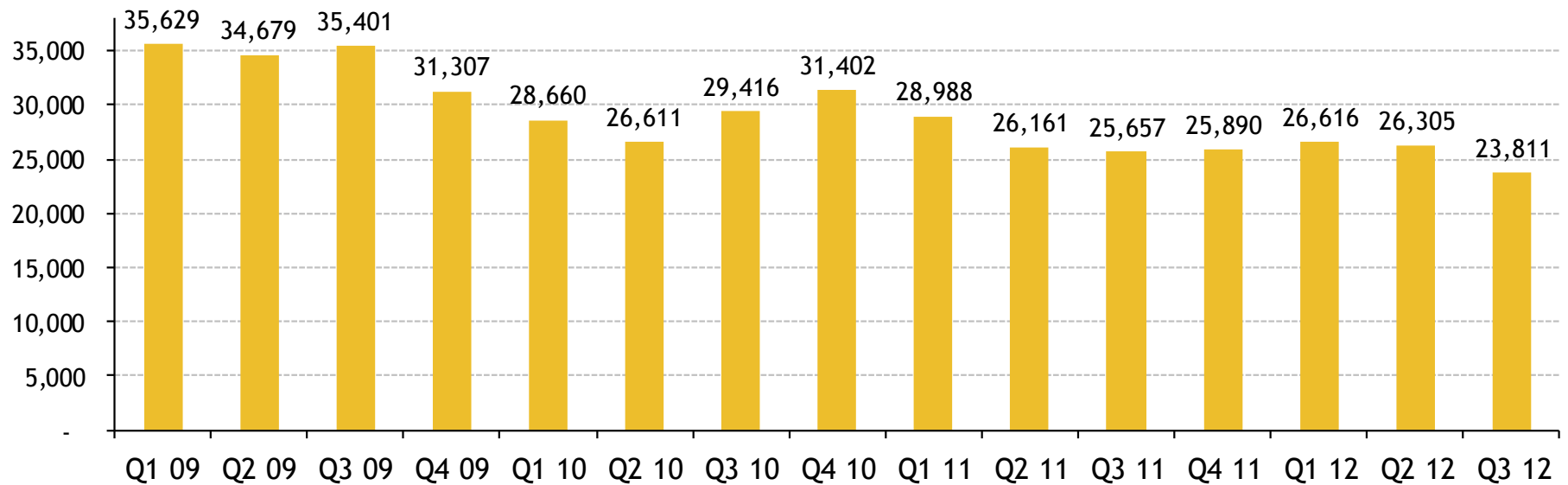


Services Business

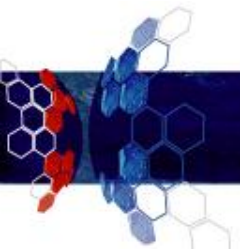


Revenue trend: Services (Consolidated)

(KUS\$)

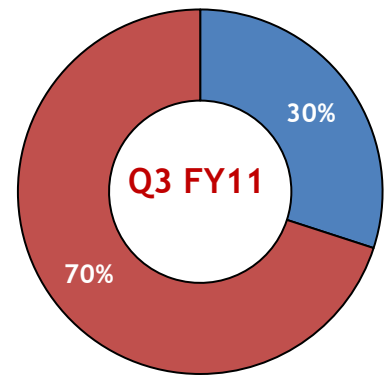
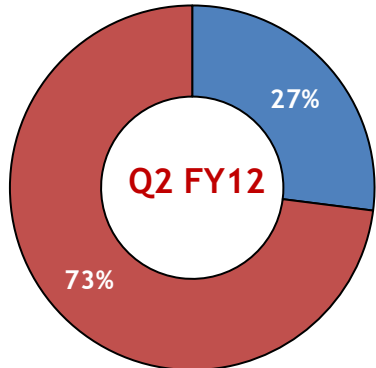
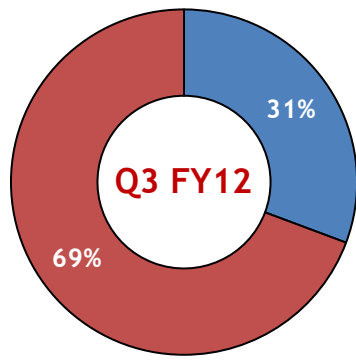


Services Revenue down 9.4% Q o Q and down 7.1% Y o Y in \$ terms



Services Metrics

Services Revenue Mix - Delivery

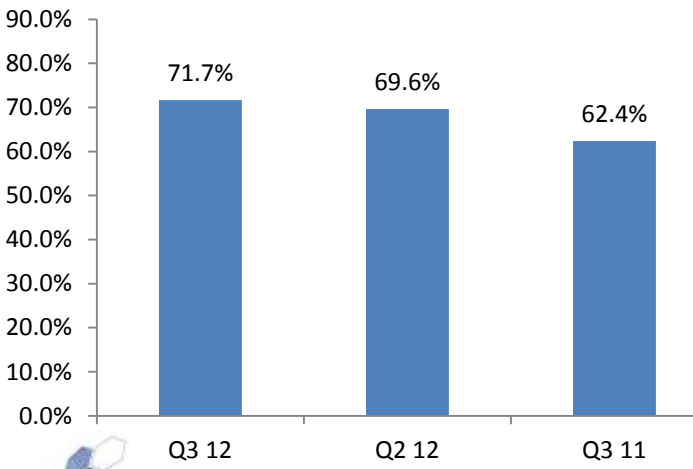


Offshore

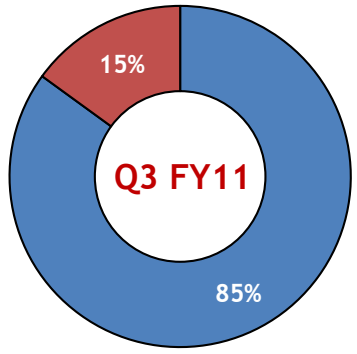
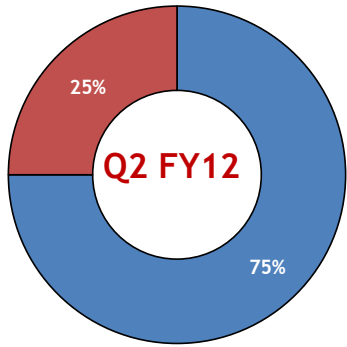
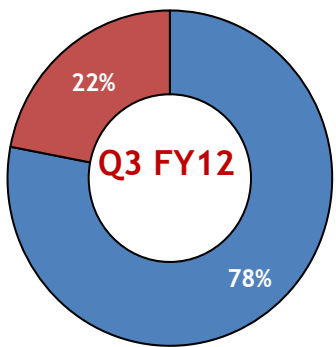


Onsite

Services Utilization



Services Revenue Mix - Project Type



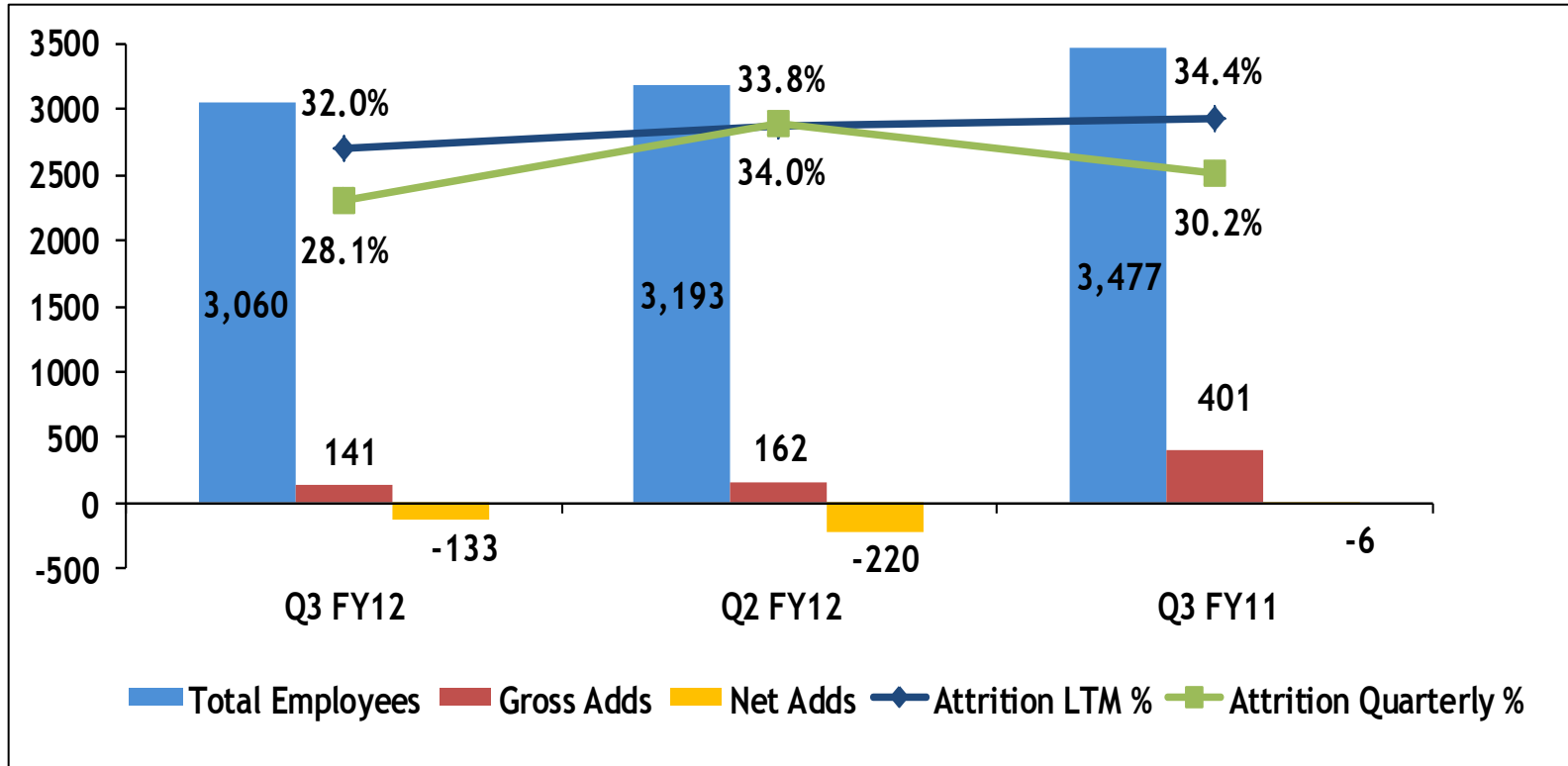
T&M



FPP



Human Resources Metrics



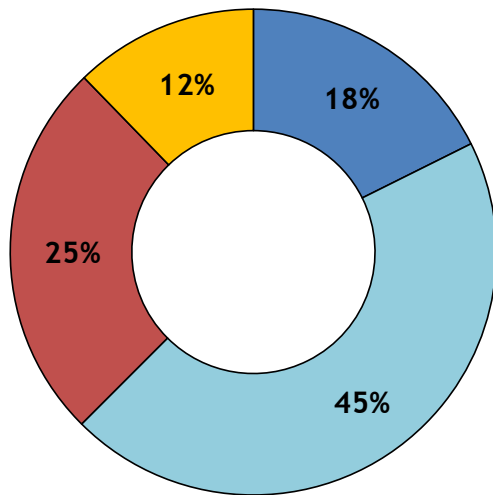
Voluntary Attrition Q3 FY12

LTM % : 32.0% Annualized Quarterly attrition % : 28.1%

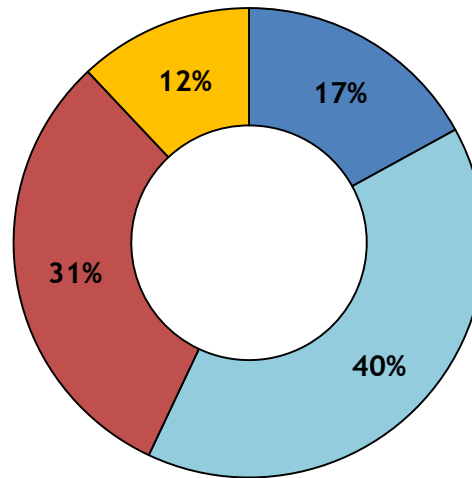


Geography Wise Revenue

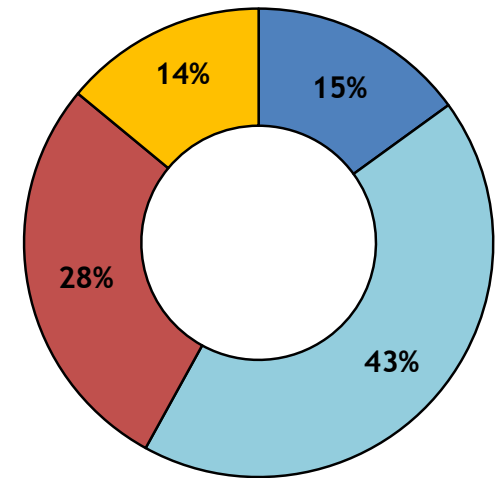
Q3 FY12



Q2 FY12

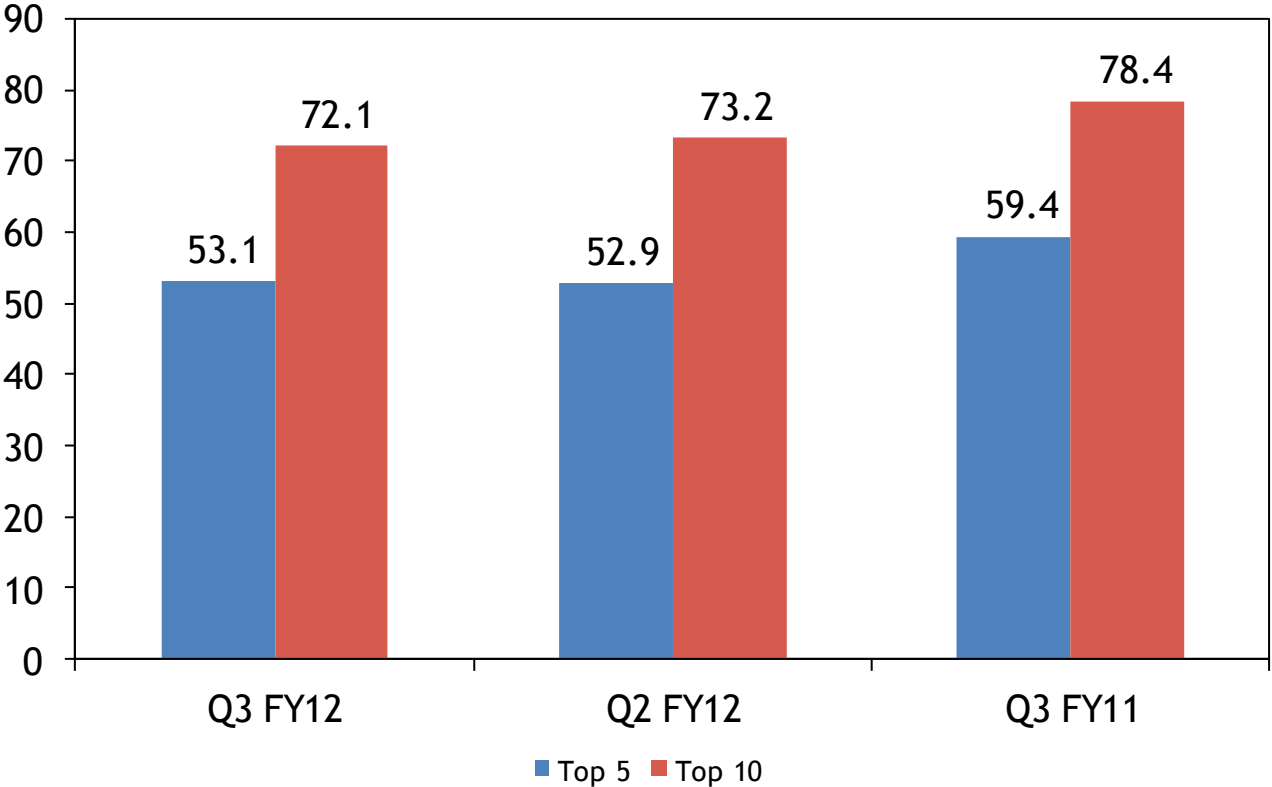


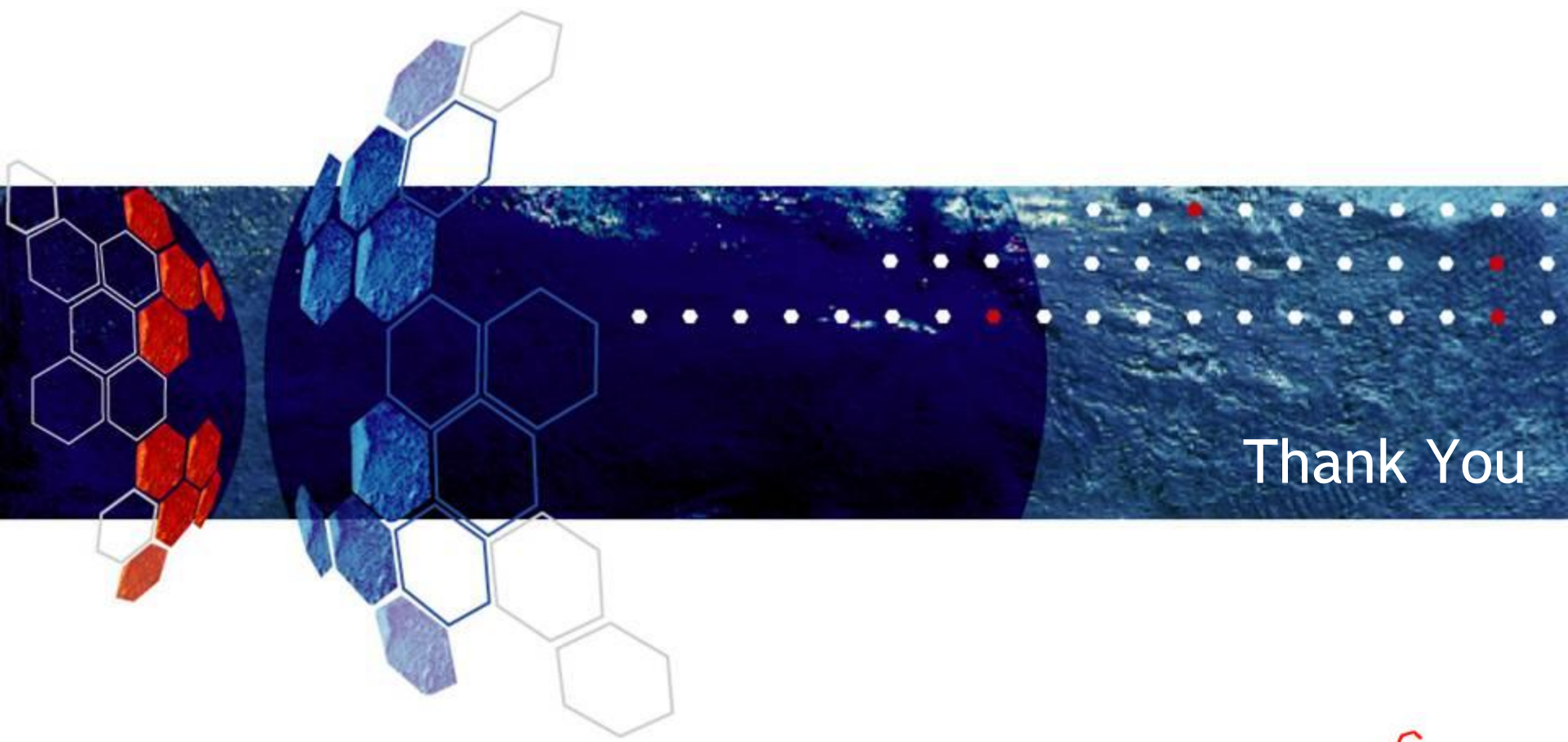
Q3 FY11



Customer Concentration

(in %)





Thank You

