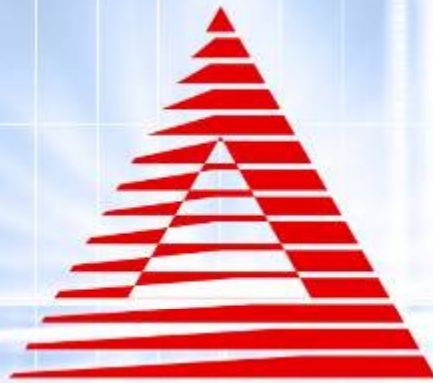




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Q2 FY11 Earnings Presentation



Quarterly Highlights

- Net income from operations stood at Rs 196.5 cr; up by 18% YoY.
- EBITDA margins stands at 22% for the quarter reflecting an uptick of 150 bps YoY.
- Net Profit for the quarter stands at Rs 29.7 cr; up by 19% YoY.
- The EPS for the quarter stood at Rs. 6.39 per share as compared to Rs.6.91 per share in the corresponding quarter
- Healthy order book position with Rs 159 crore from Solutions and Rs 429 crore from the Services.
- Revenues from En Pointe Global Services stood at \$ 10.76 Million.

Quarterly Consolidated Financials

	Particulars	Q2 11	Q2 10	YoY Growth (%)
Revenue	Net Revenue (INR CR)	196.5	166.5	18.0%
	Total Revenue (INR CR)	194.8	166.7	16.9%
Profit	EBITDA (INR CR)	43.0	34.1	26.0%
	PBT(INR CR)	37.5	30.7	22.2%
	PAT (INR CR)	29.7	25.1	18.6%
Margin	EBITDA (%)	22.0	20.5	
	PAT (%)	15.3	15.0	
EPS	Basic (Rs.)	6.39	6.91	-7.5%
	Diluted (Rs.)	6.39	6.91	-7.5%
Shareholding	Promoters (%)	43%	56%	
	Public (%)	57%	44%	

Operating Metrics

Revenue by Geography(₹ Cr.)	Q2 11	Q2 10
Domestic	135	105
International	61	62
Revenue by Service Offerings (%)		
Solutions	45	44
Services	55	56
Debtor Days	134	142
Order Book Position		
Solutions	159	110
Services	429	398



Project Highlights

- Allied Digital was the partner of choice of a large hotel chain to manage their complete IT infrastructure requirements. This is a multi-year, multi-million dollar deal.
- A global law firm with 18 locations worldwide has chosen Allied as the remote infrastructure management services partner.
- A large public transportation company in US has entrusted Allied with the total infrastructure management solutions. This is a five year multi-million dollar deal.
- Other wins in the US include a global telecommunications company and a local city council.
- On the solutions side, we have been mandated by a large bank in India as well as a university to set up their IT infrastructure network.



Quarterly Consolidated P&L Summary

Sr. No	Particulars	30-Sep-10	30-Sep-09	Y-o-Y Growth
		Q2 11	Q2 10	(%)
1	Net Sales / Income from Operations	196.5	166.49	18.0%
2	Other Operating Income	-1.7	0.18	-1022.2%
3	Total Income (1+2)	194.8	166.67	16.9%
4	Increase / Decrease in stock in trade	0.3	-1.21	-124.0%
5	Consumption of Raw Material		0.00	
6	Purchase of traded goods	124.3	101.82	22.1%
7	Employee expenses	18.0	20.13	-10.6%
8	Depreciation	3.6	1.85	92.4%
9	Other expenditure	10.9	12.01	-9.6%
10	Total Expenditure	157.0	134.60	16.6%
11	Profit from operations before Other Income, Interest and Exceptional Items (3-10)	37.8	32.07	17.9%
12	Other Income	1.6	0.17	823.5%
13	Profit before Interest and Exceptional Items (11+12)	39.4	32.24	22.2%
14	Interest	1.9	1.53	22.2%
15	Profit(+) / Loss (-) from Ordinary Activities before tax (13-14)	37.5	30.71	22.2%
16	Exceptional Items (Excess Depreciation reversal in respect of earlier years)		0.00	
17	Profit(+) / Loss (-) from Ordinary Activities before tax (15-16)	37.5	30.71	
18	Tax Expense	7.4	5.13	45.0%
19	Net Profit (+) / Loss (-) from Ordinary Activities after tax (17-18)	30.1	25.58	17.6%
20	Minority Interest	0.4	0.51	-31.4%
21	Extraordinary Items (net of Tax Expense Rs. NIL)		0.00	
22	Net Profit (+) / Loss (-) for the period (19-20-21)	29.7	25.07	18.6%
23	Paid-up equity share capital (Face Value of Rs. 10/-)	23.3	18.16	
24	Reserves Excluding Revaluation Reserves as per balance sheet of previous accounting year		0.00	
25	Earnings per Share Before Extraordinary items - Rs.			
	Basic	6.39	13.83	-53.8%
	Diluted	6.39	13.82	-53.8%
26	Earnings per Share After Extraordinary items - Rs.			
	Basic	6.39	13.83	-53.8%
	Diluted	6.39	13.82	-53.8%



Quarterly Consolidated P&L Summary

27	Public Shareholding			
	Number of Shares	2,63,09,334	80,64,417	
	Percentage of shareholding	57%	44.41%	
28	Promoters & promoter group shareholding			
(a)	Pledged / Encumbered			
	Number of Shares	-	-	
	Percentage of Shares (as a % of the shareholding of promoter and promoter group)	-	-	
	Percentage of Shares (as a % of the share capital of the company)	-	-	
(b)	Non-encumbered			
	Number of Shares	2,01,88,318	1,00,94,159	
	Percentage of Shares (as a % of the shareholding of promoter and promoter group)	100%	100%	
	Percentage of Shares (as a % of the share capital of the company)	43%	55.59%	

Consolidated Unaudited Balance Sheet

Sr. No.	Particulars	Consolidated (Rs Crore)	
		30th Sept 2010	30th Sept 2009
	SHAREHOLDERS FUNDS:		
1	Capital	23.3	18.2
2	Reserve and Surplus	673.5	346.8
3	Minority Interest	9.5	7.4
	Loan Funds	107.0	85.5
	Deferred tax liability	2.9	2.0
	TOTAL	816.2	459.9
	FIXED ASSETS	210.8	97.7
	GOODWILL (on Consolidated)	112.7	108.9
	INVESTMENTS	126.0	6.6
	CURRENT ASSETS, LOANS AND ADVANCES		
1	Inventories	14.8	10.5
2	Sundry Debtors	293.7	232.4
3	Cash and Bank Balances	32.7	9.2
4	Loan and Advances	76.6	49.9
	Less: CURRENT LIABILITIES AND PROVISIONS		
1	Liabilities	34.0	42.7
2	Provisions	17.0	12.5
	TOTAL	816.2	459.9



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