Profit and Loss account summary

(consolidated figures)



(As per Indian GAAP)

In Rs million, except per share data

| | _ | | | Quarter | Growth % in |
|--|---------------|----------|---------------------|----------|-------------|
| Deutierdene | Quarter ended | | Growth % in Q4 FY10 | ended | Q4 FY10 |
| Particulars | Mar | Mar | over | Dec | over |
| | 31, 2010 | 31, 2009 | Q4 FY09 | 31, 2009 | Q3 FY10 |
| INCOME | | | | | |
| Income from services | 5.008.0 | 4,746.2 | | 4,839.9 | |
| Other Operating Income | 59.4 | (23.2) | | 68.7 | |
| REVENUES FROM OPERATIONS | 5,067.4 | 4,723.0 | 7.3% | 4,908.5 | 3.2% |
| EXPENDITURE | | | | | |
| Operating expenses | 1,254.3 | 1,384.7 | | 1,223.5 | |
| Personnel expenses | 3,107.9 | 2,730.9 | | 3,003.0 | |
| Total (B) | 4,362.2 | 4,115.5 | | 4,226.5 | |
| OPERATING EARNINGS BEFORE INTEREST, | 705.2 | 607.4 | 16.1% | 682.0 | 3.4% |
| TAX AND DEPRECIATION (EBITDA) Operating EBITDA % | 13.9% | 12.9% | | 13.9% | |
| | | | | | |
| Depreciation / amortization | 204.5 | 246.1 | | 214.8 | |
| OPERATING EARNINGS BEFORE INTEREST AND TAX (EBIT) | 500.6 | 361.4 | 38.5% | 467.2 | 7.2% |
| Operating EBIT % | 9.9% | 7.7% | | 9.5% | |
| Extraordinary (expense) | - | (138.2) | | - | |
| Interest Income / (expense), net | (65.8) | (87.2) | | (56.7) | |
| Exchange gain/ (loss) on Foreign currency loan | (5.6) | (13.1) | | (7.3) | |
| Gain/(loss) due to Exchange var. and amortized (cost) | | | | | |
| on fair value of FCCB | (30.2) | (32.6) | | (28.2) | |
| Gain on FCCB Buy back | - | 635.0 | | 00.4 | |
| Other Income / (expense) | 8.3 | (297.5) | | 22.4 | |
| PROFIT/(LOSS) BEFORE TAX (PBT) | 407.2 | 427.9 | -4.8% | 397.5 | 2.5% |
| PBT (% of Total Income) | 8.0% | 9.7% | | 8.1% | |
| Taxes | 50.6 | 19.3 | | 64.3 | |
| PROFIT/ (LOSS) AFTER TAX BEFORE MINORITY INTEREST | 356.7 | 408.6 | -12.7% | 333.2 | 7.0% |
| Minority Interest | 0.5 | (0.2) | | 0.1 | |
| PROFIT/(LOSS) AFTER TAX AND | 356.1 | 408.8 | -12.9% | 333.2 | 6.9% |
| MINORITY INTEREST (PAT) PAT (% of Total Income) | | | 12.370 | | 0.370 |
| , , | 7.0% | 9.2% | | 6.8% | |
| EARNINGS PER SHARE (Equity shares of par value Rs 10/ each) | | | | | |
| Basic | 0.83 | 0.95 | | 0.78 | |
| Diluted | 0.83 | 0.95 | | 0.70 | |
| | | | | | |

Profit and Loss account summary

(consolidated figures)



(As per Indian GAAP)

In Rs million, except per share data

| | Year | oci silare data | |
|---|-----------------|-----------------|----------|
| Particulars | | Growth | |
| | Mar 31, 2010 | Mar 31, 2009 | (0/) |
| | 31, 2010 | 31, 2009 | (%) |
| INCOME | | | |
| Income from services | 19,539.1 | 17,525.2 | |
| Other Operating Income | 168.8 | (31.5) | |
| REVENUES FROM OPERATIONS | 19,707.9 | 17,493.7 | 12.7% |
| EXPENDITURE | 10,10110 | , | |
| Operating expenses | 4,872.9 | 4,963.9 | |
| Personnel expenses | 12,029.7 | 10,211.1 | |
| Total (B) | 16,902.7 | 15,175.0 | |
| OPERATING EARNINGS BEFORE INTEREST, | | | 24.204 |
| TAX AND DEPRECIATION (EBITDA) | 2,805.2 | 2,318.7 | 21.0% |
| EBITDA % | 14.2% | 13.3% | |
| Depreciation / amortization | 872.6 | 935.9 | |
| OPERATING EARNINGS BEFORE INTEREST AND TAX (EBIT) | 1,932.5 | 1,382.8 | 39.8% |
| EBIT % | 9.8% | 7.9% | |
| Extraordinary (expense) | (84.0) | (138.2) | |
| Interest Income / (expense), net | (229.3) | (125.4) | |
| Exchange gain/ (loss) on Foreign currency loan | (111.2) | (18.5) | |
| Gain/(loss) due to Exchange var. and amortized (cost) | | | |
| on fair value of FCCB | (115.3) | (892.1) | |
| Gain on FCCB Buy back | 73.9 | 635.0 | |
| Other Income / (expense) | 136.2 | (336.7) | |
| PROFIT/(LOSS) BEFORE TAX (PBT) | 1,602.8 | 506.9 | 216.2% |
| PBT (% of Total Income) | 8.1% | 3.0% | |
| Taxes | 237.6 | 199.1 | |
| PROFIT/ (LOSS) AFTER TAX BEFORE MINORITY INTEREST | 1,365.2 | 307.8 | |
| Minority Interest | 4.5 | 1.1 | |
| PROFIT/(LOSS) AFTER TAX AND | 4 200 7 | 200.7 | 2.42.60/ |
| MINORITY INTEREST (PAT) | 1,360.7 | 306.7 | 343.6% |
| PAT (% of Total Income) | 6.9% | 1.8% | |
| EARNINGS PER SHARE | | | |
| (Equity shares of par value Rs 10/ each) | | | |
| Basic | 3.17 | 0.72 | |
| Diluted | 2.84 | 0.72 | |
| | | | |

Balance sheet summary

(consolidated figures)



(As per Indian GAAP)

In Rs million

| | As on | | |
|--|----------|----------|--|
| Particulars Particulars | Mar | Mar | |
| | 31, 2010 | 31, 2009 | |
| SOURCES OF FUNDS | | | |
| Shareholder's funds | | | |
| Share capital | 4,292.1 | 4,281.9 | |
| Share application money | 3.5 | - | |
| Reserve and surplus | 9,948.2 | 9,512.4 | |
| | 14,243.7 | 13,794.3 | |
| Minority interest | 49.8 | 54.7 | |
| Loan funds | | | |
| Secured loans | 2,786.9 | 1,855.6 | |
| Unsecured loans | 10,791.6 | 12,090.0 | |
| | 13,578.5 | 13,945.6 | |
| | 27,871.9 | 27,794.6 | |
| | | | |
| APPLICATION OF FUNDS | | | |
| Goodwill on consolidation | 20,725.9 | 22,875.6 | |
| Fixed assets | | | |
| Gross block | 6,432.5 | 6,348.2 | |
| Less: Accumulated depreciation and amortization | 4,674.6 | 4,157.5 | |
| Net block | 1,757.9 | 2,190.7 | |
| Add: Capital work in progress (including capital advances) | 80.1 | 70.2 | |
| | 1,838.0 | 2,261.0 | |
| Investments | 1,005.3 | 18.2 | |
| Deferred tax asset, (net) | 55.0 | 140.5 | |
| Current assets, loans and advances | | | |
| Sundry debtors | 2,610.6 | 2,379.5 | |
| Unbilled revenues | 673.0 | 605.0 | |
| Cash and bank balances | 1,217.5 | 966.9 | |
| Loans and advances | 2,011.4 | 1,187.1 | |
| | 6,512.5 | 5,138.6 | |
| Less: Current liabilities and provisions | | | |
| Current liabilities | 1,620.1 | 2,029.5 | |
| Provisions | 644.8 | 609.7 | |
| | 2,264.9 | 2,639.2 | |
| Net current assets | 4,247.6 | 2,499.4 | |
| | 27,871.9 | 27,794.6 | |
| Net Debt | 11,355.6 | 12,960.5 | |
| Net Debt / Equity (x) | 0.80 | 0.94 | |
| Net Debt / Operating EBITDA (x) | 4.05 | 5.59 | |





| Telecom & Media 38.1% 33.7% 39.6% 37.7% 32.00 | | | | | | |
|---|---|---------------|--------------------------|--------------|----------------|----------------|
| Mar 31, 2010 | | Revenu | | | Year I | Ended |
| BFSI | | Mar. 24, 2040 | | D 24 2000 | | |
| Telecom & Media 38.1% 33.7% 39.9% 37.7% 32.00 36.0% 37.5% 33.0% 36.5% 37.5% 33.0% 36.5% 37.5% 33.0% 36.5% 37.5% 33.0% 36.5% 37.5% 33.0% 36.5% 37.5% 33.0% 36.5% 37.5% 33.0% 36.5% 37.5% 33.0% 36. | RESI | | , | | | 25.29 |
| Healthcare 38.0% 38.9% 36.5% 37.5% 39.00 | | | | | | 32.49 |
| 1,7% 2,2% 1,9% 1,9% 1,9% 2 2 100.0% 10 | | | | | | 39.99 |
| Revenue by Geography | Others | 1.7% | | | | 2.5% |
| Name | Total | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| Quarter Ended Mar 31, 2009 Ma | | Revenue | by Geography | | | |
| St. (Including Canada) | | | | | Year I | Ended |
| UK 27.1% 24.0% 28.5% 27.0% 26. 26. 26. 27.0% 26. 27.0% 26. 27.0% 26. 27.0% 27.0% 26. 27.0% | | Mar 31, 2010 | Mar 31, 2009 | Dec 31, 2009 | Mar 31, 2010 | Mar 31, 2009 |
| India | - · · · · · · · · · · · · · · · · · · · | | | | | 63.0% |
| Name | | | | | | 26.0% |
| Total 100.0% 10 | | | | | | 10.8% |
| Revenue by Delivery location Quarter Ended Year Ended Mar 31, 2010 Mar 31, 2009 Dec 31, 2009 Mar 31, 2010 Mar | | | | | | 0.39 |
| Quarter Ended Year Ended Mar 31, 2010 Mar | Total | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |
| Mar 31, 2010 | | Revenue by | Delivery location | 1 | | |
| Offshore 28,4% 28,3% 28,6% 28,9% 30 Domestic 11,0% 11,9% 12,7% 11,9% 10 Onshore 60,6% 59,8% 58,6% 59,3% 58 Total 100,0% | | | Quarter Ended | | | Ended |
| Domestic | 0".1 | | - ' | | | Mar 31, 2009 |
| Onshore 60.6% 59.8% 58.6% 59.3% 58 Total 100.0%< | | | | | | 30.5% |
| Total | | | | | | 10.8% 58.8% |
| Client Concentration | | | | | | 100.0% |
| Quarter Ended Year Ended Mar 31, 2010 Mar 31, 2009 Dec 31, 2009 Mar 31, 2010 Top 5 customers 12.0% 31.5% 31.7% 34.8% 32.5% 31 31.5% 31.7% 34.8% 32.5% 31 31.5% 31.7% 34.8% 32.5% 31 31.5% 31.7% 34.8% 32.5% 31 31.5% 31.7% 34.8% 32.5% 31 31.5% 31.7% 34.8% 32.5% 31 31.5% 3 | Total | 1001070 | 1001070 | 1001070 | 1001070 | 100107 |
| Client contribution to revenues Mar 31, 2010 Mar 31, 2009 Dec 31, 2009 Mar 31, 2010 Mar 31, 2010 Top customer 12.0% 10.7% 13.3% 12.0% 10 Top 5 customers 31.5% 31.7% 34.8% 32.5% 31 Employee and Seats Metrics Quarter Ended Year Ended Mar 31, 2010 Mar 31, 2009 Dec 31, 2009 Mar 31, 2010 Mar 31, 2010 Total employees (end of period) 24,860 21,570 27,308 24,860 21,5 Net Addition (2,448) (950) 876 3,290 4,2 Employees in India 18,784 16,859 21,377 18,784 16,8 Employees outside India 6,076 4,711 5,931 6,076 4,7 Number of seats 19,556 18,932 19,407 19,556 18,5 Seat fill factor 80% 70% 80% 80% 7 Attrition Snapshot Post 180 days attrition - Quarter Ended <td></td> <td>Client C</td> <td></td> <td></td> <td></td> <td>Francis al</td> | | Client C | | | | Francis al |
| Client contribution to revenues | | | | | | |
| Top customer 12.0% 10.7% 13.3% 12.0% 10 10 10 10 10 10 10 | | Mar 31, 2010 | Mar 31, 2009 | Dec 31, 2009 | Mar 31, 2010 | Mar 31, 2009 |
| Top 5 customers 31.5% 31.7% 34.8% 32.5% 31 | Client contribution to revenues | | | | | |
| Employee and Seats Metrics Quarter Ended Year Ended Mar 31, 2010 Mar 31, 2009 Dec 31, 2009 Mar 31, 2010 Mar Mar 3 | Top customer | 12.0% | 10.7% | 13.3% | 12.0% | 10.3% |
| Quarter Ended Year Ended Mar 31, 2010 Mar 31, 2009 Dec 31, 2009 Mar 31, 2010 Mar 31, 200 Total employees (end of period) 24,860 21,570 27,308 24,860 21,570 Net Addition (2,448) (950) 876 3,290 4,2 Employees in India 18,784 16,859 21,377 18,784 16,6 Employees outside India 6,076 4,711 5,931 6,076 4,7 Number of seats 19,556 18,932 19,407 19,556 18,5 Seat fill factor 80% 70% 80% 80% 7 Attrition Snapshot Fost 180 days attrition - Qua annualized Domestic NA* 68 Offshore (India and Philippines) 43.5% 43 Onshore (US and UK) 34.5% 34 Other Metrics Year ended Mar 31, 2010 Mar 31, 2010 | Top 5 customers | 31.5% | 31.7% | 34.8% | 32.5% | 31.2% |
| Quarter Ended Year Ended Mar 31, 2010 Mar 31, 2009 Dec 31, 2009 Mar 31, 2010 Mar 31, 200 Total employees (end of period) 24,860 21,570 27,308 24,860 21,570 Net Addition (2,448) (950) 876 3,290 4,2 Employees in India 18,784 16,859 21,377 18,784 16,6 Employees outside India 6,076 4,711 5,931 6,076 4,7 Number of seats 19,556 18,932 19,407 19,556 18,5 Seat fill factor 80% 70% 80% 80% 7 Attrition Snapshot Fost 180 days attrition - Qua annualized Domestic NA* 68 Offshore (India and Philippines) 43.5% 43 Onshore (US and UK) 34.5% 34 Other Metrics Year ended Mar 31, 2010 Mar 31, 2010 | | | | | | |
| Mar 31, 2010 Mar 31, 2009 Dec 31, 2009 Mar 31, 2010 Mar 31, 2010 Total employees (end of period) 24,860 21,570 27,308 24,860 21,570 Net Addition (2,448) (950) 876 3,290 4,2 Employees in India 18,784 16,859 21,377 18,784 16,8 Employees outside India 6,076 4,711 5,931 6,076 4,7 Number of seats 19,556 18,932 19,407 19,556 18,9 Seat fill factor 80% 70% 80% 80% 80% 7 Attrition Snapshot Post 180 days attrition - Qua annualized Domestic NA* 68 Offshore (India and Philippines) 43.5% 43 Onshore (US and UK) 34.5% 34 Other Metrics Year ended Mar 31, 2010 Mar 31, 2010 | | Employee a | nd Seats Metrics | 3 | | |
| Total employees (end of period) Net Addition (24,860 21,570 27,308 24,860 21,570 27,308 3,290 4,200 | | | Quarter Ended | | Year Ended | |
| Net Addition | | Mar 31, 2010 | Mar 31, 2009 | Dec 31, 2009 | Mar 31, 2010 | Mar 31, 2009 |
| Employees in India 18,784 16,859 21,377 18,784 16,859 Employees outside India 6,076 4,711 5,931 6,076 4,77 | | | | | | 21,570 |
| Employees outside India | Net Addition | (2,448) | (950) | 876 | 3,290 | 4,201 |
| Employees outside India | Employees in India | 18 784 | 16 850 | 21 377 | 18 78 <i>1</i> | 16,859 |
| Number of seats 19,556 18,932 19,407 19,556 18,556 18,932 19,407 19,556 18,556 1 | | • | - | , | - | 4,711 |
| Seat fill factor 80% 70% 80% 80% 70% 80% 70% 80% 70% 80% 70% 80% 70% 70% 80% 70% | | 3,0.0 | ., | 0,00. | 5,5.5 | ., |
| Attrition Snapshot Post 180 days attrition - Qua annualized | Number of seats | 19,556 | 18,932 | 19,407 | 19,556 | 18,932 |
| Post 180 days attrition - Quanualized Q4 FY10 Q3 FY10 | Seat fill factor | 80% | 70% | 80% | 80% | 70% |
| Post 180 days attrition - Quanualized Q4 FY10 Q3 FY10 | | | | | | |
| annualized Q4 FY10 Q3 FY10 Domestic NA* 68 Offshore (India and Philippines) 43.5% 43 Onshore (US and UK) 34.5% 34 Other Metrics Year ended Mar 31, 2010 Mar 31, 2010 | | Attritio | n Snapshot | | D 1100 I | |
| Domestic NA* 68 Offshore (India and Philippines) 43.5% 43 Onshore (US and UK) 34.5% 34 Other Metrics Year ended Mar 31, 2010 Mar 31, 2010 | | | | | | |
| Offshore (India and Philippines) 43.5% 43 Onshore (US and UK) 34.5% 34 Other Metrics Year ended Mar 31, 2010 Mar 31, 2010 | | | | | | Q3 FY10 |
| Onshore (US and UK) 34.5% 34 Other Metrics Year ended Mar 31, 2010 Mar 31, 200 | Domestic | | | | NA* | 68.39 |
| Other Metrics Year ended Mar 31, 2010 Mar 31, 200 | Offshore (India and Philippines) | | | | 43.5% | 43.79 |
| Year ended Mar 31, 2010 Mar 31, 200 | Onshore (US and UK) | | | | 34.5% | 34.1% |
| Year ended Mar 31, 2010 Mar 31, 200 | | Othe | er Metrics | | | |
| Mar 31, 2010 Mar 31, 200 | | Othe | J. HIGH 103 | | Year | ended |
| Capital Expenditure (INR million) 480.1 98 | | | | | Mar 31, 2010 | Mar 31, 2009 |
| | Capital Expenditure (INR million) | | | | 480.1 | 981.0 |

^{*} Attrition metric in domestic business is not relevant for the quarter in the context of significant downsizing due to lower volumes.