

For Immediate Release

May 28, 2013

Hinduja Global Solutions Limited

Consolidated Financial Performance: FY2013 vs. FY2012

Net Sales increased by 27.6% to Rs. 19,834 million

EBITDA increased by 21.5% to Rs. 2,237 million

Proposed dividend of Rs.20 per share subject to shareholders' approval

Mumbai, India, May 28, 2013 - Hinduja Global Solutions Limited (referred to as "HGS" or the "Company"), a world leader in Business Process Management, announced its Fourth Quarter and Audited Full Year results for FY2013.

Commenting on the results and performance, **Mr. Partha De Sarkar, Chief Executive Officer of Hinduja Global Solutions** said:

"I am delighted to report that HGS has been able to deliver a revenue growth of 28% compared to FY2012 and is touching an annual revenue of almost Rs.2000 crores. In addition to strengthening our top line, we have also improved operating margins consistently over the course of the last 4 quarters. This has been achieved through a combination of improving the capacity utilization of all of our centers and efforts put in to rationalize some of our unviable businesses. Our new business pipeline looks very promising and conversion rates have improved. In addition, the growths of business from our existing clients have also been very strong. We have successfully completed the integration of our EBOS acquisition in USA. Our new SEZ facility at Hyderabad has also commenced operations for revenue cycle management.

In the near term our profitability and margins are expected to benefit from enhanced utilization levels at our facilities primarily in the Philippines and Canada.

As part of our commitment to delivering value to our shareholders, the Board has proposed a dividend of Rs. 20 per share."

Consolidated Financial Highlights

| (Rs. million) | Q4 | | y-o-y | Q3 | | q-o-q | Full Year | | y-o-y |
|-------------------------|--------|--------|------------|--------|------------|-------|-----------|--------|------------|
| | FY2013 | FY2012 | Growth (%) | FY2013 | Growth (%) | | FY2013 | FY2012 | Growth (%) |
| Net Sales | 5,262 | 4,604 | 14.3% | 5,212 | 1.0% | | 19,834 | 15,543 | 27.6% |
| EBITDA | 758 | 603 | 25.8% | 533 | 42.2% | | 2,237 | 1,841 | 21.5% |
| Margin (%) | 14.4% | 13.1% | | 10.2% | | | 11.3% | 11.8% | |
| Profit Before Tax (PBT) | 551 | 388 | 41.8% | 321 | 71.3% | | 1,361 | 1,224 | 11.2% |
| Margin (%) | 10.5% | 8.4% | | 6.2% | | | 6.9% | 7.9% | |
| Profit After Tax (PAT) | 402 | 311 | 29.3% | 200 | 101.2% | | 906 | 1,061 | (14.6)% |
| Margin (%) | 7.6% | 6.7% | | 3.8% | | | 4.6% | 6.8% | |
| Basic EPS (₹) | 19.51 | 15.09 | 29.3% | 9.69 | 101.2% | | 43.99 | 51.52 | (14.6)% |

Notes:

1. Q3 FY2013 and FY2013 consolidated PAT was impacted by one-time non-recurring costs of Rs. 47.9 million
2. FY2013 consolidated PAT was also negatively impacted by Rs. 52.8 million on account of an exceptional item representing claims receivable written-off
3. FY2012 consolidated PAT benefitted from a tax reversal of Rs. 90.9 million
4. Other income includes gains/(losses) on account of fluctuations in foreign exchange

Consolidated Q4 FY2013 Financial Highlights:

- Net Sales increased by 14.3% to Rs. 5,262 million driven particularly by higher volumes in healthcare vertical and improvement in business activity from clients in the telecom sector
- EBITDA increased by 25.8% to Rs. 758 million. EBITDA improved as revenues are now better matched to the ramp up costs incurred earlier
- PAT was Rs. 402 million, a growth of 29.3%. This increase was primarily due to a decline in interest expense driven by repayment of \$10 million taken against deposits of HGS International
- As of March 31, 2013, Net Debt position of Rs. 721 million and Net Worth of Rs. 12,355 million

FY2013 Business Highlights:

- HGS UK was selected as one of four outsourcing providers for the UK government outsourcing business which further strengthens the Company's presence in the public sector
- The US operations recently received a contract from a large customer in the telecom segment. This deal opens-up an opportunity to expand and offshore into other verticals with the same client
- SEZ at Hyderabad for servicing the Revenue Cycle Management business started operations in March 2013
- GS is in the process of setting up the second SEZ in Bangalore and is expected to be operational by Q2 FY2014
- 535 active clients as of March 31, 2013:
 - Client contributing revenues more than ₹150 million for the quarter increased from 7 to 9 compared to Q4 FY2012
 - Recently won two consumer brand clients for servicing customers in the Philippines and Asia Pacific region
- HGS Canada was recognized as the top 3rd party vendor by a Canadian telecom client across all outsourced lines of business
- The Charlottetown, Canada center was recognized as the #1 site for warranty product sales across North America by a technology client in 2012
- As of March 31, 2013, total headcount was 23,100, of which 63% were based in India, 15% in Philippines, 9% in the US, 9% in Canada and the remaining 4% in Europe

Performance Outlook:

- USA: Continues to diversify industry expertise into the BFSI and telecom verticals
- Canada: Opening a new delivery center in Barrie, Ontario. Contribute is expected from Q2 FY2014
- Europe: Continues to strengthen presence in public sector and exploring opportunities in German speaking regions
- Philippines: Receiving improved traction from clients for domestic outsourcing

About Hinduja Global Solutions:

Hinduja Global Solutions (HGS), a part of the multi-billion dollar conglomerate – Hinduja Group, is a world leader in Business Process Management. The Company provides outsourcing solutions that include back office processing, contact center services and customized IT solutions to its global clients comprising several Fortune 500 Companies

The Company's targeted solutions are designed for the diversified sourcing and servicing needs of clients. The Contact Center and Back Office Services Division houses multiple international voice centers and back office processing units. It provide services to clients in diversified sectors including insurance, telecommunications, pharmaceuticals, life sciences, banking & financial services, consumer electronics / products, technology, automotive, government, media & entertainment, retail, hospitality, government & public sector, hospitality, energy & utilities and transportation & logistics.

HGS currently serves approximately 535 clients through its 55 Global Delivery Centers and employs around 23,000 people worldwide. The Company has presence in India, the United States, the United Kingdom, Canada, Mauritius, France, Germany, Italy, Jamaica, the Netherlands and Philippines.

Safe Harbour

Certain statements in this release concerning our future growth prospects are forward-looking statements, which involve a number of risks, and uncertainties that could cause our actual results to differ materially from those in such forward-looking statements. We do not undertake to update any forward-looking statement that may be made from time to time by us or on our behalf.

For more information visit us at www.teamhgs.com or contact:

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