

14 October 2013

**CMP:** Rs.10.3  
**Industry:** BPO/KPO  
**BSE group:** B

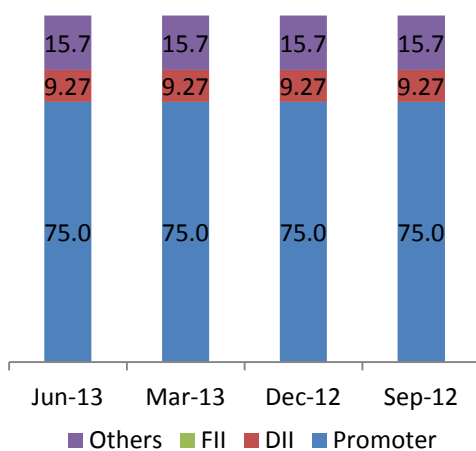
### Promoters

Gautam Khandelwal and family

### Key Data (as on 14 Oct' 13)

BSE	504810
ISIN	INE123E01014
Face Value (Rs.)	10.0
Mkt Cap (Rs. mn)	42.9
Current P/E	2.9
Current P/BV	0.4
52 week low-high	10.30-16.00
30 days avg daily trading volume	218
Equity capital (Rs mn)	41.7
Net worth (Rs mn)	112.5

### Shareholding Pattern (%)



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### Company business

Informed Technologies India Ltd ('ITIL') is a subsidiary of Khandelwals Ltd, established in 1958. The company is based in Mumbai and engaged in the BPO and KPO business. The company collects and analyses data on financial fundamentals, corporate governance and capital market for the financial sector in United States. Its outsource services comprise financial databases and back office activities for research/advisory reports. ITIL has been promoted by Gautam Khandelwal, his family members and associates. Gautam Khandelwal is the non-executive chairman of the company.

### Recent developments

**Growing demand in KPO industry seen in India:** The rising demand for professional-based services is expected to drive the growth in the industry. India's KPO industry may touch \$30 billion by 2015 from the existing \$20 billion. The country would need 6-8 lakh people in the industry. At present the sector engages ~3.5 lakh people. Currently the industry is facing competition from China and Philippines.

### Financials

Particulars (Rs in mn)	Apr '13 to Jun '13	Apr '12 to Jun '12	% Change <sup>1</sup>	Jan'13 to Mar '13	% Change <sup>2</sup>
Total income	11.3	11.3	-	11.0	2.7%
Total operating expenditure	4.2	3.1	35.5%	4.1	2.4%
EBIDTA	7.1	8.2	(13.4%)	6.9	2.9%
EBIDTA margin	62.83%	72.57%	(13.4%)	62.73%	0.2%
PBT	6.6	7.8	(15.4%)	6.3	4.8%
PAT	6.6	7.8	(15.4%)	1.0	560.0%
PAT margin	58.41%	69.03%	(15.4%)	9.09%	542.5%
Cash accruals	7.0	8.2	(14.6%)	1.5	366.7%
EPS	1.6	1.9	(15.5%)	0.2	587.0%

<sup>1</sup> compared to corresponding quarter in the previous year

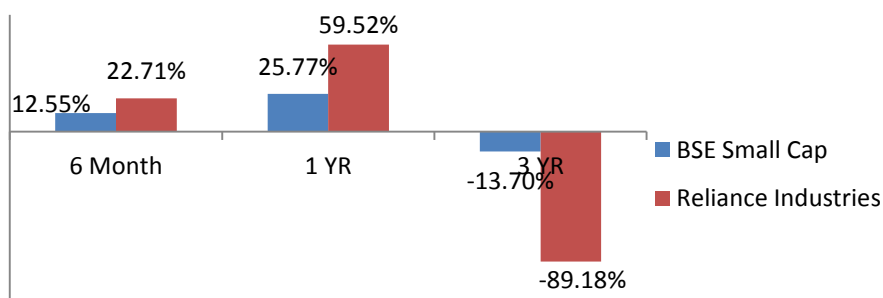
<sup>2</sup> sequential comparisons

Source: Moneycontrol, Company

### Financial Performance

For the quarter ended June13, the total income remained unchanged at Rs.11.3 mn as compared with the same quarter previous year. EBIDTA declined 13.4% to Rs.7.1 mn from Rs.8.2 mn over the corresponding period. PAT decreased to Rs.6.6 mn v/s Rs.7.8 mn during the same period previous year.

### Share Price Performance



## Financials

<b>P&amp;L (Rs. mn)</b>	<b>FY10</b>	<b>FY11</b>	<b>FY12</b>
Total income	48.5	40.1	37.1
EBIDTA	31.0	25.4	20.2
EBIDTA margin	63.9%	63.3%	54.4%
Depreciation	1.4	1.4	1.3
EBIT	29.6	24	18.9
Interest	0.1	0.3	0.2
PBT	29.5	23.7	18.7
Tax	6.2	4.4	1.8
PAT	23.3	19.3	16.9
PAT margin	48.0%	48.1%	45.6%
Dividend per share	1.0	1.0	1.0
Dividend paid (including tax)	4.8	4.8	4.8
Cash Accruals	24.7	20.7	18.2
<b>Valuation ratios</b>	<b>FY10</b>	<b>FY11</b>	<b>FY12</b>
P/E	3.6	4.5	5.3
P/BV	1.0	0.9	0.8

<b>Balance Sheet (Rs. mn)</b>	<b>FY10</b>	<b>FY11</b>	<b>FY12</b>
Share Capital	41.7	41.7	41.7
Reserves & Surplus	44.2	58.7	70.8
<b>Net worth</b>	<b>85.9</b>	<b>100.4</b>	<b>112.5</b>
Borrowings	1.1	0.4	1.3
other long term liabilities	-	0.5	7.0
Current Liabilities (excluding borrowing)	0.0	14.8	8.5
<b>Total Liabilities</b>	<b>87.0</b>	<b>116.1</b>	<b>129.3</b>
Net fixed assets	32.5	31.2	32.9
Investments	54.5	39.0	45.6
Current Assets	0.0	45.9	50.8
<b>Total Assets</b>	<b>87.0</b>	<b>116.1</b>	<b>129.3</b>
<b>Cash Flow (Rs.mn)</b>	<b>FY10</b>	<b>FY11</b>	<b>FY12</b>
PBT	29.5	23.7	18.7
CF from Operation	16.6	16.6	(7.3)
CF from Investment	(17.6)	(14.3)	9.7
CF from Financing	1.0	(0.4)	(3.9)
Inc/(dec) Cash	0.0	1.9	(1.5)
Closing Balance	1.7	3.6	2.2

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