

Q1 FY11 Results

23rd Jul 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 6.3% sequentially in US Dollar terms and 6.5% in Rupee terms – mainly attributed to the volume growth
- PAT before extra-ordinary and prior period items for the quarter down from INR 119.94MM in Q4 10 to INR 108.15 MM – essentially because of the salary hike and one time impact of 16.5 MM due to change in gratuity law
- Geometric Engineering (erstwhile Modern Engineering) achieved break-even in Q1 FY11 as compared to a loss of USD 330k in Q4'10 & USD 1.3mn for FY10.
- Won new orders worth USD 9.22 MM in Q1 11
- Total headcount in Q1 10 was 3144 as compared with 2956 in Q4 10

INDIAN GAAP
FINANCIAL PERFORMANCE
Q1 FY11



Consolidated Income Statement

(figures in INR millions)

Income Statement	Q1 11	Q4 10	Q1 10	Var (QoQ)	Var (YoY)
Operating Revenue (in USD millions)	29.59	27.84	26.61	6.3%	11.2%
<i>Exchange Rate</i>	45.78	45.68	48.60	0.2%	-5.8%
Operating Revenue	1,354.50	1,271.71	1,293.23	6.5%	4.7%
Cost Of Revenue (COR)	917.18	776.88	762.46	18.1%	20.3%
Contribution	437.32	494.83	530.77	-11.6%	-17.6%
Contribution as % of Operating Revenue	32.3%	38.9%	41.0%		
Sales & Marketing (S&M) Expense	69.43	75.91	60.76	-8.5%	14.3%
General & Administrative (G&A) Expense	250.64	232.24	223.86	7.9%	12.0%
Interest & Bank Charges	2.58	6.44	12.20	-59.9%	-78.9%
Depreciation and Lease Rental	59.64	64.08	62.94	-6.9%	-5.2%
Operating Profit	55.02	116.15	171.01	-52.6%	-67.8%
Operating Profit as % of Operating Revenue	4.1%	9.1%	13.2%		
Other Income	81.63	39.32	(51.97)	107.6%	
Profit Before Tax	136.66	155.47	119.04	-12.1%	14.8%
PBT as % of Total Revenue	9.5%	11.9%	9.6%		
EBITDA	196.70	218.39	186.51	-9.9%	5.5%
EBITDA as % of Total Revenue	13.7%	16.7%	15.0%		
Tax	(0.47)	4.99	10.49		
Minority Interest	28.98	30.54	23.32	-5.1%	24.3%
Profit After Tax (for the period)	108.15	119.94	85.23	-9.8%	26.9%
PAT as % of Total Revenue	7.5%	9.1%	6.9%		
Extraordinary Item + Prior Period Adjustment	(2.30)	(1.58)	(1.75)		
Adjusted Profit After Tax	105.85	118.36	83.48	-10.6%	26.8%
PAT as % of Total Revenue	7.4%	9.0%	6.7%		

Consolidated Revenue Analysis

(figures in INR millions)

Operating Revenue (in USD millions)	Q1 11	% of OPR	Q4 10	% of OPR	Q1 10	% of OPR	FY 10	% of OPR
Offshore	13.51	45.7%	13.52	48.5%	13.35	50.2%	53.55	49.5%
Offsite	3.10	10.5%	2.81	10.1%	2.22	8.3%	10.50	9.7%
Onsite	10.86	36.7%	8.98	32.3%	8.93	33.6%	35.04	32.4%
Products	1.87	6.3%	2.27	8.1%	1.81	6.8%	7.89	7.3%
H/W Reimbursement	0.25	0.8%	0.27	1.0%	0.29	1.1%	1.13	1.0%
Total	29.59	100.0%	27.84	100.0%	26.61	100.0%	108.12	100.0%

Operating Revenue	Q1 11	% of OPR	Q4 10	% of OPR	Q1 10	% of OPR	FY 10	% of OPR
Offshore	618.42	45.7%	617.38	48.5%	649.06	50.2%	2,533.71	49.5%
Offsite	142.01	10.5%	128.47	10.1%	107.90	8.3%	496.76	9.7%
Onsite	497.35	36.7%	410.13	32.3%	434.02	33.6%	1,658.06	32.4%
Products	85.48	6.3%	103.51	8.1%	87.97	6.8%	373.48	7.3%
H/W Reimbursement	11.24	0.8%	12.23	1.0%	14.29	1.1%	53.61	1.0%
Total	1,354.50	100.0%	1,271.71	100.0%	1,293.23	100.0%	5,115.62	100.0%

Other Income	Q1 11	% of OPR	Q4 10	% of OPR	Q1 10	% of OPR	FY 10	% of OPR
Investment Income	1.60	0.1%	2.67	0.2%	14.50	1.2%	26.87	0.5%
Sale of Assets	-	0.0%	0.55	0.0%	0.00	0.0%	2.08	0.0%
FX Gain/(Loss)	78.49	5.5%	35.75	2.7%	(67.35)	-5.4%	(19.72)	-0.4%
Others	1.54	0.1%	0.35	0.0%	0.88	0.1%	4.85	0.1%
Total	81.63	5.7%	39.32	3.0%	(51.97)	-4.2%	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	Q1 11	% of OPR	Q4 10	% of OPR	Q1 10	% of OPR	FY 10	% of OPR
Manpower	824.16	61%	688.46	54%	670.89	52%	2,696.53	53%
Travel	34.97	3%	24.02	2%	25.21	2%	85.46	2%
Software amortization	17.01	1%	16.40	1%	18.37	1%	64.65	1%
Other Software	31.64	2%	34.11	3%	33.87	3%	124.27	2%
Staff Welfare	6.13	0%	10.04	1%	9.25	1%	34.95	1%
Data Communication	3.28	0%	3.85	0%	4.87	0%	16.60	0%
Total	917.18	68%	776.88	61%	762.46	59%	3,022.46	59%

S&M Expense	Q1 11	% of OPR	Q4 10	% of OPR	Q1 10	% of OPR	FY 10	% of OPR
Manpower	54.37	4%	54.36	4%	38.49	3%	192.19	4%
Travel	7.40	1%	8.44	1%	6.49	1%	29.13	1%
Communication	0.56	0%	0.90	0%	1.96	0%	6.19	0%
Other Business Expenses	7.11	1%	12.19	1%	13.82	1%	43.11	1%
Total	69.43	5%	75.91	6%	60.76	5%	270.63	5%

Increase in manpower cost due to salary hike and one-time impact of gratuity

Consolidated Cost Analysis

(figures in INR millions)

G&A Expense	Q1 11	% of OPR	Q4 10	% of OPR	Q1 10	% of OPR	FY 10	% of OPR
Manpower	86.28	6%	79.23	6%	83.52	6%	323.68	6%
Travel	8.64	1%	10.77	1%	10.81	1%	41.16	1%
Facility	81.68	6%	115.93	9%	75.94	6%	362.71	7%
Recruitment	7.14	1%	4.83	0%	0.58	0%	7.13	0%
Training	5.33	0%	3.70	0%	2.36	0%	21.21	0%
Communication & Information System	10.03	1%	8.60	1%	11.17	1%	35.33	1%
Legal & Professional	22.17	2%	21.02	2%	27.24	2%	87.71	2%
Bad Debts	10.41	1%	(31.23)	-2%	1.81	0%	(2.88)	0%
Others	18.96	1%	19.38	2%	10.43	1%	44.38	1%
Total	250.64	19%	232.24	18%	223.86	17%	936.84	18%

Depreciation & Lease Rentals	Q1 11	% of OPR	Q4 10	% of OPR	Q1 10	% of OPR	FY 10	% of OPR
Facility Depreciation	14.01	1%	14.52	1%	12.91	1%	55.88	1%
Non-facility Depreciation	26.45	2%	25.56	2%	25.98	2%	111.00	2%
Lease Rentals	19.18	1%	23.99	2%	24.04	2%	96.07	2%
Total	59.64	4%	64.08	5%	62.94	5%	262.94	5%

Operating Revenue: Q1 11 vs. Q4 10

- Operating revenue in USD terms increased by 6.3% from previous quarter
 - Software services revenue grew by 3.0% from USD 17.21 MM in Q4 10 to USD 17.73 MM in Q1 11
 - Growth in PLMS revenue by 3.1% from USD 6.95 MM in Q4 10 to USD 7.16 MM in Q1 11
 - SPE revenue increased by 2.9% from USD 10.27 MM in Q4 10 to USD 10.57 MM in Q1 11
 - Engineering services revenue grew by 19.4% from USD 8.36 MM in Q4 10 to USD 9.99 MM in Q1 11

Costs: Q1 11 vs. Q4 10

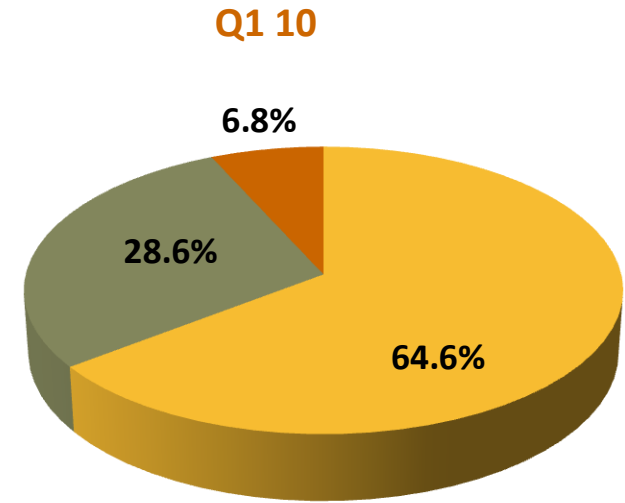
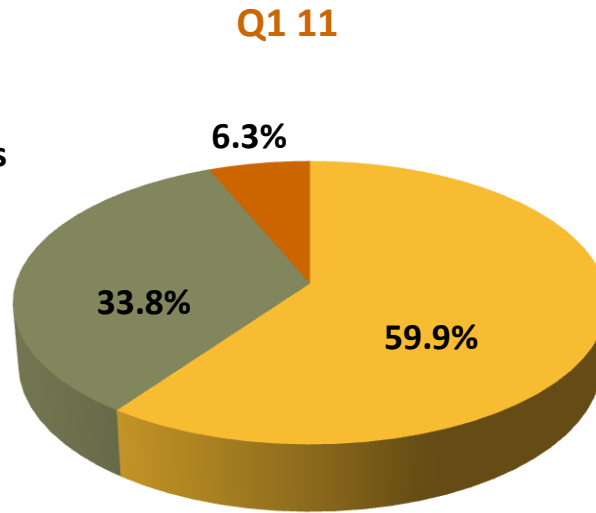
- Cost of Revenue increased by 18.1% over previous quarter
 - Salary hike with effect from April
 - One time impact of 16.5 MM due to change in gratuity law
- G&A expenses up by 7.9% - mainly because of net impact of reversals of Provision for Doubtful Debts of INR 31.23 MM in Q4 and additional provision of INR 10.41 MM in Q1 based upon the policy of making the provisions for the debtors of more than 180 days
- Interest cost lower due to the repayment of loans

REVENUE & CLIENT DATA Q1 FY11



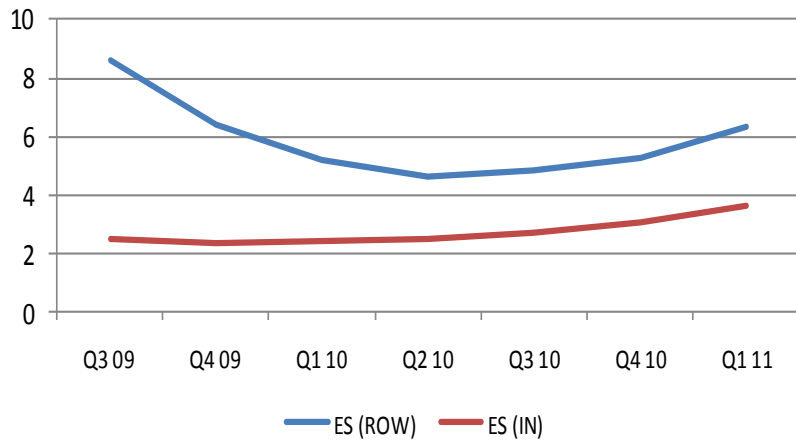
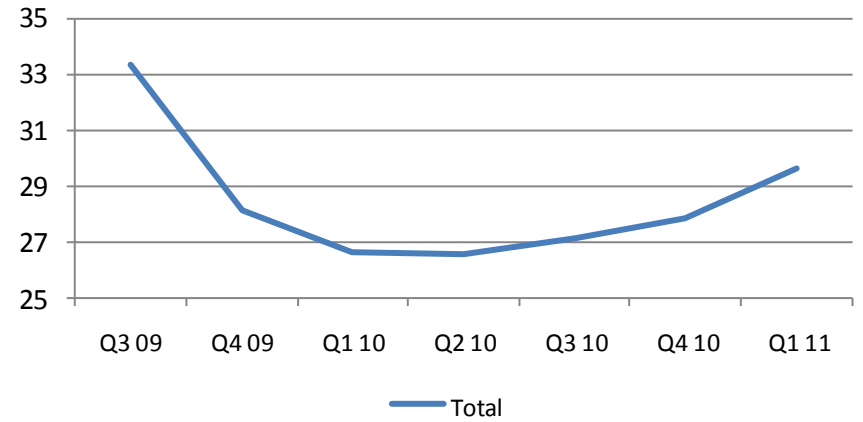
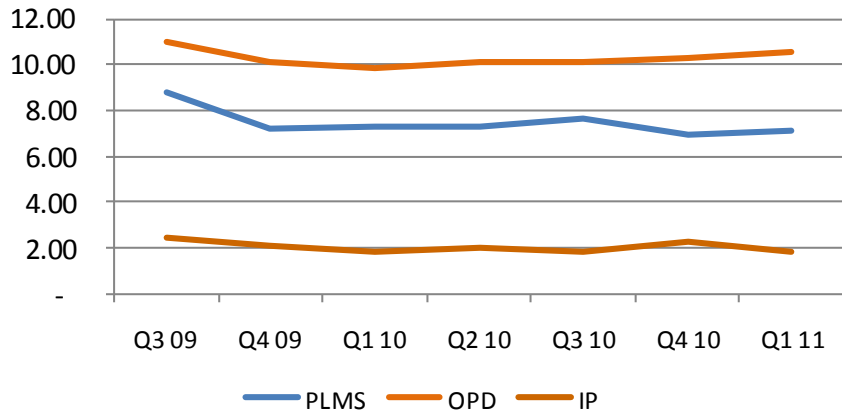
Service Lines

- Software Services
- Engineering Services
- Products



Service Line (%)	Q1 11	Q4 10	Q1 10	FY 10
Software Services	59.9%	61.8%	64.6%	64.3%
Engineering Services	33.8%	30.0%	28.6%	28.4%
Products	6.3%	8.1%	6.8%	7.3%

BU-wise Revenue Trend

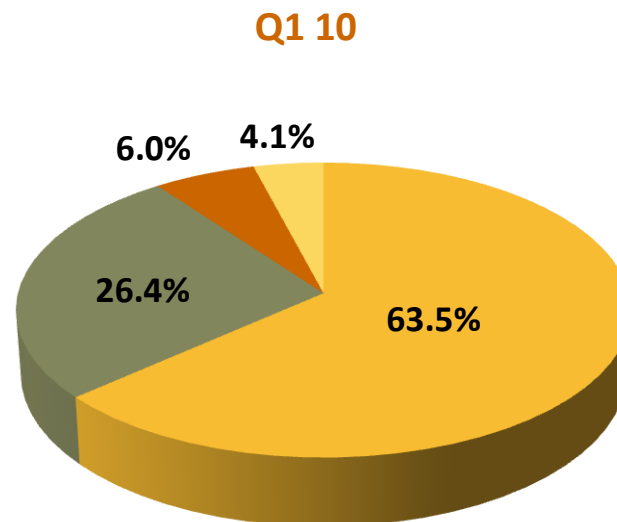
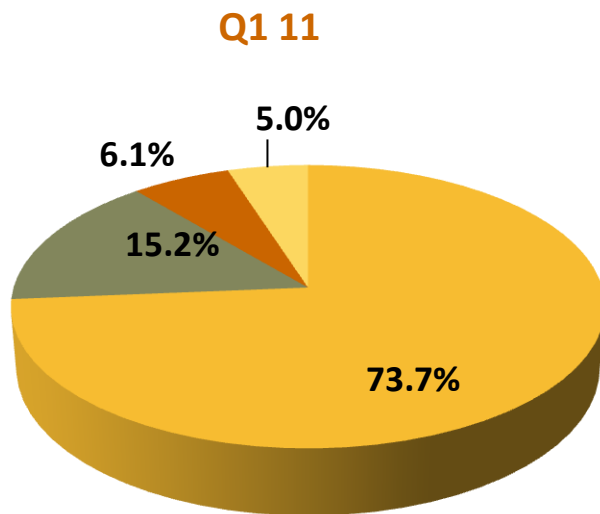


Business Unit	Q1 10	Q2 10	Q3 10	Q4 10	Q1 11
PLM Solutions	7.31	7.30	7.62	6.95	7.16
Outsourced Product Development	9.88	10.08	10.09	10.27	10.57
Products (IP)	1.81	1.98	1.84	2.27	1.87
Engineering Services (ROW)	5.19	4.66	4.87	5.28	6.34
Engineering Services (India)	2.41	2.52	2.71	3.08	3.65
Total	26.61	26.54	27.13	27.84	29.59

All numbers in USD MM

Regions

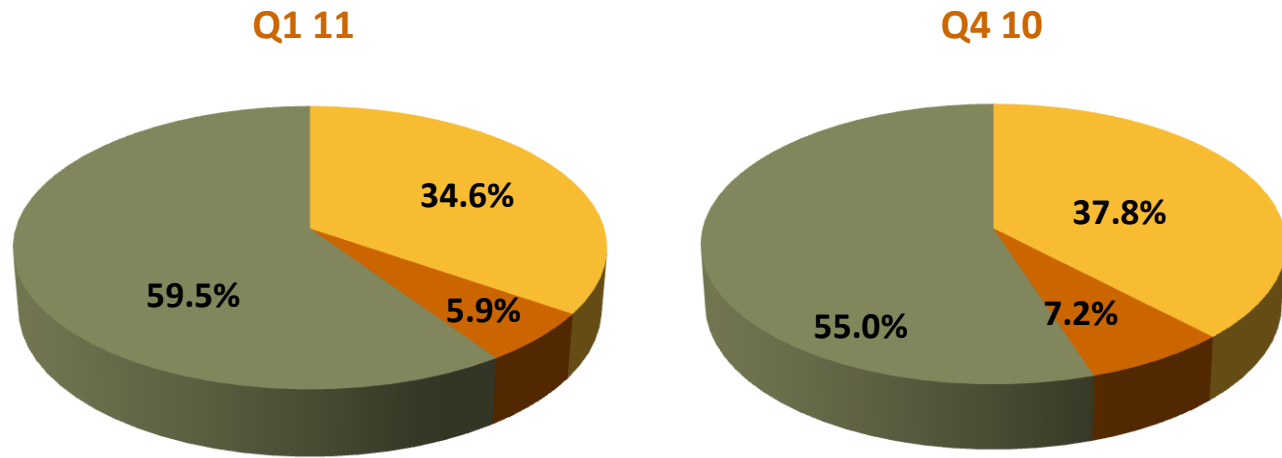
- USA
- Europe
- APAC
- India



Region (%)	Q1 11	Q4 10	Q1 10	FY 10
USA	73.7%	63.6%	63.5%	63.3%
Europe	15.2%	25.6%	26.4%	26.2%
APAC	6.1%	3.5%	6.0%	4.7%
India	5.0%	7.3%	4.1%	5.8%

Customer Segments

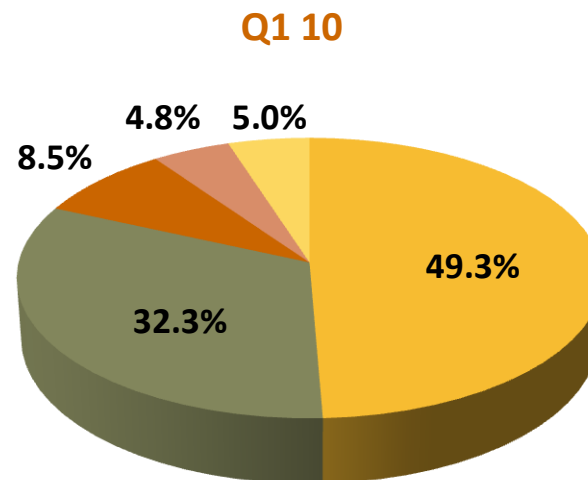
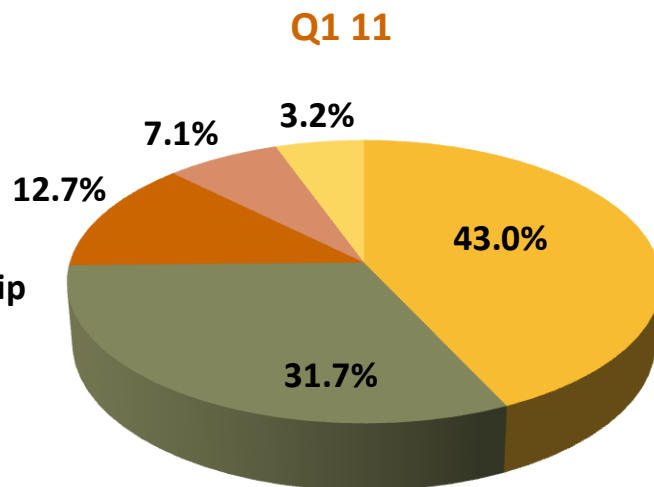
- Software ISV
- Strategic Partners
- Direct Industrial



Customer Profile (%)	Q1 11	Q4 10	Q1 10	FY 10
Software ISV	34.6%	37.8%	39.5%	38.8%
Strategic Partners	5.9%	7.2%	9.4%	8.4%
Direct Industrial	59.5%	55.0%	51.1%	52.8%

Industry Verticals

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



Vertical (%)	Q1 11	Q4 10	Q1 10	FY 10
Software ISV and Partners	43.0%	45.4%	49.3%	47.5%
Automotive	31.7%	31.8%	32.3%	32.5%
Agricultural and Construction Machinery	12.7%	13.2%	8.5%	10.8%
Industrial and Marine Engineering	7.1%	5.7%	4.8%	5.3%
Others	5.5%	3.9%	5.0%	3.9%

Revenue & Customer Analysis

Project Type (%)	Q1 11	Q4 10	Q1 10	FY 10
Time & Material	82.1%	79.4%	83.4%	81.5%
Fixed Price	17.9%	20.6%	16.6%	18.5%

New/ Repeat Business (%)	Q1 11	Q4 10	Q1 10	FY 10
Existing Customer – Existing Business	85.3%	85.4%	95.7%	89.8%
Existing Customer – New Business	12.4%	12.3%	2.5%	8.9%
New customer – New Business	2.3%	2.3%	1.9%	1.3%

Revenue (%)	Q1 11	Q4 10	Q1 10	FY 10
Top 1	26%	26%	30%	30%
Top 5	46%	52%	53%	56%
Top 10	71%	67%	68%	72%
Number of customers with more than 5% revenue contribution	5	4	5	4

Clients	Q1 11	Q4 10	Q1 10	FY 10
> \$ 10 million	2	2	1	2
\$5 - \$10 million	4	4	5	4
\$1 - \$5 million	12	13	11	13
< \$1 million	90	81	84	81

Customer & Deal Analysis

Clients	Q1 11	Q4 10	Q1 10	FY10
Total number of active clients	108	100	101	100
Number of new clients added	9	7	8	45

New Clients – Q1 11	US	Europe	APAC	India	Total
Software ISV and Partners	1				1
Automotive					0
Agricultural and Construction Equipment					0
Industrial and Marine Engineering	1	1	1		3
Others	3	2			5
Total	5	3	1	0	9

Order Book (USD million)	Q1 11	Q4 10	Q1 10	FY10
New deals won	9.22	13.38	3.9	48.99

New Deal Analysis – Q1 11 (USD million)	US	Europe	APAC	India	Total
Engineering	2.57	0.14	0.23	0.29	3.24
PLMS	1.08	0.26	0.08	0.01	1.43
SPE	4.08	0.07	0.03	0.12	4.30
Products (through Geometric sales force)	0.08	0.17	-	-	0.25
Total	7.81	0.64	0.34	0.42	9.22

Business Highlights

- **General business highlights**

- Projected as one of the five fastest growing CAM vendors in 2010 by CIMData
- Release of CAMWorks 2010

- **Customer wins**

- A tear-down operation support and supplier collaboration support contract for a leading Off-highway equipment manufacturer in US
- Interoperability and CAA support contract for a leading Asian auto major
- A product data management support engagement for a leading automotive company in US
- A PLM product implementation support contract in Europe
- An engineering services engagement for BIW and chassis design for a leading auto OEM in US
- An engineering services contract for packaging design for a leading auto OEM in US
- A product development engagement with a leading machine tool manufacturer in Japan

OPERATIONS & HR DATA

Q1 FY11



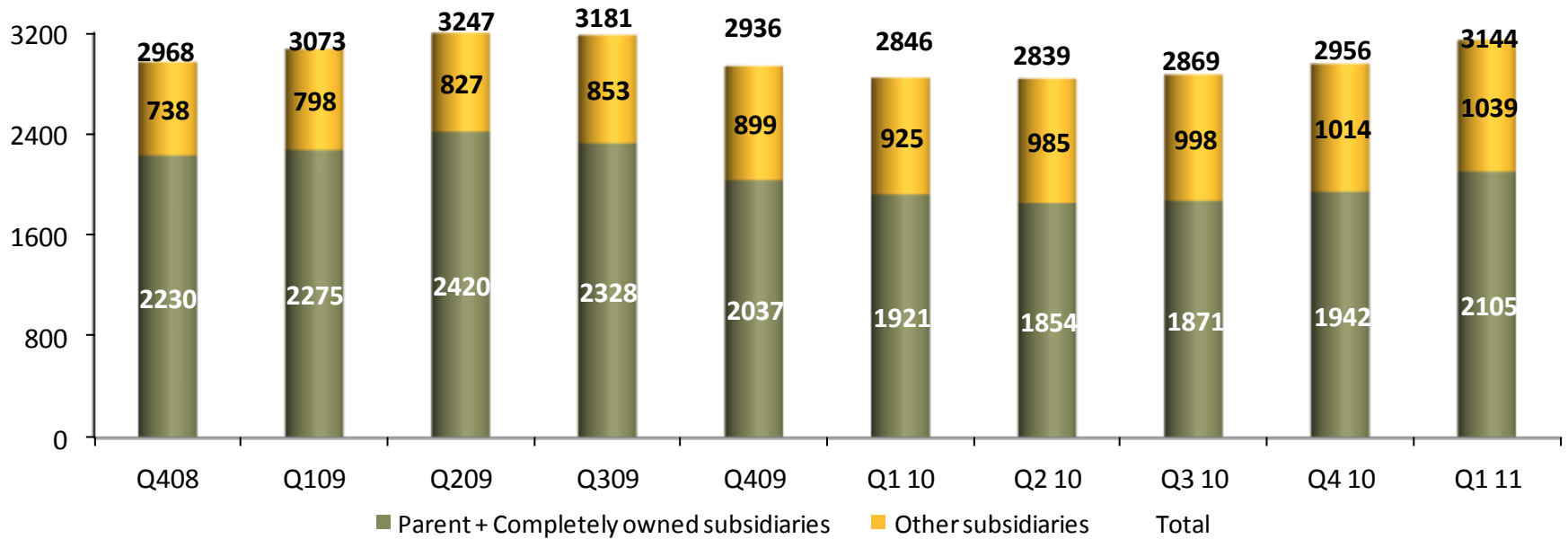
Operational Parameters

COR Manpower (FTE)	Q1 11	Q4 10	Q1 10	FY10
Billed – Offshore	1,698.67	1,644.68	1,562.67	1,603.42
Billed – Offsite	439.33	396.33	255.00	334.08
Billed – Onsite	356.33	314.44	367.00	330.86
Unbilled	227.00	203.55	309.00	239.64
Trainee	15.00	12.00	-	4.50
Operations Support	51.67	58.67	68.67	62.92
Total	2,788.00	2,629.67	2,562.34	2,575.42

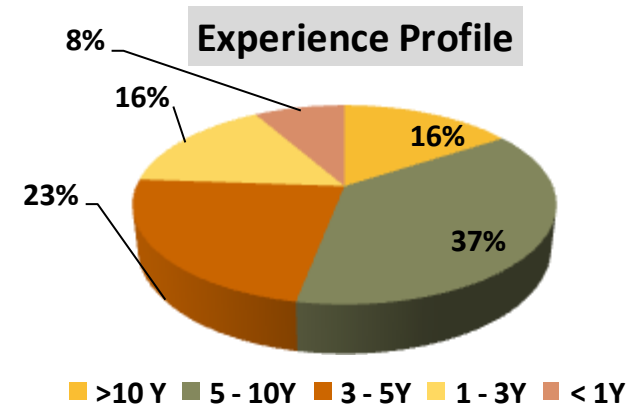
Utilization (%)	Q1 11	Q4 10	Q1 10	FY10
Including Trainees – Overall	89.5%	89.6%	87.6%	90.3%
Including Trainees – Offshore + Offsite	88.9%	89.5%	86.6%	90.0%
Including Trainees – Onsite	93.1%	90.2%	92.8%	92.3%
Excluding Trainees	90.0%	90.0%	87.6%	90.4%

Business Unit (FTE)	Q1 11	Q4 10	Q1 10	FY10
PLM Solutions	473.00	479.00	455.67	475.94
Outsourced Product Development	1,268.00	1,198.00	1,113.67	1,163.69
Products (IP)	93.67	100.67	101.67	99.58
Engineering Services (ROW)	256.00	226.00	318.67	244.00
Engineering Services (India)	495.00	435.67	290.00	371.62
Total	2,585.67	2,439.33	2,279.68	2,354.83

Employee Base

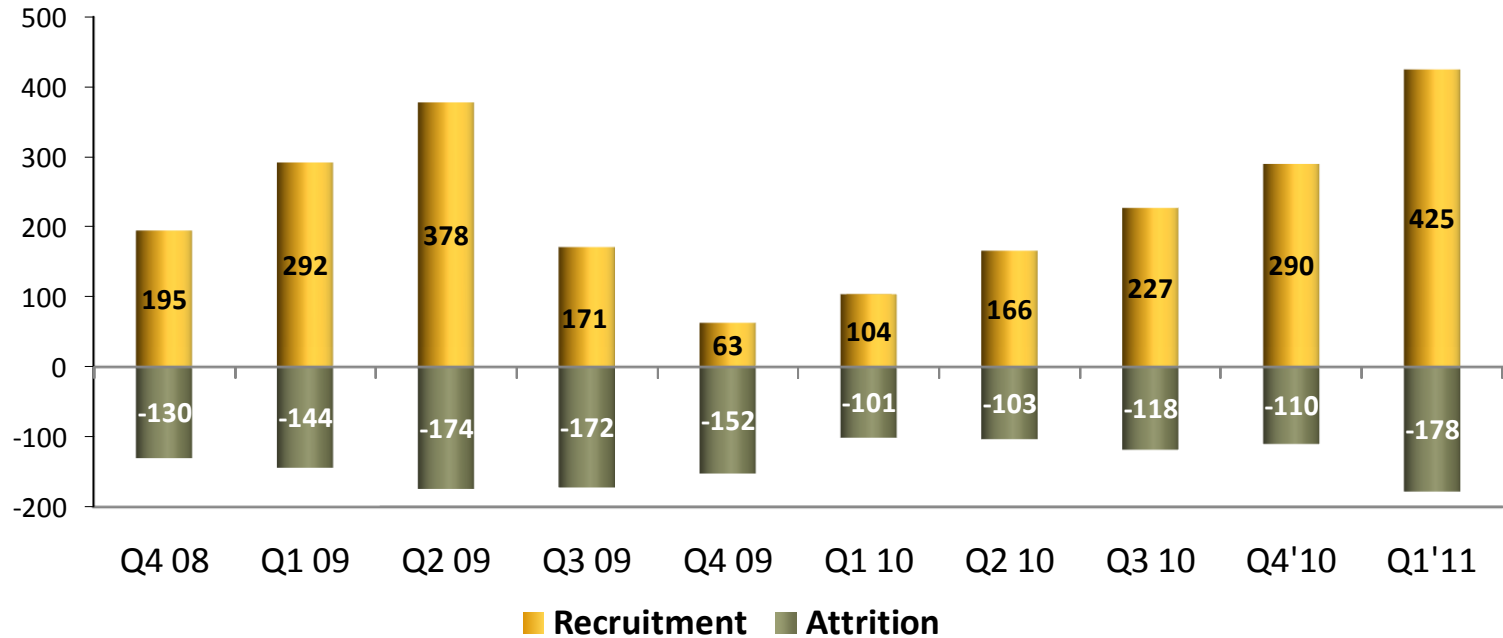


Headcount	Q1 11	Q4 10	Q1 10
Billed	2547	2410	2188
Unbilled + Trainee	253	198	315
Operations Support	54	63	70
Sales	28	23	23
Corporate Functions	262	262	250
Total	3144	2956	2846



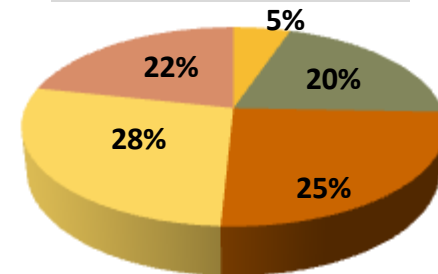
All numbers as of end of period

Recruitment and Attrition Analysis



Attrition (%)	Q1 11	Q4 10	Q1 10	FY10
Software Services	15.4%	14.6%	8.6%	10.4%
Engineering Services	19.6%	6.0%	7.8%	6.2%
Products	22.7%	0.0%	8.0%	3.2%
Overall	19.3%	12.5%	8.2%	10.3%

Recruitment Profile



■ >10 Y ■ 5 - 10Y ■ 3 - 5Y ■ 1 - 3Y ■ < 1Y

INDIAN GAAP

BALANCE SHEET & KEY FINANCIAL PARAMETERS

Q1 FY11



Balance Sheet Summary

(figures in INR millions)

Sources of Funds	Q1 11	Q4 10	Q1 10
Shareholder's Funds	1,751.57	1,858.57	1,294.98
Share Capital	124.23	124.23	124.23
Share Application Money	1.95	-	-
Reserves & Surplus	1,625.39	1,655.01	1,170.75
Loan Funds	171.10	185.30	749.52
Others	363.45	368.38	263.42
Total	2,286.12	2,332.91	2,307.92

Applications of Funds	Q1 11	Q4 10	Q1 10
Fixed Assets	823.89	857.03	888.28
Investments	113.98	166.98	270.00
Liquid	113.98	166.98	270.00
Others	-	-	-
Current Assets	2,156.70	2,093.47	1,838.11
Cash & Bank – Deposits	8.96	60.47	160.12
Cash & Bank – Others	152.91	113.24	132.46
Sundry Debtors	1,019.04	885.68	873.73
Other Current Assets	1.28	1.98	2.60
Loans and Advances	974.51	1,032.09	669.20
Less: Current Liabilities	808.45	784.56	688.47
Total	2,286.12	2,332.91	2,307.92

Balance sheet position as on period end

Key Financial Data

Parameter	Q1 11	Q4 10	Q1 10	FY10
CAPEX (INR million)	53.72	98.34	99.97	320.55
DSO	74	71	72	71
% Tax	-0.3%	3.2%	8.8%	0.7%

Outstanding Loans	Q1 11	Q4 10	Q1 10
Term Loan (USD million)	1.60	2.40	4.80
Term Loan (INR million)	-	-	150.00
PCFC Loan (USD million)	2.07	1.72	0.80
Overdraft (USD million)	-	-	6.90

Forward Contracts (Data for USD/INR only)	Q1 11	Q4 10	Q1 10
Cash Flow Hedges (USD million)	109.04	85.87	92.24
Other Contracts (USD million)	-	-	7.12
Total (USD million)	109.04	85.87	99.36
Average Rate	48.38	48.72	48.70
> 12 M maturity (USD million)	44.25	25.00	36.24
MTM on Cash Flow Hedges (INR million)	79.33	230.79	7.49
MTM on Other Contracts (INR million)	-	-	(24.09)
Total (INR million)	79.33	230.79	(16.60)

Loans & Hedging position as on period end

GENERAL INFORMATION

Q1 FY11



Conference Call Details

- Q1 FY11 Results Conference Call on Monday, Jul 27, 2010 at 18:30 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	<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>
6, 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>
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.
23	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 24 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).