

Investor Presentation

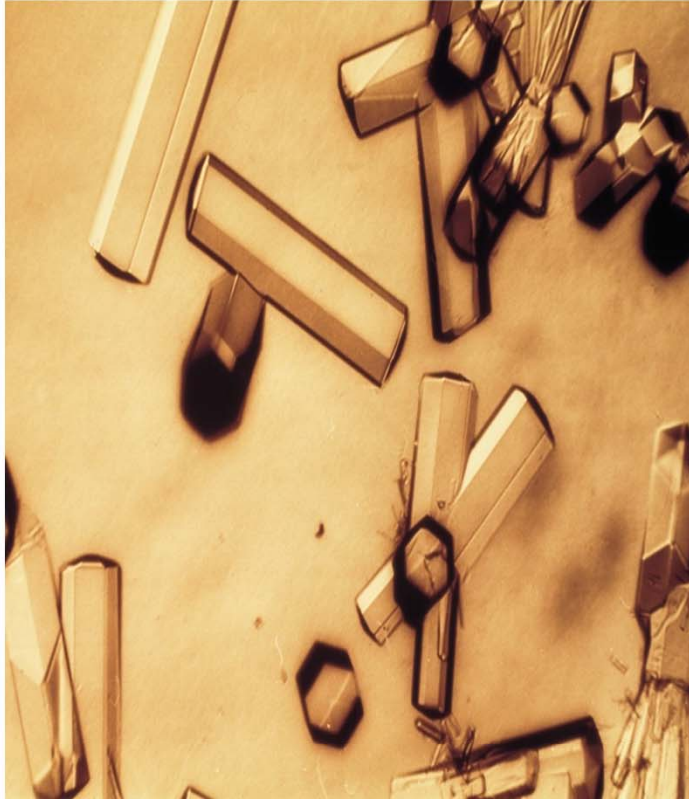
Q1 – FY 2011-12



SAFE HARBOUR STATEMENT

Certain statements in this presentation concerning our future growth prospects are forward-looking statements, which involve a number of risks, and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, intense competition in the BPO industry including those factors which may affect our cost advantage, wage increases, our ability to attract and retain highly skilled professionals, time and cost overruns on fixed-price, fixed-timeframe contracts, client concentration, restrictions on immigration, our ability to manage our international operations, reduced demand for technology in our key focus areas, disruptions in telecommunication networks, our ability to successfully complete and integrate potential acquisitions, liability for damages on our service contracts, the success of the companies in which Hinduja Global has made strategic investments, withdrawal of governmental fiscal incentives, political instability, legal restrictions on raising capital or acquiring companies outside India, and unauthorized use of our intellectual property and general economic conditions affecting our industry. Hinduja Global may, from time to time, make additional written and oral forward-looking statements, including our reports to shareholders. The company does not undertake to update any forward-looking statement that may be made from time to time by or on behalf of the company.





Financial Performance : Q1 FY 2011-12



Business Highlights & Financial Performance

Financials : QE Jun 2011 Compared to QE Jun 2010

- Total Revenue for **QE Jun'11** at Rs. 286.9 Cr., a growth of 22.6% over **QE Jun'10** of Rs. 234.1 Cr.
- Operating Revenue for **QE Jun'11** at Rs. 278.4 Cr., a growth of 22.8% over **QE Jun'10** of Rs. 226.7 Cr.
- EBITDA for **QE Jun'11** at Rs. 29.7 Cr., as compared to Rs. 31.5 Cr. for **QE Jun'10**
- PAT for **QE Jun'11** at Rs. 20.3 Cr., as compared to Rs. 23.1 Cr. for **QE Jun'10**
- EBIDTA Margin at 10.7% for **QE Jun'11** against 13.9% for **QE Jun'10**
- PAT Margin at 7.3% for **QE Jun'11** against 10.2% for **QE Jun'10**

Financials : QE Jun 2011 Compared to QE Mar 2011

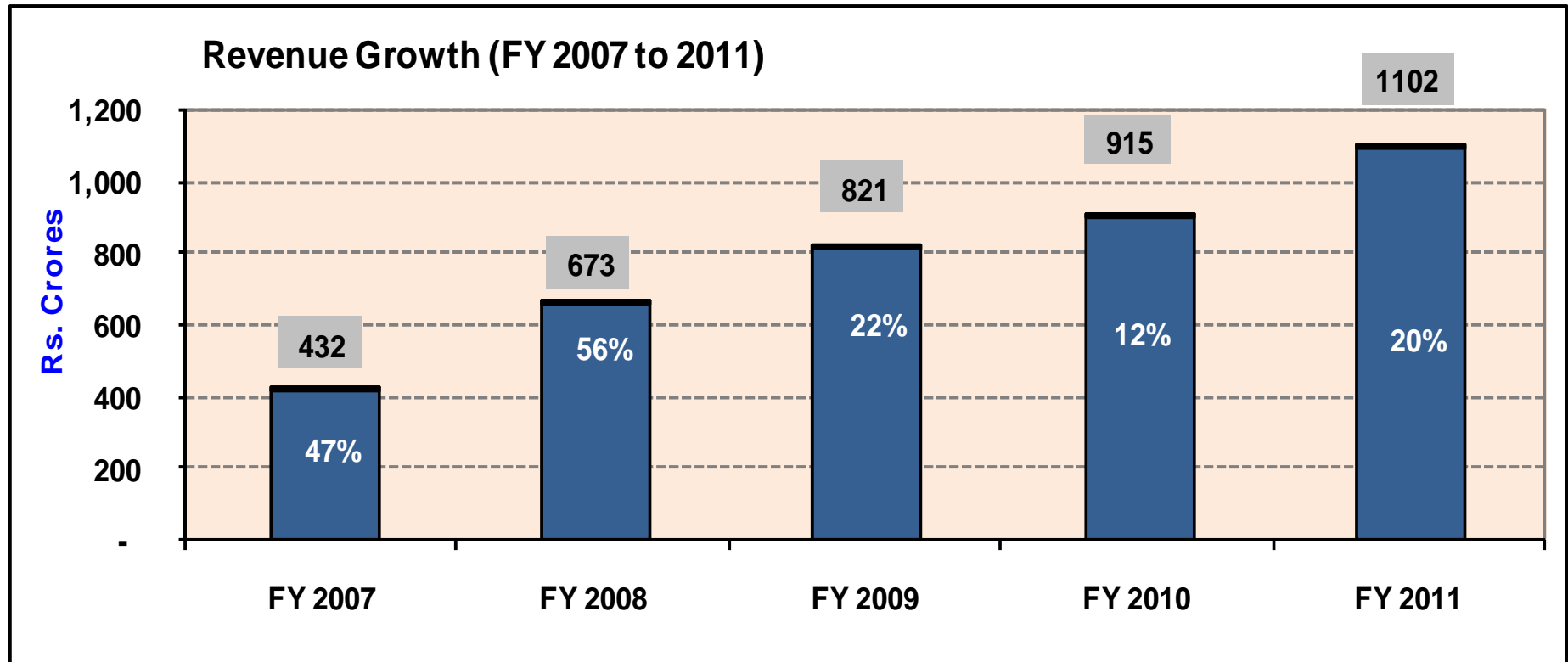
- Total Revenue for **QE Jun'11** at Rs. 286.9 Cr., as compared to Rs. 303.3 cr. for **QE Mar'11**
- Operating Revenue for **QE Jun'11** at Rs. 278.4 Cr., as compared to Rs. 293.5 cr. for **QE Mar'11**
- EBITDA for **QE Jun'11** at Rs. 29.7 Cr., as compared to Rs. 44.1 Cr for **QE Mar'11**
- PAT for **QE Jun'11** at Rs. 20.3 Cr., as compared to Rs. 30.9 Cr. for **QE Mar'11**
- EBIDTA Margin at 10.7% for **QE Jun'11** against 15.03% for **QE Mar'11**
- PAT Margin at 7.3% for **QE Jun'11** against 10.5% for **QE Mar'11**

Operational

- **5 New clients** added during QE Jun 2011. Global Client base stood at 111
- Global Headcount at 19,854 a growth of 2.1% over the previous quarter
- Total seats at 17,874 – Occupancy of 81.4%



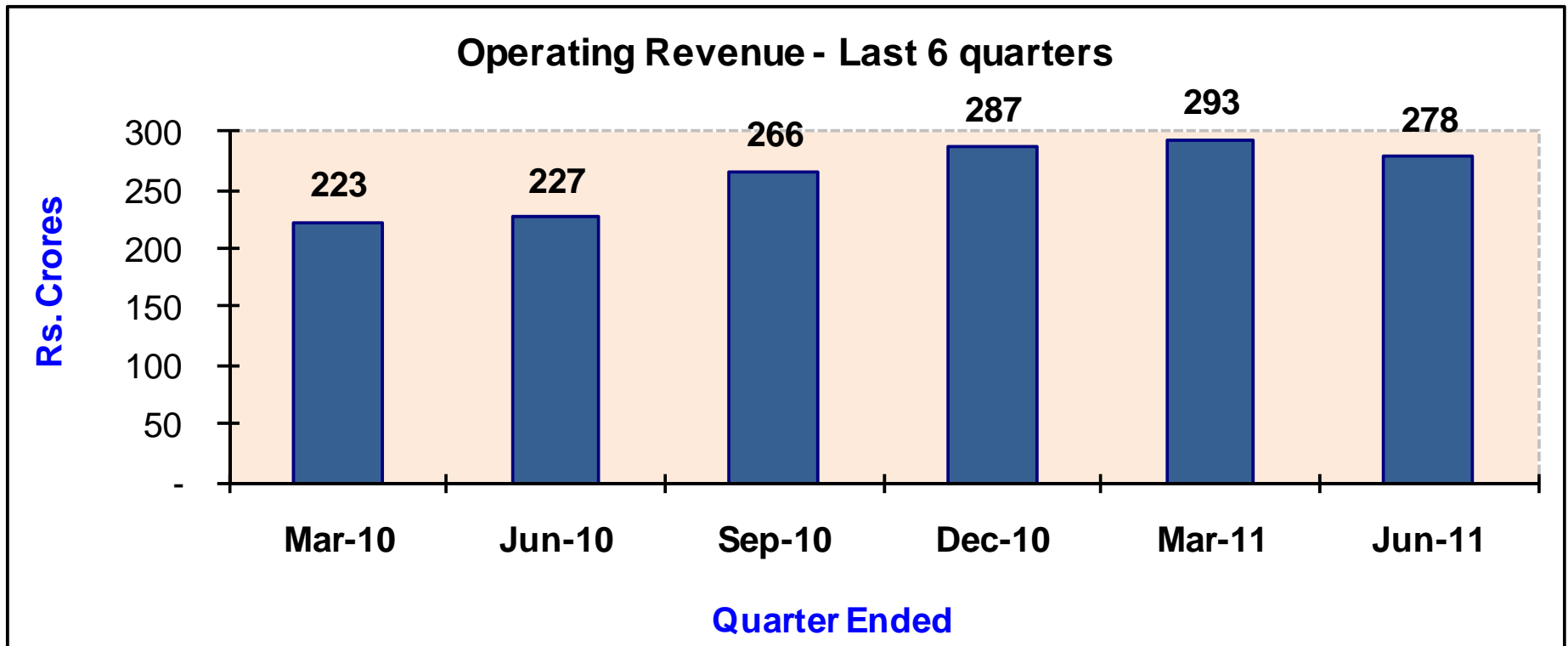
Revenue Growth



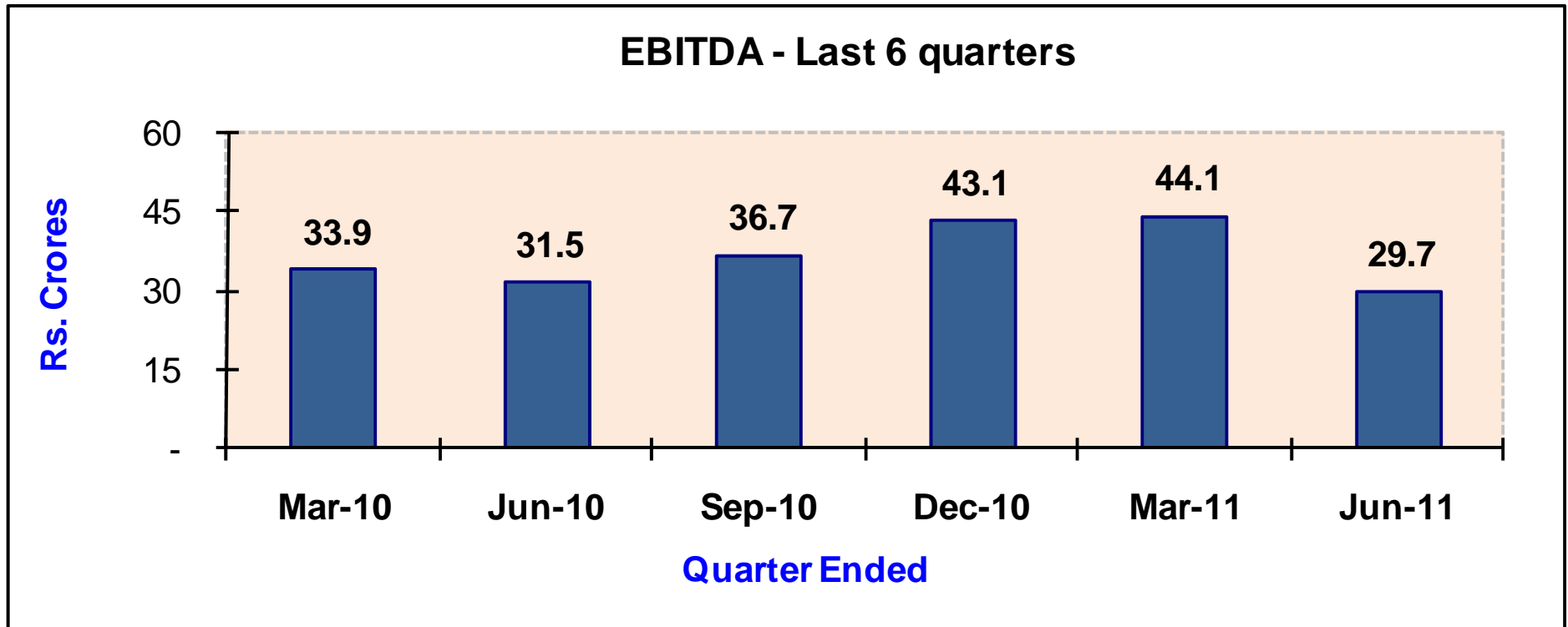
Note: IT / ITES (BPO) Operating Revenues of Hinduja TMT Ltd, pertaining to previous period is shown for comparative purposes



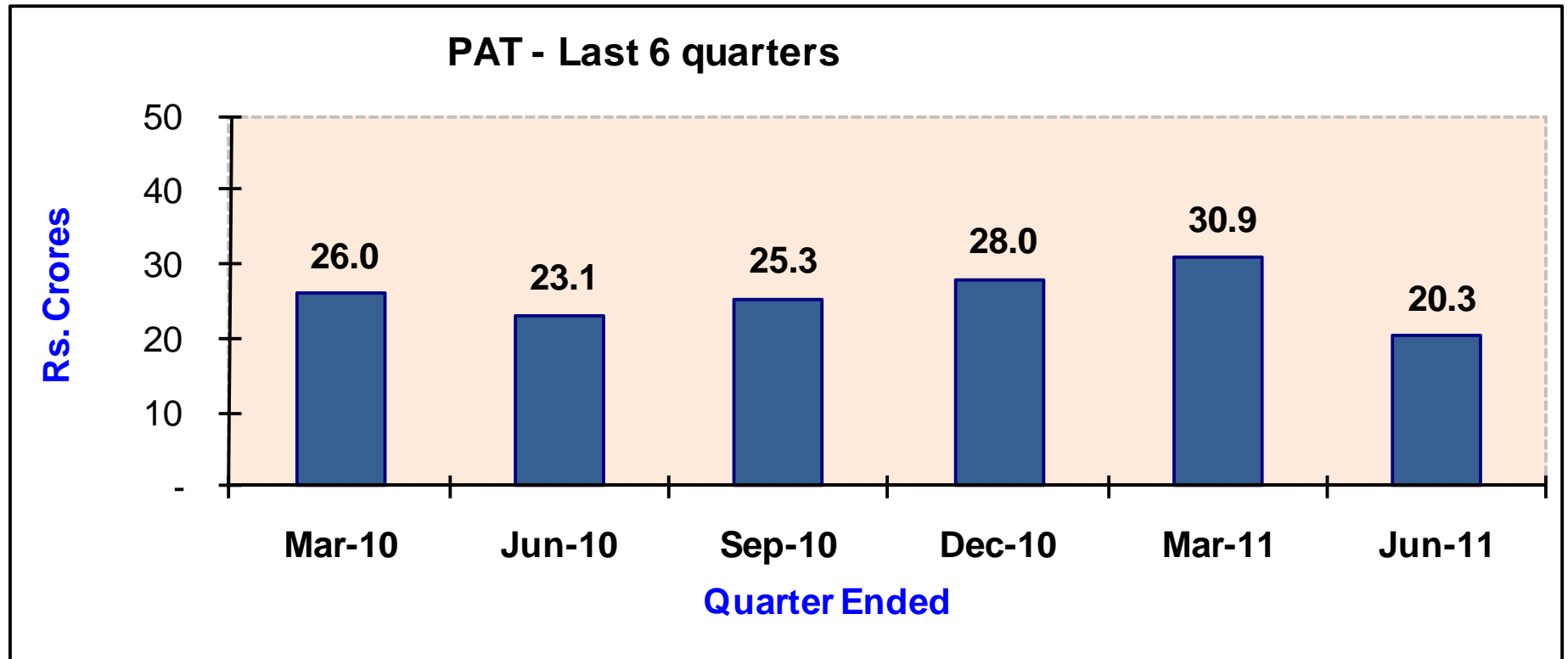
Revenue Performance – Last 6 Quarters



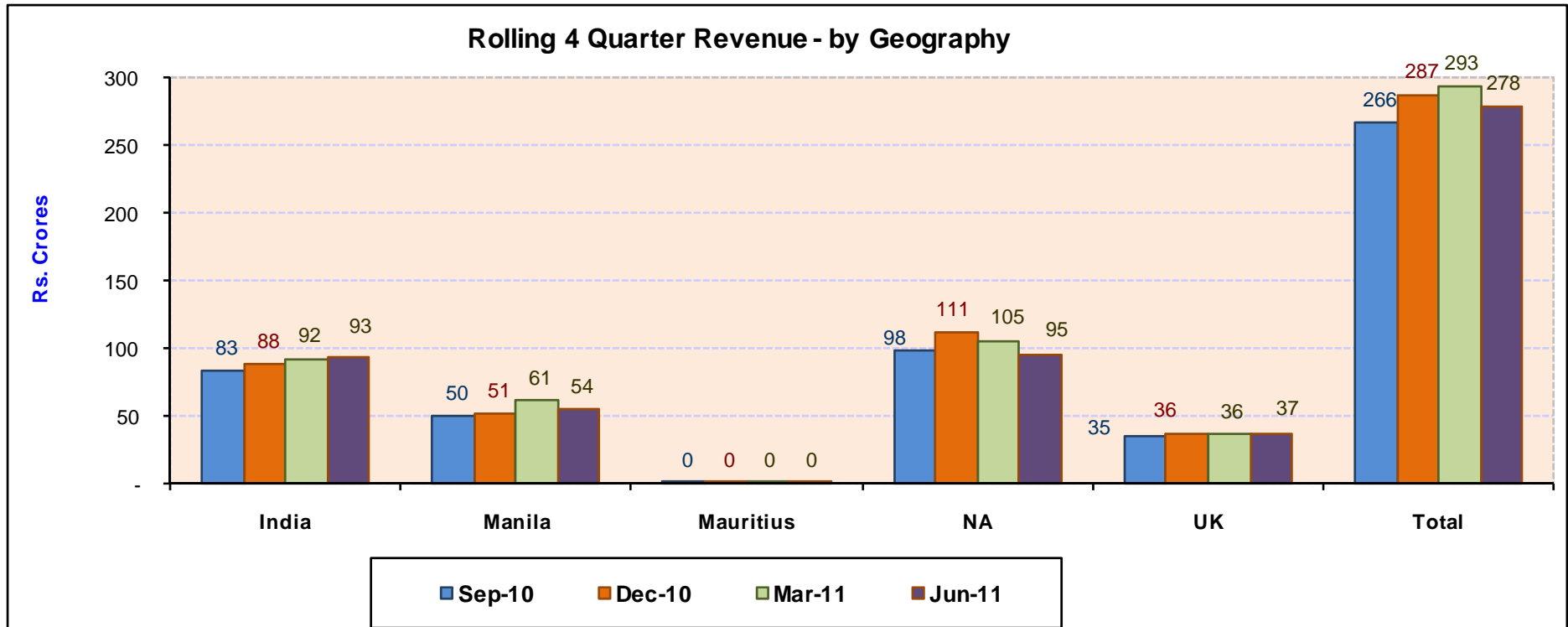
EBITDA Performance – Last 6 Quarters



PAT – Last 6 Quarters



Revenue by Geography – QE Jun 2011



Profit & Loss Account

(Current year Q1 – Compared with previous year Q1)

Rs. Crores			
P&L Account - Current Year Q1 Vs. Previous Year Q1	Current Yr. Q1	Prev. Yr. Q1	% Growth
Sales / Income from operations	278.4	226.7	22.8%
Expenditure			
a) Employees Cost	(189.1)	(141.6)	33.5%
b) Depreciation, Amortisation and Impairment	(11.2)	(10.0)	12.0%
c) Others	(59.6)	(53.6)	11.1%
d) Total	(259.9)	(205.2)	26.6%
Profit from Operations <i>(Before other Income, Interest & Exceptional items)</i>	18.5	21.4	-13.6%
Other Income	8.5	7.4	15.0%
Profit before Interest & Exceptional Items	27.0	28.8	-6.3%
Interest and Other Finance charges	(2.8)	(1.8)	52.0%
Profit from Ordinary Activities before tax	24.2	27.0	-10.2%
Exceptional Items	-	-	
Tax Expense			
Provision for Taxation (incl. Deferred Tax)	(1.8)	(3.2)	
MAT Credit	(2.1)	(0.7)	
Fringe Benefit Tax	-	-	
Net Profit from Ordinary Activities after Tax	20.3	23.1	-12.2%
PAT %	7.3%	10.2%	
EBITDA	29.7	31.5	-5.5%
EBITDA %	10.7%	13.9%	
TOTAL INCOME	286.9	234.1	22.6%



Profit & Loss Account (Current year Q1 Vs. Previous year Q4)

Rs. Crores			
P&L Account - Current Year Q1 Vs. Previous Year Q4	Current Yr. Q1	Current Yr. Q4	% Growth
Sales / Income from operations	278.4	293.5	-5.1%
Expenditure			
a) Employees Cost	(189.1)	(185.9)	1.7%
b) Depreciation, Amortisation and Impairment	(11.2)	(13.3)	-15.9%
c) Others	(59.6)	(63.5)	-6.1%
d) Total	(259.9)	(262.7)	-1.1%
Profit from Operations <i>(Before other Income, Interest & Exceptional items)</i>	18.5	30.8	-39.8%
Other Income	8.5	9.8	-13.4%
Profit before Interest & Exceptional Items	27.0	40.6	-33.4%
Interest and Other Finance charges	(2.8)	(2.1)	34.9%
Profit from Ordinary Activities before tax	24.2	38.5	-37.1%
Exceptional Items	-	-	
Tax Expense			
Provision for Taxation (incl. Deferred Tax)	(1.8)	(7.4)	-75.3%
MAT Credit	(2.1)	(0.3)	678.0%
Fringe Benefit Tax	-	-	
Net Profit from Ordinary Activities after Tax	20.3	30.9	-34.2%
PAT %	7.3%	10.5%	
EBITDA	29.7	44.1	-32.6%
EBITDA %	10.68%	15.02%	
Total Income	286.9	303.3	-5.4%



Balance Sheet

Rs. Cr.

Balance Sheet as at...	31-Mar-07	31-Mar-08	31-Mar-09	31-Mar-10	31-Mar-11	30-Jun-11
SOURCES OF FUNDS						
Shareholders' Funds						
Share Capital	20.79	20.54	20.54	20.59	20.59	20.59
Reserves and Surplus	666.59	716.28	934.53	928.47	978.24	1,001.72
	687.38	736.82	955.07	949.06	998.83	1,022.31
Secured Loans	0.43	19.96	87.47	51.62	35.94	172.13
Unsecured Loans	-	55.00	-	63.19	115.11	50.25
Deferred Tax Liability (Net)	0.90	11.43	16.15	17.11	17.74	16.35
TOTAL	688.72	823.20	1,058.69	1,080.98	1,167.63	1,261.04

APPLICATION OF FUNDS

Fixed Assets

Gross Block	308.61	368.06	446.60	488.21	617.07	584.63
Less: Depreciation/ Amortisation/ Impairment	109.04	136.67	166.05	192.47	243.11	211.69
Net Block	199.56	231.38	280.55	295.75	373.96	372.94
Capital Work-in-Progress	2.66	13.14	16.51	3.64	3.39	2.40
	202.22	244.52	297.06	299.39	377.35	375.34
Investments	42.13	2.25	1.29	1.32	1.33	1.33

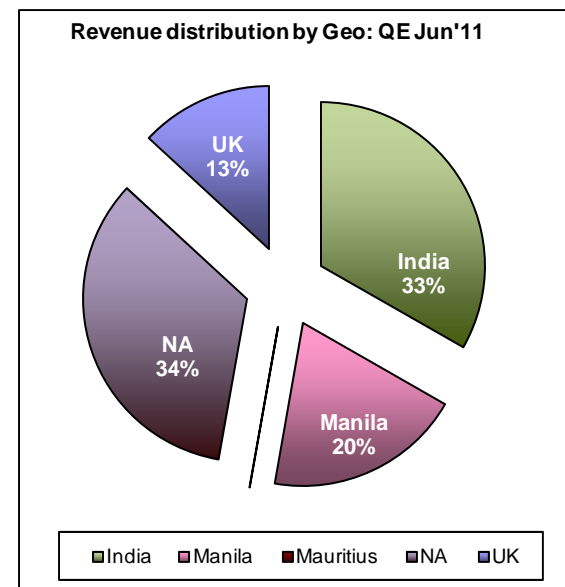
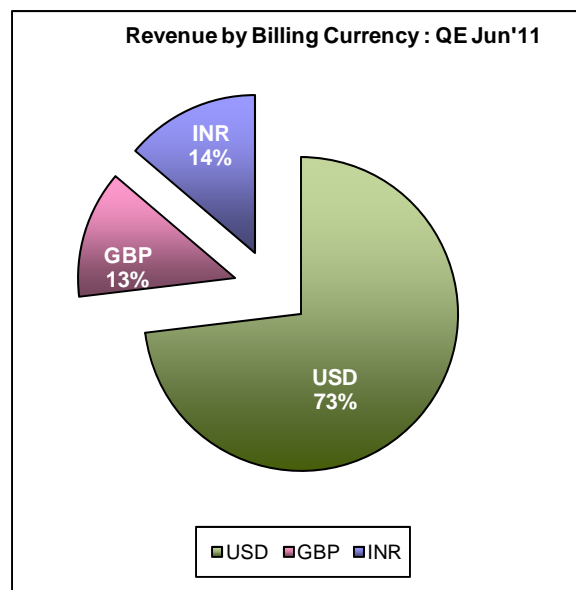
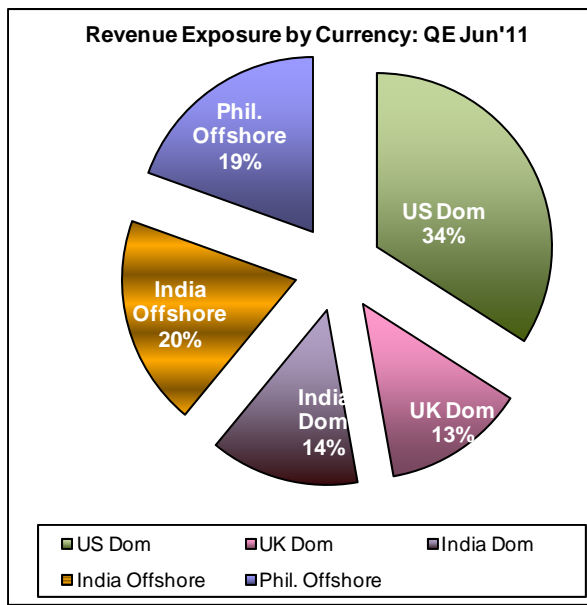
Current Assets, Loans and Advances

Sundry Debtors	99.72	113.03	130.78	142.14	223.03	219.29
Cash and Bank Balances	509.64	493.78	665.11	642.31	618.92	714.92
Other Current Assets	12.68	24.99	37.14	31.09	0.59	0.60
Loans and Advances	154.98	39.94	54.85	88.58	135.00	133.08
	777.01	671.74	887.88	904.11	977.54	1,067.88
Less: Current Liabilities and Provisions						
Current Liabilities	269.17	61.54	68.92	62.20	111.48	162.82
Provisions	63.47	33.77	58.63	61.65	77.11	20.69
	332.65	95.30	127.54	123.85	188.59	183.52
Net Current Assets	444.37	576.43	760.34	780.26	788.95	884.36
Miscellaneous Expenditure	-	-	-	-	-	-

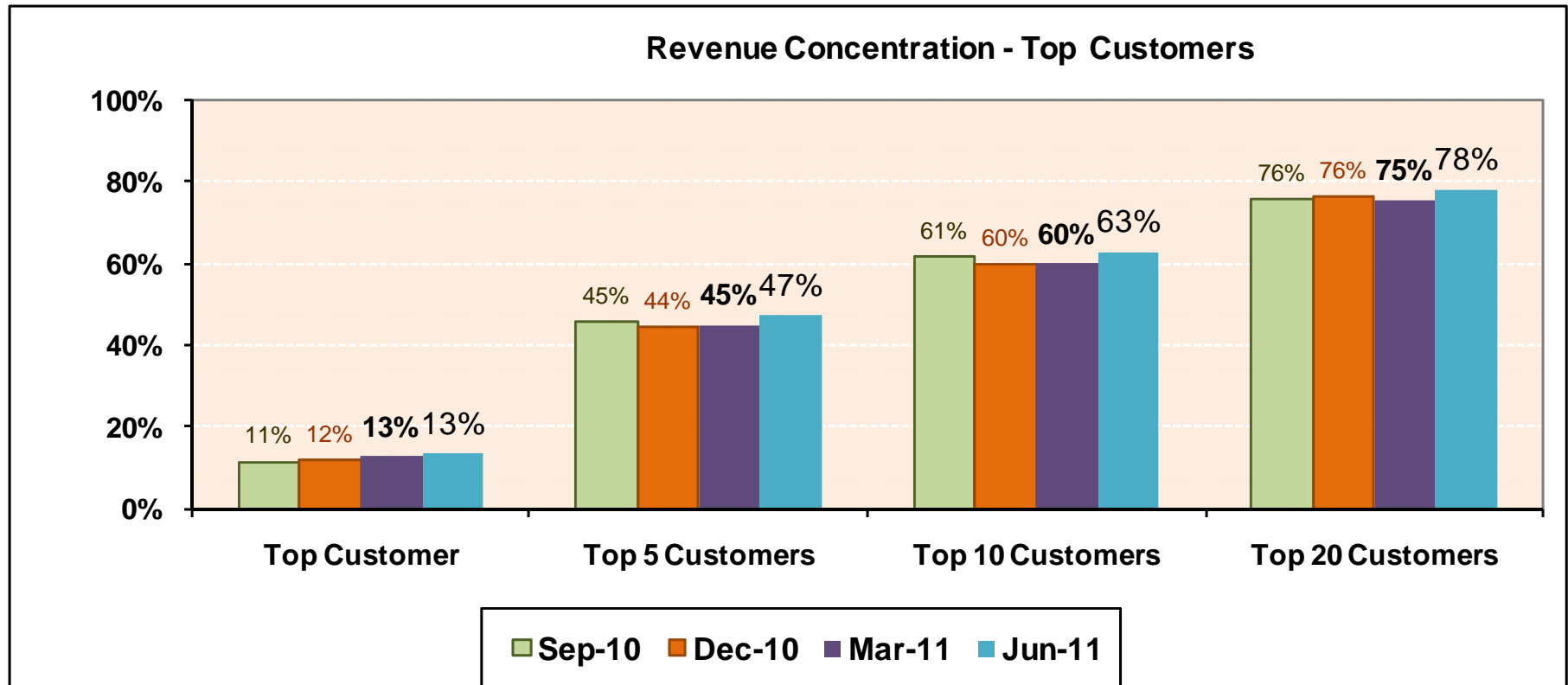
TOTAL	688.72	823.20	1,058.69	1,080.98	1,167.63	1,261.04
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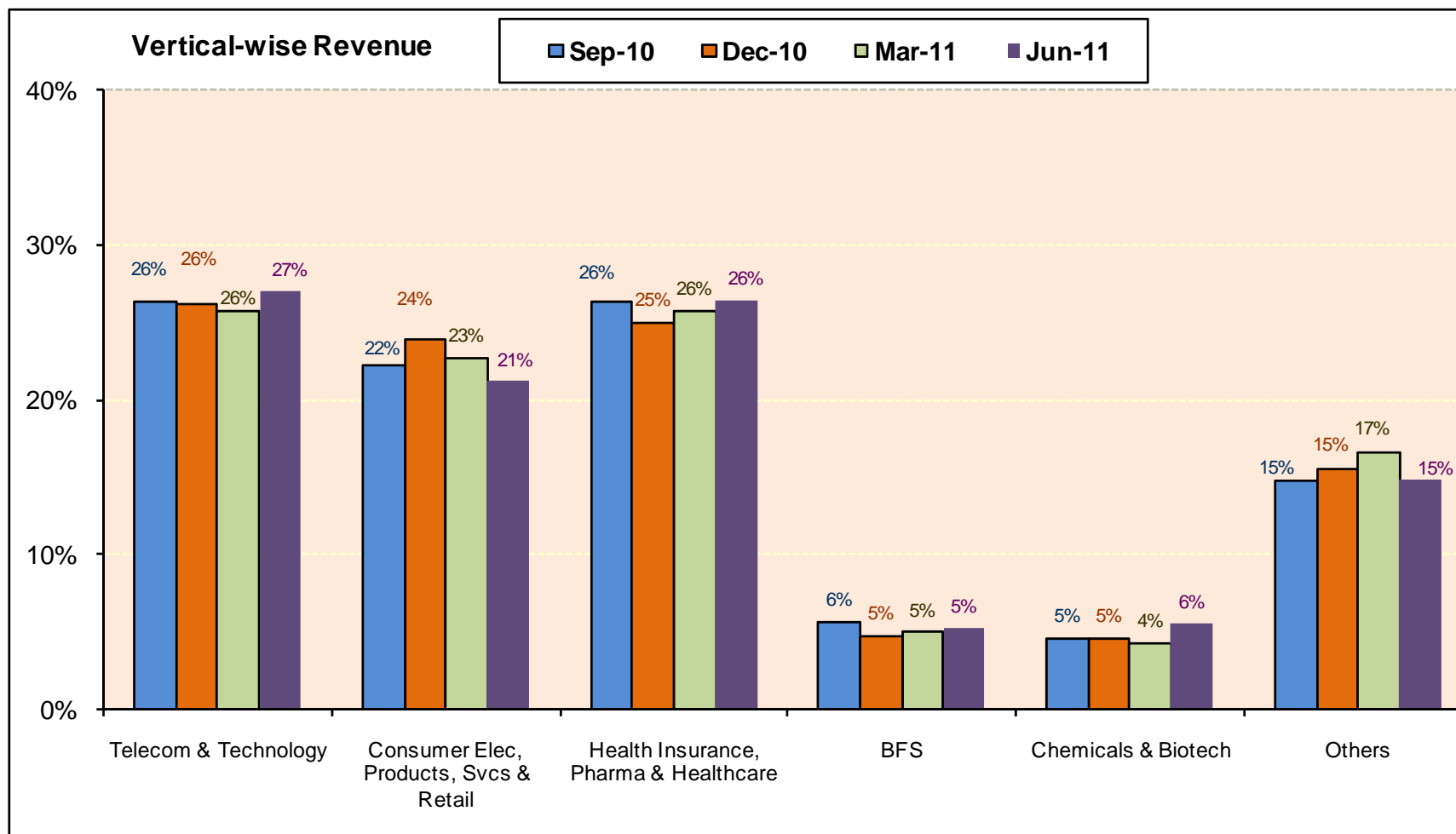
Revenue Distribution : Q1 FY 11-12



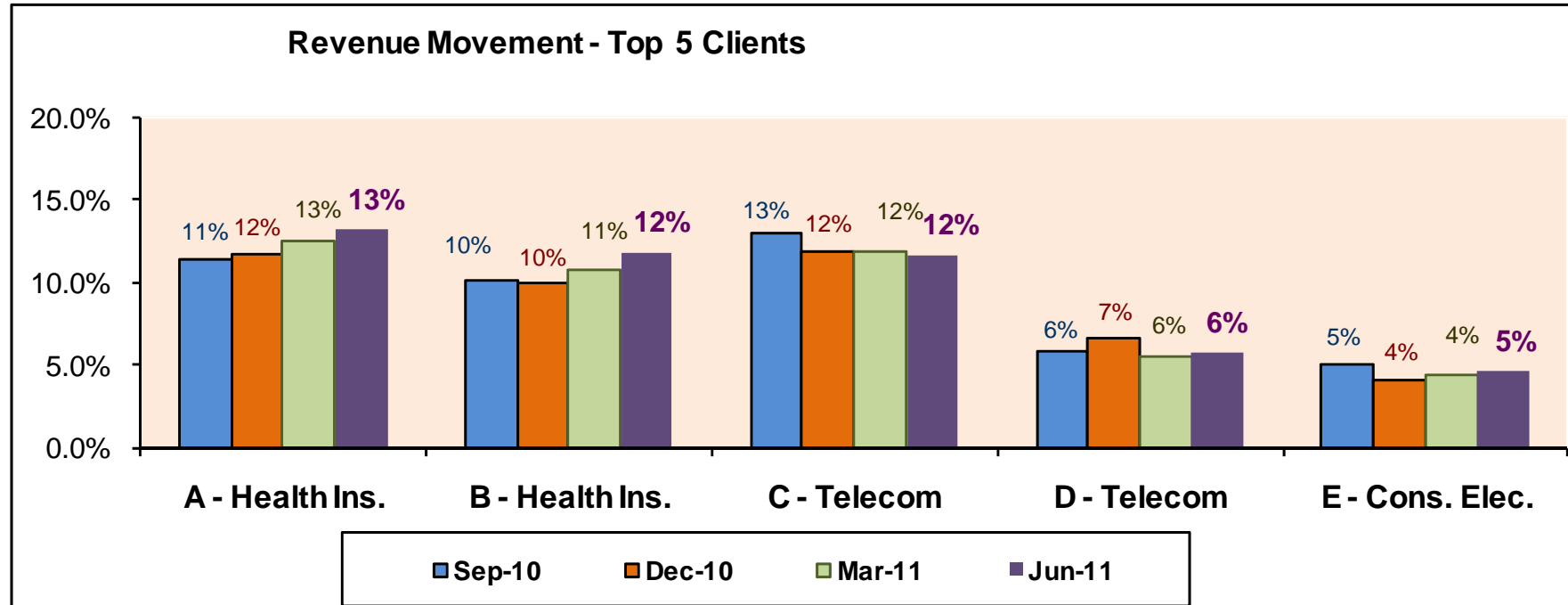
Customer Concentration – Movement Last 4 Quarters



Revenue Split by Vertical – Last 4 Quarters

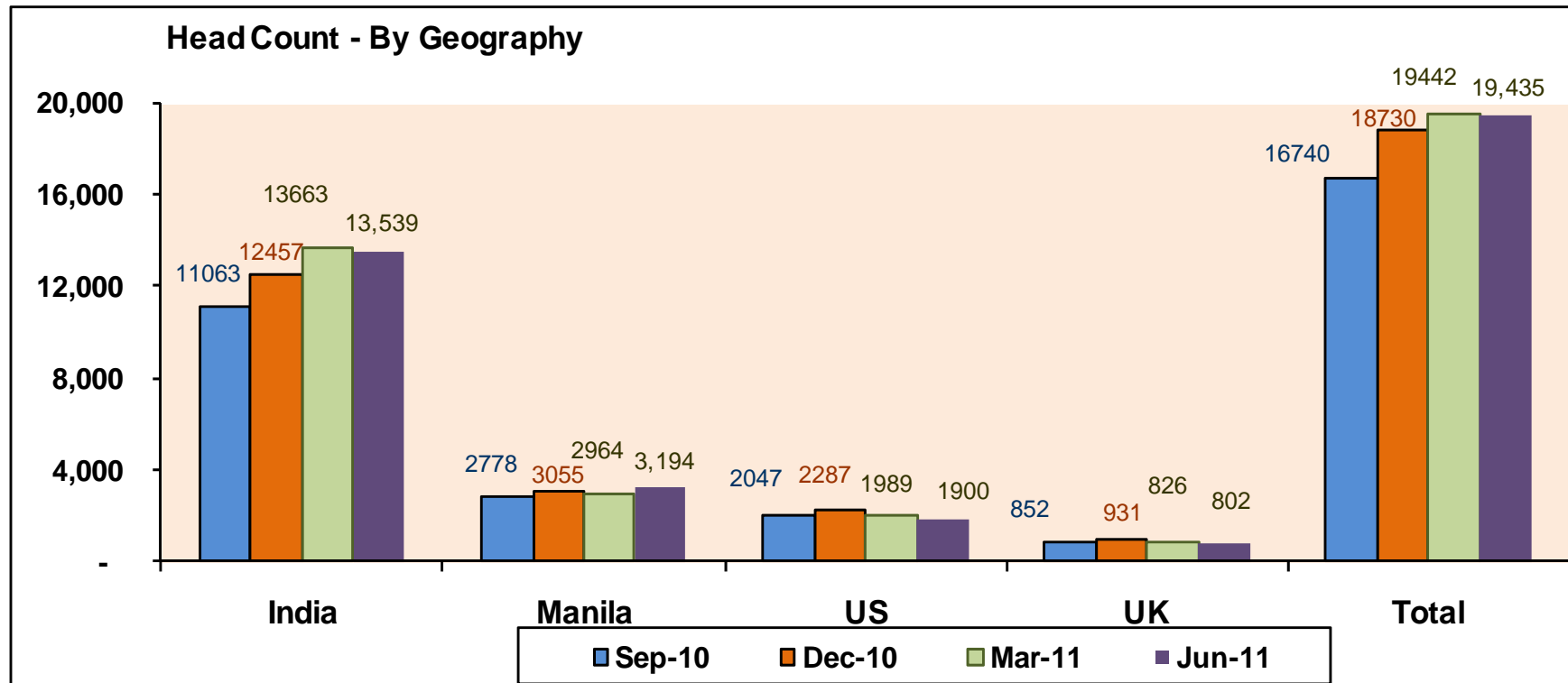


Our Top 5 Clients – Last 4 quarters



Global Headcount

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Thank You

