



14 February, 2017

National Stock Exchange of India Limited
Exchange Plaza,
Plot No. C/1, G Block,
Bandra Kurla Complex, Bandra (East)
Mumbai – 4000 51

BSE Limited
Corporate Relationship Department
P.J Towers,
Dalal Street
Mumbai – 4000 01

Scrip Symbol: INFINITE

Scrip Code: 533154

Sub: Press Release, Fact Sheet & Investor Presentation

Ref: Audited Financial Results for Quarter and Nine months ended December 31, 2016.

Dear Sir,

Please find attached a copy of the Press Release, Fact Sheet and Investor Presentation which the Company proposes to share with Analysts with respect to the Audited Standalone and Consolidated Financial Results of the Company for the quarter and nine months ended December 31, 2016, duly approved by the Directors in their meeting held on today i.e., 14 February, 2017.

We request you to take the same on your record.

Thanking You,

Yours faithfully,

for **Infinite Computer Solutions (India) Limited**

Rajesh Kumar Modi
Company Secretary



Encls: a/a



Q3 - FY 2016 - 17

Infinite's Revenue grows 12.5 % Q-on-Q and PAT grows by 22.2 % Q-on-Q in Rupee Terms

Bangalore (India), February 14th 2017

Infinite Computer Solutions (India) Ltd. (NSE Symbol: Infinite; BSE Scrip Code: 533154), provides technology based business process solutions, next-gen mobility solutions and product engineering services, today announced its results for the third quarter, FY 2016 – 17, as approved by its Board of Directors.

"We are seeing good business traction with our clients, as this quarter's growth has been encouraging both from revenue and profitability perspective and we continue to execute our strategy for better client engagement. We are confident that our focus in delivering business solutions through integrated Platformized solutions is in the right direction to achieve our aspirations to deliver growth." Said Upinder Zutshi, Managing Director & CEO, Infinite.

Key financial highlights of the Quarter

Consolidated INR results for the Quarter ended December 31st, 2017:

- Revenue INR 628.06 Crore | YoY Growth by 7.4 % | QoQ Growth by 12.5 %
- EBITDA INR 56.97 Crore | YoY Down by 7.2 % | QoQ Growth by 14.4 %
- PAT INR 38.05 Crore | YoY Down by 1.0 % | QoQ Growth by 22.2 %
- EPS for Q3 FY 17 – **INR 9.78**

Consolidated USD results for the Quarter ended December 31st, 2017:

- Revenue USD 93.10 Million* | YoY Growth by 5.0 % | QoQ Growth by 11.7 %
- EBITDA USD 8.45 Million* | YoY Down by 9.3 % | QoQ Growth by 13.7 %
- PAT USD 5.64 Million* | YoY Down by 3.3 % | QoQ Growth by 21.4 %

*Average Forex Rate: INR 67.46 = 1 USD



Quarter Highlights

- Q3 FY 17 results in line with our expectations and projections for this quarter
- Added new clients in Mobility, Healthcare and Technology verticals
- Signed with one of the largest US Cellular company for mobility solutions
- Added 12 new clients during the quarter which includes 4 new clients in Mobility and 5 in technology solutions
- Signed with two large Textile mills for providing enterprise solution
- Significant increase in cash by over INR 138 Cr over last quarter
- Significant reduction in DSO days over last quarter

Equity Shares Buy-back through Tender Offer route:

The Buyback through the “tender offer” route as prescribed under the Securities and Exchange Board of India (“SEBI”) (Buy Back of Securities) Regulations, 1998 and the Companies Act, 2013 and rules made thereunder was opened on 10th Feb, 2017 and will close on 23rd Feb, 2017. BSE settlement date is fixed on 06 Mar, 2017.

The approved buyback (“Buyback”) by the Company is for up to 56.60 Lakh, fully paid-up equity shares of Rs. 10/- each of the Company (“Equity Shares”) representing 14.35% of the total paid-up Equity Share capital of the Company. At the maximum price of Rs. 265/- per Equity Share payable in cash and the aggregate amount will be of up to Rs. 149.99 Crores (“Buyback Size”).

The Buyback Size is 24.77% of the fully paid-up Equity Share capital and free reserves as per the audited standalone balance sheet of the Company for the financial year ended March 31, 2016.



Infinite Computer Solutions (India) Ltd Press release

About Infinite

Infinite Computer Solutions (India) Ltd., (NSE Symbol: Infinite; BSE Scrip Code: 533154), provides technology based business process solutions, next-gen mobility solutions and product engineering services, specializing in the Healthcare, Banking & Finance, Telecommunications & Technology and Media & Publishing industries, for Fortune 1000 companies. Our solutions build on proprietary industrial frameworks that significantly reduce work effort and cost while providing faster go-to-market speeds and nimble responses to market dynamics, a solution we call Platformization™. Infinite has over 4,800 employees with 19 locations worldwide and 7 global delivery centers.

Established in 1999, headquartered in Bangalore, India, with an expanse across three continents, a diverse employee base and over 50 premier clients, including several leading Fortune 1000 companies. We have also been listed twice as **NASSCOM's top 20 IT Companies in India**.

Safe harbour

Certain statements in this release 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 due to risks or uncertainties associated with our expectations with respect to, but not limited to, our ability to successfully implement our strategy and our growth and expansion plans, technological changes, our exposure to market risks, general economic and political conditions in India which have an impact on our business activities or investments, changes in the laws and regulations that apply to the Indian IT services industry, including with respect to tax incentives and export benefits, adverse changes in foreign laws, including those relating to outsourcing and immigration, increasing competition in and the conditions of the Indian and global IT services industry, the prices we are able to obtain for our services, wage levels in India for IT professionals, the loss of significant customers the monetary and interest policies of India, inflation, deflation, unanticipated turbulence in interest rates, foreign exchange rates, equity prices or other rates or prices, the performance of the financial markets in India and globally, regulations and taxes and changes in competition in the information technology/telecommunication industries.

The Company does not undertake to update any forward-looking statements that may be made from time to time by or on behalf of the Company.

For more information, please visit us at www.infinite.com

Media Contacts

Corporate Marketing

Tel: +91-80- 41930000

Email – corporate-marketing@infinite.com

Infinite Computer Solutions (India) Ltd, Bangalore

Investors Contact

Mr. Mohan Kumar


Tel: +91-80-41930000

Email – mohan.kumar@infinite.com

Infinite Computer Solutions (India) Ltd, Bangalore



exciting times...infinite possibilities...

A white line graph with several peaks and valleys is shown against a dark blue background. A white arrow points upwards and to the right, starting from the end of the graph. The background also features faint, semi-transparent square patterns.

"Success works as a cycle - growth and contraction, balancing and unbalancing - all while you're encountering hurdles that get higher and higher over time."
~Julien Smith, Author of The Flinch

FACT SHEET – Q3, FY 2016 - 17

Safe Harbour

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 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, fixed-time frame contracts, client concentration, restrictions on immigration, industry segment concentration, our ability to manage our international operations, reduced demand for technology in our key focus areas, disruptions in telecommunication networks or system failures, our ability to successfully complete and integrate potential acquisitions, liability for damages on our service contracts, the success of the companies in which the company has made strategic investments, withdrawal of governmental fiscal incentives, political instability and regional conflicts, legal restrictions on raising capital or acquiring companies outside India, and unauthorized use of our intellectual property and general economic conditions affecting our industry. The Company does not undertake to update any forward-looking statements that may be made from time to time by or on behalf of the Company.

| Performance (Rs Cr.) | FY 14 | FY 15 | FY 16 | FY 17 Q1 | FY 17 Q2 | FY 17 Q3 | YTD FY 17 |
|-----------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Revenue | 1,732.73 | 1,737.44 | 2,108.30 | 534.55 | 558.18 | 628.06 | 1,720.79 |
| EBITDA | 185.57 | 190.14 | 191.59 | 47.87 | 49.78 | 56.97 | 154.62 |
| EBIT | 112.15 | 139.58 | 152.67 | 39.99 | 40.45 | 49.35 | 129.79 |
| PAT | 89.77 | 112.91 | 121.97 | 30.39 | 31.13 | 38.05 | 99.57 |
| | | | | | | | |
| EBITDA to Revenue | 10.7% | 11.0% | 9.1% | 9.0% | 8.9% | 9.1% | 9.0% |
| EBIT to Revenue | 6.5% | 8.0% | 7.2% | 7.5% | 7.2% | 7.9% | 7.5% |
| PAT to Revenue | 5.2% | 6.5% | 5.8% | 5.7% | 5.6% | 6.1% | 5.8% |
| | | | | | | | |
| No. of Shares | 4,04,43,159 | 4,01,56,459 | 3,87,06,459 | 3,87,06,459 | 3,87,06,459 | 3,87,06,459 | 3,87,06,459 |
| EPS (in Rs.) | 21.73 | 28.08 | 30.83 | 7.73 | 7.91 | 9.78 | 25.42 |
| Effective Tax Rate | 22.6% | 21.7% | 23.7% | 28.8% | 27.8% | 27.0% | 27.8% |
| Average exchange Rate | 60.46 | 61.15 | 65.44 | 66.93 | 66.96 | 67.46 | 67.12 |

FY 2016 and FY 2017 are per IND AS

| Performance (USD Mn.) | FY 14 | FY 15 | FY 16 | FY 17 Q1 | FY 17 Q2 | FY 17 Q3 | YTD FY 17 |
|-----------------------|--------|--------|--------|----------|----------|----------|-----------|
| Revenue | 286.59 | 283.94 | 321.84 | 79.87 | 83.36 | 93.10 | 256.33 |
| EBITDA | 30.67 | 31.11 | 29.23 | 7.15 | 7.43 | 8.45 | 23.03 |
| EBIT | 18.67 | 22.83 | 23.28 | 5.97 | 6.04 | 7.32 | 19.33 |
| PAT | 14.91 | 18.47 | 18.61 | 4.54 | 4.65 | 5.64 | 14.83 |
| | | | | | | | |
| EBITDA to Revenue | 10.7% | 11.0% | 9.1% | 9.0% | 8.9% | 9.1% | 9.0% |
| EBIT to Revenue | 6.5% | 8.0% | 7.2% | 7.5% | 7.2% | 7.9% | 7.5% |
| PAT to Revenue | 5.2% | 6.5% | 5.8% | 5.7% | 5.6% | 6.1% | 5.8% |
| | | | | | | | |

FY 2016 and FY 2017 are per IND AS

| Performance by Quarter – Rs. Cr. | FY 16 Q1 | FY 16 Q2 | FY 16 Q3 | FY 16 Q4 | FY 17 Q1 | FY 17 Q2 | FY 17 Q3 |
|----------------------------------|----------|----------|----------|----------|----------|----------|----------|
| Revenue | 469.55 | 500.61 | 584.66 | 553.48 | 534.55 | 558.18 | 628.06 |
| EBITDA | 38.29 | 44.11 | 61.37 | 47.82 | 47.87 | 49.78 | 56.97 |
| PAT | 25.77 | 27.41 | 38.44 | 30.35 | 30.39 | 31.13 | 38.05 |
| | | | | | | | |
| EBITDA to Revenue | 8.2% | 8.8% | 10.5% | 8.6% | 9.0% | 8.9% | 9.1% |
| PAT to Revenue | 5.5% | 5.5% | 6.6% | 5.5% | 5.7% | 5.6% | 6.1% |

| Growth - Key Financials (YoY) | In Rupee Terms | | | | | | |
|--------------------------------------|----------------|----------|----------|----------|----------|----------|----------|
| | FY 16 Q1 | FY 16 Q2 | FY 16 Q3 | FY 16 Q4 | FY 17 Q1 | FY 17 Q2 | FY 17 Q3 |
| Revenue Growth | 20.8% | 14.4% | 20.2% | 30.4% | 13.8% | 11.5% | 7.4% |
| EBITDA Growth | -19.0% | -2.5% | -16.5% | 98.1% | 25.0% | 12.9% | -7.2% |
| PAT Growth | -4.0% | -0.1% | -20.6% | 197.3% | 17.9% | 13.6% | -1.0% |
| Growth - Key Financials (Sequential) | In Rupee Terms | | | | | | |
| | FY 16 Q1 | FY 16 Q2 | FY 16 Q3 | FY 16 Q4 | FY 17 Q1 | FY 17 Q2 | FY 17 Q3 |
| Revenue Growth | 10.6% | 6.6% | 16.8% | -5.3% | -3.4% | 4.4% | 12.5% |
| EBITDA Growth | 58.6% | 15.2% | 39.1% | -22.1% | 0.1% | 4.0% | 14.4% |
| PAT Growth | 152.4% | 6.4% | 40.2% | -21.0% | 0.1% | 2.4% | 22.2% |

| Performance by Quarter - USD Mn. | FY 16 Q1 | FY 16 Q2 | FY 16 Q3 | FY 16 Q4 | FY 17 Q1 | FY 17 Q2 | FY 17 Q3 |
|----------------------------------|----------|----------|----------|----------|----------|----------|----------|
| Revenue | 73.94 | 77.21 | 88.69 | 82.00 | 79.87 | 83.36 | 93.10 |
| EBITDA | 6.03 | 6.80 | 9.31 | 7.08 | 7.15 | 7.43 | 8.45 |
| PAT | 4.06 | 4.23 | 5.83 | 4.50 | 4.54 | 4.65 | 5.64 |
| Currency Rate - USD | 63.50 | 64.84 | 65.92 | 67.50 | 66.93 | 66.96 | 67.46 |
| | | | | | | | |
| EBITDA to Revenue | 8.2% | 8.8% | 10.5% | 8.6% | 9.0% | 8.9% | 9.1% |
| PAT to Revenue | 5.5% | 5.5% | 6.6% | 5.5% | 5.7% | 5.6% | 6.1% |

| Growth - Key Financials (YoY) | In Dollar Terms | | | | | | |
|--------------------------------------|-----------------|----------|----------|----------|----------|----------|----------|
| | FY 16 Q1 | FY 16 Q2 | FY 16 Q3 | FY 16 Q4 | FY 17 Q1 | FY 17 Q2 | FY 17 Q3 |
| Revenue Growth | 13.7% | 6.9% | 13.0% | 20.2% | 8.0% | 8.0% | 5.0% |
| EBITDA Growth | -23.8% | -8.9% | -21.4% | 82.6% | 18.6% | 9.3% | -9.3% |
| PAT Growth | -9.5% | -6.7% | -25.3% | 174.2% | 11.9% | 9.9% | -3.3% |
| Growth - Key Financials (Sequential) | In Dollar Terms | | | | | | |
| | FY 16 Q1 | FY 16 Q2 | FY 16 Q3 | FY 16 Q4 | FY 17 Q1 | FY 17 Q2 | FY 17 Q3 |
| Revenue Growth | 8.4% | 4.4% | 14.9% | -7.5% | -2.6% | 4.4% | 11.7% |
| EBITDA Growth | 55.4% | 12.8% | 36.9% | -23.9% | 1.0% | 3.9% | 13.7% |
| PAT Growth | 147.5% | 4.2% | 37.9% | -22.9% | 1.0% | 2.3% | 21.4% |



| Revenue Client | FY 14 | FY 15 | FY 16 | FY 16 Q1 | FY 16 Q2 | FY 16 Q3 | FY 16 Q4 | FY 17 Q1 | FY 17 Q2 | FY 17 Q3 | YTD FY 17 |
|----------------|--------|--------|--------|----------|----------|----------|----------|----------|----------|----------|-----------|
| Top Client | 52.30% | 50.43% | 51.79% | 53.91% | 51.89% | 48.18% | 53.70% | 51.63% | 54.41% | 52.37% | 52.80% |
| Top 5 Clients | 79.40% | 80.35% | 80.19% | 79.83% | 80.88% | 79.53% | 81.64% | 81.01% | 80.85% | 78.44% | 79.98% |
| Top 10 Clients | 91.90% | 91.20% | 90.92% | 92.17% | 92.07% | 92.79% | 92.54% | 92.05% | 92.08% | 91.07% | 90.43% |

| | | | | | | | | | | | |
|-----------------------|--|----|-----|----|----|-----|-----|-----|-----|-----|--|
| No. of active clients | | 88 | 119 | 91 | 99 | 120 | 119 | 131 | 136 | 131 | |
| No. of clients added | | | | 11 | 11 | 22 | 5 | 20 | 24 | 12 | |

| | FY 14 | FY 15 | FY 16 | FY 16 Q1 | FY 16 Q2 | FY 16 Q3 | FY 16 Q4 | FY 17 Q1 | FY 17 Q2 | FY 17 Q3 | YTD FY 17 |
|--------------------|-------|-------|-------|----------|----------|----------|----------|----------|----------|----------|-----------|
| US\$ 1 mn Clients | 14 | 15 | 18 | 15 | 15 | 16 | 18 | 18 | 17 | 18 | 18 |
| US\$ 5 mn Clients | 8 | 9 | 7 | 9 | 9 | 8 | 7 | 7 | 7 | 7 | 7 |
| US\$ 10 mn Clients | 7 | 6 | 7 | 6 | 6 | 7 | 7 | 7 | 7 | 7 | 7 |
| US\$ 20 mn Clients | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 3 | 3 | 3 | 3 |

| Average Bill Rate (in USD) | FY 14 | FY 15 | FY 16 | FY 16 Q1 | FY 16 Q2 | FY 16 Q3 | FY 16 Q4 | FY 17 Q1 | FY 17 Q2 | FY 17 Q3 | YTD FY 17 |
|----------------------------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|-----------|
| Offshore | \$ 21.00 | \$ 23.00 | \$ 22.30 | \$ 23.00 | \$ 22.87 | \$ 21.67 | \$ 21.58 | \$ 20.18 | \$ 21.05 | \$ 21.75 | \$ 21.03 |
| On-site | \$ 69.00 | \$ 75.00 | \$ 83.35 | \$ 80.00 | \$ 83.82 | \$ 84.01 | \$ 85.00 | \$ 84.11 | \$ 80.97 | \$ 82.21 | \$ 82.38 |

| Revenue - Engagement Model | FY 14 | FY 15 | FY 16 | FY 16 Q1 | FY 16 Q2 | FY 16 Q3 | FY 16 Q4 | FY 17 Q1 | FY 17 Q2 | FY 17 Q3 | YTD FY 17 |
|---------------------------------|-------|-------|-------|----------|----------|----------|----------|----------|----------|----------|-----------|
| Fixed Price / SOW / Managed T&M | 15.8% | 15.4% | 17.6% | 16.3% | 16.1% | 19.3% | 18.3% | 21.0% | 19.6% | 21.4% | 20.7% |
| Revenue Sharing | 16.5% | 18.6% | 15.4% | 13.6% | 15.9% | 18.5% | 13.3% | 13.2% | 11.2% | 14.0% | 12.8% |
| T & M | 67.5% | 66.0% | 67.0% | 70.1% | 68.0% | 62.2% | 68.4% | 65.8% | 69.2% | 64.6% | 66.5% |



| Revenue - Vertical | FY 14 | FY 15 | FY 16 | FY 16 Q1 | FY 16 Q2 | FY 16 Q3 | FY 16 Q4 | FY 17 Q1 | FY 17 Q2 | FY 17 Q3 | YTD FY 17 |
|--------------------|-------|-------|-------|----------|----------|----------|----------|----------|----------|----------|-----------|
| Telecom & Media | 38.0% | 40.0% | 37.0% | 33.5% | 36.8% | 42.7% | 34.1% | 32.9% | 32.3% | 35.8% | 33.9% |
| Technology | 40.1% | 39.6% | 40.0% | 42.0% | 40.3% | 37.2% | 40.9% | 39.5% | 40.8% | 38.4% | 39.5% |
| Healthcare | 16.5% | 14.5% | 18.4% | 18.4% | 18.2% | 16.9% | 20.3% | 24.1% | 23.9% | 23.0% | 23.6% |
| BFSI | 1.4% | 1.5% | 1.3% | 2.3% | 1.2% | 0.7% | 1.2% | 1.3% | 0.4% | 1.1% | 0.9% |
| Others | 4.0% | 4.4% | 3.3% | 3.8% | 3.5% | 2.5% | 3.5% | 2.2% | 2.6% | 1.7% | 2.1% |

| Revenue - Offering | FY 14 | FY 15 | FY 16 | FY 16 Q1 | FY 16 Q2 | FY 16 Q3 | FY 16 Q4 | FY 17 Q1 | FY 17 Q2 | FY 17 Q3 | YTD FY 17 |
|----------------------|-------|-------|-------|----------|----------|----------|----------|----------|----------|----------|-----------|
| Technology Solutions | 72.1% | 70.0% | 73.6% | 75.5% | 72.2% | 71.0% | 76.1% | 77.3% | 79.3% | 78.2% | 78.3% |
| Mobility | 13.9% | 15.9% | 14.1% | 11.3% | 14.8% | 17.6% | 12.0% | 11.5% | 10.3% | 12.8% | 11.6% |
| Product Engineering | 14.0% | 14.1% | 12.3% | 13.2% | 13.0% | 11.4% | 11.9% | 11.2% | 10.4% | 9.0% | 10.1% |

| Revenue Region | FY 14 | FY 15 | FY 16 | FY 16 Q1 | FY 16 Q2 | FY 16 Q3 | FY 16 Q4 | FY 17 Q1 | FY 17 Q2 | FY 17 Q3 | YTD FY 17 |
|------------------|-------|-------|-------|----------|----------|----------|----------|----------|----------|----------|-----------|
| Offshore Revenue | 17.9% | 21.2% | 20.7% | 18.9% | 22.0% | 25.0% | 16.3% | 16.0% | 15.9% | 17.0% | 16.3% |
| Onsite Revenue | 82.1% | 78.8% | 79.3% | 81.1% | 78.0% | 75.0% | 83.7% | 84.0% | 84.1% | 83.0% | 83.7% |

| Revenue - Location | FY 14 | FY 15 | FY 16 | FY 16 Q1 | FY 16 Q2 | FY 16 Q3 | FY 16 Q4 | FY 17 Q1 | FY 17 Q2 | FY 17 Q3 | YTD FY 17 |
|--------------------|-------|-------|-------|----------|----------|----------|----------|----------|----------|----------|-----------|
| USA | 89.3% | 87.1% | 88.2% | 87.6% | 88.5% | 89.6% | 86.9% | 88.9% | 88.1% | 90.2% | 89.2% |
| Europe | 0.1% | 0.1% | 0.1% | 0.1% | 0.2% | 0.1% | 0.1% | 0.3% | 0.4% | 0.8% | 0.5% |
| India | 5.8% | 6.9% | 6.4% | 6.4% | 6.1% | 5.6% | 7.5% | 5.2% | 5.3% | 3.8% | 4.7% |
| APAC | 4.8% | 5.9% | 5.3% | 5.9% | 5.2% | 4.7% | 5.5% | 5.6% | 6.2% | 5.2% | 5.6% |

| Employees Metrics | FY14 | FY 15 | FY 16 | FY 17 Q1 | FY 17 Q2 | FY 17 Q3 |
|-------------------------------------|--------|--------|--------|----------|----------|----------|
| Total Employees | 4882 | 5138 | 4712 | 4612 | 4735 | 4798 |
| Technical Staff - Billed * | 4132 | 4493 | 4177 | 4087 | 4210 | 4275 |
| Technical Staff - Billed - Offshore | 2672 | 2817 | 2300 | 2171 | 2061 | 1995 |
| Technical Staff - Billed - Onsite | 1460 | 1676 | 1877 | 1916 | 2149 | 2280 |
| Technical Staff – Non-Billable | 345 | 281 | 173 | 165 | 179 | 177 |
| Sales | 106 | 96 | 88 | 82 | 76 | 73 |
| Support Staff | 299 | 268 | 274 | 278 | 270 | 273 |
| India Headcount | 3282 | 3331 | 2695 | 2558 | 2457 | 2391 |
| Headcount Outside India | 1600 | 1807 | 2017 | 2054 | 2278 | 2407 |
| Net Additions # | -193 | 256 | -426 | -100 | 123 | 63 |
| Attrition Rate - Global | 16.45% | 18.03% | 18.50% | 19.03% | 19.09% | 19.07% |
| * includes consultants | | | | | | |
| Utilization | 84% | 79% | 82% | 81% | 82% | 83% |



The Company does some business in USA which is “Pass Through” in nature where some vendors need to route their business with one of our customers through us, these vendors carry all the risk and liabilities for this business. This business is not core to our activities and carries a very low margin. As a result of this we recognize only the margin from such business as our revenue but the consequent Debtors and Creditors are reflected in our Balance Sheet. Consequently DSO as calculated from our financials is not a true reflection of the efficiency of our receivables, as it does not include the corresponding pass through revenue. The DSO so calculated is reflected in “A” below.

In “B” below the “pass through” revenue is added to the revenue and the DSO is calculated – This is the DSO of our Total Business.

“C” below reflects our DSO from our Core business; i.e. both pass through revenue as well as the corresponding debtors have been removed. The DSO so calculated includes the Unbilled Receivables pertaining to our core business and it is this number which we use to measure the efficiency of realizations.

| | | | FY 14 | FY 15 | FY 16 Q1 | FY 16 Q2 | FY 16 Q3 | FY 16 Q4 | FY 16 | FY 17 Q1 | FY 17 Q2 | FY 17 Q3 |
|----------|---------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------|-------|----------|----------|----------|----------|-------|----------|----------|----------|
| A | DSO as it appear in financials | =(Debtors + Unbilled Receivables as in Balance Sheet) / Sales in financials) | 125 | 139 | 126 | 125 | 115 | 126 | 125 | 134 | 132 | 117 |
| B | DSO of Total Business (Including Pass Thru) | =(Debtors + Unbilled Receivables as in Balance Sheet) / Sales in financials+ Pass thru revenue) | 99 | 118 | 111 | 110 | 102 | 109 | 111 | 116 | 115 | 104 |
| C | DSO of Core Business (Excluding Pass Thru) | =(Debtors + Unbilled Receivables as in Balance Sheet) only of core business, ie excluding pass thru Debtors and Unbilled Receivables / Sales as in the financials) | 106 | 121 | 115 | 113 | 104 | 114 | 113 | 121 | 120 | 105 |

| DSO Considering only Receivables (ie Unbilled Receivables are not included) | FY 16 Q1 | FY 16 Q2 | FY 16 Q3 | FY 16 Q4 | FY 16 | FY 17 Q1 | FY 17 Q2 | FY 17 Q3 |
|-------------------------------------------------------------------------------|----------|----------|----------|----------|-------|----------|----------|----------|
| Total - Only Receivables considered i.e. w/o Unbilled Receivables | 78 | 77 | 73 | 75 | 76 | 81 | 84 | 79 |
| Core (excluding both Revenue and Debtors of pass through revenue) | 78 | 77 | 73 | 78 | 76 | 84 | 87 | 80 |
| Financials (including Debtors but excluding Revenue from pass through) | 88 | 87 | 82 | 87 | 87 | 94 | 97 | 89 |

| | FY 14 | FY 15 | FY 16 Q1 | FY 16 Q2 | FY 16 Q3 | FY 16 Q4 | FY 16 | FY 17 Q1 | FY 17 Q2 | FY 17 Q3 |
|------------------------------------------------------------------|--------|--------|----------|----------|----------|----------|--------|----------|----------|----------|
| Net worth (in Rs. Crores) | 676.30 | 791.47 | 824.73 | 836.52 | 879.72 | 911.54 | 911.54 | 952.43 | 974.89 | 1,021.32 |
| Return on net worth (after extraordinary and prior period items) | 13.30% | 14.26% | 3.09% | 3.26% | 4.35% | 3.28% | 13.28% | 3.14% | 3.13% | 3.71% |
| Total cash (in Rs. Crores) * | 112.23 | 177.63 | 193.68 | 203.93 | 247.13 | 311.50 | 311.50 | 300.35 | 325.27 | 463.36 |
| Cash per share | 27.75 | 44.23 | 48.23 | 52.69 | 63.85 | 80.48 | 80.48 | 77.60 | 84.03 | 119.71 |

The Total Cash is the Amount of Cash & Cash Equivalents, Investment in Liquid Mutual Funds and reduced by the Book Overdraft from Bank

Rs in Crore

| | FY 14 | FY 15 | FY 16 Q1 | FY 16 Q2 | FY 16 Q3 | FY 16 Q4 | FY 16 | FY 17 Q1 | FY 17 Q2 | FY 17 Q3 | YTD FY 17 |
|------------------------------------|-----------------|-----------------|---------------|---------------|---------------|---------------|-----------------|---------------|---------------|---------------|-----------------|
| Revenue | 1,732.73 | 1,737.44 | 469.55 | 500.61 | 584.66 | 553.48 | 2,108.30 | 534.55 | 558.18 | 628.06 | 1,720.79 |
| Direct Expenses | 1,217.91 | 1,223.95 | 340.42 | 361.94 | 420.37 | 399.61 | 1,522.34 | 385.41 | 404.68 | 453.46 | 1,243.55 |
| GM | 514.82 | 513.49 | 129.13 | 138.67 | 164.29 | 153.87 | 585.96 | 149.14 | 153.50 | 174.60 | 477.24 |
| SG & A | 329.25 | 323.35 | 90.84 | 94.56 | 102.92 | 106.05 | 394.37 | 101.27 | 103.72 | 117.63 | 322.62 |
| EBITDA | 185.57 | 190.14 | 38.29 | 44.11 | 61.37 | 47.82 | 191.59 | 47.87 | 49.78 | 56.97 | 154.62 |
| Forex gain / (loss) | (18.75) | 0.57 | 1.88 | 3.21 | 1.17 | 0.18 | 6.44 | 2.19 | (1.03) | 1.73 | 2.89 |
| Depreciation | (56.53) | (51.60) | (11.71) | (12.17) | (12.28) | (11.59) | (47.75) | (9.58) | (9.21) | (9.70) | (28.49) |
| Other income (Including OCI*) | 1.20 | 0.47 | 0.51 | 0.26 | 0.46 | 1.13 | 2.36 | 0.84 | 0.92 | 0.37 | 2.13 |
| Gain / (Loss) on sale of FA & Inv. | 0.66 | - | - | 0.01 | (0.06) | 0.08 | 0.03 | (1.33) | (0.01) | (0.02) | (1.36) |
| EBIT | 112.15 | 139.58 | 28.97 | 35.42 | 50.66 | 37.62 | 152.67 | 39.99 | 40.45 | 49.35 | 129.79 |
| Interest Income | 5.72 | 5.81 | 2.28 | 1.90 | 2.08 | 2.19 | 8.45 | 2.93 | 2.73 | 3.01 | 8.67 |
| Interest Expenditure | 1.96 | 1.21 | 0.26 | 0.39 | 0.34 | 0.21 | 1.20 | 0.22 | 0.02 | 0.21 | 0.45 |
| PBT | 115.91 | 144.18 | 30.99 | 36.93 | 52.40 | 39.60 | 159.92 | 42.70 | 43.16 | 52.15 | 138.01 |
| Tax | 26.14 | 31.27 | 5.22 | 9.52 | 13.96 | 9.25 | 37.95 | 12.31 | 12.03 | 14.10 | 38.44 |
| PAT | 89.77 | 112.91 | 25.77 | 27.41 | 38.44 | 30.35 | 121.97 | 30.39 | 31.13 | 38.05 | 99.57 |

| | | | | | | | | | | | |
|-------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Gross Margin | 29.7% | 29.6% | 27.5% | 27.7% | 28.1% | 27.8% | 27.8% | 27.9% | 27.5% | 27.8% | 27.7% |
| SG & A to Revenue | 19.0% | 18.6% | 19.3% | 18.9% | 17.6% | 19.2% | 18.7% | 18.9% | 18.6% | 18.7% | 18.7% |
| EBITDA Margin | 10.7% | 10.9% | 8.2% | 8.8% | 10.5% | 8.6% | 9.1% | 9.0% | 8.9% | 9.1% | 9.0% |
| EBIT Margin | 6.5% | 8.0% | 6.2% | 7.1% | 8.7% | 6.8% | 7.2% | 7.5% | 7.2% | 7.9% | 7.5% |
| PBT to Revenue | 6.7% | 8.3% | 6.6% | 7.4% | 9.0% | 7.2% | 7.6% | 8.0% | 7.7% | 8.3% | 8.0% |
| PAT to Revenue | 5.2% | 6.5% | 5.5% | 5.5% | 6.6% | 5.5% | 5.8% | 5.7% | 5.6% | 6.1% | 5.8% |

- * 1. For FY 2016-17 & FY 2015 -16 Other income includes Other Comprehensive Income (OCI) arising on adoption of Ind AS.
2. For Q2, Q3 & YTD FY 2016-17 other income is adjusted with share of minority interest

Rs in Crore

| | FY 15 | FY 16 Q1 | FY 16 Q2 | FY 16 Q3 | FY 16 Q4 | FY 16 | FY 17 Q1 | FY 17 Q2 | FY 17 Q3 | YTD FY 17 |
|------------------------------------------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------|---------------|---------------|---------------|
| Pre-Tax Profit | 144.15 | 30.56 | 36.72 | 52.15 | 38.94 | 158.37 | 41.95 | 42.28 | 51.87 | 136.10 |
| Depreciation | 51.60 | 11.71 | 12.17 | 12.28 | 11.59 | 47.75 | 9.58 | 9.21 | 9.70 | 28.49 |
| Other Adjustments | (3.90) | (2.01) | (1.71) | (1.55) | (2.22) | (7.49) | (1.22) | (1.83) | (1.24) | (4.29) |
| Change in Working capital | (42.87) | 28.47 | (16.15) | (20.09) | 63.60 | 55.83 | (41.31) | (27.99) | 60.05 | (9.25) |
| Taxes Paid | (44.34) | (17.17) | (6.96) | (11.51) | (20.70) | (56.34) | (9.04) | (6.24) | (13.47) | (28.75) |
| Operating Cash Inflow | 104.64 | 51.56 | 24.07 | 31.28 | 91.21 | 198.12 | (0.04) | 15.43 | 106.91 | 122.30 |
| Capital Expenditure | (18.70) | (17.46) | (8.89) | (9.20) | (26.73) | (62.28) | (6.55) | (5.38) | (6.38) | (18.31) |
| Free Cash Flow | 85.94 | 34.10 | 15.18 | 22.08 | 64.48 | 135.84 | (6.59) | 10.05 | 100.53 | 103.99 |
| Changes in Investments | - | - | - | - | - | - | - | - | - | - |
| Interest Received / (Paid) | 4.58 | 1.46 | 3.72 | 1.14 | 1.50 | 7.82 | 1.95 | 2.72 | 3.02 | 7.69 |
| Debt Raised/(Repaid) | (5.17) | (28.67) | 19.34 | 19.43 | (2.36) | 7.74 | (9.02) | 18.47 | 29.53 | 38.98 |
| Capital Raised/(Repaid) | (3.47) | - | (28.68) | - | - | (28.68) | - | 0.03 | - | 0.03 |
| Dividend and Dividend Tax paid | (9.50) | - | - | - | - | - | - | - | - | - |
| Net change in cash | 72.38 | 6.89 | 9.56 | 42.65 | 63.62 | 122.72 | (13.66) | 31.27 | 133.08 | 150.69 |
| Effect of Exchange Difference on translation of foreign currency | 1.18 | 1.00 | 0.69 | 0.55 | 0.75 | 2.99 | 2.51 | (1.91) | 0.57 | 1.17 |
| Opening Cash | 112.23 | 185.79 | 193.68 | 203.93 | 247.13 | 185.79 | 311.50 | 300.35 | 329.71 | 311.50 |
| Closing Cash | 185.79 | 193.68 | 203.93 | 247.13 | 311.50 | 311.50 | 300.35 | 329.71 | 463.36 | 463.36 |

FY 2016 and FY 2017 are per IND AS



THANK YOU...





INVESTOR PRESENTATION

Earnings Call | Q3 FY 17



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 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, fixed-time frame contracts, client concentration, restrictions on immigration, industry segment concentration, our ability to manage our international operations, reduced demand for technology in our key focus areas, disruptions in telecommunication networks or system failures, our ability to successfully complete and integrate potential acquisitions, liability for damages on our service contracts, the success of the companies in which the company has made strategic investments, withdrawal of governmental fiscal incentives, political instability and regional conflicts, legal restrictions on raising capital or acquiring companies outside India, and unauthorized use of our intellectual property and general economic conditions affecting our industry.

The Company does not undertake to update any forward-looking statements that may be made from time to time by or on behalf of the Company.

Vision...

**DELIGHTED
CUSTOMERS
PROUD
EMPLOYEES**

Measurement – Independent Survey

85% of the Customers
are Delighted

80% of the Employees Feel
Proud to be Infinitions



Corporate Overview



**Established
in 1999**

Headquartered in
Bangalore, India



**Publicly listed
in 2010**

Traded in the Indian
Stock
Exchange Boards



**131 Active
Customers**

Long Term
Relationships with
Fortune 1000
Companies



**Financials
FY 16**

Revenue INR 2,108 Cr
EBITDA INR 191 Cr



**Our
People**

4,798 Worldwide
2,391 in India



**Global
Footprints**

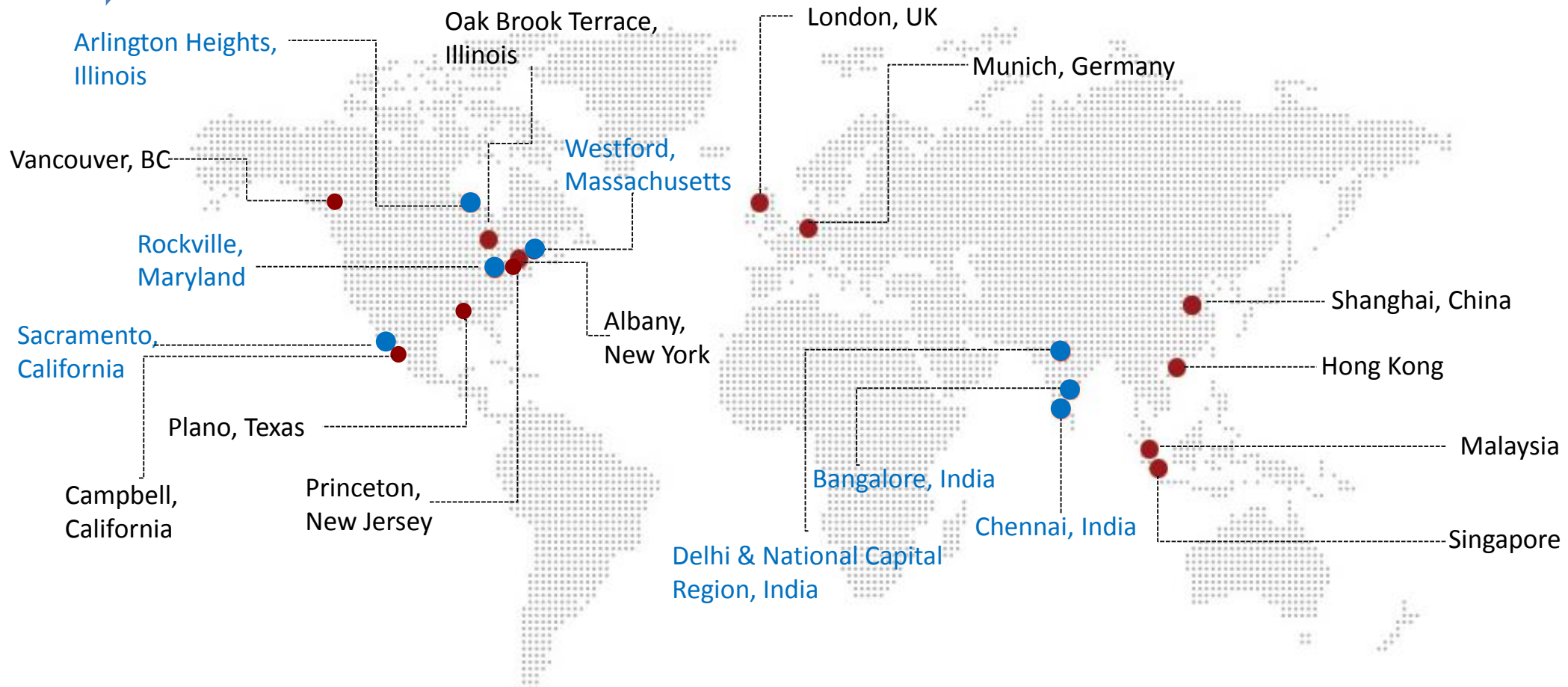
19 Offices Globally
7 Delivery Centers



Global Presence

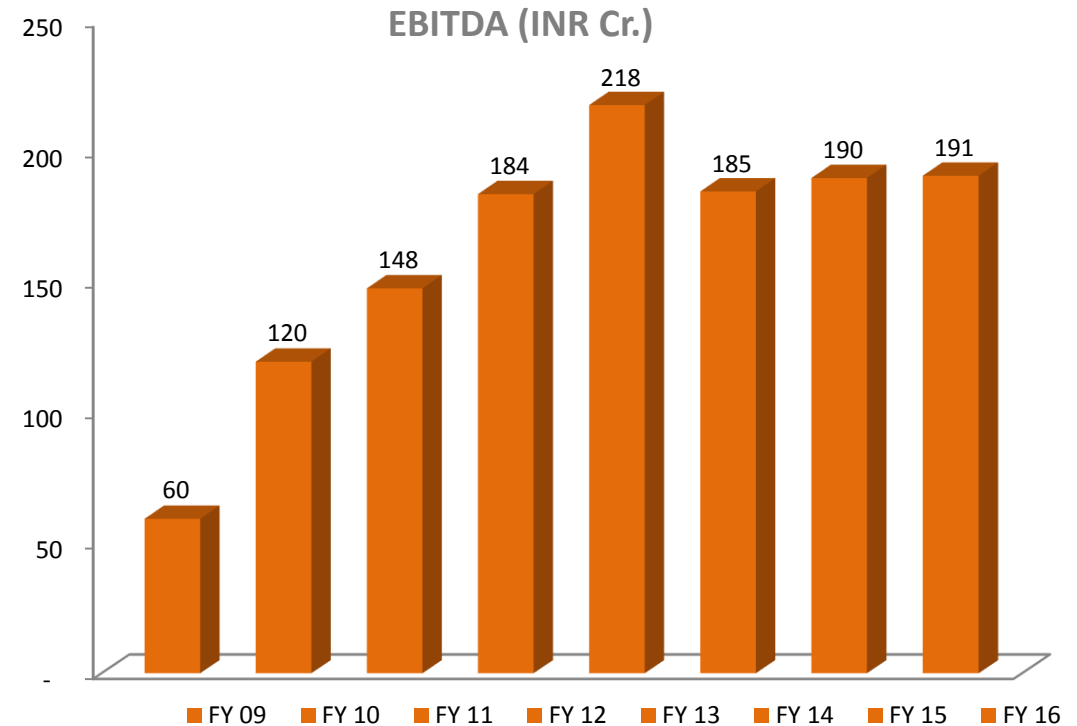
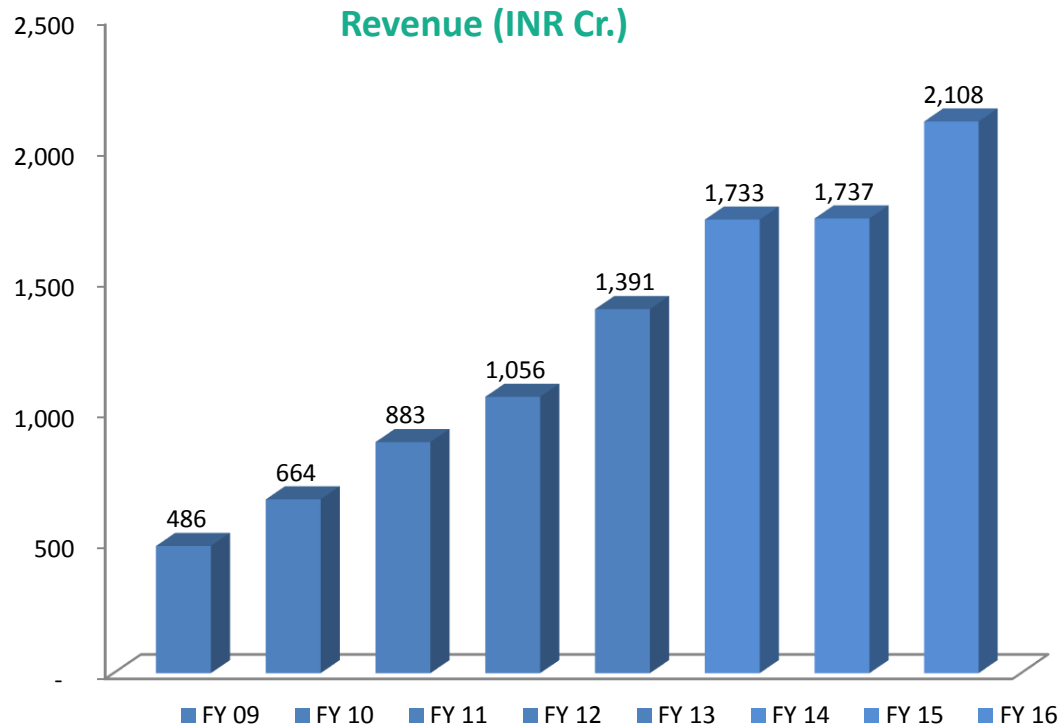


Our global presence across 19 locations and 7 delivery centers enables right shoring options to our clients



United States of America | Canada | Europe | India | Asia Pacific

Our Performance – in INR Cr.



Consistent Revenue & Margin Growth

7 Year CAGR since FY 09 - Revenue – 23.32%; EBITDA – 18%

Long Term Relationship with Global Corporates



Leading Global SI

15+ Years.

Application Management
Infrastructure Management

Relationship Value
(Last 5 Years) - US\$ 631M



Large Telecom SP

15+ Years.

Application Management
Infrastructure Management

Relationship Value
(Last 5 Years) - US\$ 79 M



Global Telecom OEM1

15+ Years.

Product Engineering

Relationship Value
(Last 5 Years) - US\$ 61 M



Global Telecom OEM2

9+ Years.

Product Engineering
Platform & Product Devp.

Relationship Value
(Last 5 Years) - US\$ 31 M



Healthcare Provider

8+ Years.

Enterprise Application
Management , QA Testing

Relationship Value
(Last 5 Years) - US\$ 74 M



Global Telecom OEM3

7+ Years.

Mobility & Messaging

Relationship Value
(Last 5 Years) - US\$ 194 M



Financial Services Provider

6+ Years.

Enterprise Application Mgmt.
SOA Migration,
Enterprise Analytic

Relationship Value
(Last 5 Years) - US\$ 18 M



Information Mgmt. Service Provider

6+ Years.

Enterprise Application Mgmt.
Enterprise Analytics

Relationship Value
(Last 5 Years) - US\$ 14 M

Our Differentiators



Not the typical Indian IT Service provider

USA based & Local Partner to USA Clients

Differentiated Income Model

Non-conventional Revenue Models

Flexible Business Engagement Models

Including Revenue Share & Risk Reward

Long Term relationship with Customers

Focused, Flexible and deep association

Business Value Add Led Associations

Beyond delivery, measured via a Value Scored(Prism)

Platform based Strategy

A Platformization company

Strong Domain Knowledge

Intellectual Property leveraged Solutions

CUSTOMER

- Strong Profitability
- Positive Cash Generator
- Zero Debt
- High Return Ratio
- High Dividend Yield Policy
- High Promoter Holding
- Revenue Visibility

SHAREHOLDERS



- Best in our Class Mid Sized Player with Large Complex Project
- Experience with Fortune 100 & 500 Clients
- Retention Rate 85%, Higher than Industry Standards
- Rated 5th Best Employer in India in IDC DQ

EMPLOYEES

Industry Recognitions



Zyter - Gold and Silver Golden Bridge Awards 2016 for Information Technology Services Innovations



Winner of Silver & Bronze Stevie 2015 for Sales & Customer Service



Winner of Gold Stevie 2014 for Relationship Management Solution



Winner of Silver Stevie 2014 for Marketing Solution



TMC Product of the Year 2015 Communication Solutions



Winner of 2014 Unified Communications Product of the Year Award



Forbes ranks Infinite in Asia 200 Best Under a Billion 2012



Winner of TMC's CRM Excellence Award 2015, 2014 & 2013



Telehealth Award 2015 by Health Tech



TMC Innovation Award 2015



Winner of Fierce Innovation Award 2013



NASSCOM ranks Infinite in Top 20 IT Players in India 2012



Mobile Merit Awards Runner Up



CTIA Emerging Technology Awards Finalist 2012



Our Focus Areas



Verticals

- Telecom & Media
- Healthcare
- Technology
- Banking & Finance



Services

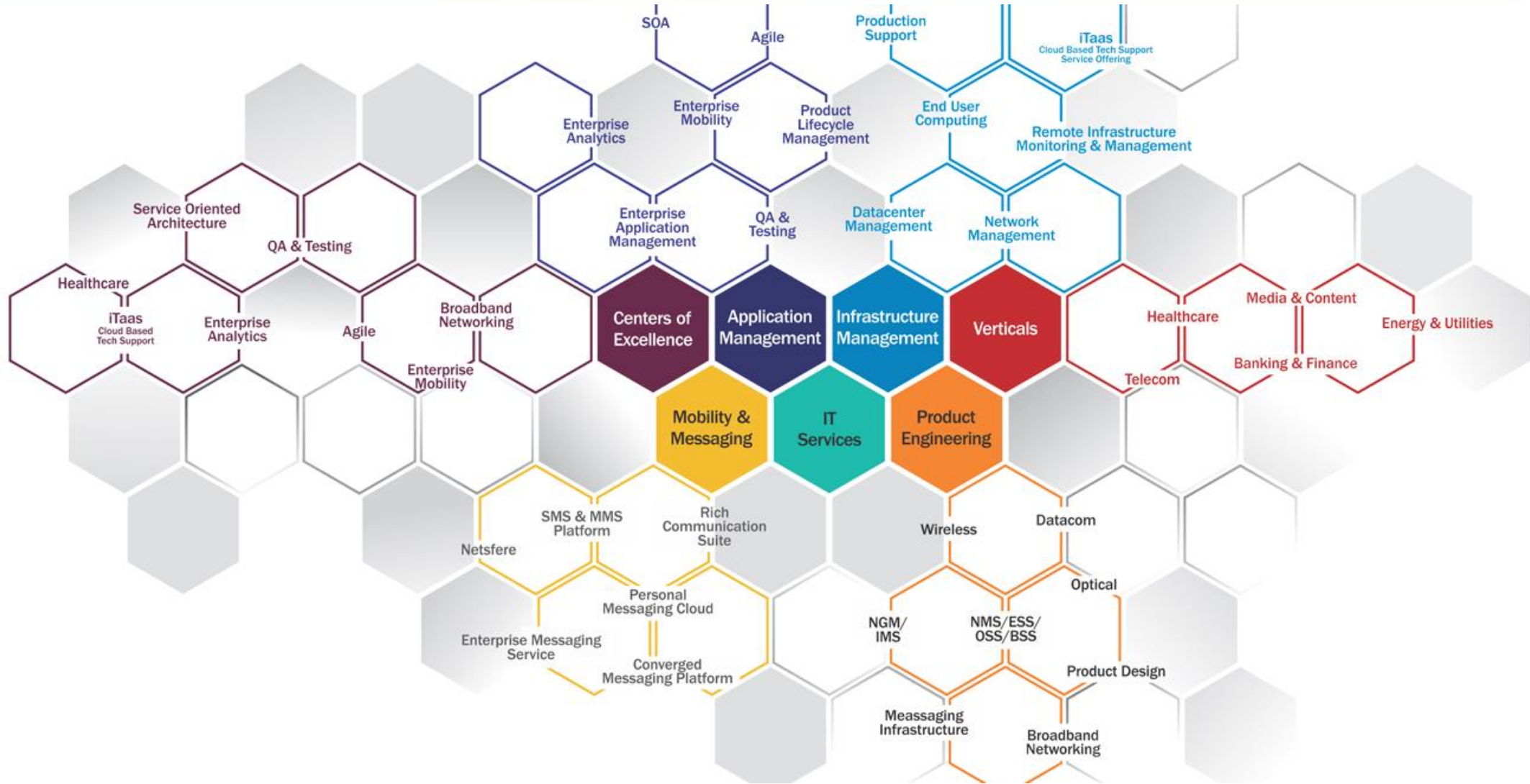
- Technology Solutions
- Product Engineering
- Mobility & Messaging



Niche Expertise

- Enterprise Analytics
- Enterprise Mobility Solutions
- Broadband Networking
- SOA Service Oriented Architecture
- Quality Assurance
- Healthcare Platform
- Agile Development
- iTASS ; Platform for Tech Support
- Next-Gen Messaging Products

Our Service Offerings



Platformization™ – The Premise



- Paradigm Shift from Traditional People-dependent Delivery
→ **Automated Processes**



Platforms as a Service

- Focused alignment of ensuring higher throughput from repetitive tasks
→ **Service & Solution Platforms**



Automation at the Core

- Platform-plays leading to higher Business Impact
→ **Productivity Gains & Lower TCO**



Productivity Resources



4 VERTICALS

- Telecom
- Healthcare
- Media & Content
- Banking & Finance

8 SOLUTIONS

- Enterprise Analytics
- Enterprise Mobility
- Testing & Quality
- ADM
- IMS
- SAO
- iTAP Testing Platform
- Agile Solutions

25 PLATFORMS

- Sentiment Analytics
- Recommendation Engine
- Operational Log
- iTAP Testing
- Predictive Analytics Platform
- PC3 (Patient Connected Care)
- Digital Content Transformation
- MDM (Mobile Device Mgmt.)
- Enterprise Mobility
- ePublishing
- Enterprise Messaging
- EMS Plus
- EMS Flex
- EMS APIs
- NetSfere
- Carrier Offerings
- RCS (Rich Communication Suite)
- Mobile Messaging
- MMS Care
- SMSC Gateway
- PMC (Personal Messaging Cloud)
- Public Safety Messaging
- ACTT (Automated Carrier testing for Telecom)
- NFV (Network Function Virtualization)

Our Product Portfolio



RCS IM Server

Enterprise focused mobile messaging. Advanced & Intuitive instant messaging. Secure, Easily Deployable & Scalable.



Message Storage Application

Long-Term network-base storage for RCS, SMS, and MMS messaging



Presence Server

Presence Subscription, Notification, Publishing; XDMS; and XCAP; including Buddy Lists and Network Address Book



Enterprise Messaging Service

Hosted Cloud Messaging Services including RCS IM (Chat, PM, LMM)



Converged Messaging Server

Evolution of the messaging combining MMSC, SMSC, and RCS into a single converged messaging platform



SMS Center

Store & Forward solution for SMS – very high capacity systems



MMS Center

Store, transcode and forward solution for MMS – North America's largest deployed MMS service



SMS Gateway

Reduces cost and simplifies maintenance by centralizing connections between SMSC and ESMEs



Netsfere

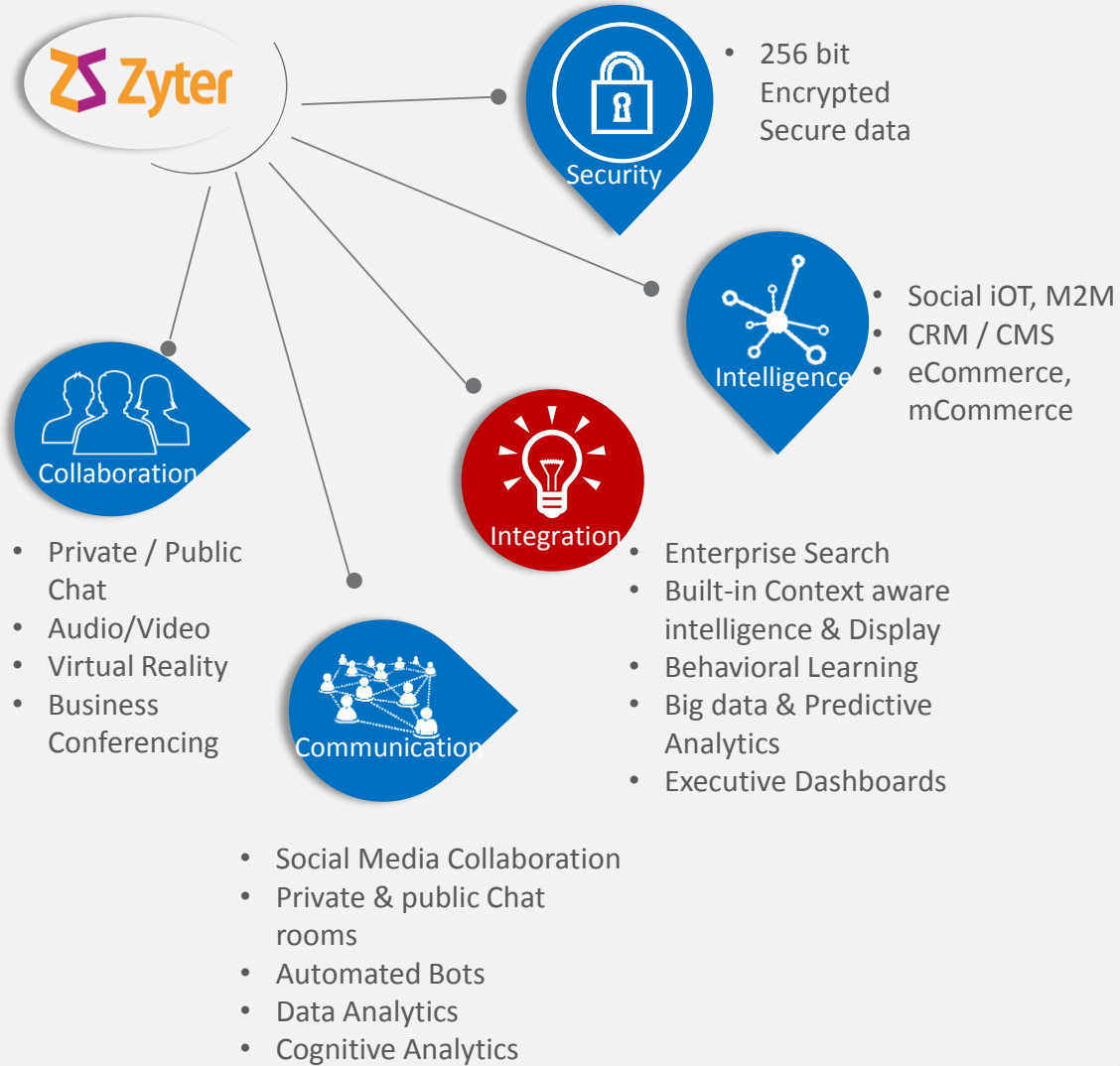
- Enterprise mobile messaging.
- Advanced & Intuitive instant messaging.
- Secure, Easily Deployable & Scalable.



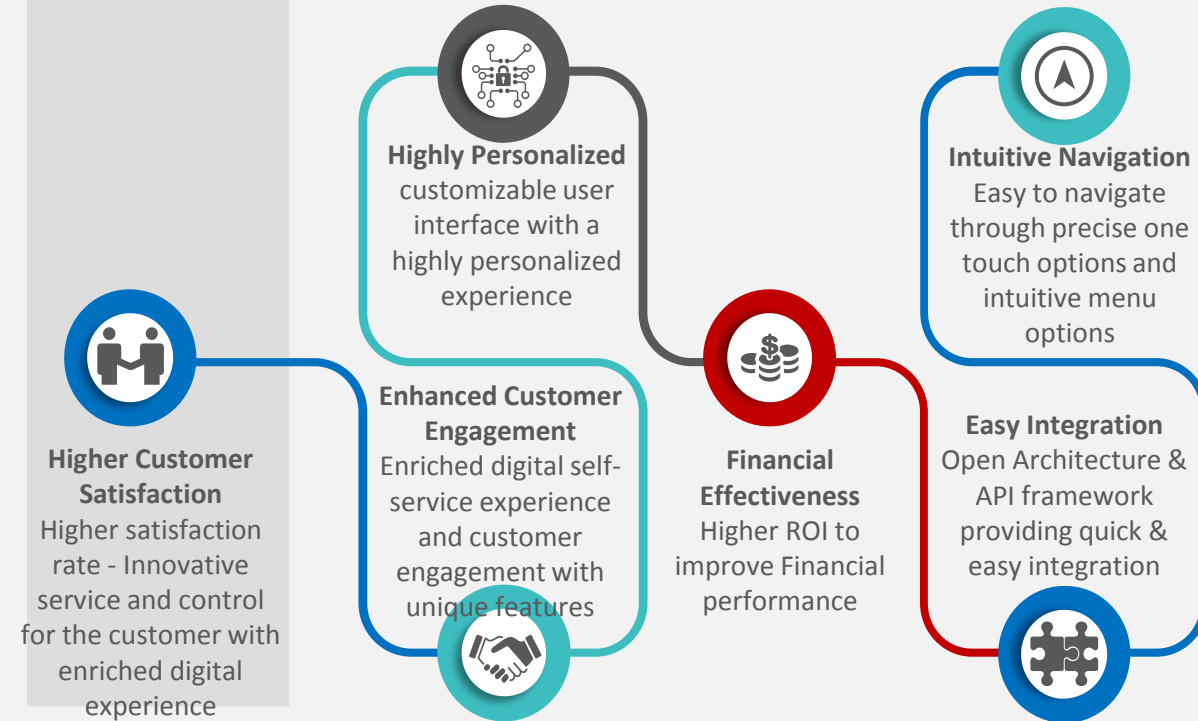
Secure, Intelligent, Communication & Collaboration Platform.



Zyter - Our Secure, Intelligent, Communication & Collaboration Platform



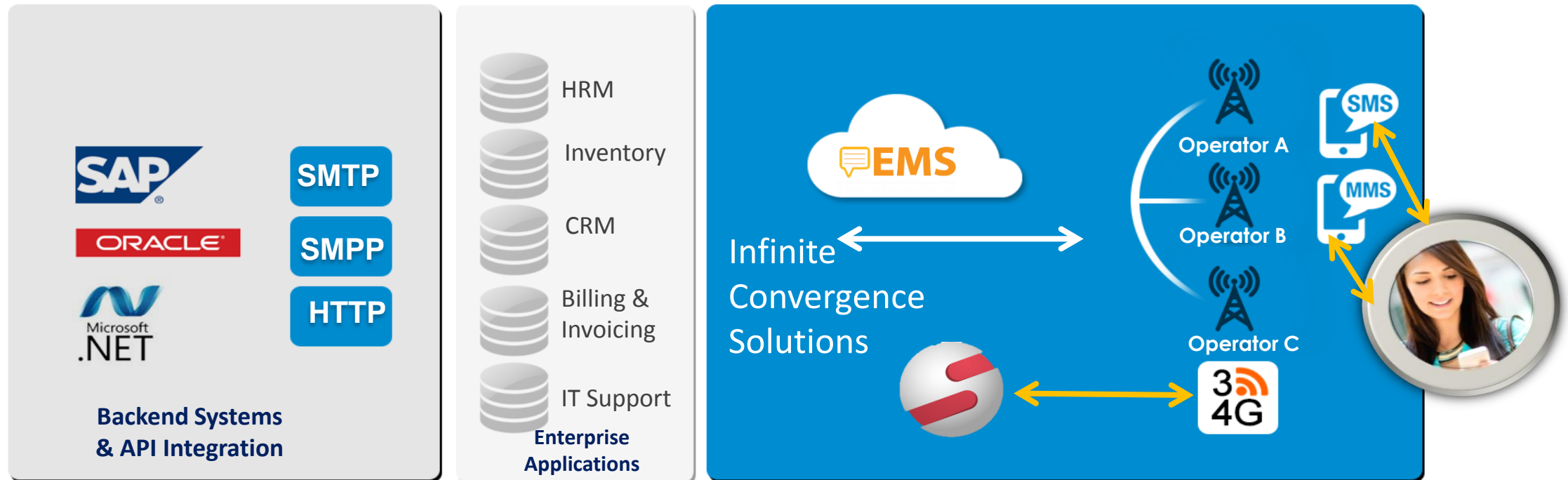
Benefits



EMS - Our Enterprise Messaging Product



Innovative and cutting edge product for next-generation communication, social media and cloud messaging

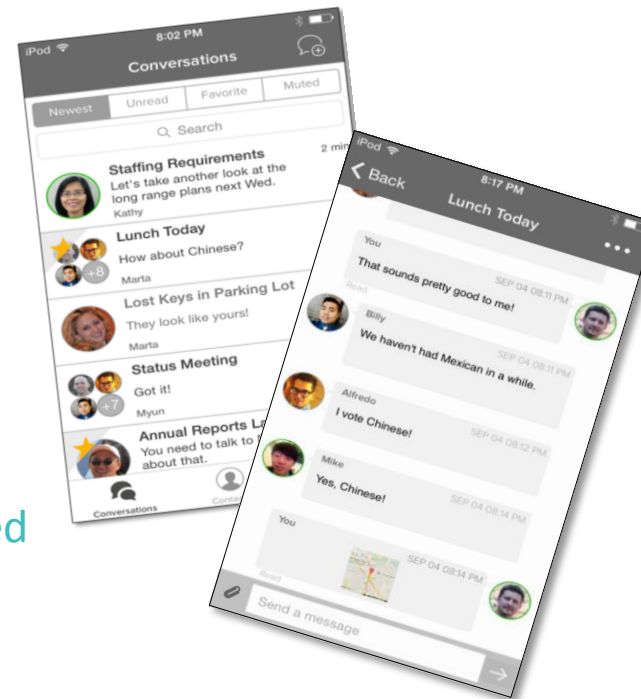


Adding value to Enterprises

- Internal productivity & Efficiency
- External customer satisfaction, effective communication & revenue
- Cloud based and highly secured
- Role based access allow users to view and control all sub accounts
- Communication on the move

NetSfere – Our Mobile Messaging Platform

Secure Enterprise Messaging platform, providing enterprises with a private, highly secure, reliable, centrally managed and controlled, cloud-based messaging service



Enterprise Benefits

- Communicate securely and collaborate at a smarter and faster pace
- Increased productivity
- Improved privacy and data security
- Better management and control
- Enhanced compliance
- More accurate performance tracking
- Fail-safe messaging reliability

A close-up photograph of two business professionals in a meeting. One person, wearing a blue suit and a striped tie, is holding a silver pen over a document. Another person's hand is visible, holding the edge of the document. The scene is dimly lit with a blue color cast.

EXECUTIVE OVERVIEW

Q3 FY 2016 - 17

Overview of Q3, FY 2016 – 17



Highlights of the Quarter

- In line with our expectations and projections for this quarter
- New clients added in Mobility and Technology solutions verticals
- Significant increase in cash by over INR 138 Cr over last quarter
- Significant reduction in DSO days over last quarter



Earnings

| IN INR Terms | | | | | | |
|--------------|---------------|------|-------------|----|--------------|--|
| Revenue | INR 628.06 Cr | Up | 7.4% y-on-y | Up | 12.5% q-on-q | |
| EBITDA | INR 56.97 Cr | Down | 7.2% y-on-y | Up | 14.4% q-on-q | |
| PAT | INR 38.05 Cr | Down | 1.0% y-on-y | Up | 22.2% q-on-q | |

| IN USD Terms | | | | | | |
|--------------|-------------|------|--------------|----|--------------|--|
| Revenue | USD 93.10 M | Up | 5.0 % y-on-y | Up | 11.7% q-on-q | |
| EBITDA | USD 8.45 M | Down | 9.3% y-on-y | Up | 13.7% q-on-q | |
| PAT | USD 5.64 M | Down | 3.3% y-on-y | Up | 21.4% q-on-q | |



Business Highlights

- Added 12 New Clients during the quarter
 - 4 new clients for Mobility
 - 2 new clients for Product Engineering
 - 1 New client in Healthcare
 - 5 in Technology Services



- Signed with one of the largest US Cellular company for mobility solutions
- Signed with two large Textile Mills for providing enterprise solution



Cash

- Cash & Cash Equivalents increased to INR 463.36 Cr from INR 325.27 Cr at the end of Q2 FY17
- Free Cash Flow of INR 100.53 Cr
- Cash Per Share at INR 119.71
- EPS for Q3 FY 17 is INR 9.78

Equity Shares Buy Back - Q3, FY 2016 – 17



- Buyback was opened on 10 Feb, 2017 and will close on 23 Feb, 2017

- BSE settlement date fixed on 06 Mar, 2017

- Buy back of equity shares through “Tender Offer” route, at a maximum price of **Rs. 265** per equity share

- Total Buyback size is **Rs. 149.99 Crores**



- Cash offer to buy back up to **56.60 lakhs** (*) fully paid-up equity shares of face value **Rs. 10/-** each (“Equity Shares”)

- **14.35 %** of the total paid-up equity share capital of the Company, from all the fully paid-up equity shareholders/beneficial owners of the Equity Shares of the Company

- The Buyback Size is **24.77 %** of the paid-up equity share capital and free reserves as per the audited balance sheet of the Company (Standalone) for the financial year ended March 31, 2016



Revenue growth
projected at

10-15%

Margins Expected

to grow at

10-12%



Outlook at the end of Q3 FY 17 (INR)

- Revenue – Will exceed the lower end of the guidance.
- Expected to meet the lower end Net Margin guidance.

Continue to focus on
Platform-based Solution Capability

KEY METRICS

Q3 FY 2016 - 17



Revenue Analysis



| By Offering | Q3 FY 16 | Q2 FY 17 | Q3 FY 17 |
|------------------------|----------|----------|----------|
| Technology Solutions * | 71.0% | 79.3% | 78.2% |
| Product Engineering | 11.4 % | 10.4% | 9.0% |
| Messaging Products | 17.6 % | 10.3% | 12.8% |

| By Industry | Q3 FY 16 | Q2 FY 17 | Q3FY 17 |
|-----------------|----------|----------|---------|
| Telecom & Media | 42.7% | 32.3% | 35.8% |
| Healthcare | 16.9% | 23.9% | 23.0% |
| Technology | 37.2% | 40.8% | 38.4% |
| BFSI | 0.7% | 0.4% | 1.1% |
| Others | 2.5% | 2.6% | 1.7% |

| By Region | Q3 FY 16 | Q2 FY 17 | Q3 FY 17 |
|-----------|----------|----------|----------|
| USA | 89.6% | 88.1% | 90.2% |
| APAC | 4.7% | 6.2% | 5.2% |
| Europe | 0.1% | 0.4% | 0.8% |
| India | 5.6% | 5.3% | 3.8% |

* Earlier IT Services.

| Revenue By Model | Q3 FY 16 | Q2 FY 17 | Q3 FY 17 |
|------------------|----------|----------|----------|
| Time & Material | 62.2% | 69.2% | 64.6% |
| Fixed Bid | 19.3% | 19.6% | 21.4% |
| Revenue Share | 18.5% | 11.2% | 14.0% |

| Top Clients | Q3 FY 16 | Q2 FY 17 | Q3 FY 17 |
|----------------|----------|----------|----------|
| Top Client | 48.18% | 54.41% | 52.37% |
| Top 5 Clients | 79.53% | 80.85% | 78.44% |
| Top 10 Clients | 92.79% | 92.08% | 91.07% |

| Client Details | Q3 FY 16 | Q2 FY 17 | Q3 FY 17 |
|----------------|----------|----------|----------|
| US\$ 1 M+ | 16 | 17 | 18 |
| US\$ 5 M+ | 8 | 7 | 7 |
| US\$ 10 M+ | 7 | 7 | 7 |
| US\$ 20 M+ | 2 | 3 | 3 |
| US\$ 50 M+ | 1 | 1 | 1 |

Business Metrics



| Revenue Mix | Q3 FY 16 | Q2 FY 17 | Q3 FY 17 |
|-------------|----------|----------|----------|
| Onsite | 75.0% | 84.1% | 83.0% |
| Offshore | 25.0% | 15.9% | 17.0% |

| Billing Rates – US\$ | Q3 FY 16 | Q2 FY 17 | Q3 FY 17 |
|----------------------|----------|----------|----------|
| Onsite | US\$ 84 | US\$ 81 | US\$ 82 |
| Offshore | US\$ 22 | US\$ 21 | US\$ 22 |

| People Metrics | Q3 FY 16 | Q2 FY 17 | Q3 FY 17 |
|-------------------------|----------|----------|----------|
| Total Employees | 5214 | 4735 | 4798 |
| Employees in India | 3173 | 2457 | 2391 |
| Employees outside India | 2041 | 2278 | 2407 |
| Net Addition | 223 | 123 | 63 |
| Attrition - Global | 18.27% | 19.09% | 19.07% |
| Utilization | 85% | 82% | 83% |

| Financial Metrics | Q3 FY 16 | Q2 FY 17 | Q3 FY 17 |
|------------------------------------------------|------------|------------|--------------|
| DSO as per Financials - Days | 115 | 132 | 117 |
| DSO w/o unbilled & pass through revenue - Days | 73 | 84 | 79 |
| Earnings per Share - INR | INR 9.83 | INR 7.91 | INR 9.78 |
| Cash per Share - INR | INR 63.85 | INR 84.03 | INR 119.71 |
| Net Worth – INR Crore | INR 879.72 | INR 974.89 | INR 1,021.32 |

| Key Financial Ratios | Q3 FY 16 | Q2 FY 17 | Q3 FY 17 |
|---------------------------|----------|----------|----------|
| Gross Margin to Revenue % | 28.1% | 27.5% | 27.8% |
| SG&A to Revenue % | 17.6% | 18.6% | 18.7% |
| EBITDA % | 10.5% | 8.9% | 9.1% |
| PAT % | 6.6% | 5.6% | 6.1% |
| Effective Tax Rate % | 26.6% | 27.8% | 27.0% |



**THANK
YOU...**

