

We are happy to present the performance of the Company for the fiscal year and the quarter ended 31st March 2012.

1. Highlights:

- The Board of Directors have recommended, subject to approval of shareholders, a dividend of Re.1 per fully paid up equity share of Rs.10 each, aggregating to Rs.1,33.7 Mn, including dividend distribution tax.
- International revenues continue to grow well, contributing to 52% of our topline in 4Q compared to 32% a year ago. On a full year basis, international revenue contributed to 45% of our topline revenue.
- The Telefonica LatAm deployment and the results continue to be in line with our expectations. We have launched with one more country during the quarter taking our reach to 12 countries and 99% of the addressable subscriber base in that market.
- Our business in other emerging markets, notably Africa and in developed markets like Europe and North America also showed impressive gains with new customer deployments and product launches.
- India VAS update. (3G, TRAI, etc.) (to be discussed on the call)

2. Revenue distribution by geography – International shift:

<i>Rs. Mn</i>	10-11	% of Total	11-12	% of Total	% Gr
India	3,905	73%	3,538	55%	-9%
Emerging Markets	741	14%	1,793	28%	142%
Developed Markets	726	14%	1,049	16%	44%
Total	5,372	100%	6,380	100%	19%

Our de-risking strategy of shifting our revenue concentration from India to different geographies continues to yield positive results.

3. Financial Highlights for Q4:

- Revenue growth at 33% QoQ and 5% sequentially, mainly driven by our international operations.
- Gross Margin up by 30% QoQ and 6% sequentially.
- EBITDA Margin up by 33% QoQ and 5% sequentially.
- Operating Profit down by 7% QoQ and 2% sequentially.

4. Year on year Financial Performance:

Rs. Mn	10-11	11-12	Gr %
Net Revenue	5,372	6,380	19%
Domestic	3,905	3,538	-9%
International	1,467	2,842	94%
COGS	1,356	1,362	0%
Gross Profit	4,016	5,019	25%
Gross Margin	75%	79%	
Total Opex	2,808	3,619	29%
EBITDA	1,208	1,399	16%
	22%	22%	
Depreciation	567	840	48%
Operating Profit	642	559	-13%
%	12%	9%	
Other Income / (Exp)	438	645	47%
Profit before Tax	1,079	1,204	12%
Tax	212	373	76%
Profit After Tax*	892	831	-7%
%	15%	12%	
EPS (Diluted)	7.4	7.0	-5%

* Including share of profit from associates

Full year results highlights:

- Revenue growth at healthy pace driven by our international operations off-setting sluggish domestic business.
- We have been able to maintain EBITDA margins almost in line with our revenue growth, despite our continuing investments in geographical expansion like Latin America, North America and Africa. All these investments tend to have higher initial set up and operational costs prior to the revenue ramp-up.
- Operating profit decline because of higher depreciation cost.
- During the year, our net cash generated from operating activities has shown an improvement from Rs. 693 Mn to Rs. 1,143 Mn on account of higher cash profits and better working capital management.

5. Q4 Financials – current year vs. last year:

Rs. Mn	Q4'10-11	Q4'11-12	Gr %
Net Revenue	1,333	1,776	33%
Domestic	908	844	-7%
International	425	932	119%
COGS	251	375	49%
Gross Profit	1,082	1,401	30%
Gross Margin	81%	79%	
Total Opex	772	988	28%
EBITDA	309	413	33%
	23%	23%	
Depreciation	144	260	80%
Operating Profit	165	153	-7%
%	12%	9%	
Other Income / (Exp)	240	27	-89%
Profit before Tax	405	181	-55%
Tax	137	133	-3%
Profit After Tax*	269	48	-82%
%	17%	3%	
EPS (Diluted)	2.2	0.4	-82%