



Fact Sheet

Consolidated Income Statement – Q1 FY 2014

In Rs. mn, except per share data

Particulars	Q1 Dec 13	Q1 Dec 12	Q4 Sep 13
Total Income	2008.5	1403.3	1927.5
Software services and administrative expenses	1550.2	1086.6	1489.1
OPERATING PROFIT BEFORE INTEREST, DEPRECIATION AND TAX	458.3	316.7	438.4
Interest	81.8	63.6	90.8
Depreciation	144.8	116.7	134.1
OPERATING PROFIT BEFORE TAX	231.7	136.4	213.5
Provision for taxation	63.2	27.4	56.1
NET PROFIT AFTER TAX	168.5	109	157.4
Provision for Deferred tax	9.1	3.8	10.7
NET PROFIT AFTER DEFERRED TAX	159.4	105.2	146.7
EARNINGS PER SHARE	24.2	17.6	22.2
CPS	46.1	37.1	42.5



Stand-alone Income Statement – Q1 FY 2014

In Rs. mn, except per share data

Particulars	Q1 Dec 13	Q1 Dec 12	y-o-y %	Q4 Sept 13	q-o-q%
Net sales	1381.9	963.3	43%	1267.8	9%
Other income	10.4	4.9	--	19.3	--
Total income	1392.3	968.2	44%	1287.1	8%
Software services & administration expenses	1022.4	717.4	43%	945.9	8%
EBITDA	369.9	250.8	47%	341.2	8%
Depreciation	104.2	80.4	30%	97.3	7%
EBIT	265.7	170.4	56%	243.9	9%
Interest expense	76.9	62.1	24%	76.1	1%
PBT	188.8	108.3	74%	167.8	13%
Tax	64.4	25.6	152%	53.1	21%
Net profit	124.4	82.7	50%	114.7	8%



Consolidated Income Statement for FY2013

In Rs. mn, except per share data

Particulars	Sep 13	Sep 12
Revenue from Operations	6,585.3	4,520.6
Software services & Administrative expenses	5,109.6	3,517.3
Profit before interest depreciation & taxes (PBIDT)	1,475.6	1,003.3
Interest	285.4	205.2
Profit before depreciation & taxes	1190.2	798.1
Depreciation & amortisation expenses	503.5	423.5
Profit after depreciation & before taxes	686.7	374.6
Provision for Tax	158.9	67.5
Profit before Deferred tax (PAT)	527.8	307.1
Deferred tax	21.0	13.0
Profit after Deferred tax (PAT)	506.8	294.1



Stand alone Income statement - FY2013

In Rs. mn, except per share data

Particulars	sep 13	sep 12
Revenue from Operations	4,489.5	3,083.9
Software services & Administrative expenses	3313.3	2325.2
Profit before interest depreciation & taxes (PBIDT)	1,176.2	758.7
Interest	271.4	183.8
Profit before depreciation & taxes	904.8	574.9
Depreciation & amortisation expenses	349.6	297.9
Profit after depreciation & before taxes	555.2	276.9
Provision for Tax	139.9	55.3
Profit before Deferred tax (PAT)	415.3	221.6
Deferred tax	18.5	11.3
Profit after Deferred tax (PAT)	396.8	210.3



Highlights for the quarter ended December 31, 2013 (Q1 FY 2014)

- revenue for q1 fy 2014 stood at Rs. 2008.5 mn, a y-o-y growth of 43.1% and q-o-q growth of 4.2% (23.7% y-o-y and q-o-q growth of 5.7% in USD terms)
- EBITDA for the quarter stood at Rs. 458.3 mn, registering a growth of 44.7% y-o-y, while EBITDA margins were improved from 22.6% to 22.8% (y-o-y)
- net profit stood at Rs.159.4 mn, a y-o-y growth of 51.6%, and q-o-q growth of 8.7% (30.9% y-o-y in USD terms)
- the company witnessed positive business traction from banking financial services (38.5%) and health care (23.8%) sectors together contributing 62.3% of total revenues
- top 10 clients contributed 48.6% of revenue in q1 fy 2014.
- gross addition of 215 associates, closing headcount: 3,728
- utilization at 70.1% (including trainees)
- employee retention continues to be among the best in industry, attrition at 11.93%



Revenue by service offering (%)	Q1 fy 14	Q4 fy 13	Q1 fy 13
Application development and maintenance	43.2	43.0	42.9
System integration and enterprise solutions	20.8	20.9	20.8
Independent verification & validation	16.0	16.1	15.9
Managed services	14.5	14.4	14.6
Others	5.5	5.6	5.8

Revenue by vertical (%)	Q1 fy 14	Q4 fy 13	Q1 fy 13
BFSI	38.5	38.1	36.7
Healthcare	23.8	23.9	23.8
Technology	21.6	21.6	21.9
Manufacturing	11.1	11.3	11.8
Others	5.0	5.1	5.8



Revenue by delivery location (%) excluding domestic clients	Q1 fy 14	Q4 fy 13
Onsite	70.5	70.0
Offshore	29.5	30.0

Revenue by project type(%)	Q1 fy 14	Q4 fy 13
Time and material	68.5	68.5
Fixed price and time	31.5	31.5



Client data

Client contribution revenue(%)	Q1fy 14	Q4 fy 13
Top 1	7.8	7.9
Top 5	32.4	32.6
Top 10	48.6	48.9

Number of clients	Q1fy 14	Q4 fy 13
US\$ 10+ million	1	
US\$ 5+ million	5	5
US\$ 2 – 5 million	9	10
US\$ 1 – 2 million	10	9

	Q1fy 14	Q4 fy 13
Active clients	75	74
New clients	1	1
Revenue from repeat business (%)	93.9	93.9



Employee base

31.3% of our workforce is women

63.4% of our associates have more than 3 years of work experience

