



Fact Sheet

Consolidated Income Statement – Q4 2012

In Rs. mn, except per share data

Particulars	Q4 sep 12	Q4 sep 11	Q4 jun 12
Total Income	1,274.6	1,001.1	1,153.3
Software services and administrative expenses	986.8	797.3	893.5
OPERATING PROFIT BEFORE INTEREST, DEPRECIATION AND TAX	287.8	203.8	259.8
Interest	58.8	43.5	51.5
Depreciation	109.9	104.7	105.9
OPERATING PROFIT BEFORE TAX	119.1	55.6	102.4
Provision for taxation	22.8	14.7	19.3
NET PROFIT AFTER TAX	96.3	40.9	83.1
Provision for Deferred tax	3.1		3.1
NET PROFIT AFTER DEFERRED TAX	93.2	40.9	80.0
EARNINGS PER SHARE	15.6	6.8	13.4
CPS	33.9	24.3	31.1



Stand alone Income Statement – Q4 2012

In Rs. mn, except per share data

Particulars	q4 sep 12	q4 sep 11	y-o-y %	q3 jun 12	q-o-q%
Net sales	869.9	619.7	40%	800.3	10%
Other income	11.6	1.5	--	02.1	--
Total income	881.5	621.2	42%	802.4	10%
Software services & administration expenses	653.9	465.8	40%	598.6	9%
EBITDA	227.6	155.4	46%	203.8	13%
Depreciation	79.9	76.1	5%	79.6	--
EBIT	147.7	79.3	86%	124.2	22%
Interest expense	57.3	39.4	45%	46.5	15%
PBT	90.4	39.9	127%	77.7	27%
Tax	2.05	10.7	92%	18.1	19%
Net profit	69.9	29.2	139%	59.6	30%



Consolidated Income Statement for FY2012

In Rs. mn, except per share data

Particulars	Sep 12	Sep 11
Revenue from Operations	4,519.2	3,941.4
Software services & Administrative expenses	3,515.8	3,151.9
Profit before interest depreciation & taxes (PBIDT)	1,003.4	789.5
Interest	200.3	131.2
Profit before depreciation & taxes	803.2	658.3
Depreciation & amortisation expenses	423.2	381.4
Profit after depreciation & before taxes	380.0	276.9
Provision for Tax	73.9	62.5
Profit before Deferred tax (PAT)	306.1	214.4
Deferred tax	13.0	13.4
Profit after Deferred tax (PAT)	293.1	201.0



Stand alone Income statement - FY2012

In Rs. mn, except per share data

Particulars	sep 12	sep 11
Revenue from Operations	3,083.8	2,590.0
Software services & Administrative expenses	2,306.2	1,964.2
Profit before interest depreciation & taxes (PBIDT)	777.5	625.8
Interest	183.8	112.3
Profit before depreciation & taxes	593.8	513.5
Depreciation & amortisation expenses	317.2	285.0
Profit after depreciation & before taxes	276.6	228.5
Provision for Tax	55.3	44.4
Profit before Deferred tax (PAT)	221.3	184.1
Deferred tax	11.2	11.8
Profit after Deferred tax (PAT)	210.1	172.3



Highlights for the quarter ended September 30, 2012 (Q4 FY 2012)

- Revenue for Q4 FY 2012 stood at Rs. 1,274.6 mn, a y-o-y growth of 27.3% and q-o-q growth of 10.5%
- EBITDA for the quarter stood at Rs. 287.8 mn, registering a growth of 33.4% y-o-y, while EBITDA margins improved from 20.4 to reach 22.6%
- Net Profit stood at Rs.93.3 mn, a y-o-y growth of 127.8%, while the Net Profit Margin witnessed a 78.8% growth to 7.31%
- The Company witnessed positive business traction from banking financial services and health care sectors/geography, which constituted 36.4% of total revenues
- Top 10 clients contributed 49.4% of revenue in Q4 FY 2012, as compared to 50.5% in Q4 FY 2011
- Gross addition of **261** associates, closing headcount: **2,976**
- Utilization at **71.5%** (excluding trainees) and **68.4%** (including trainees)
- Employee retention continues to be among the best in industry, attrition at **12.8%**



Revenue by service offering (%)	q4 fy 12	q3 fy 12	q4 fy 11
Application development and maintenance	42.7	42.5	42.4
System integration and enterprise solutions	20.9	20.9	20.9
Independent verification & validation	15.7	15.7	15.5
Managed services	14.5	14.7	14.6
Others	6.2	6.2	6.6

Revenue by vertical (%)	q4 fy 12	q3 fy 12	q4 fy 11
BFSI	36.4	35.7	30.9
Healthcare	23.8	23.7	29.9
Technology	21.8	21.8	21.7
Manufacturing	11.9	12.3	12.1
Others	6.1	6.5	5.4



Revenue by delivery location(%) excluding domestic clients	q4 fy 12	q3 fy 12
Onsite	70.5	70.6
Offshore	29.5	29.6

Revenue by project type(%)	q4 fy 12	q3 fy 12
Time and material	68.8	68.9
Fixed price and time	31.2	31.1



Client data

Client contribution revenue(%)	q4 fy 12	q3 fy 12
Top 1	7.5	7.7
Top 5	34.3	34.5
Top 10	49.4	50.6

Number of clients	q4 fy 12	q3 fy 12
US\$ 5+ million	4	4
US\$ 2 – 5 million	9	9
US\$ 1 – 2 million	9	9

	q4 fy 12	q3 fy 12
Active clients	69	67
New clients	5	3
Revenue from repeat business (%)	93.6	91.5



Employee base

31.2% of our workforce are women

63% of our associates have more than 3 years of work experience

