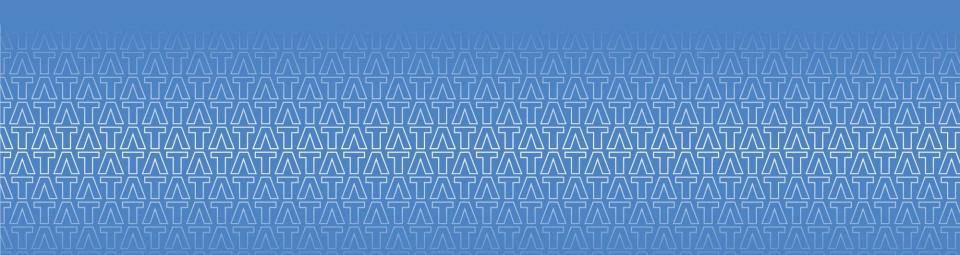


# Results for Quarter IV FY 2009 - 10

#### Disclaimer

Certain statements in this release concerning our future prospects are forward-looking statements. Forward-looking statements by their nature involve a number of risks and uncertainties that could cause actual results to differ materially from market expectations. These risks and uncertainties include, but are not limited to our ability to manage growth, intense competition among Indian and overseas IT services companies, various factors which may affect our cost advantage, such as wage increases or an appreciating Rupee, our ability to attract and retain highly skilled professionals, time and cost overruns on fixed-price, fixed-time frame contracts, client concentration, restrictions on immigration, our ability to manage our international operations, reduced demand for technology in our key focus areas, disruptions in telecommunication networks, our ability to successfully and integrate potential acquisitions, liability for damages on our service contracts, the success of the companies in which TCS has made strategic investments, withdrawal of governmental fiscal incentives, political instability, legal restrictions on raising capital or acquiring companies outside India, unauthorized use of our intellectual property and general economic conditions affecting our industry. TCS may, from time to time, make additional written and oral forward-looking statements, including our reports to shareholders. These forward-looking statements represent only the Company's current intentions, beliefs or expectations, and any forward-looking statement speaks only as of the date on which it was made. The Company assumes no obligation to revise or update any forward-looking statements.



# Financial Performance

# Indian GAAP Growth Summary - Annual

Consolidated Indian GAAP (INR Crore)	FY10	FY09
Total Income	30,029	27,813
% Growth Y-o-Y	7.97%	
PBIDT (before Other Income)	8,695	7,170
% Growth Y-o-Y	21.27%	
Profit After Tax	7,001	5,256
% Growth Y-o-Y	33.19%	

# Indian GAAP Growth Summary - Quarterly

Consolidated Indian GAAP (INR Crore)	Q4 FY10	Q3 FY10	Q4 FY09
Total Income	7,738	7,649	7,172
% Growth Q-o-Q	1.17%		
% Growth Y-o-Y	7.90%		
PBIDT (before Other Income)	2,339	2,273	1,847
% Growth Q-o-Q	2.90%		
% Growth Y-o-Y	26.64%		
Profit After Tax	2,001	1,824	1,333
% Growth Q-o-Q	9.67%		
% Growth Y-o-Y	50.09%		

# US GAAP Revenue Growth - Annual

Consolidated US GAAP (INR Million)	FY10	FY09
Total Revenue	300,289	278,129
% Growth Y-o-Y	7.97%	
Revenue from International Business	274,310	256,307
% Growth Y-o-Y	7.02%	
Revenue from Indian Business	25,979	21,821
% Growth Y-o-Y	19.05%	

# **US GAAP Growth Summary - Annual**

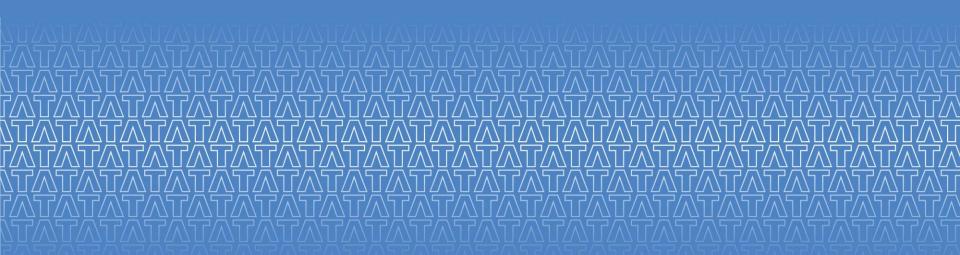
Consolidated US GAAP (INR Million)	FY10	FY09
Gross Margin	138,660	123,738
% Growth Y-o-Y	12.06%	
EBIDTA	86,801	71,777
% Growth Y-o-Y	20.93%	
Operating Income	79,591	66,013
% Growth Y-o-Y	20.57%	
Net Income	68,729	51,718
% Growth Y-o-Y	32.89%	

# US GAAP Revenue Growth - Quarterly

Consolidated US GAAP (INR Million)	Q4 FY10	Q3 FY10	Q4 FY09
Total Revenue	77,365	76,503	71,718
% Growth Q-o-Q	1.13%		
% Growth Y-o-Y	7.87%		
Revenue from International Business	70,478	70,018	65,827
% Growth Q-o-Q	0.66%		
% Growth Y-o-Y	7.07%		
Revenue from Indian Business	6,887	6,485	5,891
% Growth Q-o-Q	6.19%		
% Growth Y-o-Y	16.90%		

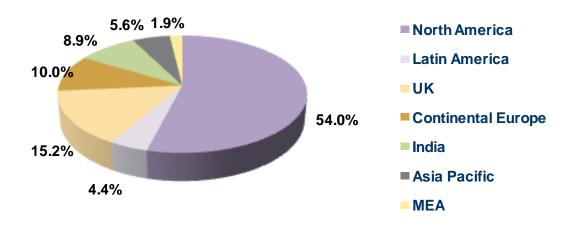
# **US GAAP Growth Summary - Quarterly**

Consolidated US GAAP (INR Million)	Q4 FY10	Q3 FY10	Q4 FY09
Gross Margin	36,244	35,544	32,531
% Growth V - V	1.97%		
% Growth Y-o-Y EBIDTA	11.42% <b>23,121</b>	22,718	18,793
% Growth Q-o-Q % Growth Y-o-Y	1.77% 23.03%		
Operating Income	21,280	20,888	16,998
% Growth Q-o-Q % Growth Y-o-Y	1.88% 25.19%		
Net Income	19,312	17,975	13,141
% Growth Q-o-Q % Growth Y-o-Y	7.44% 46.96%		



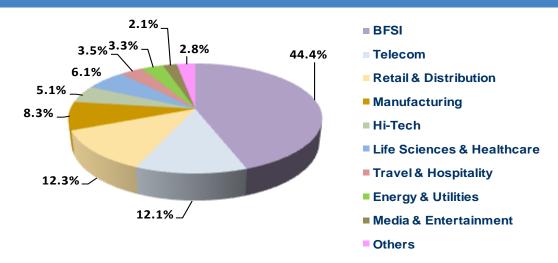
# Operational Performance

# Growth by Market



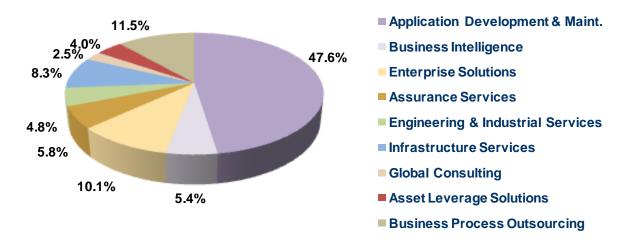
Geography (%)	Q4 FY10	Q3 FY10	FY10	FY09	
Americas					
North America	54.0	52.5	52.8	51.5	
Latin America	4.4	4.9	4.7	4.7	
Europe					
UK	15.2	16.0	16.2	19.0	
Continental Europe	10.0	10.4	10.5	10.5	
India	8.9	8.5	8.7	7.8	
Asia Pacific	5.6	5.6	5.2	4.7	
MEA	1.9	2.1	1.9	1.8	
Total	100.0	100.0	100.0	100.0	

# Growth by Domain



IP Revenue (%)	Q4 FY10	Q3 FY10	FY10	FY09
BFSI	44.4	45.0	44.5	42.3
Telecom	12.1	12.1	12.2	14.4
Retail & Distribution	12.3	12.0	12.1	10.3
Manufacturing	8.3	8.3	8.6	10.5
Hi-Tech	5.1	5.0	5.0	6.5
Life Sciences & Healthcare	6.1	5.9	6.0	5.2
Travel & Hospitality	3.5	3.4	3.5	4.1
Energy & Utilities	3.3	3.4	3.0	2.8
/ Media & Entertainment	2.1	2.1	2.2	1.9
Others	2.8	2.8	2.9	2.0
Total	100.0	100.0	100.0	100.0

# Growth by Service Line



SP Revenue (%)	Q4 FY10	Q3 FY10	FY10	FY09
IT Solutions and Services				
Application Development & Maint.	47.6	49.1	48.7	48.5
Business Intelligence	5.4	5.7	5.7	8.1
Enterprise Solutions	10.1	10.5	10.5	12.6
Assurance Services	5.8	5.1	5.0	4.3
Engineering & Industrial Services	4.8	4.9	5.0	6.0
Infrastructure Services	8.3	7.9	8.4	8.0
Global Consulting	2.5	2.1	1.9	2.7
Asset Leverage Solutions	4.0	3.2	3.3	2.9
<b>Business Process Outsourcing</b>	11.5	11.5	11.5	6.9
Total	100.0	100.0	100.0	100.0

### **Client Parameters**

	Q4 FY10	Q3 FY10	FY10	FY09
Clients Contribution *				
Revenue %				
Top 1	8.2	8.1	8.2	4.7
Top 5	21.8	21.5	21.8	18.6
Top 10	30.2	29.9	30.2	26.9
US\$ 1 mIn Clients	409	419	409	405
US\$ 5 mIn Clients	183	178	183	172
US\$ 10 mln Clients	118	112	118	111
US\$ 20 mln Clients	63	61	63	62
US\$ 50 mIn Clients	23	23	23	24
US\$ 100 mln Clients	7	6	7	7
	,	U	,	,

<sup>\*</sup> Last Twelve Months

# **Operational Parameters**

Revenue %	Q4 FY10	Q3 FY10	FY10	FY09
Delivery Location*				
Onsite	43.6	42.5	43.3	51.2
GDC/RDC	5.4	6.2	5.7	4.6
Offshore	51.0	51.3	51.0	44.2
Contract Type				
Time & Material	51.3	52.0	52.2	55.2
Fixed Price & Time	48.7	48.0	47.8	44.8

<sup>\*</sup> Excluding Domestic Clients

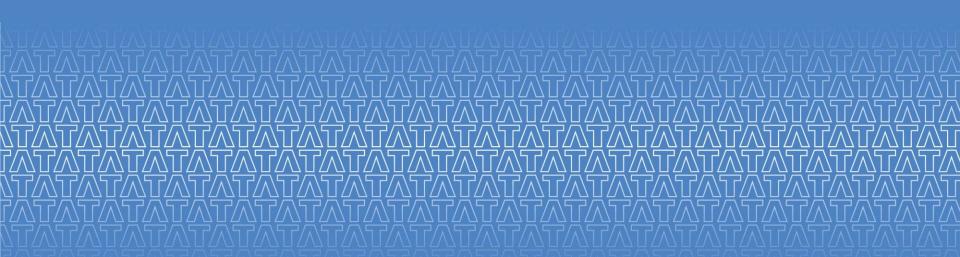
# Client Acquisition and Expansion

Q4 FY10	Q3 FY10	FY10	FY09
917	917	1034	1014
39	32	127	163
95.7	96.5	97.5	97.1
4.3	3.5	2.5	2.9
	917 39 95.7	<ul> <li>917 917</li> <li>39 32</li> <li>95.7 96.5</li> </ul>	917       917       1034         39       32       127         95.7       96.5       97.5

<sup>\*</sup> Reset at the beginning of Financial Year

## **Key Wins**

- In one of the largest citizen services deals of the year, a European government agency awarded TCS a \$500M plus contract to be the administrator for their pension scheme. This full services deal leverages TCS portfolio of offerings across financial solutions, BPO, remote infrastructure management and application development.
- In a multi-year deal worth over USD 100M, a leading global electronics conglomerate has chosen TCS as the strategic partner for providing end to end infrastructure services including business transformation for all its business entities in the North America and Europe.
- World's leading cruise operator, has selected TCS as the IT partner of choice across its group companies
- A US based commercial insurance company selected TCS as its partner for its IT transformation program which would involve shifting to a Managed Services operating model across all its IT operations.
- A European headquartered, financial services company selected TCS as a Tier 1 partner to support its strategic objectives on ITO, Infrastructure, BPO and KPO across their global locations.
- TCS has signed a multi million, multi year deal with a global telecommunications provider for its European operations for managing their enterprise products in voice and data. This would include the complete product life cycle from R&D to product support including warranty for their world-wide customer installed base.
- TCS was awarded a multi year IT Infrastructure management contract from a leading renewable energy company in Asia Pacific
- An leading global manufacturer of power systems has selected TCS to be their Engineering Services partner for product development and research services
- A leading retailer in North America has awarded TCS a multi-million dollar contract to streamline operations and drive efficiencies across its portfolio of applications



# Human Resources

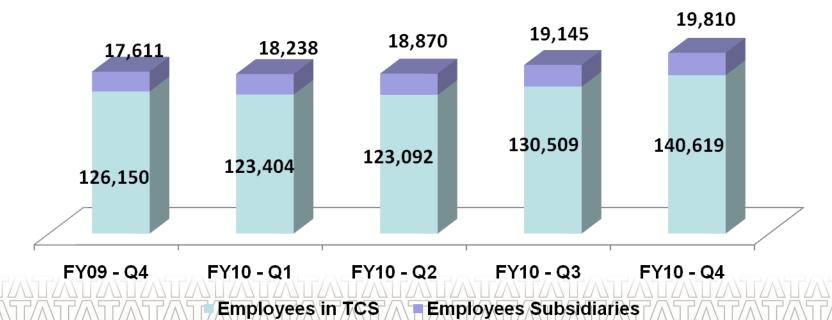
#### Q4 (FY10) Total Employee Base: 160,429

TCS Employees: 140,619

Overseas branches & subsidiaries: 9,958

Global/Regional Delivery Centers: 4,020

Subsidiaries\*: 19,810



<sup>\*</sup> CMC, WTI, TCS e-Serve, Diligenta & others are now shown under 'Subsidiaries'

#### Q4 (FY10) Gross Additions 14,640 & Net Additions 10,110

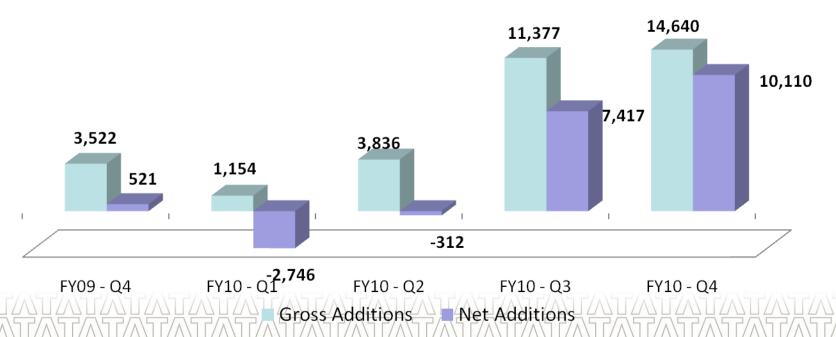
#### Additions:

• 8,429 Trainees & 5,230 Laterals in India; 981in Overseas Branches

• Attrition: 11.8% (LTM), including BPO

IT Services: 11.0% (LTM), BPO: 18.8% (LTM)

Utilization Rate: 81.8% (excluding Trainees), 74.3% (including Trainees)



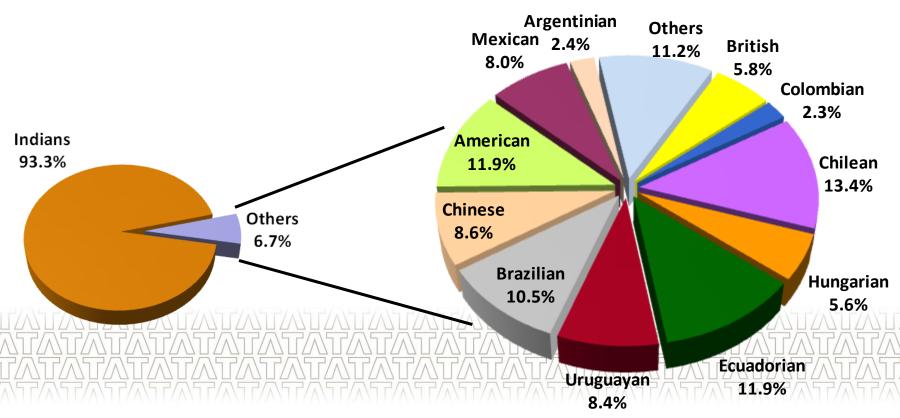
**Q4 TCS Consolidated:** 

**Gross Additions: 16,851 & Net Additions: 10,775** 

#### **Diversity**

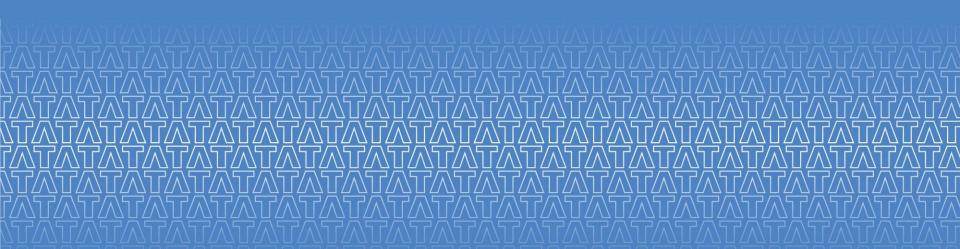
- 30% of our workforce are women
- 57% of our associates have more than 3 years of work experience
- Associates from 80 nationalities

#### **Composition of International Workforce**



### **Campus Hire Update for FY 11**

- 294 institutes visited in Q4, taking total campuses visited to 371.
- 98.4% Day 1 slot in campuses.
- 14,425 offers made in Q4, taking the total offers made to 20,050.



# Annexure

#### Indian GAAP Income Statement - FY10 Consolidated

Consolidated Indian GAAP	INR C	rore	% of Total Income		
Consolidated Indian GAAP	FY10	FY09	FY10	FY09	
INCOME					
a) IT & Consultancy Services	29,085	26,782	96.86	96.29	
b) Manufacturing, Sale of equipment and Licences	944	1,031	3.14	3.71	
Total Income	30,029	27,813	100.00	100.00	
EXPENDITURE					
a ) Salaries & Wages	10,880	9,911	36.23	35.63	
b) Overseas business expenditure	4,570	5,032	15.22	18.09	
c) Other operating expenses	5,884	5,700	19.60	20.49	
Total Expenditure	21,334	20,643	71.05	74.21	
Profit Before Interest, Depreciation, Taxes					
& Other Income	8,695	7,170	28.95	25.79	
Interest	16	29	0.05	0.10	
Depreciation	661	564	2.20	2.03	
Profit Before Taxes & Other Income	8,018	6,577	26.70	23.66	
Other income (expense), net	272	(427)	0.91	(1.54)	
Profit Before Taxes	8,290	6,150	27.61	22.12	
Provision For Taxes	1,197	839	3.99	3.02	
Profit After Taxes From Operations	7,093	5,311	23.62	19.10	
Minority Interest	(91)	(54)	(0.30)	(0.19)	
Share of profit in respect of investments in					
Associates	(1)	(1)	-	0.00	
Net Profit	7,001	5,256	23.32	18.91	

#### Indian GAAP Income Statement – Q4 FY10 Consolidated

Consolidated Indian GAAP		INR Crore		% of Total Income		
Consolidated ilidian GAAF	Q4 FY10	Q3 FY10	Q4 FY09	Q4 FY10	Q3 FY10	Q4 FY09
INCOME						
a) IT & Consultancy Services	7,498	7,445	6,954	96.90	97.34	96.96
b) Manufacturing, Sale of equipment and Licences	240	204	218	3.10	2.66	3.04
Total Income	7,738	7,649	7,172	100.00	100.00	100.00
EXPENDITURE						
a ) Salaries & Wages	2,702	2,712	2,646	34.91	35.46	36.90
b) Overseas business expenditure	1,182	1,184	1,207	15.28	15.47	16.83
c) Other operating expenses	1,515	1,480	1,472	19.58	19.35	20.52
Total Expenditure	5,399	5,376	5,325	69.77	70.28	74.25
Profit Before Interest, Depreciation, Taxes						
& Other Income	2,339	2,273	1,847	30.23	29.72	25.75
Interest	5	4	6	0.07	0.05	0.08
Depreciation	169	168	165	2.18	2.20	2.30
Profit Before Taxes & Other Income	2,165	2,101	1,676	27.98	27.47	23.37
Other income (expense), net	190	66	(130)	2.45	0.86	(1.81)
Profit Before Taxes	2,355	2,167	1,546	30.43	28.33	21.56
Provision For Taxes	320	323	194	4.13	4.22	2.71
Profit After Taxes From Operations	2,035	1,844	1,352	26.30	24.11	18.85
Minority Interest	(33)	(20)	(19)	(0.43)	(0.26)	(0.27)
Share of profit in respect of investments in						
Associates	(1)	-	0	(0.01)	0.00	-
Net Profit	2,001	1,824	1,333	25.86	23.85	18.58

### Indian GAAP Balance Sheet - Consolidated

Consolidated Indian GAAP	INR C	rore	%		
Consolidated Indian GAAF	31-Mar-10	31-Mar-09	31-Mar-10	31-Mar-09	
Source of Funds					
Shareholders' Funds	18,467	15,700	97.19	94.18	
Minority Interest	361	277	1.90	1.66	
Loan Funds	103	564	0.54	3.39	
Deferred Tax Liability	69	129	0.36	0.77	
Total Liabilities	19,000	16,670	100.00	100.00	
Application of Funds					
Fixed Assets (net)	4,539	4,190	23.89	25.13	
Goodwill	3,216	3,261	16.93	19.56	
Deferred Tax Asset	168	61	0.88	0.37	
Investments	3,682	1,614	19.38	9.68	
Cash and Bank Balance	4,719	2,698	24.83	16.19	
Current Assets, Loans and Advances	11,070	10,814	58.26	64.87	
Current Liabilities and Provisions	(8,394)	(5,968)	(44.18)	(35.80)	
Net Current Assets	7,395	7,544	38.92	45.26	
Total Assets	19,000	16,670	100.00	100.00	

# US GAAP Income Statement - Annual

	INR IV	lillion	% of Revenue		
Consolidated US GAAP	FY10	FY09	FY10	FY09	
Revenue	300,289	278,129	100.00	100.00	
Cost of revenue	161,629	154,391	53.82	55.51	
Gross margin	138,660	123,738	46.18	44.49	
SG & A expenses	59,069	57,726	19.68	20.76	
Operating income	79,591	66,013	26.50	23.73	
Other income (expense), net	2,255	(4,672)	0.75	(1.68)	
Income before income taxes	81,846	61,341	27.25	22.05	
Income taxes	12,088	9,012	4.03	3.24	
Equity in net earnings of affiliates	(10)	(7)	(0.00)	(0.00)	
Income after income taxes	69,747	52,322	23.22	18.81	
Minority Interest	1,019	604	0.34	0.22	
Net Income	68,729	51,718	22.88	18.59	
	INR	INR			
Earnings Per Share in INR	35.12	26.42			

## COR – SG&A Details - Annual

	INR N	lillion	% of Revenue	
COR	FY10	FY09	FY10	FY09
Employee Cost	132,766	124,465	44.21	44.75
Equipment & Software	8,118	8,937	2.70	3.21
Depreciation	4,386	3,646	1.46	1.31
Travel	2,662	3,227	0.89	1.16
Communication	2,925	2,643	0.97	0.95
Rent	5,378	4,614	1.79	1.66
Other Costs	5,394	6,859	1.80	2.47
Cost of Revenue	161,629	154,391	53.82	55.51

	INR N	INR Million		venue
S G & A	FY10	FY09	FY10	FY09
Employee Cost	35,285	34,621	11.75	12.45
Bad Debts & Prov for Doubtful Debts	1,947	998	0.65	0.36
Depreciation	2,823	2,119	0.94	0.76
Rent	2,499	2,723	0.83	0.98
Travel	2,036	2,748	0.68	0.99
Communication	1,314	1,466	0.44	0.53
Recruitment & Training	985	1,234	0.33	0.44
Professional Fees	1,622	1,957	0.55	0.70
Other Costs	9,709	9,384	3.23	3.37
Research and development	851	475	0.28	0.17
S G & A expenses	59,069	57,726	19.68	20.76

# US GAAP Income Statement - Quarterly

Compositions of LIC CAAR	INR Million			% of Revenue		
Consolidated US GAAP	Q4 FY10	Q3 FY10	Q4 FY09	Q4 FY10	Q3 FY10	Q4 FY09
Revenue	77,365	76,503	71,718	100.00	100.00	100.00
Cost of revenue	41,121	40,959	39,187	53.15	53.54	54.64
Gross margin	36,244	35,544	32,531	46.85	46.46	45.36
SG & A expenses	14,964	14,656	15,533	19.34	19.16	21.66
Operating income	21,280	20,888	16,998	27.51	27.30	23.70
Other income (expense), net	1,636	569	(1,373)	2.11	0.74	(1.91)
Income before income taxes	22,915	21,457	15,625	29.62	28.04	21.79
Income taxes	3,284	3,241	2,294	4.24	4.24	3.20
Equity in net earnings of affiliates	(8)	-	(1)	(0.01)	-	(0.00)
Income after income taxes	19,624	18,216	13,330	25.37	23.80	18.59
Minority Interest	312	241	189	0.40	0.32	0.26
Net Income	19,312	17,975	13,141	24.97	23.48	18.33
	INR	INR	INR			
Earnings Per Share in INR	9.87	9.18	6.71			

# COR – SG&A Details - Quarterly

	INR Million			% of Revenue		
COR	Q4 FY10	Q3 FY10	Q4 FY09	Q4 FY10	Q3 FY10	Q4 FY09
Employee Cost	34,136	33,705	31,834	44.12	44.06	44.39
Equipment & Software	1,794	1,822	1,822	2.32	2.39	2.53
Depreciation	1,141	1,119	1,097	1.48	1.46	1.53
Travel	669	723	687	0.86	0.94	0.96
Communication	723	737	765	0.93	0.96	1.07
Rent	1,377	1,436	1,281	1.78	1.88	1.79
Other Costs	1,281	1,417	1,701	1.66	1.85	2.37
Cost of Revenue	41,121	40,959	39,187	53.15	53.54	54.64

		INR Million			% of Revenue		
S G & A	Q4 FY10	Q3 FY10	Q4 FY09	Q4 FY10	Q3 FY10	Q4 FY09	
Employee Cost	8,433	8,976	8,974	10.90	11.73	12.51	
Bad Debts & Prov for Doubtful Debts	647	184	311	0.84	0.24	0.43	
Depreciation	700	711	699	0.90	0.93	0.97	
Rent	541	533	1,090	0.70	0.70	1.52	
Travel	579	584	540	0.75	0.76	0.75	
Communication	292	346	401	0.38	0.45	0.56	
Recruitment & Training	354	297	198	0.46	0.39	0.28	
Professional Fees	327	468	678	0.42	0.61	0.95	
Other Costs	2,539	2,468	2,499	3.28	3.23	3.49	
Research and development	552	89	143	0.71	0.12	0.20	
S G & A expenses	14,964	14,656	15,533	19.34	19.16	21.66	

# **US GAAP Balance Sheet**

Consolidated US GAAP	31-Mar-	-10	31-Mar-09	
Consolidated 05 OAAI	INR Million	%	INR Million	%
Assets				
Cash and Cash equivalents	10,249	3.73	14,625	6.39
Accounts Receivable	58,098	21.16	61,532	26.89
Unbilled Revenues	12,011	4.38	14,814	6.47
Other Current assets	59,762	21.77	32,032	14.00
Property & Equipment	41,706	15.19	37,491	16.39
Intangible assets and Goodwill	32,415	11.81	34,185	14.94
Investments	37,817	13.77	17,271	7.55
Other Non Current assets	22,488	8.19	16,853	7.37
Total assets	274,546	100.00	228,802	100.00
Liabilities and Shareholders' Equit	y			
Current liabilities	50,834	18.52	52,157	22.80
Short term borrowings	34	0.01	5,157	2.25
Long term debt	3,383	1.23	2,762	1.21
Minority Interest	4,056	1.48	3,133	1.37
Other non-current liabilities	6,727	2.45	9,048	3.95
Shareholders' Funds	209,512	76.31	156,545	68.42
Total Liabilities	274,546	100.00	228,802	100.00

### US GAAP Income Statement – Annual In USD

Cara alidata d UC CAAD	USD N	Million	% of Revenue		
Consolidated US GAAP	FY10	FY09	FY10	FY09	
Revenue	6,339	6,016	100.00	100.00	
Cost of revenue	3,411	3,343	53.81	55.57	
Gross margin	2,928	2,673	46.19	44.43	
SG & A expenses	1,246	1,248	19.66	20.74	
Operating income	1,682	1,425	26.53	23.69	
Other income (expense), net	49	(98)	0.77	(1.62)	
Income before income taxes	1,730	1,327	27.30	22.07	
Income taxes	259	190	4.08	3.16	
Equity in net earnings of affiliates	(0)	(0)	(0.00)	(0.00)	
Income after income taxes	1,472	1,137	23.22	18.91	
Minority Interest	21	13	0.34	0.21	
Net Income	1,450	1,124	22.88	18.70	
	USD	USD			
Earnings Per Share in USD	0.74	0.57			

# COR - SG&A Details - Annual In USD

COR	USD N	Million	% of Revenue		
COR	FY10	FY09	FY10	FY09	
Employee Cost	2,803	2,692	44.22	44.76	
Equipment & Software	171	196	2.69	3.26	
Depreciation	92	78	1.46	1.30	
Travel	56	71	0.89	1.17	
Communication	62	57	0.97	0.95	
Rent	113	100	1.79	1.66	
Other Costs	114	149	1.79	2.47	
Cost of Revenue	3,411	3,343	53.81	55.57	

SG&A	USD N	Million	% of Revenue		
364 A	FY10	FY09	FY10	FY09	
Employee Cost	744	748	11.74	12.44	
Bad Debts & Prov for Doubtful Debts	41	21	0.65	0.35	
Depreciation	60	46	0.94	0.76	
Rent	52	58	0.82	0.97	
Travel	43	60	0.68	1.00	
Communication	28	32	0.44	0.53	
Recruitment & Training	21	27	0.33	0.45	
Professional Fees	34	42	0.54	0.70	
Other Costs	205	203	3.23	3.38	
Research and development	18	11	0.29	0.17	
S G & A expenses	1,246	1,248	19.66	20.75	

# US GAAP Income Statement – Quarterly In USD

Consolidated US GAAP	USD Million			% of Revenue			
	Q4 FY10	Q3 FY10	Q4 FY09	Q4 FY10	Q3 FY10	Q4 FY09	
Revenue	1,686	1,635	1,433	100.00	100.00	100.00	
Cost of revenue	896	875	783	53.15	53.54	54.64	
Gross margin	790	760	650	46.85	46.46	45.36	
SG & A expenses	326	313	310	19.34	19.16	21.66	
Operating income	464	447	340	27.51	27.30	23.70	
Other income (expense), net	36	12	(28)	2.11	0.74	(1.94)	
Income before income taxes	499	459	312	29.62	28.04	21.76	
Income taxes	73	70	45	4.30	4.29	3.14	
Income after income taxes	427	389	267	25.32	23.75	18.62	
Minority Interest	6	6	4	0.39	0.34	0.26	
Net Income	420	383	263	24.93	23.41	18.36	
	USD	USD	USD				
Earnings Per Share in USD	0.21	0.20	0.13				

# COR – SG&A Details – Quarterly In USD

COR	USD Million			% of Revenue		
	Q4 FY10	Q3 FY10	Q4 FY09	Q4 FY10	Q3 FY10	Q4 FY09
Employee Cost	744	720	636	44.16	44.06	44.39
Equipment & Software	39	39	36	2.32	2.38	2.54
Depreciation	25	24	22	1.47	1.47	1.53
Travel	14	15	14	0.85	0.94	0.96
Communication	16	16	15	0.93	0.96	1.06
Rent	30	31	26	1.77	1.88	1.79
Other Costs	28	30	34	1.65	1.85	2.37
Cost of Revenue	896	875	783	53.15	53.54	54.64

SG&A	USD Million			% of Revenue		
	Q4 FY10	Q3 FY10	Q4 FY09	Q4 FY10	Q3 FY10	Q4 FY09
Employee Cost	184	192	179	10.90	11.73	12.51
Bad Debts & Prov for Doubtful Debts	14	4	6	0.84	0.24	0.44
Depreciation	15	15	14	0.90	0.93	0.97
Rent	12	12	22	0.70	0.70	1.52
Travel	13	12	11	0.75	0.76	0.75
Communication	6	7	8	0.38	0.45	0.56
Recruitment & Training	8	6	4	0.46	0.39	0.28
Professional Fees	7	10	13	0.42	0.61	0.94
Other Costs	55	53	50	3.28	3.23	3.49
Research and development	12	2	3	0.71	0.12	0.20
S G & A expenses	326	313	310	19.34	19.16	21.66

## US GAAP Balance Sheet in USD

Consolidated US GAAP	31-M	ar-10	31-Mar-09				
Consolidated 03 GAAP	<b>USD Million</b>	%	<b>USD Million</b>	%			
Assets							
Cash and Cash equivalents	228	3.73	288	6.39			
Accounts Receivable	1,293	21.16	1,213	26.89			
Unbilled Revenues	267	4.38	292	6.47			
Other Current assets	1,330	21.77	631	14.00			
Property & Equipment	929	15.19	739	16.39			
Intangible assets and Goodwill	722	11.81	674	14.94			
Investments	842	13.77	340	7.55			
Other Non Current assets	501	8.19	332	7.37			
Total assets	6,112	100.00	4,509	100.00			
Liabilities and Shareholders' Equity							
Current liabilities	1,132	18.52	1,028	22.80			
Short term borrowings	1	0.01	102	2.25			
Long term debt	75	1.23	54	1.21			
Minority Interest	91	1.48	62	1.37			
Other non-current liabilities	149	2.45	178	3.95			
Shareholders' Funds	4,664	76.31	3,085	68.42			
Total Liabilities	6,112	100.00	4,509	100.00			

### **Thank You!**