RESULTS RELEASE

HGS's Q1FY13 Revenues up by 68% y-o-y at ₹4,667 million EBITDA grows 50% to ₹447 million, PAT at ₹194 million

Mumbai, Aug 8, 2012: Hinduja Global Solutions, a leading provider of Outsourcing Solutions to Fortune 500 companies, today announced its financial results for the quarter ended June 30, 2012

Financial Highlights

Q1 Highlights

- Consolidated Operating Revenue for Q1FY13 was ₹4,667.0 million against ₹2,784.0 million in Q1FY12, registering Y-on-Y growth of 67.6%.Q1FY13 revenues includes inorganic growth from the acquisitions of OLS (now HGS Canada) and HCCA (now HGS Business Services) in FY12.
- Consolidated EBITDA for Q1FY13 was ₹446.7 million against ₹297.3 million in Q1FY12, a Y-on-Y increase of 50.2 %. On a sequential quarter basis, EBITDA was lower on account of seasonality of business, implementation of annual wage revisions and start up costs associated with new centres in Jamaica, UK and Canada.
- Profit Before Tax and one time exceptional items for Q1FY13 was Rs. 306.7 million, a Y-on-Y increase of 26.5%. Consolidated PAT for Q1FY13 was ₹193.7 million (after considering a one-time exceptional item of Rs. 52.9 million), as against ₹203.0 million in Q1FY12.

CEO's message

Commenting on the results, **Mr. Partha De Sarkar, CEO**, said, *"We are pleased to report continued growth in revenues through a mix of organic and inorganic growth. Organic growth was driven by increased offshore volumes at centres in India and Manila as well as growth in the onsite business in North America. Revenues were also helped by higher reporting currency exchange rates.*

Profitability has been impacted by the annual wage hike and by a one-time cost of a financial settlement. However, visibility of increased volumes at existing centres and the rollout of new centre are expected to drive higher utilization and improved margins.

The rebranding of our global entities under the 'One HGS initiative' has been received well by our customers. We have also made strategic progress in expanding our global operations with the launch of centres in Jamaica and the UK and the expansion of capacities in Canada. We believe that our initiatives in new markets, new offerings and new verticals will help us deliver growth that is balanced and sustainable."

Operating Highlights

- The company added 35 new Clients on an organic basis during the quarter.
- The Company has set a centre in Jamaica to cater domestic and offshore customers. The Company has set up its third delivery centre at Preston, UK to service contracts from an existing telecom client, with capacity for further expansion.
- HGS Canada is in the final stages of its PCI compliance audit which will enable higher volumes for its BFSI business. It has set up a new centre at Belleville and has consolidated the Antigonish centre operations into its North Bay site.

Key Perspectives

- Consolidated PAT for Q1FY13 – ₹193.7 million
  - Diluted EPS – ₹9.41 per share (for the quarter)
- Consolidated PAT TTM (FY 13) – ₹1,051.4 million
  - Diluted EPS – ₹51.07 per share
- Net Worth as on June 30, 2012 – ₹12,348.3 million
  - Book Value – ₹599.75 per share
- Debt of ₹5714.1 million as on June 30, 2012

- Cash & Cash equivalentsas on June 30, 2012 – ₹6351.6million

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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 51 Global Delivery Centers & employs over 23,000 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 $324 million in the fiscal year 2011-12.

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.

Further, this document may make references to reports and publications available in the public domain. Hinduja Global Solutions Ltd. makes no representation as to their accuracy or that the company subscribes to those views / findings.