



**Group Financial Overview and Trends
for the Quarter and Year ended 31 October 2009**

	Page
Consolidated Balance Sheet	1
Key Performance Indicators - Balance Sheet	2
Consolidated Profit and Loss Account for the quarter	3
Consolidated Profit and Loss Account for the year	4
Key Performance Indicators – Profit and Loss Account	5
Results of Operations	6
Primary Segment Reporting – Application Services	8
Primary Segment Reporting – BPO Services	9
Primary Segment Reporting – ITO Services	10
Analysis of Revenues	11

Consolidated Balance Sheet

	Rs millions	
	31 October 2009	31 October 2008
SOURCES OF FUNDS		
SHAREHOLDERS' FUNDS		
Share capital	2,096	2,089
Reserves and surplus	21,351	12,213
Employee stock options outstanding	7	61
	23,454	14,363
LOAN FUNDS		
Secured loans	33	54
DEFERRED TAX LIABILITY		
	1	-
	23,488	14,417
APPLICATION OF FUNDS		
FIXED ASSETS		
Cost	10,044	9,463
Accumulated depreciation	(6,880)	(6,058)
Net book value	3,164	3,405
Capital work-in-progress including capital advances	127	731
	3,291	4,136
GOODWILL	2,946	2,959
INVESTMENTS	7,612	-
DEFERRED TAX ASSETS	695	345
CURRENT ASSETS, LOANS AND ADVANCES		
Debtors and unbilled revenues	9,064	8,810
Cash and bank balances	1,786	731
Interest receivable	1	2
Loans and advances	7,240	3,357
	18,091	12,900
CURRENT LIABILITIES AND PROVISIONS		
Current liabilities	6,414	4,425
Provisions	2,733	1,498
	9,147	5,923
NET CURRENT ASSETS	8,944	6,977
	23,488	14,417

KEY PERFORMANCE INDICATORS

		Quarter ended 31 Oct 2009	Quarter ended 31 Oct 2008	Quarter ended 31 Jul 2009	Year ended 31 Oct 2009	Year ended 31 Oct 2008
--	--	---------------------------------	---------------------------------	---------------------------------	------------------------------	------------------------------

BALANCE SHEET

Cash and cash equivalents	Rs Millions	9,398	731	6,500	9,398	731
Receivables	Days	72	83	75	78	83

Cash and bank balance and Investment of cash surplus

The Group's treasury policy calls for investing only in highly rated banks and debt instruments through liquid mutual funds for short to medium term maturities. Stringent guidelines have been set for de-risking counter party exposures. The Group maintains balances both in Indian Rupee and foreign currency accounts in India and overseas. The investment philosophy of the Group is to ensure capital preservation and liquidity in preference to returns.

Consolidated Profit and Loss Account

	Rs millions				
	Quarter ended 31-Oct-09	Quarter Ended 31-Oct-08	Growth %	Quarter ended 31-Jul-09	Growth % in Q4 FY09 over Q3 FY09
Gross Revenues	11,215	8,947	25.4%	11,041	1.6%
Adjustment from Hedging Reserve	106	-	-	15	-
Net Revenues	11,322	8,947	26.5%	11,056	2.4%
Cost of revenues	7,672	6,316	21.5%	7,469	2.7%
Gross profit	3,650	2,631	38.7%	3,587	1.8%
Selling expenses	438	354	23.9%	479	-8.4%
General and administrative expenses	737	575	28.1%	702	4.9%
Provision for doubtful debts	-	9	-100.0%	-	0.0%
Operating profit	2,475	1,693	46.2%	2,406	2.9%
Foreign exchange gain, net	153	175	-12.4%	(15)	1103.6%
Other income, net	72	8	836.1%	47	52.7%
Interest income	1	8	-90.2%	1	47.4%
Profit before taxation	2,701	1,884	43.4%	2,438	10.8%
Income taxes	251	54	367.4%	146	72.0%
Net profit	2,450	1,830	33.9%	2,292	6.9%
Earning per share (par value Rs 10)					
Basic (Rs)	11.69	8.77	33.3%	10.96	6.7%
Diluted (Rs)	11.63	8.73	33.2%	10.90	6.7%

Consolidated Profit and Loss Account

	Rs millions		
	Year Ended ended 31-Oct-09	Year Ended ended 31-Oct-08	Growth %
Revenues	42,833	29,774	43.9%
Adjustment from Hedging Reserve	(194)	-	0.0%
Revenues	42,639	29,774	43.2%
Cost of revenues	28,793	22,733	26.7%
Gross profit	13,846	7,041	96.6%
Selling expenses	1,804	1,091	65.3%
General and administrative expenses	2,782	1,916	45.2%
Provision for doubtful debts	8	33	-76.0%
Operating profit	9,252	4,001	131.3%
Foreign exchange gain, net	293	186	57.1%
Other income, net	155	9	1655.1%
Interest income	28	75	-62.2%
Profit before taxation	9,728	4,271	127.8%
Income taxes	641	163	292.4%
Net profit	9,087	4,107	121.2%
Earning per share (par value Rs 10)			
Basic (Rs)	43.45	19.69	120.7%
Diluted (Rs)	43.17	19.52	121.2%

KEY PERFORMANCE INDICATORS						
		Quarter ended 31 Oct 2009	Quarter ended 31 Oct 2008	Quarter ended 31 Jul 2009	Year ended 31 Oct 2009	Year ended 31 Oct 2008
PROFIT AND LOSS ACCOUNT						
Gross margin	%	32.2%	29.4%	32.4%	32.5%	23.6%
Selling expenses	%	3.9%	4.0%	4.3%	4.2%	3.7%
General and administrative expenses	%	6.5%	6.4%	6.4%	6.5%	6.4%
Operating margin	%	21.9%	18.9%	21.8%	21.7%	13.4%
EBITDA margin	%	28.0%	26.0%	26.6%	27.5%	19.9%
Net margin	%	21.6%	20.5%	20.7%	21.3%	13.8%
EPS (Basic)	Rs	11.69	8.77	10.96	43.45	19.69

Results of operations

Quarter ended 31 October 2009 compared to quarter ended 31 October 2008

Revenues:

The Group revenues, net of transfer from Hedging Reserves to Revenues, grew by 26.5% for the quarter ended 31 October 2009 as compared to the same quarter in the previous year. Significant growth was experienced in ITO, followed by Application Services and BPO.

Cost of Revenues:

Cost of revenues for the quarter ended 31 October 2009 saw an increase of 21.5% as compared to the same quarter during the previous year. Cost of revenues grew at a lower rate than revenues due to control on discretionary expenses, higher utilization and reduced facilities cost.

Gross Profit:

Significant growth in revenues and control of expenses have resulted in 38.7% growth in gross profit during the quarter ended 31 October 2009 as compared to the same quarter during the previous year. As a percentage of revenue the gross margin increased by 2.8% from 29.4% for the quarter ended 31 October 2008 to 32.2% for the quarter ended 31 October 2009.

Selling Expenses:

Selling expenses grew at 23.9% for the quarter ended 31 October 2009 as compared to the same quarter during the previous year. As a percentage of revenue, Selling expenses were 3.9% for the quarter ended 31 October 2009, a decrease of 0.1% as compared to corresponding quarter in the previous year.

General & Administrative Expenses:

General & Administrative Expenses were Rs.736.6 million for the quarter ended 31 October 2009 representing an increase of 28.1% over the corresponding quarter during the previous year. The increase in General & Administrative Expenses is on account of increase in manpower to support growth and one-time expenses to recalibrate future commitments.

Operating Profit:

Operating Profit for the quarter ended 31 October 2009 grew by 46.2% over the corresponding quarter during the previous year. As a percentage of revenue, Operating Profit has shown steady increases quarter-on-quarter to reach 21.9% during the quarter ended 31 October 2009.

EBDITA Margin:

The EBDITA margin has shown a consistent growth quarter-on-quarter and stood at 28.0% for the quarter ended 31 October 2009.

Foreign Exchange Gain/(Loss), Net:

During the quarter, the Company recorded a gain of Rs.152.9 million on account of restatement of foreign currency assets and liabilities and premium on forward contracts.

Other Income / (Expense), Net:

The net Other Income for the quarter ended 31 October 2009 was Rs.71.8 million as compared to Rs.7.7 million for the corresponding quarter in the previous year. This is primarily on account of dividend income earned from higher investment in short-term liquid mutual funds during the quarter, as well as surpluses received from disposal of fixed assets.

Interest Income /(Expense), Net:

The Interest Income Net of Expenses was Rs.0.5 million for the quarter ended 31 October 2009 as compared to Rs.8.4 million for the quarter ended 31 October 2008. The decrease was due to change in investment mix from bank deposits to liquid mutual funds during the year.

Income-Tax:

Income-Tax for the quarter was Rs.250.6 million for the quarter ended 31 October 2009 as compared to Rs.53.6 million for the quarter ended 31 October 2008. The increase in the effective rate of tax is due to some of the software development centers of the Company coming out of the tax holiday.

Net Profit:

Net Profit after taxes were Rs.2,449.7 million for the quarter ended 31 October 2009, compared to Net Profit of Rs.1,830.1 million for the corresponding quarter in the previous year, representing a growth of 33.9%. Net margin as a percentage of revenue increased to 21.6% against 20.4% during the corresponding quarter in the previous year, despite higher income-tax.

EPS:

Basic EPS for the quarter was Rs.11.69 which represents an increase of 33.3% from the EPS for the quarter ended 31 October 2008.

Segment reporting

Primary segment information of Application Services

Rs millions

	For the quarter ended 31 Oct 2009	For the quarter ended 31 Oct 2008	YoY Growth %	For the quarter ended 31 Jul 2009	Q0Q Growth %	For the year ended 31 Oct 2009	For the year ended 31 Oct 2008	FY09 to FY08 Growth %
Segment revenue	7,234	5,758	25.6%	7,039	2.8%	27,326	19,065	43.3%
Segment profit	2,362	1,648	43.4%	2,247	5.1%	8,998	4,292	109.7%
Gross margin	32.6%	28.6%	4.0%	31.9%	0.7%	32.9%	22.5%	10.4%

	Quarter ended			Year ended	
	31-Oct	31-Oct	31-Jul	31-Oct	31-Oct
	2009	2008	2009	2009	2008

Number of employees

Onsite	1,858	1,519	1,684	1,858	1,519
Offshore	10,328	9,072	9,685	10,328	9,072
Total	12,186	10,591	11,369	12,186	10,591

Average Billing Rates

Onsite	72	69	72	71	69
Offshore	22	22	22	22	22

Utilisation Rates

Excluding trainees

- Onsite	88%	85%	83%	85%	84%
- Offshore	83%	80%	77%	78%	73%
- Blended	84%	81%	78%	79%	75%

Including trainees

- Onsite	87%	85%	83%	85%	84%
- Offshore	81%	77%	74%	75%	70%
- Blended	82%	78%	75%	77%	72%

Primary segment information of BPO services

Rs millions

	For the quarter ended 31 Oct 2009	For the quarter ended 31 Oct 2008	YoY Growth %	For the quarter ended 31 Jul 2009	QoQ Growth %	For the year ended 31 Oct 2009	For the year ended 31 Oct 2008	FY09 to FY08 Growth %
Segment revenue	1,949	1,799	8.3%	1,880	3.7%	7,426	6,435	15.4%
Segment profit	466	545	-14.5%	397	17.5%	1,645	1,730	-4.9%
Gross margin	23.9%	30.3%	-6.4%	21.1%	2.8%	22.1%	26.9%	-4.8%

	Quarter ended			Year ended	
	31-Oct	31-Oct	31-Jul	31-Oct	31-Oct
	2009	2008	2009	2009	2008
Number of employees					
Onsite	144	118	129	144	118
Offshore	16,161	13,854	16,262	16,161	13,854
Total	16,305	13,972	16,391	16,305	13,972
Average Billing Rates					
Offshore	8	10	9	9	10
Utilisation Rates					
Process Utilisation (excluding trainees)	70%	68%	63%	65%	68%
Process Utilisation (including trainees)	65%	58%	55%	58%	57%

Primary segment information of ITO services

Rs millions

	For the quarter ended 31 Oct 2009	For the quarter ended 31 Oct 2008	YoY Growth %	For the quarter ended 31 Jul 2009	QoQ Growth %	For the year ended 31 Oct 2009	For the year ended 31 Oct 2008	FY09 to FY08 Growth %
Segment revenue	2,139	1,390	53.9%	2,137	0.1%	7,887	4,274	84.5%
Segment profit	822	438	87.6%	943	-12.8%	3,203	1,019	214.2%
Gross margin	38.4%	31.5%	6.9%	44.1%	-5.7%	40.6%	23.8%	16.8%

	Quarter ended			Year ended	
	31-Oct 2009	31-Oct 2008	31-Jul 2009	31-Oct 2009	31-Oct 2008

Number of employees

Onsite	31	-	33	31	-
Offshore	5,002	4,232	4,960	5,002	4,232
Total	5,033	4,232	4,993	5,033	4,232

Average Billing Rates

Onsite	70	-	70	70	-
Offshore	22	21	22	22	21

Utilisation Rates

Excluding Trainees

- Onsite	85%	-	98%	91%	-
- Offshore	85%	78%	83%	82%	76%
- Blended	85%	78%	83%	82%	76%

Including Trainees

- Onsite	85%	-	98%	91%	-
- Offshore	80%	73%	77%	76%	71%
- Blended	80%	73%	78%	76%	71%

Analysis of Revenues

I. Revenues

Revenues reported in the tables below are gross of adjustments from hedging reserve

(a) Group - Revenues by Vertical/Industry

Vertical/Industry	Rs millions				
	Quarter ended			Year ended	
	31-Oct 2009	31-Oct 2008	31-Jul 2009	31-Oct 2009	31-Oct 2008
Banking & Financial Services	4,641 41%	3,942 44%	4,561 40%	17,642 41%	12,244 41%
Technology & OEMs	2,451 22%	2,058 23%	2,494 23%	9,924 23%	6,885 23%
Telecom	1,393 12%	980 11%	1,168 11%	4,704 11%	3,637 12%
Manufacturing & Retail	1,430 13%	1,094 12%	1,433 13%	5,442 13%	4,124 14%
Logistics, Airlines & Transportation	573 5%	506 6%	557 5%	2,294 5%	1,773 6%
Healthcare & Pharma	727 7%	367 4%	829 8%	2,827 7%	1,111 4%
Total	11,215	8,947	11,041	42,833	29,774

(b) Group - Revenues by Geography

Rs millions

Regions	Quarter ended		Year ended		
	31-Oct	31-Oct	31-Jul	31-Oct	31-Oct
	2009	2008	2009	2009	2008
USA	7,195 64%	6,188 69%	7,331 66%	28,566 67%	20,478 69%
Europe	2,256 20%	1,702 19%	2,198 20%	8,724 20%	5,621 19%
Asia Pacific	963 9%	392 4%	642 6%	2,542 6%	1,283 4%
India & Middle East	801 7%	665 8%	869 8%	3,001 7%	2,392 8%
Total	11,215	8,947	11,041	42,833	29,774

(c) Group - Revenues by Service Type

Rs millions

Service Type	Quarter ended		Year ended		
	31-Oct	31-Oct	31-Jul	31-Oct	31-Oct
	2009	2008	2009	2009	2008
Application Maintenance & Other Services	4,126 37%	3,048 34%	3,890 35%	14,892 35%	10,271 35%
Application Development	3,020 27%	2,709 30%	3,139 29%	12,536 29%	8,789 30%
Customer Service	832 7%	850 10%	923 8%	3,422 8%	3,062 10%
Service / Technical Help Desk	621 5%	739 8%	604 6%	2,671 6%	2,446 8%
Transaction Processing Service	678 6%	520 6%	562 5%	2,258 5%	1,860 6%
Infrastructure Management Services	1,540 14%	731 8%	1,587 14%	5,561 13%	2,160 7%
Knowledge Processes	305 3%	350 4%	336 3%	1,400 4%	1,186 4%
License Income	93 1%	- 0%	- 0%	93 0%	- 0%
Total	11,215	8,947	11,041	42,833	29,774

(d) Group - Revenues by Delivery Location

Rs millions

Delivery Location	Quarter ended			Year ended	
	31-Oct	31-Oct	31-Jul	31-Oct	31-Oct
	2009	2008	2009	2009	2008
Onsite	3,207 29%	2,355 26%	2,765 25%	11,373 27%	6,955 23%
Offshore	8,008 71%	6,592 74%	8,276 75%	31,460 73%	22,819 77%
Total	11,215	8,947	11,041	42,833	29,774

(e) Group - Revenues by Project Type

Rs millions

Project Type	Quarter ended			Year ended	
	31-Oct	31-Oct	31-Jul	31-Oct	31-Oct
	2009	2008	2009	2009	2008
Time and Material	9,814 88%	8,423 94%	10,056 91%	38,937 91%	28,593 96%
Fixed Price	1,401 12%	524 6%	985 9%	3,896 9%	1,181 4%
Total	11,215	8,947	11,041	42,833	29,774

(f) Group - Client Concentration*

	Quarter ended			Year ended	
	31-Oct	31-Oct	31-Jul	31-Oct	31-Oct
	2009	2008	2009	2009	2008
Revenues from Top Client	12%	15%	14%	13%	11%
Revenues from Top 5 Clients	30%	33%	34%	32%	31%
Revenues from Top 10 Clients	45%	48%	48%	45%	45%
Clients Contributing more than:					
\$ 1 million Revenues	106	94	106	109	94
\$ 5 million Revenues	39	32	33	32	31
\$ 10 million Revenues	23	18	23	21	17
\$ 20 million Revenues	11	8	9	8	6
Receivables Days	72	83	75	78	83

* Based on Quarter / Year revenues