



Investor Presentation  
Q2 - FY 2010

# 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 - Q2 FY 2010

# Highlights - Q2 FY 2009-10

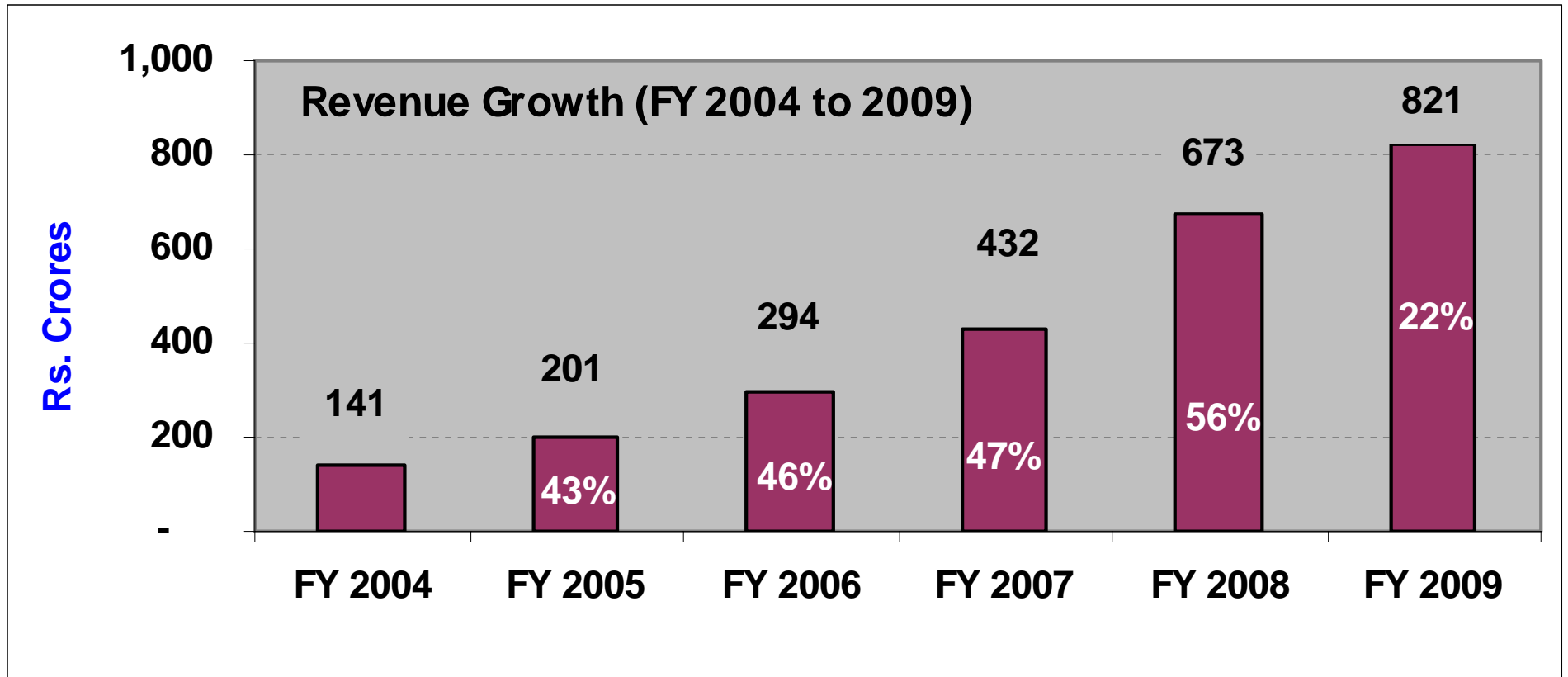
## Financial

- Total Revenue for **Q2 FY'10** at Rs. 232.01 cr, growth of 18% over the previous year Q2 of Rs. 197.27 cr.
- Operating Revenue for **Q2 FY'10** at Rs. 225 cr, growth of 18% over the previous year Q2 FY'09 of Rs. 190.36 cr.
- EBITDA for **Q2 FY'10** at Rs. 45.44 cr., growth of 26% over the previous year Q2 FY'09 of Rs. 35.95 cr.
- PAT for **Q2 FY'10** at Rs. 37.78 cr. (PAT % of 16.8%), growth of 134% over the previous year Q2 FY'09 of Rs. 16.11 cr. (PAT % of 8.5%)

## Operational

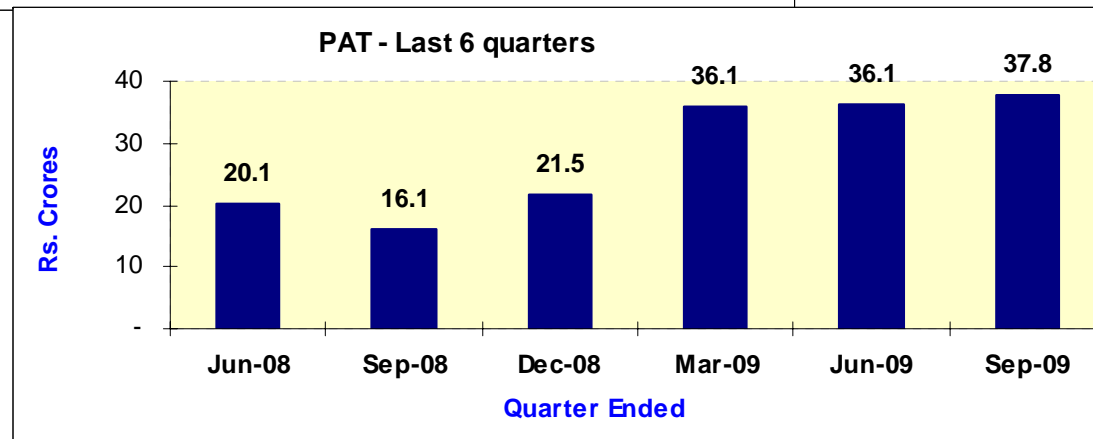
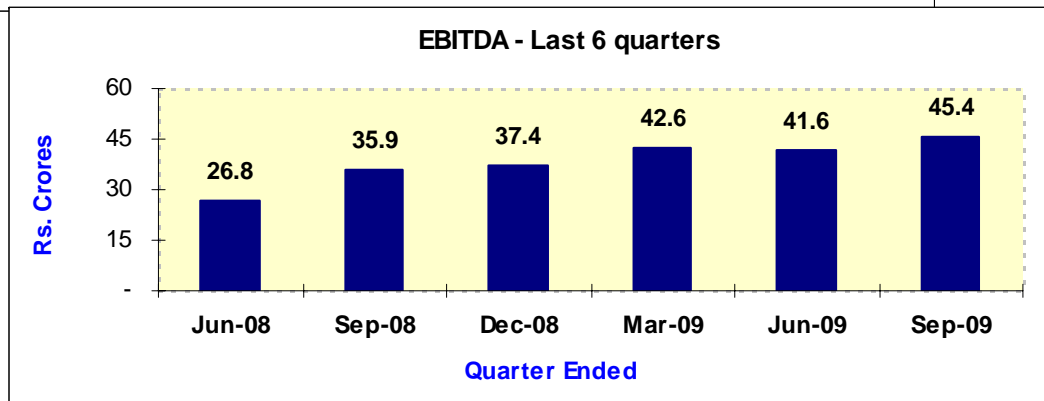
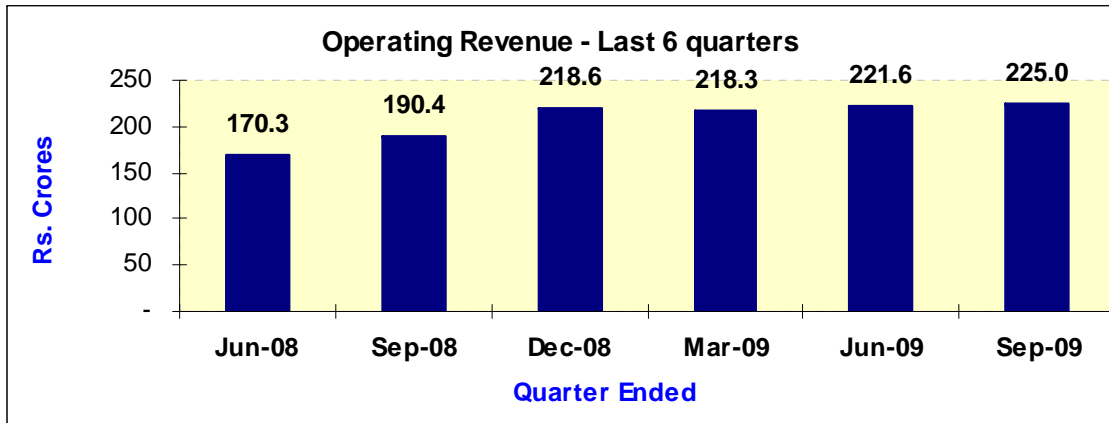
- Added 4 new clients during the quarter.
- Global Headcount is at 13,969 as against 14,205 in the previous quarter
- Commenced our second site in Manila (750 production seats).
- Total seats at 14,065 - Occupancy of 76% (DRC sites in Mumbai & Mauritius - 525 Empty seats)

# Steady Revenue Growth

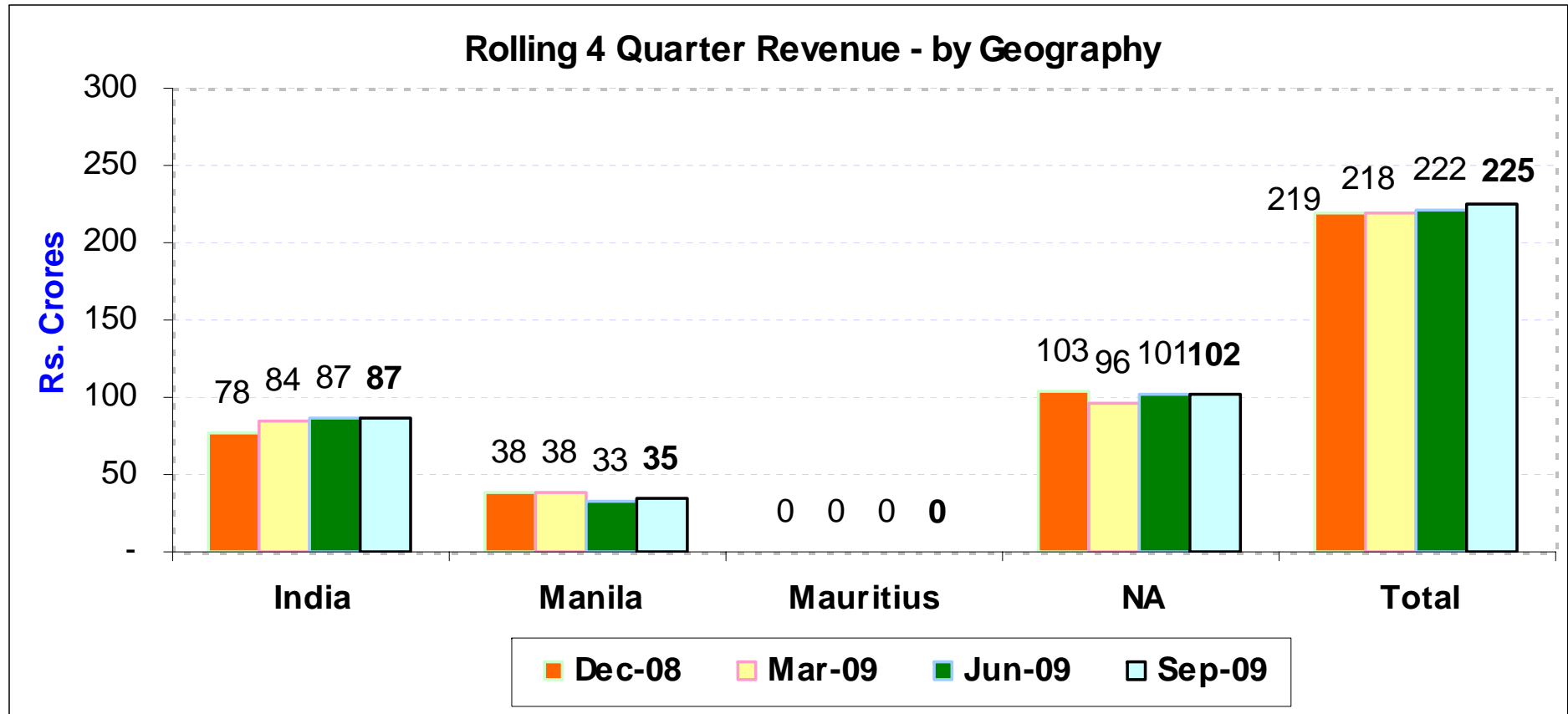


Note: IT / ITES (BPO) Revenues of Hinduja TMT Ltd, pertaining to previous period is shown for comparative purposes

# Performance - by Quarter



# Revenue by Geography - by Quarter



# Profit & Loss Account (Comparison)

Rs. Crores

P&L Account - Current Year Q2 Vs. Previous Year Q2	Consolidated		
	Current Yr. Q2	Prev. Yr. Q2	% Growth
<b>Sales / Income from operations</b>	<b>225.00</b>	<b>190.36</b>	<b>18%</b>
<b>Cost of Operations</b>	<b>(188.32)</b>	<b>(161.79)</b>	<b>16%</b>
<b>Profit from Operations</b> <i>(Before other Income, Interest &amp; Exceptional items)</i>	<b>36.68</b>	<b>28.57</b>	<b>28%</b>
<b>Other Income</b>	7.01	6.90	2%
<b>Profit before Interest &amp; Exceptional Items</b>	<b>43.69</b>	<b>35.47</b>	<b>23%</b>
Interest and Other Finance charges	(2.76)	(1.82)	51%
<b>Profit from Ordinary Activities before tax</b>	<b>40.93</b>	<b>33.65</b>	<b>22%</b>
<b>Exceptional Items</b>	0.97	(15.88)	
<b>Tax Expense</b>			
Provision for Taxation ( incl. Deferred Tax )	(8.29)	(3.95)	
MAT Credit	4.06	2.44	
Fringe Benefit Tax	0.11	(0.16)	
<b>Net Profit from Ordinary Activities after Tax</b>	<b>37.78</b>	<b>16.11</b>	<b>134%</b>
<b>PAT %</b>	<b>16.8%</b>	<b>8.5%</b>	
<b>EBITDA</b>	<b>45.44</b>	<b>35.95</b>	<b>26%</b>
<b>EBITDA %</b>	<b>20.2%</b>	<b>18.9%</b>	

# Balance Sheet

Rs. Cr.

USD 121 million invested by PH with Hinduja Bank, Geneva.

Balance Sheet as at...	31-Mar-09	30-Jun-09	30-Sep-09
<b>SOURCES OF FUNDS</b>			
<b>Shareholders' Funds</b>			
Share Capital	20.54	20.54	20.54
Reserves and Surplus	934.53	924.83	961.17
	<b>955.07</b>	<b>945.37</b>	<b>981.71</b>
<b>Secured Loans</b>			
	-	-	-
<b>Unsecured Loans</b>			
	87.47	135.21	148.72
<b>Deferred Tax Liability (Net)</b>			
	16.15	15.58	15.27
<b>TOTAL</b>	<b>1,058.69</b>	<b>1,096.16</b>	<b>1,145.71</b>

With the full consent from PH, the same is further invested by Hinduja Bank as under:

as on 30-9-09

Name of the Bank	Amt (\$m)	Amt (Rs.Cr)
Bank of Baroda, London	76	364
SBI, Hongkong	20	96
IndusInd Bank, India	25	120
<b>Total</b>	<b>121</b>	<b>580</b>

## APPLICATION OF FUNDS

### Fixed Assets

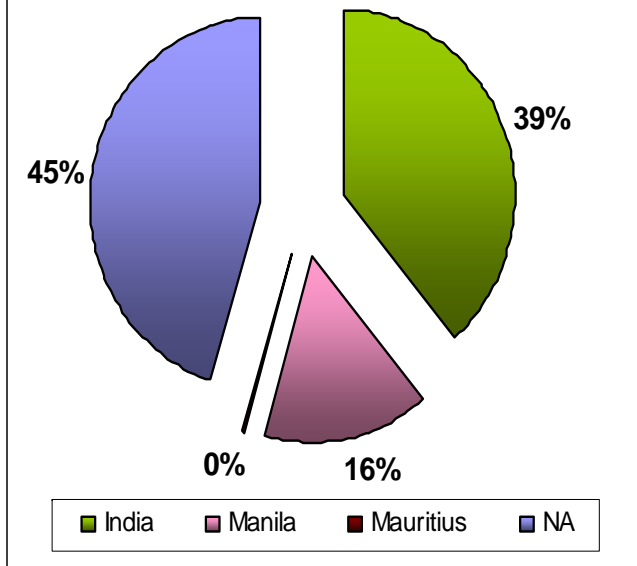
Gross Block	446.60	433.36	444.30
Less: Depreciation/ Amortisation/ Impairment	166.05	146.75	154.67
Net Block	280.55	286.61	289.63
Capital Work-in-Progress	16.51	8.54	3.35
	<b>297.06</b>	<b>295.14</b>	<b>292.99</b>
<b>Investments</b>	<b>1.29</b>	<b>1.31</b>	<b>1.31</b>

### Current Assets, Loans and Advances

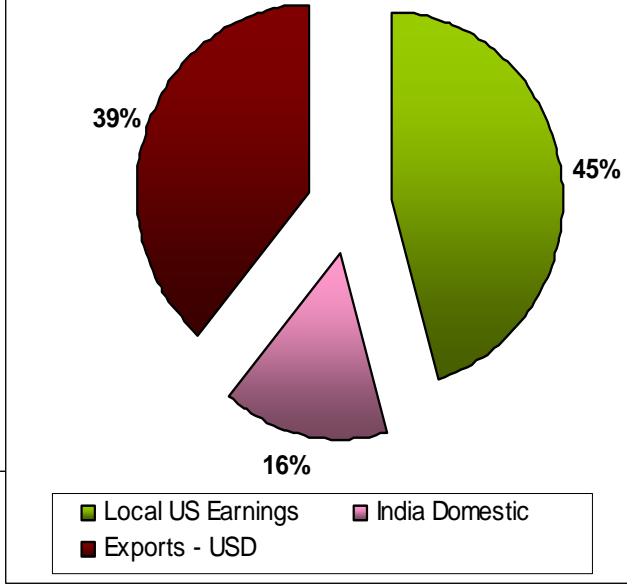
Sundry Debtors	130.78	127.66	131.19
Cash and Bank Balances	665.11	674.88	673.29
Other Current Assets	37.14	44.52	37.15
Loans and Advances	54.85	55.75	86.14
	887.88	902.81	927.77
Less: Current Liabilities and Provisions			
Current Liabilities	68.92	87.95	63.40
Provisions	58.63	15.16	12.96
	127.54	103.10	76.36
<b>Net Current Assets</b>	<b>760.34</b>	<b>799.71</b>	<b>851.41</b>
<b>TOTAL</b>	<b>1,058.69</b>	<b>1,096.16</b>	<b>1,145.71</b>

# Revenue Distribution - Q2 - FY 09

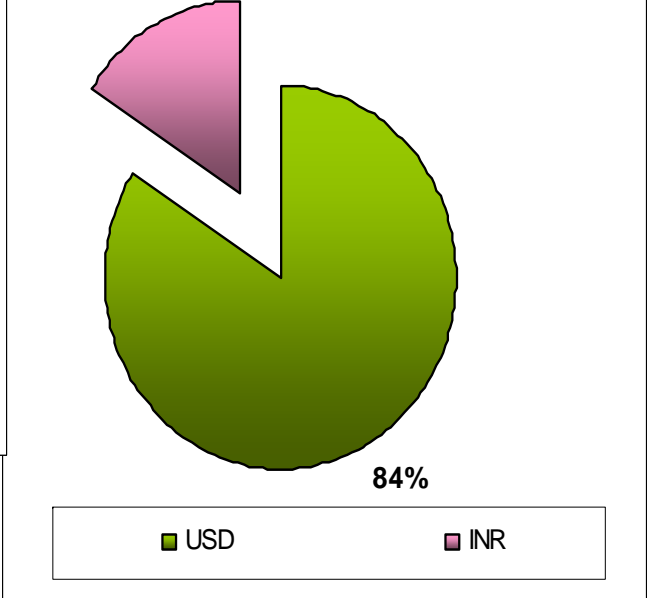
Revenue distribution - by Geography



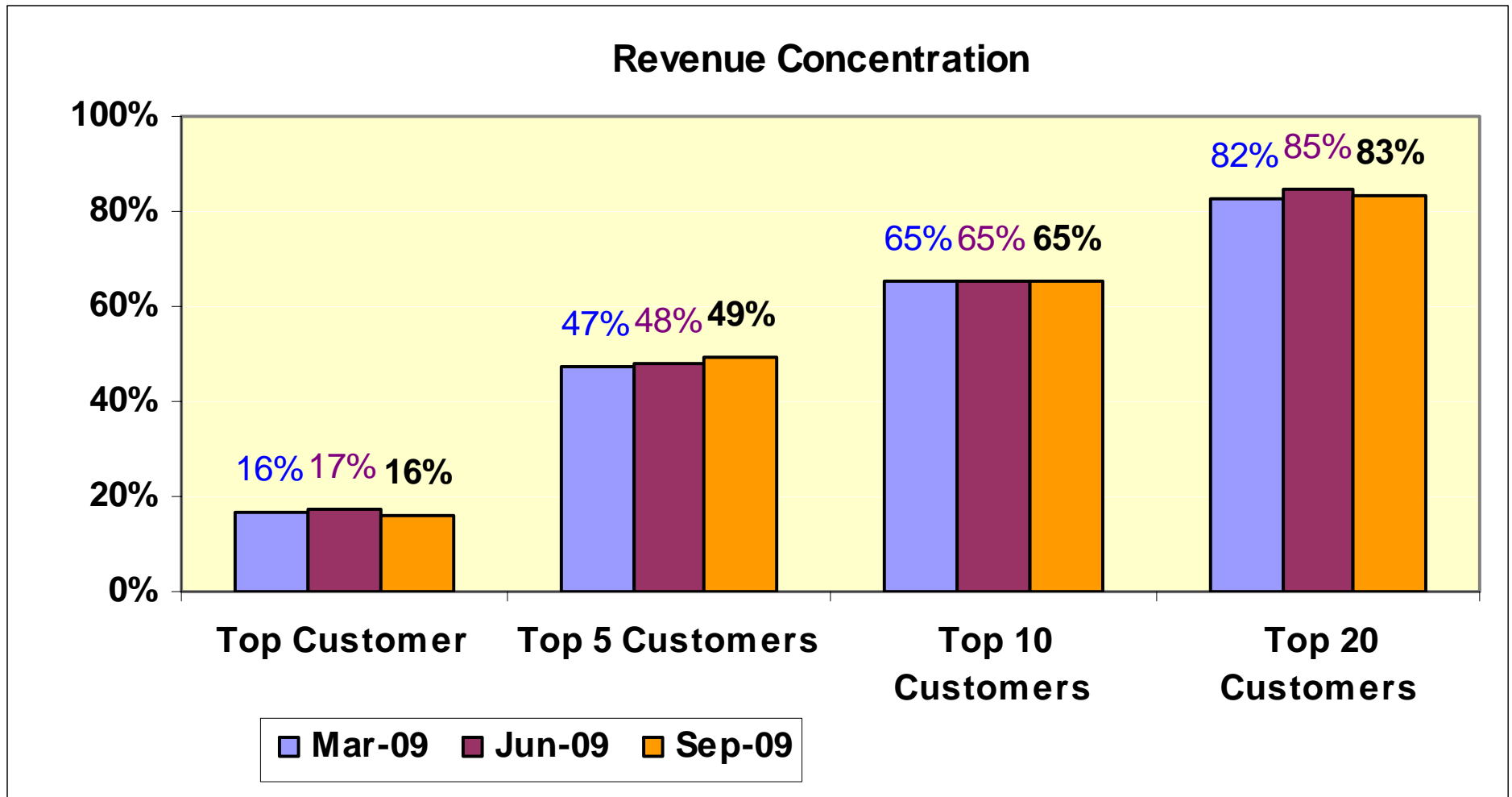
Revenue Exposure - by Currency



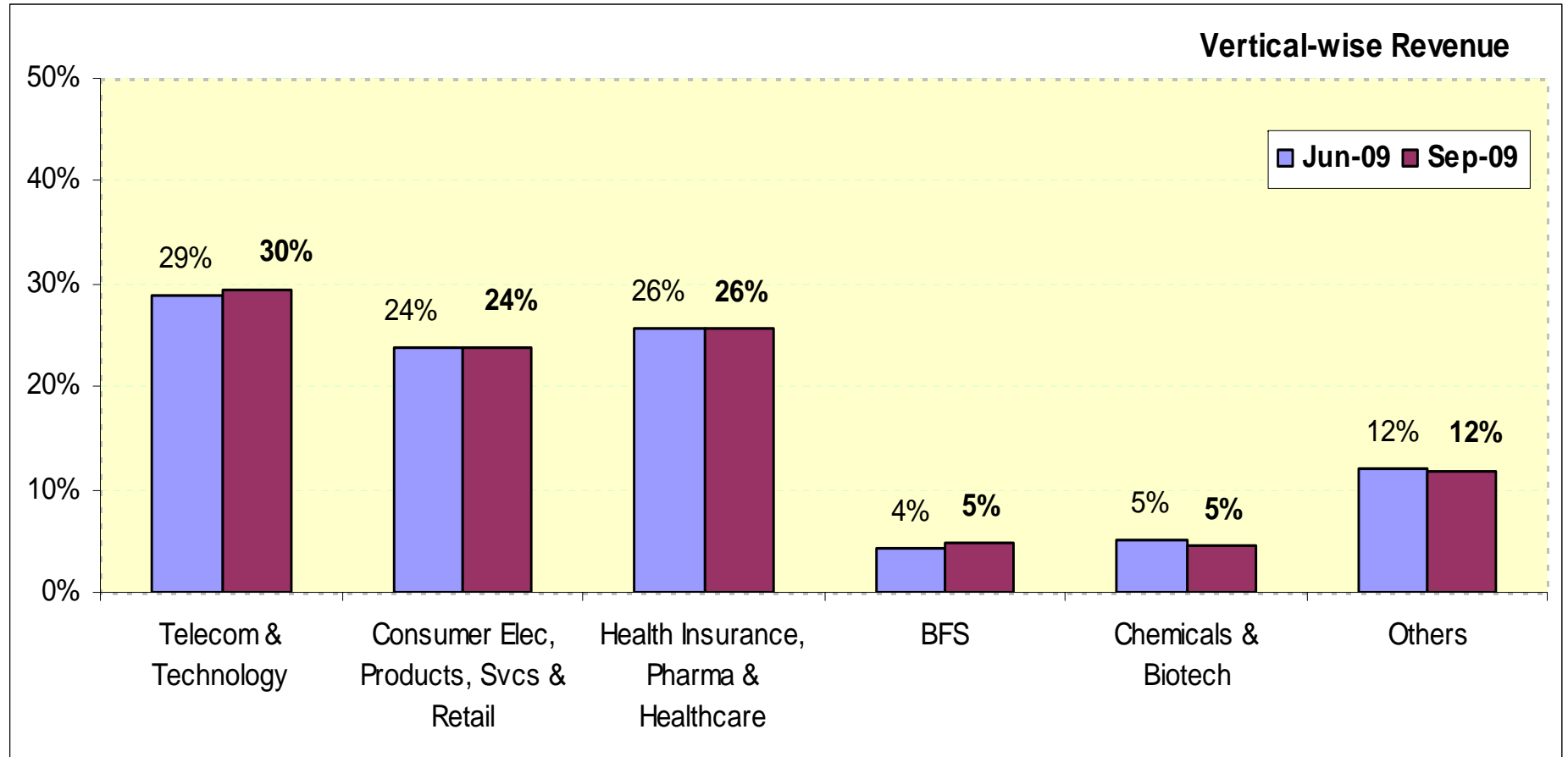
Revenue - by Billing Currency



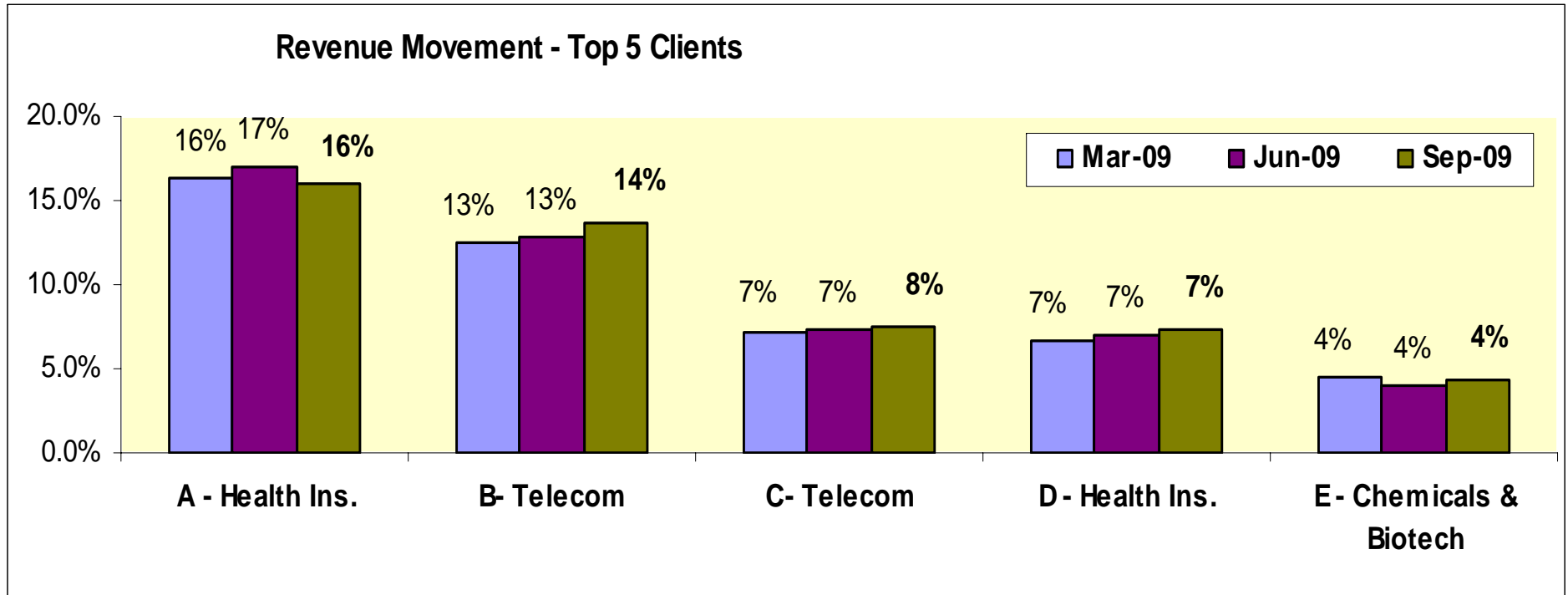
# Customer Concentration



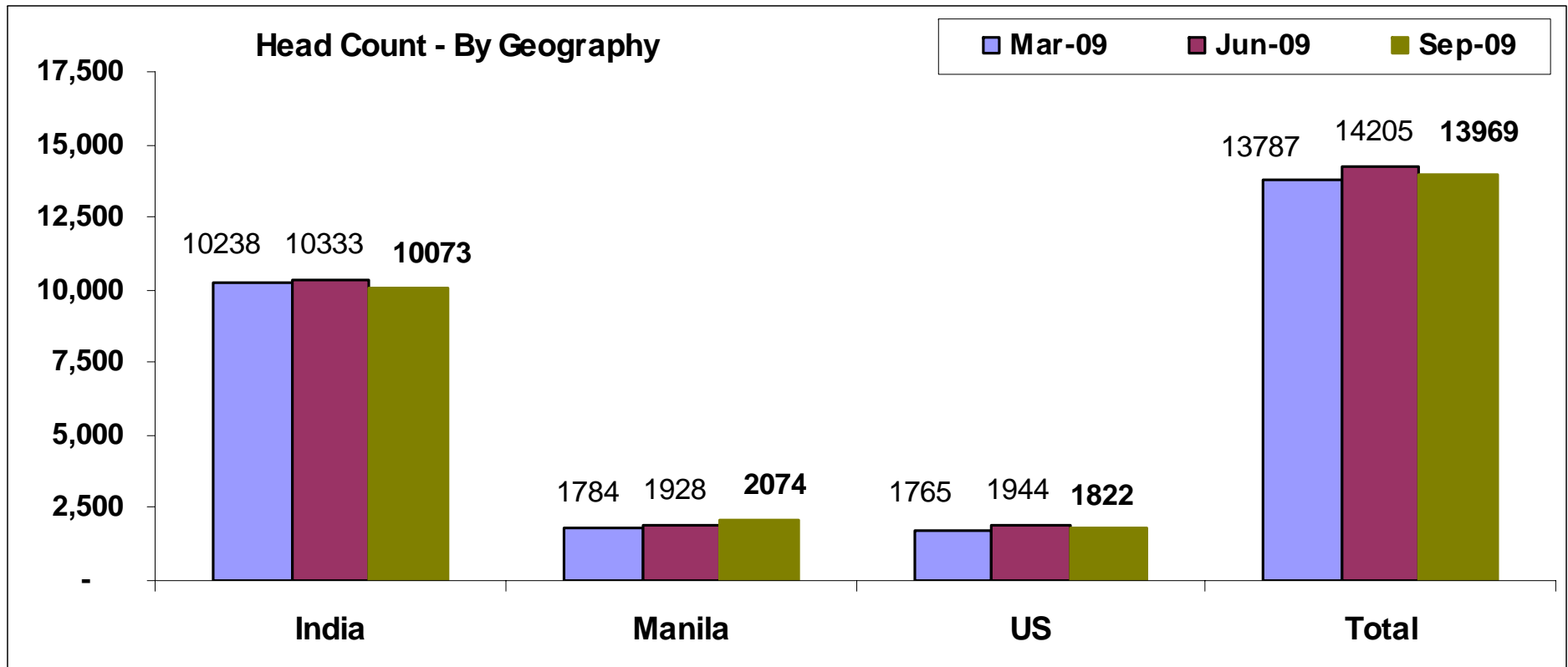
# Revenue Split - by Vertical



# Our Top 5 Clients



# Global Headcount



*Thank You*