



COMPANY PERFORMANCE ANALYSIS & OVERVIEW
Q1-2011 RESULTS April 2011

April 28, 2011

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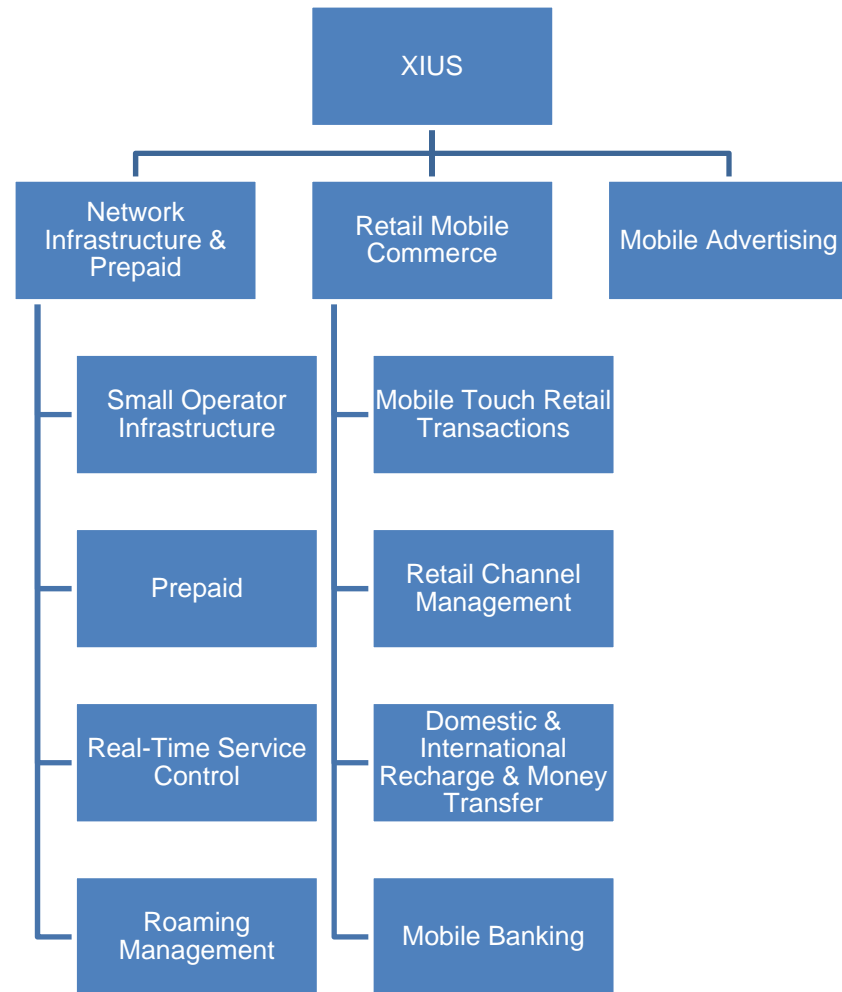
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WHAT DOES XIUS DO

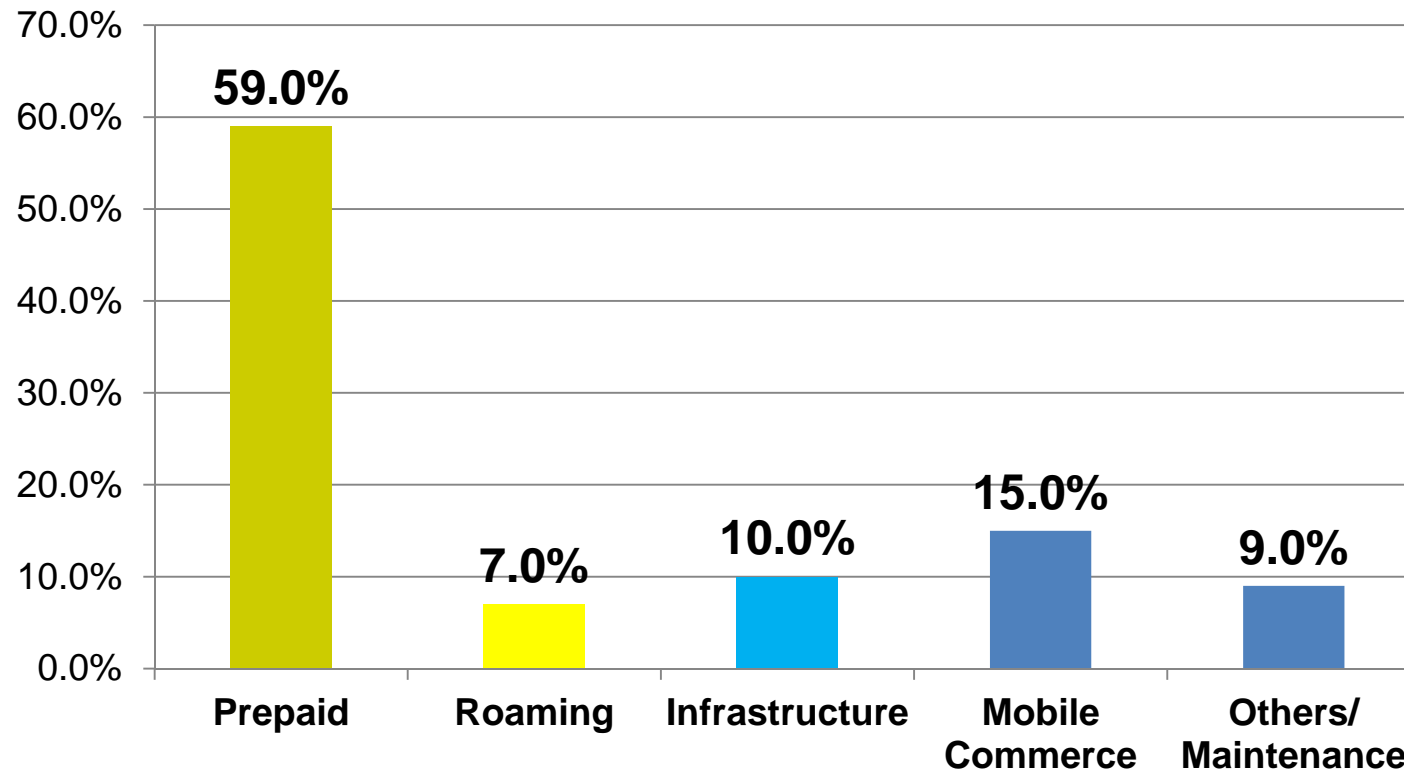
XIUS is a mobile technology specialist focused on real-time transaction processing in three domain areas. We offer network infrastructure & prepaid, mobile commerce, and mobile advertising.

XIUS believes in innovation, agility, and execution excellence, with customer-centricity as its core value. XIUS offers its solutions in a managed services model thereby enabling customers to launch and monetize services quickly.

Domains / Solutions Matrix



XIUS Product-Revenue Mix - 2011



2011-Q1 Performance Summary

- Rs 419 lakhs in 2010 to Rs 640 lakhs PAT in 2011
- Debtor outstanding around 105 days
- 7 new deals – five T/f for mobile payments, one US small telco & one India
- MTT - APD delayed by a full quarter - Customer + production issues
- Best ever Sales Pipeline build up
- Exploring New offerings in the Mobile Apps Market

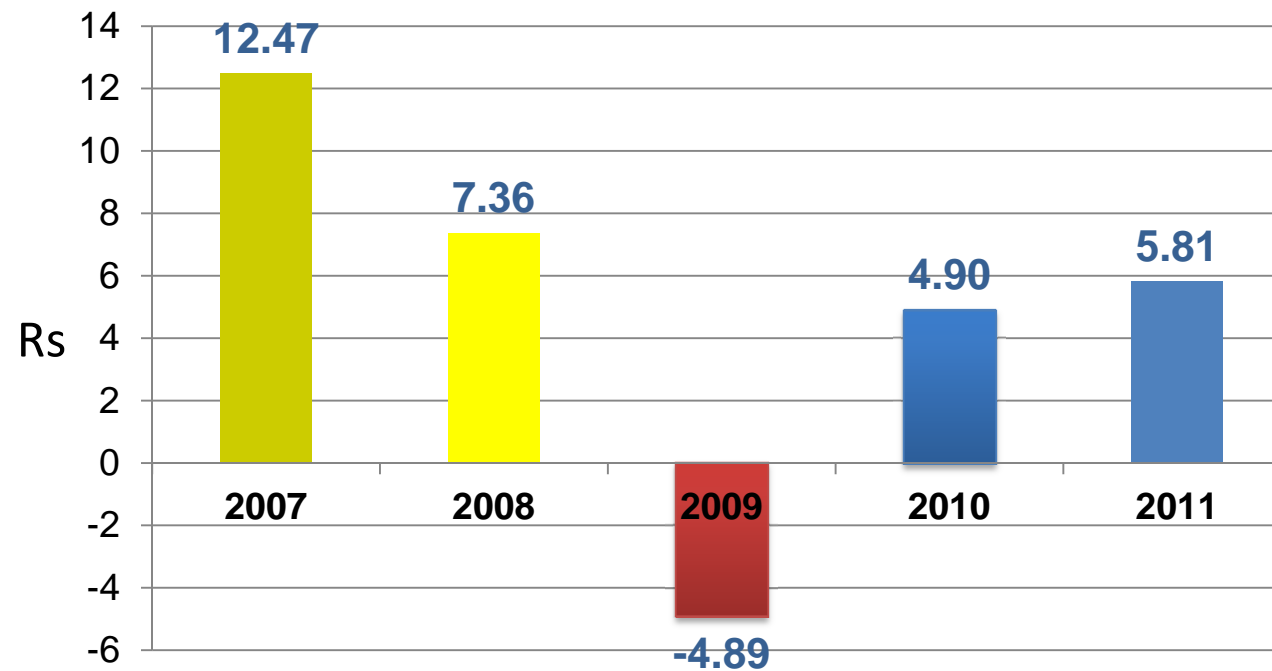
Q1-2011 Financial Summary

	2011 Q1	2010 Q1	% Change
	Rs lakhs	Rs lakhs	%
Revenues	4006	3926	2.0
EBIDTA	1250	1286	(2.8)
Cash profit	961	811	18.6
PAT	640	419	52.9
EPS (Rs)	1.45	1.15	25.5

Balance Sheet

	31 Mar 2011	31 Dec 2010
	Rs lakhs	Rs lakhs
Liabilities		
Capital & Reserves	11,255	10,605
Borrowings	8,607	8,722
Total Liabilities	19,862	19,326
Assets		
Fixed Assets (net)	10,001	9,953
Investments	1,212	1,212
Net Current Assets	8,649	8,161
Total Assets	19,862	19,326
Net Worth	11,255	10,605
Book value (Rs)	25.43	23.96
Debt / Equity	0.76	0.82
Current Ratio	4.18	4.29

EPS (Rs)



2011 –Focus Areas for the remaining year

- I. MTT-APD – 14 pilots in bag – 5 customers want to commercial immediately
- II. US rural carrier market for MSP – Govt. Stimulus Money
- III. Latam Mobile commerce & M-Banking (Govt directive in many countries)
- IV. Strategic objectives –
 - I. Another large Tier 1 in the US / LatAM area – to spread client concentration
 - II. Re-focus on India Market and get some quick wins in 2011
- V. Strong Order Back Log – Execution is key

Market Opportunities

- ◉ Explosive growth of Smart phones & tablets in US
 - ◉ Driving M-commerce and other new services through Mobile devices
 - ◉ Driving Mobile apps growth to non-I-Phone devices as well (Android)
- ◉ Mobile transactions & commerce are taking a larger share through point retail solutions
 - ◉ Money transfer
 - ◉ Mobile banking
 - ◉ M-wallet applications
- ◉ Mobile Advertising is a high growth segment
 - ◉ Advt. subsidy model gaining traction globally
 - ◉ Couponing and Discount vouchers are getting mobile – enabled due to smart phones
 - ◉ Alcatel-Lucent and Ericsson have also now launched – this will fast track adoption

3G networks will act as a great catalyst for both the above

XIUS Mobile Touch Transactions Solution (MTT-APD) - Great Revenue Opportunity to Mobile Carriers

Launch your virtual storefront – in any retail store! Install your XIUS Active Poster device today!



Now offer all your value-added services to the subscribers through a retail store! With the XIUS Active Poster device at the store, subscribers can now buy, transact and pay for any of your services in an easy, simple and self-service manner. Additionally, the XIUS Active Poster also enables you to give a unique, customized subscriber experience, thereby enhancing your brand.

The XIUS Centralized Transaction Management System (CTMS) takes care of all back-end integration, whether with your billing and legacy systems or third party VAS providers. Let XIUS run it for you!

XIUS well positioned for these opportunities

- MTT- APD mobile commerce initiative has multiple Retail and Corporate market segments
 - First Mover advantage globally
 - Enables RETAIL Transactions for multiple services first time globally
 - Leverages industry standard Near Field Communications (NFC) technology which is proven for retail mobile transactions, in Japan, S.Korea & Europe
- Point solutions for Mobile commerce already being implemented in Venezuela, Ecuador and now trialing with major US & LatAm carriers

CORPORATE UPDATES

- ◉ Vizag Land Sale – still no progress
- ◉ Some progress (but slow) in Land Allotment by APIIC
- ◉ Planning to Open SEZ center for MTT-APD business
- ◉ Opened a Sales office in Delhi

Business Risks

- ◉ Client Concentration (top 5 amounts to 67% of revenues)
- ◉ AP Property Market / Telangana issue
- ◉ MTT APD involves Hardware –a new area for the company
- ◉ Global Telecom Spend (Esp. in US) un-clear
- ◉ US pre-paid market slowing down