RESULTS RELEASE

HGS's FY12 Revenues up by 45% y-o-y at ₹ 15,543 million EBITDA grows 19% to ₹ 1,841 million, PAT at ₹ 1,061 million Board recommends a dividend of ₹ 20 per share

Mumbai, May 23, 2012: Hinduja Global Solutions, a leading provider of Outsourcing Solutions to Fortune 500 companies, today announced its Audited financial results for the quarter and year ended March 31, 2012

Financial Highlights

FY12 Highlights

- Revenues were higher by 44.8% at ₹ 15,543.1 million
- EBITDA was higher by 18.5% at ₹ 1,841.0 million from ₹1,553.4 million last year
- PAT was ₹ 1,060.7 million
- The Board of Directors has recommended a dividend of ₹ 20 per share

Q4 Highlights

- Consolidated Operating Revenue for Q4FY12 was ₹ 4,604.1 million against ₹ 2,935.0 million in Q4FY11, registering Y-o-Y growth of 56.9%. Revenue growth was driven by a mix of organic growth, inorganic growth and favourable exchange rates.

- Consolidated EBITDA for Q4FY12 was ₹ 610.5 million against ₹ 441.0 million in Q4FY11, a y-on-y increase of 38.4 %. On a sequential basis, EBITDA was higher by 11.1% compared to ₹ 549.3 million in Q3FY12. The EBITDA margin improved by 130 basis points from 12.0% in Q3FY12 to 13.3% in Q4FY12.

- Consolidated PAT for Q4FY12 was ₹ 310.7 million as against ₹ 308.6 million in Q4FY11. PAT for Q4FY12 was higher by 10.3% on a sequential quarter basis.

CEO's message

Commenting on the results, **Mr. Partha De Sarkar, CEO**, said, *"We are delighted to report sustained traction in revenues with 45% y-on-y growth in revenues in FY12. A mix of organic and inorganic initiatives have led to this stellar growth. We are focused on balancing growth with profitability. In light of the consistent performance, our Board has recommended a dividend of Rs. 20 per share.*

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Business visibility remains strong across all geographies as customers are engaging with us to widen and deepen existing engagements, offering increased volumes and, in some cases, price increases. Our diversified presence is enabling us to stand apart and weather the challenges in the operating environment. We are driving an enhanced identity within the organization with the 'One HGS program' and will rebrand acquired entities into a common global identity."

Operating Highlights

- The company added 4 new Clients on an organic basis during the quarter.
- The pan-European rollout is complete and the company now operates in five European countries, viz. UK, Germany and recently launched Italy, Netherlands & France.
- We are setting up new centres in UK and Canada to cater to new business.
- The company has tied up with National Commercial Bank, Jamaica and will commence operations in Q1FY13

Key Perspectives

- Consolidated PAT for Q4FY12 – ₹ 310.7 million
  - Diluted EPS – ₹ 15.09 per share (for the quarter)
- Consolidated PAT TTM (FY 12) – ₹ 1,060.7 million
  - Diluted EPS – ₹ 51.52 per share
- Net Worth as on March 31, 2012 – ₹ 11,482.5 million
  - Book Value – ₹ 557.7 per share
- Debt of ₹ 7,296.6 million as on March 31, 2012
- Cash & Cash equivalents as on March 31, 2012 – ₹ 7,197.6 million

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About Hinduja Global Solutions (HGS)

HGS, part of the multi-billion dollar conglomerate - Hinduja Group, is a world leader in Customer Relationship and Business Process Management, with a global footprint across North America, Europe, Asia and Africa. With over three decades of experience with some of the world's most recognized brands, it delivers the best practices that drive exceptional results for its clients. Its contact center solutions, back office transaction processing services, domain analytics and process consulting solutions combine operational excellence with functional expertise. It enjoys "Preferred Partner" status with most of its major clients. HGS currently serves several fortune 500 customers through its 47 Global Delivery Centers & employs over 24,000 people worldwide. HGS is a public limited company, listed on the National Stock Exchange (NSE) and Bombay Stock Exchange (BSE) in India. It had a turnover of $242 million in the fiscal year 2010-11.

Disclaimer

Some of the statements in this document that are not historical facts are forward looking statements. These forward-looking statements include our financial and growth projections as well as statements concerning our plans, strategies, intentions and beliefs concerning our business and the markets in which we operate.

These statements are based on information currently available to us, and we assume no obligation to update these statements as circumstances change. There are risks and uncertainties that could cause actual events to differ materially from these forward-looking statements. These risks include, but are not limited to, the level of market demand for our services, the highly-competitive market for the types of services that we offer, market conditions that could cause our customers to reduce their spending for our services, our ability to create, acquire and build new businesses and to grow our existing businesses, our ability to attract and retain qualified personnel, currency fluctuations and global market conditions and other risks not specifically mentioned herein but those that are common to industry.

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