

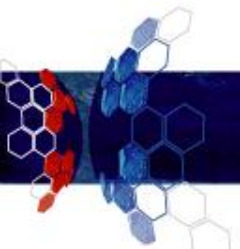
The background features a dark blue horizontal band with a grid of white and red dots. Above and below this band are stylized hexagonal patterns in red, blue, and white, resembling a molecular or network structure.

# Consolidated Results - FY12



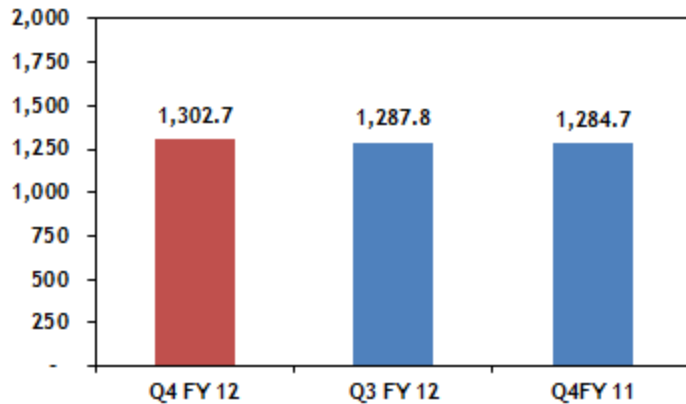
## Safe Harbor Clause

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



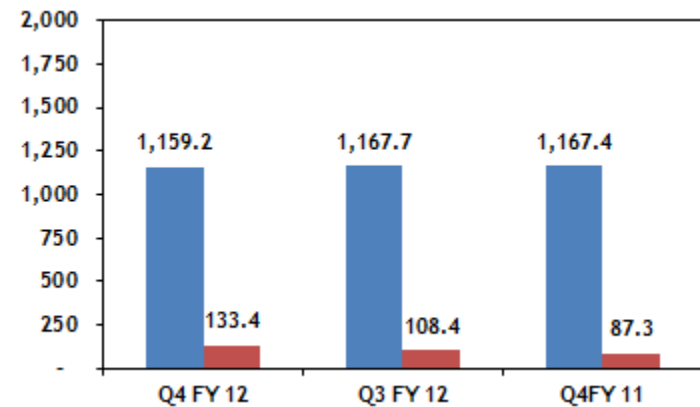
# Performance Snapshot - Q4 FY12 - Consolidated

Consolidated Revenues ( ₹. Million)



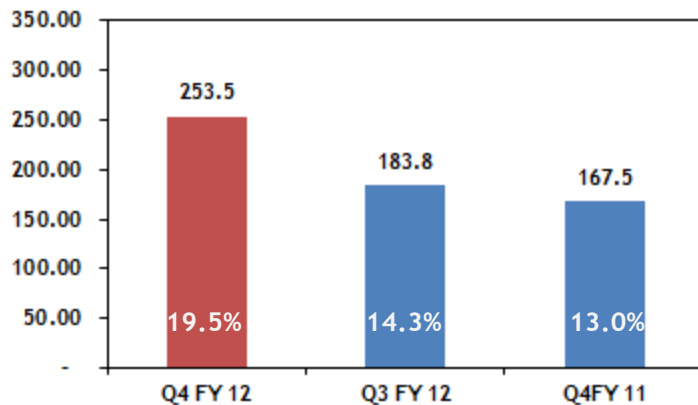
QoQ Growth: 1.2%; YoY Growth: 1.4%

Services - Products Revenue Mix ( ₹. Million)



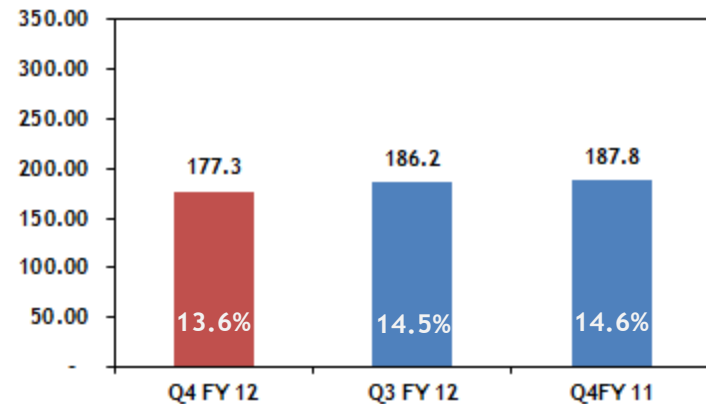
Services - QoQ: -0.7%; YoY: -0.7%  
Products - QoQ: 23.1%; YoY: 52.8%

Consolidated EBITDA ( ₹. Million)



QoQ Growth: 37.9%; YoY Growth: 51.4%

Consolidated Profit After Tax ( ₹. Million)

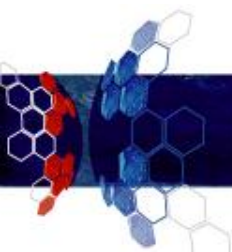


QoQ Growth: -4.8%; YoY Growth: -5.6%

# Income Statement Summary - Q4 FY12 - Consolidated

(₹. Million)

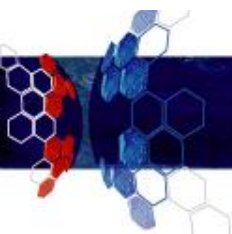
	Q4 FY12	%	Q3 FY12	%	Q4 FY11	%	Growth over	
							Q3 FY12	Q4 FY11
Revenues	1,302.74	100.0%	1,287.75	100.0%	1,284.66	100.0%	1.2%	1.4%
Cost of Revenue	877.15	67.3%	914.16	71.0%	923.55	71.9%	4.0%	5.0%
Gross Profit	425.59	32.7%	373.59	29.0%	361.11	28.1%	13.9%	17.9%
SG&A	172.08	13.2%	189.77	14.7%	193.62	15.1%	9.3%	11.1%
EBITDA	253.51	19.5%	183.82	14.3%	167.49	13.0%	37.9%	51.4%
Depreciation	51.36	3.9%	52.18	4.1%	54.63	4.3%	1.6%	6.0%
EBIT	202.15	15.5%	131.64	10.2%	112.86	8.8%	53.6%	79.1%
Other Income	33.47	2.6%	89.84	7.0%	37.32	2.9%	-62.7%	-10.3%
Interest	1.33	0.1%	1.61	0.1%	1.86	0.1%	17.4%	28.5%
PBT	234.29	18.0%	219.87	17.1%	148.32	11.5%	6.6%	58.0%
Taxes	56.94	4.4%	33.68	2.6%	(39.49)	-3.1%	-69.1%	-244.2%
PAT	177.35	13.6%	186.19	14.5%	187.81	14.6%	-4.8%	-5.6%



# Segmental Results - Q4 FY12 - Consolidated

(₹. Million)

	Q4 FY12	Q3 FY12	Q4 FY11	Growth over	
				Q3 FY12	Q4 FY11
				(QoQ)	(YoY)
<b>Revenues</b>	<b>1,302.74</b>	<b>1,287.75</b>	<b>1,284.66</b>	<b>1.2%</b>	<b>1.4%</b>
Services	1,159.17	1,167.69	1,167.42	-0.7%	-0.7%
Products	133.41	108.38	87.32	23.1%	52.8%
Automotive, Utilities and Industrial	10.16	11.69	29.92	-13.1%	-66.0%
<b>EBITDA</b>	<b>253.51</b>	<b>183.82</b>	<b>167.49</b>	<b>37.9%</b>	<b>51.4%</b>
Services	181.74	141.53	149.70	28.4%	21.4%
Products	79.19	46.95	31.26	68.7%	153.3%
Automotive, Utilities and Industrial	(7.42)	(4.66)	(13.47)	59.2%	-44.9%
<b>EBITDA %</b>	<b>19.5%</b>	<b>14.3%</b>	<b>13.0%</b>		
Services	15.7%	12.1%	12.8%		
Products	59.4%	43.3%	35.8%		
Automotive, Utilities and Industrial	-73.0%	-39.9%	-45.0%		
<b>Depreciation and Amortization %</b>	<b>3.9%</b>	<b>4.1%</b>	<b>4.3%</b>		
Services	4.3%	4.3%	4.5%		
Products	0.8%	1.3%	2.2%		
Automotive, Utilities and Industrial	2.2%	2.6%	1.6%		
<b>EBIT%</b>	<b>15.5%</b>	<b>10.2%</b>	<b>8.7%</b>		
Services	11.4%	7.8%	8.3%		
Products	58.6%	42.0%	33.6%		
Automotive, Utilities and Industrial	-75.2%	-42.5%	-46.6%		



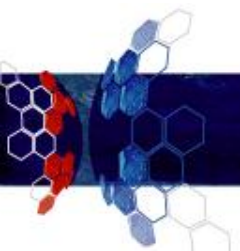


# Income Statement Summary - Q4 FY12 - Consolidated

## Revised Format

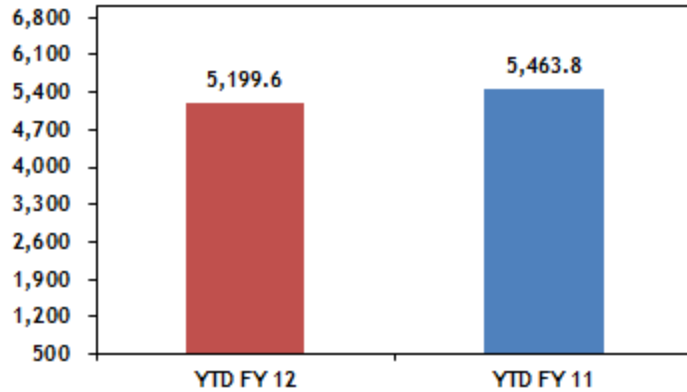
(₹. Million)

Particulars	Q4 FY12	%	Q3 FY12	%	Q4 FY11	%	Growth over	
							Q3 FY12	Q4 FY11
Revenue from Operations	1,302.74	100.0%	1,287.75	100.0%	1,284.66	100.0%	1.2%	1.4%
Other Income	33.47	2.6%	89.84	7.0%	37.32	2.9%	-62.7%	-10.3%
<b>Total Revenue</b>	<b>1,336.21</b>	<b>102.6%</b>	<b>1,377.59</b>	<b>107.0%</b>	<b>1,321.98</b>	<b>102.9%</b>	<b>-3.0%</b>	<b>1.1%</b>
Employee benefit expense	781.65	60.0%	836.13	64.9%	845.17	65.8%	6.5%	7.5%
Increase/(decrease) of work-in-progress, stores	15.40	1.2%	4.83	0.4%	13.34	1.0%	218.8%	-15.4%
Other expenses	252.18	19.4%	262.97	20.4%	258.67	20.1%	4.1%	2.5%
Depreciation and amortization expense	51.36	3.9%	52.18	4.1%	54.63	4.3%	1.6%	6.0%
Finance cost	1.33	0.1%	1.61	0.1%	1.86	0.1%	17.4%	28.5%
<b>Total Expenses</b>	<b>1,101.92</b>	<b>84.6%</b>	<b>1,157.72</b>	<b>89.9%</b>	<b>1,173.67</b>	<b>91.4%</b>	<b>4.8%</b>	<b>6.1%</b>
Profit/(loss) before tax	234.29	18.0%	219.88	17.1%	148.31	11.5%	6.6%	58.0%
Tax Expenses	56.94	4.4%	33.68	2.6%	(39.49)	-3.1%	-69.1%	-244.2%
<b>Profit After Tax</b>	<b>177.35</b>	<b>13.6%</b>	<b>186.20</b>	<b>14.5%</b>	<b>187.81</b>	<b>14.6%</b>	<b>-4.8%</b>	<b>-5.6%</b>



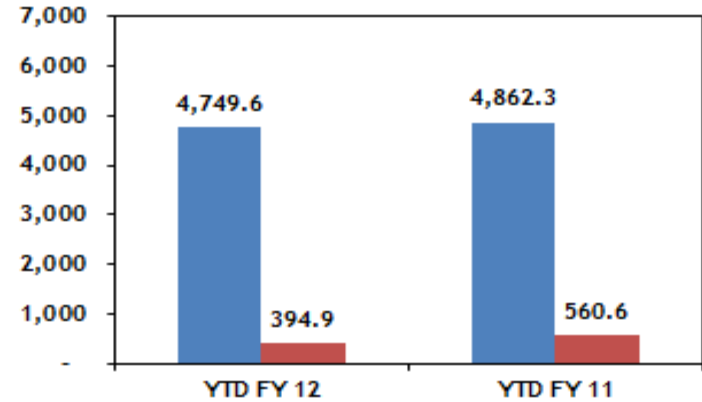
# Performance Snapshot - FY 12 - Consolidated

## Consolidated Revenues (₹. Million)



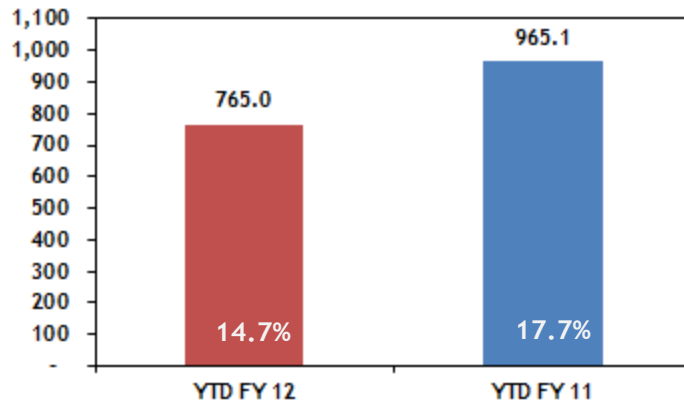
YoY Growth: -4.8%

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



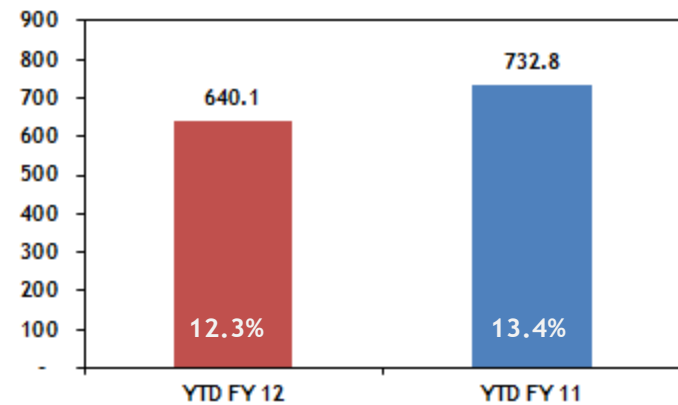
Services - YoY: -2.3%  
Products - YoY: -29.6%

## Consolidated EBITDA (₹. Million)



YoY Growth: -20.7%

## Consolidated Profit After Tax (₹. Million)

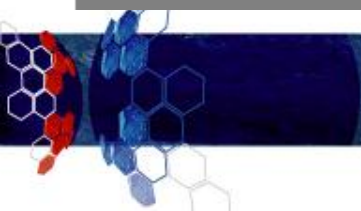


YoY Growth: -12.7%

# Income Statement Summary - FY 12 - Consolidated

(₹. Million)

	FY12	%	FY11	%	Growth over FY11
Revenues	5,199.58	100.0%	5,463.80	100.0%	-4.8%
Cost of Revenue	3,652.33	70.2%	3,722.11	68.1%	1.9%
Gross Profit	1,547.25	29.8%	1,741.69	31.9%	-11.2%
SG&A	782.30	15.0%	776.64	14.2%	0.7%
EBITDA	764.96	14.7%	965.05	17.7%	-20.7%
Depreciation	223.54	4.3%	272.54	5.0%	18.0%
Amortization	-	-	49.12	0.9%	100.0%
EBIT	541.41	10.4%	643.39	11.8%	-15.9%
Other Income	264.10	5.1%	180.02	3.3%	46.7%
Interest	6.04	0.1%	11.33	0.2%	-46.7%
PBT	799.48	15.4%	812.08	14.9%	-1.6%
Taxes	159.40	3.1%	79.26	1.5%	101.1%
PAT	640.08	12.3%	732.82	13.4%	-12.7%





# Segmental Results - FY12- Consolidated

(₹. Million)

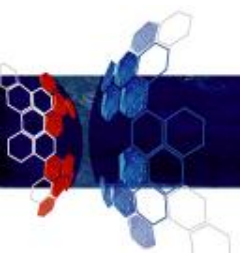
	FY12	FY11	Growth over FY11 (YoY)
<b>Revenues</b>	<b>5,199.58</b>	<b>5,463.80</b>	<b>-4.8%</b>
Services	4,749.60	4,862.27	-2.3%
Products	394.90	560.60	-29.6%
Automotive, Utilities and Industrial	55.09	40.93	34.6%
<b>EBITDA</b>	<b>764.96</b>	<b>965.05</b>	<b>-20.7%</b>
Services	621.81	722.23	-13.9%
Products	169.57	296.18	-42.7%
Automotive, Utilities and Industrial	(26.43)	(53.36)	-50.5%
<b>EBITDA %</b>	<b>14.7%</b>	<b>17.7%</b>	
Services	13.1%	14.9%	
Products	42.9%	52.8%	
Automotive, Utilities and Industrial	-48.0%	-130.4%	
<b>Depreciation and Amortization %</b>	<b>4.3%</b>	<b>5.9%</b>	
Services	4.6%	5.3%	
Products	1.5%	10.7%	
Utilities and Industrial	2.5%	4.3%	
<b>EBIT%</b>	<b>10.4%</b>	<b>11.8%</b>	
Services	8.5%	9.6%	
Products	41.5%	42.1%	
Automotive, Utilities and Industrial	-50.5%	-134.7%	

# Income Statement Summary - FY12 - Consolidated

## Revised Format

(₹. Million)

Particulars	YTD FY12	%	YTD FY11	%	Growth Over
					YTD FY11
Revenue from Operations	5,199.58	100.0%	5,463.80	100.0%	-4.8%
Other Income	264.10	5.1%	180.02	3.3%	46.7%
<b>Total Revenue</b>	<b>5,463.68</b>	<b>105.1%</b>	<b>5,643.82</b>	<b>103.3%</b>	<b>-3.2%</b>
Employee benefit expense	3,328.14	64.0%	3,354.27	61.4%	0.8%
Increase/(decrease) of work-in-progress, stores	47.46	0.9%	26.27	0.5%	-80.7%
Other operational expense	1,059.03	20.4%	1,118.20	20.5%	5.3%
Depreciation and amortization expense	223.54	4.3%	321.66	5.9%	30.5%
Finance cost	6.04	0.1%	11.34	0.2%	46.7%
<b>Total Expenses</b>	<b>4,664.20</b>	<b>89.7%</b>	<b>4,831.74</b>	<b>88.4%</b>	<b>3.5%</b>
<b>Profit/(loss) before tax</b>	<b>799.48</b>	<b>15.4%</b>	<b>812.08</b>	<b>14.9%</b>	<b>-1.6%</b>
Tax Expenses	159.40	3.1%	79.26	1.5%	-101.1%
<b>Profit After Tax</b>	<b>640.08</b>	<b>12.3%</b>	<b>732.82</b>	<b>13.4%</b>	<b>-12.7%</b>



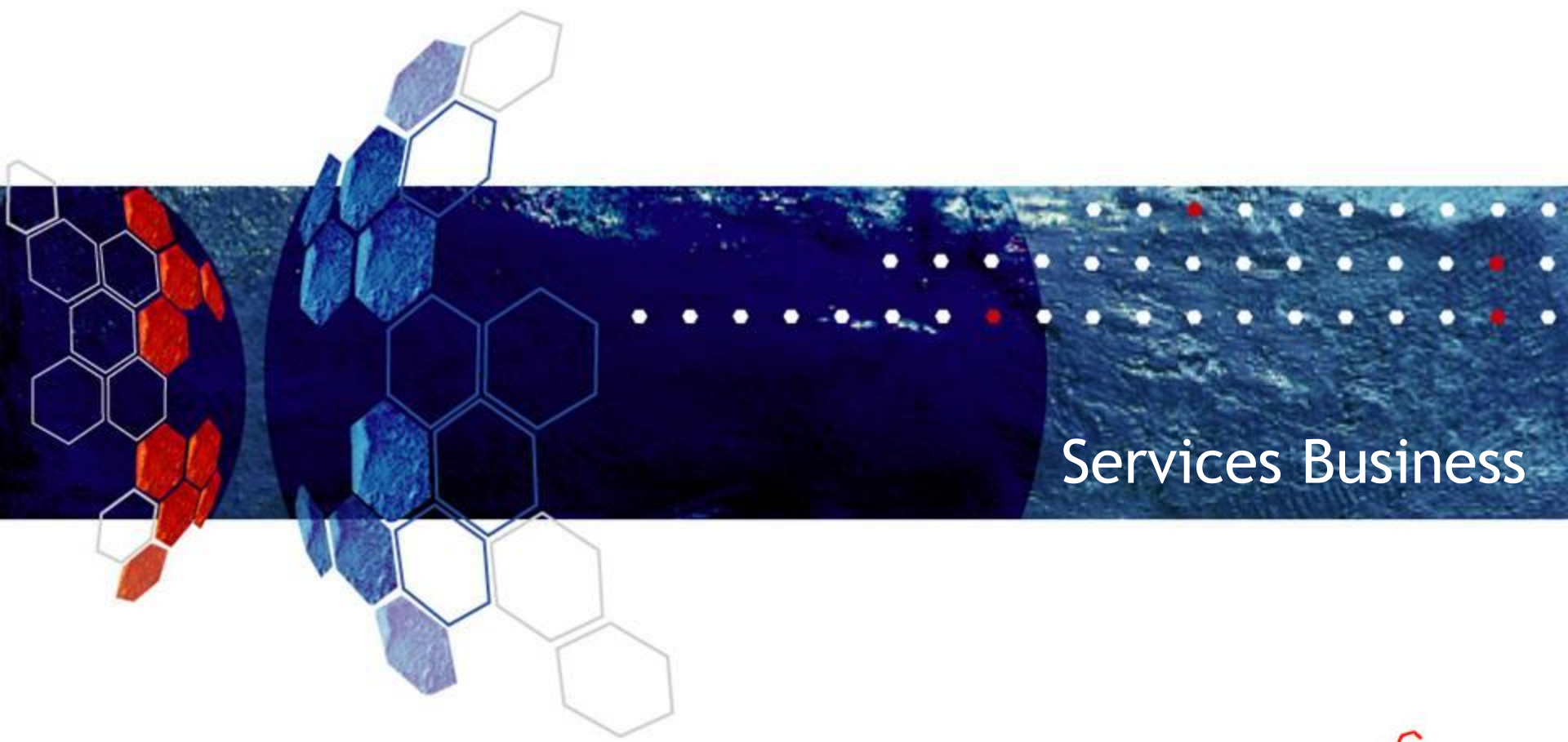
# Balance Sheet Summary - Consolidated

(₹. Million)

	March 31, 2012	%	March 31, 2011	%
<b>EQUITY AND LIABILITIES</b>				
Share Capital	260.11	4.7%	261.86	4.8%
Reserves and surplus	4,333.27	77.6%	3,988.50	73.5%
Money received against share warrants	-	0.0%	13.20	0.2%
Share application money pending allotment	1.33	0.0%	1.85	0.0%
Non-current liabilities	48.00	0.9%	28.44	0.5%
Current liabilities	938.89	16.8%	1,135.43	21.0%
<b>Total</b>	<b>5,581.59</b>	<b>100.0%</b>	<b>5,429.28</b>	<b>100.0%</b>
<b>ASSETS</b>				
Fixed assets (net)	1,356.41	24.3%	1,338.87	24.6%
Non current investments	190.76	3.4%	122.62	2.3%
Deferred tax assets (net)	100.72	1.8%	82.80	1.5%
Other Non current assets	579.65	10.4%	592.18	10.9%
Current investments	1,476.20	26.4%	1,364.63	25.1%
Inventories	28.83	0.5%	41.81	0.8%
Trade receivables	1,019.68	18.3%	948.50	17.5%
Cash and bank balances	368.63	6.6%	476.17	8.8%
Other current assets	460.71	8.3%	461.70	8.5%
<b>Total</b>	<b>5,581.59</b>	<b>100.0%</b>	<b>5,429.28</b>	<b>100.0%</b>

Cash position as at March 31, 2012- ₹ 1861 Million (March 31, 2011 - ₹ 1852 Million)



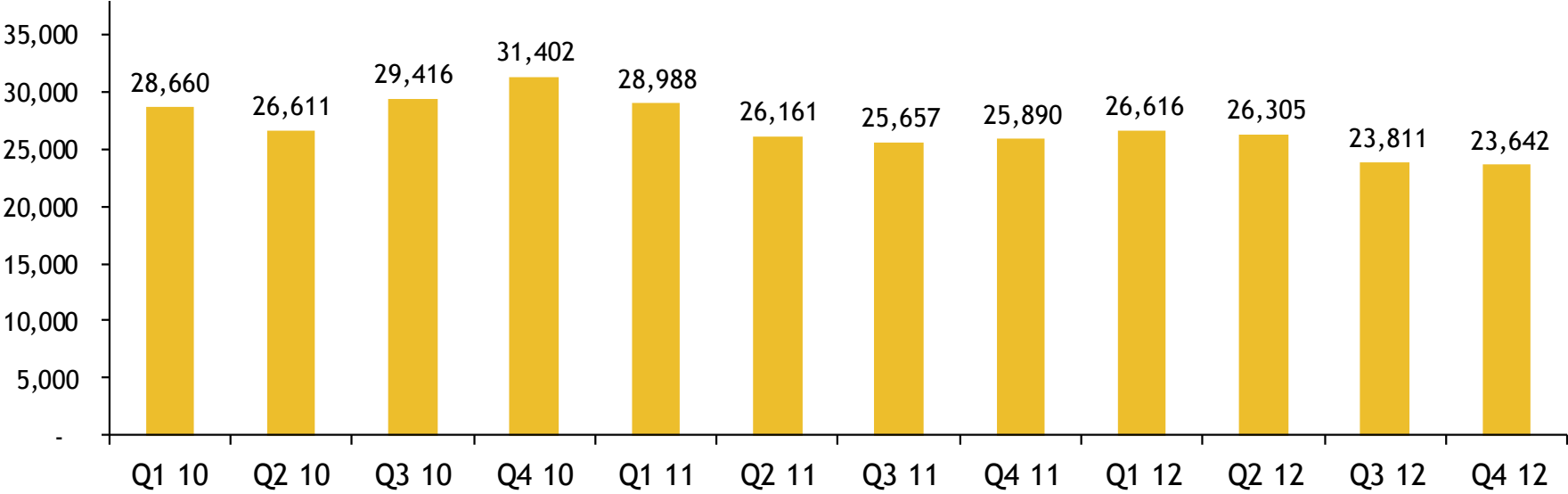


# Services Business



# Revenue trend: Services (Consolidated)

(KUS\$)

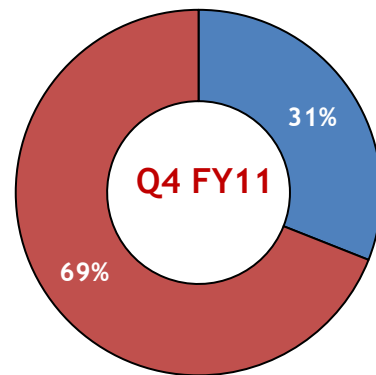
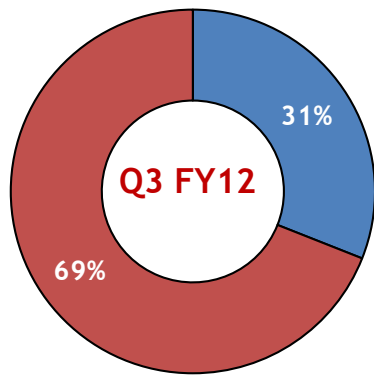
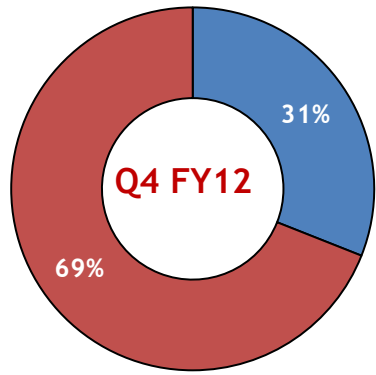


Services revenue down 0.7% QoQ and down 8.7% YoY in US\$ terms



# Services Metrics

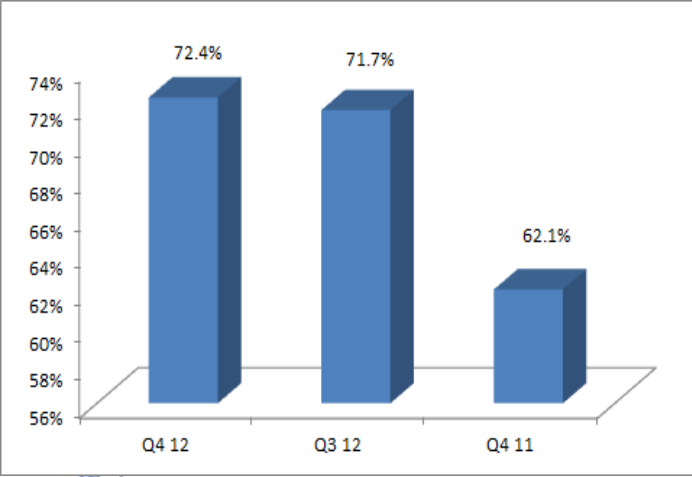
## Services Revenue Mix - Delivery



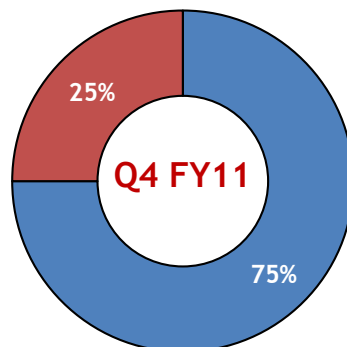
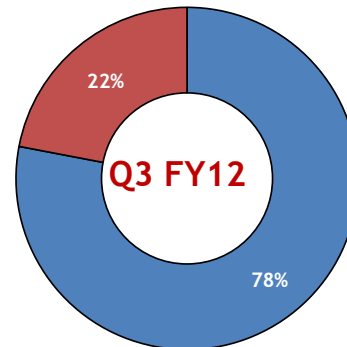
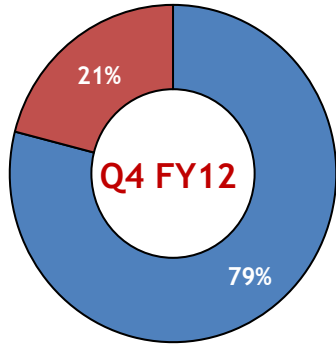
Offshore

Onsite

## Services Utilization



## Services Revenue Mix - Project Type



T&M

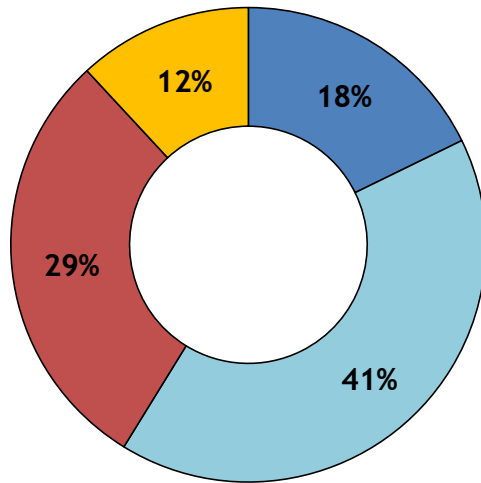
FPP



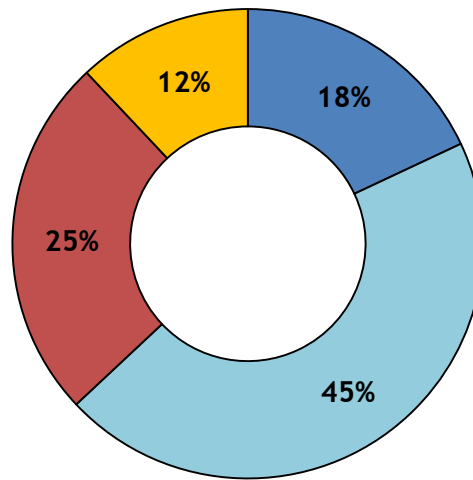


# Geography Wise Revenue

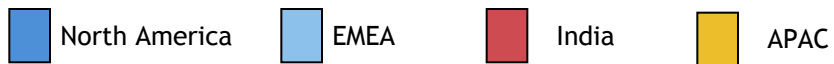
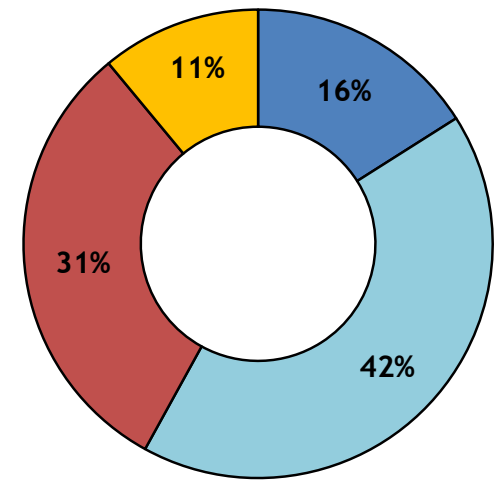
Q4 FY12



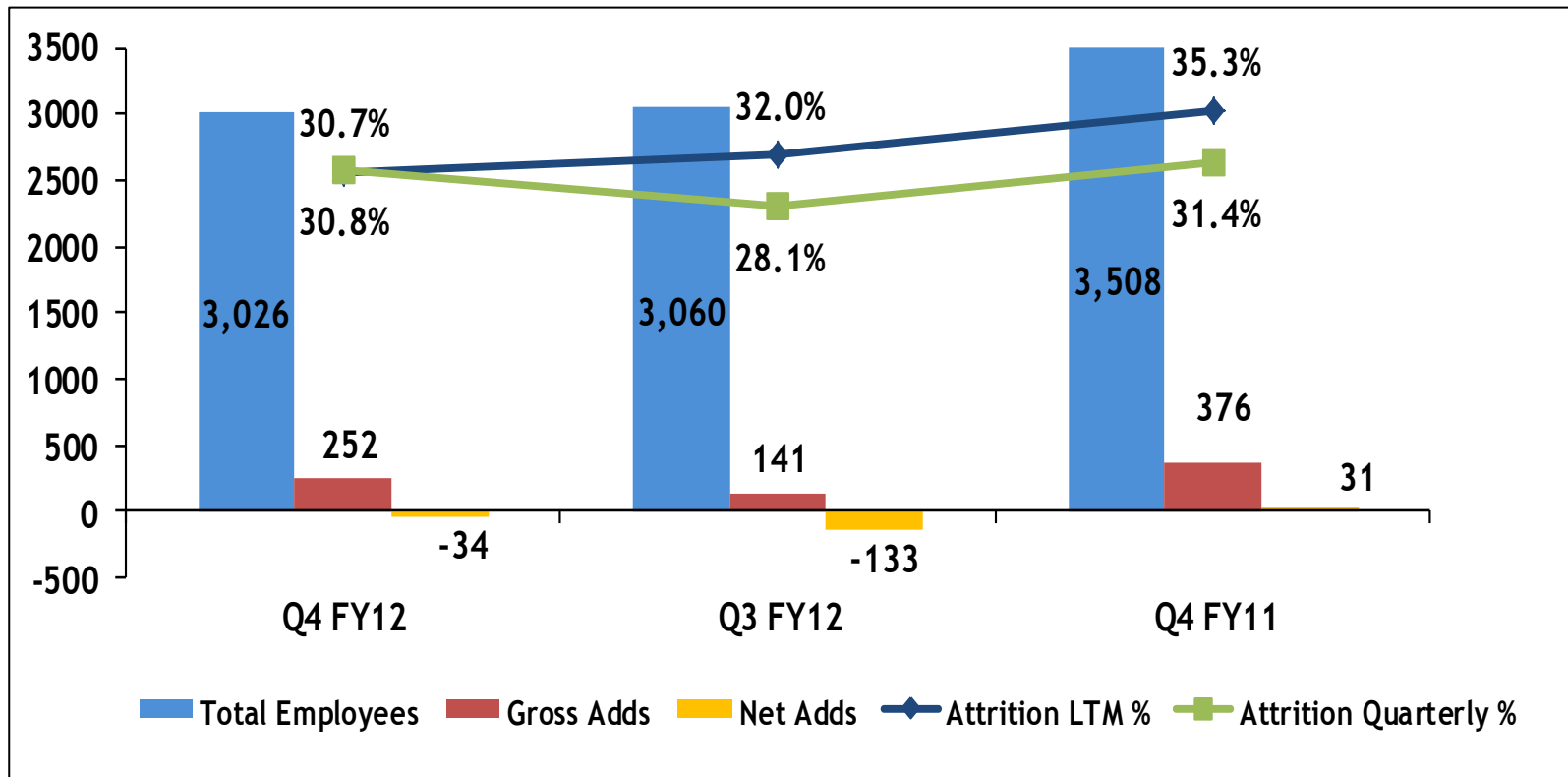
Q3 FY12



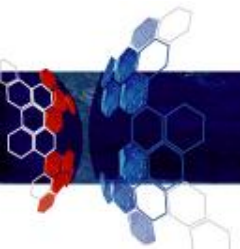
Q4 FY11



# Human Resources Metrics

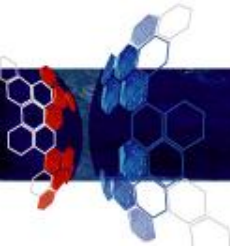
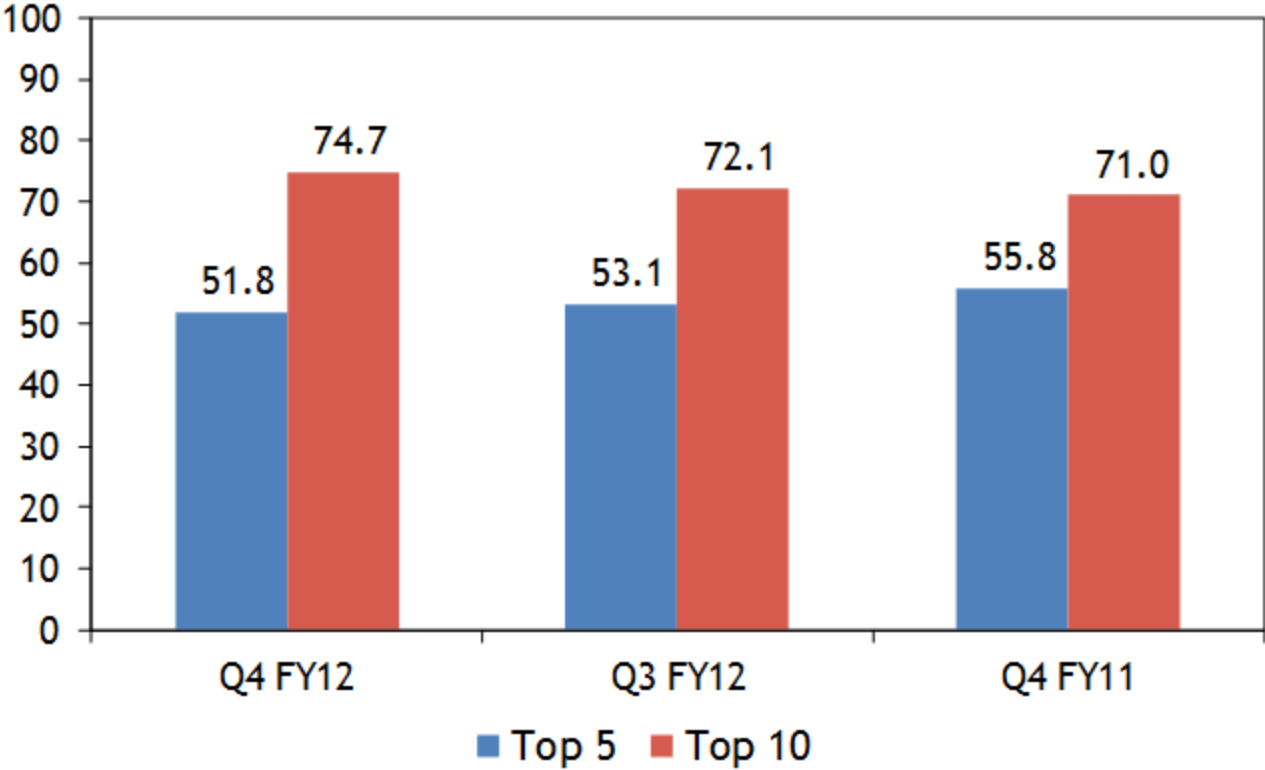


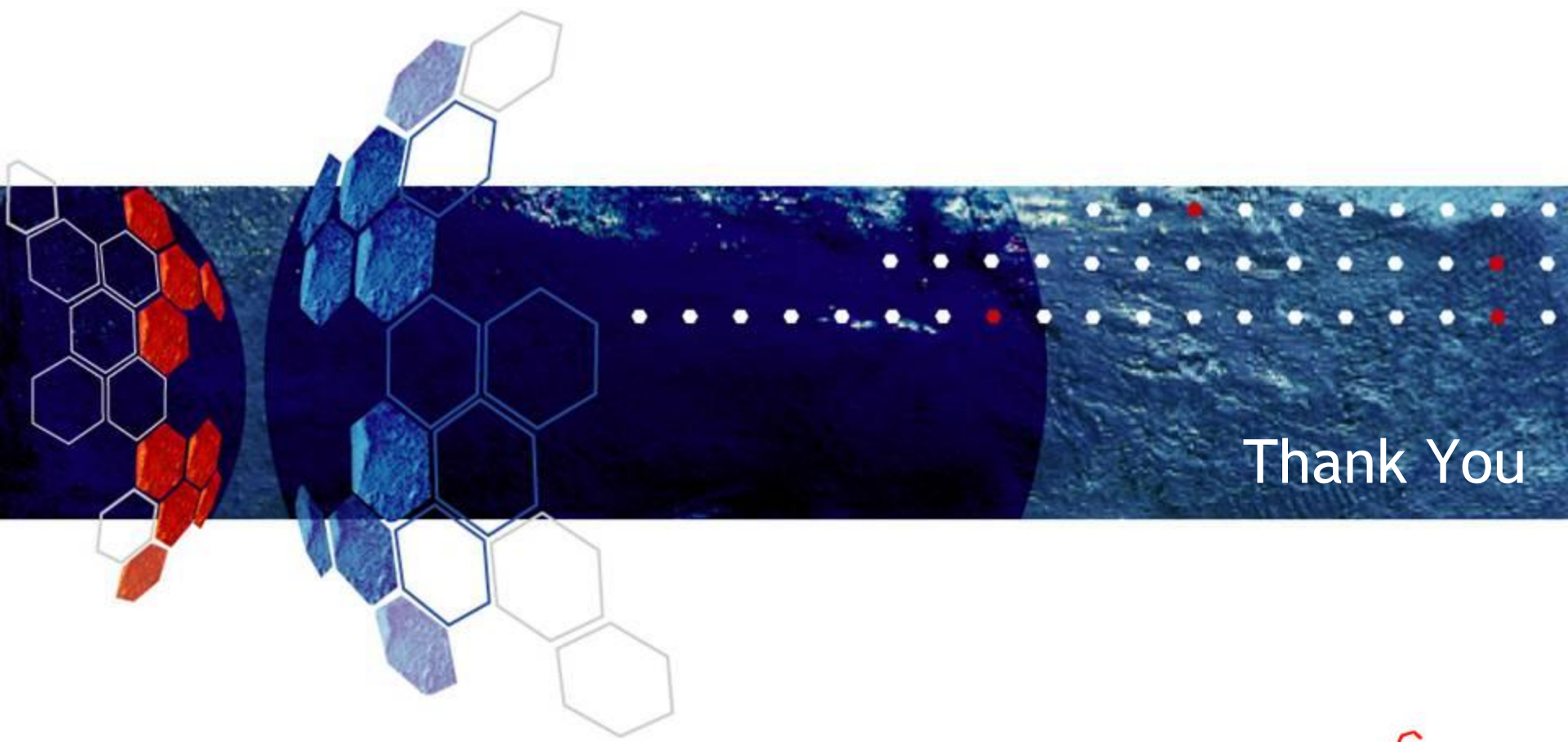
**Voluntary Attrition Q4 FY12**  
**LTM % : 30.73%    Annualized Quarterly attrition % : 30.89%**



# Customer Concentration

(in %)





Thank You

