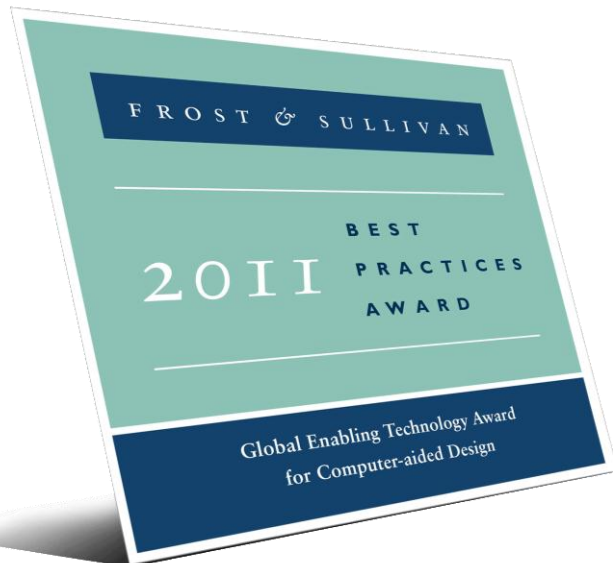


# Q3 FY12 Results

23 January, 2012

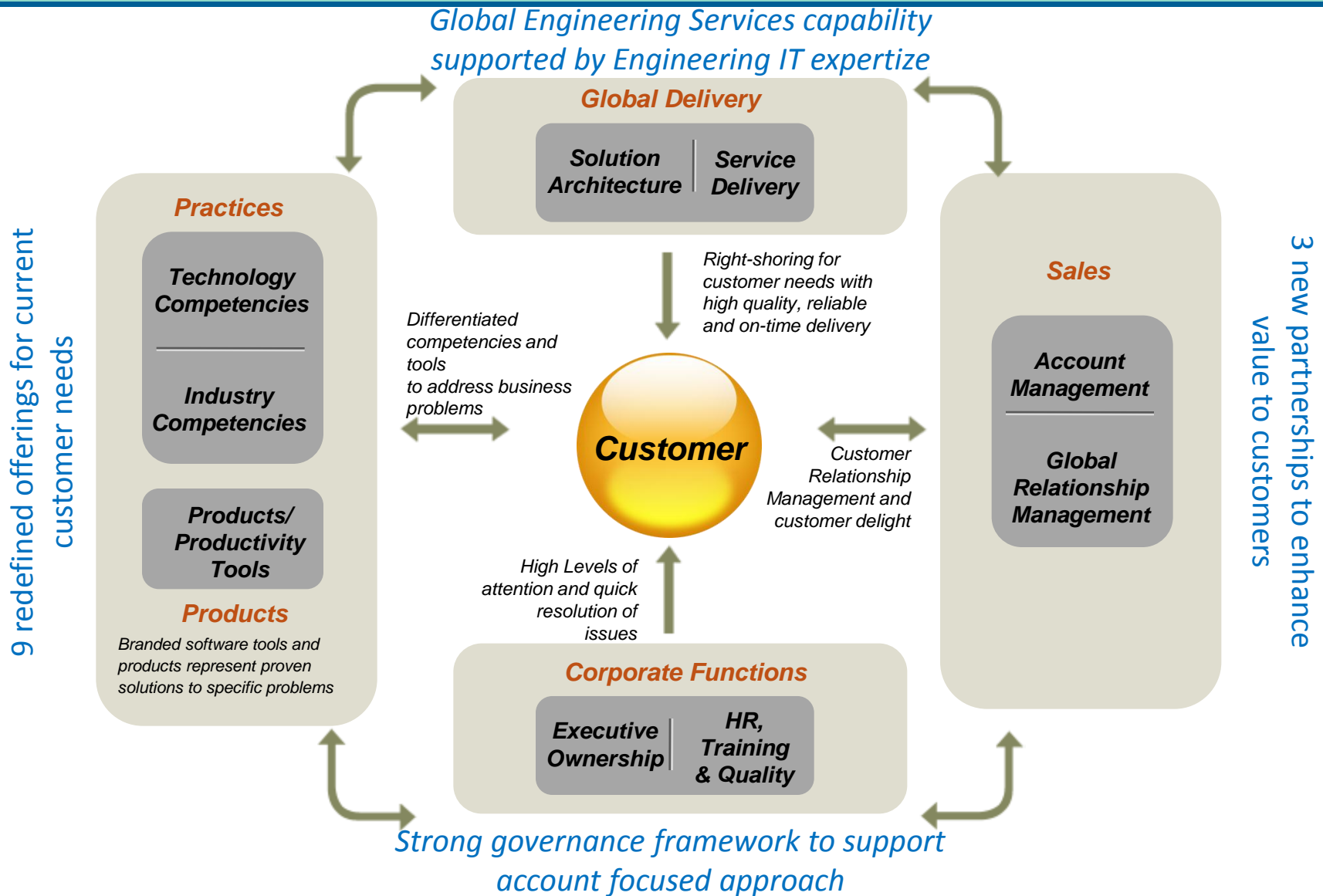


*Recipient of Frost & Sullivan 2011 Global Enabling  
Technology Award for Computer-aided Design*

# 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.

# Geometric's Organization Model to Engage with the Customer



# Account and Partnership Focused Strategy

## Strong demand in Engineering Services space needs us to have

- Account focus: Cross-sell our key offerings across our customer base
- Strong Partnerships : To provide comprehensive solutions to our customers



## Account strategy:

- Offering Consolidation: Consolidated the entire offering portfolio under 9 key offerings along with engagement and execution models
- Defined customer engagement model in place for key accounts to address customer needs



## Partnership strategy:

- Reach out to customers with an extended network. In this regard,
  - Signed an MoU with leading Japanese Engineering IT services provider
  - Established partnership with leading technology provider in the CAD space
  - Embedding our technology in an ISV product



# Truly leveraging our Global Engineering capabilities

- Providing solutions combining our Product Design and Engineering IT expertise to address our customers needs to improve time to market while reducing costs  
Examples,
  - Provided an automated solution for reducing new vehicle launch time for our customer
  - Developed a practical KBE offering that increases ROI multi-fold
- Providing unique solutions for emerging markets by leveraging product design and manufacturing engineering expertise from our global locations
- Expanding GLI (earlier known as PLM Institute) to our global delivery centers in Romania, China and US to continuously enhance our skills portfolio across the globe

INDIAN GAAP

# FINANCIAL PERFORMANCE Q3 FY12



# Summary

- In USD terms, consolidated operating revenues for the quarter increased by 2.9% sequentially and 17.5% yoy, whereas it increased by 14.5% and 34.2% respectively in INR terms
- In USD terms, consolidated operating revenues for the nine months ended December 31, 2011 increased by 24.3% compared to the revenues for the same period in FY 11
- In USD terms, consolidated (excluding 3D PLM) operating revenues for the quarter increased by 2.9% sequentially and 9.6% yoy, whereas it increased by 14.8% and 25.1% respectively in INR terms
- Contribution as % of operating revenue improved from 33.4% in Q2 12 to 36.7% in Q3 12 mainly due to depreciation of INR
- EBITDA margin for the quarter is 18.6% against 20.6% in Q2 12 mainly due to Consultant fee (INR 21.60 mn), provision for doubtful debts (INR 17 Mn), lower subsidiary revaluation gain (INR 26 mn)
- Effective tax rate for the quarter is 20.8% as against 26.6% in Q2 12 due to availability of deferred tax asset (DTA) of INR 13.7 mn in Q3 12
- PAT before tax on sale of asset and prior period items is INR 212.74 mn in Q3 12 compared to INR 200.91 mn in Q2 12 and INR 152.73 mn in Q3 11
- EPS for the quarter is 3.40 as against 2.14 in Q2 12 and 2.45 in Q3 11
- Adjusted EPS for the quarter is 2.95 as against 2.20 in Q2 12 and 1.92 in Q3 11 – EPS adjusted for tax on sale of asset, foreign exchange gain/(loss) on subsidiary revaluation, consultant fee and availability of DTA
- EPS for the nine months ended December 31, 2011 is 7.43 as against 6.37 for the same period in FY 11 – YTD FY 12 EPS includes subsidiary revaluation gain of INR 112.62 mn and availability of DTA of INR 13.7 mn
- New contracts amounting to USD 3.55 Mn awarded during the quarter
- Total headcount is up from 4271 in Q2 12 to 4447 in Q3 12

# Income Statement : Consolidated

Income Statement	Q3 12	Q2 12	Q3 11	Var (QoQ)	Var (YoY)
Operating Revenue (in USD millions)	42.60	41.40	36.25	2.9%	17.5%
<i>Exchange Rate</i>	<i>51.41</i>	<i>46.19</i>	<i>45.03</i>	<i>11.3%</i>	<i>14.2%</i>
Operating Revenue	2,190.37	1,912.30	1,632.02	14.5%	34.2%
Cost Of Revenue (COR)	1,385.52	1,273.33	1,082.16	8.8%	28.0%
Contribution	804.85	638.96	549.86	26.0%	46.4%
<b>Contribution as % of Operating Revenue</b>	<b>36.7%</b>	<b>33.4%</b>	<b>33.7%</b>		
Sales & Marketing (S&M) Expense	92.98	82.31	86.21	13.0%	7.9%
General & Administrative (G&A) Expense	318.33	280.83	261.50	13.3%	21.7%
Interest	9.35	1.23	2.93	660.8%	219.7%
Depreciation and Lease Rental	73.74	73.76	64.70	0.0%	14.0%
Operating Profit	310.45	200.83	134.52	54.6%	130.8%
<b>Operating Profit as % of Operating Revenue</b>	<b>14.2%</b>	<b>10.5%</b>	<b>8.2%</b>		
Other Income	13.46	117.31	49.74	-88.5%	-72.9%
Profit Before Tax	323.91	318.14	184.26	1.8%	75.8%
<b>PBT as % of Operating Revenue</b>	<b>14.8%</b>	<b>16.6%</b>	<b>11.3%</b>		
EBITDA	407.90	393.13	246.46	3.8%	65.5%
<b>EBITDA as % of Operating Revenue</b>	<b>18.6%</b>	<b>20.6%</b>	<b>15.1%</b>		
Tax	67.74	84.74	1.44	-20.1%	4606.3%
Minority Interest	43.43	32.49	30.08	33.7%	44.4%
Profit After Tax (for the period)	212.74	200.91	152.73	5.9%	39.3%
<b>PAT as % of Operating Revenue</b>	<b>9.7%</b>	<b>10.5%</b>	<b>9.4%</b>		
Tax on sale of asset	-	(66.00)	-		
Prior Period Adjustments	(0.17)	(1.02)	-		
Adjusted Profit After Tax	212.57	133.89	152.73	58.8%	39.2%
<b>PAT as % of Operating Revenue</b>	<b>9.7%</b>	<b>7.0%</b>	<b>9.4%</b>		
<b>EPS</b>	<b>3.40</b>	<b>2.14</b>	<b>2.45</b>	<b>58.7%</b>	<b>38.6%</b>
<b>Non-recurring items</b>					
<i>Add: Tax on sale of asset</i>	<i>-</i>	<i>66.00</i>	<i>-</i>		
<i>Less: Fx gain/(loss) on subsidiary asset revaluation</i>	<i>36.00</i>	<i>62.00</i>	<i>33.04</i>	<i>-41.9%</i>	<i>87.7%</i>
<i>Add: Consultant Fee</i>	<i>21.60</i>				
<i>Less: DTA credit</i>	<i>13.70</i>				
<b>EPS (adjusted for non-recurring items)</b>	<b>2.95</b>	<b>2.20</b>	<b>1.92</b>	<b>33.7%</b>	<b>53.5%</b>

(figures in INR millions)

# Income Statement : Consolidated excluding 3D PLM

Income Statement	Q3 12	Q2 12	Q3 11	Var (QoQ)	Var (YoY)
Operating Revenue (in USD millions)	30.70	29.85	28.00	2.9%	9.6%
<i>Exchange Rate</i>	<i>51.37</i>	<i>46.02</i>	<i>45.03</i>	<i>11.6%</i>	<i>14.1%</i>
Operating Revenue	1,577.28	1,373.54	1,260.86	14.8%	25.1%
Cost Of Revenue (COR)	1,085.25	963.01	864.63	12.7%	25.5%
Contribution	492.03	410.53	396.22	19.9%	24.2%
<b>Contribution as % of Operating Revenue</b>	<b>31.2%</b>	<b>29.9%</b>	<b>31.4%</b>		
Sales, General & Administrative (SG&A) Expense	341.08	285.64	295.78	19.4%	15.3%
Interest	6.06	0.55	2.92	1007.1%	107.6%
Depreciation and Lease Rental	33.96	33.79	32.31	0.5%	5.1%
Operating Profit	110.93	90.56	65.21	22.5%	70.1%
<b>Operating Profit as % of Operating Revenue</b>	<b>7.0%</b>	<b>6.6%</b>	<b>5.2%</b>		
Other Income	73.18	99.00	17.96	-26.1%	307.6%
Profit Before Tax	184.11	189.56	83.16	-2.9%	121.4%
<b>PBT as % of Operating Revenue</b>	<b>11.7%</b>	<b>13.8%</b>	<b>6.6%</b>		
EBITDA	224.13	220.44	99.50	1.7%	125.3%
<b>EBITDA as % of Operating Revenue</b>	<b>14.2%</b>	<b>16.0%</b>	<b>7.9%</b>		
Tax	24.35	33.52	0.62	-27.4%	3800.7%
Minority Interest	-	-	-		
Profit After Tax (for the period)	159.76	156.04	82.54	2.4%	93.6%
<b>PAT as % of Operating Revenue</b>	<b>10.1%</b>	<b>11.4%</b>	<b>6.5%</b>		
Income on Sale of assets (Net of tax)	-	177.90	-		
Prior Period Adjustment	(0.17)	(1.02)	-		
Adjusted Profit After Tax	159.59	332.92	82.54	-52.1%	93.4%
<b>PAT as % of Operating Revenue</b>	<b>10.1%</b>	<b>24.2%</b>	<b>6.5%</b>		
<b>EPS</b>	<b>2.55</b>	<b>5.32</b>	<b>1.32</b>	<b>-52.1%</b>	<b>92.5%</b>
<b>Non-recurring items</b>					
Less:Income on sale of assets (Net of tax)	-	177.90	-		
Less:Fx gain/(loss) on subsidiary asset revaluation	36.00	62.00	33.04	-41.9%	87.7%
Add:Consultant Fee	21.60	-	-		
Less:DTA credit	13.70	-	-		
<b>EPS (adjusted for non-recurring items)</b>	<b>2.10</b>	<b>1.49</b>	<b>0.79</b>	<b>41.3%</b>	<b>164.5%</b>

(figures in INR millions)

# Income Statement : Consolidated

Income Statement	YTD FY 12	YTD FY 11	Var
Operating Revenue (in USD millions)	122.60	98.63	24.3%
<i>Exchange Rate</i>	47.55	45.68	4.1%
Operating Revenue	5,829.56	4,505.82	29.4%
Cost Of Revenue (COR)	3,862.64	2,982.01	29.5%
Contribution	1,966.91	1,523.81	29.1%
<b>Contribution as % of Operating Revenue</b>	<b>33.7%</b>	<b>33.8%</b>	
Sales & Marketing (S&M) Expense	264.05	236.17	11.8%
General & Administrative (G&A) Expense	868.41	762.97	13.8%
Interest	10.83	6.43	68.5%
Depreciation and Lease Rental	212.59	189.37	12.3%
Operating Profit	611.04	328.87	85.8%
<b>Operating Profit as % of Operating Revenue</b>	<b>10.5%</b>	<b>7.3%</b>	
Other Income	207.97	151.54	37.2%
Profit Before Tax	819.00	480.41	70.5%
<b>PBT as % of Operating Revenue</b>	<b>14.0%</b>	<b>10.7%</b>	
EBITDA	1,040.96	662.48	57.1%
<b>EBITDA as % of Operating Revenue</b>	<b>17.9%</b>	<b>14.7%</b>	
Tax	192.15	4.45	4221.6%
Minority Interest	93.23	79.20	17.7%
Profit After Tax (for the period)	533.63	396.77	34.5%
<b>PAT as % of Operating Revenue</b>	<b>9.2%</b>	<b>8.8%</b>	
Tax on sale of asset	(66.00)	-	
Prior Period Adjustments	(3.75)	-	
Adjusted Profit After Tax	463.88	396.77	16.9%
<b>PAT as % of Operating Revenue</b>	<b>8.0%</b>	<b>8.8%</b>	
<b>EPS</b>	<b>7.41</b>	<b>6.37</b>	
<b>Non-recurring items</b>			
<i>Add:Tax on sale of asset</i>	66.00	-	
<i>Less:Fx gain/(loss) on subsidiary asset revaluation</i>	112.62	28.22	
<i>Add:Consultant Fee</i>	21.60	-	
<i>Less:DTA credit</i>	13.70	-	
<b>EPS (adjusted for non-recurring items)</b>	<b>6.80</b>	<b>5.92</b>	<b>14.8%</b>

(figures in INR millions)

# Income Statement : Consolidated excluding 3D PLM

Income Statement	YTD FY 12	YTD FY 11	Var
Operating Revenue (in USD millions)	89.62	75.32	19.0%
<i>Exchange Rate</i>	47.42	45.64	3.9%
Operating Revenue	4,250.37	3,437.71	23.6%
Cost Of Revenue (COR)	2,993.50	2,374.75	26.1%
Contribution	1,256.87	1,062.96	18.2%
<b>Contribution as % of Operating Revenue</b>	<b>29.6%</b>	<b>30.9%</b>	
Sales, General & Administrative (SG&A) Expense	928.97	854.23	8.7%
Interest	6.86	6.42	6.8%
Depreciation and Lease Rental	100.93	94.12	7.2%
Operating Profit	220.11	108.19	103.4%
<b>Operating Profit as % of Operating Revenue</b>	<b>5.2%</b>	<b>3.1%</b>	
Other Income	222.56	75.37	195.3%
Profit Before Tax	442.66	183.56	141.2%
<b>PBT as % of Operating Revenue</b>	<b>10.4%</b>	<b>5.3%</b>	
EBITDA	544.90	249.81	118.1%
<b>EBITDA as % of Operating Revenue</b>	<b>12.8%</b>	<b>7.3%</b>	
Tax	66.86	4.98	1241.9%
Minority Interest	-	-	
Profit After Tax (for the period)	375.80	178.58	110.4%
<b>PAT as % of Operating Revenue</b>	<b>8.8%</b>	<b>5.2%</b>	
Income on Sale of assets (Net of tax)	177.90	-	
Prior Period Adjustment	(3.75)	2.30	-263.3%
Adjusted Profit After Tax	549.95	180.88	204.0%
<b>PAT as % of Operating Revenue</b>	<b>12.9%</b>	<b>5.3%</b>	
<b>EPS</b>	<b>8.79</b>	<b>2.90</b>	
<b>Non-recurring items</b>			
Less:Income on sale of assets (Net of tax)	177.90	-	
Less:Fx gain/(loss) on subsidiary asset revaluation	112.62	28.22	299.1%
Add:Consultant Fee	21.60	-	
Less:DTA credit	13.70	-	
<b>EPS (adjusted for non-recurring items)</b>	<b>4.28</b>	<b>2.45</b>	<b>74.5%</b>

(figures in INR millions)

# Consolidated Revenue Analysis

(figures in INR millions)

Operating Revenue (in USD millions)	Q3 12	% of OPR	Q2 12	% of OPR	Q3 11	% of OPR	FY 11	% of OPR
Offshore	21.36	50.1%	20.21	48.8%	16.28	44.9%	61.51	45.1%
Offsite	2.79	6.5%	2.72	6.6%	3.36	9.3%	12.97	9.5%
Onsite	16.25	38.1%	16.40	39.6%	13.90	38.3%	52.35	38.4%
Products	2.21	5.2%	2.07	5.0%	2.46	6.8%	8.69	6.4%
H/W Reimbursement	-	0.0%	-	0.0%	0.24	0.7%	0.96	0.7%
<b>Total</b>	<b>42.60</b>	<b>100.0%</b>	<b>41.40</b>	<b>100.0%</b>	<b>36.25</b>	<b>100.0%</b>	<b>136.47</b>	<b>100.0%</b>

Operating Revenue	Q3 12	% of OPR	Q2 12	% of OPR	Q3 11	% of OPR	FY 11	% of OPR
Offshore	1,098.00	50.1%	933.37	48.8%	733.03	44.9%	2,797.05	45.1%
Offsite	143.25	6.5%	125.74	6.6%	151.51	9.3%	589.76	9.5%
Onsite	835.24	38.1%	757.61	39.6%	625.83	38.3%	2,380.71	38.4%
Products	113.88	5.2%	95.58	5.0%	110.98	6.8%	395.18	6.4%
H/W Reimbursement	-	0.0%	-	0.0%	10.67	0.7%	43.43	0.7%
<b>Total</b>	<b>2,190.37</b>	<b>100.0%</b>	<b>1,912.30</b>	<b>100.0%</b>	<b>1,632.02</b>	<b>100.0%</b>	<b>6,206.12</b>	<b>100.0%</b>

Other Income	Q3 12	% of OPR	Q2 12	% of OPR	Q3 11	% of OPR	FY 11	% of OPR
Investment Income	11.20	0.5%	4.39	0.2%	2.92	0.2%	12.82	0.2%
Sale of Assets	0.08	0.0%	(2.17)	-0.1%	-	0.0%	-	0.0%
FX Gain/(Loss)	2.02	0.1%	107.17	5.3%	42.94	2.6%	196.12	3.1%
Others	0.17	0.0%	7.91	0.4%	3.89	0.2%	10.17	0.2%
<b>Total</b>	<b>13.46</b>	<b>0.6%</b>	<b>117.31</b>	<b>5.8%</b>	<b>49.74</b>	<b>3.0%</b>	<b>219.11</b>	<b>3.4%</b>

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)	Q3 12	% of OPR	Q2 12	% of OPR	Q3 11	% of OPR	FY 11	% of OPR
Offshore	9.66	31.5%	8.70	29.2%	8.31	29.7%	30.91	29.5%
Offsite	2.78	9.0%	2.71	9.1%	3.36	12.0%	12.94	12.3%
Onsite	16.05	52.3%	16.36	54.8%	13.87	49.5%	52.25	49.9%
Products	2.21	7.2%	2.07	6.9%	2.46	8.8%	8.69	8.3%
H/W Reimbursement	-	0.0%	-	0.0%	0.00	0.0%	0.02	0.0%
<b>Total</b>	<b>30.70</b>	<b>100.0%</b>	<b>29.85</b>	<b>100.0%</b>	<b>28.00</b>	<b>100.0%</b>	<b>104.81</b>	<b>100.0%</b>

Operating Revenue (in INR millions)	Q3 12	% of OPR	Q2 12	% of OPR	Q3 11	% of OPR	FY 11	% of OPR
Offshore	496.45	31.5%	400.60	29.2%	374.07	29.7%	1,403.93	29.5%
Offsite	142.71	9.0%	124.92	9.1%	151.17	12.0%	587.87	12.3%
Onsite	824.34	52.3%	752.78	54.8%	624.61	49.5%	2,373.43	49.9%
Products	113.78	7.2%	95.24	6.9%	110.98	8.8%	394.74	8.3%
H/W Reimbursement	-	0.0%	-	0.0%	0.03	0.0%	0.77	0.0%
<b>Total</b>	<b>1,577.28</b>	<b>100.0%</b>	<b>1,373.54</b>	<b>100.0%</b>	<b>1,260.86</b>	<b>100.0%</b>	<b>4,760.73</b>	<b>100.0%</b>

Other Income	Q3 12	% of OPR	Q2 12	% of OPR	Q3 11	% of OPR	FY 11	% of OPR
Investment Income	7.26	0.4%	2.11	0.1%	-	0.0%	6.94	0.1%
Sale of Assets	(2.30)	-0.1%	(3.94)	-0.3%	-	0.0%	(1.38)	0.0%
FX Gain/(Loss)	68.37	4.1%	93.04	6.3%	-	0.0%	106.23	2.2%
Others	(0.15)	0.0%	7.80	0.5%	-	0.0%	3.60	0.1%
<b>Total</b>	<b>73.18</b>	<b>4.4%</b>	<b>99.00</b>	<b>6.7%</b>	<b>-</b>	<b>0.0%</b>	<b>115.39</b>	<b>2.4%</b>

Onsite includes revenues in near shore centers in high cost countries

# Consolidated Cost Analysis

(figures in INR millions)

Cost Of Revenue	Q3 12	% of OPR	Q2 12	% of OPR	Q3 11	% of OPR	FY 11	% of OPR
Manpower	1,232.73	56%	1,137.09	59%	953.22	58%	3,672.94	59%
Travel	71.97	3%	65.49	3%	58.12	4%	188.21	3%
Software amortization	17.53	1%	18.14	1%	14.49	1%	57.60	1%
Other Software	51.07	2%	32.85	2%	39.06	2%	131.18	2%
Staff Welfare	9.76	0%	14.39	1%	11.11	1%	37.24	1%
Data Communication	2.47	0%	5.37	0%	6.17	0%	19.45	0%
<b>Total</b>	<b>1,385.52</b>	<b>63%</b>	<b>1,273.33</b>	<b>67%</b>	<b>1,082.16</b>	<b>66%</b>	<b>4,106.62</b>	<b>66%</b>

77.80

1.51

S&M Expense	Q3 12	% of OPR	Q2 12	% of OPR	Q3 11	% of OPR	FY 11	% of OPR
Manpower	75.50	3%	69.89	4%	69.52	4%	260.73	4%
Travel	9.59	0%	5.70	0%	9.27	1%	36.15	1%
Communication	-	0%	-	0%	0.75	0%	2.02	0%
Other Business Expenses	7.90	0%	6.71	0%	6.68	0%	29.55	0%
<b>Total</b>	<b>92.98</b>	<b>4%</b>	<b>82.31</b>	<b>4%</b>	<b>86.21</b>	<b>5%</b>	<b>328.44</b>	<b>5%</b>

# Consolidated Cost Analysis contd....

(figures in INR millions)

G&A Expense	Q3 12	% of OPR	Q2 12	% of OPR	Q3 11	% of OPR	FY 11	% of OPR
Manpower	97.36	4.4%	93.69	4.9%	73.14	4%	330.28	5%
Travel	9.03	0.4%	6.61	0.3%	10.01	1%	39.06	1%
Facility	95.03	4.3%	90.07	4.7%	81.31	5%	309.80	5%
Recruitment	11.49	0.5%	8.49	0.4%	17.53	1%	52.82	1%
Training	3.90	0.2%	5.50	0.3%	6.12	0%	20.53	0%
Communication & Information System	6.71	0.3%	6.53	0.3%	6.24	0%	30.93	0%
Insurance	4.24	0.2%	4.27	0.2%	2.93	0%	12.32	0%
Legal & Professional	44.91	2.1%	29.87	1.6%	25.68	2%	98.87	2%
Bad Debts	16.78	0.8%	(1.83)	-0.1%	8.78	1%	11.43	0%
Others	28.87	1.3%	37.63	2.0%	29.75	2%	117.98	2%
<b>Total</b>	<b>318.33</b>	<b>15%</b>	<b>280.83</b>	<b>15%</b>	<b>261.50</b>	<b>16%</b>	<b>1,024.02</b>	<b>17%</b>

Depreciation & Lease Rentals	Q3 12	% of OPR	Q2 12	% of OPR	Q3 11	% of OPR	FY 11	% of OPR
Facility Depreciation	15.23	1%	13.67	1%	13.94	1%	58.90	1%
Non-facility Depreciation	36.13	2%	37.65	2%	30.85	2%	118.96	2%
Lease Rentals	22.38	1%	22.45	1%	19.91	1%	81.82	1%
<b>Total</b>	<b>73.74</b>	<b>3%</b>	<b>73.76</b>	<b>4%</b>	<b>64.70</b>	<b>4%</b>	<b>259.68</b>	<b>4%</b>

# Cost Analysis : Consolidated excluding 3D PLM

(figures in INR millions)

Cost Of Revenue	Q3 12	% of OPR	Q2 12	% of OPR	Q3 11	% of OPR	FY 11	% of OPR
Manpower	941.55	60%	836.25	61%	741.47	59%	2,862.01	60%
Travel	71.28	5%	64.72	5%	57.90	5%	186.72	4%
Software amortization	17.45	1%	17.81	1%	13.72	1%	54.49	1%
Other Software	48.56	3%	30.28	2%	37.79	3%	125.64	3%
Staff Welfare	3.94	0%	8.57	1%	7.61	1%	25.82	1%
Data Communication	2.47	0%	5.37	0%	6.15	0%	19.41	0%
<b>Total</b>	<b>1,085.25</b>	<b>69%</b>	<b>963.01</b>	<b>70%</b>	<b>864.63</b>	<b>69%</b>	<b>3,274.09</b>	<b>69%</b>

G&A Expense	Q3 12	% of OPR	Q2 12	% of OPR	Q3 11	% of OPR	FY 11	% of OPR
Manpower	84.58	5.4%	80.77	5.9%	63.08	5.0%	288.71	6%
Travel	7.65	0.5%	5.03	0.4%	8.97	0.7%	35.01	1%
Facility	72.57	4.6%	69.36	5.0%	67.13	5.3%	259.34	5%
Recruitment	10.13	0.6%	8.05	0.6%	16.87	1.3%	48.17	1%
Training	1.80	0.1%	3.51	0.3%	5.52	0.4%	16.98	0%
Communication & Information System	5.59	0.4%	5.55	0.4%	5.66	0.4%	28.22	1%
Insurance	3.73	0.2%	3.79	0.3%	2.53	0.2%	10.57	0%
Legal & Professional	41.63	2.6%	20.12	1.5%	22.17	1.8%	90.13	2%
Bad Debts	16.78	1.1%	(1.83)	-0.1%	8.78	0.7%	11.43	0%
Others	3.64	0.2%	8.98	0.7%	8.85	0.7%	38.30	1%
<b>Total</b>	<b>248.10</b>	<b>16%</b>	<b>203.33</b>	<b>15%</b>	<b>209.57</b>	<b>17%</b>	<b>826.87</b>	<b>17%</b>

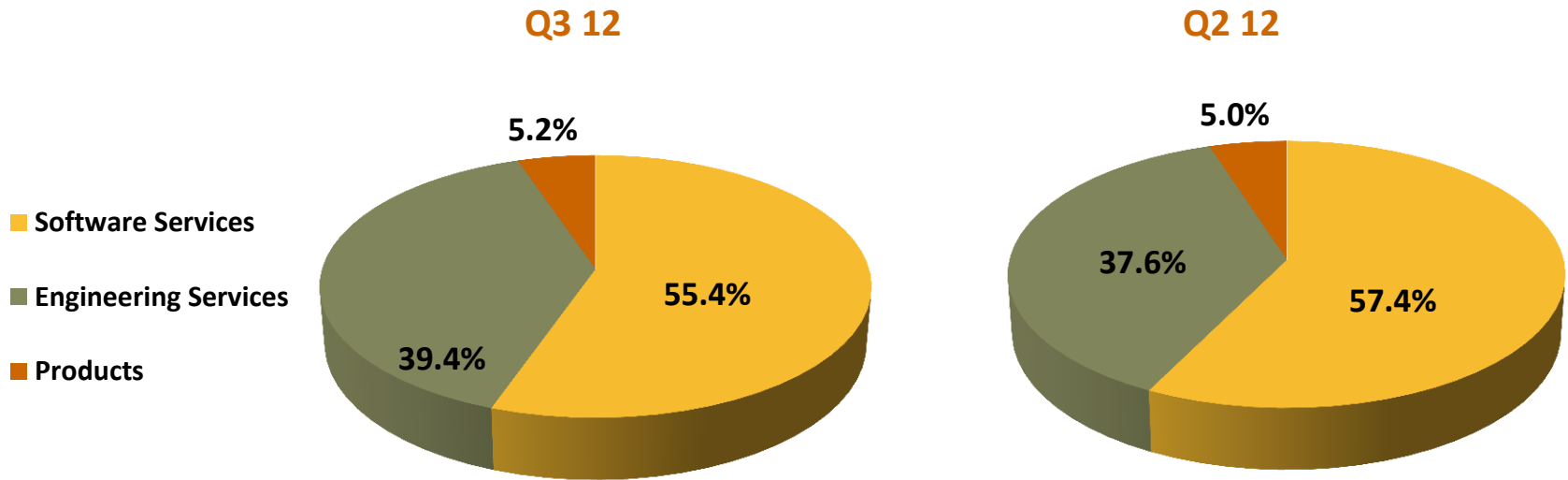
Depreciation & Lease Rentals	Q3 12	% of OPR	Q2 12	% of OPR	Q3 11	% of OPR	FY 11	% of OPR
Facility Depreciation	4.50	0%	4.70	0%	5.40	0%	26.33	1%
Non-facility Depreciation	7.93	1%	7.82	1%	8.02	0%	26.61	1%
Lease Rentals	21.53	1%	21.27	2%	18.90	1%	77.84	2%
<b>Total</b>	<b>33.96</b>	<b>2%</b>	<b>33.79</b>	<b>2%</b>	<b>32.31</b>	<b>2%</b>	<b>130.79</b>	<b>3%</b>

# REVENUE & CLIENT DATA

## Q3 FY12

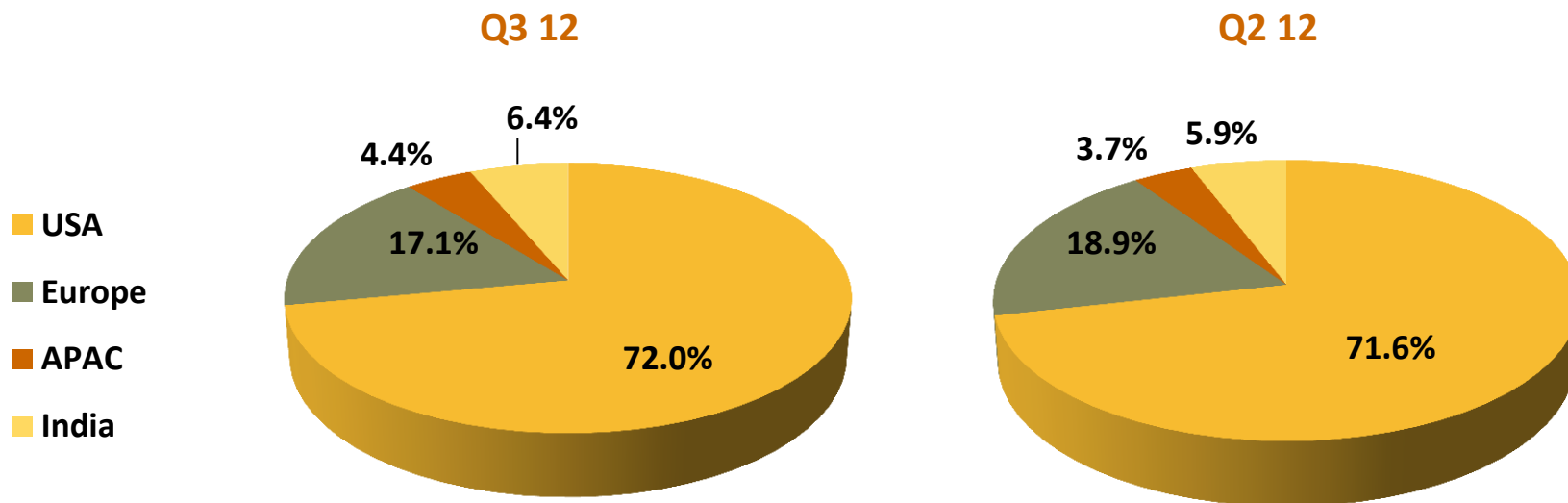


# Service Lines



Service Line (%)	Q3 12	Q2 12	Q3 11	FY 11
Software Services	55.4%	57.4%	56.3%	56.9%
Engineering Services	39.4%	37.6%	36.9%	36.7%
Products	5.2%	5.0%	6.8%	6.4%

# Regions

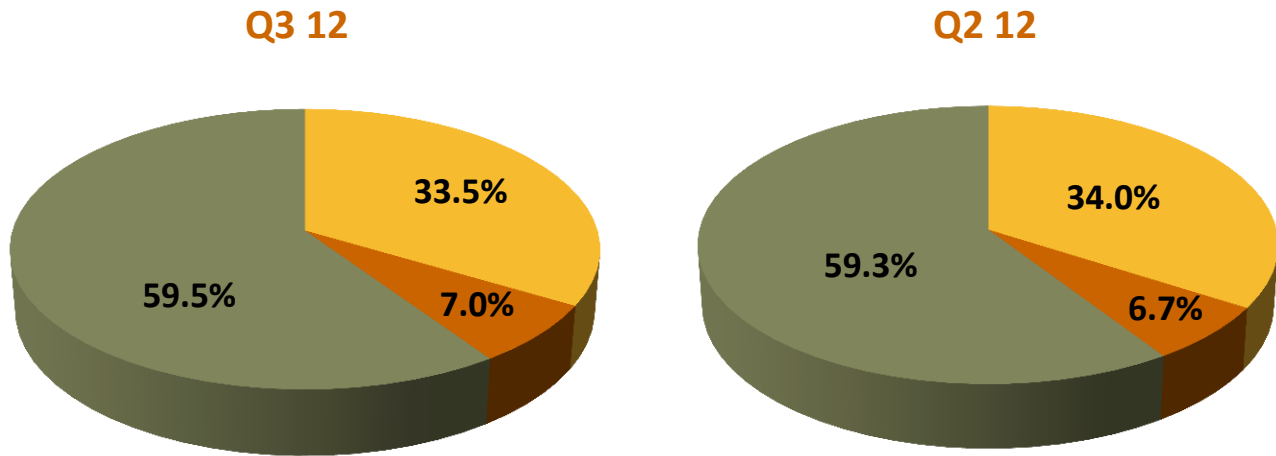


Region (%)	Q3 12	Q2 12	Q3 11	FY 11
USA	72.0%	71.6%	67.5%	67.0%
Europe	17.1%	18.9%	21.2%	21.7%
APAC	4.4%	3.7%	5.7%	5.3%
India	6.4%	5.9%	5.5%	5.9%

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

# Customer Segments

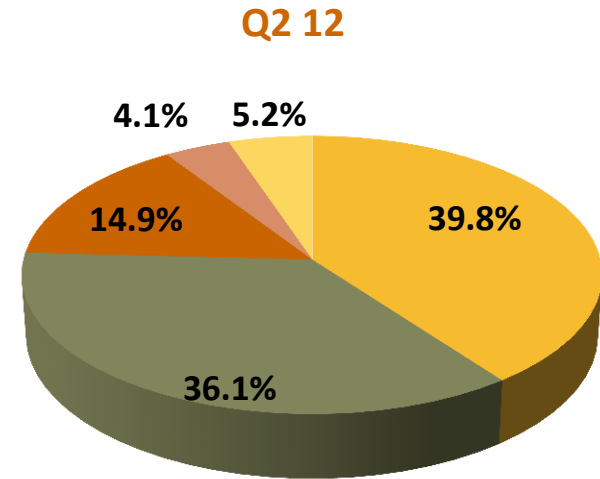
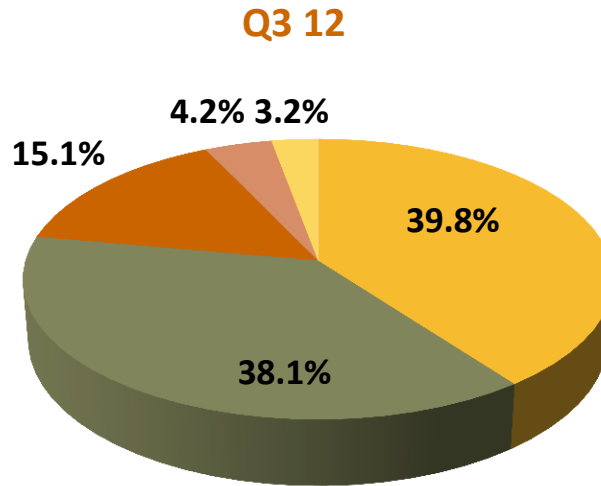
- Software ISV
- Strategic Partners
- Direct Industrial



Customer Profile (%)	Q3 12	Q2 12	Q3 11	FY 11
Software ISV	33.5%	34.0%	30.4%	31.3%
Strategic Partners	7.0%	6.7%	7.7%	7.6%
Direct Industrial	59.5%	59.3%	61.9%	61.2%

# Verticals

- Industrial
- Automotive
- USA
- Europe
- APAC



Vertical (%)	Q3 12	Q2 12	Q3 11	FY 11
Industrial	39.8%	39.8%	32.5%	33.4%
Automotive	38.1%	36.1%	42.6%	41.8%
USA	15.1%	14.9%	15.0%	15.2%
Europe	4.2%	4.1%	4.6%	4.9%
APAC	2.9%	5.2%	5.4%	4.7%

*Vertical break-up excludes product and 3D PLM revenue*

# Revenue & Customer Analysis

New/ Repeat Business (%)	Q3 12	Q2 12	Q3 11	FY 11
Existing Customer – Existing Business	85.0%	84.3%	85.8%	84.6%
Existing Customer – New Business	9.1%	9.0%	9.2%	10.7%
New customer – New Business	5.9%	6.7%	5.0%	4.8%

Revenue (%)	Q3 12	Q2 12	Q3 11	FY 11
Top 1	30%	30%	24%	25%
Top 5	55%	56%	56%	55%
Top 10	70%	71%	71%	70%
Number of customers with more than 5% revenue contribution	3	4	6	6

Clients	Q3 12	Q2 12	Q3 11	FY 11
> \$ 10 million	2	2	3	3
\$5 - \$10 million	5	5	3	3
\$1 - \$5 million	16	14	12	12
< \$1 million	85	88	93	123

# Customer & Deal Analysis

Clients	Q3 12	Q2 12	Q3 11	FY11
Total number of active clients	108	109	111	100
Number of new clients added	9	6	10	33

New Clients – Q3 12	US	Europe	APAC	Total
Industrial		2		2
Automotive	1	1	1	3
Other emerging verticals	2	1	1	4
<b>Total</b>	<b>3</b>	<b>4</b>	<b>2</b>	<b>9</b>

Order Book (USD million)	Q3 12	Q2 12	Q3 11	FY11
New deals won	3.55	8.16	9.42	34.22

New Deal Analysis – Q3 12 (USD million)	US	Europe	APAC	India	Total
Engineering	2.32	0.11		0.01	2.43
PLMS		0.73	0.03	0.09	0.85
SPE	0.26	0.01			0.27
<b>Total</b>	<b>2.58</b>	<b>0.84</b>	<b>0.03</b>	<b>0.10</b>	<b>3.55</b>

# Business Highlights

- **Business Highlights**

- Launch of a new CAM package, CAMWorksXpress to address the needs of the home machinist and the new users of 3D CAM software
- Release of the 2012 version of its solids-based CNC programming solution, CAMWorks
- Receipt of SAP ACE Award 2011 for Customer Excellence in the best-run financial systems category

- **Achievements**

- Geometric receives **Frost & Sullivan's 2011 Global Enabling Technology Award** for DFMPPro
- Ranked amongst the **Top 10 Engineering Services Companies** in Dataquest Top 20 Industry Analysis in 2011

- **Customer wins**

- Won a process planning engagement with a precision machined components and sub-assemblies manufacturer in North America
- Strengthening our technical documentation engagement for manufacturing instructions with a leading industrial turbine company to cover global locations in North America, South America and Europe
- Oracle Agile PLM implementation to streamline and enable integrated food and other consumables development process for a leading FMCG/CPG manufacturer from India
- Plant layout design and optimization engagement with a global FMCG company for its plant in North Africa
- KBE application support with the world's leading earthmoving equipment company
- Application development for laser template software for a leading player in the precision cutting industry
- PLM application integration to enable global engineering processes for a global Auto OEM
- Started a key relationship with a leading mining equipment manufacturer by providing product engineering services

# OPERATIONS & HR DATA

## Q3 FY12



# Operational Parameters

## GL Consolidated

Project Type (%)				
Revenue (%)	Q3 12	Q2 12	Q3 11	FY 11
Time & Material	81.3%	82.4%	80.3%	79.2%
Fixed Price	18.7%	17.6%	19.7%	20.8%

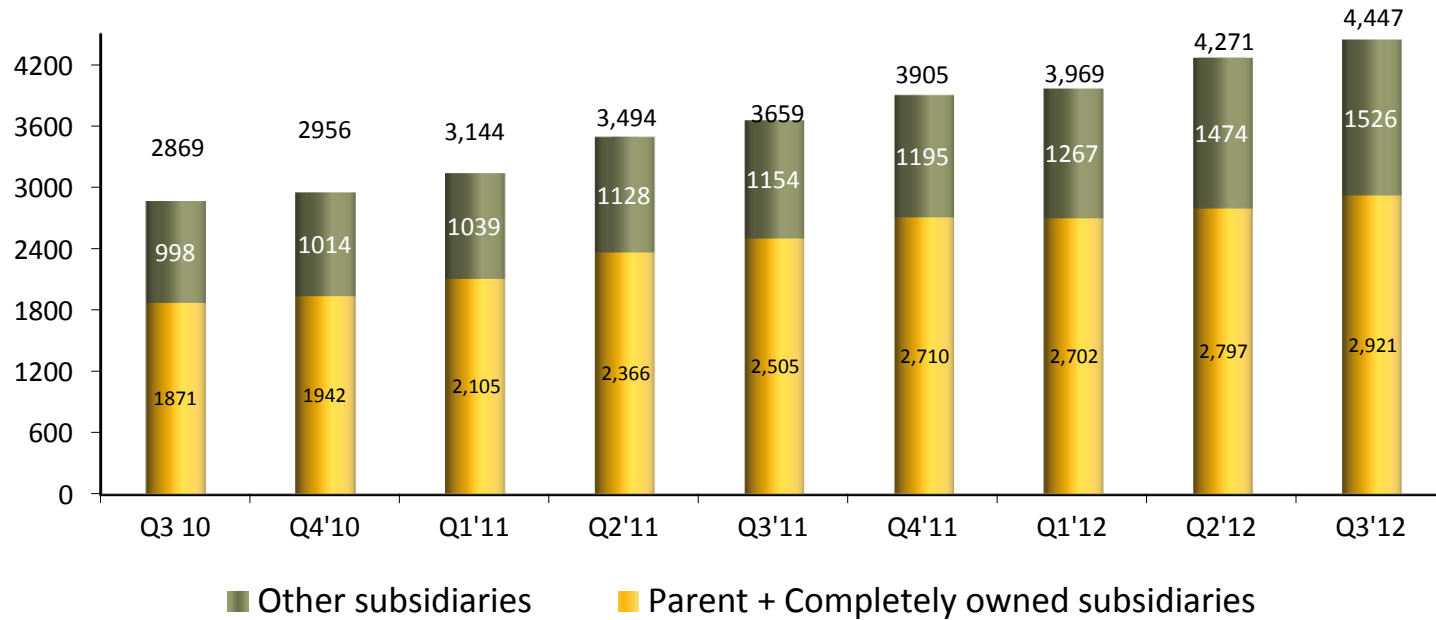
Utilization (%)				
	Q3 12	Q2 12	Q3 11	FY 11
Including Trainees	88.0%	85.8%	88.5%	88.6%
Excluding Trainees	90.9%	89.0%	89.3%	89.2%

## GL Consolidated excluding 3D PLM

Project Type (%)				
Revenue (%)	Q3 12	Q2 12	Q3 11	FY 11
Time & Material	74.6%	75.5%	71.2%	75.3%
Fixed Price	25.4%	24.5%	28.8%	24.7%

Utilization (%)				
	Q3 12	Q2 12	Q3 11	FY 11
Including Trainees	83.2%	81.6%	85.0%	84.0%
Excluding Trainees	87.6%	86.6%	86.3%	85.4%

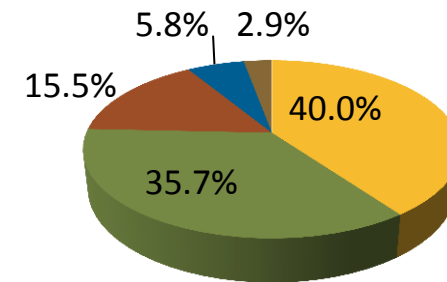
# Employee Base



Headcount	Q3 12	Q2 12	Q3 11
Billed	3657	3400	2960
Unbilled + Trainee	438	528	320
Operations Support	41	35	60
Sales	30	32	31
Corporate Functions	281	276	288
<b>Total</b>	<b>4447</b>	<b>4271</b>	<b>3659</b>

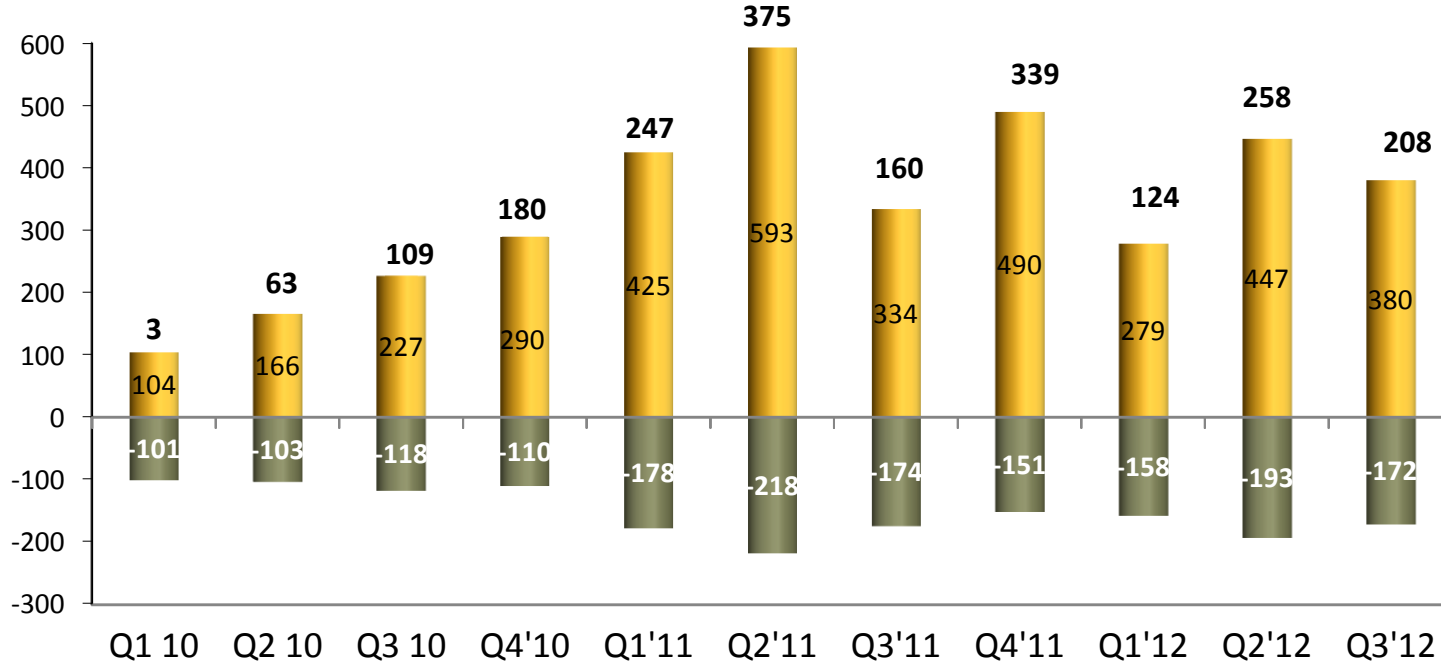
All numbers as of end of period

## Experience Profile



■ L4 and below ■ L5 ■ L6 ■ L7 ■ L8 and above

# Recruitment and Attrition Analysis

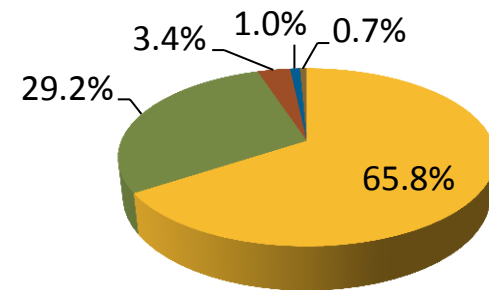


■ Recruitment ■ Attrition

Attrition (%)	Q3 12	Q2 12	Q3 11	FY11
Software Services	12.8%	17.0%	21.9%	18.8%
Engineering Services	18.3%	21.2%	14.7%	19.6%
Products	4.8%	4.6%	14.6%	12.6%
<b>Overall</b>	<b>16.5%</b>	<b>18.6%</b>	<b>19.8%</b>	<b>19.1%</b>

All numbers as of end of period

## Recruitment Profile



■ L4 and below ■ L5 ■ L6 ■ L7 ■ L8 and above

INDIAN GAAP

# BALANCE SHEET & KEY FINANCIAL PARAMETERS Q3 FY12



# Balance Sheet Summary

(figures in INR millions)

Sources of Funds	Q3 12	Q2 12	Q3 11
Shareholder's Funds			
Share Capital	125.30	125.22	124.62
Share Application Money	0.26	0.50	1.28
Reserves & Surplus	1,394.88	1,870.16	2,032.63
Non-Current Liabilities	721.89	260.50	116.45
Current Liabilities	2,253.48	1,892.37	813.98
Minority Interest	404.59	520.08	333.85
<b>Total</b>	<b>4,900.40</b>	<b>4,668.83</b>	<b>3,422.81</b>
Applications of Funds	Q3 12	Q2 12	Q3 11
Non-Current Assets			
Fixed Assets	870.38	883.09	832.01
Other Non-Current Assets	182.60	170.81	352.23
Current Assets			
Current Investments	534.85	494.89	155.92
Trade Receivables	1,646.68	1,535.76	1,163.25
Cash and Cash Equivalents	818.52	776.21	140.28
Other Current Assets	847.37	808.06	779.13
<b>Total</b>	<b>4,900.40</b>	<b>4,668.83</b>	<b>3,422.81</b>

Balance sheet position as on period end

# Key Financial Data

Parameter	Q3 12	Q2 12	Q3 11
CAPEX (INR million)	26.14	96.00	93.76
DSO	71	73	72
% Tax	20.8%	26.6%	0.8%
<b>Outstanding Loans</b>			
	Q3 12	Q2 12	Q3 11
Term Loan (USD million)	-	1.82	-
Working Capital Loan (USD million)	10.00	10.00	-
PCFC Loan (USD million)	4.09	6.73	2.36
<b>Forward Contracts (Data for USD/INR only)</b>			
	Q3 12	Q2 12	Q3 11
Cash Flow Hedges (USD million)	174.08	164.09	162.81
Other Contracts (USD million)	13.93	15.96	-
<b>Total (USD million)</b>	<b>188.01</b>	<b>180.05</b>	<b>162.81</b>
Average Rate	49.14	48.67	48.46
> 12 M maturity (USD million)	91.61	94.04	120.78
MTM on Cash Flow Hedges (INR million)	(1,087.71)	(274.95)	169.78
MTM on Other Contracts (INR million)	(73.38)	(17.51)	-
<b>Total (INR million)</b>	<b>(1,161.09)</b>	<b>(292.45)</b>	<b>169.78</b>

*Loans & Hedging position as on period end*

# GENERAL INFORMATION

## Q3 FY12



# Conference Call Details

- Q3 FY12 Results Conference Call on Monday, Jan 23, 2011 at 17:30 hrs IST
- Geometric will be represented by
  - Mr. Manu Parpia, MD & CEO
  - Mr. Arvind Kakar, Chief Financial Officer
- Dial-in details

Location	Access Number
Mumbai	+91 22 2824 8855
Local access number for other cities in India	1860 200 3399
India Toll Free	1800 200 2282
USA	+1 212 994 0035 +1 646 367 8383
Singapore	+65 3158 1351
International Direct Toll Access Number	+91 44 2370 2370

# About Geometric

Geometric ([www.geometricglobal.com](http://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
8,9,10,11	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"> <li>1. MIS format breaks-up operating costs as COR, S&amp;M and G&amp;A</li> <li>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</li> <li>3. FX gain/(loss) is grouped under Other Income in MIS format as against operating cost in financials.</li> <li>4. MIS Format provides only interest expenses whereas financial results clubs interest and bank charges in one line item.</li> </ol> <p>For EBITDA calculation, amortization software has been added and lease rentals have been reduced in depreciation</p>
12,13	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>
12,13	H/W Reimbursement	Reimbursement by the customer for hardware cost is recognized as revenue over the life of the hardware
12,13	Investment Income	Investment income includes dividend from mutual funds, interest earned on bank deposits and profit on sale of mutual fund investments.
14,15,16	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
14,15,16	Travel	Reimbursement of travel expenses are grouped under travel expenses while the same has been grouped under other expenses in financial result advertisement
15,16	Facility	Facility costs include rent and service charges, electricity charges, repairs and maintenance excluding that of EPABX and UPS
15,16	Facility Depreciation	Includes depreciation on leasehold land, building, electrical installations, office equipments and furniture and fixtures
15,16	Non-facility Depreciation	Primarily consists of depreciation on computing hardware
15,16	Lease Rentals	Includes lease rent paid for computing hardware
18 - 21	Revenue Analysis	Analysis reported is for USD operating revenue
18	Service Lines	Software Services - PLM Solutions + OPD business

# Guide 3

Slide #	Item	Explanation
20	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.
26	Project Type Revenue Analysis	Analysis reported is for USD operating revenue excluding Products and H/W reimbursement revenue.
22	Customer Revenue Analysis	Analysis reported is for USD operating revenue. Distribution is on the basis of annualized figures (i.e. quarterly revenue x 4).
22-23	Client data	Customers for product service line are counted only if revenues are more than \$5000/quarter.
23	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.

# Guide 4

Slide #	Item	Explanation
27	Employee Base	Employee headcount reported includes all permanent employees and non-permanent employees working on billed positions.
27	Experience Profile	Distribution reported is for all employees including sales and corporate support functions
28	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. Change in Q1 12 Attrition % compared to last quarter for like to like comparison
31	DSO	DSO reported is on a quarterly basis
31	% Tax	Includes impact of FBT and deferred tax
31	CAPEX	Includes normal CAPEX and purchase value of leased computing hardware
31	Outstanding Loans	All FX loans are revalued at the end of the quarter based on the closing exchange rate
31	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)