



Safe Harbor

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An overview

LTM Sep-10 Revenues / 5-year CAGR: \$5.38 billion / 23%

LTM Sep-10 Net Income / 5-year CAGR: \$1.38 billion / 23%

Employees (Sep-10): 122,468 from 83 nationalities

• Market cap (Sep- 10)*: \$ 38.45 billion

Global Presence: 65 Sales Offices

63 Global Development Centers

Operating in 33 countries

Business Model: Next Generation business model

combining best of Consulting &

Global Delivery

^{*} as of last day of the quarter based on closing NASDAQ price

Q2 actuals; Q3 and FY 11 guidance

	Q2 Actuals	Q3 guidance	FY 11 guidance
Revenue (US \$ bn)	1.496	1.547 – 1.562	5.95-6.00
Revenue growth-yoy	29.6%	25.6% - 26.8%	24.0% – 25.0%
Operating margins change (yoy)	(10 bps)	(190 bps)	(130 bps)
EPADS (\$)	0.65	0.66 – 0.67	2.54 – 2.58
EPADS growth-yoy	16.1%	11.9% – 13.6%	10.4% - 12.2%
Employee additions (Gross)	14,264	11,000	40,000

Business trends

Demand-side

- Short-term outlook positive; uncertainty over medium-long term. Client spending more focused on short-term
- Lack of clarity on 2011 budgets; present indications suggest flat to marginally up
- North America leading the recovery. Continental Europe pursuing offshoring more actively, however decision-making still slow. 'PIIGS' countries less than 0.5% of overall revenues
- Financial services, retail and hi-tech strong; telecom lagging
- Discretionary spend coming back as enterprises starting to invest for their future;
 Infrastructure Management and BPO long-term growth drivers
- Stable pricing on new deals; impact of pricing renegotiations in CY 09 still flowing in,
 offset by some instances of reversal in rate card reductions given last year

Business trends

Supply-side

- Compensation increase of 14% offshore and 2-3% onsite effective April 2010
- Moderation in attrition in Sep quarter after earlier highs; expected to moderate further over the next few quarters

Extraneous factors

- Currency moves rupee volatility is a concern though recent depreciation is favorable, however recent headwinds on cross-currency side seen as well
- Tax rates increase to 26% in FY 11 from 21.3% in FY 10; over 80% of offshore revenues subject to full taxation in India
- Minimal impact on margins of recent increase in visa fee, regulatory concerns still persist





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