



## Fact Sheet

### Consolidated Income Statement – Q2 FY 2014

In Rs. mn, except per share data

Particulars	Q2 Mar 14	Q2 Mar 13	Q1 Dec 13
Total Income	2044.8	1547.1	2008.5
Software services and administrative expenses	1576	1197.6	1550.2
OPERATING PROFIT BEFORE INTEREST, DEPRECIATION AND TAX	468.8	349.5	458.3
Interest	84.1	65.4	81.8
Depreciation	144.9	125.7	144.8
OPERATING PROFIT BEFORE TAX	239.8	158.3	231.7
Provision for taxation	65.9	37.5	63.2
NET PROFIT AFTER TAX	173.9	120.9	168.5
Provision for Deferred tax	9.9	4.3	9.1
NET PROFIT AFTER DEFERRED TAX	164.0	116.6	159.4
EARNINGS PER SHARE	24.8	18.5	24.2
CPS	46.8	38.5	46.1



## Stand-alone Income Statement – Q2 FY 2014

In Rs. mn, except per share data

Particulars	Q2 Mar 14	Q2 Mar 13	y-o-y %	Q1 Dec 13	q-o-q%
Net sales	1498.0	1055.3	42%	1381.9	8%
Other income	9.8	8.4	--	10.4	--
Total income	1507.8	1063.7	42%	1392.3	8%
Software services & administration expenses	1106.8	787.3	41%	1022.4	8%
EBITDA	401.0	276.4	45%	369.9	8%
Depreciation	113.1	83.8	35%	104.2	9%
EBIT	287.9	192.6	49%	265.7	8%
Interest expense	79.1	63.9	24%	76.9	3%
PBT	208.8	128.7	62%	188.8	11%
Tax	73.9	36.1	105%	64.4	15%
Net profit	134.9	92.6	46%	124.4	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
<b>Profit before depreciation &amp; taxes</b>	<b>904.8</b>	<b>574.9</b>
Depreciation & amortisation expenses	349.6	297.9
Profit after depreciation & before taxes	555.2	276.9
Provision for Tax	139.9	55.3
<b>Profit before Deferred tax (PAT)</b>	<b>415.3</b>	<b>221.6</b>
Deferred tax	18.5	11.3
<b>Profit after Deferred tax (PAT)</b>	<b>396.8</b>	<b>210.3</b>



### Highlights for the quarter ended March 31, 2014 (Q2 FY 2014)

- Revenue for q2 fy 2014 stood at Rs. 2044.8 mn, a y-o-y growth of 32.2% and q-o-q growth of 1.8% (15.5% y-o-y and q-o-q growth of 2.2% in USD terms)
- EBITDA for the quarter stood at Rs. 468.8 mn, registering a growth of 34.2% y-o-y, while EBITDA margins were improved from 22.6% to 22.9% ( y-o-y )
- net profit stood at Rs.164.0 mn, a y-o-y growth of 40.4%, and q-o-q growth of 2.9% (22.9% y-o-y in USD terms)
- the company witnessed positive business traction from banking financial services (38.9%) and health care (23.9%) sectors together contributing 62.8% of total revenues
- top 10 clients contributed 47.9% of revenue in q2 fy 2014.
- gross addition of 176 associates, closing headcount: 3,792
- utilization at 70.1% (including trainees)
- employee retention continues to be among the best in industry, attrition at 11.99%
- ROE at 18.4% for the quarter and expected to grow to 19.7% in fy14.
- ROCE at 19.1% for the quarter and expected to grow 19.5% in fy14.



Revenue by service offering (%)	Q2 fy 14	Q2 fy 13	Q1 fy 14
Application development and maintenance	43.1	42.9	43.2
System integration and enterprise solutions	20.9	20.9	20.8
Independent verification & validation	16.1	15.9	16.0
Managed services	14.6	14.7	14.5
Others	5.3	5.6	5.5

Revenue by vertical (%)	Q2 fy 14	Q2 fy 13	Q1 fy 14
BFSI	38.9	36.9	38.5
Healthcare	23.9	23.9	23.8
Technology	21.5	21.8	21.6
Manufacturing	10.9	11.3	11.1
Others	4.8	6.1	5.0



<b>Revenue by delivery location (%) excluding domestic clients</b>	<b>Q2 fy 14</b>	<b>Q1 fy 14</b>
Onsite	70.7	70.5
Offshore	29.3	29.5

<b>Revenue by project type(%)</b>	<b>Q2 fy 14</b>	<b>Q1 fy 14</b>
Time and material	68.6	68.5
Fixed price and time	31.4	31.5



## Client data

Client contribution revenue(%)	Q2 fy 14	Q1 fy 14
Top 1	7.9	7.8
Top 5	32.1	32.4
Top 10	47.9	48.6

Number of clients	Q2 fy 14	Q1 fy 14
US\$ 10+ million	1	1
US\$ 5+ million	5	5
US\$ 2 – 5 million	9	9
US\$ 1 – 2 million	10	10

	Q2 fy 14	Q1 fy 14
Active clients	76	75
New clients	1	1
Revenue from repeat business (%)	94.1	93.9





## Employee base

31.3% of our workforce is women

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

