Geometric

Q2 FY11 Results

22 October, 2010

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

- Consolidated operating revenues increased by 10.8% sequentially in US Dollar terms and 12.2% in Rupee terms – mainly attributed to the volume growth
- PAT before extra-ordinary and prior period items for the quarter is up from INR 108.15MM in Q1 11 to INR 136.37 MM in Q2 11 – in line with volume growth and turnaround of US Engineering operations
- Geometric Engineering (erstwhile Modern Engineering) reported a profit of $340k compared to break-even status in Q1 11 and a loss of $ 1.3 mn in FY 10
- Won new orders worth USD 8.33 MM in Q2 11
- Total headcount in Q2 11 was 3447 as compared with 3144 in Q1 11

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INDIAN GAAP

FINANCIAL PERFORMANCE
Q2 FY11

Consolidated Income Statement

(figures in INR millions)

Income Statement	Q2 11	Q1 11	Q2 10	Var (QoQ)	Var (YoY)	FY 10
Operating Revenue (in USD millions)	32.80	29.59	26.54	10.8%	23.6%	108.12
Exchange Rate	*46.33*	*45.78*	*48.30*	1.2%	-4.1%	*47.32*
Operating Revenue	1,519.31	1,354.50	1,281.93	12.2%	18.5%	5,115.62
Cost Of Revenue (COR)	984.57	917.18	738.60	7.3%	33.3%	3,022.46
Contribution	534.74	437.32	543.33	22.3%	-1.6%	2,093.16
Contribution as % of Operating Revenue	***35.2%***	***32.3%***	***42.4%***			***40.9%***
Sales & Marketing (S&M) Expense	80.53	69.43	66.99	16.0%	20.2%	270.63
General & Administrative (G&A) Expense	247.18	250.64	246.40	-1.4%	0.3%	936.84
Interest & Bank Charges	2.17	2.58	9.95	-15.7%	-78.2%	36.58
Depreciation and Lease Rental	65.03	59.64	67.82	9.0%	-4.1%	262.94
Operating Profit	139.83	55.02	152.16	154.1%	-8.1%	586.17
Operating Profit as % of Operating Revenue	***9.2%***	***4.1%***	***11.9%***			***11.5%***
Other Income	20.15	81.63	(28.46)	-75.3%		14.09
Profit Before Tax	159.98	136.66	123.71	17.1%	29.3%	600.26
PBT as % of Total Revenue	***10.4%***	***9.5%***	***9.9%***			***11.7%***
EBITDA	221.05	196.70	197.13	12.4%	12.1%	868.36
EBITDA as % of Total Revenue	***14.4%***	***13.7%***	***15.7%***			***16.9%***
Tax	3.48	(0.47)	(9.77)			4.05
Minority Interest	20.13	28.98	33.19	-30.5%	-39.3%	127.40
Profit After Tax (for the period)	136.37	108.15	100.29	26.1%	36.0%	468.80
PAT as % of Total Revenue	***8.9%***	***7.5%***	***8.0%***			***9.1%***
Extraordinary Item + Prior Period Adjustment	1.82	(2.30)	2.07		-12.3%	(2.19)
Adjusted Profit After Tax	138.18	105.85	102.36	30.5%	35.0%	466.61
PAT as % of Total Revenue	***9.0%***	***7.4%***	***8.2%***			***9.1%***

Consolidated Revenue Analysis

(figures in INR millions)

Operating Revenue *(in USD millions)*	Q2 11	% of OPR	Q1 11	% of OPR	Q2 10	% of OPR	FY 10	% of OPR
Offshore	14.47	44.1%	13.51	45.7%	13.44	50.6%	53.55	49.5%
Offsite	3.97	12.1%	3.10	10.5%	2.65	10.0%	10.50	9.7%
Onsite	12.13	37.0%	10.86	36.7%	8.20	30.9%	35.04	32.4%
Products	2.00	6.1%	1.87	6.3%	1.98	7.5%	7.89	7.3%
H/W Reimbursement	0.24	0.7%	0.25	0.8%	0.28	1.1%	1.13	1.0%
Total	**32.80**	**100.0%**	**29.59**	**100.0%**	**26.54**	**100.0%**	**108.12**	**100.0%**

Operating Revenue	Q2 11	% of OPR	Q1 11	% of OPR	Q2 10	% of OPR	FY 10	% of OPR
Offshore	670.20	44.1%	618.42	45.7%	649.05	50.6%	2,533.71	49.5%
Offsite	183.75	12.1%	142.01	10.5%	127.92	10.0%	496.76	9.7%
Onsite	561.75	37.0%	497.35	36.7%	395.90	30.9%	1,658.06	32.4%
Products	92.56	6.1%	85.48	6.3%	95.54	7.5%	373.48	7.3%
H/W Reimbursement	11.05	0.7%	11.24	0.8%	13.51	1.1%	53.61	1.0%
Total	**1,519.31**	**100.0%**	**1,354.50**	**100.0%**	**1,281.93**	**100.0%**	**5,115.62**	**100.0%**

Other Income	Q2 11	% of OPR	Q1 11	% of OPR	Q2 10	% of OPR	FY 10	% of OPR
Investment Income	2.66	0.2%	1.60	0.1%	5.08	0.4%	26.87	0.5%
Sale of Assets	0.01	0.0%	-	0.0%	0.48	0.0%	2.08	0.0%
FX Gain/(Loss)	14.34	0.9%	78.49	5.5%	(34.04)	-2.7%	(19.72)	-0.4%
Others	3.14	0.2%	1.54	0.1%	0.03	0.0%	4.85	0.1%
Total	**20.15**	**1.3%**	**81.63**	**5.7%**	**(28.46)**	**-2.3%**	**14.09**	**0.3%**

Onsite includes revenues in near shore centers in high cost countries

Consolidated Cost Analysis

(figures in INR millions)

Cost Of Revenue	Q2 11	% of OPR	Q1 11	% of OPR	Q2 10	% of OPR	FY 10	% of OPR
Manpower	876.19	58%	824.16	61%	647.41	51%	2,696.53	53%
Travel	46.14	3%	34.97	3%	24.02	2%	85.46	2%
Software amortization	16.12	1%	17.01	1%	16.34	1%	64.65	1%
Other Software	33.42	2%	31.64	2%	38.58	3%	124.27	2%
Staff Welfare	7.60	1%	6.13	0%	8.21	1%	34.95	1%
Data Communication	5.10	0%	3.28	0%	4.05	0%	16.60	0%
Total	**984.57**	**65%**	**917.18**	**68%**	**738.60**	**58%**	**3,022.46**	**59%**

S&M Expense	Q2 11	% of OPR	Q1 11	% of OPR	Q2 10	% of OPR	FY 10	% of OPR
Manpower	66.42	4%	54.37	4%	52.28	4%	192.19	4%
Travel	8.67	1%	7.40	1%	4.83	0%	29.13	1%
Communication	0.71	0%	0.56	0%	1.86	0%	6.19	0%
Other Business Expenses	4.73	0%	7.11	1%	8.01	1%	43.11	1%
Total	**80.53**	**5%**	**69.43**	**5%**	**66.99**	**5%**	**270.63**	**5%**

Consolidated Cost Analysis

(figures in INR millions)

G&A Expense	Q2 11	% of OPR	Q1 11	% of OPR	Q2 10	% of OPR	FY 10	% of OPR
Manpower	83.94	6%	86.28	6%	76.37	6%	323.68	6%
Travel	10.84	1%	8.64	1%	9.15	1%	41.16	1%
Facility	74.89	5%	73.19	5%	89.11	7%	362.71	7%
Recruitment	8.13	1%	7.14	1%	0.43	0%	7.13	0%
Training	3.41	0%	5.33	0%	4.06	0%	21.21	0%
Communication & Information System	10.19	1%	10.03	1%	10.19	1%	35.33	1%
Legal & Professional	23.17	2%	22.17	2%	22.43	2%	87.71	2%
Bad Debts	1.67	0%	10.41	1%	21.71	2%	(2.88)	0%
Others	30.95	2%	27.45	2%	12.94	1%	44.38	1%
Total	**247.18**	**16%**	**250.64**	**19%**	**246.40**	**19%**	**936.84**	**18%**

Depreciation & Lease Rentals	Q2 11	% of OPR	Q1 11	% of OPR	Q2 10	% of OPR	FY 10	% of OPR
Facility Depreciation	13.13	1%	14.01	1%	15.07	1%	55.88	1%
Non-facility Depreciation	29.65	2%	26.45	2%	32.07	3%	111.00	2%
Lease Rentals	22.25	1%	19.18	1%	20.68	2%	96.07	2%
Total	**65.03**	**4%**	**59.64**	**4%**	**67.82**	**5%**	**262.94**	**5%**

Operating Revenue: Q2 11 vs. Q1 11

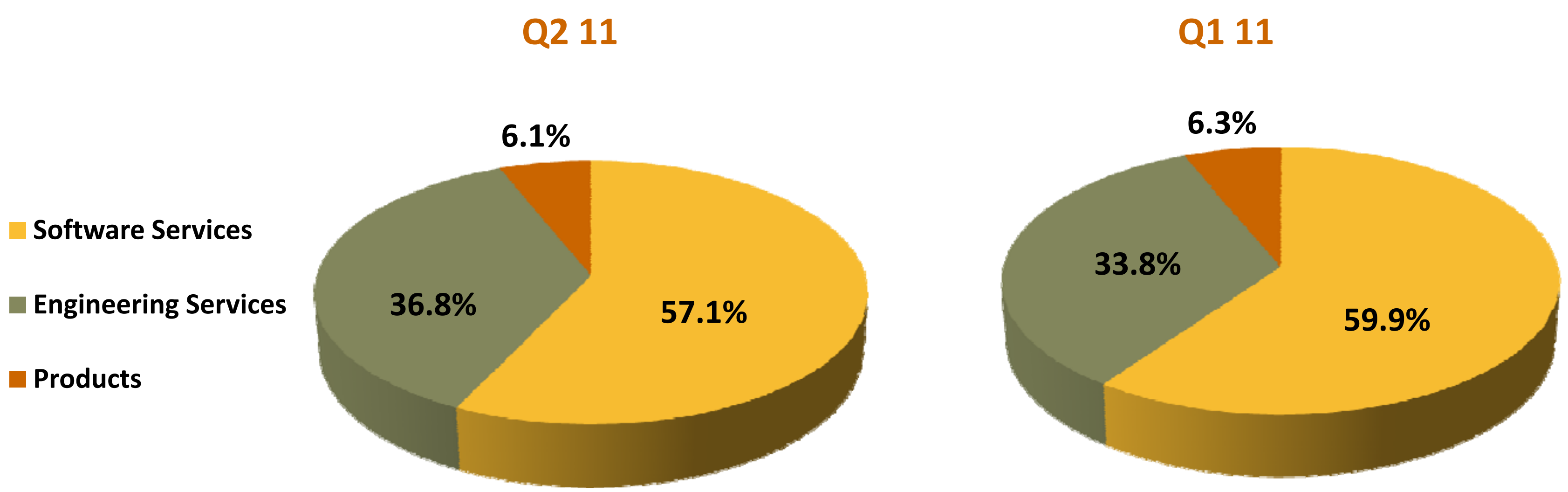
- Operating revenue in USD terms increased by 10.8% from previous quarter
  - Software services revenue grew by 5.7% from USD 17.73 MM in Q1 11 to USD 18.74 MM in Q1 11
    - Growth in PLMS revenue by 6.0% from USD 7.16 MM in Q1 11 to USD 7.59 MM in Q2 11
    - SPE revenue increased by 5.4% from USD 10.57 MM in Q1 11 to USD 11.14 MM in Q2 11
  - Engineering services revenue grew by 20.7% from USD 9.99 MM in Q1 11 to USD 12.06 MM in Q2 11
  - Products revenue grew by 7.0% from USD 1.87 MM in Q1 11 to USD 2.00 MM in Q2 11

Costs: Q2 11 vs. Q1 11

- Cost of Revenue increased by 7.3% over previous quarter
  - Increase in cost in line with revenue growth - Billed efforts are up by 6.9%
  - Appreciation of USD against INR
- S&M expenses are up by 16.0% because of increase in sales headcount in Q2

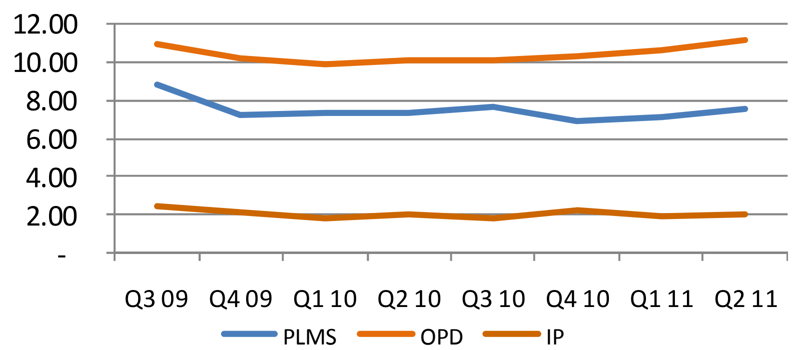
REVENUE & CLIENT DATA
Q2 FY11

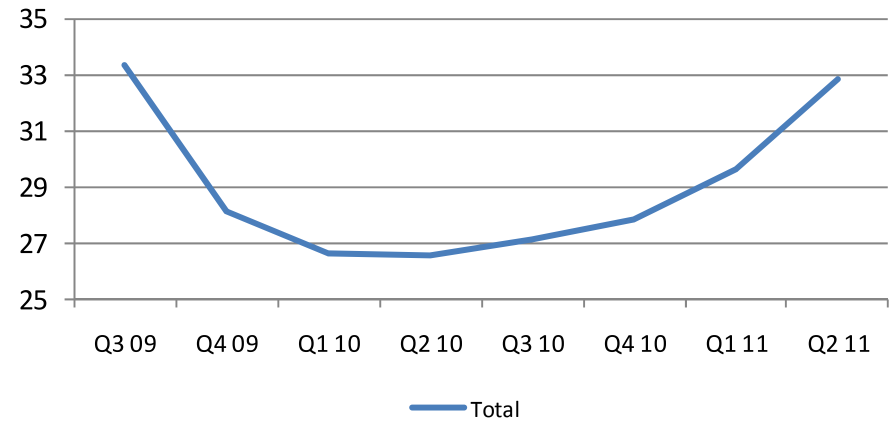
Service Lines

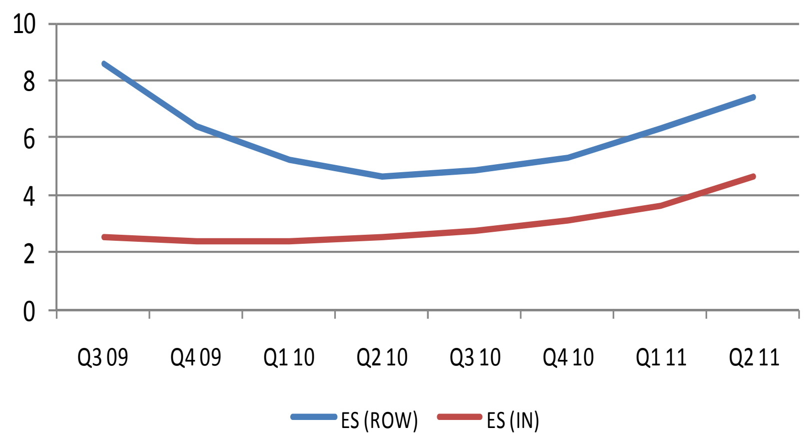


Service Line (%)	Q2 11	Q1 11	Q2 10	FY 10
Software Services	57.1%	59.9%	65.5%	64.3%
Engineering Services	36.8%	33.8%	27.1%	28.4%
Products	6.1%	6.3%	7.5%	7.3%

BU-wise Revenue Trend



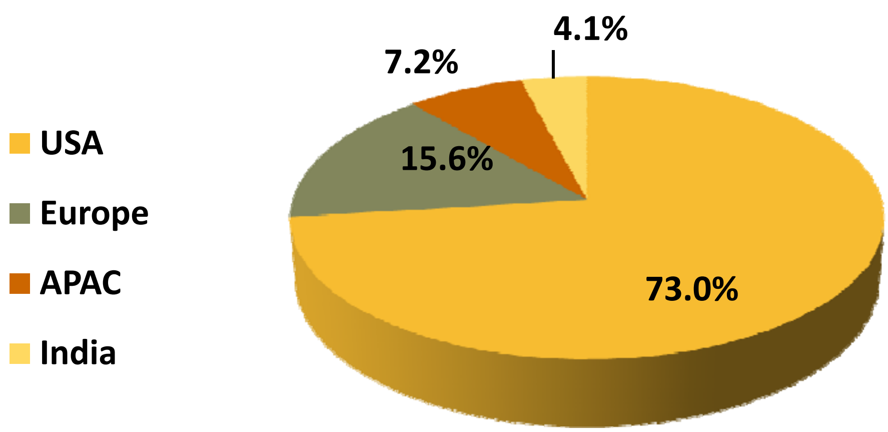


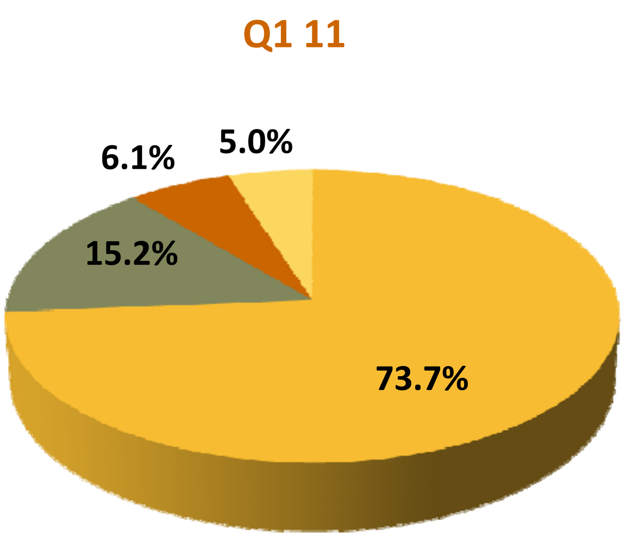


Business Unit	Q2 10	Q3 10	Q4 10	Q1 11	Q2 11
PLM Solutions	7.30	7.62	6.95	7.16	7.59
Outsourced Product Development	10.08	10.09	10.27	10.57	11.14
Products (IP)	1.98	1.84	2.27	1.87	2.00
Engineering Services (ROW)	4.66	4.87	5.28	6.34	7.38
Engineering Services (India)	2.52	2.71	3.08	3.65	4.67
Total	**26.54**	**27.13**	**27.84**	**29.59**	**32.80**

All numbers in USD MM

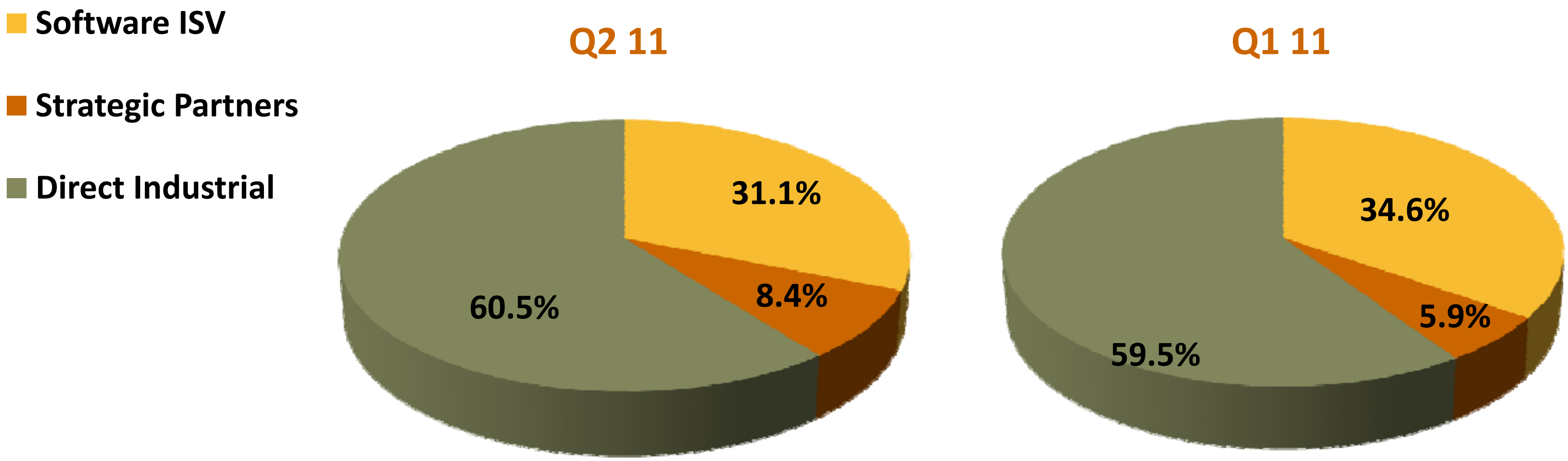
Regions





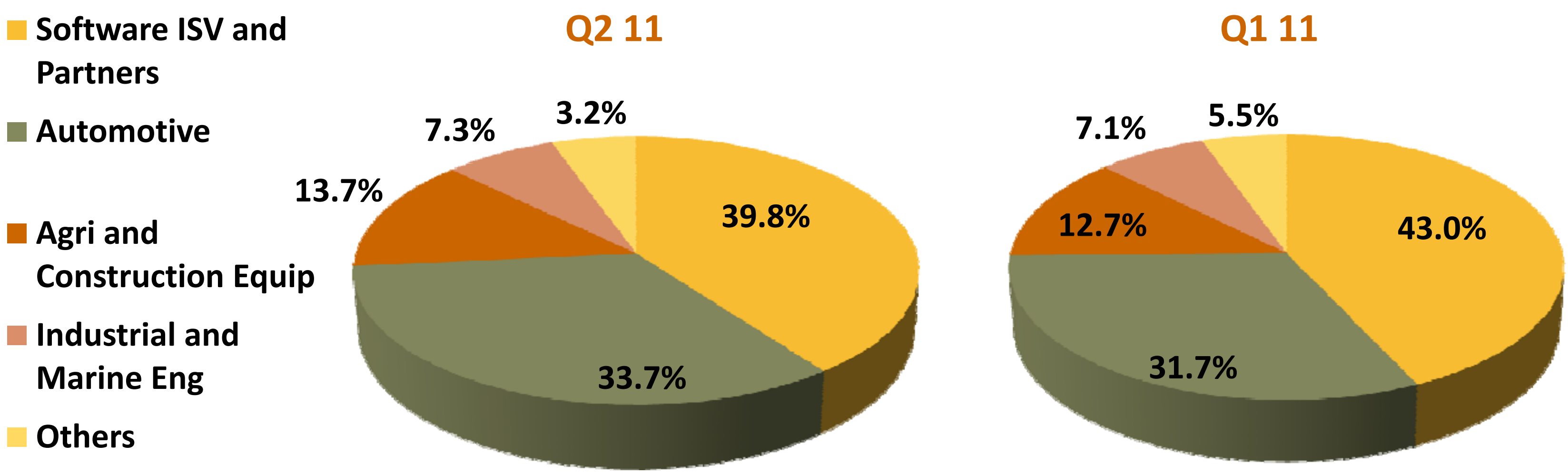
Region (%)	Q2 11	Q1 11	Q2 10	FY 10
USA	73.0%	73.7%	62.7%	63.3%
Europe	15.6%	15.2%	26.9%	26.2%
APAC	7.2%	6.1%	5.6%	4.7%
India	4.1%	5.0%	4.8%	5.8%

Customer Segments



Customer Profile (%)	Q2 11	Q1 11	Q2 10	FY 10
Software ISV	31.1%	34.6%	40.1%	38.8%
Strategic Partners	8.4%	5.9%	8.6%	8.4%
Direct Industrial	60.5%	59.5%	51.4%	52.8%

Industry Verticals



Vertical (%)	Q2 11	Q1 11	Q2 10	FY 10
Software ISV and Partners	39.8%	43.0%	49.1%	47.5%
Automotive	33.7%	31.7%	32.1%	32.5%
Agricultural and Construction Machinery	13.7%	12.7%	10.4%	10.8%
Industrial and Marine Engineering	7.3%	7.1%	5.2%	5.3%
Others	5.5%	5.5%	3.2%	3.9%

Revenue & Customer Analysis

Project Type (%)	Q2 11	Q1 11	Q2 10	FY 10
Time & Material	81.0%	82.1%	81.2%	81.5%
Fixed Price	19.0%	17.9%	18.8%	18.5%

New/ Repeat Business (%)	Q2 11	Q1 11	Q2 10	FY 10
Existing Customer – Existing Business	85.6%	85.3%	92.5%	89.8%
Existing Customer – New Business	11.7%	12.4%	6.2%	8.9%
New customer – New Business	2.7%	2.3%	1.3%	1.3%

Revenue (%)	Q2 11	Q1 11	Q2 10	FY 10
Top 1	24%	26%	30%	30%
Top 5	54%	46%	49%	56%
Top 10	70%	71%	60%	72%
Number of customers with more than 5% revenue contribution	5	5	6	4

Clients	Q2 11	Q1 11	Q2 10	FY 10
> $ 10 million	3	2	1	2
$5 - $10 million	3	4	5	4
$1 - $5 million	12	12	11	13
< $1 million	90	90	84	81

Customer & Deal Analysis

Clients	Q2 11	Q1 11	Q2 10	FY10
Total number of active clients	108	108	101	100
Number of new clients added	9	9	12	45

New Clients – Q2 11	US	Europe	APAC	India	Total
Software ISV and Partners		1			1
Automotive					0
Agricultural and Construction Equipment					0
Industrial and Marine Engineering	5	2		1	8
Others					0
Total	**5**	**3**	**0**	**1**	**9**

Order Book (USD million)	Q2 11	Q1 11	Q2 10	FY10
New deals won	8.33	9.22	24.52	48.99

New Deal Analysis – Q2 11 (USD million)	US	Europe	APAC	India	Total
Engineering	1.82	0.21	0.37	0.08	2.47
PLMS	3.47	0.95	0.16	0.19	4.77
SPE	1.00	0.09			1.09
Total	**6.30**	**1.24**	**0.53**	**0.27**	**8.33**

Business Highlights

- **General business highlights**
  - A novel use of our CAM software, CAMWorks by Victoria University for teaching students
  - Release of advanced versions of some of our products, including:
    - NestLib 2010 R3
    - eDrawings Professional for NX Version 7.2
    - eDrawings Professional for Autodesk Inventor Version 8.0
    - DFMPro Version 2.2 for Pro/ENGINEER
- **Customer wins**
  - Multiple engineering services contracts for a leading global heavy engineering company in India Interoperability and CAA support contract for a leading Asian auto major
  - A software development project for a leading PLM company in US
  - A plant support and process planning project for a leading heavy engineering company in US
  - A system integration project for an automotive company's R&D unit in US
  - A supply management system development project for a leading aerospace player in the US
  - A process and methods development project for a leading agricultural equipments company in US
  - Maintenance support contracts in product lifecycle management for a leading automotive company in Europe
  - Multiple contract extensions with a leading PLM company in US

OPERATIONS & HR DATA
Q2 FY11

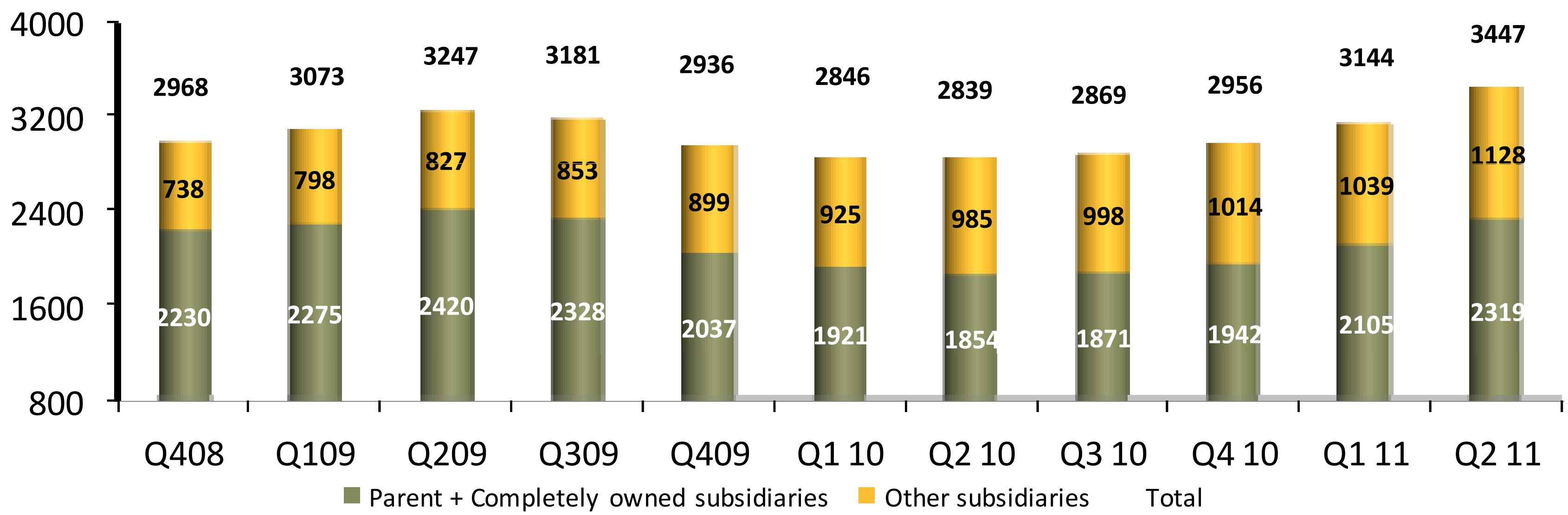
Operational Parameters

COR Manpower (FTE)	Q2 11	Q1 11	Q2 10	FY10
Billed – Offshore	1,771.55	1,698.67	1,597.33	1,603.42
Billed – Offsite	488.67	439.33	302.33	334.08
Billed – Onsite	396.39	356.33	326.67	330.86
Unbilled	290.43	227.00	253.67	239.64
Trainee	34.00	15.00	5.00	4.50
Operations Support	56.33	51.67	67.33	62.92
Total	**3,037.67**	**2,788.00**	**2,552.33**	**2,575.42**

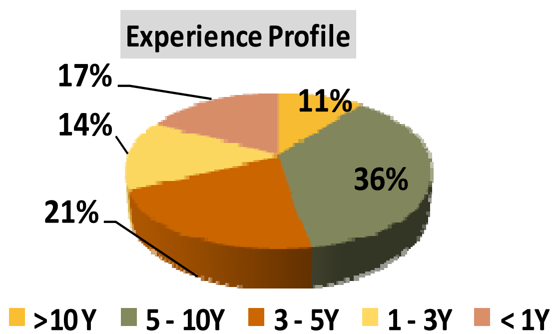
Utilization (%)	Q2 11	Q1 11	Q2 10	FY10
Including Trainees – Overall	89.1%	89.5%	89.6%	90.3%
Including Trainees – Offshore + Offsite	86.3%	88.9%	89.3%	90.0%
Including Trainees – Onsite	94.4%	93.1%	91.1%	92.3%
Excluding Trainees	90.1%	90.0%	89.8%	90.4%

Business Unit (FTE)	Q2 11	Q1 11	Q2 10	FY10
PLM Solutions	474.67	473.00	482.67	475.94
Outsourced Product Development	1,363.00	1,268.00	1,151.00	1,163.69
Products (IP)	87.67	93.67	98.67	99.58
Engineering Services (ROW)	291.67	256.00	251.33	244.00
Engineering Services (India)	542.00	495.00	345.00	371.62
Total	**2,759.00**	**2,585.67**	**2,328.67**	**2,354.83**

Employee Base

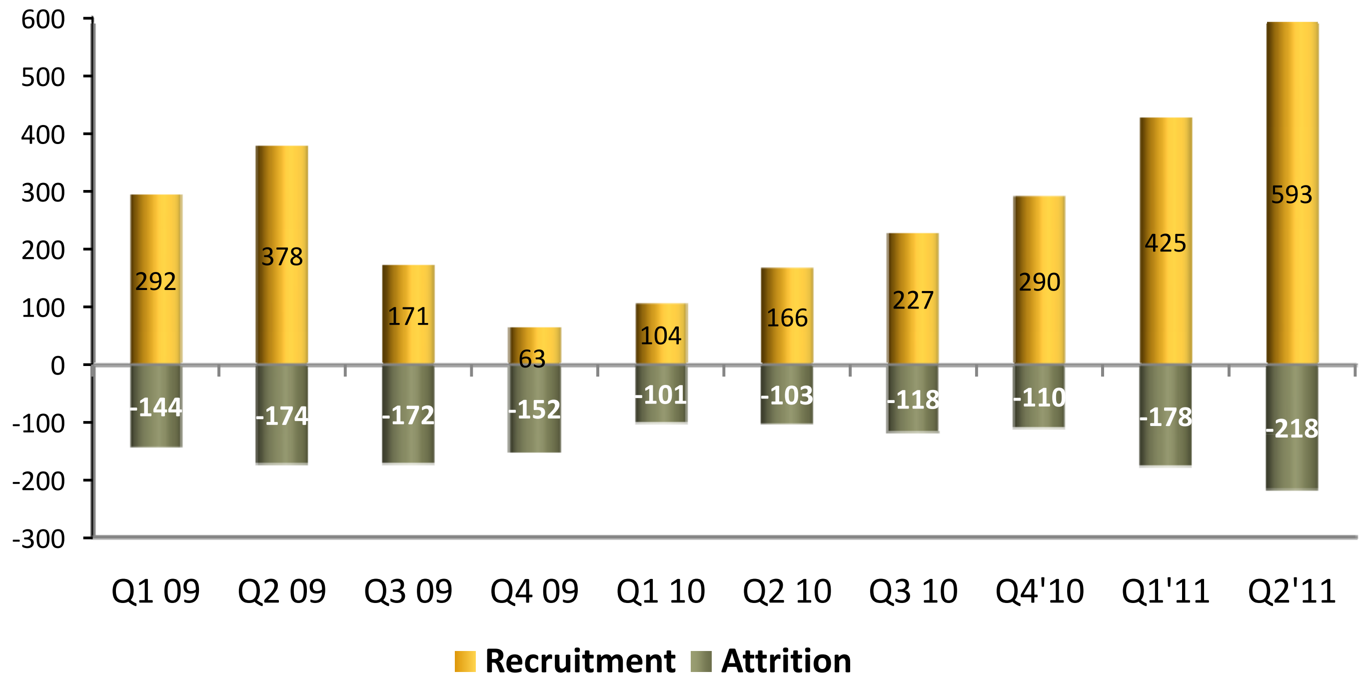


Headcount	Q2 11	Q1 11	Q2 10
Billed	2723	2547	2291
Unbilled + Trainee	356	253	212
Operations Support	61	54	69
Sales	30	28	22
Corporate Functions	277	262	245
Total	**3447**	**3144**	**2839**



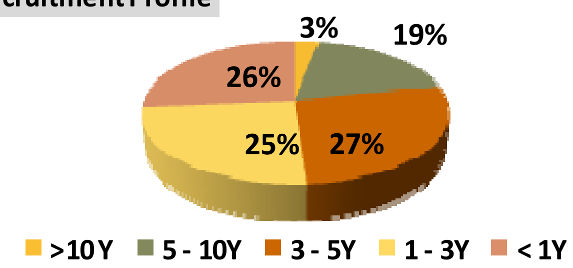
All numbers as of end of period

Recruitment and Attrition Analysis



Attrition (%)	Q2 11	Q1 11	Q2 10	FY10
Software Services	20.5%	20.5%	8.8%	10.4%
Engineering Services	29.9%	16.5%	7.9%	6.2%
Products	28.9%	4.7%	8.3%	3.2%
Overall	**23.8%**	**19.3%**	**8.6%**	**10.3%**

Recruitment Profile



INDIAN GAAP

BALANCE SHEET & KEY FINANCIAL PARAMETERS
Q2 FY11

Balance Sheet Summary

(figures in INR millions)

Sources of Funds	Q2 11	Q1 11	Q2 10
Shareholder's Funds	1,927.47	1,751.57	1,858.57
Share Capital	124.61	124.23	124.23
Share Application Money	0.03	1.95	-
Reserves & Surplus	1,802.83	1,625.39	1,333.92
Loan Funds	234.11	171.10	703.58
Others	391.39	363.45	241.50
Total	**2,552.97**	**2,286.12**	**2,403.23**

Applications of Funds	Q2 11	Q1 11	Q2 10
Fixed Assets	835.48	823.89	889.04
Investments	167.30	113.98	327.81
Liquid	167.30	113.98	327.81
Others	-	-	-
Current Assets	2,368.88	2,156.70	2,044.44
Cash & Bank – Deposits	8.98	8.96	60.12
Cash & Bank – Others	204.06	152.91	172.10
Sundry Debtors	1,091.41	1,019.04	1,020.09
Other Current Assets	1.42	1.28	1.27
Loans and Advances	1,063.02	974.51	790.85
Less: Current Liabilities	818.69	808.45	858.06
Total	**2,552.97**	**2,286.12**	**2,403.23**

Balance sheet position as on period end

Key Financial Data

Parameter	Q2 11	Q1 11	Q2 10	FY10
CAPEX (INR million)	92.86	53.72	81.10	320.55
DSO	70	74	80	71
% Tax	2.2%	-0.3%	-0.3%	0.7%

Outstanding Loans	Q2 11	Q1 11	Q2 10
Term Loan (USD million)	0.80	1.60	4.00
Term Loan (INR million)	-	-	100.00
PCFC Loan (USD million)	4.42	2.07	1.93
Overdraft (USD million)	-	-	6.60

Forward Contracts (Data for USD/INR only)	Q2 11	Q1 11	Q2 10
Cash Flow Hedges (USD million)	101.01	109.04	83.61
Other Contracts (USD million)	-	-	0.30
Total (USD million)	101.01	109.04	**83.91**
Average Rate	48.40	48.38	49.60
> 12 M maturity (USD million)	34.10	44.25	26.29
MTM on Cash Flow Hedges (INR million)	157.47	79.33	36.80
MTM on Other Contracts (INR million)	-	-	0.41
Total (INR million)	**157.47**	**79.33**	**37.21**

Loans & Hedging position as on period end

GENERAL INFORMATION
Q2 FY11

Conference Call Details

- Q2 FY11 Results Conference Call on Friday, Oct 22, 2010 at 18:00 hrs IST
- Geometric will be represented by
  - Mr. G Ravishankar, MD & CEO
- Dial-in details

Location	Toll Number
India	+91 44 2370 2370
Mumbai	+91 22 2821 3311 +91 22 2821 8855
Delhi	+91 11 2685 2727 +91 11 2644 8899
Bangalore	+91 80 2532 6215
Hyderabad	+91 40 2799 2211

Location	Toll Number	Toll Free Number (All)
USA	+91 44 2370 2370	1800 974 0768
UK	+91 44 2370 2370	808 101 6864
Singapore	+91 44 2370 2370	800 101 1941

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 5.12 billion (US Dollars 108.1 million) for the year ended March 2010. It employs 3000+ people across 11 global delivery locations in the US, France, Romania, India, and China. Geometric is assessed at SEI CMMI Level 5 for its software services and ISO 9001:2000 certified for engineering operations.

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END OF PRESENTATION

INTERPRETATION GUIDE FOR REPORTED DATA

Guide 1

Slide #	Item	Explanation
5	Income Statement	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: 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. For EBITDA calculation, amortization software has been added and lease rentals have been reduced in depreciation
6, 21	Onsite, Offshore and Offsite	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
6	H/W Reimbursement	Reimbursement by the customer for hardware cost is recognized as revenue over the life of the hardware
6	Investment Income	Investment income includes dividend from mutual funds, interest earned on bank deposits and profit on sale of mutual fund investments.
7,8	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
7,8	Travel	Reimbursement of travel expenses are grouped under travel expenses while the same has been grouped under other expenses in financial result advertisement
8	Facility	Facility costs include rent and service charges, electricity charges, repairs and maintenance excluding that of EPABX and UPS
8	Facility Depreciation	Includes depreciation on leasehold land, building, electrical installations, office equipments and furniture and fixtures
8	Non-facility Depreciation	Primarily consists of depreciation on computing hardware
8	Lease Rentals	Includes lease rent paid for computing hardware
12 – 14	Revenue Analysis	Analysis reported is for USD operating revenue
15– 16	Revenue Analysis	Analysis reported is for USD operating revenue excluding Products revenues.
12	Service Lines	Software Services - PLM Solutions + OPD business
13, 21	Business Units	Manufacturing IT BU is reported under PLM Solutions BU. Enterprise Products group is reported under Products, though internally it is grouped with PLM Solutions BU.

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	Utilization	Products manpower is included in offshore manpower data. Operations support teams are not considered while calculating % utilization.
21	Business Unit FTE	Distribution of dedicated COR manpower FTE into various BU. Unbilled employees from the common pool are not included in this data.
22	Other Subsidiaries	Other subsidiaries refers to 3DPLM Software Solutions Ltd., a JV with Dassault Systemés of France. Geometric owns 70% share in the JV.

Guide 4

Slide #	Item	Explanation
22	Employee Base	Employee headcount reported includes all permanent employees and non-permanent employees working on billed positions.
22	Experience Profile	Distribution reported is only for COR headcount (i.e. billed, unbilled, trainee and non-billable operations pool).
23	Attrition	Only undesired attrition data is reported. Difference in the net addition reported on slide 22 and difference in headcount reported in slide 23 is on account of desired attrition. % Attrition reported is on an annualized basis.
26	DSO	DSO reported is on a quarterly basis
26	% Tax	Includes impact of FBT and deferred tax
26	CAPEX	Includes normal CAPEX and purchase value of leased computing hardware
26	Outstanding Loans	All FX loans are revalued at the end of the quarter based on the closing exchange rate.
26	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).