



# Financials Presentation

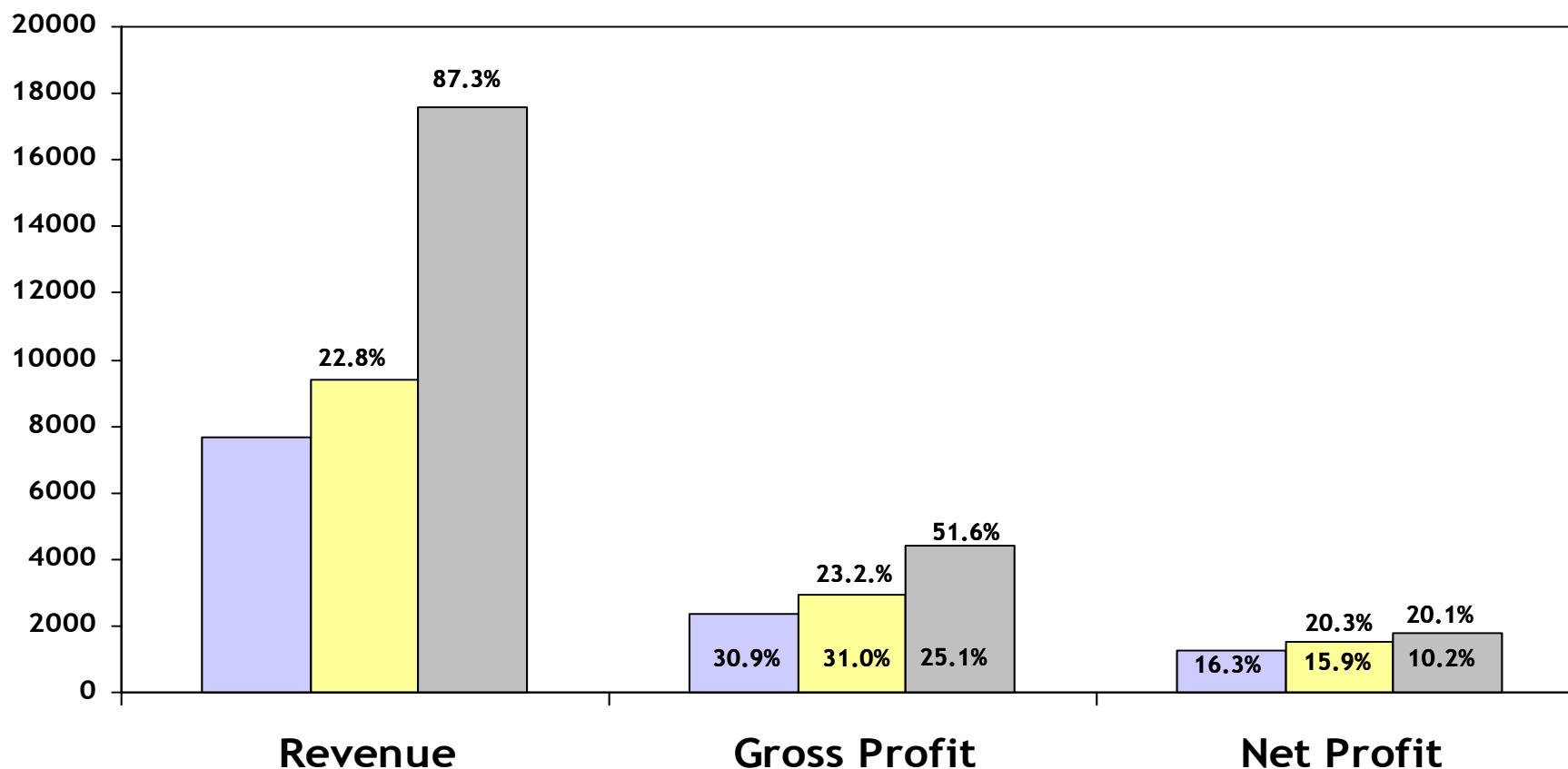
**INR**

**Quarter ended 31 Dec 2007**

**Bangalore : 30 Jan 2008**

# 2004-07 At A Glance - Group

(Rs million)

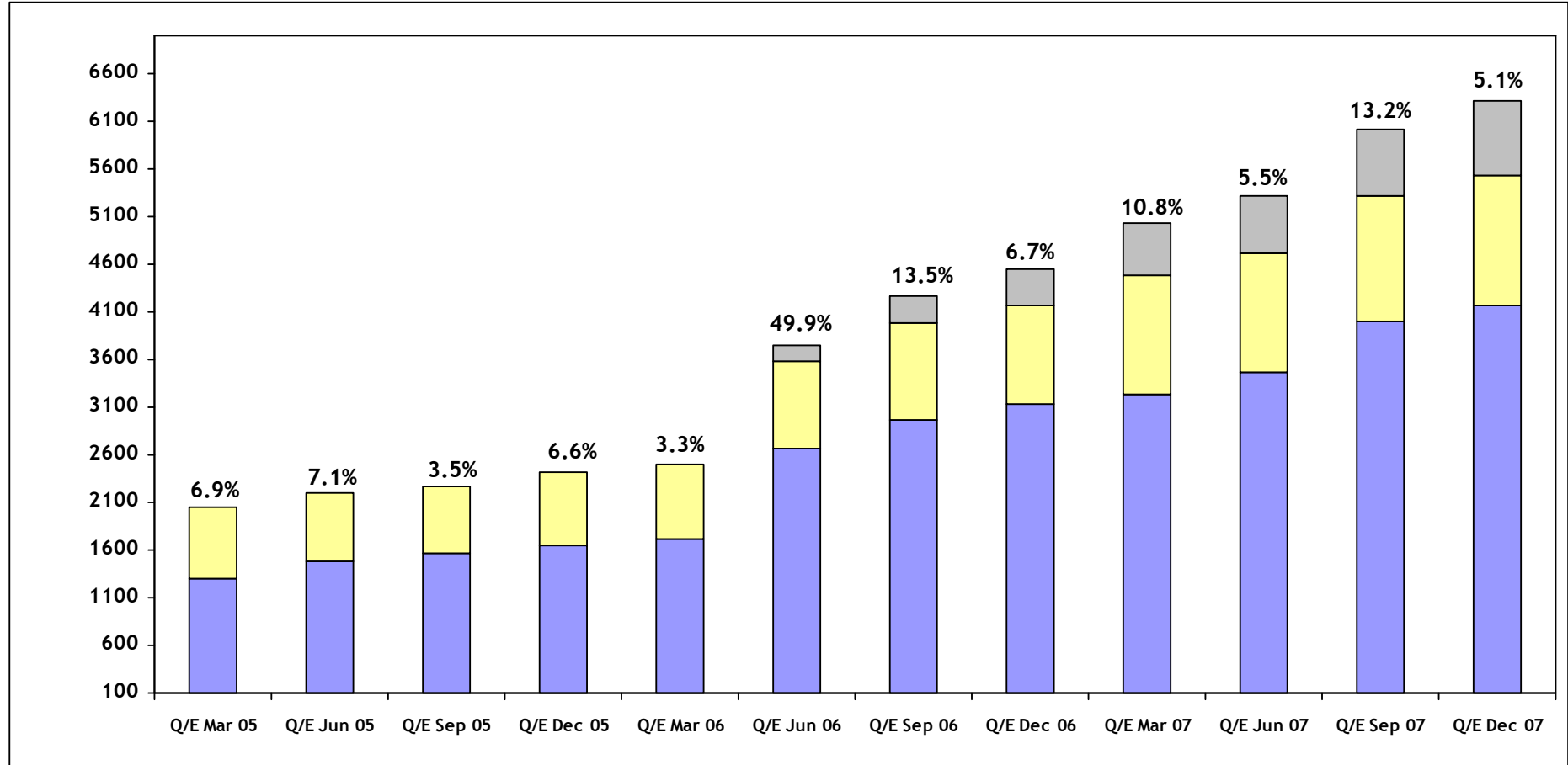


<b>2006-07*</b>	<b>17,606.2</b>	<b>4,418.5</b>	<b>1,800.7</b>
<b>2005-06</b>	<b>9,401.1</b>	<b>2,915.4</b>	<b>1,498.6</b>
<b>2004-05</b>	<b>7,656.7</b>	<b>2,366.2</b>	<b>1,246.1</b>

\* 2006-07 includes EDS India

# Revenue - last 12 quarters

(Rs million)



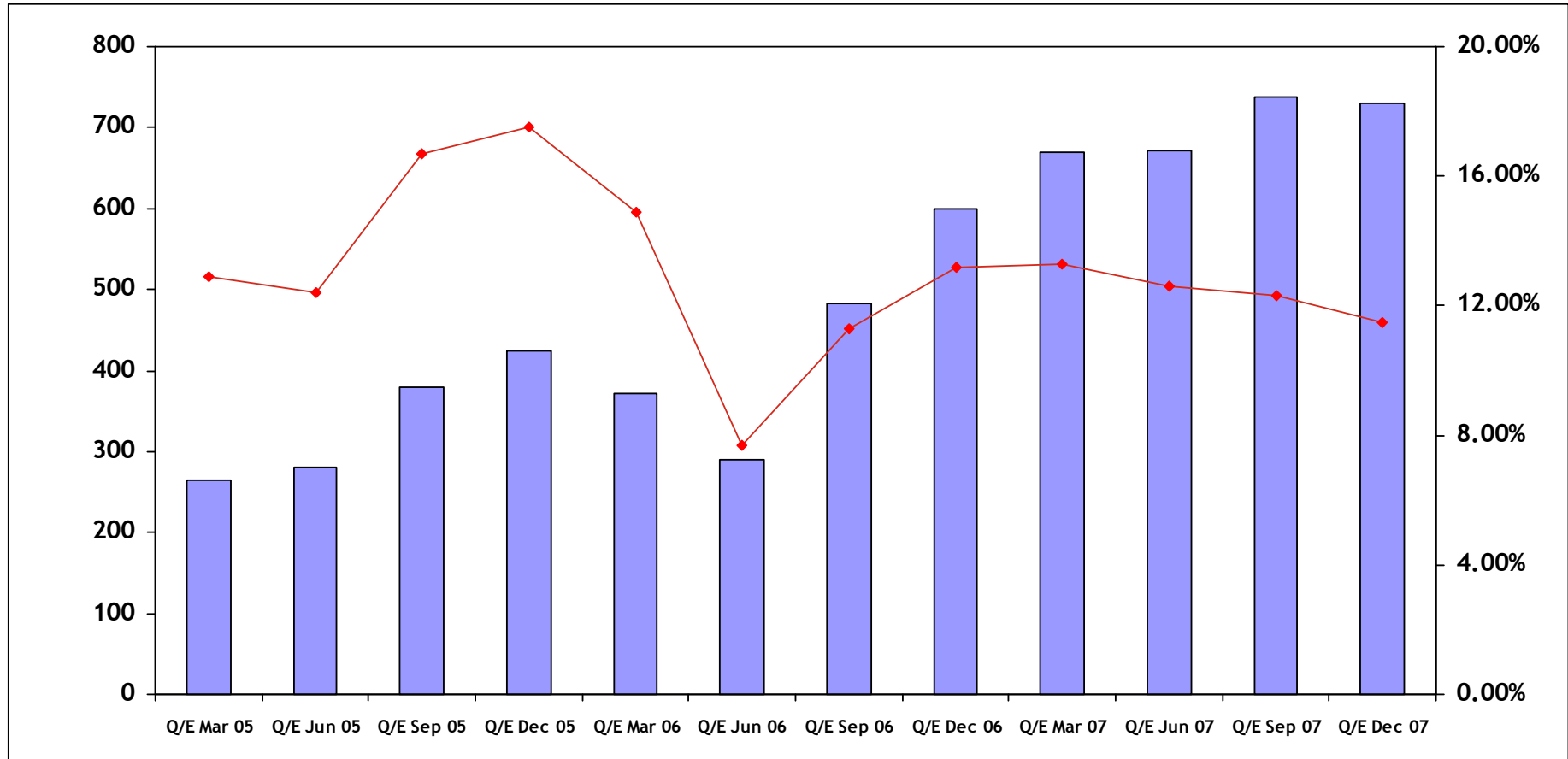
Applications	1,308.2	1,479.0	1,561.3	1,656.8	1,724.0	2,661.9	2,972.7	3,136.4	3,230.5	3,474.6	4,003.3	4,170.6
BPO	742.5	718.0	713.2	767.7	781.0	920.0	1,017.6	1,030.9	1,246.3	1,244.2	1,314.5	1,369.4
ITO	-	-	-	-	-	174.3	272.8	379.5	563.4	596.8	699.0	782.6
Total	2,050.7	2,197.0	2,274.5	2,424.5	2,505.0	3,756.2	4,263.1	4,546.7	5,040.2	5,315.6	6,016.8	6,322.6

\* EDS India figures are consolidated w.e.f. 1 April 2006

Percentages indicate sequential growth over previous quarter.

# Operating Profit - last 12 quarters

(Rs million)



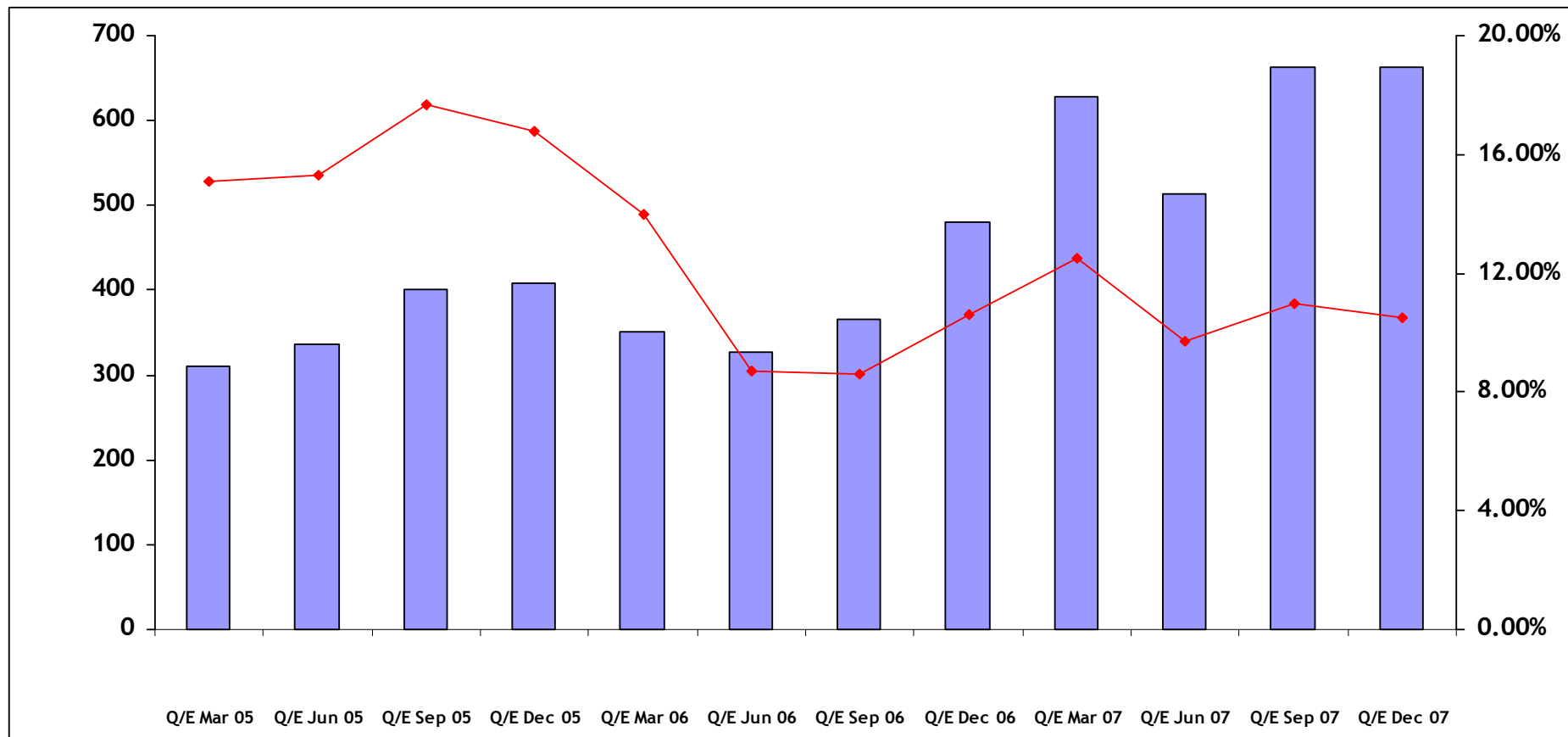
Total	264.4	279.7	380.5	423.9	372.5	290.3	482.7	600.4	670.0	672.4	738.6	729.9
Operating Margin	12.9%	12.4%	16.7%	17.5%	14.9%	7.7%	11.3%	13.2%	13.3%	12.6%	12.3%	11.5%

\* EDS India figures are consolidated w.e.f. 1 April 2006

Percentages indicate operating profit as a percentage of revenue.

# Net Profit - last 12 quarters

(Rs million)

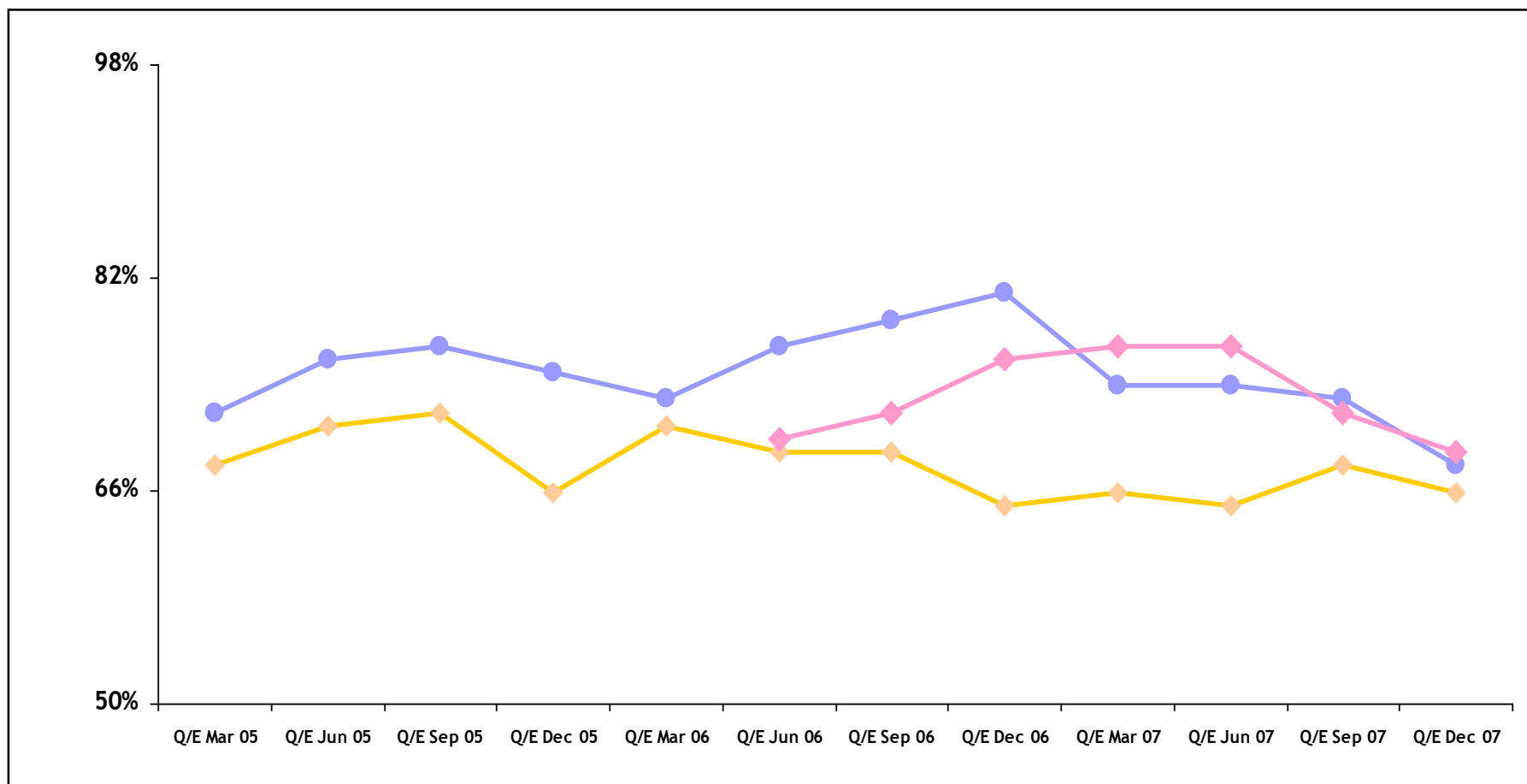


Total	309.6	337.0	401.6	408.4	351.6	326.0	365.6	480.4	628.5	513.0	663.1	662.5
Net Margin	15.1%	15.3%	17.7%	16.8%	14.0%	8.7%	8.6%	10.6%	12.5%	9.7%	11.0%	10.5%

\* EDS India figures are consolidated w.e.f. 1 April 2006

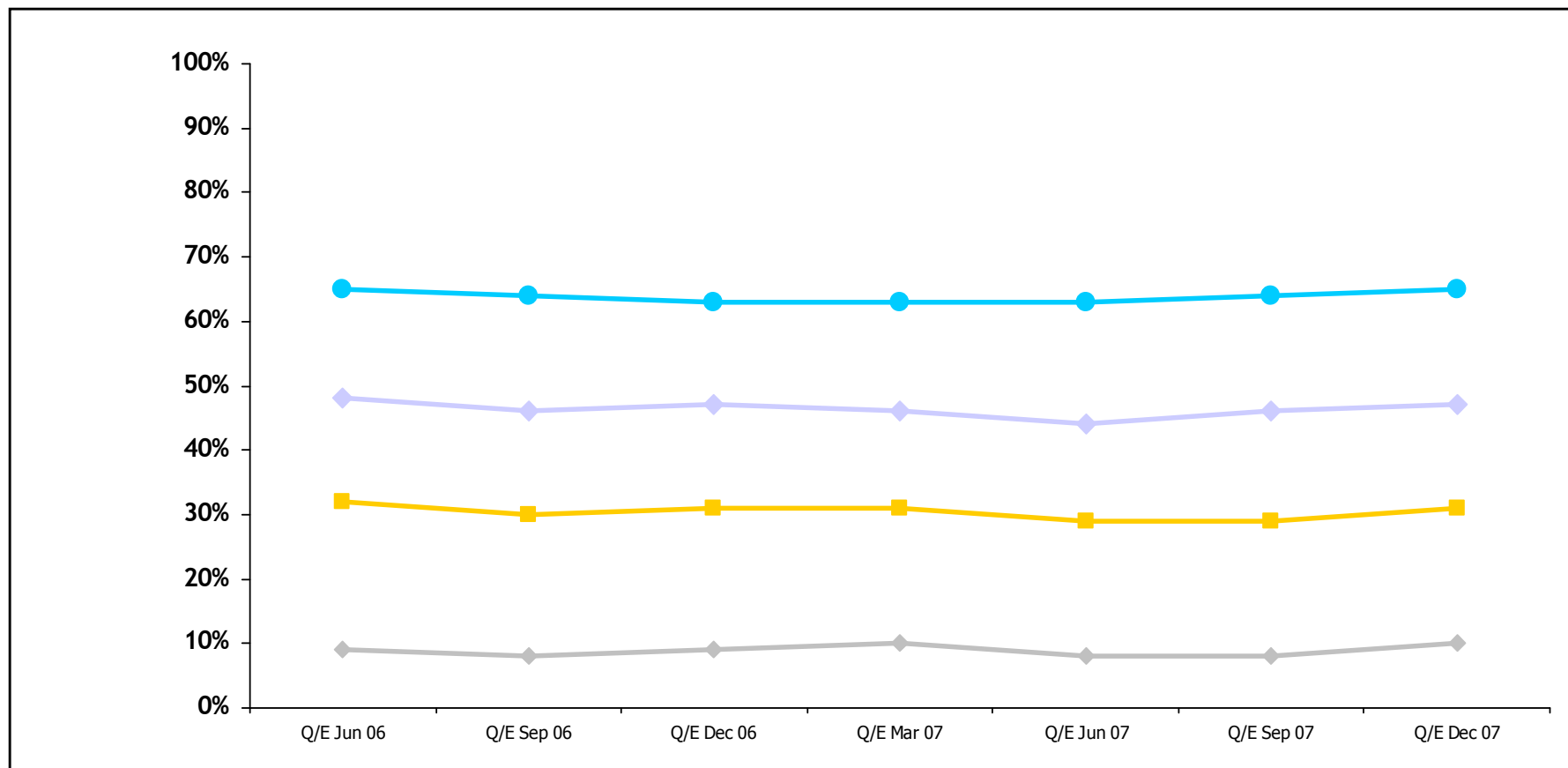
Percentages indicate net profit as a percentage of revenue.

# Utilisation - last 12 quarters



<b>Applications</b>	<b>72%</b>	<b>76%</b>	<b>77%</b>	<b>75%</b>	<b>73%</b>	<b>77%</b>	<b>79%</b>	<b>81%</b>	<b>74%</b>	<b>74%</b>	<b>73%</b>	<b>68%</b>
<b>BPO</b>	<b>68%</b>	<b>71%</b>	<b>72%</b>	<b>66%</b>	<b>71%</b>	<b>69%</b>	<b>69%</b>	<b>65%</b>	<b>66%</b>	<b>65%</b>	<b>68%</b>	<b>66%</b>
<b>ITO</b>	-	-	-	-	-	<b>70%</b>	<b>72%</b>	<b>76%</b>	<b>77%</b>	<b>77%</b>	<b>72%</b>	<b>69%</b>

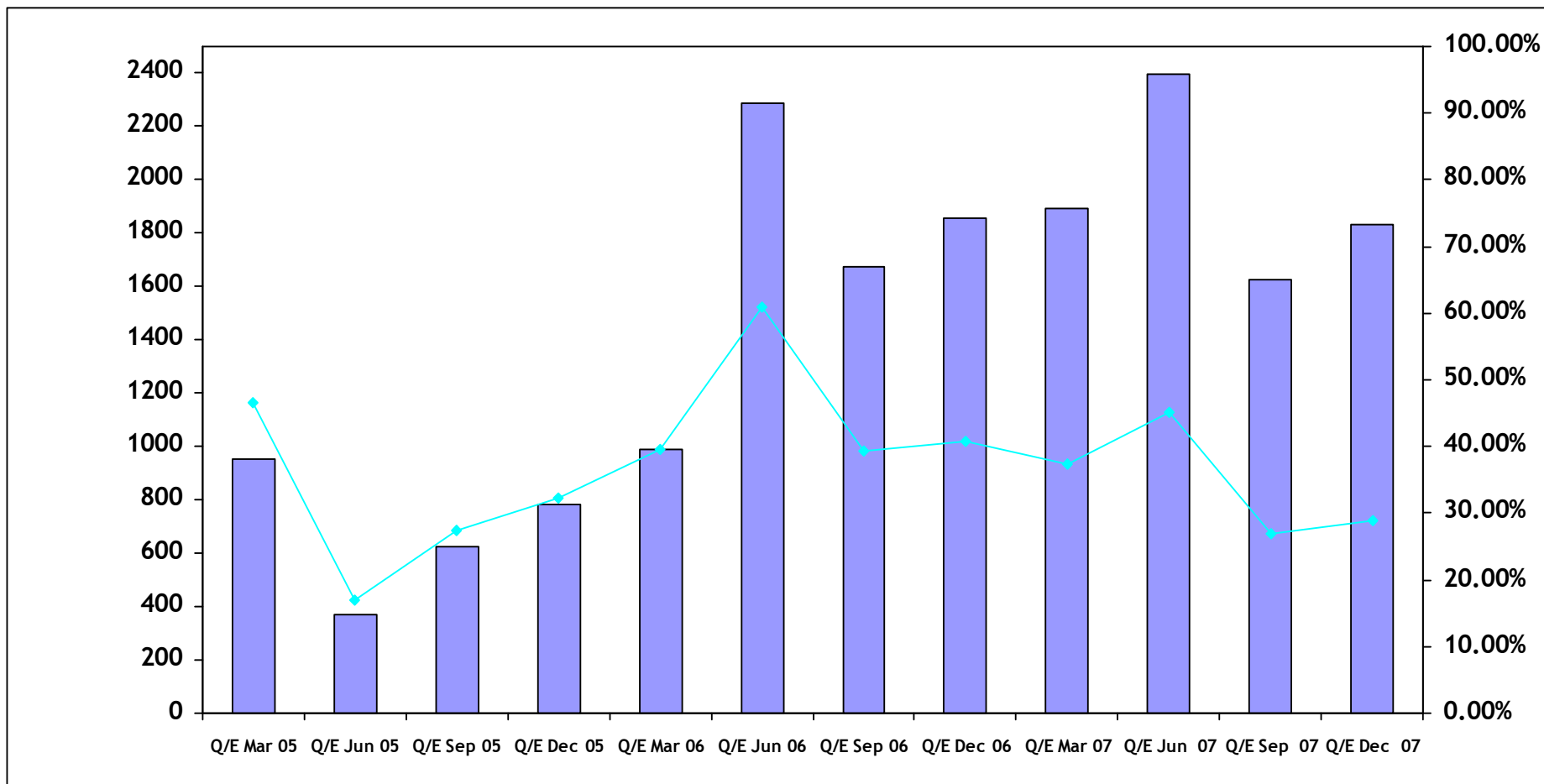
# Group Client Concentration - last 7 quarters



<b>Top 20 Clients</b>	<b>65%</b>	<b>64%</b>	<b>63%</b>	<b>63%</b>	<b>63%</b>	<b>64%</b>	<b>65%</b>
<b>Top 10 Clients</b>	<b>48%</b>	<b>46%</b>	<b>47%</b>	<b>46%</b>	<b>44%</b>	<b>46%</b>	<b>47%</b>
<b>Top 5 Clients</b>	<b>32%</b>	<b>30%</b>	<b>31%</b>	<b>31%</b>	<b>29%</b>	<b>29%</b>	<b>31%</b>
<b>Top Client</b>	<b>9%</b>	<b>8%</b>	<b>9%</b>	<b>10%</b>	<b>8%</b>	<b>8%</b>	<b>10%</b>

# Cash Balances - last 12 quarters

(Rs million)

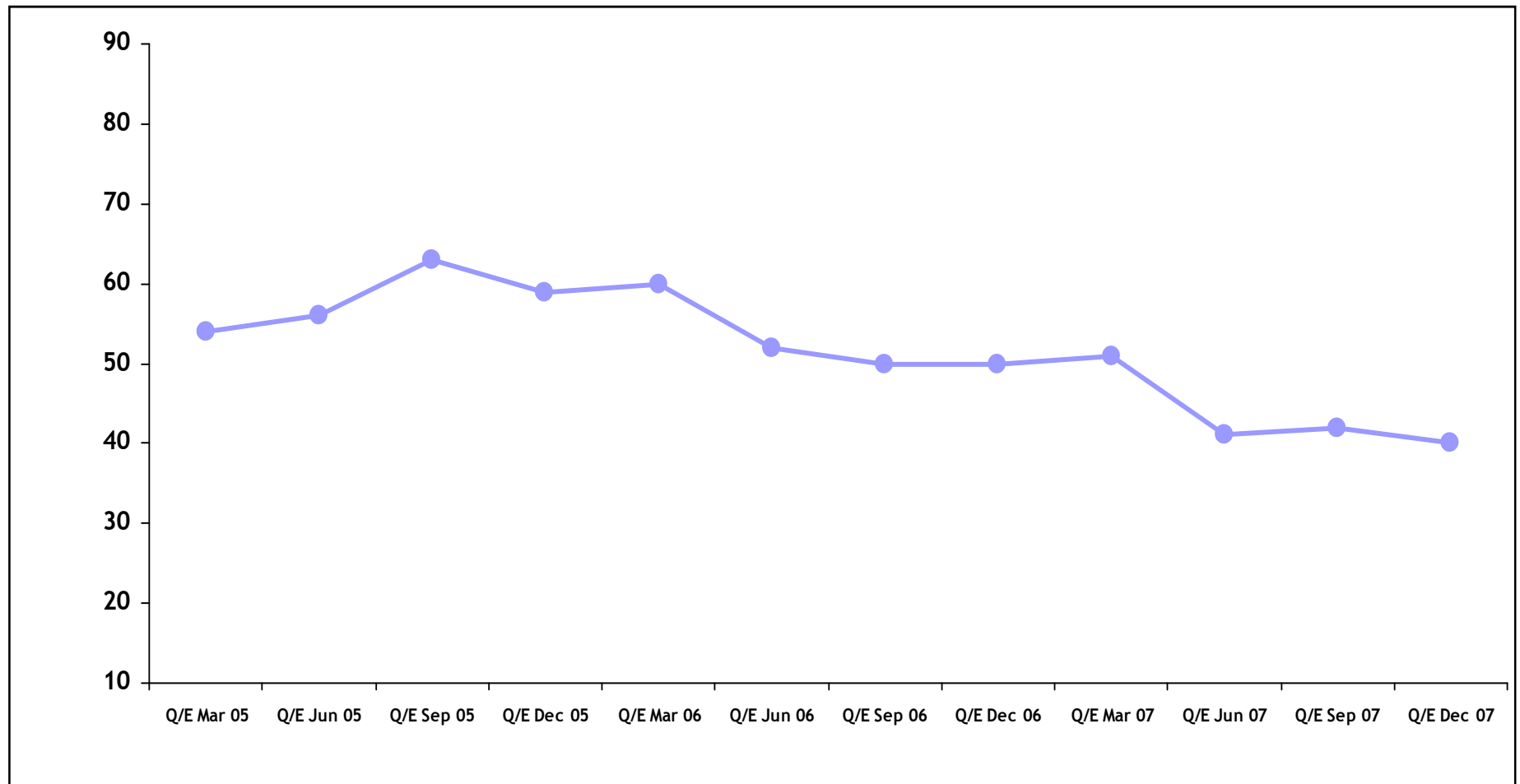


Group*	954.7	371.1	624.5	783.9	988.5	2,289.8	1,674.2	1,857.1	1,892.5	2,399.4	1,624.0	1,830.7
% of Revenue	46.6%	16.9%	27.5%	32.3%	39.5%	61.0%	39.3%	40.8%	37.5%	45.1%	26.9%	29.0%

\* EDS India figures are consolidated w.e.f. 1 April 2006

Percentages indicate cash balances as a percentage of that quarters revenue.

# Group Debtors Days Outstanding - last 12 quarters



<b>Days</b>	<b>54</b>	<b>56</b>	<b>63</b>	<b>59</b>	<b>60</b>	<b>52</b>	<b>50</b>	<b>50</b>	<b>51</b>	<b>41</b>	<b>42</b>	<b>40</b>
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