

Q1 FY12 Results

25 July, 2011

Disclaimer

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 IT and engineering services including those factors which may affect our cost advantage, wage increases in India, our ability to attract and retain highly skilled professionals, time and cost overruns on fixed-price contracts, client concentration, restrictions on immigration, our ability to manage our international marketing & sales operations, reduced demand for technology in our key focus areas, disruptions in telecommunication networks, liability for damages on our service contracts & product warranty, the success of the companies in which the Company has made strategic investments, withdrawal of governmental fiscal incentives, political instability, legal restrictions on acquiring companies outside India, and unauthorized use of our intellectual property and general economic conditions affecting our industry. The Company may, from time to time, make additional written and oral forward-looking statements and our reports to shareholders. The company does not undertake to update any forward-looking statement that may be made from time forward to time by or on behalf of the company.

Summary

- In US Dollar terms, consolidated operating revenues for the quarter increased by 2.0% sequentially and 30.4% yoy
- In INR terms, consolidated operating revenues for the quarter increased by 1.6% sequentially and 27.5% yoy
- PBT for the quarter is INR 176.95 mn in Q1 12 compared to INR 136.66 mn in Q1 11 and INR 220.77 mn in Q4 11
- PAT before extra-ordinary and prior period items is INR 119.98 mn in Q1 12 up compared to INR 108.15 mn in Q1 11 and INR 178.96 mn in Q4 11 – sequential impact mainly attributed to salary hike
- Geometric Engineering (erstwhile Modern Engineering) reported a profit of \$1 mn in Q1 12 compared to a profit of \$886k in Q4 11
- EPS for the quarter is 1.88 in Q1 11 as against 1.70 in Q1 12 and 2.87 in Q4 11
- Won new orders of USD 9.38 Mn in Q1 12
- Total headcount is up from 3905 in Q4 11 to 3969 in Q1 12

INDIAN GAAP

FINANCIAL PERFORMANCE

Q1 FY12

Income Statement - Consolidated

(figures in INR millions)

Income Statement	Q1 12	Q4 11	Q1 11	Var (QoQ)	Var (YoY)
Operating Revenue (in USD millions)	38.59	37.84	29.59	2.0%	30.4%
<i>Exchange Rate</i>	44.75	44.93	45.78	-0.4%	-2.2%
Operating Revenue	1,726.89	1,700.30	1,354.50	1.6%	27.5%
Cost Of Revenue (COR)	1,202.16	1,121.28	913.53	7.2%	31.6%
Contribution	524.73	579.02	440.97	-9.4%	19.0%
Contribution as % of Operating Revenue	30.4%	34.1%	32.6%		
Sales & Marketing (S&M) Expense	88.76	92.27	69.43	-3.8%	27.8%
General & Administrative (G&A) Expense	269.25	261.05	254.29	3.1%	5.9%
Interest & Bank Charges	1.88	2.20	2.58	-14.6%	-27.3%
Depreciation and Lease Rental	65.09	70.30	59.64	-7.4%	9.1%
Operating Profit	99.76	153.20	55.02	-34.9%	81.3%
Operating Profit as % of Operating Revenue	5.8%	9.0%	4.1%		
Other Income	77.19	67.57	81.63	14.2%	-5.4%
Profit Before Tax	176.95	220.77	136.66	-19.8%	29.5%
PBT as % of Total Revenue	9.8%	12.5%	9.5%		
EBITDA	241.55	282.78	196.70	-14.6%	22.8%
EBITDA as % of Total Revenue	13.4%	16.0%	13.7%		
Tax	39.67	12.68	(0.47)	212.8%	
Minority Interest	17.30	29.13	28.98	-40.6%	-40.3%
Profit After Tax (for the period)	119.98	178.96	108.15	-33.0%	10.9%
PAT as % of Total Revenue	6.7%	10.1%	7.5%		
Extraordinary Item + Prior Period Adjustment	(2.57)	(0.53)	(2.30)	0.0%	
Adjusted Profit After Tax	117.41	178.43	105.85	-34.2%	10.9%
PAT as % of Total Revenue	6.5%	10.1%	7.4%		

Income Statement - Consolidated excluding 3D PLM

(figures in INR millions)

Income Statement	Q1 12	Q4 11	Q1 11	Var (QoQ)	Var (YoY)
Operating Revenue (in USD millions)	29.07	29.49	22.07	-1.4%	31.7%
<i>Exchange Rate</i>	<i>44.70</i>	<i>44.86</i>	<i>45.71</i>	<i>-0.4%</i>	<i>-2.2%</i>
Operating Revenue	1,299.56	1,323.02	1,008.85	-1.8%	28.8%
Cost Of Revenue (COR)	943.62	898.31	717.64	5.0%	31.5%
Contribution	355.94	424.72	291.21	-16.2%	22.2%
<i>Contribution as % of Operating Revenue</i>	<i>27.4%</i>	<i>32.1%</i>	<i>28.9%</i>		
Sales, General & Administrative (SG&A) Expense	302.26	301.08	278.51	0.4%	8.5%
Interest & Bank Charges	1.88	2.20	2.58	-14.6%	-27.3%
Depreciation and Lease Rental	33.18	36.67	28.49	-9.5%	16.5%
Operating Profit	18.62	84.77	(18.37)	-78.0%	0.0%
<i>Operating Profit as % of Operating Revenue</i>	<i>1.4%</i>	<i>6.4%</i>	<i>-1.8%</i>		
Other Income	50.37	40.02	51.01	25.9%	-1.2%
Profit Before Tax	69.00	124.79	32.64	-44.7%	111.4%
<i>PBT as % of Total Revenue</i>	<i>5.1%</i>	<i>9.2%</i>	<i>3.1%</i>		
EBITDA	101.96	153.44	58.53	-33.6%	74.2%
<i>EBITDA as % of Total Revenue</i>	<i>7.6%</i>	<i>11.3%</i>	<i>5.5%</i>		
Tax	8.99	13.79	(0.12)	-34.8%	0.0%
Minority Interest	-	-	-	0.0%	0.0%
Profit After Tax (for the period)	60.00	111.00	32.76	-45.9%	83.1%
<i>PAT as % of Total Revenue</i>	<i>4.4%</i>	<i>8.1%</i>	<i>3.1%</i>		
Extraordinary Item + Prior Period Adjustment	(2.57)	(0.53)	-	0.0%	0.0%
Adjusted Profit After Tax	57.44	110.47	32.76	-48.0%	75.3%
<i>PAT as % of Total Revenue</i>	<i>4.3%</i>	<i>8.1%</i>	<i>3.1%</i>		

Consolidated Revenue Analysis

(figures in INR millions)

Operating Revenue (in USD millions)	Q1 12	% of OPR	Q4 11	% of OPR	Q1 11	% of OPR
Offshore	17.96	46.5%	17.25	45.6%	13.51	45.7%
Offsite	2.75	7.1%	2.54	6.7%	3.10	10.5%
Onsite	15.56	40.3%	15.46	40.9%	10.86	36.7%
Products	2.11	5.5%	2.36	6.2%	1.87	6.3%
H/W Reimbursement	0.21	0.5%	0.23	0.6%	0.25	0.8%
Total	38.59	100.0%	37.84	100.0%	29.59	100.0%

Operating Revenue	Q1 12	% of OPR	Q4 11	% of OPR	Q1 11	% of OPR
Offshore	803.53	46.5%	775.11	45.6%	618.42	45.7%
Offsite	123.17	7.1%	113.91	6.7%	142.01	10.5%
Onsite	696.39	40.3%	694.74	40.9%	497.35	36.7%
Products	94.41	5.5%	106.03	6.2%	85.48	6.3%
H/W Reimbursement	9.39	0.5%	10.52	0.6%	11.24	0.8%
Total	1,726.89	100.0%	1,700.30	100.0%	1,354.50	100.0%

Other Income	Q1 12	% of OPR	Q4 11	% of OPR	Q1 11	% of OPR
Investment Income	4.30	0.2%	5.64	0.3%	1.60	0.1%
Sale of Assets	2.17	0.1%	-	0.0%	-	0.0%
FX Gain/(Loss)	68.03	3.8%	60.35	3.4%	78.49	5.5%
Others	2.70	0.1%	1.58	0.1%	1.54	0.1%
Total	77.19	4.3%	67.57	3.8%	81.63	5.7%

Onsite includes revenues in near shore centers in high cost countries

Consolidated Revenue Analysis (excluding 3DPLM)

(figures in INR millions)

Operating Revenue (in USD millions)	Q1 12	% of OPR	Q4 11	% of OPR	Q1 11	% of OPR
Offshore	8.69	29.9%	9.18	31.1%	13.51	45.7%
Offsite	2.74	9.4%	2.53	8.6%	3.10	10.5%
Onsite	15.53	53.4%	15.41	52.3%	10.86	36.7%
Products	2.11	7.3%	2.36	8.0%	1.87	6.3%
H/W Reimbursement	-	0.0%	0.01	0.0%	0.25	0.8%
Total	29.07	100.0%	29.49	100.0%	29.59	100.0%

Operating Revenue (in INR millions)	Q1 12	% of OPR	Q4 11	% of OPR	Q1 11	% of OPR
Offshore	388.23	29.9%	412.02	31.1%	618.42	45.7%
Offsite	122.66	9.4%	113.41	8.6%	142.01	10.5%
Onsite	694.36	53.4%	691.32	52.3%	497.35	36.7%
Products	94.30	7.3%	105.87	8.0%	85.48	6.3%
H/W Reimbursement	-	0.0%	0.41	0.0%	11.24	0.8%
Total	1,299.56	100.0%	1,323.02	100.0%	1,354.50	100.0%

Onsite includes revenues in near shore centers in high cost countries

Consolidated Cost Analysis

(figures in INR millions)

Cost Of Revenue	Q1 12	% of OPR	Q4 11	% of OPR	Q1 11	% of OPR
Manpower	1,079.83	63%	1,017.95	60%	820.50	61%
Travel	59.68	3%	48.98	3%	34.97	3%
Software amortization	18.62	1%	9.99	1%	17.01	1%
Other Software	31.26	2%	27.07	2%	31.64	2%
Staff Welfare	10.27	1%	12.40	1%	6.13	0%
Data Communication	2.50	0%	4.90	0%	3.28	0%
Total	1,202.16	70%	1,121.28	66%	913.53	67%

S&M Expense	Q1 12	% of OPR	Q4 11	% of OPR	Q1 11	% of OPR
Manpower	68.80	4%	70.42	4%	54.37	4%
Travel	10.31	1%	10.81	1%	7.40	1%
Communication	-	0%	-	0%	0.56	0%
Other Business Expenses	9.64	1%	11.04	1%	7.11	1%
Total	88.76	5%	92.27	5%	69.43	5%

Consolidated Cost Analysis

(figures in INR millions)

G&A Expense	Q1 12	% of OPR	Q4 11	% of OPR	Q1 11	% of OPR
Manpower	101.94	6%	84.86	5%	86.28	6%
Travel	9.33	1%	9.57	1%	8.64	1%
Facility	81.56	5%	80.40	5%	73.19	5%
Recruitment	9.72	1%	20.02	1%	7.14	1%
Training	5.07	0%	5.67	0%	5.33	0%
Communication & Information System	7.76	0%	10.69	1%	10.03	1%
Insurance	2.87	0%	3.91	0%	-	0%
Legal & Professional	19.63	1%	27.85	2%	22.17	2%
Bad Debts	(1.06)	0%	(9.43)	-1%	10.41	1%
Others	32.42	2%	27.50	2%	31.10	2%
Total	269.25	16%	261.05	15%	254.29	19%

Depreciation & Lease Rentals	Q1 12	% of OPR	Q4 11	% of OPR	Q1 11	% of OPR
Facility Depreciation	13.58	1%	17.82	1%	14.01	1%
Non-facility Depreciation	30.53	2%	32.01	2%	26.45	2%
Lease Rentals	20.98	1%	20.47	1%	19.18	1%
Total	65.09	4%	70.30	4%	59.64	4%

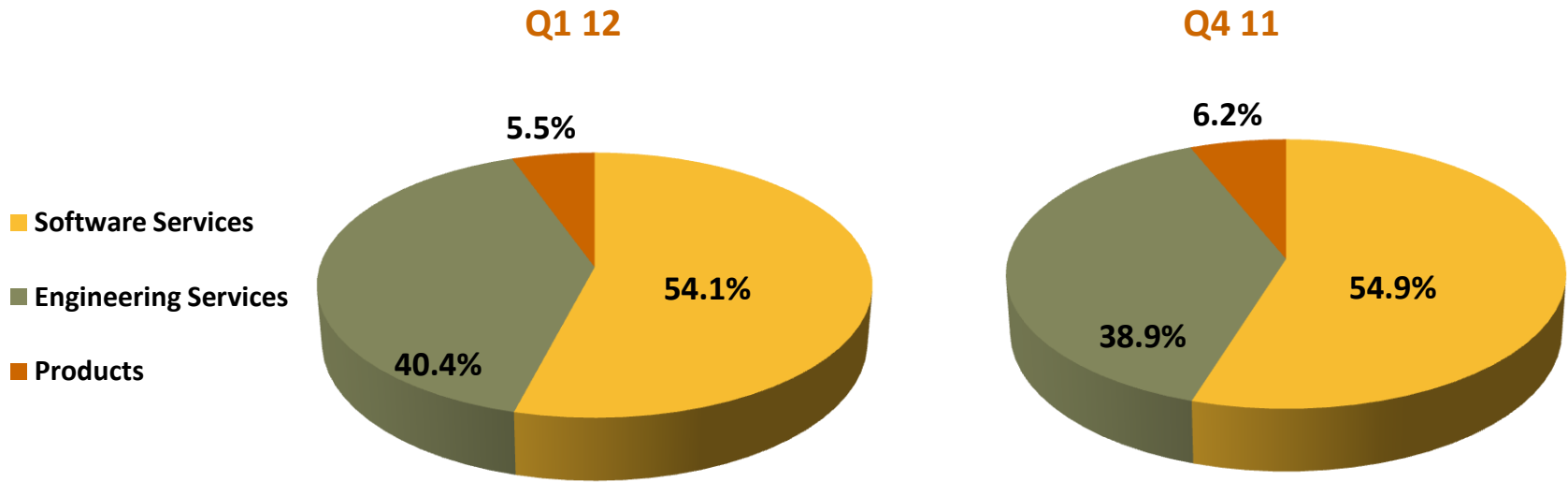
Operating Revenue & Cost : Q1 12 vs. Q4 11

- **Operating revenue:**
 - Higher in USD terms by 2.0% compared to previous quarter
 - Engineering Services & 3D PLM are the major contributors
 - Engineering Services - growth of 6.0% from USD 14.72 mn to USD 15.60 mn
 - 3D PLM - growth of 13.9% from USD 8.35 mn to USD 9.52 mn
 - Volume growth - 1.6%
 - Positive impact of EUR/USD fluctuation - 0.4%
- **COR is higher mainly because of average salary hike of 11.0% to offshore employees**

REVENUE & CLIENT DATA

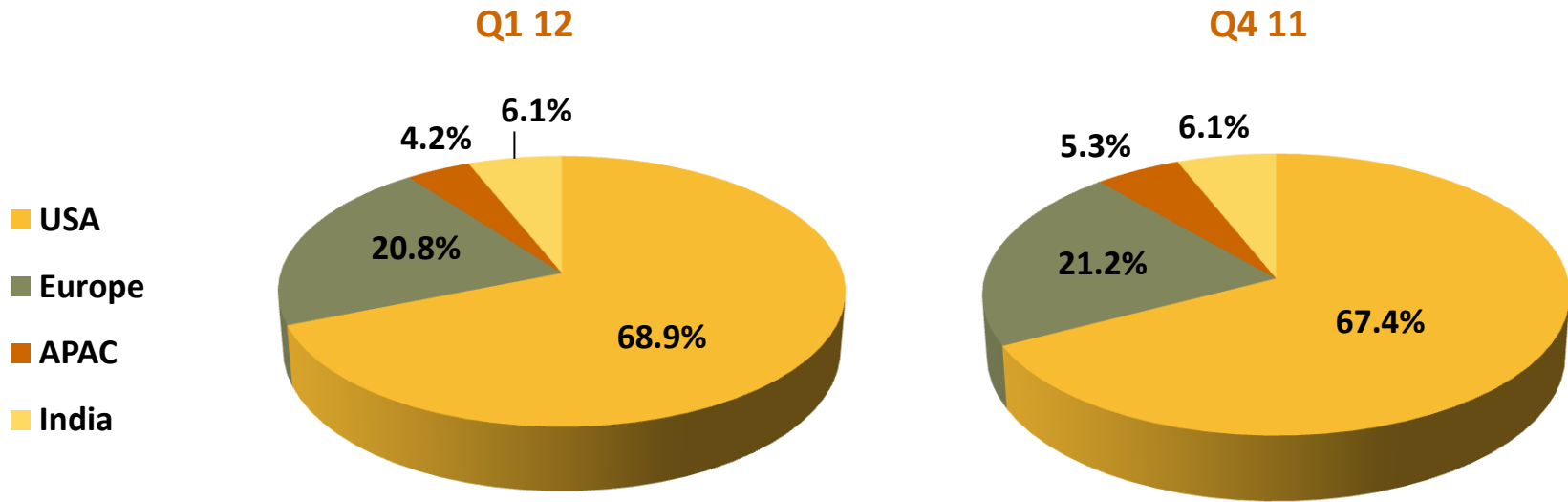
Q1 FY12

Service Lines



Service Line (%)	Q1 12	Q4 11	Q1 11	FY 11
Software Services	54.1%	54.9%	59.9%	56.9%
Engineering Services	40.4%	38.9%	33.8%	36.7%
Products	5.5%	6.2%	6.3%	6.4%

Regions

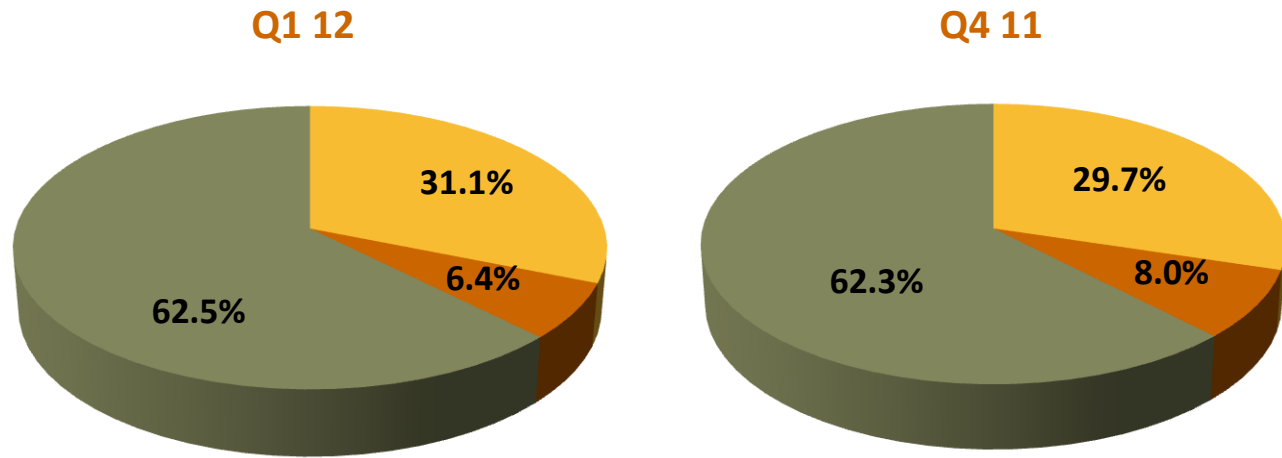


Region (%)	Q1 12	*Q4 11	*Q1 11	*FY 11
USA	68.9%	67.4%	66.6%	67.0%
Europe	20.8%	21.2%	22.6%	21.7%
APAC	4.2%	5.3%	4.6%	5.3%
India	6.1%	6.1%	6.1%	5.9%

** previous period figures reinstated wherever classification changes to make it comparable*

Customer Segments

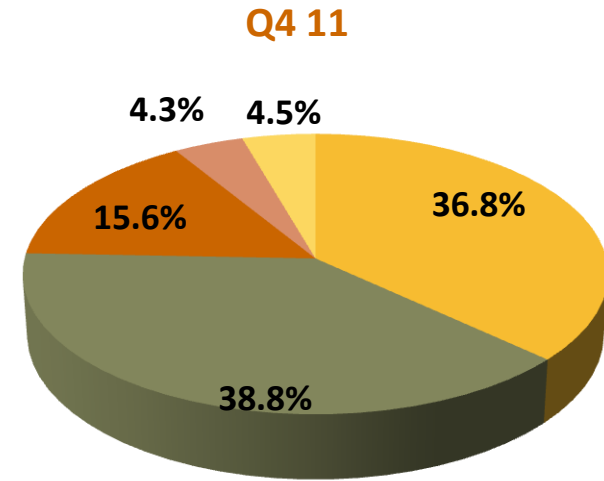
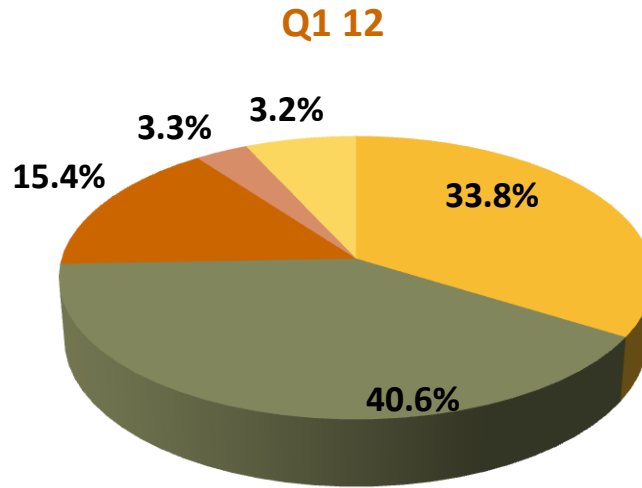
- Software ISV
- Strategic Partners
- Direct Industrial



Customer Profile (%)	Q1 12	Q4 11	Q1 11	FY 11
Software ISV	31.1%	29.7%	34.6%	31.3%
Strategic Partners	6.4%	8.0%	5.9%	7.6%
Direct Industrial	62.5%	62.3%	59.5%	61.2%

Verticals

- Industrial
- Automotive
- USA
- Europe
- APAC



Vertical (%)	Q1 12	Q4 11	Q1 11	FY 11
Industrial	33.8%	36.8%	31.5%	33.4%
Automotive	40.6%	38.8%	44.2%	41.8%
USA	15.4%	15.6%	14.4%	15.2%
Europe	3.3%	4.3%	5.9%	4.9%
APAC	6.9%	4.5%	3.9%	4.7%

Vertical break-up excludes product and 3D PLM revenue

Revenue & Customer Analysis

Project Type (%)	Q1 12	Q4 11	Q1 11	FY 11
Time & Material	77.8%	78.0%	82.1%	80.3%
Fixed Price	22.2%	22.0%	17.9%	19.7%

New/ Repeat Business (%)	Q1 12	Q4 11	Q1 11	FY 11
Existing Customer – Existing Business	82.6%	81.2%	85.3%	84.6%
Existing Customer – New Business	10.3%	9.8%	12.4%	10.7%
New customer – New Business	7.1%	8.2%	2.3%	4.8%

Revenue (%)	Q1 12	Q4 11	Q1 11	FY 11
Top 1	26%	24%	26%	25%
Top 5	54%	54%	46%	55%
Top 10	69%	70%	71%	70%
Number of customers with more than 5% revenue contribution	4	6	5	6

Clients	Q1 12	Q4 11	Q1 11	FY 11
> \$ 10 million	2	2	2	3
\$5 - \$10 million	5	5	4	3
\$1 - \$5 million	16	17	12	12
< \$1 million	73	76	90	123

Customer & Deal Analysis

Clients	Q1 12	Q4 11	Q1 11	FY11
Total number of active clients	96	100	108	100
Number of new clients added	5	5	9	33

New Clients – Q1 12	US	Europe	APAC	India	Total
Software ISV and Partners	1				1
Automotive				1	1
Agricultural and Construction Equipment					0
Industrial and Marine Engineering	1			1	2
Others	1				1
Total	3	0	0	2	5

Order Book (USD million)	Q1 12	Q4 11	Q1 11	FY11
New deals won	9.38	7.25	9.22	34.22

New Deal Analysis – Q1 12 (USD million)	US	Europe	APAC	India	Total
Engineering	5.18	0.00	1.03	0.14	6.35
PLMS	2.16	0.07	0.08	0.43	2.73
SPE	0.16	0.11	0.03		0.29
Total	7.50	0.18	1.13	0.57	9.38

Business Highlights

- **Business Highlights**

- Completion of the formalities for the merger of DELMIA India Pvt Ltd. with our joint venture company, 3D PLM Software Solutions Limited
- Partnership with Metamation, Inc., a leader in providing CAD/CAM nesting solutions for sheet metal Industry, for supporting CAMWorks®
- Release of DFMPPro version 3.0 for Creo Elements/Pro and NestLib 2011 R2

- **Customer wins**

- A multi-million dollar engagement with a leading off highway equipment manufacturer in US for providing manufacturing engineering services as a part of customer's long term strategic roadmap
- Oracle Agile customization and integration project with SAP for a leading electronics manufacturing services provider in APAC
- A co-development project for the CAPA (Corrective Action Preventive Action) module of Quality Management solution with a leading PLM ISV
- A new engagement with US based manufacturer of dental (medical) devices for development of an intraoral scanner software system
- An engineering design support engagement in China for a leading manufacturer of earth moving equipment
- Extension of services for technical documentation of manufacturing instructions for a leading solar equipment manufacturer

OPERATIONS & HR DATA

Q1 FY12

Operational Parameters

COR Manpower (FTE)	Q1 12	Q4 11	Q1 11	FY 11
Billed – Offshore	2,096.47	2,070.17	1,698.67	1,888.87
Billed – Offsite	556.33	493.33	439.33	479.17
Billed – Onsite	481.17	431.52	356.33	409.52
Unbilled	392.83	302.85	145.27	221.61
Trainee	62.00	176.80	96.73	130.34
Operations Support	40.00	47.00	51.67	53.42
Total	3,628.80	3,521.67	2,788.00	3,182.92

Utilization (%)	Q1 12	Q4 11	Q1 11	FY 11
Including Trainees – Overall	87.3%	86.2%	89.5%	88.8%
Including Trainees – Offshore + Offsite	85.1%	84.1%	88.9%	88.1%
Including Trainees – Onsite	94.3%	90.8%	93.1%	92.6%
Excluding Trainees	88.9%	90.8%	92.7%	92.6%

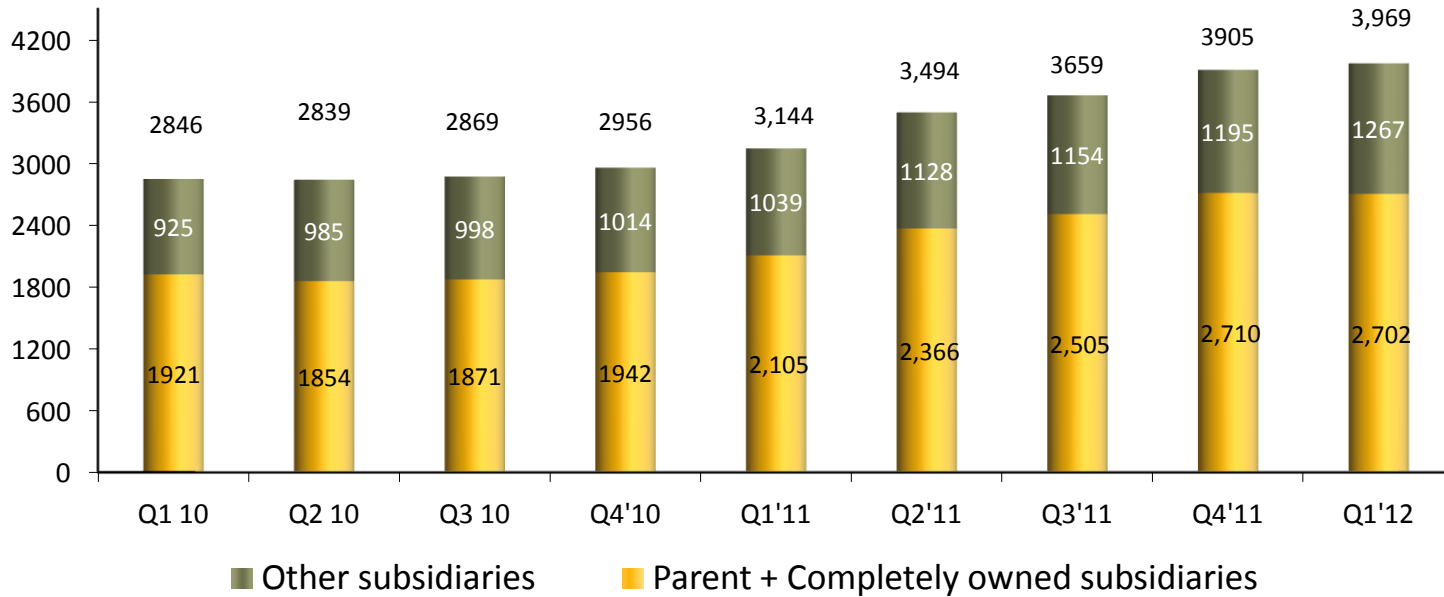
Average position for the quarter

Operational Parameters – GL Consolidated excluding 3D PLM

Project Type (%)				
Revenue (%)	Q1 12	Q4 11	Q1 11	FY 11
Time & Material	74.5%	76.3%	74.9%	75.3%
Fixed Price	25.5%	23.7%	25.1%	24.7%

Utilization (%)				
	Q1 12	Q4 11	Q1 11	FY 11
Including Trainees	79.9%	80.7%	86.4%	84.0%
Excluding Trainees	81.3%	82.9%	87.0%	85.4%

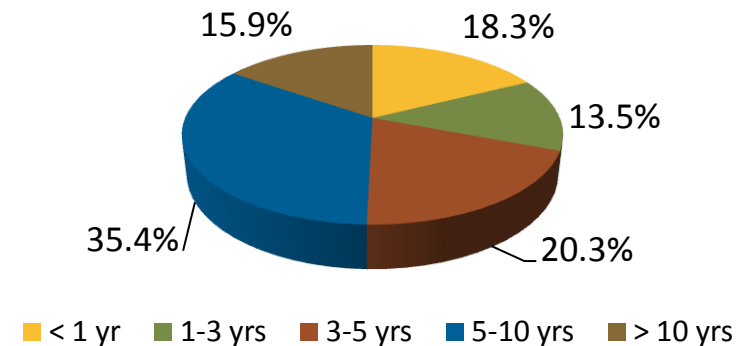
Employee Base



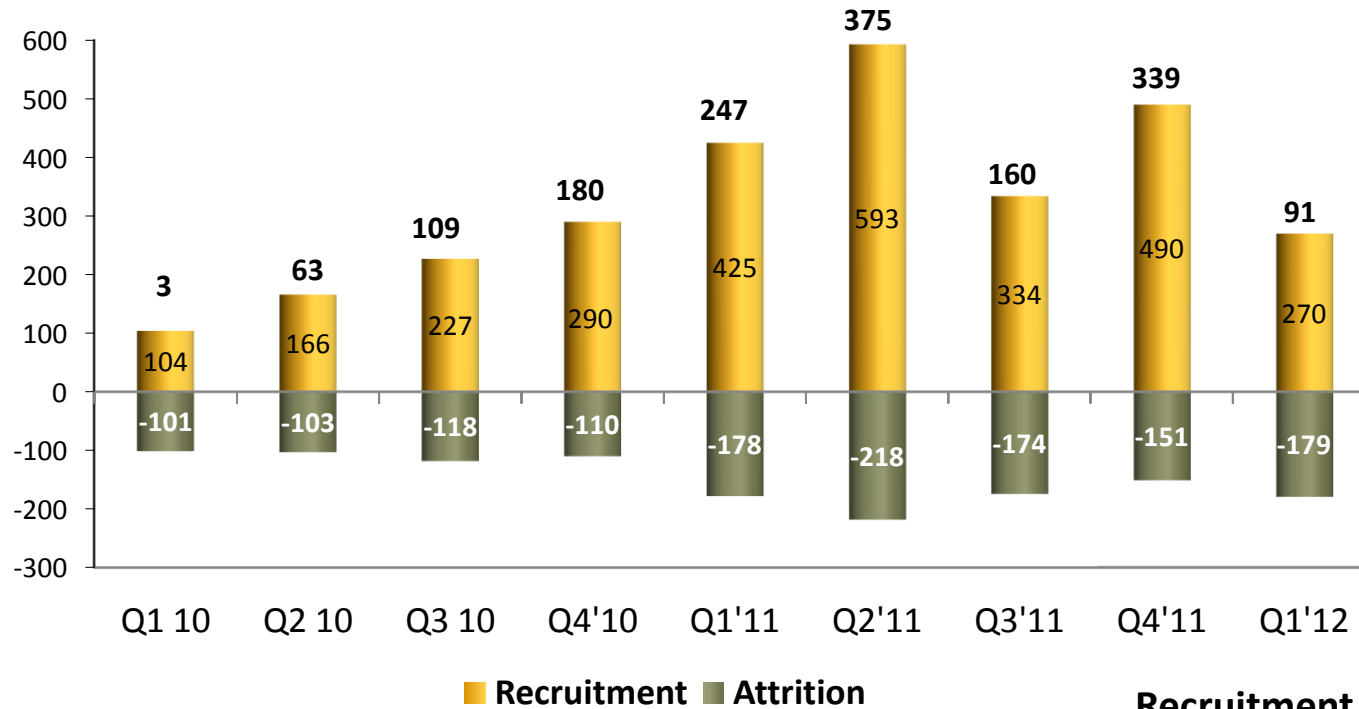
Headcount	Q1 12	Q4 11	Q1 11
Billed	3203	3052	2547
Unbilled + Trainee	413	479	253
Operations Support	40	49	54
Sales	31	26	28
Corporate Functions	282	299	262
Total	3969	3905	3144

All numbers as of end of period

Experience Profile

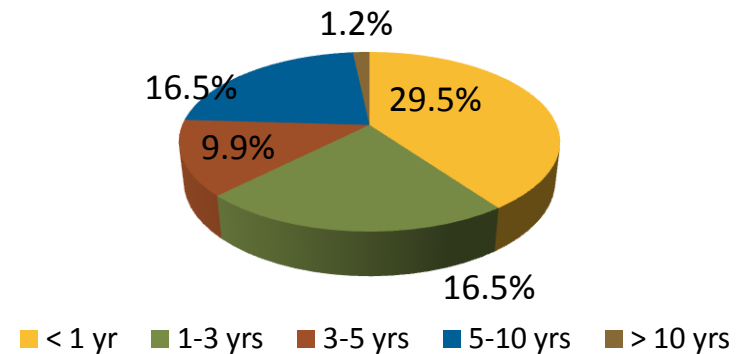


Recruitment and Attrition Analysis



Attrition (%)	Q1 12	Q4 11	Q1 11	FY11
Software Services	18.0%	14.4%	20.5%	18.8%
Engineering Services	9.6%	15.1%	16.5%	19.6%
Products	9.0%	4.7%	4.7%	12.6%
Overall	15.4%	14.2%	19.3%	19.1%

Recruitment Profile



All numbers as of end of period

INDIAN GAAP

BALANCE SHEET & KEY FINANCIAL PARAMETERS
Q1 FY12

Balance Sheet Summary

(figures in INR millions)

Sources of Funds	Q1 12	Q4 11	Q1 11
Shareholder's Funds	2,330.00	2,177.95	1,751.57
Share Capital	125.14	124.85	124.23
Share Application Money	0.37	0.23	1.95
Reserves & Surplus	2,204.49	2,052.87	1,625.39
Loan Funds	105.11	44.62	171.10
Others	398.52	414.49	363.45
Total	2,833.63	2,637.07	2,286.12
Applications of Funds	Q4 11	Q4 11	Q1 11
Fixed Assets	826.42	851.44	823.89
Investments	159.40	138.52	113.98
Liquid	159.40	138.52	113.98
Others	-	-	-
Current Assets	2,773.83	2,495.58	2,156.70
Cash & Bank – Deposits	9.06	9.05	8.96
Cash & Bank – Others	171.37	99.66	152.91
Sundry Debtors	1,313.40	1,183.48	1,019.04
Other Current Assets	2.06	1.90	1.28
Loans and Advances	1,277.94	1,201.50	974.51
Less: Current Liabilities	926.01	848.47	808.45
Total	2,833.63	2,637.07	2,286.12

Balance sheet position as on period end

Key Financial Data

Parameter	Q1 12	Q4 11	Q1 11	FY 11
CAPEX (INR million)	73.72	79.16	53.72	317.14
DSO	72	66	74	66
% Tax	20.3%	5.7%	-0.3%	2.4%

Outstanding Loans	Q1 12	Q4 11	Q1 11
Term Loan (USD million)	-	-	1.60
Term Loan (INR million)	-	-	-
PCFC Loan (USD million)	2.35	1.00	2.07
Overdraft (USD million)	-	-	-

Forward Contracts (Data for USD/INR only)	Q1 12	Q4 11	Q1 11
Cash Flow Hedges (USD million)	150.85	162.11	109.04
Other Contracts (USD million)	-	-	-
Total (USD million)	150.85	162.11	109.04
Average Rate	48.55	48.46	48.38
> 12 M maturity (USD million)	70.60	86.60	44.25
MTM on Cash Flow Hedges (INR million)	200.18	157.27	79.33
MTM on Other Contracts (INR million)	-	-	-
Total (INR million)	200.18	157.27	79.33

Loans & Hedging position as on period end

GENERAL INFORMATION

Q1 FY12

Conference Call Details

- Q1 FY12 Results Conference Call on Tuesday, Jul 26, 2011 at 16:30 hrs IST
- Geometric will be represented by
 - Mr. Manu Parpia, MD & CEO
 - Mr. Anil Jain, Finance Controller
- Dial-in details

Location	Access Number	Toll Free Number
Mumbai	+91 22 28213311 +91 22 28218855	All India 1800 425 4061 1800 425 4250 1800 425 1300
Delhi	+91 11 26852727 +91 11 26448899	
Bangalore	+91 80 2532 6215	
Kolkata	+91 33 2559 0707	
Pune	+91 20 2445 0506 +91 20 2445 0507	
India	+91 44 2370 2370	
USA	+1 212 994 0035	
UK	+44 2071 493626	0808 101 6864
Singapore	+65 3158 1351	800 101 1941
Hong Kong		800 903 171

About Geometric

Geometric (www.geometricglobal.com) is a specialist in the domain of engineering solutions, services and technologies. Its portfolio of Global Engineering services and Digital Technology solutions for Product Lifecycle Management (PLM) enables companies to formulate, implement, and execute global engineering and manufacturing strategies aimed at achieving greater efficiencies in the product realization lifecycle.

Headquartered in Mumbai, India, Geometric was incorporated in 1994 and is listed on the Bombay and National Stock Exchanges. The company recorded consolidated revenues of Rupees 6.21 billion (US Dollars 136.47 million) for the year ended March 2011. It employs 3900 people across 10 global delivery locations in the US, Romania, India, and China. Geometric was assessed as CMMI 1.1 Level 5 for its software services and is ISO 9001:2008 certified for engineering operations. The company's operations are also ISO 27001:2005 certified.

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END OF PRESENTATION

INTERPRETATION GUIDE FOR REPORTED DATA

Guide 1

Slide #	Item	Explanation
5, 6	Income Statement	<p>Income statement provided is in the MIS format. MIS format is different from the income statement published as part of financial results in terms of grouping of cost elements. Key differences to be noted are as follows:</p> <ol style="list-style-type: none"> 1. MIS format breaks-up operating costs as COR, S&M and G&A 2. Depreciation line item in MIS format also includes the lease rentals for computing hardware (CAPEX equivalent) and excludes software depreciation which is clubbed under software expenses in COR 3. FX gain/(loss) is grouped under Other Income in MIS format as against operating cost in financials. <p>For EBITDA calculation, amortization software has been added and lease rentals have been reduced in depreciation</p>
7,8,21	Onsite, Offshore and Offsite	<p>Onsite: Delivery from high cost country Offshore: Delivery from low cost country, but in company premises Offsite: Delivery from low cost country, but in customer premises</p>
7,8	H/W Reimbursement	Reimbursement by the customer for hardware cost is recognized as revenue over the life of the hardware
7	Investment Income	Investment income includes dividend from mutual funds, interest earned on bank deposits and profit on sale of mutual fund investments.
9,10	Manpower	Manpower costs in MIS exclude staff welfare, but include mediclaim and group insurance costs vis-à-vis personnel costs in financials

Guide 2

Slide #	Item	Explanation
9,10	Travel	Reimbursement of travel expenses are grouped under travel expenses while the same has been grouped under other expenses in financial result advertisement
10	Facility	Facility costs include rent and service charges, electricity charges, repairs and maintenance excluding that of EPABX and UPS
10	Facility Depreciation	Includes depreciation on leasehold land, building, electrical installations, office equipments and furniture and fixtures
10	Non-facility Depreciation	Primarily consists of depreciation on computing hardware
10	Lease Rentals	Includes lease rent paid for computing hardware
13 – 15	Revenue Analysis	Analysis reported is for USD operating revenue
13	Service Lines	Software Services - PLM Solutions + OPD business

Guide 3

Slide #	Item	Explanation
15	Customer Segments	Software ISV segment consists of S/W product companies giving us OPD business. Strategic Partner segment consists of S/W product and consulting companies engaging in PLM Solutions and Engineering Services business. Direct Industrial segment consists of industrial companies sourcing all types of services from Geometric.
17	Project Type Revenue Analysis	Analysis reported is for USD operating revenue excluding Products and H/W reimbursement revenue.
17	Customer Revenue Analysis	Analysis reported is for USD operating revenue. Distribution is on the basis of annualized figures (i.e. quarterly revenue x 4).
17-18	Client data	All customers for software and engineering services are counted, but customers for products are counted only when revenues are more than \$5000/quarter.
18	Order Book	New deals won refers to new business wins with existing or new customers. This excludes ramp-up in or extension of existing contracts.
21	COR Manpower FTE	Unbilled may be at offshore or onsite. Trainees only at offshore. Products FTE included in respective Billed category based on location.
21-22	Utilization	Products manpower is included in offshore manpower data. Operations support teams are not considered while calculating % utilization.

Guide 4

Slide #	Item	Explanation
23	Employee Base	Employee headcount reported includes all permanent employees and non-permanent employees working on billed positions.
23	Experience Profile	Distribution reported is for all employees including sales and corporate support functions
24	Attrition	Only undesired attrition data is reported. Difference in the net addition reported on slide 24 and difference in headcount reported in slide 23 is on account of desired attrition. % Attrition reported is on an annualized basis.
27	DSO	DSO reported is on a quarterly basis
27	% Tax	Includes impact of FBT and deferred tax
27	CAPEX	Includes normal CAPEX and purchase value of leased computing hardware
27	Outstanding Loans	All FX loans are revalued at the end of the quarter based on the closing exchange rate
27	Cash Flow Hedges	Forward contracts that classify for hedge accounting under AS30. MTM impact of these contracts is taken to the balance sheet under Cash Flow Hedging Reserve. MTM impact of other contracts hits the P&L as part of FX Gain/(Loss)