

INFOTECH ENTERPRISES LIMITED

First Quarter FY 13 Results



Press Release, Hyderabad, India, July 18, 2012

Highlights

- ✓ Revenue for the quarter at ₹4563.8 million, Y-o-Y growth of 31.6%, Q-o-Q growth of 9.4%. Q-o-Q growth in constant currency terms at 2.1%.
- ✓ Operating profit at ₹851.8 million; up 96% Y-o-Y
- ✓ Profit after tax at ₹647 million for the quarter, an increase of 141% Y-o-Y.
- ✓ OPM at 18.7% as against 19.8% in Q4 and 12.5% in Q1 of last year. Consistent OPM between 18 - 21% in last three quarters.
- ✓ Highest net manpower additions in 5 quarters. Gross additions 915 and net additions of 464.



Chairman's Message

Commenting on the results, Mr. BVR Mohan Reddy, Chairman and Managing Director, said,

“Our business performance continues to be robust. We have seen volume growth and stable margins inspite of adverse macro-economic challenges around the world.

Our order pipeline continues to be robust and we are confident of growing our business more than the industry average. The highest manpower additions this quarter is a reflection of our confidence in our business.

The Carlyle Group buying 10% of our stocks in secondary market is a strong endorsement of our company's long term prospects.

We are improving our footprint in East Asia. In addition to our office in Japan and Malaysia, we will improve our presence in South Korea and China”.



Performance Highlights

(In ₹ Million, except % data)

Particulars	Q1 FY 13	Q4 FY 12	Q1 FY 12
Operating Revenue	4,563.8	4,173.5	3,466.7
Operating Profit	851.8	827.1	434.8
Operating Margin	18.7%	19.8%	12.5%
PAT	647.1	698.3	268.5

(In \$ Million, except % data)

Particulars	Q1 FY 13	Q4 FY 12	Q1 FY 12
Operating Revenue	84.2	83.0	77.5
Operating Profit	15.7	16.4	9.7
Operating Margin	18.7%	19.8%	12.5%
PAT	12.0	13.9	6.0

Rupee Dollar exchange rate

(In ₹)

Particulars	Q1 FY 13	Q4 FY 12	Q1 FY 12
Period average rate	54.22	50.31	44.74

Sales mix in currencies

(In %)

Currency	Q1 FY 13	Q4 FY 12
USD	64.7%	63.2%
EUR	15.9%	16.2%
GBP	6.4%	9.2%
AUD	7.4%	5.9%
OTHERS	5.6%	5.5%



Business and Operational Highlights

✓ New Business, Pursuits & Services Offerings -

- **17 customers added** during the quarter, 12 in UT&C and 5 in ENGG.
- **Key wins** across all verticals.

✓ Awards and recognitions -

- Received **8th Indo-American Corporate Excellence Award** for Best Indian Company operating in US under the Technology and Communication category.
- We are at No. 56 among the Top 100 outsourcing companies in the world, as per "2012 Global Outsourcing 100" compiled by International Association of Outsourcing Professionals (IAOP).

✓ New facilities -

- **New Office** at Perth, Australia, to address Mining industry.
- New SEZ facility inaugurated in Noida.
- New CoE's inaugurated for major customers in our new SEZ at Hyderabad.
- New office at West Palm Beach, Florida, USA.

✓ HR highlights -

- Global gross additions of 915 and net additions at 464 for the quarter. Highest in last 5 quarters.
- Global voluntary attrition under control at 14.3% (annualized).
- Salary increases rolled out globally. The salary review has been completed and implemented effective April for 100% of eligible staff globally and all arrears paid in Q1 2012-13. This includes lateral associates who have worked more than 6 months with Infotech in the last financial year and eligible for salary review on a pro rata basis. Overall salary increase was ~ 6.45%.



✓ **Other highlights -**

- Cash balances, including liquid investments, at ₹482 crores. Capex for the quarter at ₹21 crores.
- The Carlyle Group invested 10% in our stocks in secondary market.
- Over 650 associates working out of our SEZ locations in India as on June 30, 2012. Net addition to SEZ locations was 382 during the quarter.
- Two patent disclosures made during the quarter.

Quarter that Was.....

Revenue Growth

AERO witnessed a revenue growth of 12.4%, made up of volume growth of 2.5% and exchange rate impact of 9.9%.

HTH witnessed a revenue growth of 2.2%, made up of volume de-growth of 2.6%, price increase of 0.01% and exchange rate impact of 4.8%.

UT&C witnessed a revenue growth of 13.1%, made up of volume growth of 5.8%, price increase of 0.3% and exchange rate impact of 7.0%.

Overall revenue growth was 9.4%, made up of volume growth of 2.0%, price increase of 0.1% and exchange rate impact of 7.3%.

Impact of FX movement and salary increases on OPM

During the quarter, annual salary increments were given from April 1, 2012 and this has an adverse impact of ~ 370 bps on OPM, partly offset by favorable exchange rate impact on margin of ~ 290 bps .

Key margin drivers for next quarter

Our order pipeline and our continuous focus on key margin drivers like efficient onsite-offsite-offshore mix, right sizing the pyramid and improving the productivity and utilization will drive our operating margins in the coming quarters.



ENGG highlights:

Aerospace BU had a good quarter with increase in revenue and operating margins. We won a multi-million dollar contract from one of our existing customers for transition planning and sustenance and also had some multiple wins despite tough competition. We expanded our electronics lab to support new projects and got multimillion dollar contract on Verification and Validation activities. We added a prestigious aircraft customer in this quarter. We have good pipeline for Q2 and expect to bring more growth to our business.

Though the first quarter has been challenging for HTH, we expect the momentum to come back in the later part of Q2 and continue for the rest of the year. Three of the strategic customers we acquired in the second half of last year are ramping up well and we expect to see more positive momentum in Q2 and beyond. We signed a strategic customer in our Hitech business and expanded into newer business segments with 3 of our existing customers that have the potential for sizable growth in the forthcoming quarters.

We added 5 new customers in this quarter.

UT & C highlights:

Both the Content and UT Business Units had a good quarter achieving Q-on-Q revenue and operating margin growth in both constant and local currency terms.

In UT Business Unit, we saw our INR revenues grow 13.7% on the previous quarter, driven in particular by very strong growth in North America. Over 50% of the revenues from this BU now come from North America. During the quarter we added 7 new customers – 2 each in NAM, EMEA and India and 1 in APAC geography. The percentage of offshore revenues increased slightly which combined with better utilization levels saw an improvement in operating margins, despite the impact of annual salary increases.

In Content BU, we saw our INR revenues grow by 11.9% on the previous quarter, again largely driven by the excellent performance of our North American business. We added 5 new customers in the quarter and saw the continued ramp up of three of our largest clients in this BU. The percentage of offshore revenues was stable and utilization tracked close to our target of 85%, which meant that we were able to achieve excellent operating margins.

This partly reflects the ramp up we have made on a couple of new projects during the quarter but also our confidence based on our current backlog. In the quarter we achieved 120% of our order intake target which was also more than double the figure achieved during the same quarter last FY.

We competed in two very intense competitive situations in Telecom and won both accounts.



PART I : STATEMENT OF CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER ENDED JUNE 30, 2012

(₹ in Lakhs)

Sl. No	Particulars	Quarter Ended			Year Ended
		30-Jun-12	31-Mar-12	30-Jun-11	31-Mar-12
		Unaudited	Unaudited	Unaudited	Audited
1	Income from operations				
	(a) Net Sales/income from operations	45,638	41,718	34,667	155,297
	(b) Other operating income	-	16	-	16
	Total income from operations (net)	45,638	41,734	34,667	155,313
2	Expenses				
	(a) Employee benefits expense	27,814	24,870	22,733	95,257
	(b) Travel expenses	2,417	2,485	2,471	9,484
	(c) Depreciation and amortisation expense	1,342	1,134	1,154	4,941
	(d) Other expenses	6,893	6,187	5,134	23,662
	Total expenses	38,466	34,676	31,492	133,344
3	Profit from operations before other income, finance costs & exceptional item (1-2)	7,172	7,058	3,175	21,969
4	Other income	1,788	3,563	641	1,753
5	Profit from ordinary activities before finance costs and exceptional item (3+4)	8,960	10,621	3,816	23,722
6	Finance costs	1	28	9	73
7	Profit from ordinary activities after finance costs but before exceptional item (5-6)	8,959	10,593	3,807	23,649
8	Exceptional item (Refer Note 8)	181	159	-	159
9	Profit from ordinary activities before tax (7-8)	8,778	10,434	3,807	23,490
10	Tax expense	2,923	3,836	1,266	8,353
11	Net Profit from ordinary activities after tax (9-10)	5,855	6,598	2,541	15,137
12	Share of Profit of associates	616	385	146	1,001
13	Minority Interest	-	-	2	-
14	Net Profit from ordinary activities after taxes, minority interest and share of profit of associates (11+12-13)	6,471	6,983	2,685	16,138
15	Paid-up equity share capital (Face Value ` 5 per share)	5,571	5,571	5,570	5,571
16	Reserves excluding revaluation reserves				110,177
17	Earnings Per Share [Face Value of ` 5 per share](not annualised)				
	(a) Basic (in `)	5.81	6.27	2.41	14.49
	(b) Diluted (in `)	5.80	6.27	2.41	14.49

PART II : SELECT INFORMATION FOR THE QUARTER ENDED JUNE 30, 2012

1	Particulars of shareholding				
1a	Public Shareholding				
	(a) Number of shares	86,472,482	85,988,400	85,813,706	85,988,400
	(b) Percentage of shareholding	77.61%	77.18%	77.03%	77.18%
1b	Promoters and Promoter Group Shareholding				
	(a) Pledged / Encumbered				
	- Number of shares	-	358,082	490,146	358,082
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	0.00%	1.41%	1.92%	1.41%
	- Percentage of shares (as a % of the total share capital of the company)	0.00%	0.32%	0.44%	0.32%
	(b) Non-encumbered				
	- Number of shares	24,942,780	25,068,780	25,095,280	25,068,780
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	100.00%	98.59%	98.08%	98.59%
	- Percentage of shares (as a % of the total share capital of the company)	22.39%	22.50%	22.53%	22.50%

Company Overview



Infotech Enterprises Limited (IEL) is a global Engineering Services company. Over the last 20+ years Infotech has excelled in gaining expertise in Engineering Services in – Aerospace, Locomotives, Marine, Automobiles and other Industrial products, Network & Content engineering solutions for Telecommunication, Utilities and Government and Software Services.

Around 9800 highly skilled professionals in Infotech work onsite, offshore and near shores to provide high quality and value added services and solutions for companies in several industry sectors. Infotech Enterprises is an SEI CMMi Level 5 company, and certified to ISO 9001:2000, ISO 27001 and AS 9100 standards. Infotech Enterprises is a public listed company and has attracted globally reputed equity investors like UTC and General Atlantic Partners.

For more information, please visit www.infotech-enterprises.com

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Disclaimer –

This document contains certain forward looking statements on our future prospects. Although, Infotech believes that expectations contained in these statements are reasonable, their nature involve a number of risks and uncertainties that may lead to different results. These forward looking statements represent only the current expectations and beliefs and company provides no assurance that such expectations will prove correct.

All the references to Infotech's financial results in this update pertain to the company's consolidated operations comprising overseas wholly-owned subsidiaries Infotech Enterprises Europe Ltd., (IEEL); Infotech Enterprises America Inc., (IEAI); Infotech Enterprises GmbH (IEG); Infotech Enterprises IT Services Pvt. Ltd (IEITS); Infotech Enterprises Japan KK; Infotech Geospatial (India) Ltd (IGIL); Joint Venture Infotech HAL Ltd (HAL JV) and Associate company Infotech Aerospace Services Inc. (IASI).

Income statement provided is in the internal MIS format. MIS format is different from the income statement published as part of financial results, which is as per the statutory requirement, in terms of grouping of cost elements. Previous period numbers are regrouped / reclassified, wherever necessary.

