

Q4 FY10 Results

26th April 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 2.6% sequentially in US Dollar terms but remained flat in Rupee terms due to strengthening of Rupee against US Dollar
- Operating profit in Q4 10 is lower at INR 116.15MM as compared to INR 146.83MM in Q3 10
- PAT before extra-ordinary and prior period items for the quarter was INR 119.94 MM (9.1% of revenue), positive movement from the loss of INR 195.74MM in Q4 09
- While EPS dropped from INR 2.61 in Q3 10 to INR 1.91 in Q4 10, for the year it has been increased from INR 0.55 per share in FY 09 to INR 7.51 per share in FY 10
- Geometric Engineering (erstwhile Modern Engineering) incurred an operating loss of USD 1.3MM in FY 10 Vs USD 4.2MM in FY 09
- The Board of Directors recommended a dividend of 55% on face value of Rs. 2 per share (including a special dividend of 15% to mark 15 years of incorporation)
- Won new orders worth USD 13.38 MM in Q4 10 compared to USD 7.19 MM in Q3 10
- Total headcount in Q4 10 was 2956 as compared with 2869 in Q3 10

MD & CEO's Message

- We grew 2.6% in US dollar terms, over the previous quarter, as planned. The demand environment has started picking up and we have booked USD 13.38 million worth orders in this quarter as against USD 7.19 million in the previous quarter. We see cautious optimism on spends from our customers, who are largely from the manufacturing sector. However, we expect an increase in non discretionary spends and in-turn an increase in off-shoring.
- In order to improve our customer focus and responsiveness, while ensuring product excellence and scale, we have restructured our organization. We will be organized as a matrix of verticals (Auto, Industrial and Others. Other verticals will be owned by Geographies), and horizontals or business units (Software Services and Engineering Services) based on technology. Both horizontals and verticals will be multi functional units with shared common goals, and will be responsible for their respective P&L.
- With a view to drive better cost efficiencies, we have pre-terminated two high cost office leases in the US. The cost of this pre-termination is USD 600 K. This has been accounted in our financials for the quarter. This pre-termination and movement into a new office space is expected to result in savings in lease rentals from Q2 of FY 11.
- Business related losses for Q4 from our acquired Engineering Services business, after adjusting for unusual hits as mentioned above, are USD 130K. We are confident of this business breaking even in FY11.
- While we are facing headwinds on the exchange front, we have booked forward contracts for the next 24 months at an average rate of 48.72

INDIAN GAAP
FINANCIAL PERFORMANCE
Q4 FY10



Consolidated Income Statement

(figures in INR millions)

Income Statement	Q4 10	Q3 10	Q4 09	Var (QoQ)	Var (YoY)
Operating Revenue (in USD millions)	27.84	27.13	28.13	2.6%	-1.0%
<i>Exchange Rate</i>	<i>45.68</i>	<i>46.77</i>	<i>50.47</i>	<i>-2.3%</i>	<i>-9.5%</i>
Operating Revenue	1,271.71	1,268.75	1,419.65	0.2%	-10.4%
Cost Of Revenue (COR)	783.65	752.44	814.21	4.1%	-3.8%
Contribution	488.05	516.32	605.45	-5.5%	-19.4%
Contribution as % of Operating Revenue	38.4%	40.7%	42.6%		
Sales & Marketing (S&M) Expense	69.14	63.87	64.08	8.3%	7.9%
General & Administrative (G&A) Expense	232.24	229.52	382.59	1.2%	-39.3%
Interest & Bank Charges	6.44	8.00	15.61	-19.6%	-58.8%
Depreciation and Lease Rental	64.08	68.10	75.78	-5.9%	-15.4%
Operating Profit	116.15	146.83	67.39	-20.9%	72.4%
Operating Profit as % of Operating Revenue	9.1%	11.6%	4.7%		
Other Income	39.32	55.20	(254.84)	-28.8%	
Profit Before Tax	155.47	202.03	(187.45)	-23.0%	
PBT as % of Total Revenue	11.9%	15.3%	-16.1%		
EBITDA	210.84	266.23	(107.98)	-20.8%	
EBITDA as % of Total Revenue	16.1%	20.1%	-9.3%		
Tax	4.99	(1.66)	(10.68)	-401.5%	
Minority Interest	30.54	40.36	18.98	-24.3%	60.9%
Profit After Tax (for the period)	119.94	163.33	(195.74)	-26.6%	
PAT as % of Total Revenue	9.1%	12.3%	-16.8%		
Extraordinary Item + Prior Period Adjustment	(1.58)	(0.92)	24.96	71.7%	-106.3%
Adjusted Profit After Tax	118.36	162.41	(170.79)	-27.1%	
PAT as % of Total Revenue	9.0%	12.3%	-14.7%		

Consolidated Income Statement

(figures in INR millions)

Income Statement	FY 10	FY 09	Var
Operating Revenue (in USD millions)	108.12	129.47	-16.5%
<i>Exchange Rate</i>	<i>47.32</i>	<i>46.20</i>	<i>2.4%</i>
Operating Revenue	5,115.62	5,980.79	-14.5%
Cost Of Revenue (COR)	3,043.19	3,666.23	-17.0%
Contribution	2,072.43	2,314.56	-10.5%
Contribution as % of Operating Revenue	40.5%	38.7%	
Sales & Marketing (S&M) Expense	249.90	280.56	-10.9%
General & Administrative (G&A) Expense	936.84	1,191.86	-21.4%
Interest & Bank Charges	36.58	48.19	-24.1%
Depreciation and Lease Rental	262.94	269.91	-2.6%
Operating Profit	586.17	524.04	11.9%
Operating Profit as % of Operating Revenue	11.5%	8.8%	
Other Income	14.09	(454.35)	
Profit Before Tax	600.26	69.69	761.3%
PBT as % of Total Revenue	11.7%	1.3%	
EBITDA	868.36	327.50	165.1%
EBITDA as % of Total Revenue	16.9%	5.9%	
Tax	4.05	40.80	-90.1%
Minority Interest	127.40	94.36	35.0%
Profit After Tax (for the period)	468.80	(65.46)	
PAT as % of Total Revenue	9.1%	-1.2%	
Extraordinary Item + Prior Period Adjustment	(2.19)	134.30	-101.6%
Adjusted Profit After Tax	466.61	68.83	577.9%
PAT as % of Total Revenue	9.1%	1.2%	

Consolidated Revenue Analysis

(figures in INR millions)

Operating Revenue (in USD millions)	Q4 10	% of OPR	Q3 10	% of OPR	Q4 09	% of OPR	FY 10	% of OPR	FY 09	% of OPR
Offshore	13.52	48.5%	13.24	48.8%	13.22	47.0%	53.55	49.5%	57.59	44.5%
Offsite	2.81	10.1%	2.82	10.4%	1.99	7.1%	10.50	9.7%	9.58	7.4%
Onsite	8.98	32.3%	8.94	32.9%	10.47	37.2%	35.04	32.4%	52.18	40.3%
Products	2.27	8.1%	1.84	6.8%	2.08	7.4%	7.89	7.3%	8.73	6.7%
H/W Reimbursement	0.27	1.0%	0.29	1.1%	0.36	1.3%	1.13	1.0%	1.38	1.1%
Total	27.84	100.0%	27.13	100.0%	28.13	100.0%	108.12	100.0%	129.47	100.0%

Operating Revenue	Q4 10	% of OPR	Q3 10	% of OPR	Q4 09	% of OPR	FY 10	% of OPR	FY 09	% of OPR
Offshore	617.38	48.5%	619.48	48.8%	667.27	47.0%	2,533.71	49.5%	2,660.36	44.5%
Offsite	128.47	10.1%	131.77	10.4%	100.68	7.1%	496.76	9.7%	442.77	7.4%
Onsite	410.13	32.3%	417.93	32.9%	528.68	37.2%	1,658.06	32.4%	2,410.42	40.3%
Products	103.51	8.1%	85.93	6.8%	104.80	7.4%	373.48	7.3%	403.33	6.7%
H/W Reimbursement	12.23	1.0%	13.65	1.1%	18.23	1.3%	53.61	1.0%	63.92	1.1%
Total	1,271.71	100.0%	1,268.75	100.0%	1,419.65	100.0%	5,115.62	100.0%	5,980.79	100.0%

Other Income	Q4 10	% of OPR	Q3 10	% of OPR	Q4 09	% of OPR	FY 10	% of OPR	FY 09	% of OPR
Investment Income	2.67	0.2%	4.63	0.3%	3.37	0.3%	26.87	0.5%	22.30	0.4%
Sale of Assets	0.55	0.0%	1.06	0.1%	-	0.0%	2.08	0.0%	-	0.0%
FX Gain/(Loss)	35.75	2.7%	45.92	3.5%	(258.74)	-22.2%	(19.72)	-0.4%	(483.58)	-8.8%
Others	0.35	0.0%	3.59	0.3%	0.53	0.0%	4.85	0.1%	6.93	0.1%
Total	39.32	3.0%	55.20	4.2%	(254.84)	-21.9%	14.09	0.3%	(454.35)	-8.2%

Consolidated Cost Analysis

(figures in INR millions)

Cost Of Revenue	Q4 10	% of OPR	Q3 10	% of OPR	Q4 09	% of OPR	FY 10	% of OPR	FY09	% of OPR
Manpower	694.57	55%	678.14	53%	716.57	50%	2,715.70	53%	3,229.69	54%
Travel	24.68	2%	24.69	2%	30.92	2%	87.02	2%	161.59	3%
Software amortization	16.40	1%	15.45	1%	15.02	1%	64.65	1%	56.61	1%
Other Software	34.11	3%	23.17	2%	37.84	3%	124.27	2%	146.62	2%
Staff Welfare	10.04	1%	7.15	1%	7.74	1%	34.95	1%	51.43	1%
Data Communication	3.85	0%	3.83	0%	6.11	0%	16.60	0%	20.28	0%
Total	783.65	62%	752.44	59%	814.21	57%	3,043.20	59%	3,666.22	61%

S&M Expense	Q4 10	% of OPR	Q3 10	% of OPR	Q4 09	% of OPR	FY 10	% of OPR	FY09	% of OPR
Manpower	48.26	4%	44.85	4%	47.89	3%	173.02	3%	186.22	3%
Travel	7.78	1%	8.47	1%	2.37	0%	27.57	1%	22.87	0%
Communication	0.90	0%	1.46	0%	3.04	0%	6.19	0%	12.20	0%
Other Business Expenses	12.19	1%	9.09	1%	10.77	1%	43.11	1%	59.27	1%
Total	69.14	5%	63.87	5%	64.08	5%	249.90	5%	280.56	5%

Consolidated Cost Analysis

(figures in INR millions)

G&A Expense	Q4 10	% of OPR	Q3 10	% of OPR	Q4 09	% of OPR	FY 10	% of OPR	FY09	% of OPR
Manpower	79.23	6%	77.55	6%	93.99	7%	323.68	6%	339.83	6%
Travel	10.77	1%	10.23	1%	5.41	0%	41.16	1%	44.96	1%
Facility	115.93	9%	96.51	8%	128.25	9%	362.71	7%	408.32	7%
Recruitment	4.83	0%	1.29	0%	1.54	0%	7.13	0%	16.39	0%
Training	3.70	0%	6.34	0%	3.41	0%	21.21	0%	21.21	0%
Communication & Information System	8.60	1%	6.82	1%	14.22	1%	35.33	1%	54.19	1%
Legal & Professional	21.02	2%	22.94	2%	34.24	2%	87.71	2%	115.11	2%
Bad Debts	(31.23)	-2%	(9.16)	-1%	74.93	5%	(2.88)	0%	93.33	2%
Others	19.38	2%	17.00	1%	22.45	2%	44.38	1%	82.45	1%
Total	232.24	18%	229.52	18%	382.59	27%	936.84	18%	1,191.86	20%

Depreciation & Lease Rentals	Q4 10	% of OPR	Q3 10	% of OPR	Q4 09	% of OPR	FY 10	% of OPR	FY09	% of OPR
Facility Depreciation	14.52	1%	13.37	1%	15.79	1%	55.88	1%	49.97	1%
Non-facility Depreciation	25.56	2%	27.38	2%	29.81	2%	111.00	2%	103.04	2%
Lease Rentals	23.99	2%	27.35	2%	30.18	2%	96.07	2%	116.90	2%
Total	64.08	5%	68.10	5%	75.78	5%	262.94	5%	269.91	5%

Operating Revenue: Q4 10 vs. Q3 10

- Operating revenue in USD terms increased by 2.6% from previous quarter
 - Major impact due to increase in products revenue
 - Increase largely attributed to DFMPro orders which were expected to close in Q3
 - Engineering services-India revenue grew by 13.8% & Engineering services-US grew by 8.4%
 - 8.8% reduction in PLMS on account of fixed price contract which is expected to start in Q1 FY11
- Operating revenue in INR terms increased by 0.2% on account of 2.3% appreciation of INR Vs USD compared to Q3 10

Costs: Q4 10 vs. Q3 10

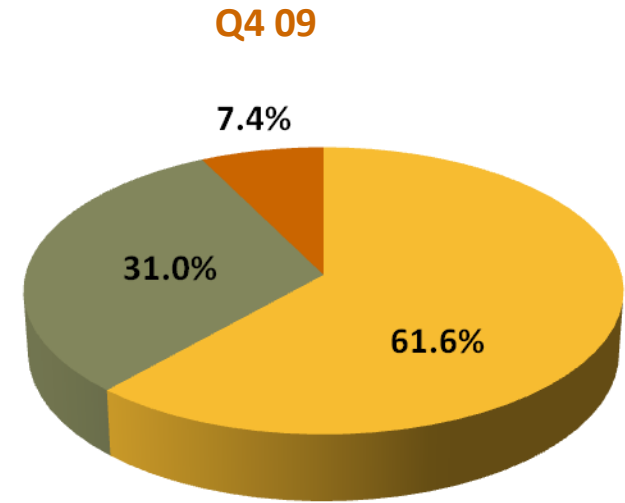
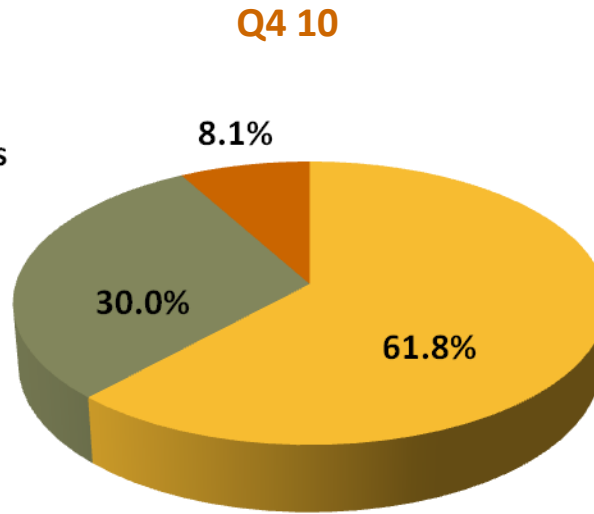
- Cost of Revenue increased by 4.0% over previous quarter
 - Overall billable effort increased by 1.3%
 - Maintained resources in PLMS in Q4 10 post completion of large FP project expected to start in Q1 11
- S&M costs increased by 8.3% due to the recruitment of 2 new salespersons and provision of sales commission
- G&A expenses increased by 1.2% mainly on account of lease termination in US
- Interest cost lower due to the repayment of loans

REVENUE & CLIENT DATA Q4 FY10



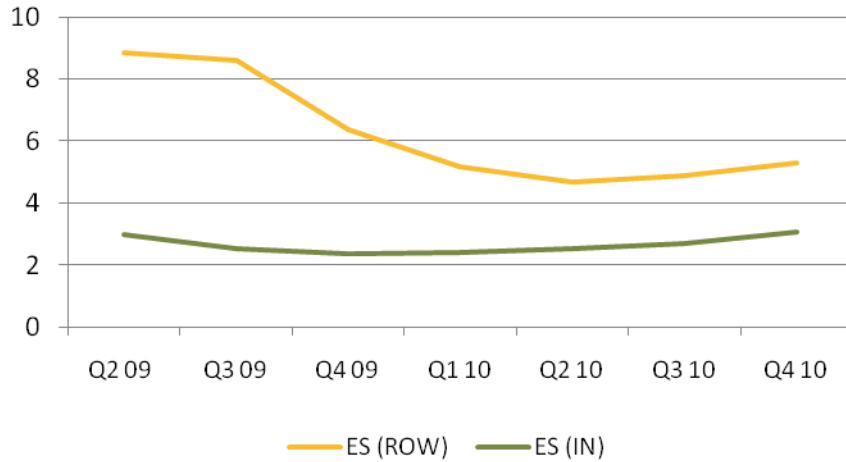
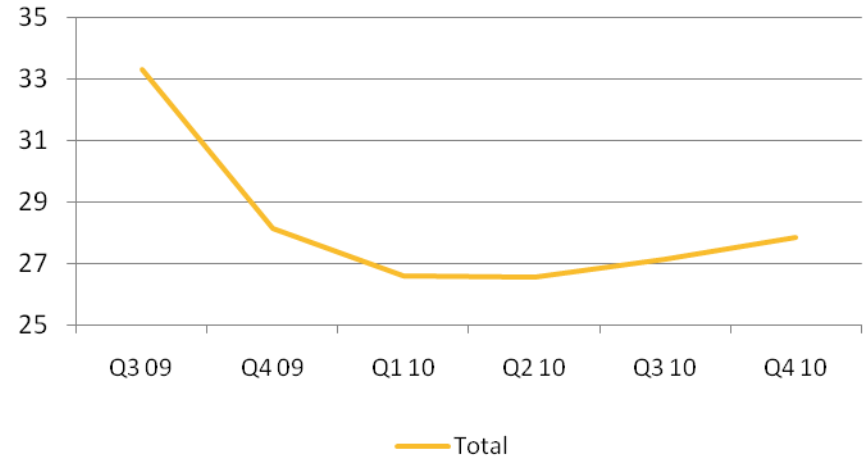
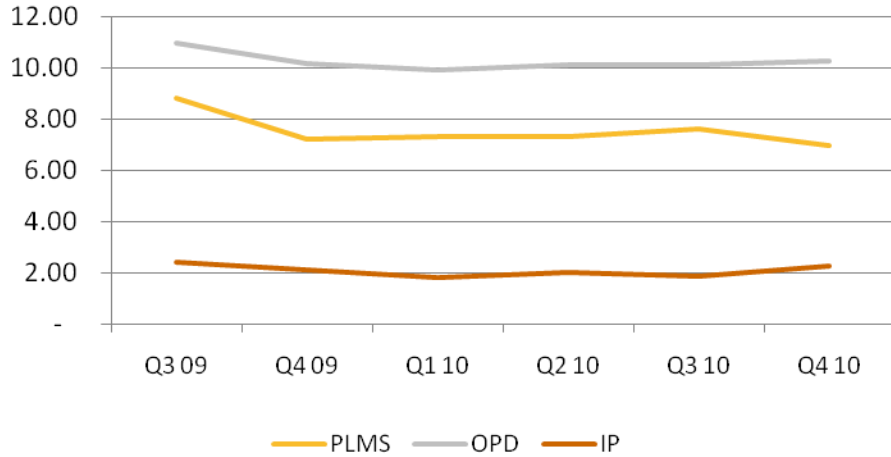
Service Lines

- Software Services
- Engineering Services
- Products



Service Line (%)	Q4 10	Q3 10	Q4 09	FY 10	FY09
Software Services	61.8%	65.3%	61.6%	64.3%	60.3%
Engineering Services	30.0%	27.9%	31.0%	28.4%	33.0%
Products	8.1%	6.8%	7.4%	7.3%	6.7%

BU-wise Revenue Trend

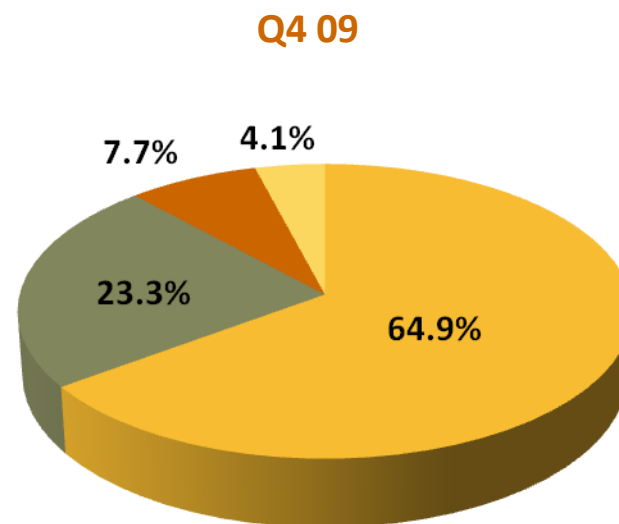
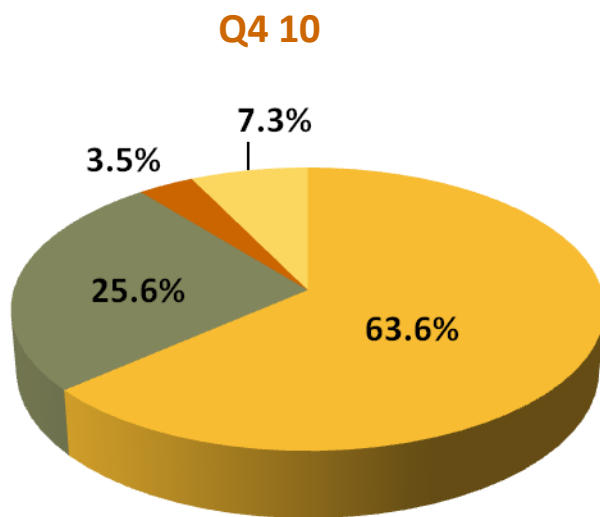


Business Unit	Q3 09	Q4 09	Q1 10	Q2 10	Q3 10	Q4 10
PLM Solutions	8.82	7.18	7.31	7.30	7.62	6.95
Outsourced Product Development	10.97	10.14	9.88	10.08	10.09	10.27
Products (IP)	2.42	2.08	1.81	1.98	1.84	2.27
Engineering Services (ROW)	8.60	6.37	5.19	4.66	4.87	5.28
Engineering Services (India)	2.51	2.36	2.41	2.52	2.71	3.08
Total	33.31	28.13	26.61	26.54	27.13	27.84

All numbers in USD MM

Regions

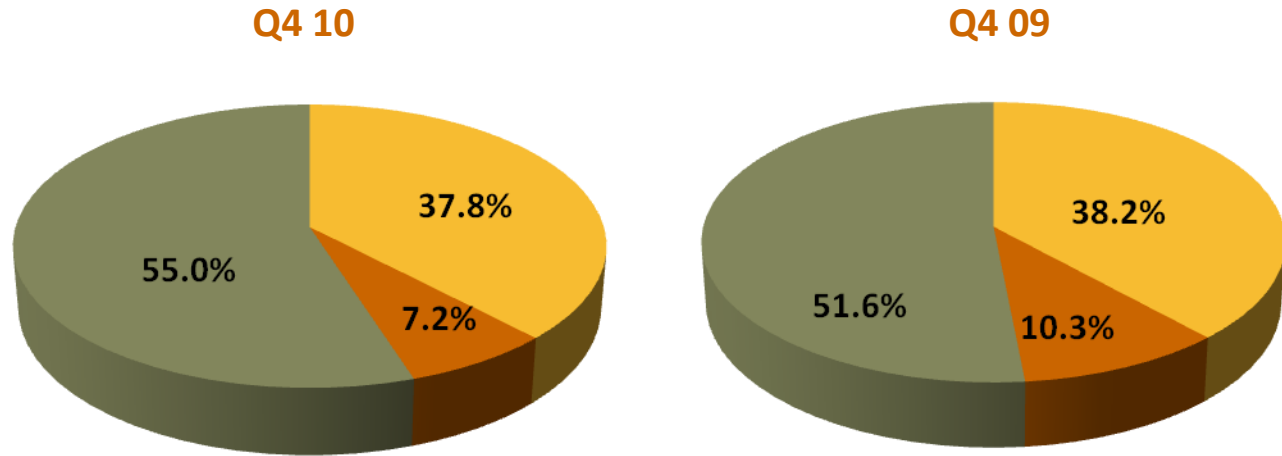
- USA
- Europe
- APAC
- India



Region (%)	Q4 10	Q3 10	Q4 09	FY 10	FY09
USA	63.6%	63.3%	64.9%	63.3%	67.1%
Europe	25.6%	26.0%	23.3%	26.2%	22.5%
APAC	3.5%	3.9%	7.7%	4.7%	6.7%
India	7.3%	6.8%	4.1%	5.8%	3.7%

Customer Segments

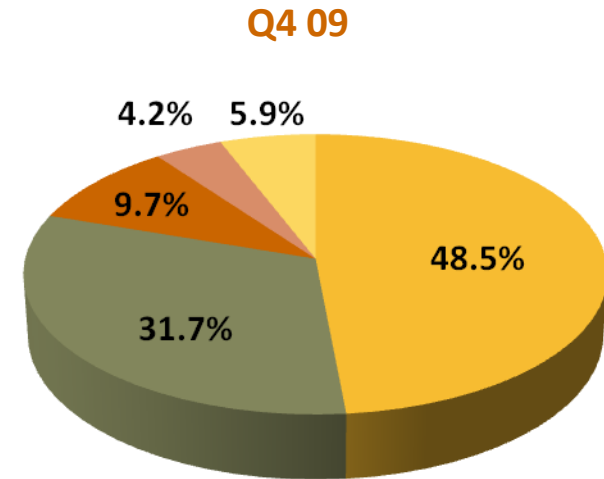
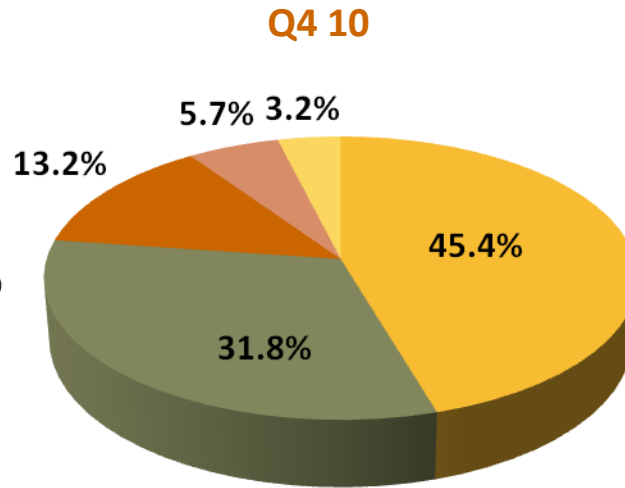
- Software ISV
- Strategic Partners
- Direct Industrial



Customer Profile (%)	Q4 10	Q3 10	Q4 09	FY 10	FY09
Software ISV	37.8%	37.9%	38.2%	38.8%	35.7%
Strategic Partners	7.2%	8.4%	10.3%	8.4%	11.9%
Direct Industrial	55.0%	53.7%	51.6%	52.8%	52.4%

Industry Verticals

- Software ISV and Partners
- Automotive
- Agri and Construction Equip
- Industrial and Marine Eng
- Others



Vertical (%)	Q4 10	Q3 10	Q4 09	FY 10	FY09
Software ISV and Partners	45.4%	46.6%	48.5%	47.5%	47.7%
Automotive	31.8%	33.6%	31.7%	32.5%	31.5%
Agricultural and Construction Machinery	13.2%	11.1%	9.7%	10.8%	11.0%
Industrial and Marine Engineering	5.7%	5.3%	4.2%	5.3%	4.6%
Others	3.9%	3.4%	5.9%	3.9%	5.3%

Revenue & Customer Analysis

Project Type (%)	Q4 10	Q3 10	Q4 09	FY 10	FY09
Time & Material	79.4%	79.1%	80.8%	81.5%	81.4%
Fixed Price	20.6%	20.9%	19.2%	18.5%	18.6%

New/ Repeat Business (%)	Q4 10	Q3 10	Q4 09	FY 10	FY09
Existing Customer – Existing Business	85.4%	87.6%	91.4%	89.8%	84.8%
Existing Customer – New Business	12.3%	11.4%	2.9%	8.9%	8.3%
New customer – New Business	2.3%	1.0%	5.7%	1.3%	6.9%

Revenue (%)	Q4 10	Q3 10	Q4 09	FY 10	FY09
Top 1	26%	28%	26%	30%	25%
Top 5	52%	54%	50%	56%	50%
Top 10	67%	69%	64%	72%	65%
Number of customers with more than 5% revenue contribution	4	6	3	4	4

Clients	Q4 10	Q3 10	Q4 09	FY 10	FY09
> \$ 10 million	2	1	1	2	1
\$5 - \$10 million	4	5	4	4	4
\$1 - \$5 million	13	13	11	13	11
< \$1 million	81	86	94	81	94

Customer & Deal Analysis

Clients	Q4 10	Q3 10	Q4 09	FY10	FY09
Total number of active clients	100	105	110	100	110
Number of new clients added	7	10	13	37	55

New Clients – Q4 10	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
Others	2	1		1	4
Total	3	2	0	2	7

Order Book (USD million)	Q4 10	Q3 10	Q4 09	FY10	FY09
New deals won	13.38	7.19	4.57	48.99	29.50

New Deal Analysis – Q4 10 (USD million)	US	Europe	APAC	India	Total
Engineering	6.46	0.20	0.91	0.15	7.72
PLMS	3.59	0.42	0.10	0.03	4.14
SPLS	0.87	0.04	0.07	0.15	1.13
Products (through Geometric sales force)	0.25	0.07	0.07	-	0.39
Total	11.17	0.73	1.16	0.32	13.38

Business Highlights

- **General business highlights**

- Launch of CAMWorks 2010, with improved machining capabilities for Turning and Multi-axis milling
- Release of DFMPPro version 2.1 for SolidWorks and Pro/Engineer with a new Injection Molding module
- DFMPPro recognized as a top innovation at Innovations 2010

- **Customer wins**

- An engagement with a global agricultural and equipment major for a new business offering in engineering services
- Product data management deal with a global Auto OEM
- Product design and analysis services project with a global Tier 1 Auto OEM
- An engagement with a global Oil and Gas equipment manufacturer, for a PLM application upgrade
- A deal with a global aerospace systems manufacturer, for PLM application maintenance and support
- An engagement with a global agricultural and equipment manufacturer, for providing services in the area of supplier collaboration

OPERATIONS & HR DATA

Q4 FY10



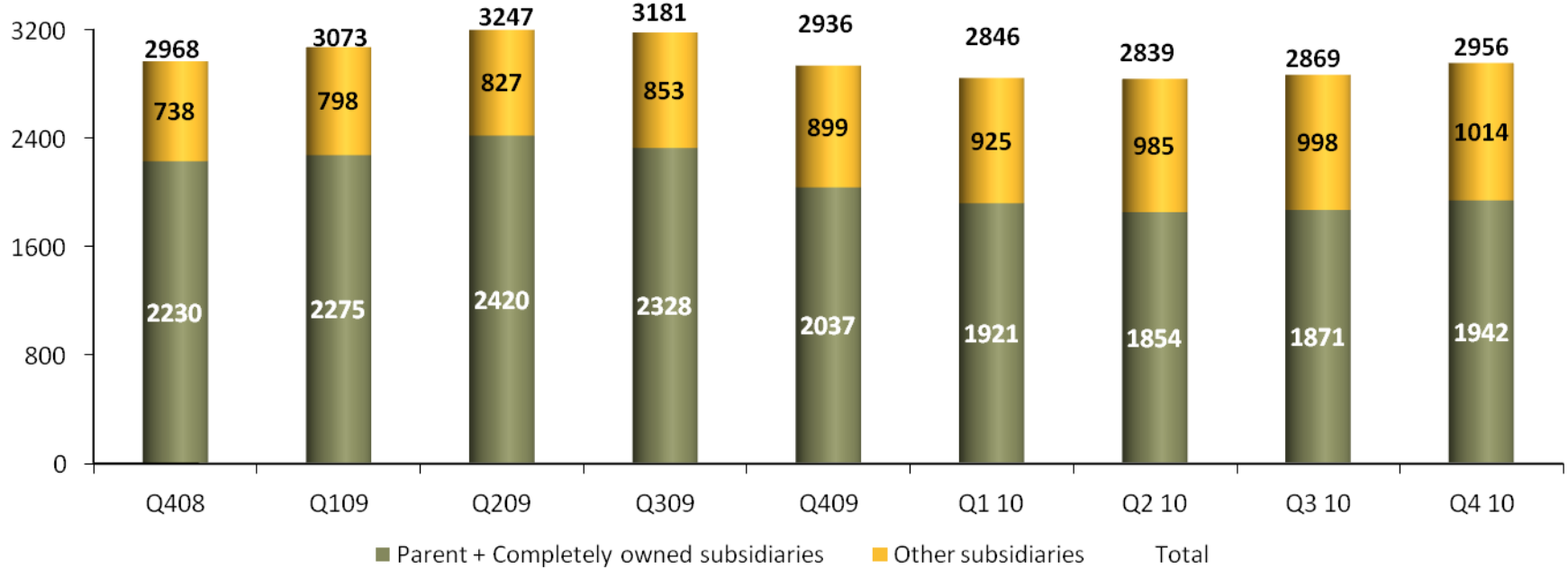
Operational Parameters

COR Manpower (FTE)	Q4 10	Q3 10	Q4 09	FY10	FY09
Billed – Offshore	1,644.68	1,609.00	1,629.00	1,603.42	1,604.83
Billed – Offsite	396.33	382.67	256.67	334.08	274.92
Billed – Onsite	314.44	315.33	403.33	330.86	483.92
Unbilled	203.55	229.33	345.67	239.64	300.25
Trainee	12.00	1.00	-	4.50	47.75
Operations Support	58.67	57.00	79.67	62.92	80.17
Total	2,629.67	2,594.33	2,714.33	2,575.42	2,791.83

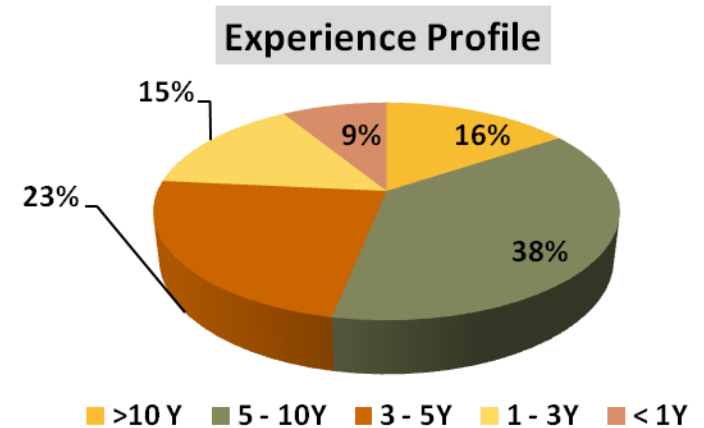
Utilization (%)	Q4 10	Q3 10	Q4 09	FY10	FY09
Including Trainees – Overall	89.6%	90.9%	86.9%	90.3%	87.2%
Including Trainees – Offshore + Offsite	89.5%	90.5%	85.6%	90.0%	85.6%
Including Trainees – Onsite	90.2%	94.0%	93.3%	92.3%	93.9%
Excluding Trainees	90.0%	91.0%	86.9%	90.4%	88.7%

Business Unit (FTE)	Q4 10	Q3 10	Q4 09	FY10	FY09
PLM Solutions	479.00	486.33	468.00	475.94	510.67
Outsourced Product Development	1,198.00	1,192.33	1,156.00	1,163.69	1,150.75
Products (IP)	100.67	97.33	116.33	99.58	120.83
Engineering Services (ROW)	226.00	208.67	326.67	244.00	375.75
Engineering Services (India)	435.67	387.00	383.00	371.62	371.33
Total	2,439.33	2,371.67	2,450.00	2,354.83	2,529.33

Employee Base

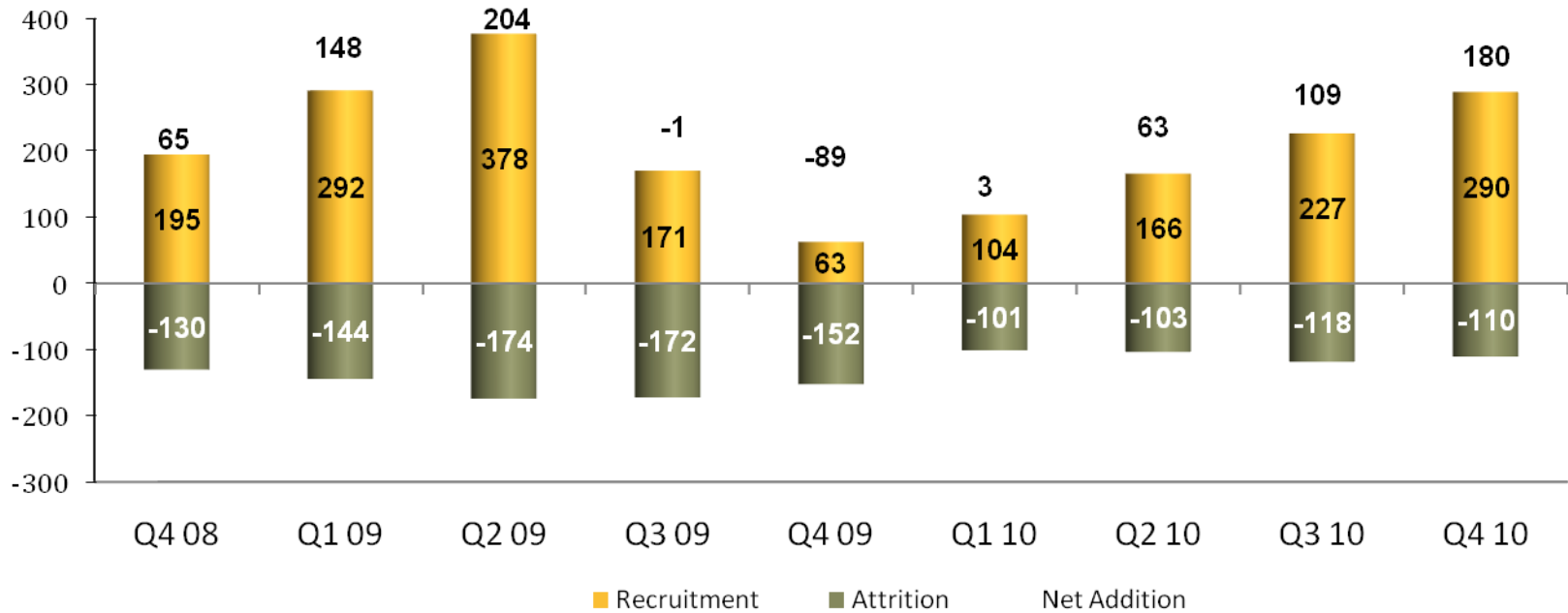


Headcount	Q4 10	Q3 10	Q409
Billed	2410	2313	2249
Unbilled + Trainee	198	227	295
Operations Support	63	59	86
Sales	23	20	22
Corporate Functions	262	250	284
Total	2956	2869	2936

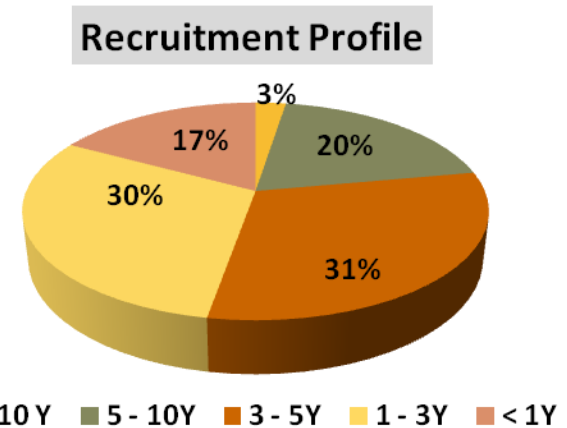


All numbers as of end of period

Recruitment and Attrition Analysis



Attrition (%)	Q4 10	Q3 10	Q4 09	FY10	FY09
Software Services	14.6%	11.0%	7.9%	10.4%	10.2%
Engineering Services	6.0%	10.0%	7.4%	6.2%	8.4%
Products	0.0%	4.8%	13.0%	3.2%	8.9%
Overall	12.5%	12.9%	29.0%	10.3%	9.2%



INDIAN GAAP

BALANCE SHEET & KEY FINANCIAL PARAMETERS

Q4 FY10



Balance Sheet Summary

(figures in INR millions)

Sources of Funds	Q4 10	Q3 10	Q4 09
Shareholder's Funds	1,858.57	1,675.52	1,038.25
Share Capital	124.23	124.23	124.23
Reserves & Surplus	1,734.34	1,551.29	914.02
Loan Funds	185.30	307.90	1,168.79
Others	367.40	325.66	211.12
Total	2,411.27	2,309.07	2,418.16

Applications of Funds	Q4 10	Q3 10	Q4 09
Net Fixed Assets	796.13	768.45	818.18
Goodwill	74.46	74.46	74.46
Investments	166.98	193.94	200.01
Liquid	166.98	193.94	200.01
Others	-	-	-
Current Assets	1,875.18	1,872.95	2,355.10
Cash & Bank – Deposits	60.47	60.71	339.62
Cash & Bank – Others	89.20	91.62	247.30
Sundry Debtors	924.96	931.25	1,079.34
Other Current Assets	800.54	789.36	688.84
Less: Current Liabilities	501.48	600.73	1,029.58
Total	2,411.27	2,309.07	2,418.16

Balance sheet position as on period end

Key Financial Data

Parameter	Q4 10	Q3 10	Q4 09	FY10	FY09
CAPEX (INR million)	98.34	41.14	67.17	320.55	225.33
DSO	71	75	70	71	70
% Tax	3.2%	-0.8%	5.7%	0.6%	58.5%

Outstanding Loans	Q4 10	Q3 10	Q4 09
Term Loan (USD million)	2.40	3.20	5.60
Term Loan (INR million)	-	50.00	200.00
PCFC Loan (USD million)	1.72	2.33	5.40
Overdraft (USD million)	-	-	8.10

Forward Contracts (Data for USD/INR only)	Q4 10	Q3 10	Q4 09
Cash Flow Hedges (USD million)	85.87	75.73	42.99
Other Contracts (USD million)	-	-	11.22
Total (USD million)	85.87	75.73	54.20
Average Rate	48.72	49.31	46.20
> 12 M maturity (USD million)	25.00	15.36	-
MTM on Cash Flow Hedges (INR million)	230.79	142.89	(192.44)
MTM on Other Contracts (INR million)	-	-	(81.42)
Total (INR million)	230.79	142.89	(273.85)

Loans & Hedging position as on period end

GENERAL INFORMATION

Q4 FY10



Conference Call Details

- Q4 FY10 Results Conference Call on Monday, April 26, 2010 at 18:30 hrs IST
- Geometric will be represented by
 - Mr. G Ravishankar, MD & CEO
 - Ms. Priya Jadhav, VP Finance
- 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 close to 3000 people across 10 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
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>
10, 23	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>
8	H/W Reimbursement	Reimbursement by the customer for hardware cost is recognized as revenue over the life of the hardware
8	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
14 – 16	Revenue Analysis	Analysis reported is for USD operating revenue
17 – 18	Revenue Analysis	Analysis reported is for USD operating revenue excluding Products revenues.
14	Service Lines	Software Services - PLM Solutions + OPD business
15, 23	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
17	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.
19	Project Type Revenue Analysis	Analysis reported is for USD operating revenue excluding Products and H/W reimbursement revenue.
19	Customer Revenue Analysis	Analysis reported is for USD operating revenue. Distribution is on the basis of annualized figures (i.e. quarterly revenue x 4).
19 – 20	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.
20	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.
23	COR Manpower FTE	Unbilled may be at offshore or onsite. Trainees only at offshore. Products FTE included in respective Billed category based on location.
23	Utilization	Products manpower is included in offshore manpower data. Operations support teams are not considered while calculating % utilization.
23	Business Unit FTE	Distribution of dedicated COR manpower FTE into various BU. Unbilled employees from the common pool are not included in this data.
24	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
24	Employee Base	Employee headcount reported includes all permanent employees and non-permanent employees working on billed positions.
24	Experience Profile	Distribution reported is only for COR headcount (i.e. billed, unbilled, trainee and non-billable operations pool).
25	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.
28	DSO	DSO reported is on a quarterly basis
28	% Tax	Includes impact of FBT and deferred tax
28	CAPEX	Includes normal CAPEX and purchase value of leased computing hardware
28	Outstanding Loans	All FX loans are revalued at the end of the quarter based on the closing exchange rate.
28	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).