



FY12 Q3 Results Call

Subash Menon

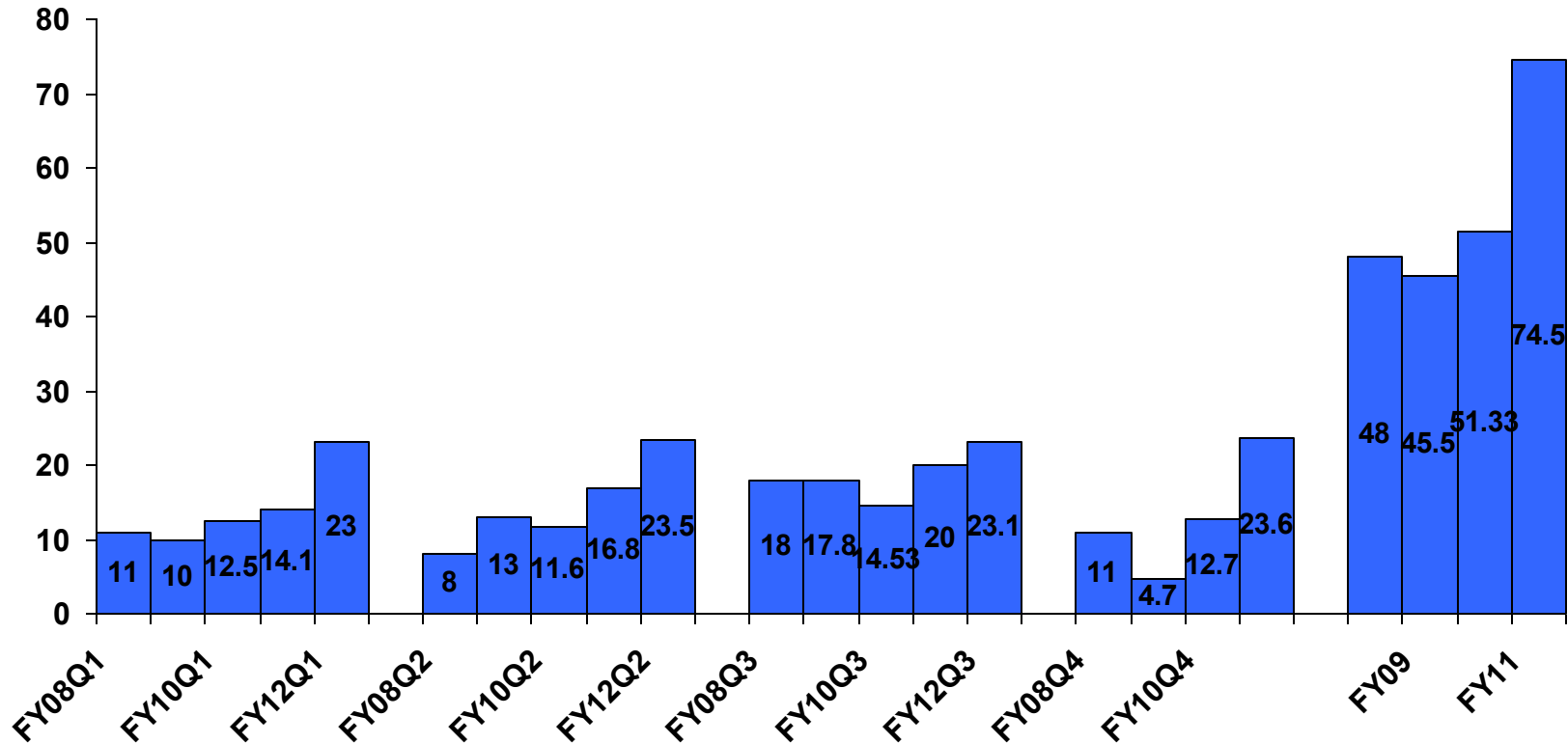
Jan 31, 2012



Forward Looking Statements

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, fluctuations in earnings, our ability to successfully integrate acquisitions, competition in our areas of business, client concentration, liability for damages in our contracts, withdrawal of tax incentives, political instability, unauthorized use of our intellectual property and general economic conditions affecting our industry.

Order Intake (Continuing Product Business)

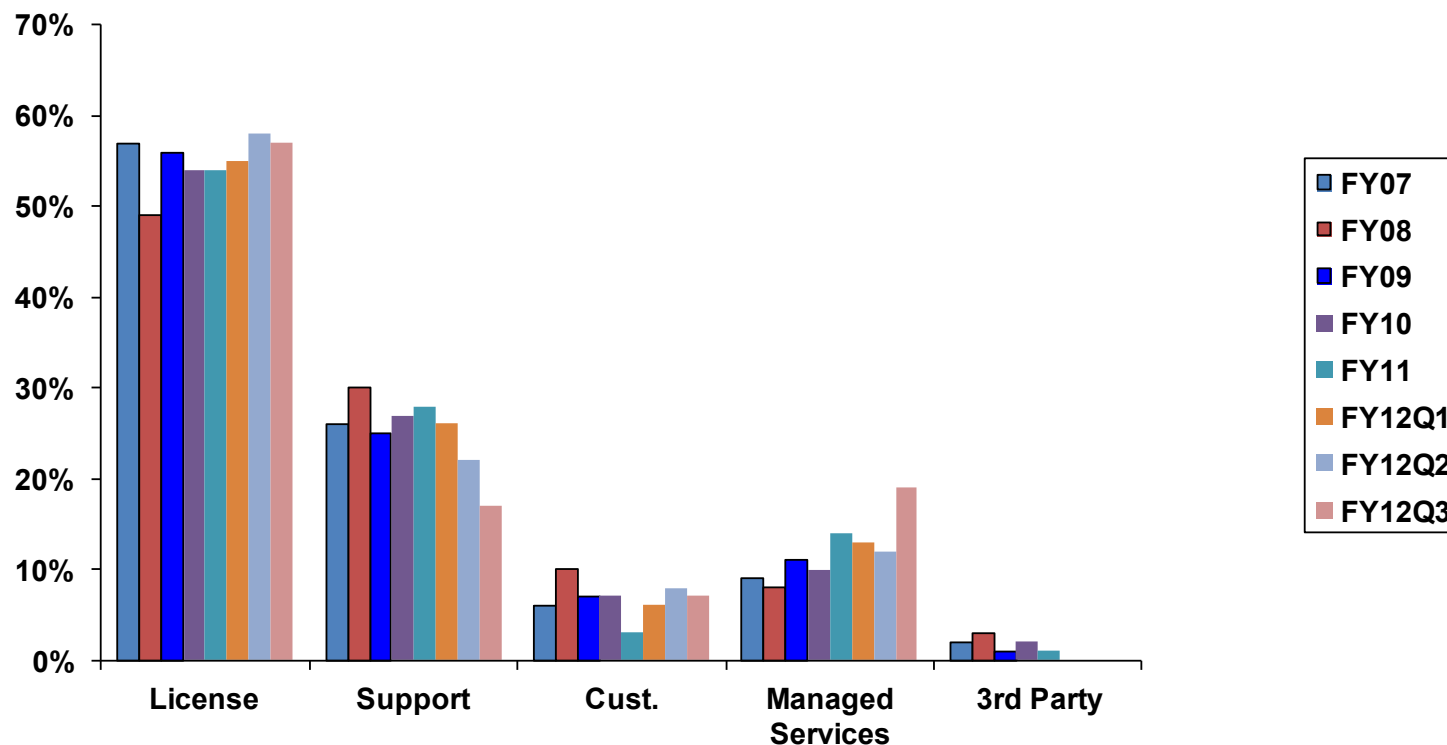


All Figures in US\$ Mln.

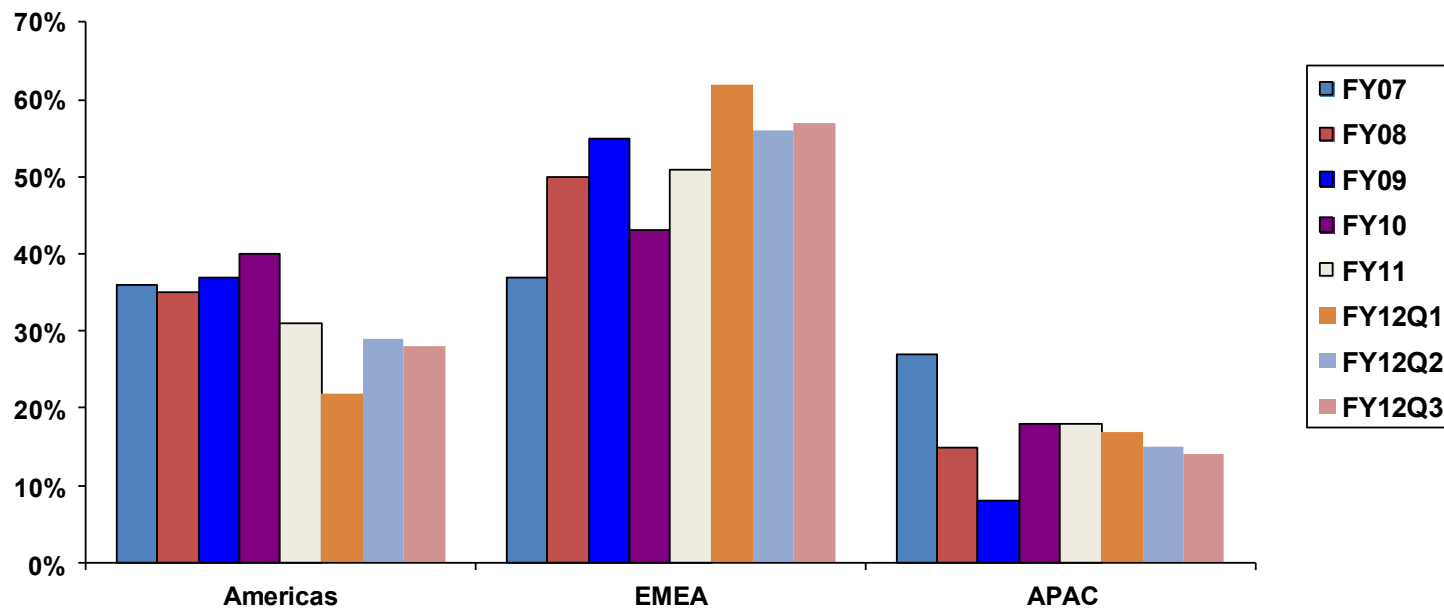
FY12 Q3 Financials

- ◆ Continuing product business revenue has grown 8% sequentially and 20% year on year
- ◆ Product business EBITDA is at 37% (delay in recognising certain revenue while cost has been accounted for has resulted in a slightly lower figure)
- ◆ EBITDA for the company is Rs. 443.83 mln as against Rs. 386.63 mln for the year ago quarter – a growth of about 15%
- ◆ Operational PAT (PAT excluding Exceptional Items) for the company is Rs. 285.38 Mln as compared to Rs. 248.67 Mln in FY12Q2 and Rs. 240.41 for FY11Q3 – sequential growth of about 15% and year on year growth of 19%

Product Revenue – By Stream



Product Revenue – By Geography



Summary

- ◆ Order Intake continues to be strong
- ◆ Product EBITDA for the quarter stood at 37%
- ◆ Managed Services is gaining momentum at a fast pace
- ◆ Current Qualified Pipeline – US\$ 432 mln



Thank You

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