



Investor Presentation
Q3 - 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 - Q3 FY 2010

Highlights - Q3 FY 2009-10

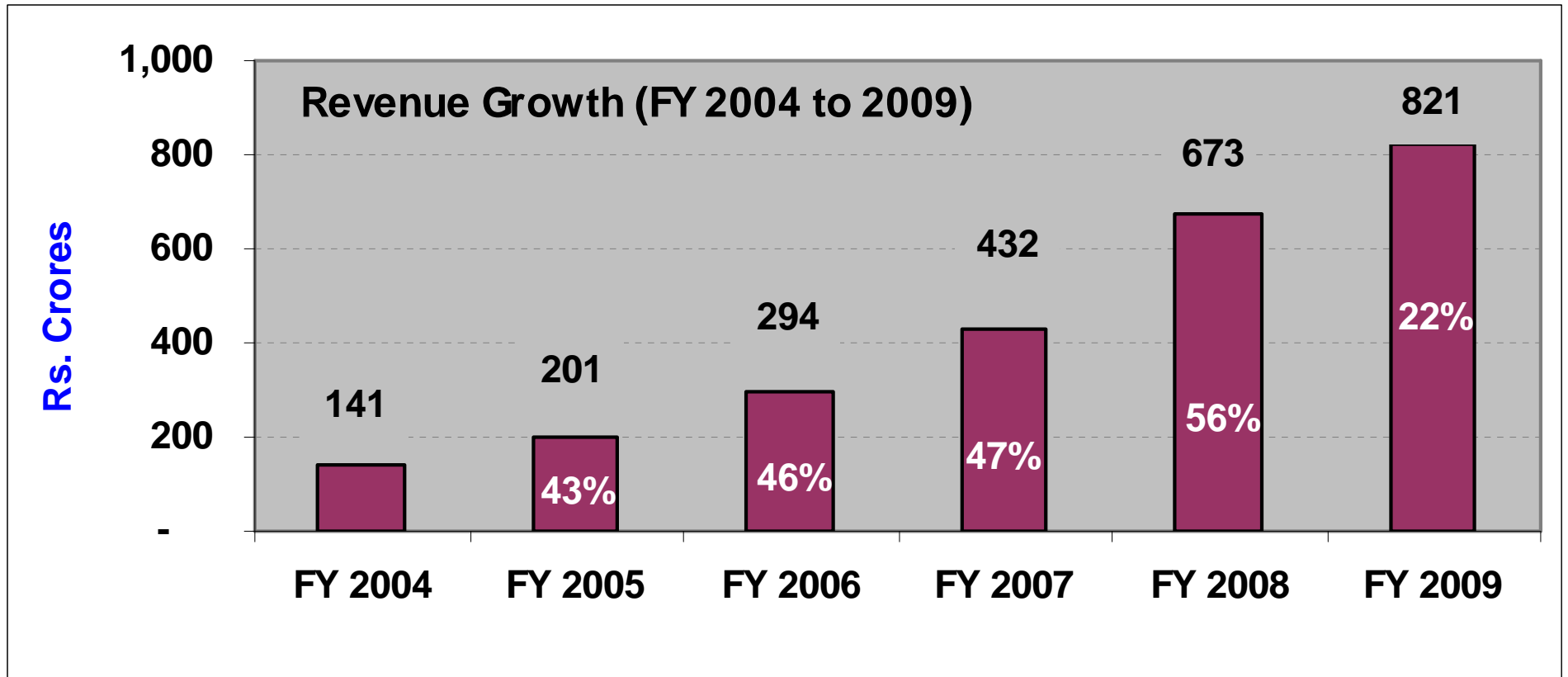
Financial

- Total Revenue for **Q3 FY'10** at Rs. 226.04 cr, growth of 2.8% over the previous year Q3 of Rs. 219.86 cr.
- Operating Revenue for **Q3 FY'10** at Rs. 222.54 cr, a marginal growth of 1.8% over the previous year Q3 FY'09 of Rs. 218.60 cr.
- EBITDA for **Q3 FY'10** at Rs. 41.86 cr., growth of 12.0% over the previous year Q3 FY'09 of Rs. 37.37 cr.
- PAT for **Q3 FY'10** at Rs. 30.19 cr. (PAT % of 13.6%), growth of 40.4% over the previous year Q3 FY'09 of Rs. 21.50 cr. (PAT % of 9.8%)

Operational

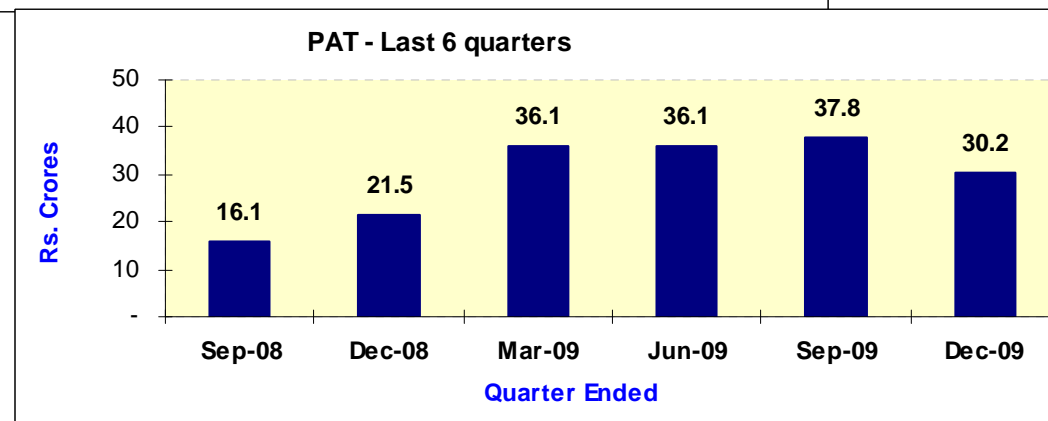
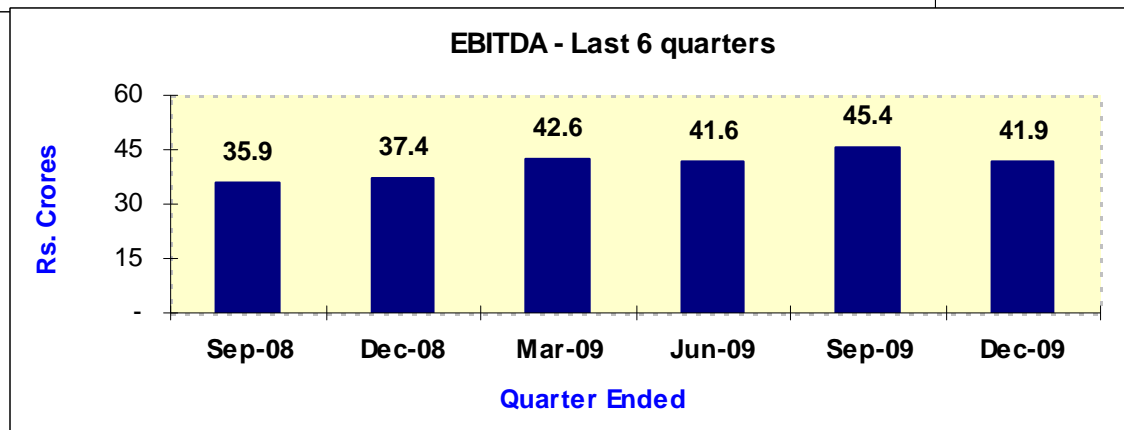
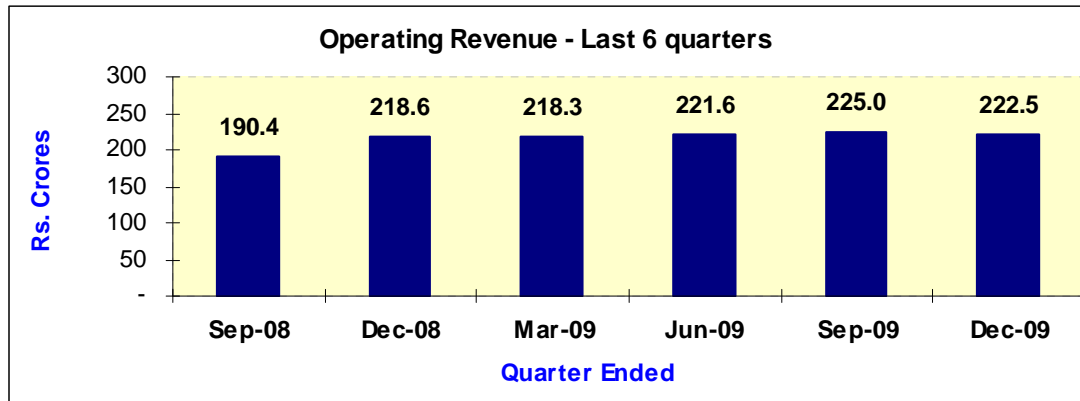
- Total number of clients remained the same as that of the previous quarter.
- Global Headcount is at 13,913 as against 13,969 in the previous quarter
- Total seats at 14,635 - Occupancy of 82.1% (DRC sites in Mumbai & Mauritius - 525 Empty seats)

Revenue Growth

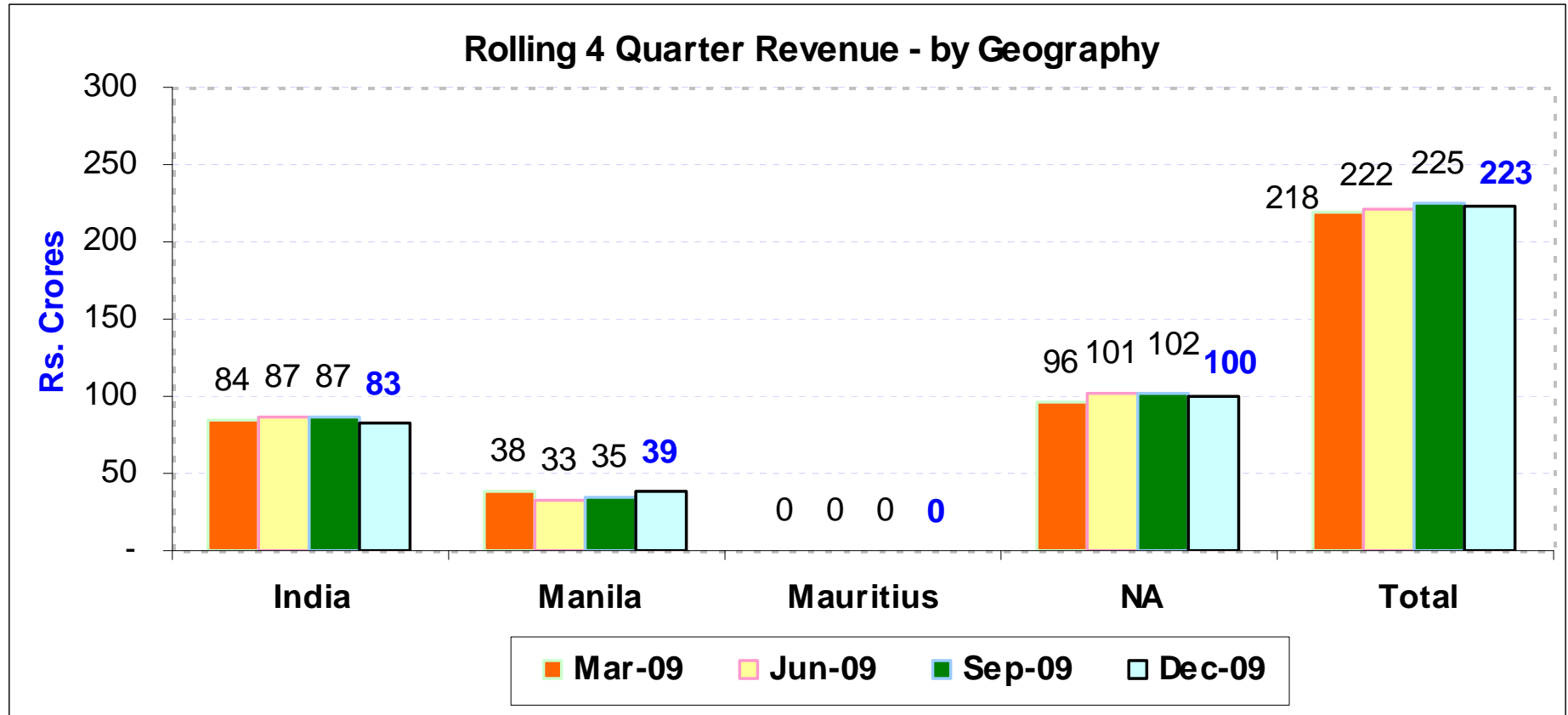


Note: IT / ITES (BPO) Revenues of Hinduja TMT Ltd, pertaining to previous period is shown for comparative purposes

Performance - by Quarter



Revenue by Geography - by Quarter



Profit & Loss Account (Comparison)

Rs. Crores

P&L Account - Current Year Q3 Vs. Previous Year Q3	Consolidated		
	Current Yr. Q3	Prev. Yr. Q3	% Growth
Sales / Income from operations	222.54	218.60	1.8%
Cost of Operations	(190.06)	(190.32)	-0.1%
Profit from Operations <i>(Before other Income, Interest & Exceptional items)</i>	32.48	28.29	14.8%
Other Income	3.50	1.26	178.8%
Profit before Interest & Exceptional Items	35.98	29.54	21.8%
Interest and Other Finance charges	(2.62)	(2.64)	-0.5%
Profit from Ordinary Activities before tax	33.36	26.91	24.0%
Exceptional Items	0.86	1.46	
Tax Expense			
Provision for Taxation (incl. Deferred Tax)	(7.39)	(4.58)	
MAT Credit	3.35	(2.26)	
Fringe Benefit Tax	0.01	(0.02)	
Net Profit from Ordinary Activities after Tax	30.19	21.50	40.4%
PAT %	13.6%	9.8%	
	-	-	
EBITDA	41.86	37.37	12.0%
EBITDA %	18.8%	17.1%	

Balance Sheet

Rs. Cr.

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

Balance Sheet as at...	31-Mar-07	31-Mar-08	31-Mar-09	31-Dec-09
SOURCES OF FUNDS				
Shareholders' Funds				
Share Capital	20.79	20.54	20.54	20.54
Reserves and Surplus	666.59	716.28	934.53	970.24
	687.38	736.82	955.07	990.78
Secured Loans	0.43	19.96	-	-
Unsecured Loans	-	55.00	87.47	154.51
Deferred Tax Liability (Net)	0.90	11.43	16.15	15.05
TOTAL	688.72	823.20	1,058.69	1,160.34

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

Name of the Bank	Amt (\$m)	Amt (Rs.Cr)
Bank of Baroda, London	71	330
ABN Amro Bank, Amsterdam	4	18
SBI, Hongkong	20	93
Bank of Baroda, Dubai	25	116
Fiduciary FTL Client (Swallow Enterprises Ltd)	5	23
Total	125	580

APPLICATION OF FUNDS

Fixed Assets

Gross Block	308.61	368.06	446.60	454.01
Less: Depreciation/ Amortisation/ Impairment	109.04	136.67	166.05	161.64
Net Block	199.56	231.38	280.55	292.37
Capital Work-in-Progress	2.66	13.14	16.51	5.98
	202.22	244.52	297.06	298.35

Investments

Current Assets, Loans and Advances

Sundry Debtors	99.72	113.03	130.78	138.96
Cash and Bank Balances	509.64	493.78	665.11	648.77
Other Current Assets	12.68	24.99	37.14	34.67
Loans and Advances	154.98	39.94	54.85	112.07
	777.01	671.74	887.88	934.47

Less: Current Liabilities and Provisions

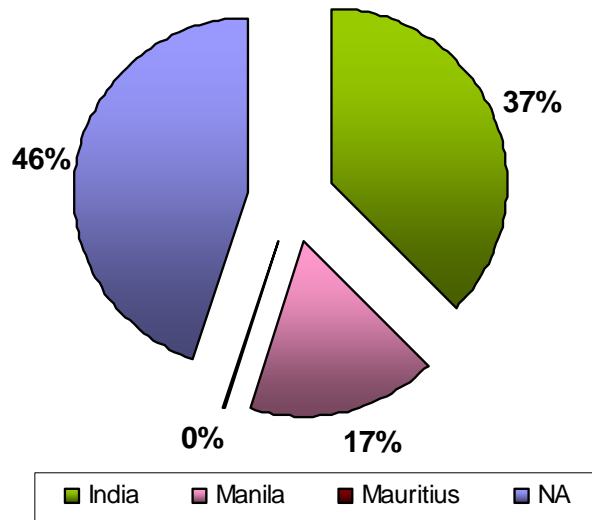
Current Liabilities	269.17	61.54	68.92	61.89
Provisions	63.47	33.77	58.63	11.92
	332.65	95.30	127.54	73.80

Net Current Assets

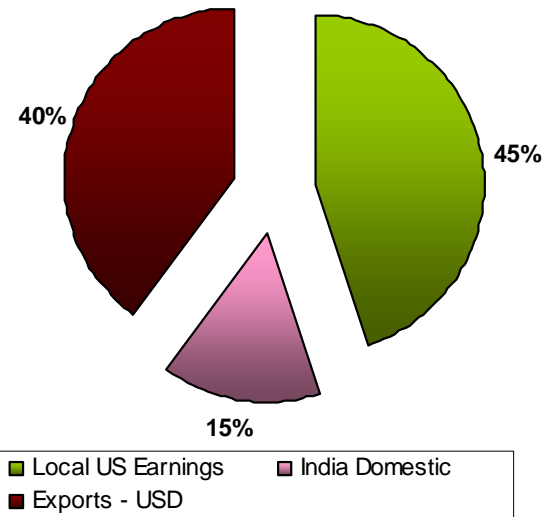
Net Current Assets	444.37	576.43	760.34	860.67
TOTAL	688.72	823.20	1,058.69	1,160.34

Revenue Distribution - Q3 - FY 09

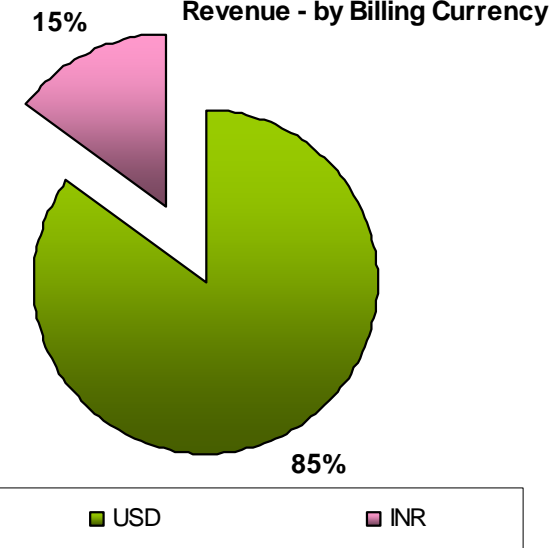
Revenue distribution - by Geography



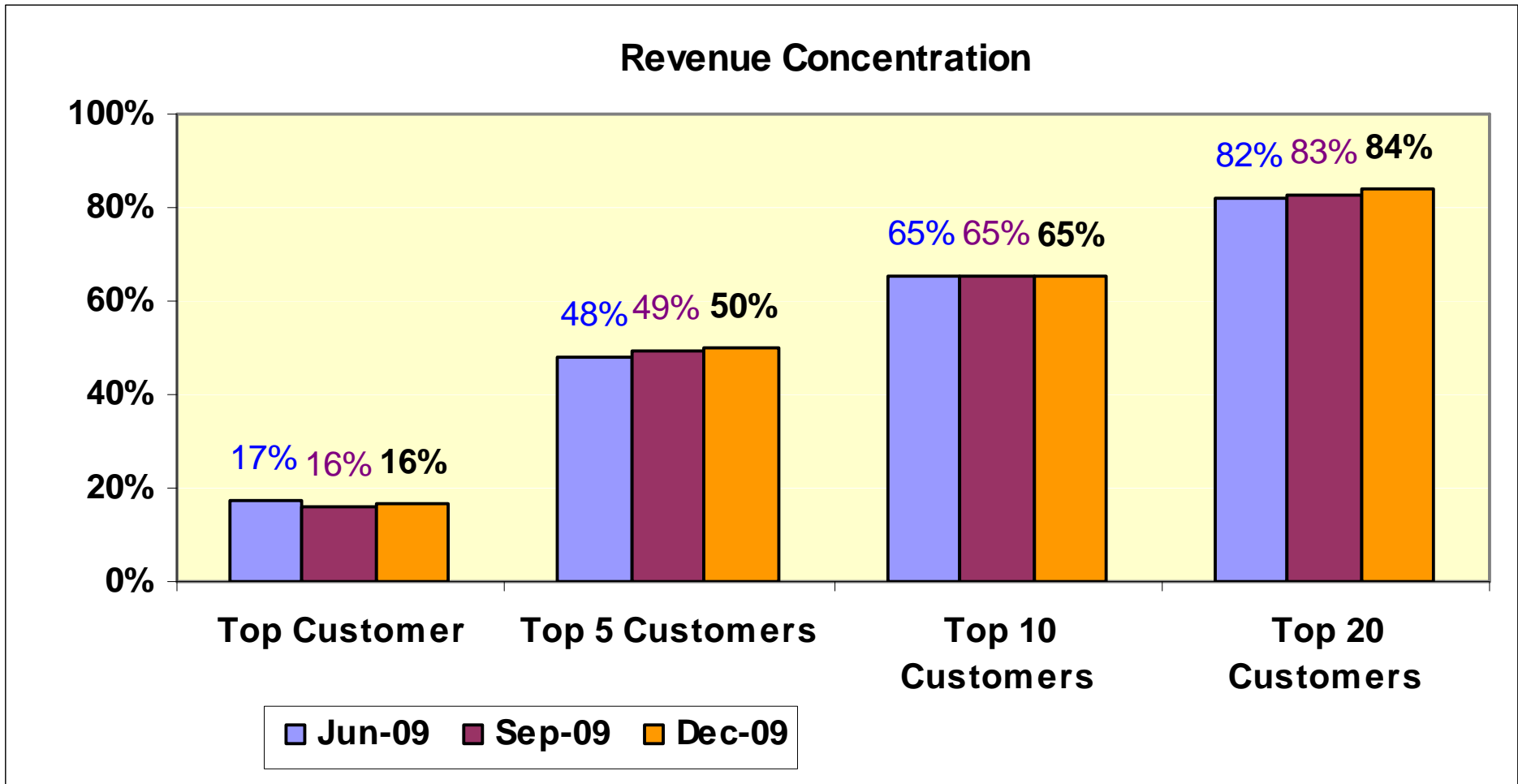
Revenue Exposure - by Currency



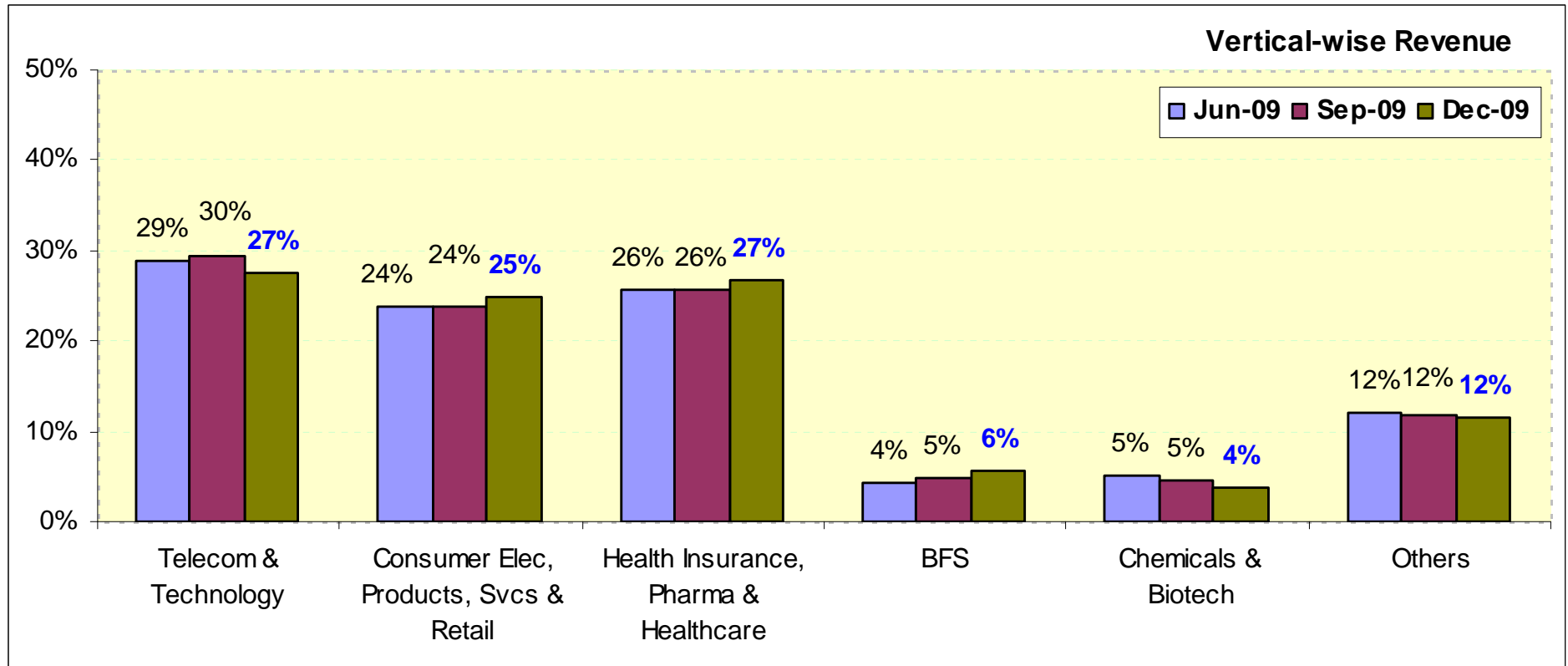
Revenue - by Billing Currency



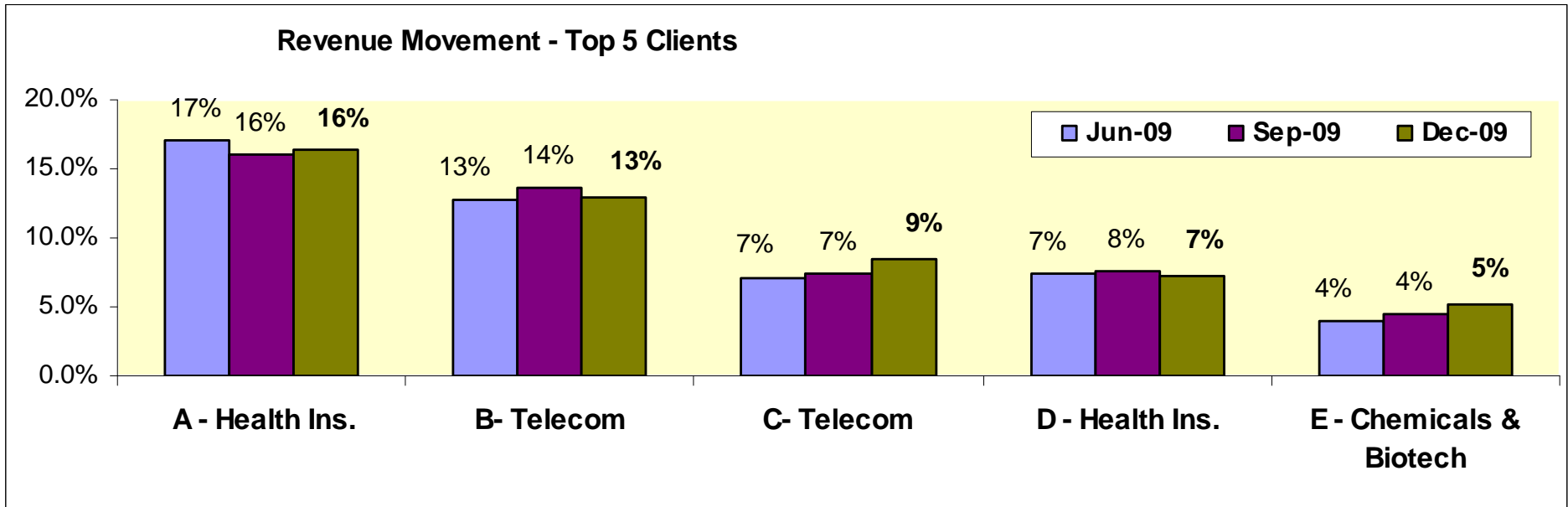
Customer Concentration



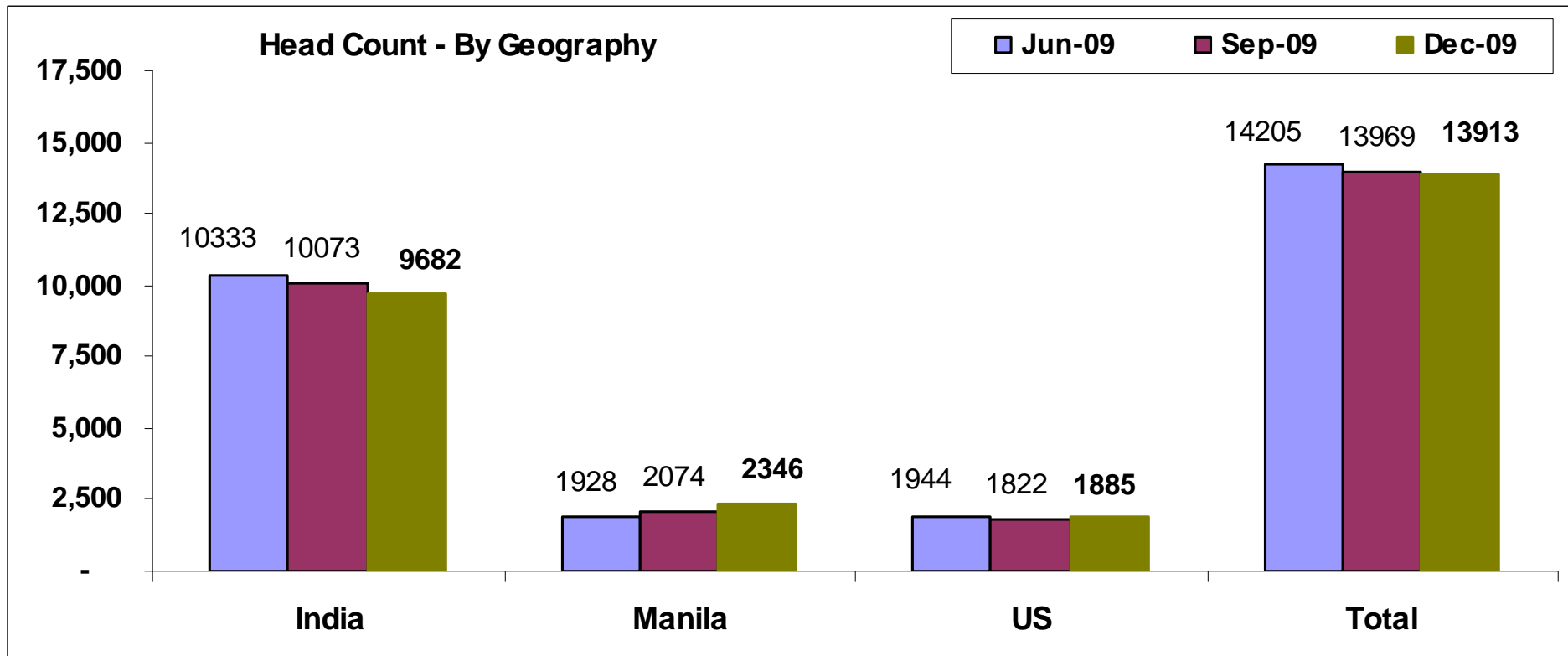
Revenue Split - by Vertical



Our Top 5 Clients



Global Headcount



Thank You