



Performance Highlights 9 Months ended FY10 & Q3 FY10

January 22, 2010

Disclaimer

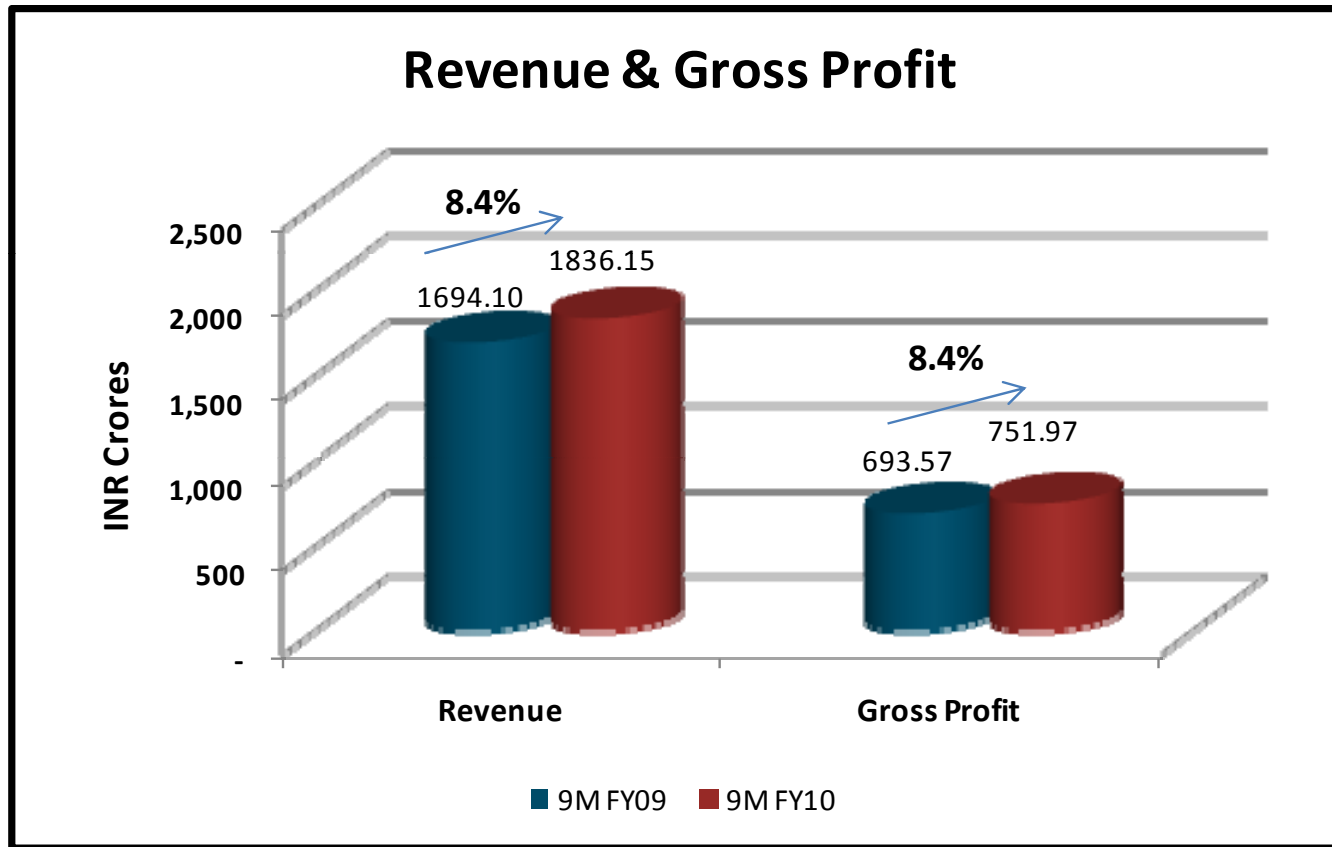
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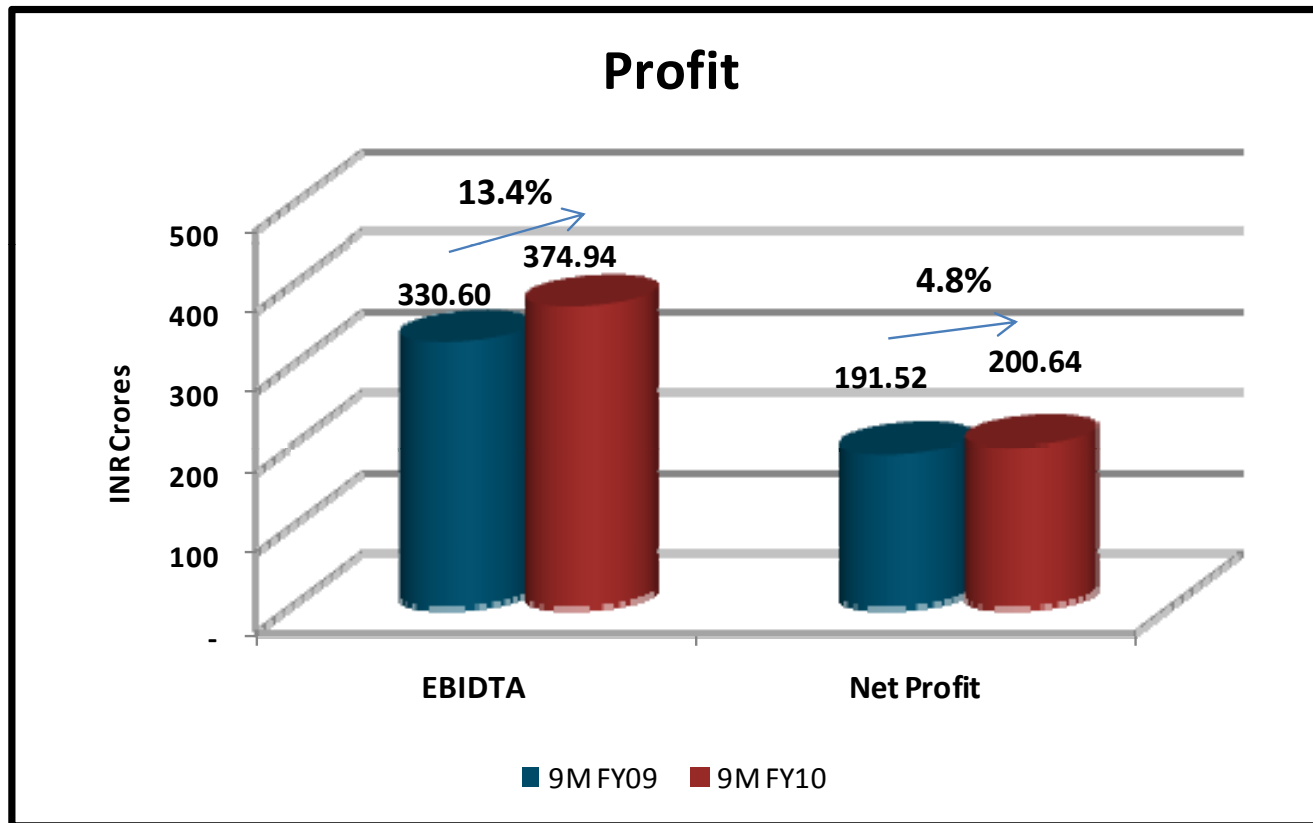
- **Financial Performance**
 - **9 Months FY10**
 - **Q3 FY10**
- **Some Wins in Q3 FY10**

Financial Performance

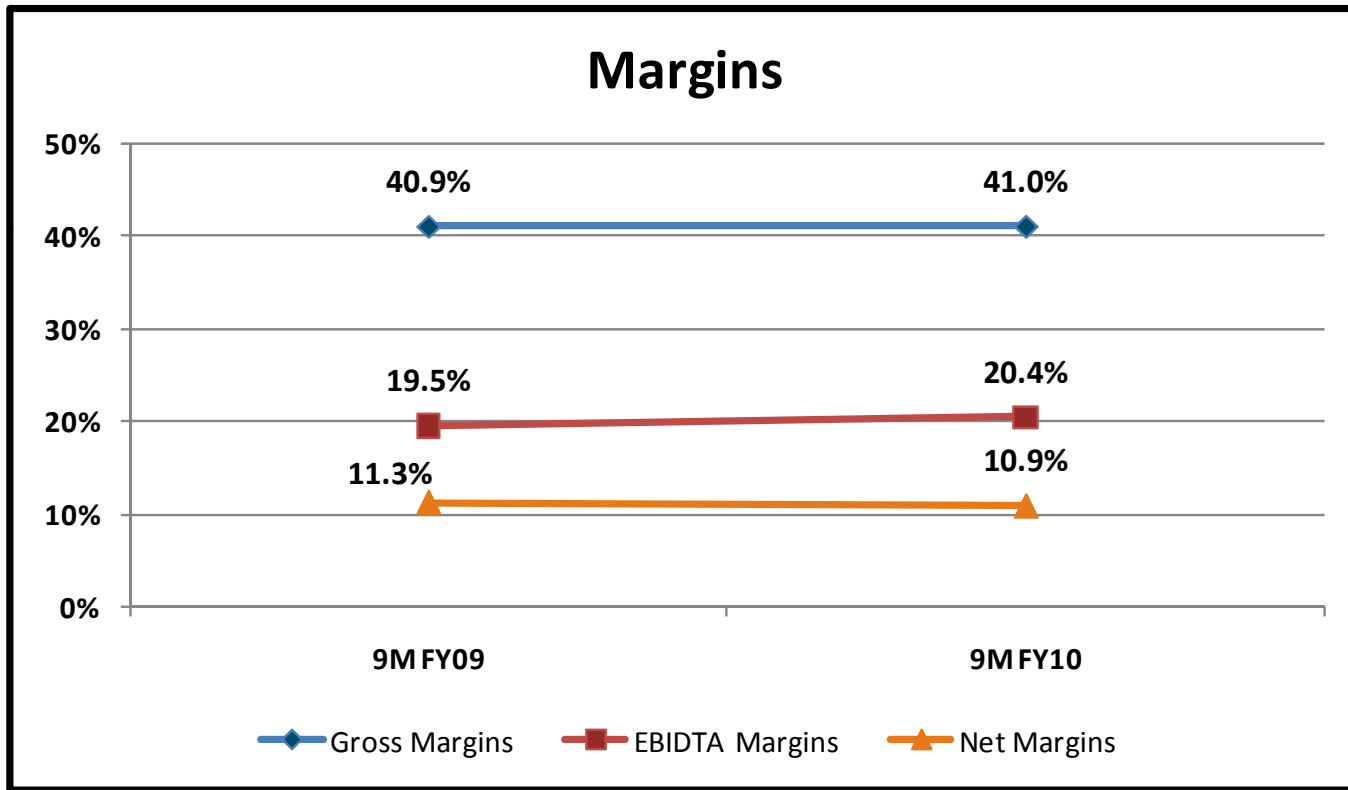
Highlights of Operations for 9M FY10



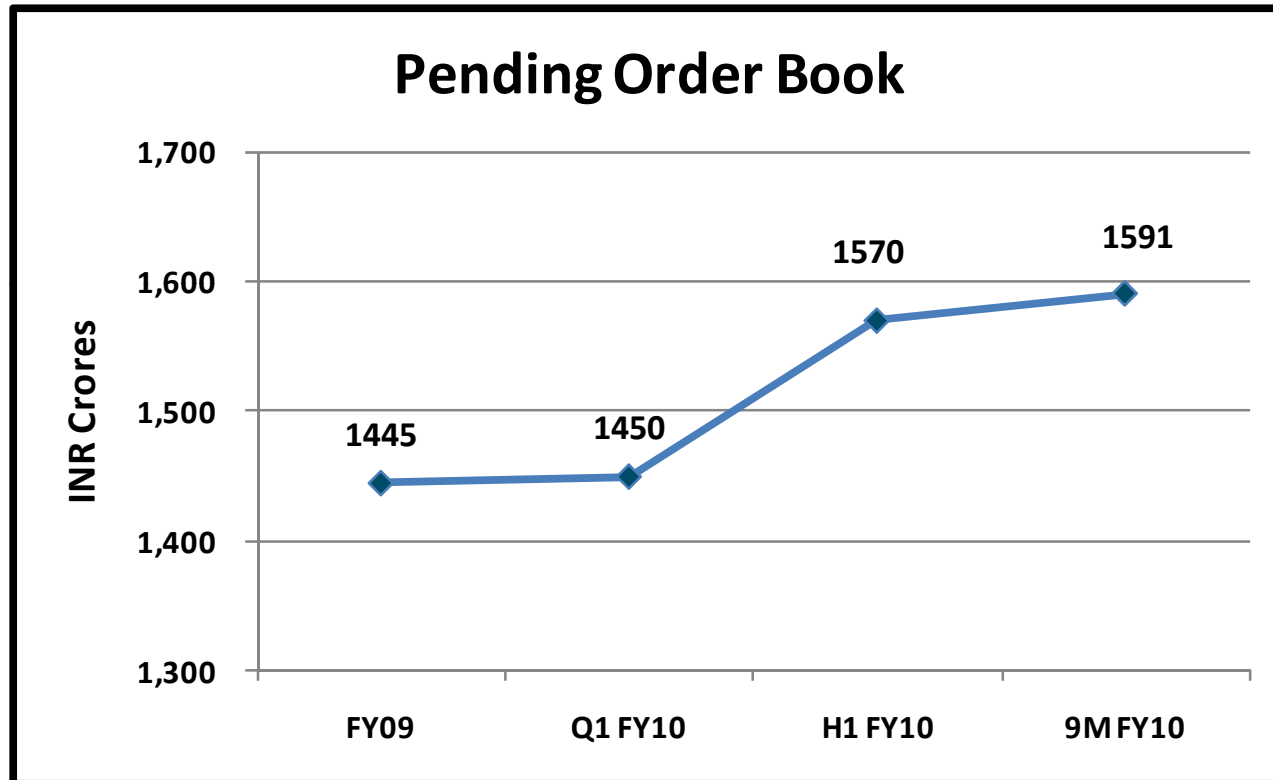
Highlights of Operations for 9M FY10



Highlights of Operations for 9M FY10

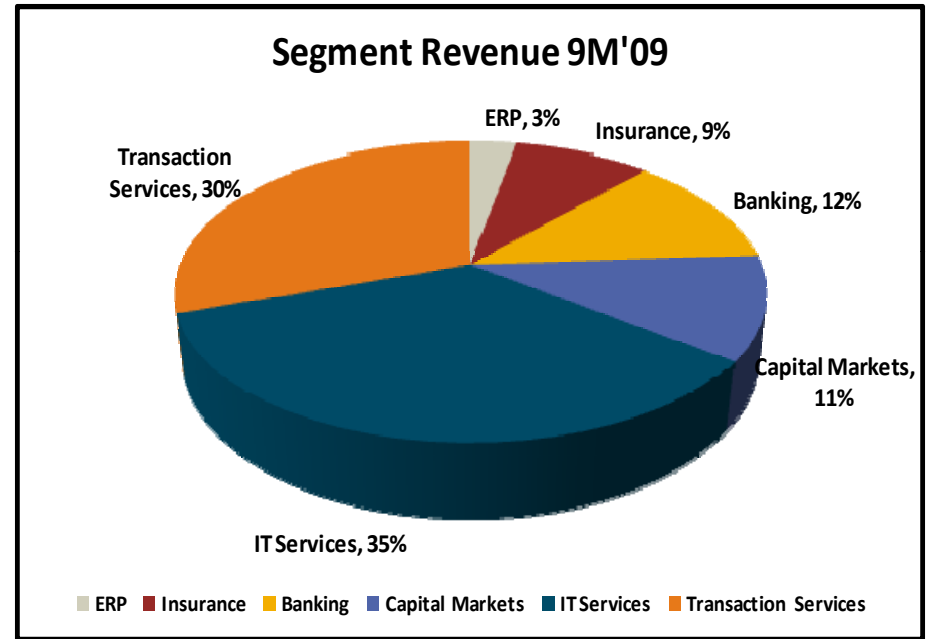
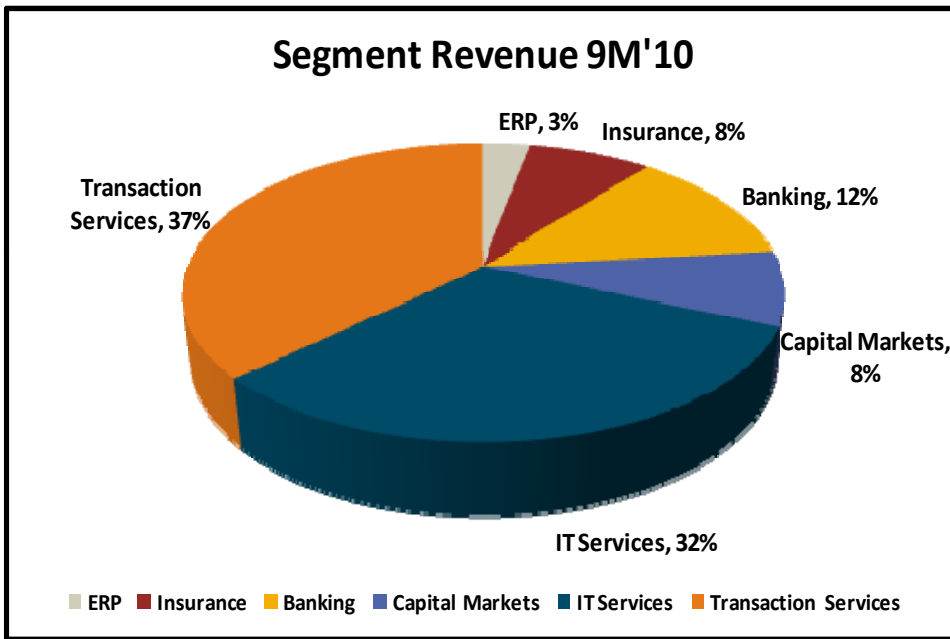


Highlights of Operations for 9M FY10

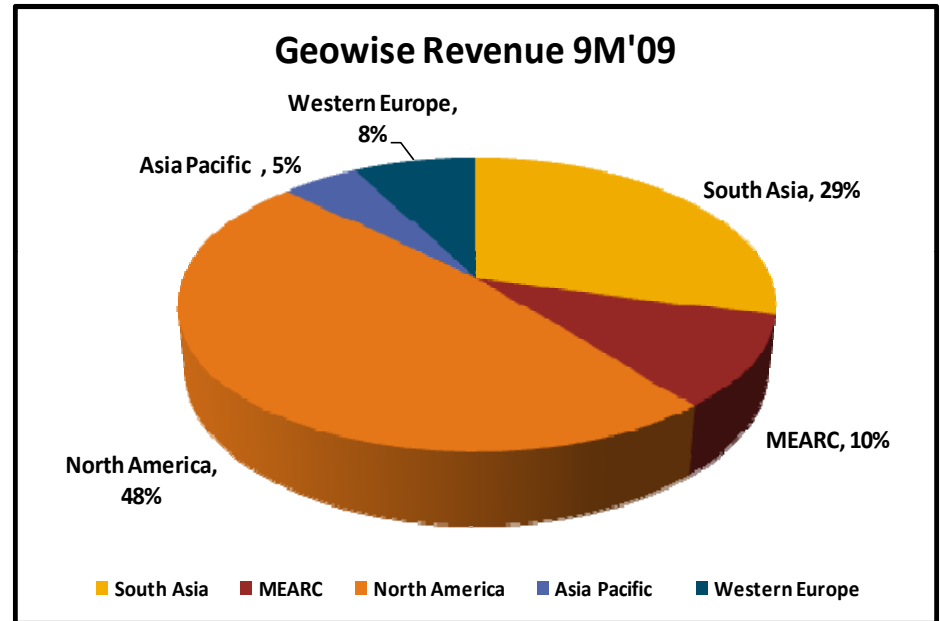
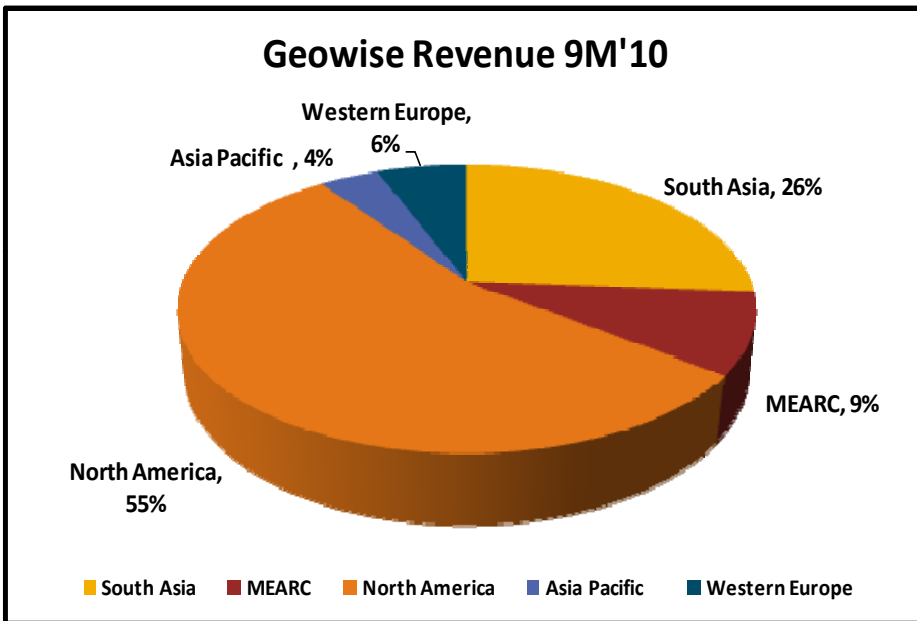


For long term service contracts estimated revenue for the next 12 months is added in the Order Book

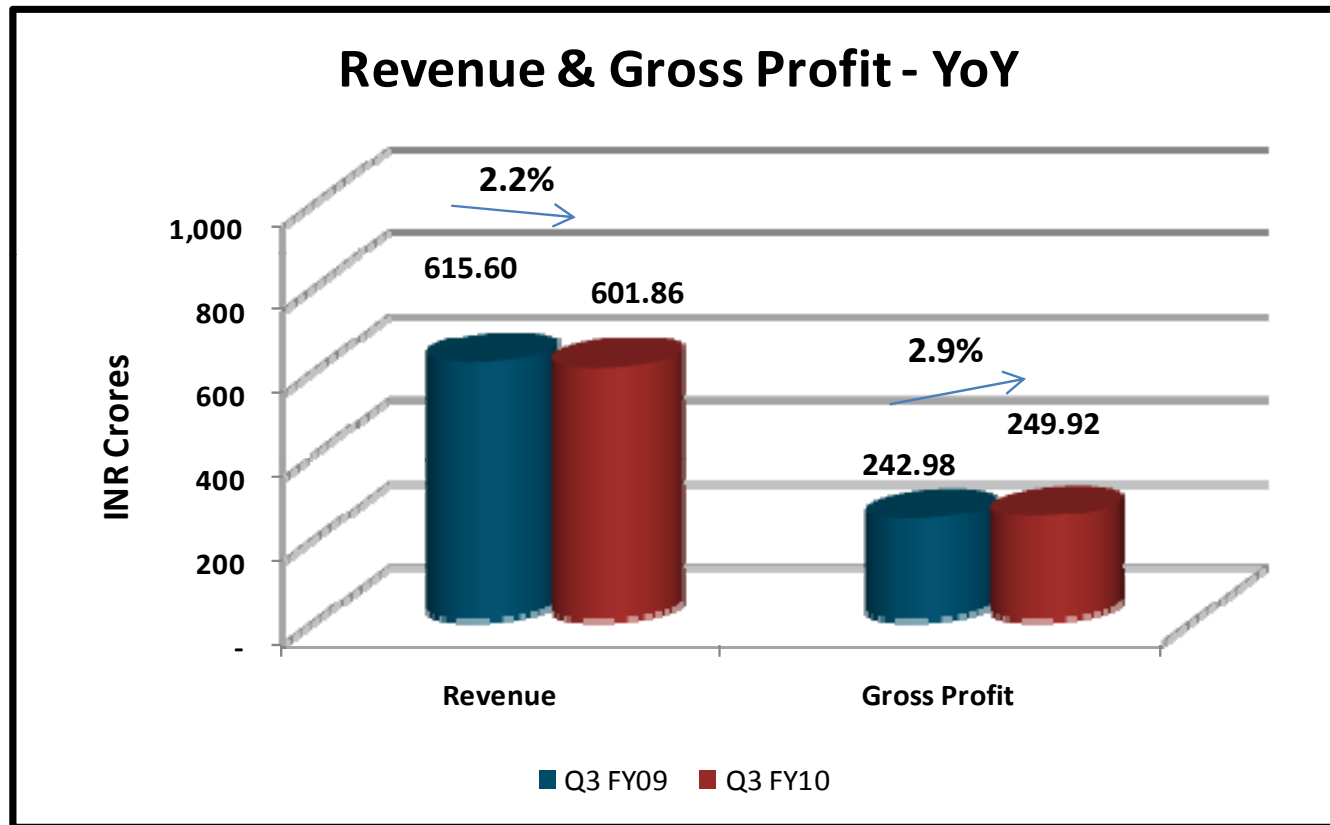
Revenue by Segments – 9M FY10 & 9M FY09



Revenue by Geography – 9M FY10 & 9M FY09



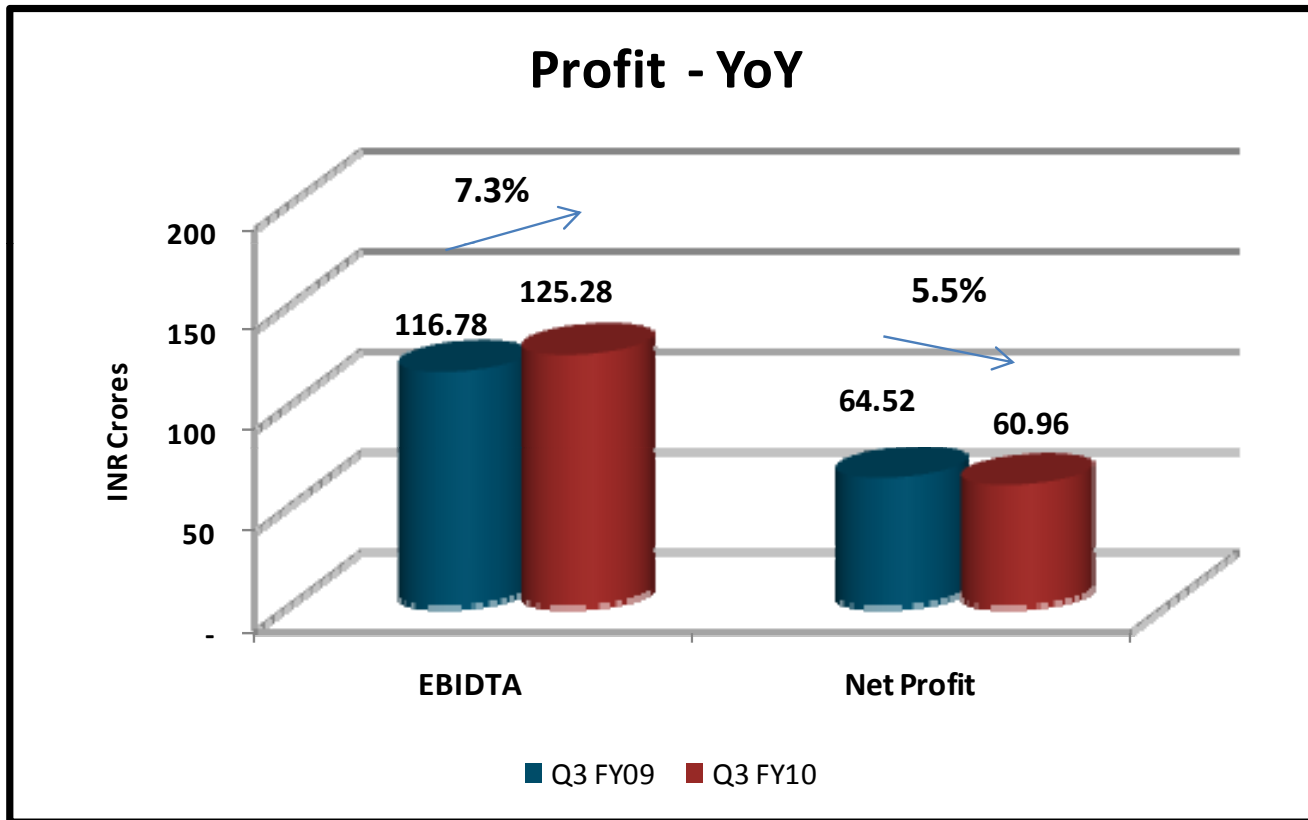
Highlights of Operations for Q3 FY10



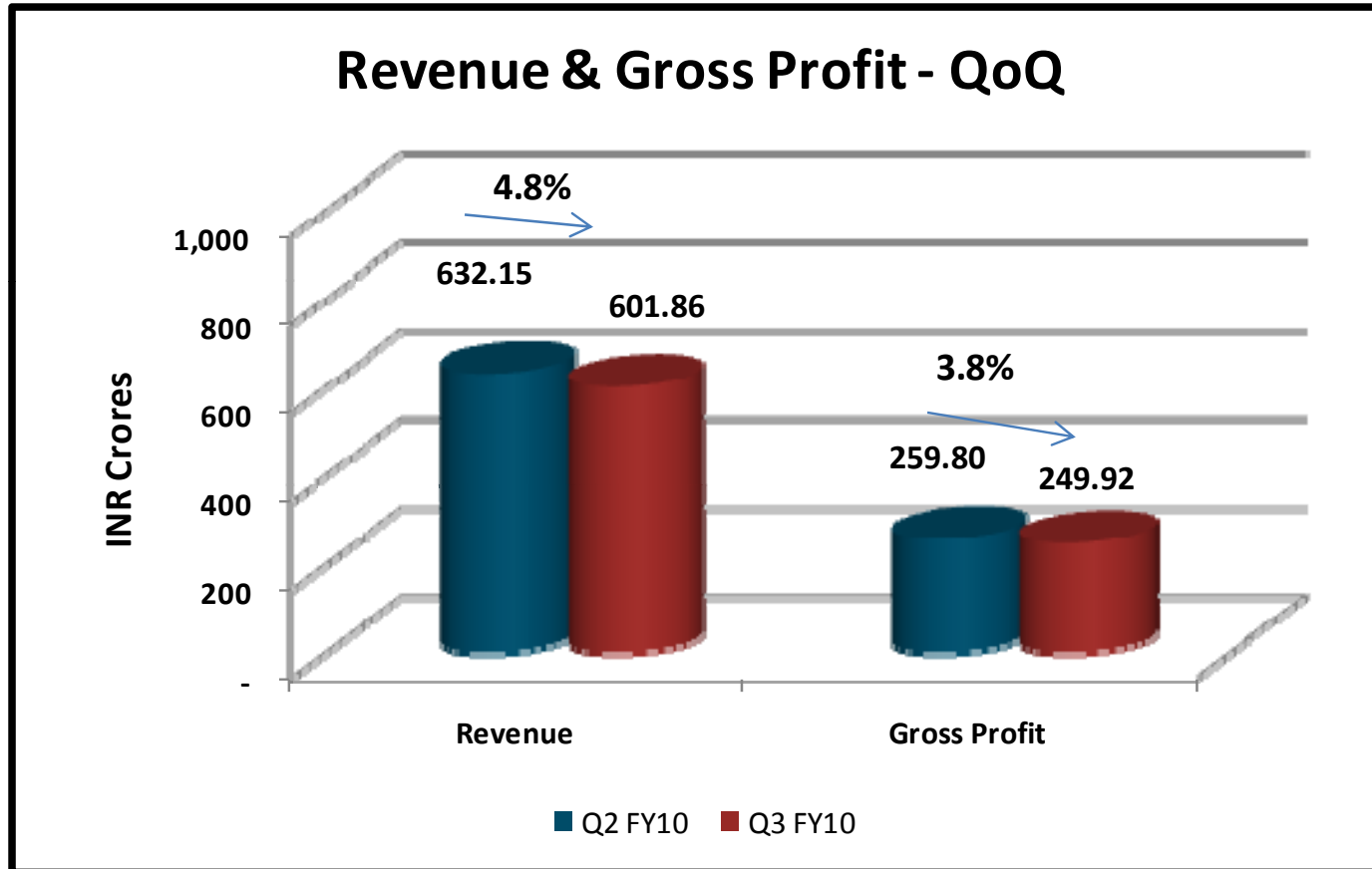
Major cause for reduction:

- Impact of forex fluctuation approximately Rs. 27 crores

Highlights of Operations for Q3 FY10



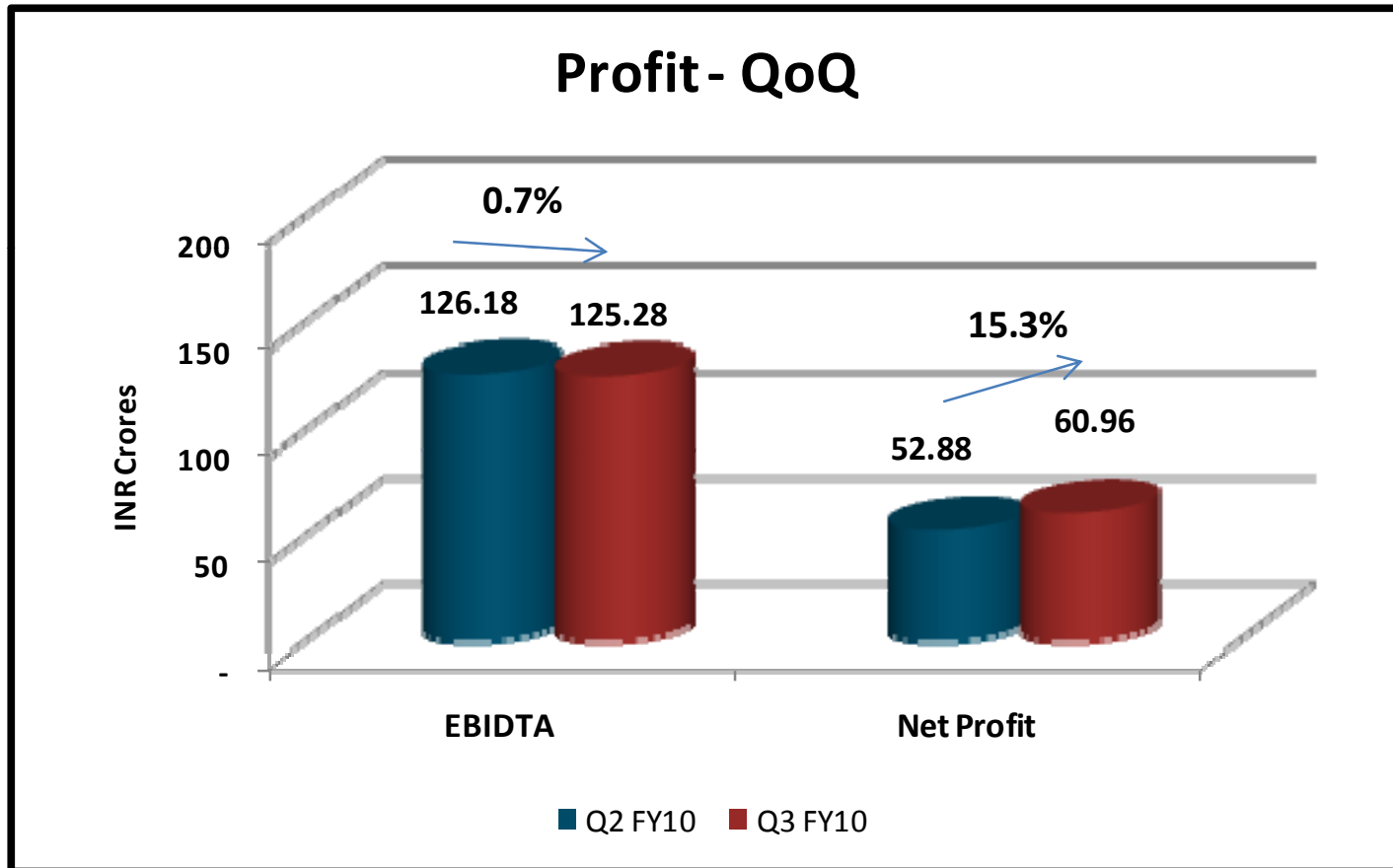
Highlights of Operations for Q3 FY10



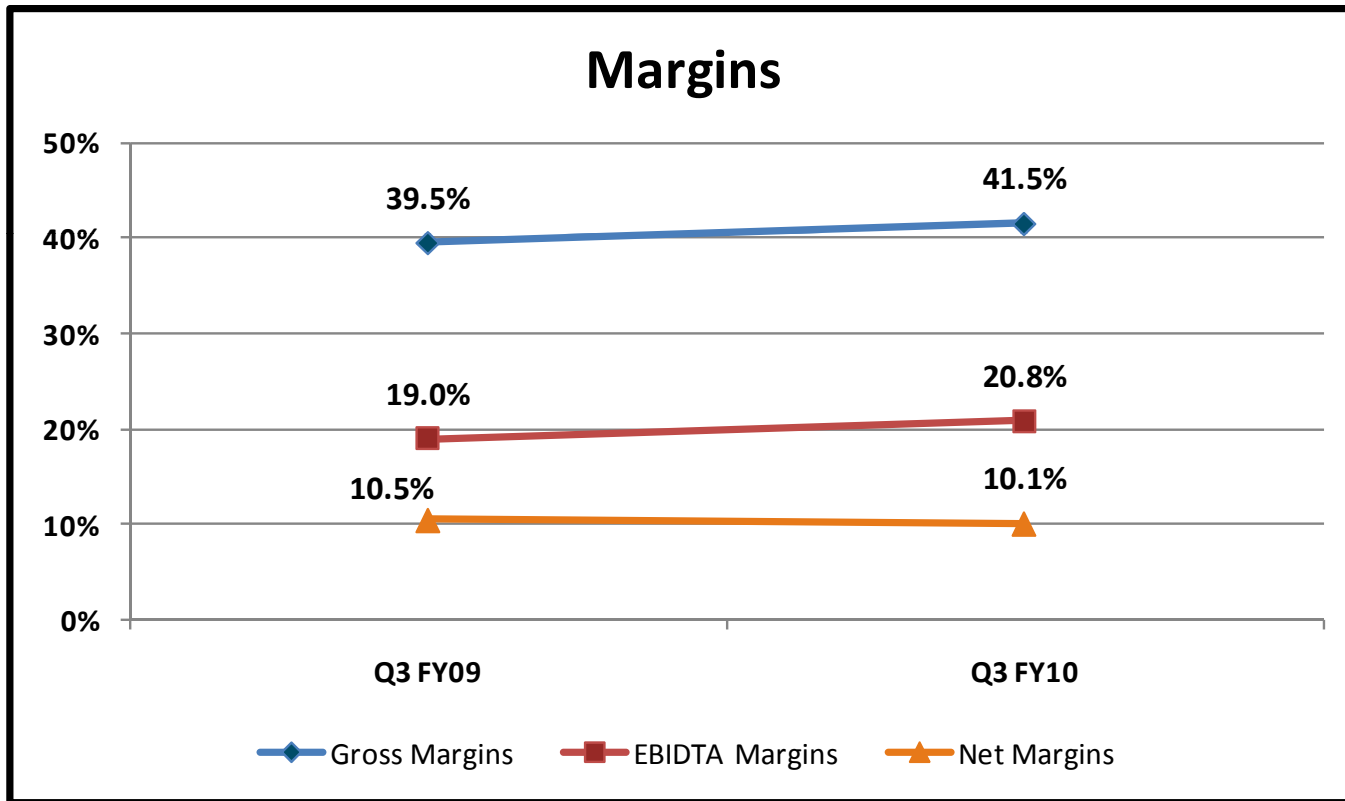
Major cause for reduction:

- Impact of forex fluctuation approximately Rs.17 crores

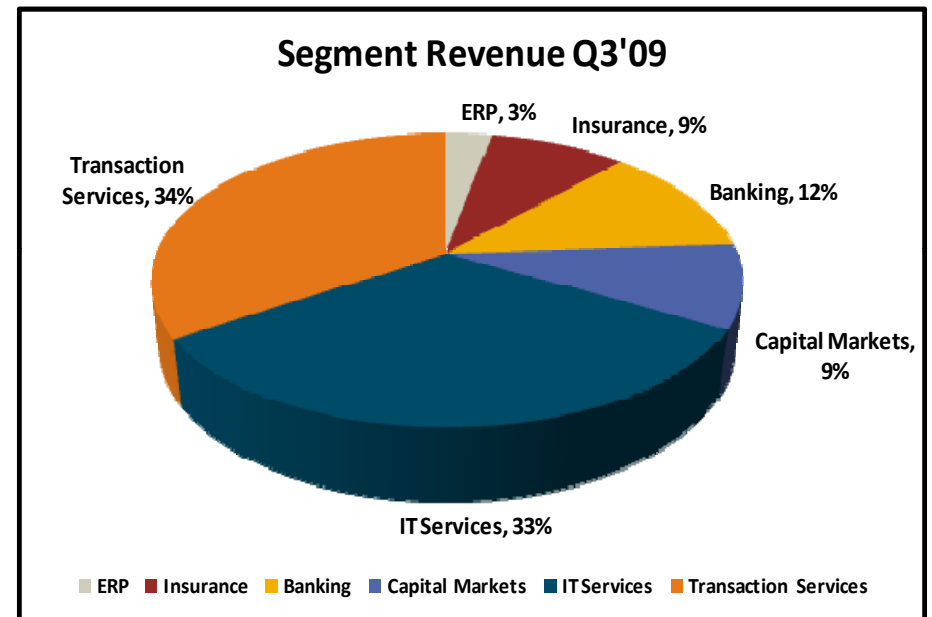
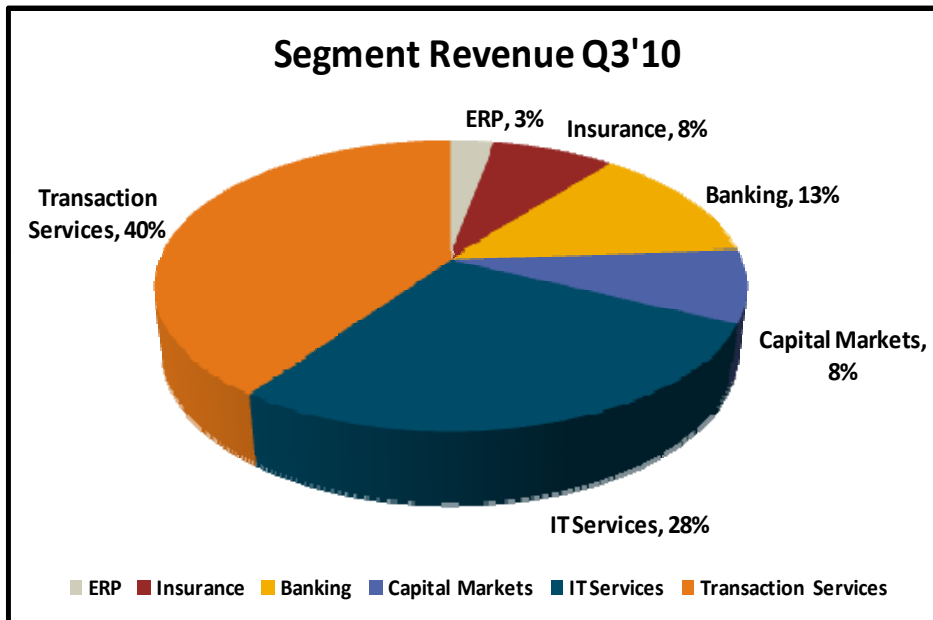
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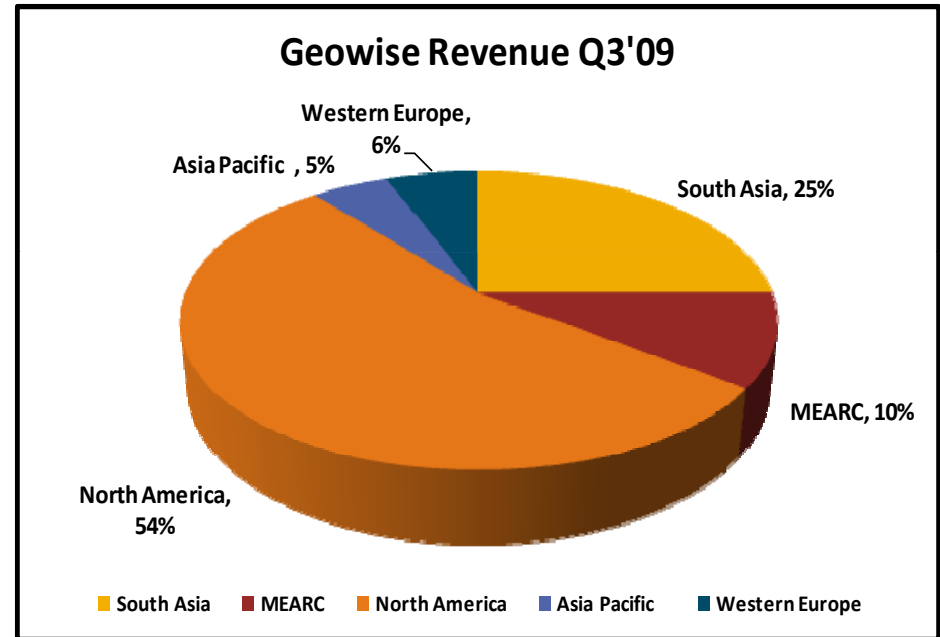
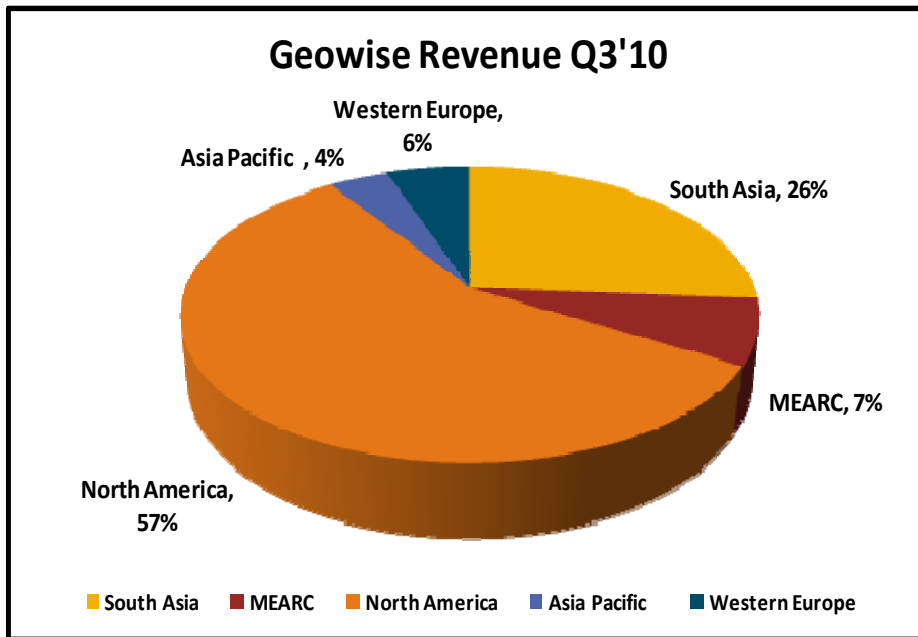
Highlights of Operations for Q3 FY10



Revenue by Segments – Q3 FY10 & Q3 FY09



Revenue by Geography – Q3 FY10 & Q3 FY09



Client Data

Customer Concentration

	9M'10	9M'09	Q3'10	Q3'09	H1'10	FY09
ICICI Group (Top Customer)	8%	9%	7%	8%	8%	9%
Top 5 Customers (ex. ICICI Group)	13%	12%	12%	13%	14%	11%
Top 10 Customers (ex. ICICI Group)	19%	18%	18%	20%	20%	17%

Some Wins in Q3 FY10

Some Wins in Q3 FY10

- **During the quarter, the Company has won several deals for all of its offerings, some of which are as follows :**
 - **Services**
 - **A leading developer, manufacturer and supplier of printing and imaging solutions in the North America geography has renewed its contract with us for ATG implementation**
 - **A premier software and technology institution of the Government of India has engaged us for the facility management of its data centre operations as well as for application software development & training for the rural development ministry**

Some Wins in Q3 FY10

- **Banking**

- The South Asia geography have won an order from a renowned public sector bank in India for Kastle Risk Management Solution
- A large bank in Indonesia has signed a deal for the implementation of Kastle Risk solution. This is one of the largest deals in risk solutions in the APAC region.
- The MEARC geography signed a deal for Kastle ULS Corporate Loan Origination System with a leading commercial bank in UAE

- **Insurance**

- A leading dentist insurance company in the North America geography has selected Premia Medical Malpractice to automate its core business across 9 states in the United States

Some Wins in Q3 FY10

- **Capital Markets**
 - The Western Europe geography has signed a deal for Fiscal professional services with a leading global financial institution
- **Transaction Services**
 - The North America geography has won a multi million dollar deal from a bank in the US for cheque processing



Thank You

