

Date: August 9, 2016

**Mr. Hari K.**  
Listing Department  
The National Stock Exchange of India Ltd.  
Exchange Plaza, 5th Floor, Plot C/1, G Block  
Bandra – Kurla Complex, Bandra (E)  
Mumbai 400 051  
Fax no.: 26598237/38

**The Manger**  
Listing Department  
Bombay Stock Exchange Limited  
Phiroze Jeejeebhoy Tower  
Dalal Street  
Mumbai – 400 001  
Fax No.: 22723719

**NSE Symbol: GEOMETRIC**

**BSE Scrip Code: 532312**

**Kind Attn: Listing Department**

Dear Sirs,

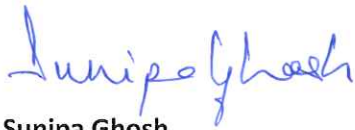
Sub: **AGM Presentation**

Please find attached a copy of the presentation for the 22<sup>nd</sup> Annual General Meeting of the Company held on August 9, 2016 at Conference Room no. 307, 3rd Floor, Godrej & Boyce Manufacturing Co Ltd, Plant 13 (Annexe), Gate No 8 (Industries gate), Pirojshanagar, Vikhroli (East), Mumbai-400 079. The same was presented to the members of the Company at the Annual General Meeting.

This is for your information and records.

Thanking you,

Yours Faithfully,  
For **Geometric Limited**



**Sunipa Ghosh**  
Company Secretary & Compliance Officer

Encl.: a/a.

**Geometric Limited**

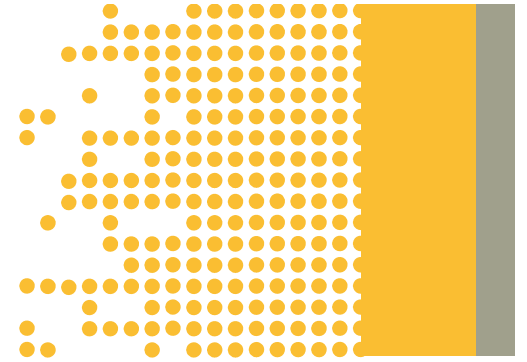
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**Geometric** | People Building Partnerships



# Geometric Limited: Annual General Meeting

*A NEW CHAPTER ...*



For FY 2015 – 2016

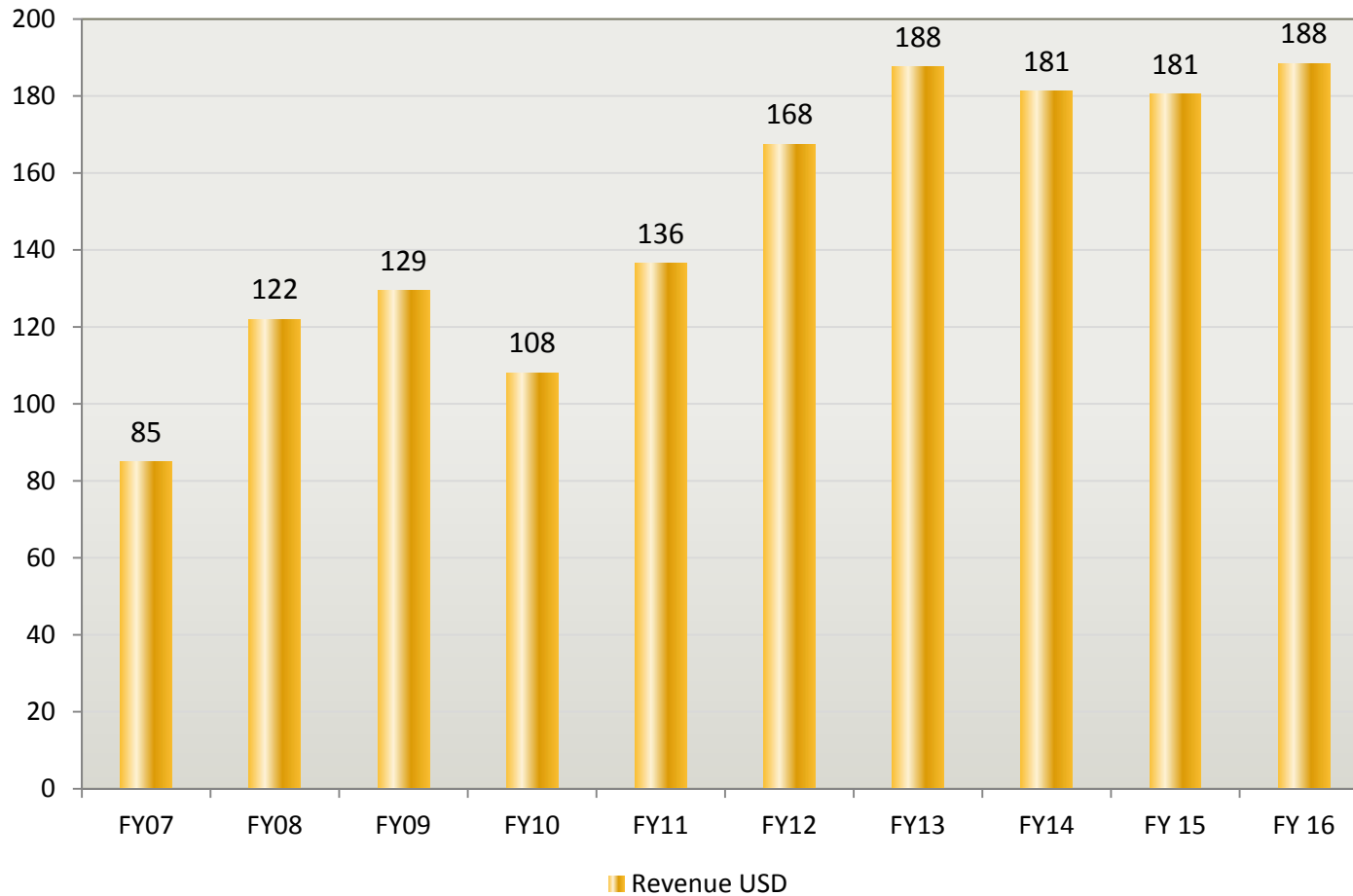
August 09, 2016

# 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

## Revenue USD



INR 12,334.57 Mn  
Y-o-Y 11.6%↑

Revenues INR

8.3%  
10 Year CAGR

CAGR

INR 1053.47 Mn  
Y-o-Y 91.0%↑

Net Income

INR 2,255.59 Mn  
Y-o-Y 50.8%↑

EBITDA

INR 16.28↑  
Y-o-Y 88.8%

EPS

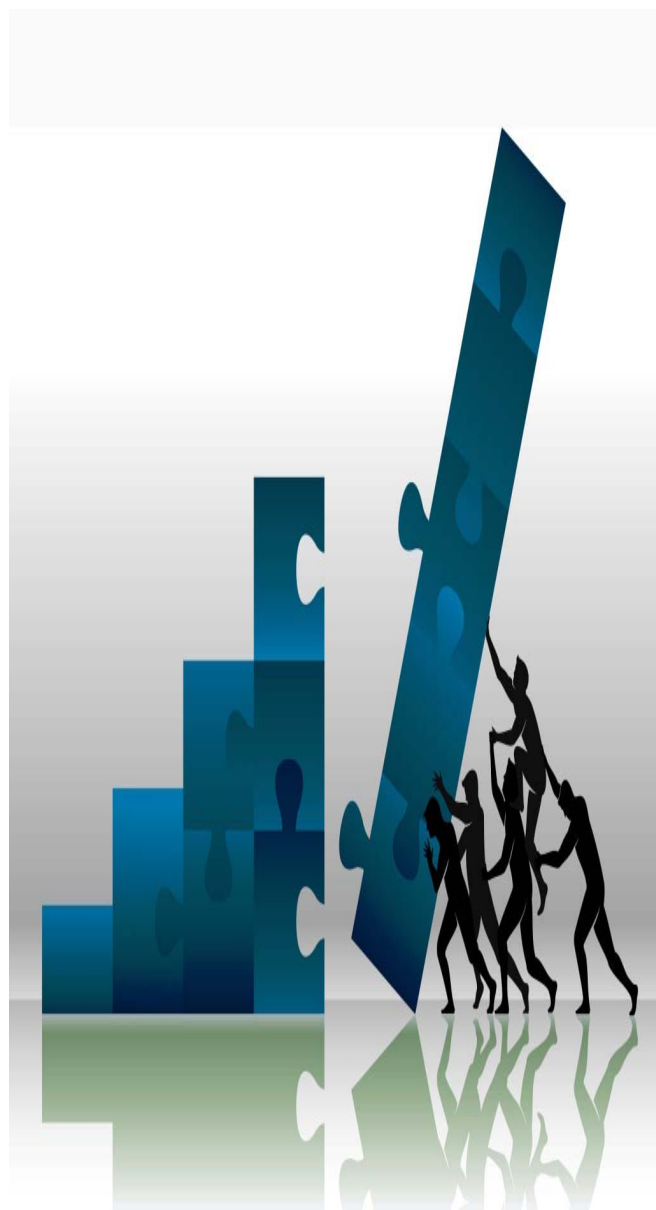
*\*figures in millions rounded off to next integer*

# Consolidated Income Statement

(figures in INR millions)

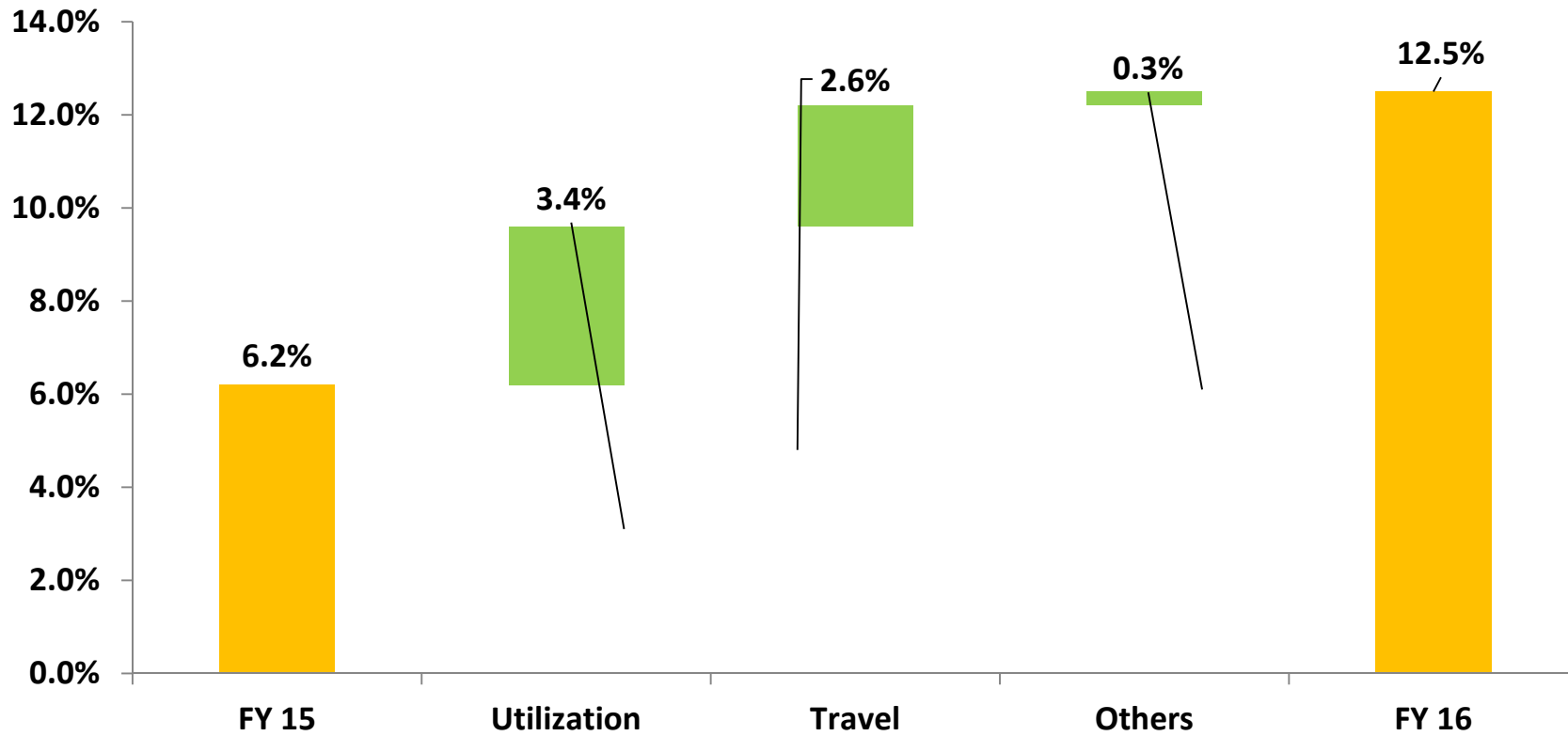
Income Statement	FY 16	FY 15	Var
Operating Revenue (in USD millions)	188.49	180.61	4.4%
<b>Exchange Rate</b>	65.44	61.20	
Operating Revenue	12,334.57	11,053.01	11.6%
Cost Of Revenue (COR)	8,116.29	7,491.72	8.3%
Contribution	4,218.28	3,561.29	18.4%
<b>Contribution as % of Operating Revenue</b>	<b>34.2%</b>	<b>32.2%</b>	
Sales Marketing & General Administrative Expense	2,411.15	2,249.02	7.2%
Interest, Depreciation and Lease Rental	405.75	371.75	9.1%
Operating Profit	1,401.38	940.52	-44.4%
<b>Operating Profit as % of Operating Revenue</b>	<b>11.4%</b>	<b>8.5%</b>	
Other Income	495.55	164.93	-124.5%
Profit Before Tax	1,896.93	1,105.45	71.6%
<b>PBT as % of Operating Revenue</b>	<b>15.4%</b>	<b>10.0%</b>	
EBITDA	2,255.59	1,495.58	50.8%
<b>EBITDA as % of Operating Revenue</b>	<b>18.3%</b>	<b>13.5%</b>	
Tax & Minority Interest	843.46	607.92	38.7%
Prior Period Adjustments	-	54.10	
Profit After Tax (for the period)	1,053.47	551.63	91.0%
<b>PAT as % of Operating Revenue</b>	<b>8.5%</b>	<b>5.0%</b>	
<b>EPS</b>	<b>16.28</b>	<b>8.62</b>	<b>88.8%</b>

## Progress During The Year



- Complete turnaround last fiscal, from a loss in Q4FY15 in Geometric excluding 3DPLM to record profits in Q4FY16
- Consolidated EBITDA margins improved from 13.5% in FY15 to 18.3% in FY16 in line with peers.
- For Geometric excl 3DPLM, EBITDA margins improved from 6.2% in FY15 to 12.5% in FY16
- Formed a Solutions Business Unit to address customer needs of new age offerings that combine our capabilities in software, mechanical, and embedded systems; and to drive innovation
- Use of Agile Methodology – defining & evolution of project specifications on-the-go; thus demanding stronger onshore presence while at the same time managing offshoring
- Signed Geometric – HCL deal

# EBITDA Walk (Geometric Excl 3DPLM)



# Geometric & HCL Tech: The Perfect Fit



## TECHNOLOGY CAPABILITIES

Geometric's strengths in Mechanical Engineering and PLM as well as owned IP complement HCL Tech's capabilities in Embedded Systems and Software Engineering, providing customers with a single point vendor with wider range of engineering capabilities

## INDUSTRY SPREAD

Geometric is strong in automotive and off-highway equipment; while HCL Tech's strengths lie in medical devices, telecom and high-tech – thus, there is very little overlap in customer mix, resulting in a significant opportunity for cross selling

## COMMON PEOPLE ETHOS

Both companies have a strong people-friendly culture and believe in building relationships that last, both within and out



## Geometric & HCL Tech Deal: A Win-Win



- **Employees:** Wider growth opportunities as there are more customers, and service lines; be a part of a larger growing organization



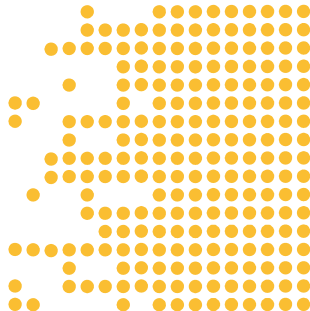
- **Customers:** End-to-end coverage in the engineering space; and access to a larger employee base



- **Shareholders:** Value extended to shareholders, who will receive 10 HCL Tech shares for every 43 shares in Geometric; plus one redeemable preference share of 3DPLM Software Solutions for every share held in Geometric of face value Rs. 68 carrying a dividend of 7% pa

# END OF PRESENTATION

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