

KEY FINANCIALS FACT SHEET Q3 FY11



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Consolidated Income Statement



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₹ Mn

	Q3, FY 11	Q2, FY 11	QoQ, %	Q3, FY 10	YoY%
Income from sale of software products and services	1,949.32	1,869.99	4.2%	1,583.55	23.1%
Direct Cost	1,186.22	1,080.27	9.8%	949.82	24.9%
Gross Profit	763.10	789.72	-3.4%	633.73	20.4%
S&M	139.97	170.05	-17.7%	95.00	47.3%
G&A	195.38	189.33	3.2%	166.09	17.6%
Total S, G&A	335.35	359.38	-6.7%	261.09	28.4%
EBIDTA	427.75	430.34	-0.6%	372.64	14.8%
Depreciation	106.32	100.68	5.6%	90.42	17.6%
EBIT	321.43	329.66	-2.5%	282.22	13.9%
Other Income	38.28	41.14	-7.0%	37.31	2.6%
Foreign Exchange Gain / (Loss)	35.19	18.24	92.9%	16.52	113.0%
Profit before Tax	394.90	389.04	1.5%	336.05	17.5%
Tax	32.47	30.73	5.7%	27.14	19.6%
Profit after Tax	362.43	358.31	1.1%	308.91	17.3%

Key Financials Ratios: Q3 FY11



Ratios, %	Q3, FY 11	Q2, FY 11	QoQ, %	Q3, FY 10	YoY%
Gross Margin	39.1%	42.2%	-3.1%	40.0%	-0.9%
S&M to Revenue	7.2%	9.1%	-1.9%	6.0%	1.2%
G&A to Revenue	10.0%	10.1%	-0.1%	10.5%	-0.5%
Total S, G&A to Revenue	17.2%	19.2%	-2.0%	16.5%	0.7%
EBIDTA Margin	21.9%	23.0%	-1.1%	23.5%	-1.6%
EBIT Margin	16.5%	17.6%	-1.1%	17.8%	-1.3%
Profit before Tax	20.3%	20.8%	-0.5%	21.2%	-1.0%
Profit after Tax	18.6%	19.2%	-0.6%	19.5%	-0.9%
EPS - Basic, Before Prior Period, INR	9.59	9.51		9.67	
EPS - Diluted, Before Prior Period, INR	9.06	8.96		8.61	

Key Financials Ratios: YTD Q311 vs. YTD Q310



Ratios, %	YTD Q3 11	YTD Q3 10	Change %
Gross Margin	39.8%	44.8%	-5.0%
S&M to Revenue	8.0%	7.7%	0.3%
G&A to Revenue	10.4%	11.9%	-1.5%
Total S, G&A to Revenue	18.4%	19.7%	-1.2%
EBIDTA Margin	21.4%	25.2%	-3.8%
EBIT Margin	15.9%	19.4%	-3.5%
Profit before Tax	20.5%	19.2%	1.3%
Profit after Tax	18.9%	17.5%	1.4%
EPS - Basic, Before Prior Period, INR	28.26	23.58	
EPS - Diluted, Before Prior Period, INR	26.61	21.01	

Consolidated Balance Sheet

₹ Mn



	As at December 31, 2010	As at September 30, 2010	As at December 31, 2009
Sources of Funds			
Equity Share Capital	400.00	400.00	358.61
Stock option outstanding	36.38	36.81	32.23
Reserves	6,688.85	6,507.45	4,290.22
Hedge Reserve	54.90	58.50	83.07
Deferred Payment Liabilities	35.97	41.87	51.59
Total sources of Funds	7,216.10	7,044.63	4,815.72
Application of Funds			
Fixed Assets	2,513.14	2,384.05	2,342.52
Deferred Tax Assets	13.67	11.65	5.79
Investments	3,282.81	3,048.98	1,199.99
Net current assets	1,271.54	1,295.65	952.42
Cash and Cash Equivalents	134.94	304.30	315.00
Total uses of Funds	7,216.10	7,044.63	4,815.72

FACT SHEET Q3 FY11



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Fact Sheet



		Q3 FY 11	Q2 FY 11	Q1 FY 11	Q4 FY 10	Q3 FY 10	FY 10	FY 09
Revenue	Total Revenue, US \$ Mn	43.21	40.51	39.49	37.33	33.96	127.30	127.92
	%, q-o-q/ y-o-y growth	6.7%	2.6%	5.8%	9.9%	18.2%	-0.5%	20.9%
	Revenue from Operations, INR Mn	1,949.32	1,869.98	1,810.89	1,717.44	1,583.52	6,011.56	5,938.31
	%, q-o-q	4.2%	3.3%	5.4%	8.5%	13.9%	1.2%	39.8%

	%	Q3 FY 11	Q2 FY 11	Q1 FY 11	Q4 FY 10	Q3 FY 10	FY 10	FY 09
Segments	Telecom	23.0%	20.0%	18.5%	20.3%	23.0%	22.8%	20.9%
	Infrastructure and Systems	65.4%	69.4%	71.7%	69.7%	66.5%	66.0%	66.7%
	Life Sciences	11.6%	10.6%	9.7%	10.0%	10.5%	11.1%	12.4%
	Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Fact Sheet (Contd...)



Geography	%	Q3 FY 11	Q2 FY 11	Q1 FY 11	Q4 FY 10	Q3 FY 10	FY 10	FY 09
	North Americas	85.4%	85.5%	85.1%	87.0%	82.0%	84.8%	87.3%
	Europe	5.3%	6.0%	6.5%	6.4%	8.2%	8.2%	8.6%
	Asia-Pacific	9.3%	8.5%	8.4%	6.6%	9.8%	7.0%	4.0%
	Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Onsite: Offshore Mix	%	Q3 FY 11	Q2 FY 11	Q1 FY 11	Q4 FY 10	Q3 FY 10	FY 10	FY 09
	Onsite	22.2%	20.2%	19.3%	18.2%	11.6%	12.7%	14.2%
	Offshore	77.8%	79.8%	80.7%	81.8%	88.4%	87.3%	85.8%
	Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Fact Sheet (Contd...)



Revenue Mix	%	Q3 FY 11	Q2 FY 11	Q1 FY 11	Q4 FY 10	Q3 FY 10	FY 10	FY 09
	T&E	78.6%	81.1%	81.3%	80.6%	74.3%	77.3%	80.5%
	FPP	13.9%	10.7%	9.8%	11.7%	16.9%	15.5%	14.3%
	IP driven	7.5%	8.1%	8.9%	7.8%	8.9%	7.2%	5.2%
	Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Repeat Business	%	Q3 FY 11	Q2 FY 11	Q1 FY 11	Q4 FY 10	Q3 FY 10	FY 10	FY 09
		92.7%	94.6%	98.8%	88.6%	87.8%	91.3%	90.3%

Clients Billed	No	Q3 FY 11	Q2 FY 11	Q1 FY 11	Q4 FY 10	Q3 FY 10	FY 10	FY 09
		207	201	196	195	195	293	297

Fact Sheet (Contd...)



Client Engagement Size	Nos.	Q3 FY 11	Q2 FY 11	Q1 FY 11	Q4 FY 10	Q3 FY 10	FY 10	FY 09
	Large > \$ 3Mn	9	9	9	8	8	6	7
	Medium > \$ 1Mn, < \$ 3Mn	29	21	22	23	19	16	19
	Small Upto \$ 1 Mn	169	171	165	164	168	271	271
	Total	207	201	196	195	195	293	297

DSO	Days	Q3 FY 11	Q2 FY 11	Q1 FY 11	Q4 FY 10	Q3 FY 10	FY 10	FY 09
		67	60	61	67	64	67	58

Billing Rates	USD/p.p.m	Q3 FY 11	Q2 FY 11	Q1 FY 11	Q4 FY 10	Q3 FY 10	FY 10	FY 09
	Onsite	13,101	12,516	12,470	12,564	12,052	12,379	13,054
	Offshore	3,670	3,595	3,608	3,546	3,616	3,553	3,625

Fact Sheet (Contd...)



Yield	USD/p.p.m	Q3 FY 11	Q2 FY 11	Q1 FY 11	Q4 FY 10	Q3 FY 10	FY 10	FY 09
		3,219	3,108	3,263	3,190	3,080	2,937	2,970

Revenue Concentration	%	Q3 FY 11	Q2 FY 11	Q1 FY 11	Q4 FY 10	Q3 FY 10	FY 10	FY 09
Top 1		14.4%	16.3%	13.6%	14.7%	10.1%	11.0%	9.3%
Top 5		36.8%	38.0%	38.2%	41.5%	33.7%	33.3%	26.4%
Top 10		48.0%	49.0%	49.2%	51.7%	46.0%	43.8%	37.4%

People Numbers		Q3 FY 11	Q2 FY 11	Q1 FY 11	Q4 FY 10	Q3 FY 10	FY 10	FY 09
Technical		5,070	4,907	4,554	4,321	4,190	4,321	3,900
Sales & Business Development		94	87	79	71	67	71	64
Rest		296	287	278	270	261	270	245
Grand Total		5,460	5,281	4,911	4,662	4,518	4,662	4,209

Fact Sheet (Contd...)



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Investment in IP Led work		Q3 FY 11	Q2 FY 11	Q1 FY 11	Q4 FY 10	Q3 FY 10	FY 10	FY 09
	%							
	Technical time spent	4.1%	4.4%	4.3%	4.3%	4.8%	4.9%	5.1%

Utilization		Q3 FY 11	Q2 FY 11	Q1 FY 11	Q4 FY 10	Q3 FY 10	FY 10	FY 09
	%							
		73.2%	72.9%	76.8%	76.5%	72.6%	72.6%	72.6%

Attrition Rate		Q3 FY 11	Q2 FY 11	Q1 FY 11	Q4 FY 10	Q3 FY 10	FY 10	FY 09
	%							
		21.9%	18.6%	16.3%	13.7%	10.8%	13.7%	13.6%