



Performance Highlights for Nine Months Ended FY 2011 & Q3 FY 2011

January 25, 2011

Disclaimer

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- **Awards & Wins**

Financial Performance

Profit & Loss Account

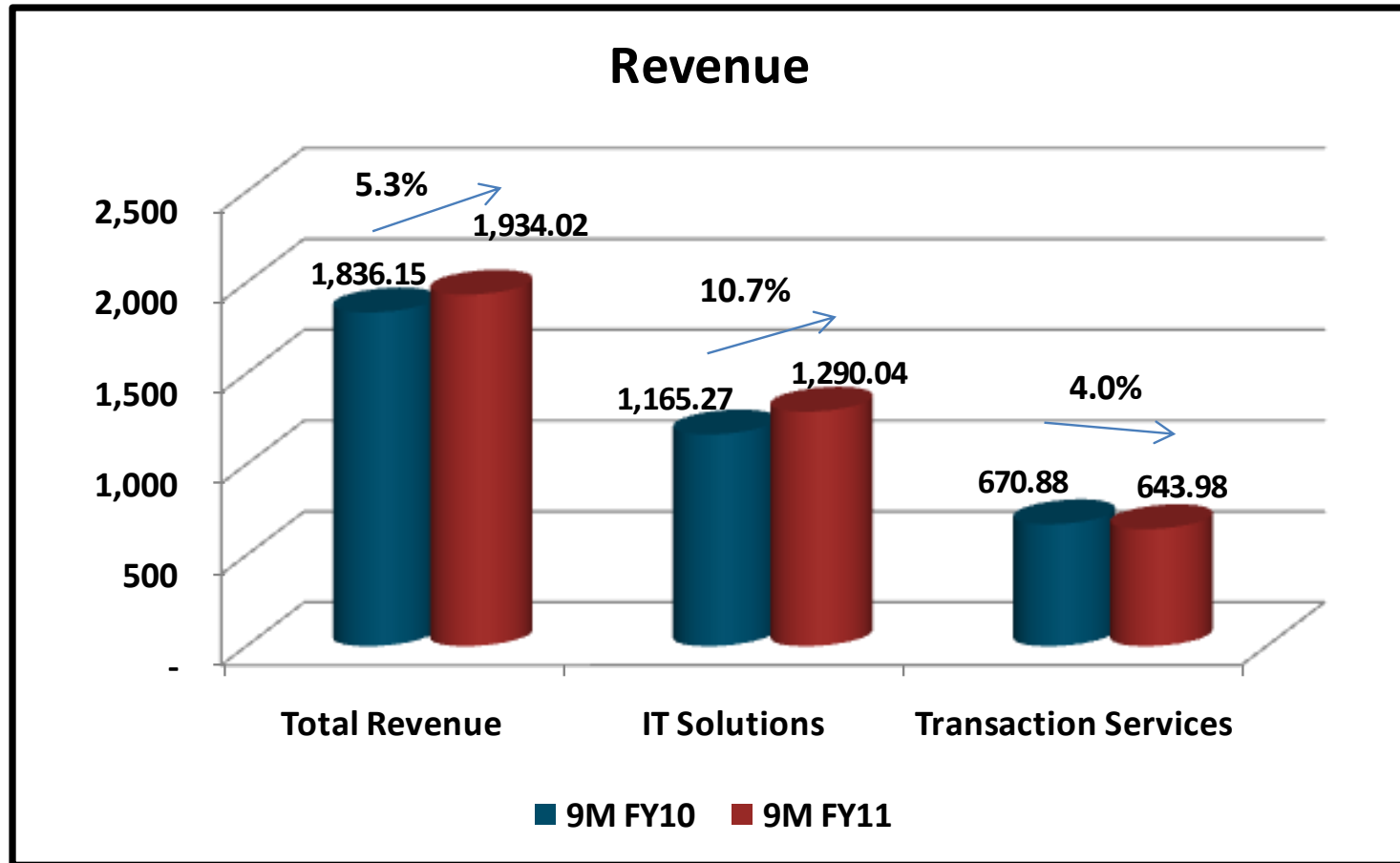
| | Q3 11 | Q3 10 | Q2 11 | Q1 11 | 9M FY11 | 9M FY10 | FY 10 |
|----------------------------|---------------|---------------|---------------|---------------|----------------|-----------------|----------------|
| Sales | 637.75 | 596.21 | 643.38 | 637.01 | 1,918.14 | 1,820.25 | 2448.54 |
| Other income | 7.56 | 5.65 | 1.96 | 6.36 | 15.88 | 15.90 | 20.21 |
| Total Revenue | 645.31 | 601.86 | 645.34 | 643.37 | 1934.02 | 1,836.15 | 2468.75 |
| <i>Growth YoY</i> | 7.0% | | | | 5.4% | | |
| <i>Growth QoQ</i> | -0.9% | | | | | | |
| Cost of revenue | 377.11 | 351.94 | 377.39 | 378.37 | 1132.87 | 1084.18 | 1455.40 |
| Gross profit | 268.20 | 249.92 | 267.95 | 265.00 | 801.15 | 751.97 | 1013.35 |
| <i>Gross Margin</i> | 41.56% | 41.52% | 41.52% | 41.19% | 41.42% | 40.95% | 41.05% |
| Selling & General expenses | 127.32 | 114.04 | 125.05 | 124.48 | 376.86 | 345.27 | 469.60 |
| Product development exp | 10.25 | 10.60 | 9.85 | 10.20 | 30.30 | 31.76 | 40.61 |
| EBIDTA | 130.63 | 125.28 | 133.05 | 130.32 | 393.99 | 374.94 | 503.14 |
| <i>EBIDTA Margin</i> | 20.24% | 20.82% | 20.62% | 20.26% | 20.37% | 20.42% | 20.38% |

Note: Other Income for Q2'11 is net of forex loss of ₹ 1.52 crores

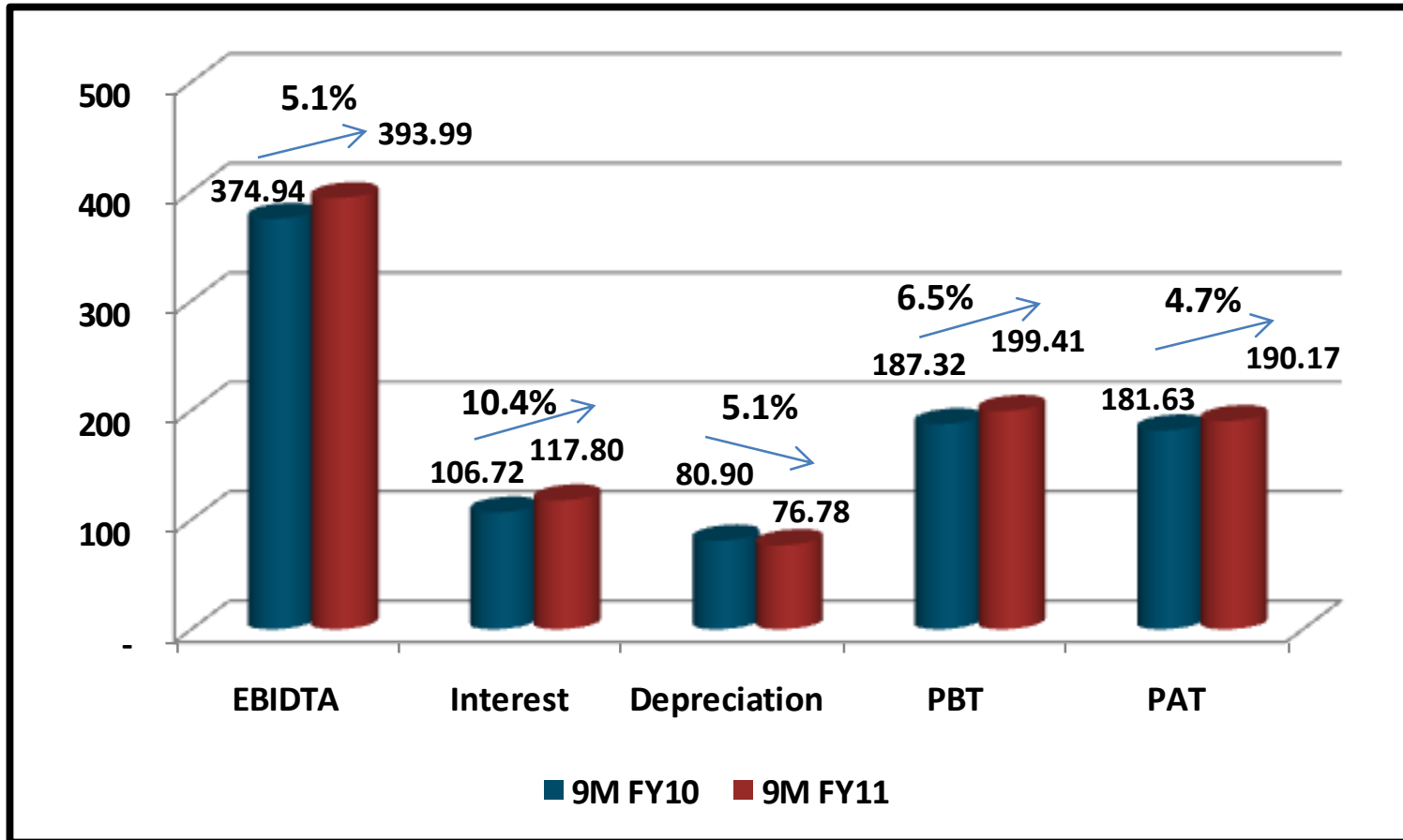
Profit & Loss Account

| | Q3 11 | Q3 10 | Q2 11 | Q1 11 | 9M FY11 | 9M FY10 | FY 10 |
|--|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| EBIDTA | 130.63 | 125.28 | 133.05 | 130.32 | 393.99 | 374.94 | 503.14 |
| <i>EBIDTA Margin</i> | 20.24% | 20.82% | 20.62% | 20.26% | 20.37% | 20.42% | 20.38% |
| Interest | 41.20 | 36.22 | 39.14 | 37.45 | 117.80 | 106.72 | 144.83 |
| Depreciation | 25.19 | 21.89 | 25.84 | 25.75 | 76.78 | 80.90 | 81.41 |
| Profit Before Tax | 64.24 | 67.17 | 68.07 | 67.12 | 199.41 | 187.32 | 276.90 |
| Tax | (0.12) | 5.72 | 4.30 | 5.06 | 9.24 | 5.69 | 10.95 |
| Profit After Taxation & Before Exceptional items and impact of discontinuing operations | 64.36 | 61.45 | 63.77 | 62.06 | 190.17 | 181.63 | 265.95 |
| <i>Net Margin</i> | 9.97% | 10.21% | 9.88% | 9.65% | 9.83% | 9.89% | 10.77% |
| Add: Exceptional Income | | - | - | - | | 29.19 | 29.19 |
| (Less) : Impact of Discontinuing Operations | | - | - | - | | (12.25) | (260.46) |
| (Less): Exceptional Expenditure | | (10.92) | - | - | | - | (1.33) |
| (Less)/Add: Minority Shareholders' Interest | (0.05) | 10.43 | 0.20 | (0.90) | (0.75) | 2.07 | 0.11 |
| Net Profit After Minority Interest | 64.31 | 60.96 | 63.97 | 61.16 | 189.42 | 200.64 | 33.46 |
| EPS | 3.25 | 4.15 | 3.24 | 3.12 | 9.61 | 12.35 | 17.21 |

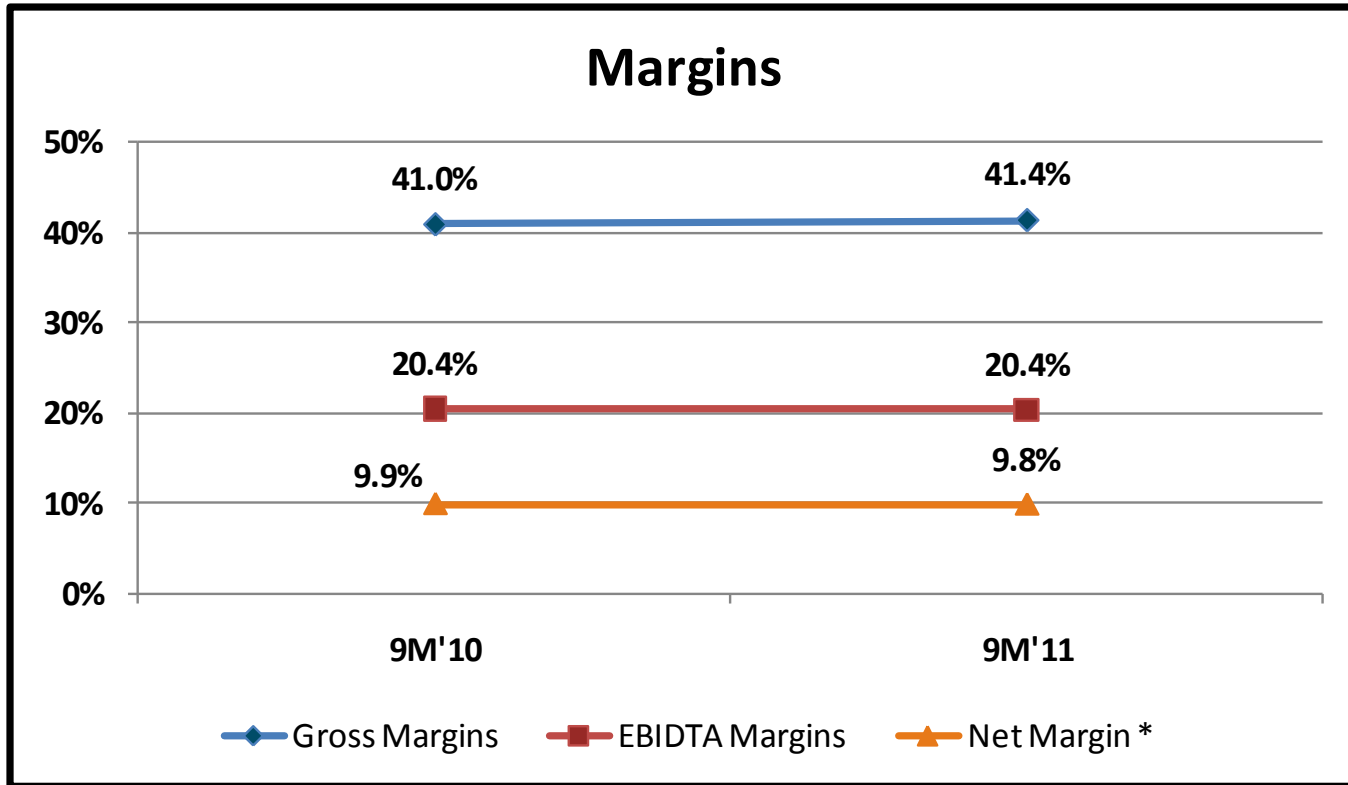
Highlights of Operations for 9M FY'11



Highlights of Operations for 9M FY'11

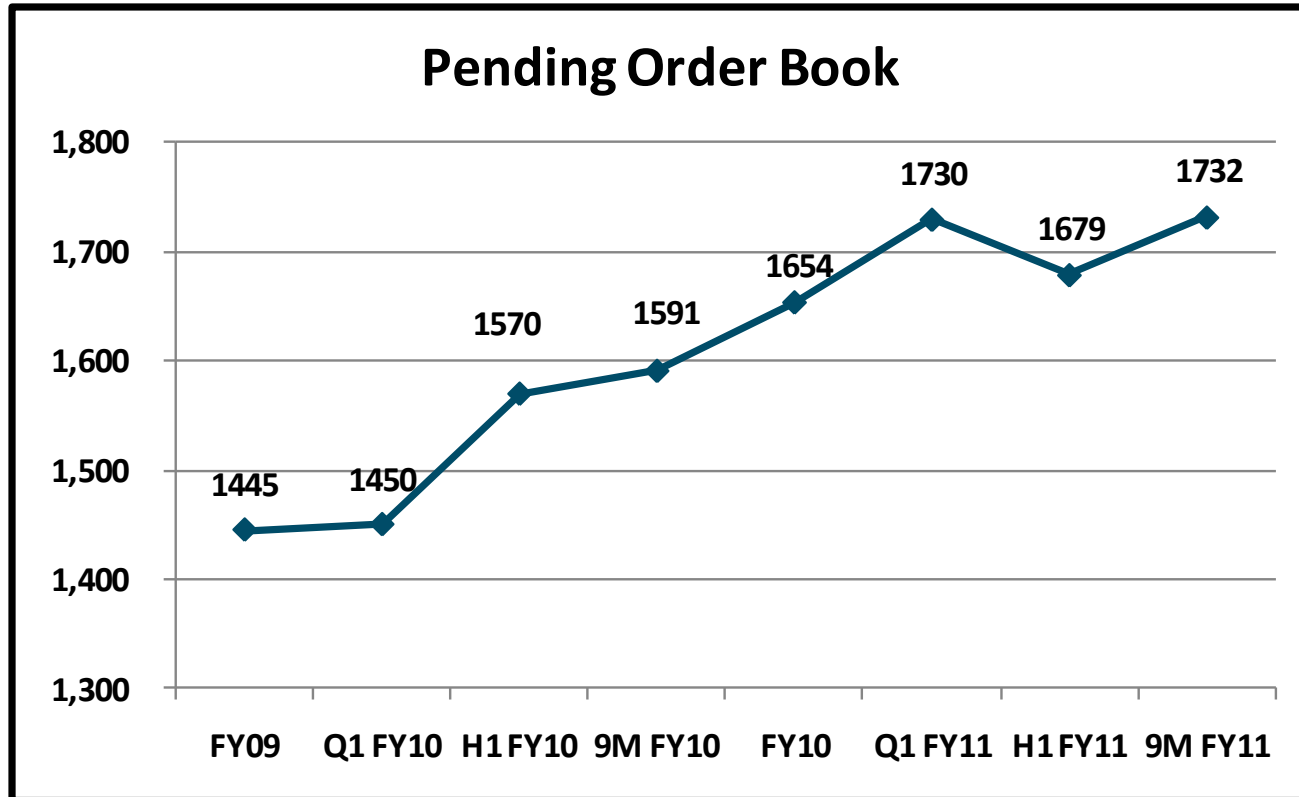


Highlights of Operations for 9M FY'11



* Profit After Taxation & Before Exceptional items

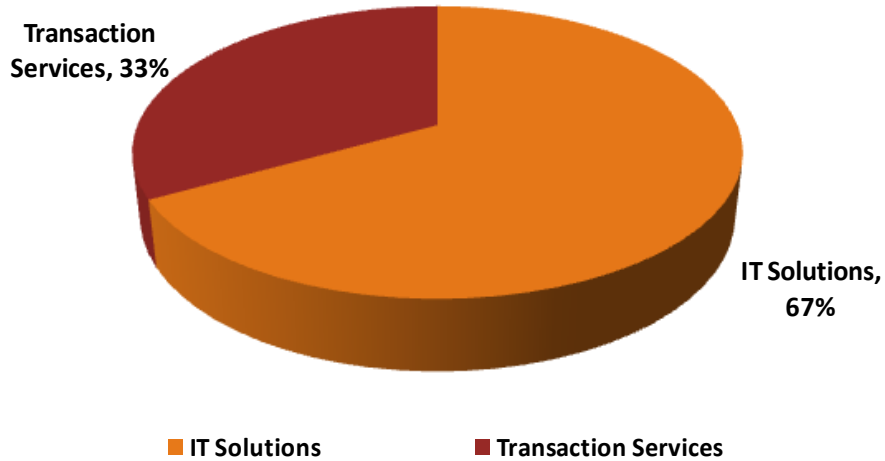
Highlights of Operations for 9M FY'11



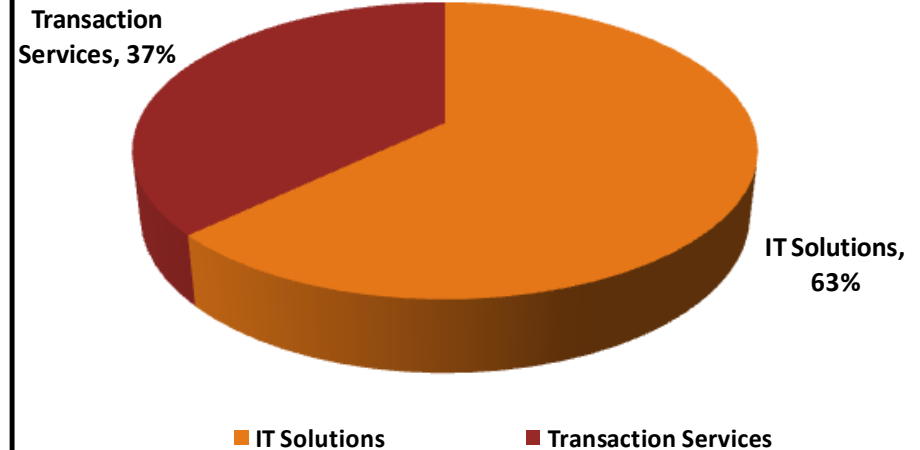
For long term service contracts estimated revenue for the next 12 months is added in the Order Book

Revenue by Segments – 9M FY'11 & 9M FY'10

Segment Revenue 9M'11

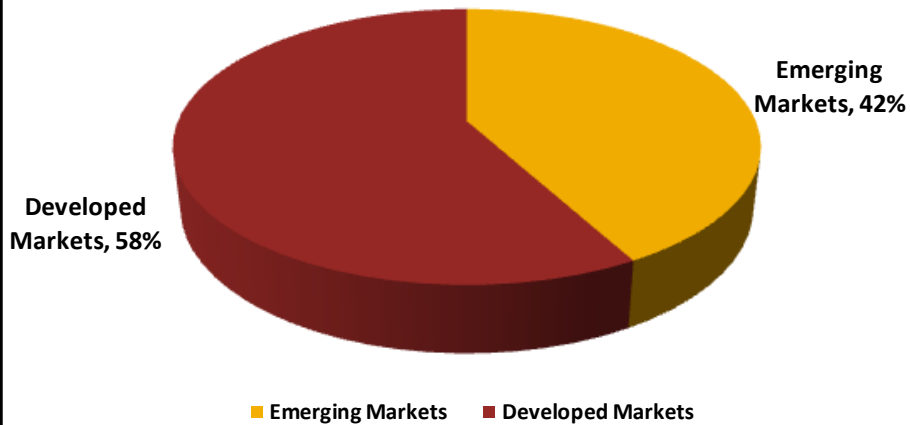


Segment Revenue 9M'10

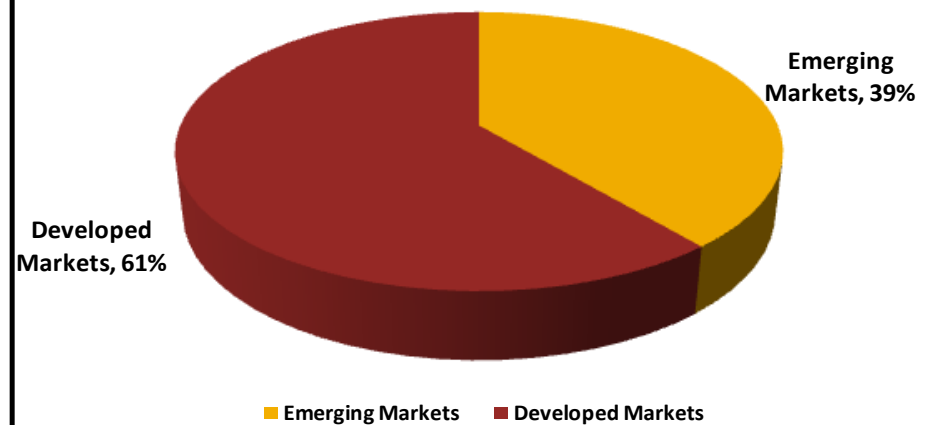


Revenue by Geography – 9M FY'11 & 9M FY'10

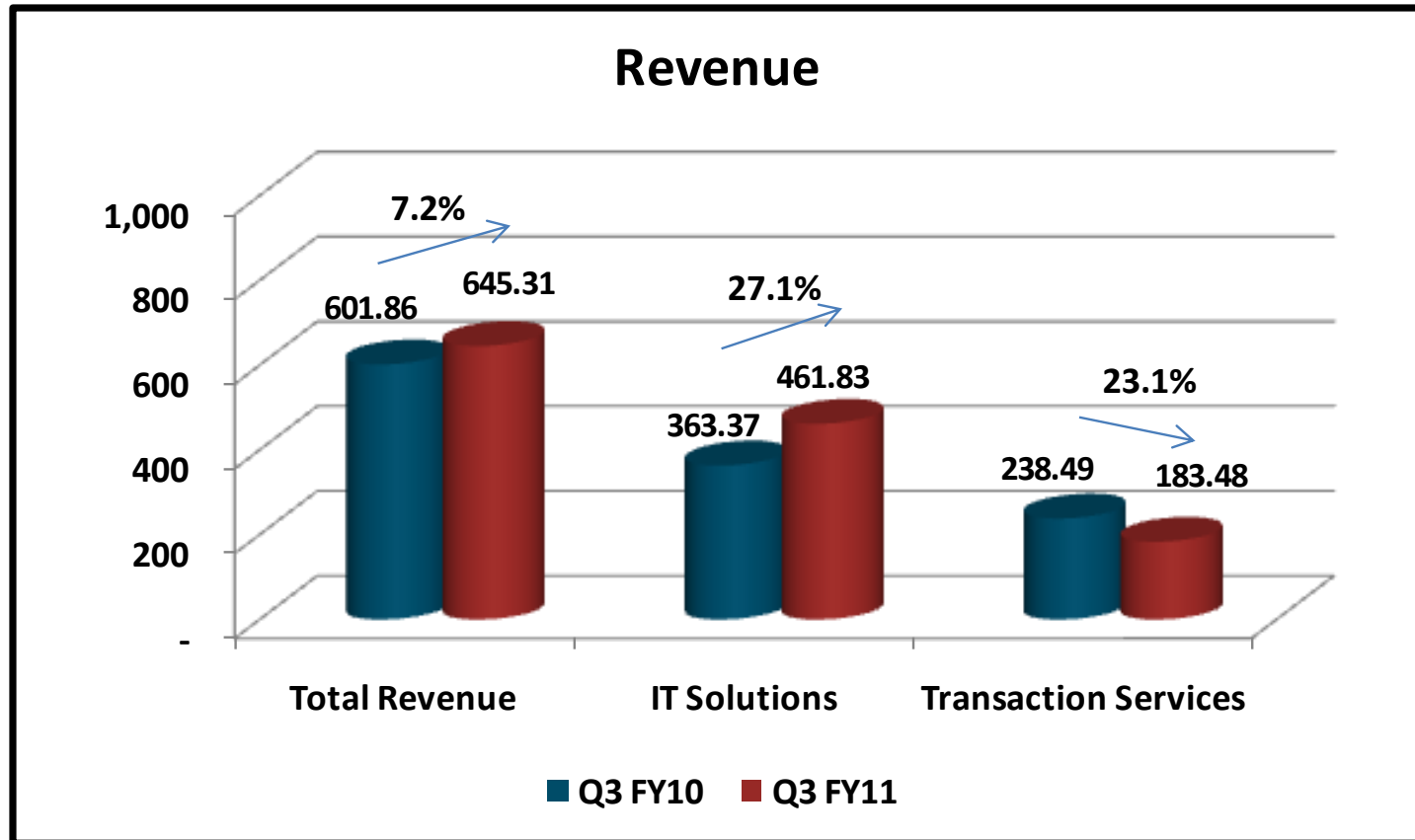
Geowise Revenue 9M'11



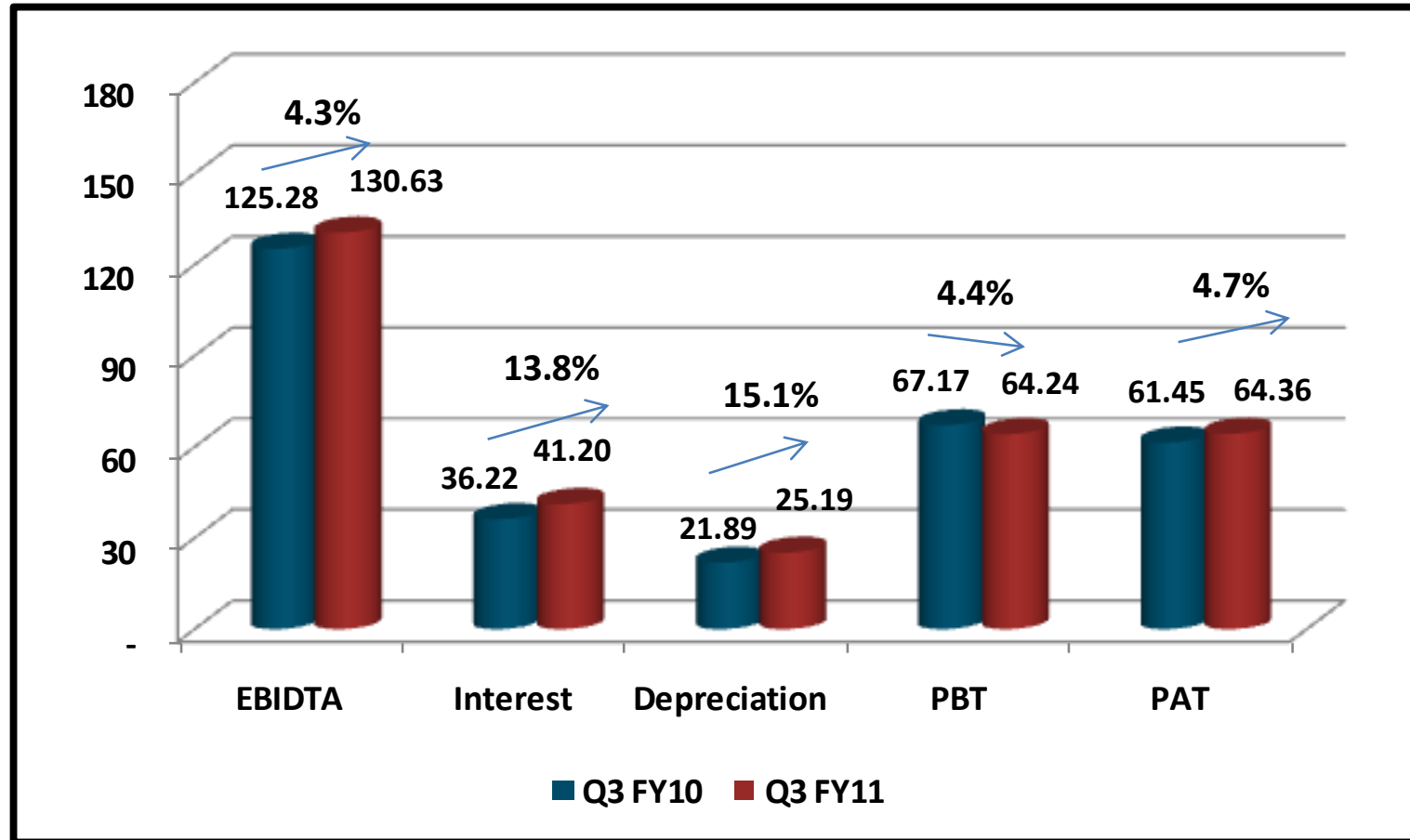
Geowise Revenue 9M'10



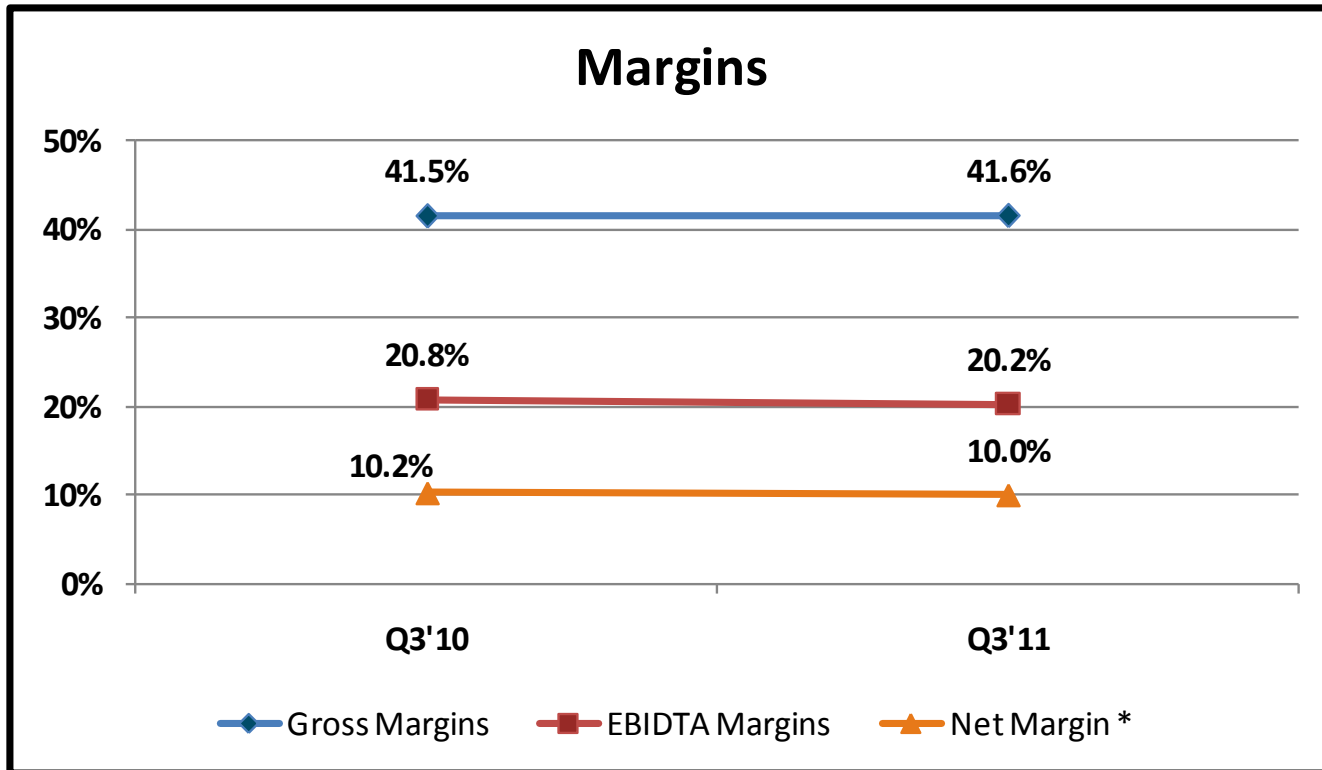
Highlights of Operations for Q3 FY'11 - YoY



Highlights of Operations for Q3 FY'11 - YoY

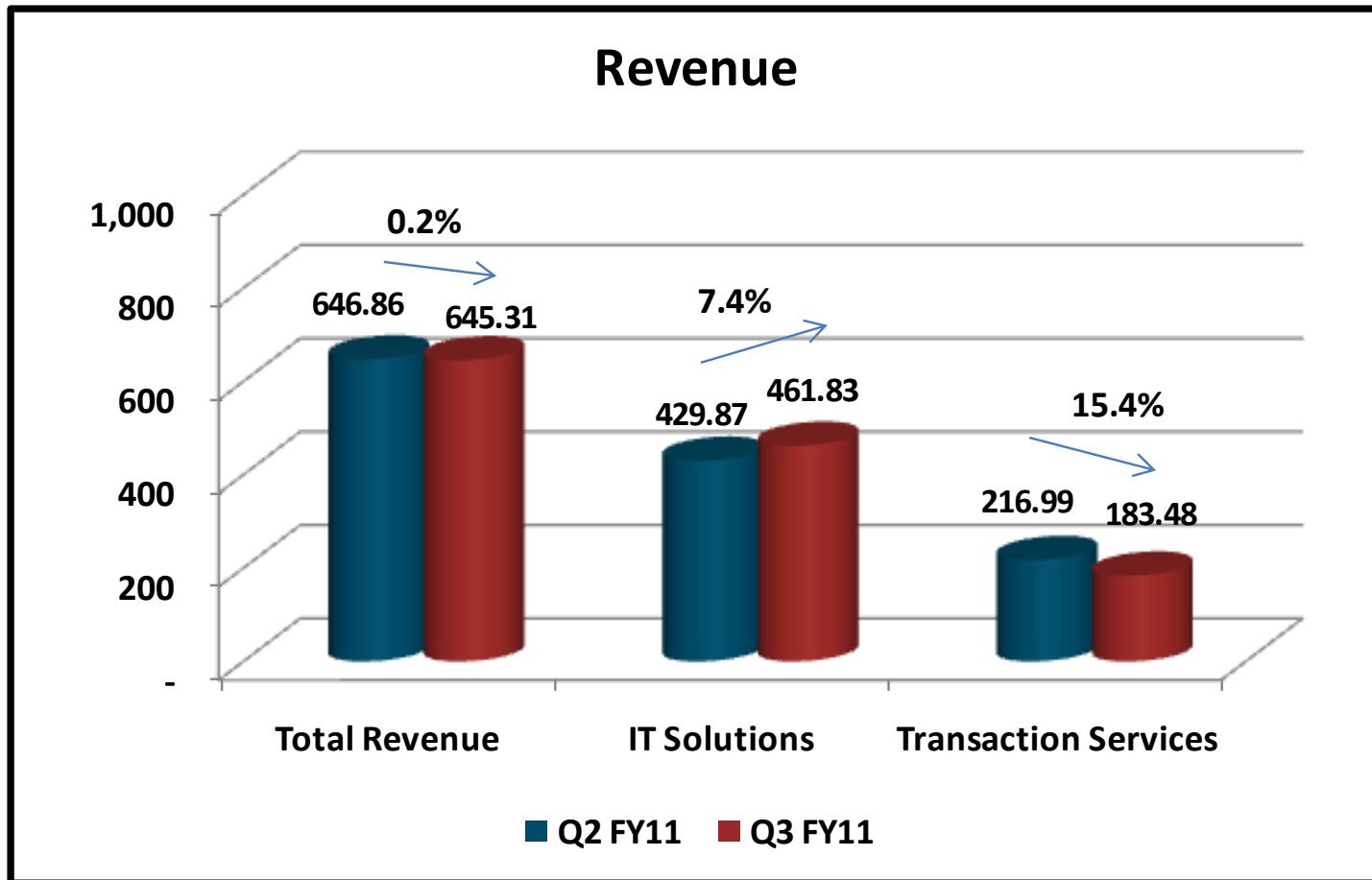


Highlights of Operations for Q3 FY'11 - YoY

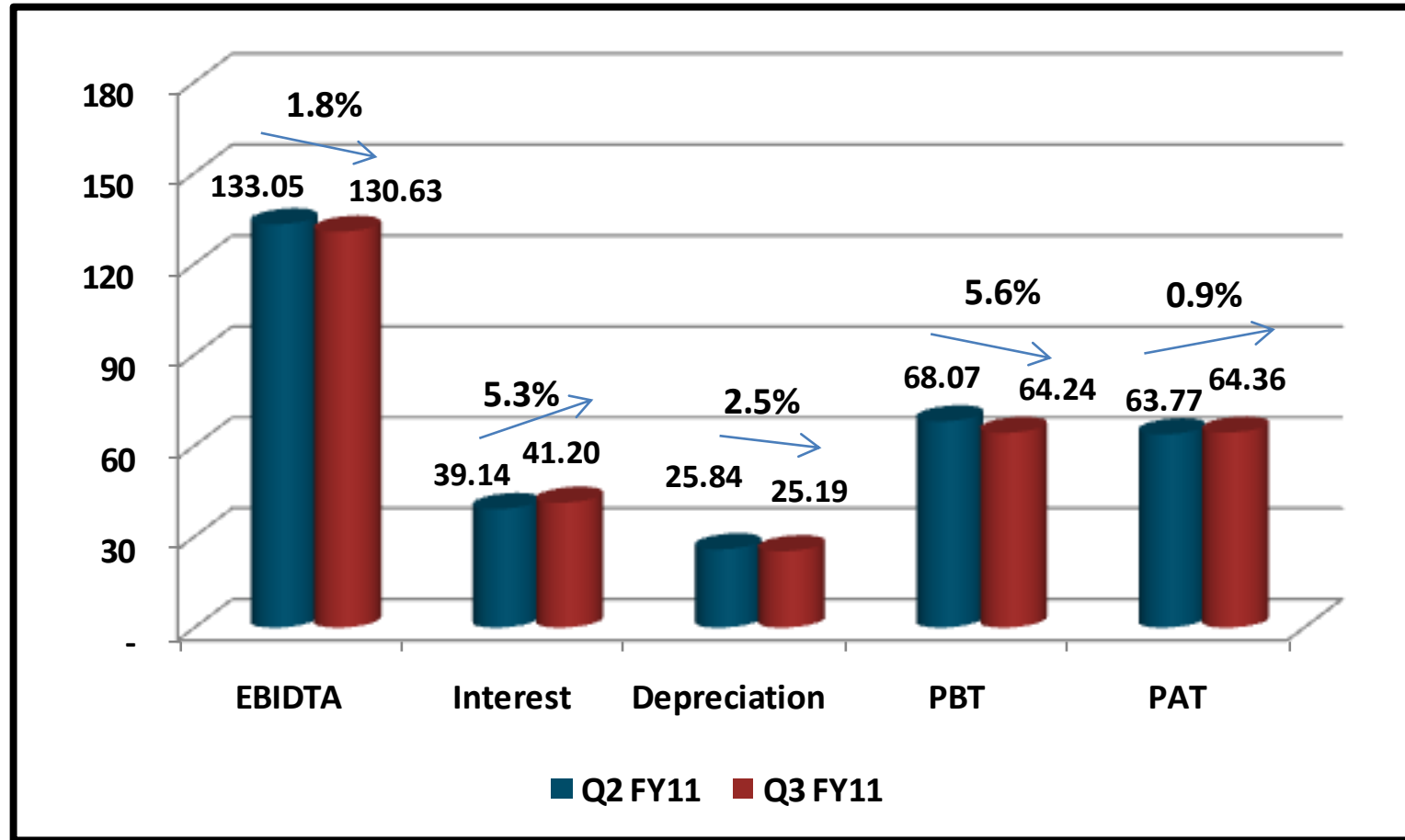


* Profit After Taxation & Before Exceptional items

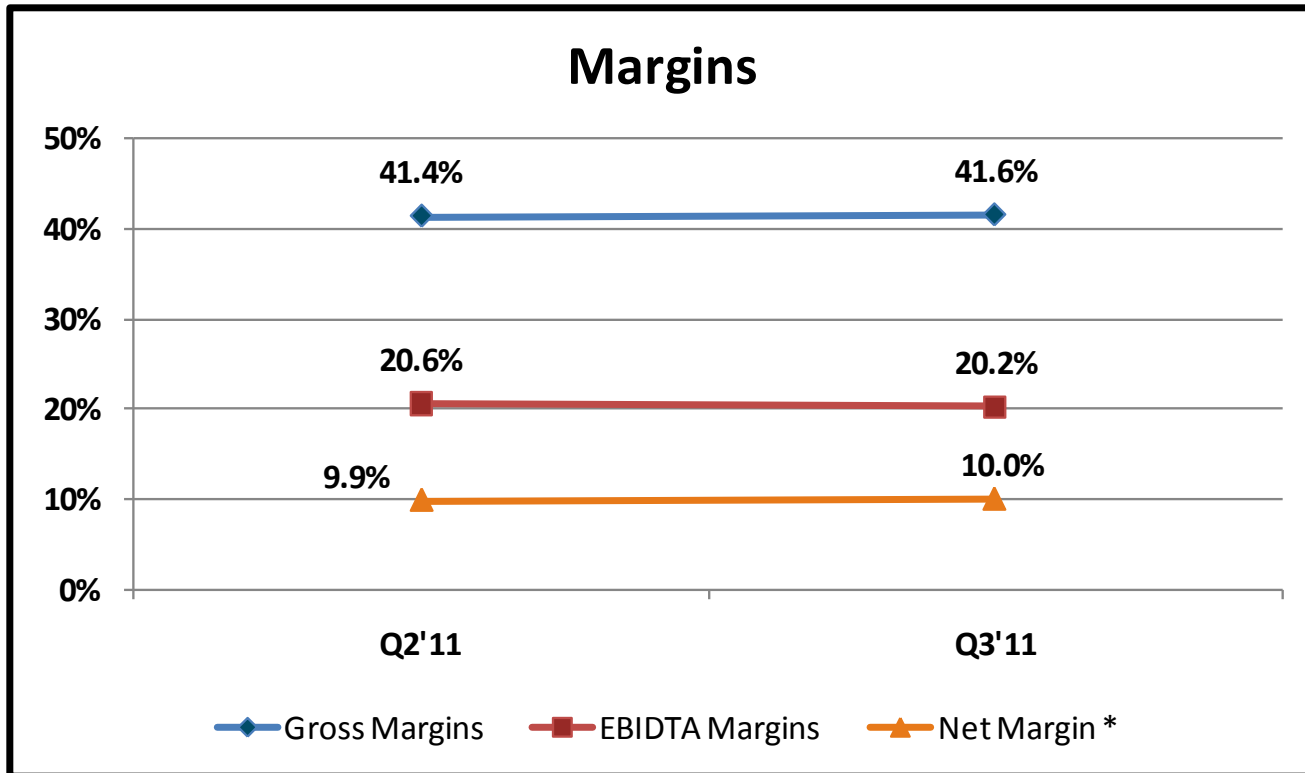
Highlights of Operations for Q3 FY'11 - QoQ



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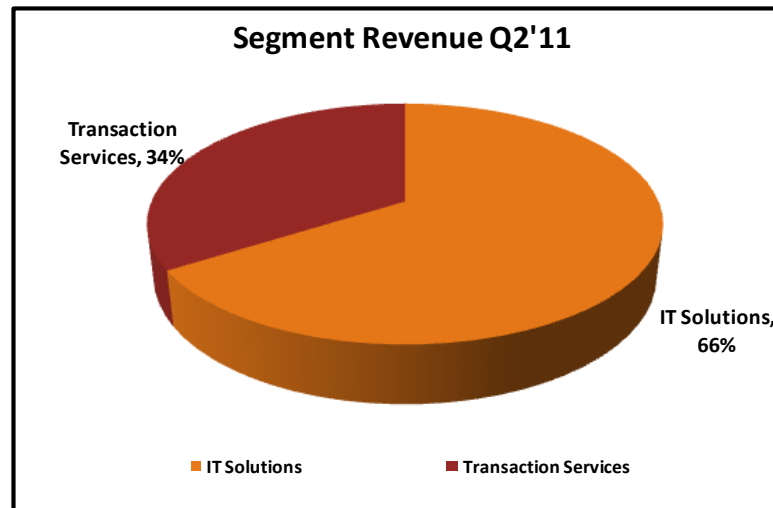
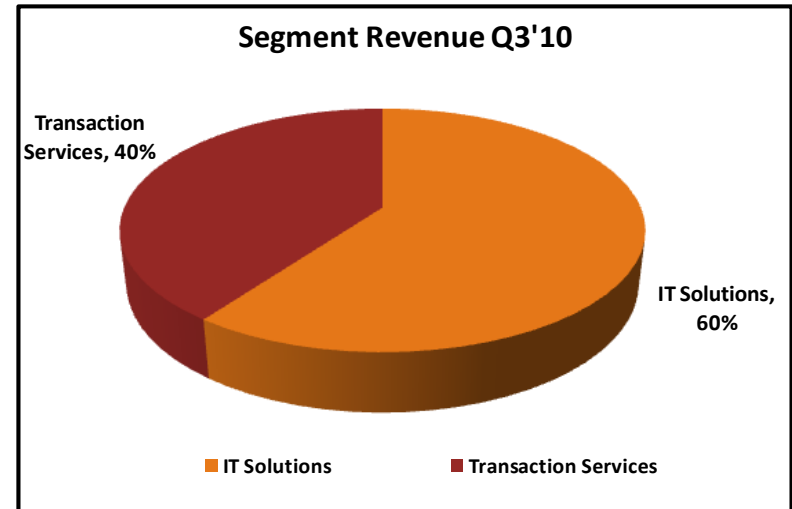
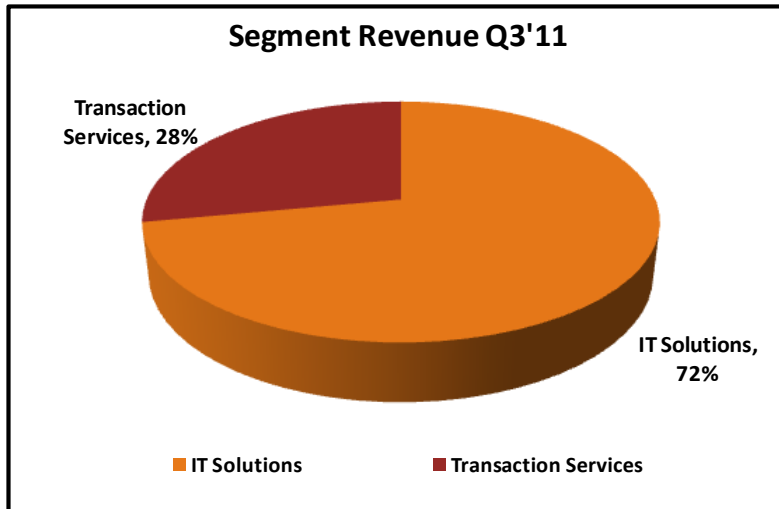


Highlights of Operations for Q3 FY'11 - QoQ

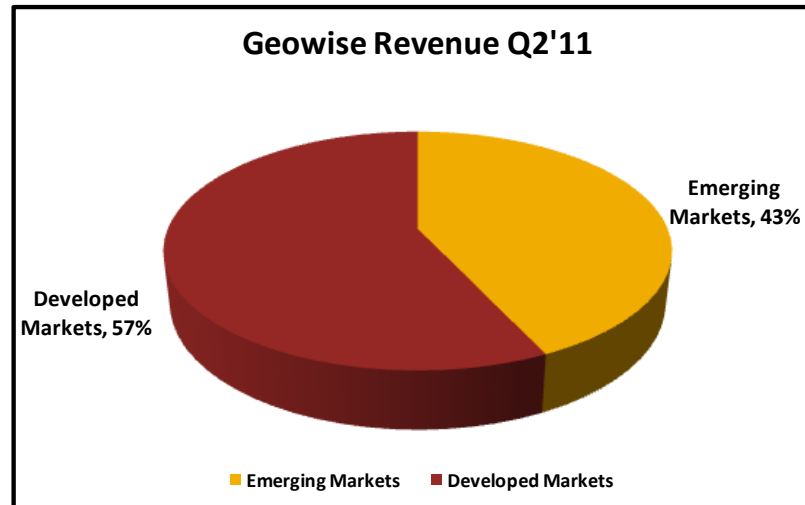
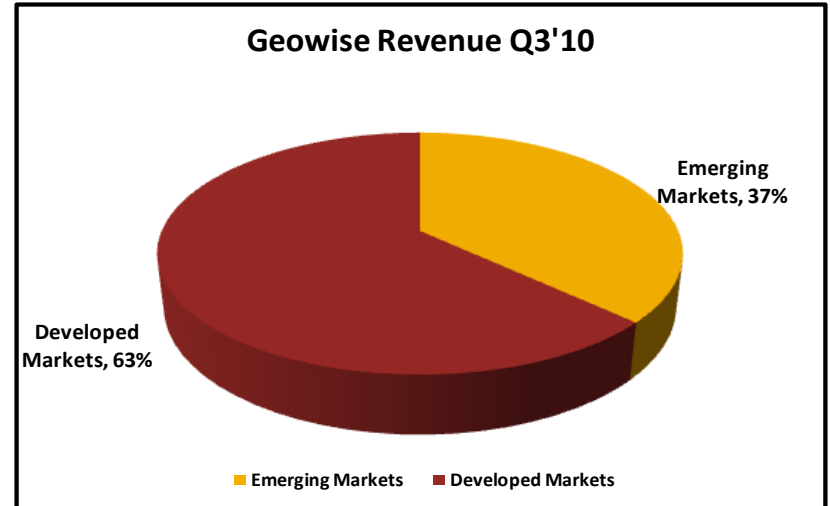
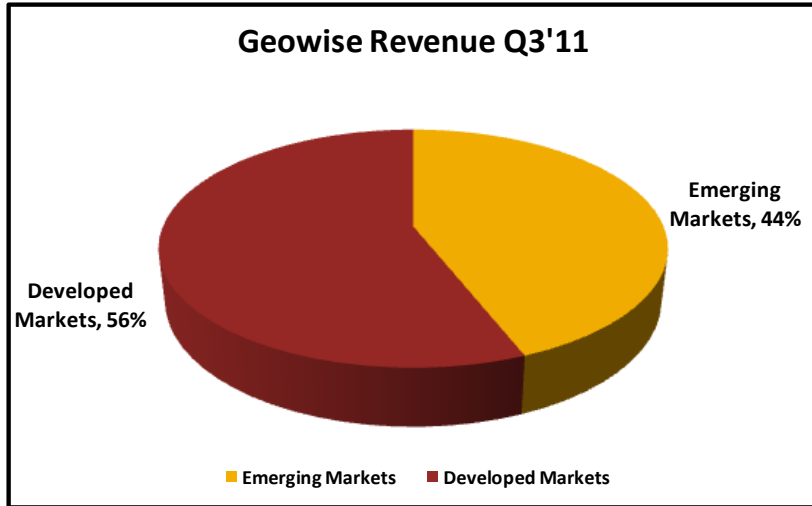


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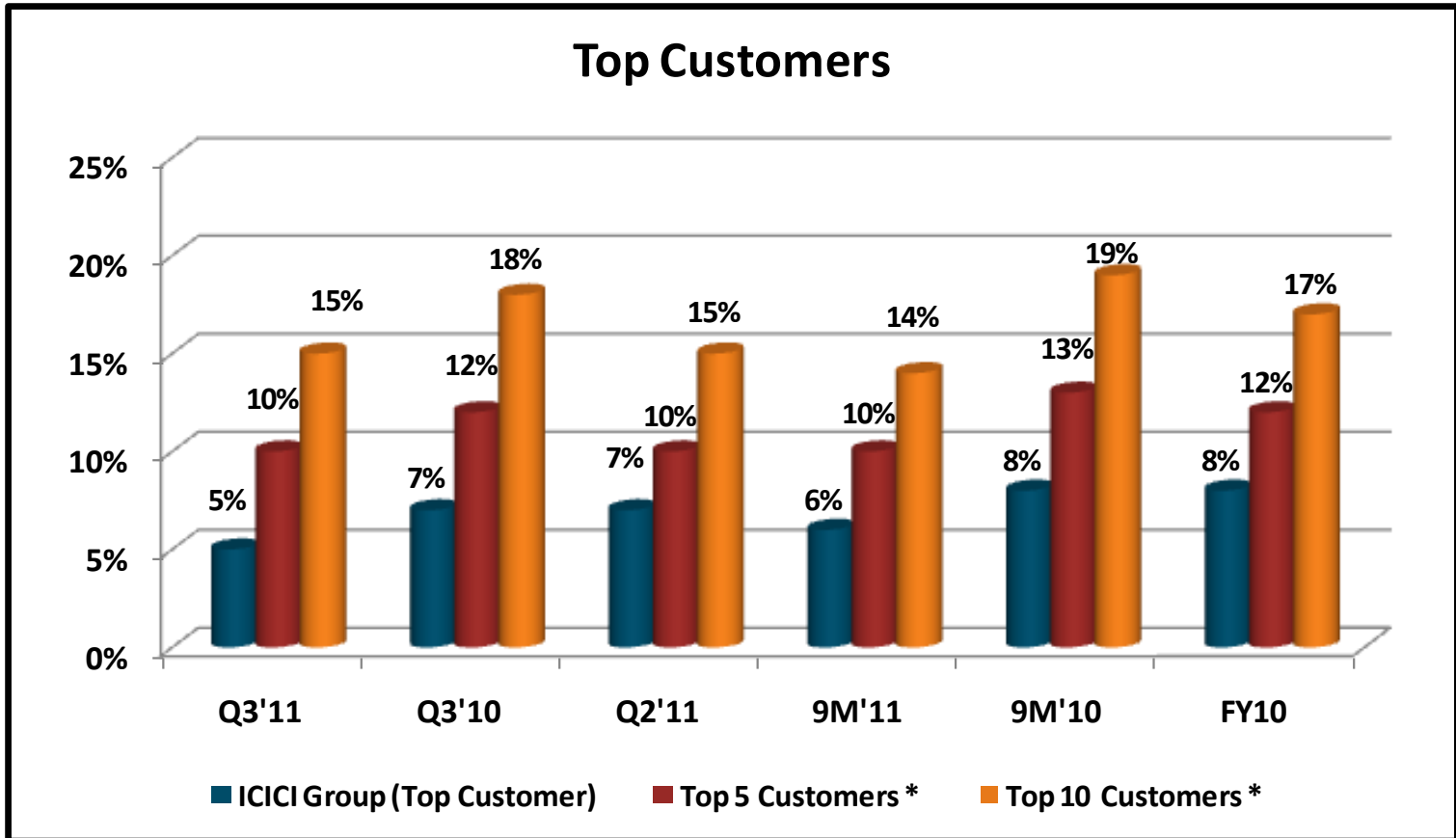
Revenue by Segments – YoY and QoQ



Revenue by Geography – YoY and QoQ



Client Data



* Excluding ICICI Group

Awards & Wins

Awards

Awarded ISV Partner of the Year FY10 – Technology by Oracle

Adjudged one of the top 3 companies in “Service Provider of The Year” and in “Technology Initiative of the Year” at the 14th Asia Insurance Industry Awards, 2010

Systems in the City Award for Superior Customer Service for the fourth consecutive year in the UK

Technology Vendor of the year Award at the Middle East Insurance Awards

Awarded as Best Takaful Technology Company for the third consecutive year in the Middle East

Won the CRN Xcellence Award 2010 for System Integration in India

Major Wins

- **Banking:**
 - **The MEARC geography signed a contract with growing financial institution in Saudi Arabia for Kastle Universal Lending (Islamic) solution**
- **Insurance:**
 - **A renowned insurance company in the Middle East has ordered for Premia General Insurance & Life modules**
 - **A newly formed company in Abu Dhabi has signed a deal for Premia General Insurance**

Major Wins

- **Capital Markets:**
 - A leading investment management company in the Western Europe geography has signed a 3 year deal for rhymeSight support and technical consultancy
 - The APAC geography has won an order from a unit trust management company in Malaysia for the investment management product
 - One of the largest pension fund of UAE has entered into a contract with the MEARC geography for Cmatris

Major Wins

- **IT Services:**
 - **A leading healthcare enterprise has signed a deal with the South Asia geography for system integration and infrastructure management**
 - **A leading global provider of hub-based communications has entered into a contract with the South Asia geography for system integration services**
 - **The South Asia geography has won a deal with a leading banking and financial company for facility management services**

Major Wins

- **Transaction Services:**
 - One of the largest financial company has signed a deal with the North America geography for remittance processing services
 - A leading banking company in India has entered into a contract for digitization services
- **E-Commerce:**
 - A renowned retail organization in the US entered into an agreement with the North America geography for e-commerce services



Thank You