|   |   | Quarter ended December 31, Nine months ended December 31, 2002 2001 2002 2001 |         | In Rs crore Year ended March 31,2002 |                  |                  |
|---|---|---|---------|--------------------------------------|------------------|------------------|
| CASHFLOWS FROM OPERATING  |   | 2002  | 2001    | 2002                                 | 2001             | Maron on, 2002   |
| ACTIVITIES  |   |   |         |                                      |                  |                  |
| Profit before tax   |   | 313.81  | 241.04  | 843.93                               | 694.13           | 943.39           |
| Adjustments to reconcile profit before tax to cash provided                 |   |   |         |                                      |                  |                  |
| By operating activities   |   |   |         |                                      |                  |                  |
| (Profit)/Loss on sale of fixed assets                                       |   | (80.0)  | 0.01    | 0.05                                 | (0.01)           | (0.09)           |
| Depreciation and amortization   |   | 49.48   | 41.33   | 136.19                               | 115.83           | 160.65           |
| Interest Income   |   | (19.52)   | (12.36) | (55.89)                              | (35.96)          | (51.23)          |
| Effect of Deferred Taxes  |   | (1.45)  | (3.69)  | (10.81)                              | (6.80)           | (8.69)           |
| Provision on long term investments  |   | -   | -       | 23.76                                | -                | -                |
| Income taxes paid during the period/year                                    | 1 | (64.40)   | (25.31) | (159.94)                             | (104.14)         | (131.27)         |
| Exchange differences on translation of foreign                              |   | • •   | , ,     | , ,                                  | ,                | , ,              |
| currency deposits   |   | -   | (0.87)  | 0.97                                 | (4.69)           | (13.26)          |
| Changes in current assets and liabilities                                   |   |   |         |                                      |                  |                  |
| Sundry debtors  |   | (29.07)   | 33.07   | (150.59)                             | (8.16)           | (34.36)          |
| Loans and advances  | 2 | (12.61)   | (12.46) | (86.25)                              | (30.56)          | (39.02)          |
| Current liabilities and provisions  | 3 | 13.26   | (16.23) | 124.71                               | 29.65            | (5.16)           |
| NET CASH GENERATED BY OPERATING   |   |   |         |                                      |                  |                  |
| ACTIVITIES _  |   | 249.42  | 244.53  | 666.13                               | 649.29           | 820.96           |
| CASHFLOWS FROM FINANCING ACTIVITIES   |   |   |         |                                      |                  |                  |
| Proceeds on exercise of stock options                                       |   | 7.47  | 1.39    | 10.62                                | 1.80             | 4.60             |
| Dividends paid during the period/year, including                            |   | (00.70)   | (54.00) | (405.40)                             | (400.00)         | (400.07)         |
| Dividend Tax  |   | (82.76)   | (54.68) | (165.49)                             | (109.36)         | (109.37)         |
| NET CASH GENERATED/ USED IN   |   | (75.00)   | (52.00) | (454.07)                             | (407.50)         | (404.77)         |
| FINANCING ACTIVITIES  |   | (75.29)   | (53.29) | (154.87)                             | (107.56)         | (104.77)         |
| CASHFLOWS FROM INVESTING ACTIVITIES   |   |   |         |                                      |                  |                  |
| Purchases of fixed assets and change in capital                             | 4 | (FO OC)   | (52.07) | (440.00)                             | (204 56)         | (222.74)         |
| work-in-progress  | 4 | (50.86)   | (53.07) | (148.66)                             | (284.56)<br>1.11 | (322.74)<br>1.60 |
| Proceeds on disposal of fixed assets<br>Long-term investments in securities | 5 | 0.08  | 0.10    | 0.25<br>(12.52)                      | (10.32)          | (10.32)          |
| Interest income   | 5 | 19.52   | 12.36   | 55.89                                | 35.96            | 51.23            |
| NET CASH USED IN INVESTING ACTIVITIES                                       |   | (31.26)   | (40.61) | (105.04)                             | (257.81)         | (280.23)         |
| NET CASH USED IN INVESTING ACTIVITIES                                       |   | (31.20)   | (40.61) | (105.04)                             | (257.61)         | (200.23)         |
| Effect of exchange differences on translation of                            |   |   |         | (0.0-)                               | ,                | 40.55            |
| foreign currency deposits   |   | -   | 0.87    | (0.97)                               | 4.69             | 13.26            |
| Net (decrease)/increase in cash and cash                                    |   |   |         |                                      |                  |                  |
| equivalents during the period/year  |   | 142.87  | 151.50  | 405.25                               | 288.61           | 449.22           |
| CASH AND CASH EQUIVALENTS AT THE  |   |   |         |                                      |                  |                  |
| BEGINNING OF THE PERIOD/YEAR  |   | 1,289.34  | 714.85  | 1,026.96                             | 577.74           | 577.74           |
| CASH AND CASH EQUIVALENTS AT THE  |   |   |         |                                      |                  |                  |
| END OF THE PERIOD/YEAR  | 6 | 1,432.21  | 866.35  | 1,432.21                             | 866.35           | 1,026.96         |

NOTES ON THE STATEMENT OF CASH FLOWS

This is the Cash Flow Statement referred to in our report of even date

For Bharat S Raut & Co. Chartered Accountants

| S. Balasubrahmanyam<br>Partner    | N. R. Narayana Murthy<br>Chairman and Chief Mentor                   | Nandan M. Nilekani<br>Chief Executive Officer,<br>President<br>and Managing Director | S. Gopalakrishnan<br>Chief Operating Officer and<br>Deputy Managing Director | Deepak M. Satwalekar<br>d Director                            |
|-----------------------------------|--|--|--|---|
| Marti G. Subrahmanyam<br>Director | Philip Yeo<br>Director   | Jitendra Vir Singh<br>Director   | Omkar Goswami<br>Director  | Larry Pressler<br>Director                                    |
| Claude Smadja<br>Director         | Rama Bijapurkar<br>Director  | K. Dinesh<br>Director  | S. D. Shibulal<br>Director   | T. V. Mohandas Pai<br>Director and<br>Chief Financial Officer |
| Srinath Batni<br>Director         | V. Balakrishnan<br>Company Secretary and<br>Vice President – Finance |  |  |   |

Bangalore January 10, 2003

| Schedules to the Statement of Cash flows                                      | Quarter ended December 31, |          | Nine months ended December 31, |          | In Rs crore Year ended |
|---|----------------------------|----------|--------------------------------|----------|------------------------|
|   | 2002                       | 2001     | 2002                           | 2001     | March 31, 2002         |
| 1 INCOME TAXES PAID DURING THE PERIOD/YEAR                                    |                            |          |                                |          |                        |
| Charge as per the Profit and Loss Account                                     | 57.50                      | 35.00    | 145.00                         | 96.50    |                        |
| Add: Increase in advance income taxes   | 65.85                      | 29.22    | 170.75                         | 109.62   |                        |
| Less: Increase/(Decrease) in income tax provision                             | (58.95)                    | (38.91)  | (155.81)                       | (101.98) | (116.67)               |
|   | 64.40                      | 25.31    | 159.94                         | 104.14   | 131.27                 |
| 2 CHANGE IN LOANS AND ADVANCES DURING   |                            |          |                                |          |                        |
| THE PERIOD/YEAR As per the Balance Sheet                                      | 948.47                     | 634.58   | 948.47                         | 634.58   | 643.87                 |
| Less: Deposits with financial institutions and body                           | 340.47                     | 004.00   | 340.47                         | 004.00   | 040.07                 |
| corporate, included in cash and cash equivalents                              | (302.34)                   | (256 90) | (202.24)                       | (256 90) | (254.74)               |
| Advance income taxes separately   | (302.34)                   | (256.80) | (302.34)                       | (256.80) | (254.74)               |
| considered  | (407.00)                   | (233.36) | (407.00)                       | (233.36) | (236.25)               |
|   | 239.13                     | 144.42   | 239.13                         | 144.42   | 152.88                 |
| Less: Opening balance considered  | (226.52)                   | (131.96) | (152.88)                       | (113.86) | (113.86)               |
|   | 12.61                      | 12.46    | 86.25                          | 30.56    | 39.02                  |
| 3 CHANGE IN CURRENT LIABILITIES AND   |                            |          |                                |          |                        |
| PROVISIONS DURING THE PERIOD/YEAR As per the Balance Sheet                    | 681.70                     | 396.80   | 681.70                         | 396.80   | 459.41                 |
| Add/ Provisions separately considered in the                                  | 001.70                     | 390.00   | 001.70                         | 390.00   | 455.41                 |
| (Less): cash flow Statement   |                            |          |                                |          |                        |
| Income taxes  | (395.38)                   | (224.88) | (395.38)                       | (224.88) | (239.57)               |
| Dividends<br>Dividend tax   | -                          | -        | -                              | -        | (82.73)                |
| Dividend tax  | 286.32                     | 171.92   | 286.32                         | 171.92   | 137.11                 |
| Less: Non Cash transactions   | -                          | -        | (24.50)                        | -        | -                      |
| Less: Opening balance considered  | (273.06)                   | (188.15) | (137.11)                       | (142.27) | (142.27)               |
|   | 13.26                      | (16.23)  | 124.71                         | 29.65    | (5.16)                 |
| 4 PURCHASES OF FIXED ASSETS AND CHANGE IN CAPITAL WORK-IN-PROGRESS            |                            |          |                                |          |                        |
| As per the Balance Sheet  | 56.80                      | 62.81    | 237.42                         | 228.76   | 342.72                 |
| Less: Opening Capital work-in-progress  | (92.35)                    | (236.19) | (150.67)                       | (170.65) | (170.65)               |
| Less: Non Cash transaction  | <del>-</del>               |          | (24.50)                        | -        | -                      |
| Add: Closing Capital work-in-progress   | 86.41<br>50.86             | 226.45   | 86.41<br>148.66                | 226.45   | 150.67                 |
|   | 50.00                      | 53.07    | 140.00                         | 284.56   | 322.74                 |
| 5 LONG-TERM INVESTMENTS IN SECURITIES DURING THE PERIOD/YEAR                  |                            |          |                                |          |                        |
| As per the Balance Sheet  | 33.20                      | 44.44    | 33.20                          | 44.44    | 44.44                  |
| Add: Provisions on investments  | -                          | -        | 23.76                          | -        | -                      |
|   | 33.20                      | 44.44    | 56.96                          | 44.44    | 44.44                  |
| Less: Opening balance considered  | (33.20)                    | (44.44)  | (44.44)                        | (34.12)  | (34.12)                |
|   | -                          |          | 12.52                          | 10.32    | 10.32                  |
| 6 CASH AND CASH EQUIVALENTS AT THE END OF THE PERIOD/YEAR                     |                            |          |                                |          |                        |
| As per the Balance Sheet  | 1,129.87                   | 609.55   | 1,129.87                       | 609.55   | 772.22                 |
| Add: Deposits with financial institutions and body corporate, included herein | 302.34                     | 256.80   | 302.34                         | 256.80   | 254.74                 |
|   | 1,432.21                   | 866.35   | 1,432.21                       | 866.35   | 1,026.96               |
|   | 1,404.41                   | 000.33   | 1,404.41                       | 000.33   | 1,020.90               |

## 7. NOTES ON THE STATEMENT OF CASH FLOWS

- 7.1 Cash flows are reported using the indirect method, whereby profit before tax is adjusted for the effects of transactions of a non-cash nature and any deferrals or accruals of past or future cash receipts or payments. The cash flows from regular revenue generating, financing, and investing activities of the company are segregated. Cash flows in foreign currencies are accounted at average monthly exchange rates that approximate the actual rates of exchange prevailing at the dates of the transactions.
- 7.2 The balance of cash and cash equivalents includes Rs 1.94 as at December 31, 2002 (as at December 31, 2001, Rs 1.73 and March 31, 2002, Rs 1.12) set aside for payment of dividends.
- 7.3 During the nine months ended December 31, 2002, the company entered into an agreement with the Aeronautical Development Agency, India for acquiring the intellectual property rights in AUTOLAY, a commercial software application product used in the design of high performance structural systems. The agreement requires the company to pay a consideration of \$ 5 million (approximately Rs. 24.50) by 10 years of the contract date. The intellectual property has been recorded in the books of account along with the corresponding liability, which in substance is a non-cash transaction and hence has been excluded in the statement of cash flows.
- 7.4 Long-term investments in securities includes Rs. 12.25 invested in Progeon Ltd., a subsidiary, in the nine months ended December 31, 2002.
- 7.5 The previous year's/period's figures have been recast/ restated, wherever necessary, to conform to the current period's presentation.