



Analytical Review of Q1-2014 Results



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Q1-2014

- Consolidated revenue for Q1-14 Rs 156.27 crores (US\$ 25.31 mn). YoY increase 25.15 % and QoQ decrease 5.61 %.
- EBITDA for Q1-14 Rs 18.67 crores (US\$ 3.03 mn). YoY increase 273.76 % and QoQ decrease 36.24 %.
- PAT for Q1-14 Rs 14.36 crores (US\$ 2.33 mn). YoY increase 176.43 % and QoQ decrease 34.03 %.
- EPS Rs 1.13 in Q1-2014 as against Re 0.41 in Q1-2013 and Re 1.72 in Q4-2013.
- Share Holder Funds : Rs 243.40 crores or US\$ 40.62 mn.
- Cash and bank balances, including investments in debt mutual funds and fixed deposits Rs 123.90 crores or US\$ 20.68 mn.

- Telecom & Digital Media is the largest industry vertical with 31.2% share of revenues followed by BFSI which accounts for 15.6%.
- Added 8 key customers during the quarter.
- 140 plus active customers including 28 customers having annual revenue above US\$ one million on Run Rate Basis.
- Salary changes primarily in offshore centres has impacted margins.
- Start up cost for new projects has impacted utilization level as well as margins.
- Recently released our comprehensive solution for Commercial Vehicles and Equipment Leasing under Indus offerings.

Financial Performance - Contribution Analysis – Q1 2014



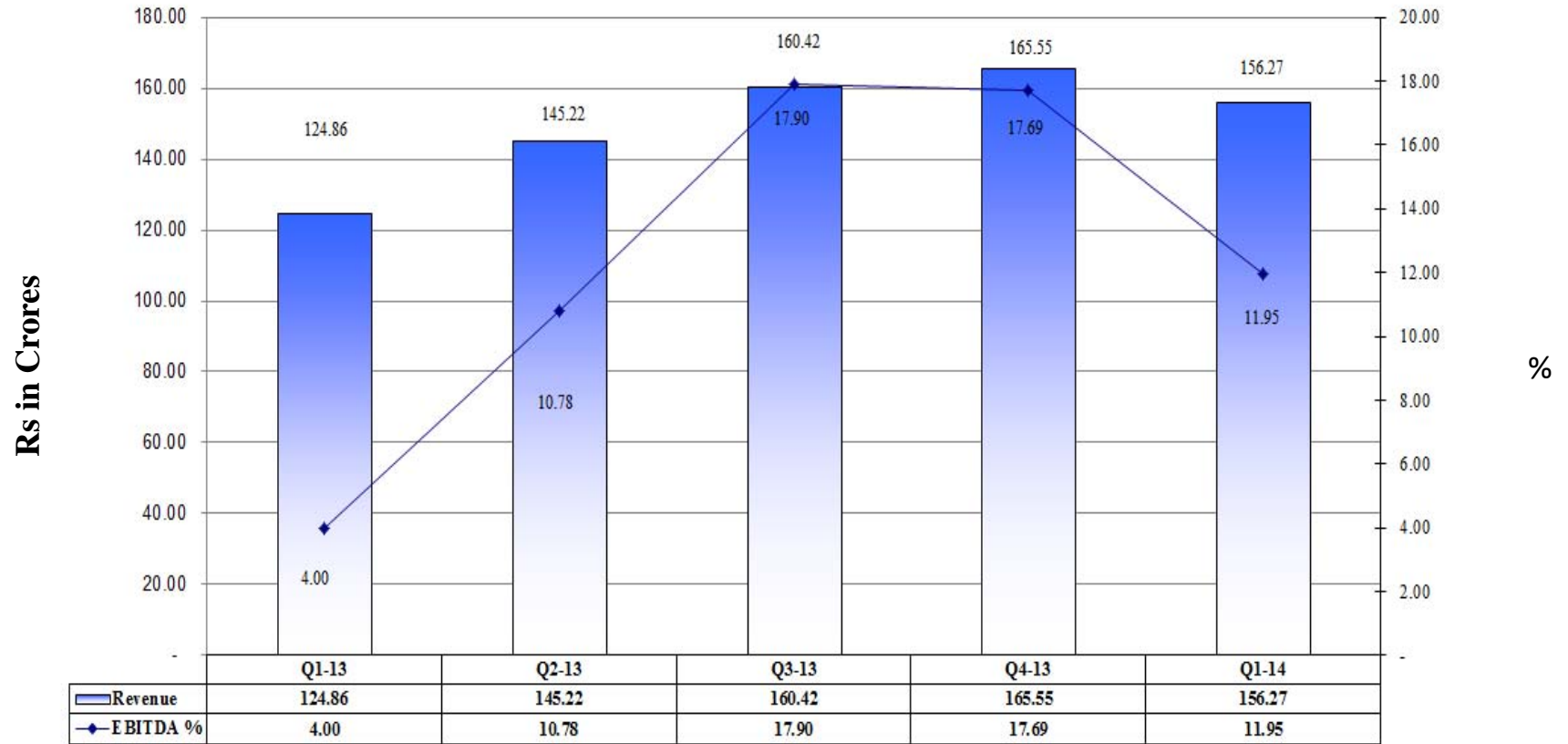
(Figures in mn)

Particulars	Q1 2014		Q1 2013		Q4 2013	
	INR	US\$	INR	US\$	INR	US\$
Revenues	1,562.65	25.31	1,248.63	23.04	1,655.51	26.78
Cost of revenues	1,014.07	16.42	847.99	15.65	1,006.46	16.23
Gross margin	548.58	8.89	400.64	7.39	649.05	10.55
	<i>35.11%</i>		<i>32.09%</i>		<i>39.21%</i>	
SG & A						
Expenses	361.89	5.86	350.69	6.47	356.23	5.72
	<i>23.16%</i>		<i>28.09%</i>		<i>21.52%</i>	
EBITDA	186.69	3.03	49.95	0.92	292.82	4.83
	<i>11.95%</i>		<i>4.00%</i>		<i>17.69%</i>	
Depreciation and amortization	26.99	0.44	21.31	0.39	28.17	0.46
Income from operations	159.70	2.59	28.64	0.53	264.65	4.37
Interest expense	(0.42)	(0.01)	(0.30)	(0.01)	(0.38)	(0.00)
Other income (net)	40.75	0.66	29.59	0.55	31.66	0.54
Income before income tax	200.03	3.24	57.93	1.07	295.93	4.91
Income tax provision	56.40	0.91	5.97	0.11	78.22	1.30
Net earnings	143.63	2.33	51.96	0.96	217.71	3.61

Movement in Gross Margin % Q1-14 Vs Q4-13

Gross Margin % in Q4-13	39.21
Impact of salary increases & other employee related provisions	(3.25)
Impact of decline in utilization	(0.73)
Impact of decline in licensing revenue	(0.12)
Gross Margin % in Q1-14	35.11

Revenues and Margins, Historical Trend



Consolidated Key Balance Sheet Data



Rupees in Crores except "DSO"

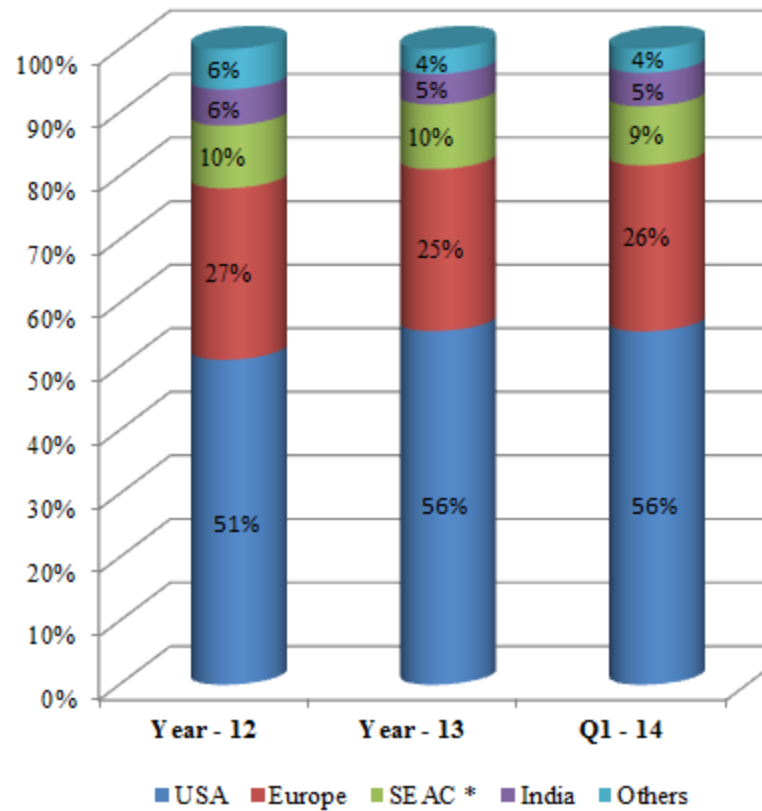
	As at Mar 31, 2014	As at Dec 31, 2013
Share Holders' Funds	243.40	231.76
Receivables	108.90	104.09
Receivables in days "DSO"	52	52
Cash & Bank *	123.90	111.52
Fixed Assets	46.86	46.30

* Including investments in debt mutual funds and fixed deposits

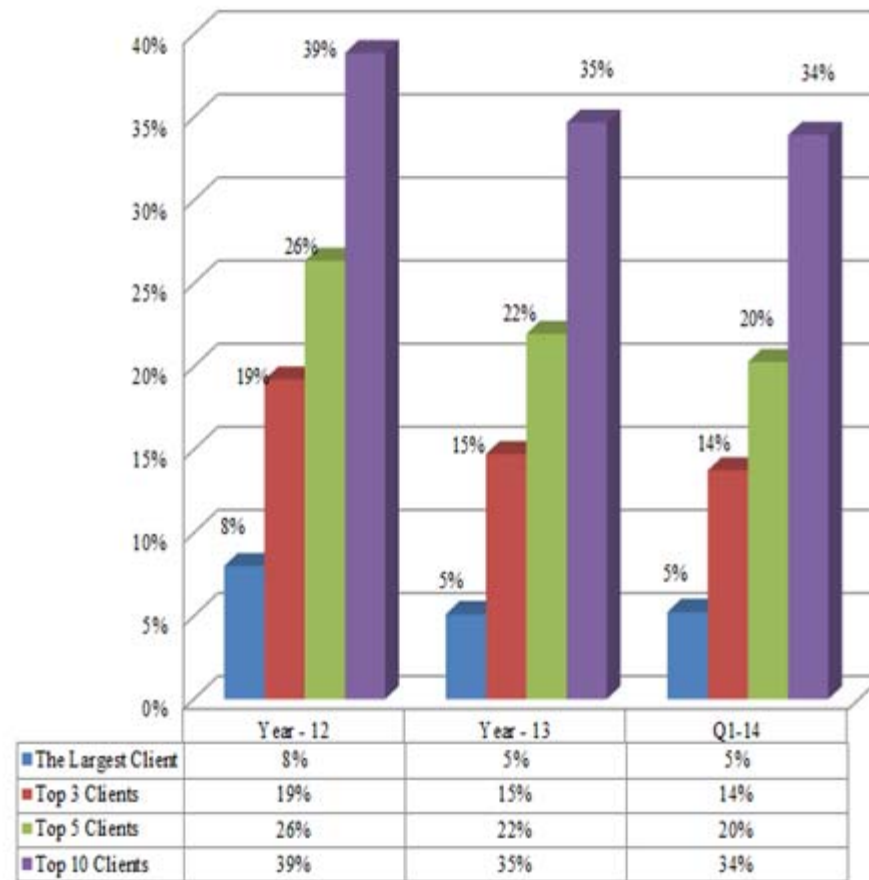
Quarterly Revenue Break-Down



By Geography

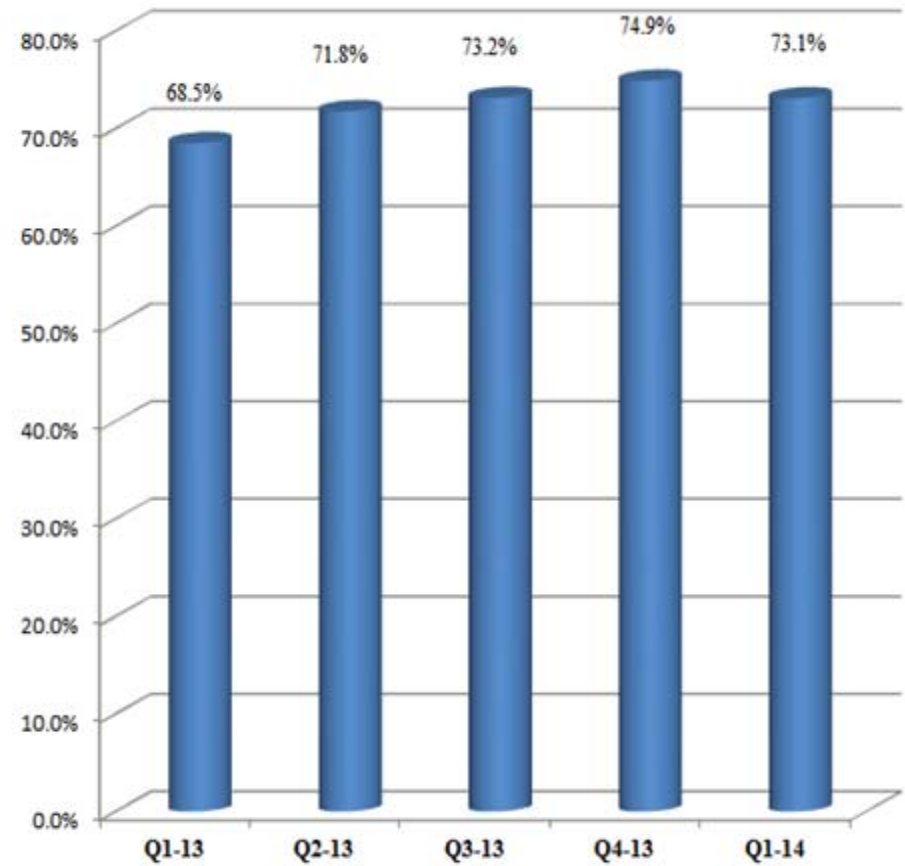
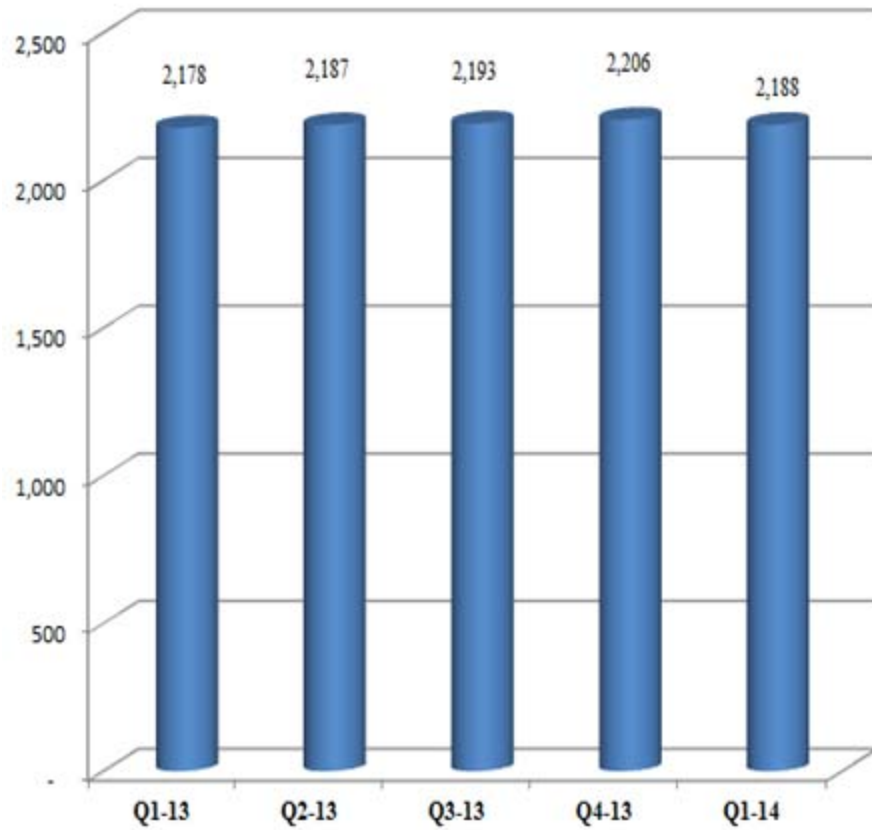


Client Concentration



* South East Asian Countries

Billable Head Counts and Utilization



Summing Up and Looking Ahead

- Q1 Results impacted by salary changes kicked in from January 14 and start up costs for new projects.
- Year 2014 looks promising with global economy gathering momentum.
- Strong sales funnel across all key business verticals and geographies.
- Rupee depreciation is helping our margins. We continue to follow our hedge policy to mitigate currency risk.
- Continuous Strategy for Year 2014 :
 - Partnering with customers to offer innovative and end to end services and solutions across all key verticals;
 - Discipline in execution to enhance utilization level along with customer satisfaction;
 - Leverage global footprint to achieve penetration for all services and solutions;
 - Maintain strong balance sheet to invest for future growth.

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**Thank You
For Your Support**