# 14th Annual General Meeting

29 July 2009







### SAFE HARBOUR STATEMENT



Certain statements in this presentation concerning our future growth prospects are forwardlooking statements, which involve a number of risks, and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, intense competition in the BPO industry including those factors which may affect our cost advantage, wage increases, our ability to attract and retain highly skilled professionals, time and cost overruns on fixed-price, fixedtimeframe 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 complete and integrate potential acquisitions, liability for damages on our service contracts, the success of the companies in which Hinduja Global has made strategic investments, withdrawal of governmental fiscal incentives, political instability, legal restrictions on raising capital or acquiring companies outside India, and unauthorized use of our intellectual property and general economic conditions affecting our industry. Hinduja Global may, from time to time, make additional written and oral forwardlooking statements, including our reports to shareholders. The company does not undertake to update any forward-looking statement that may be made from time to time by or on behalf of the company.





## **Presentation Overview**

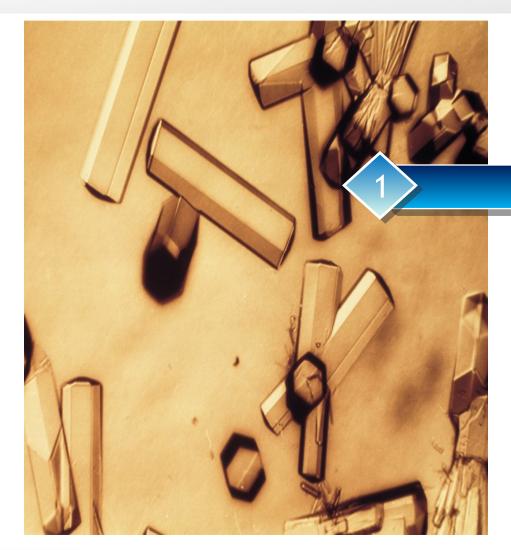


1	Performance
2	Competencies & Business Mix
3	Industry Recognition
4	Business Outlook
5	Financials: FY '09







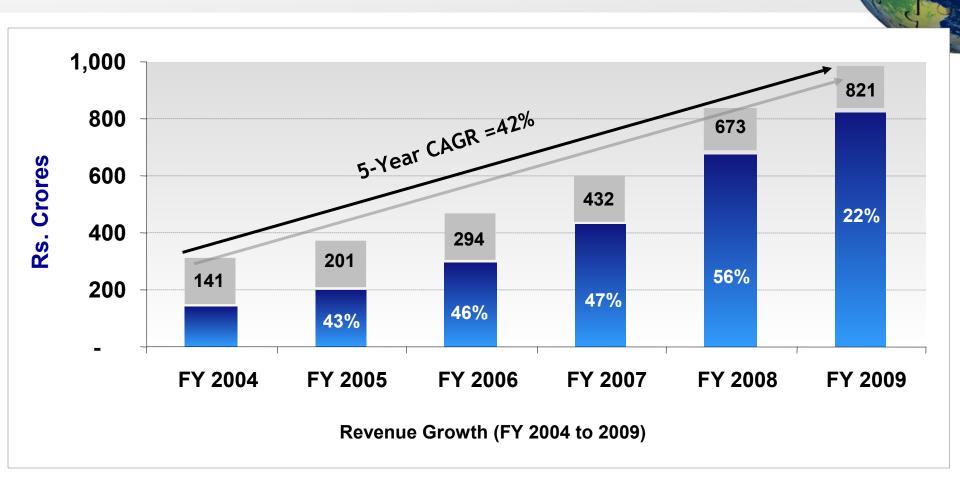


## **Performance**





## Revenue has grown at compound average rate of 42%

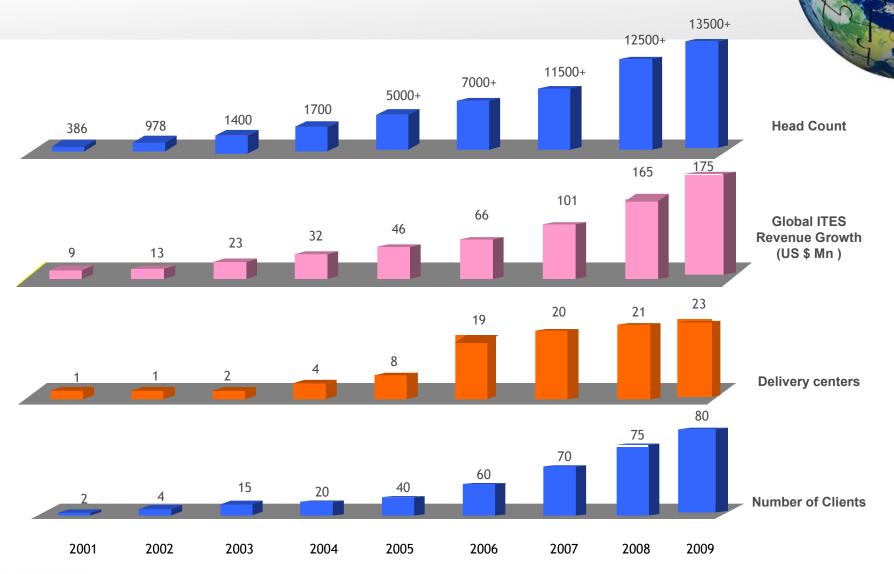


**Note:** IT / ITES (BPO) Revenues of Hinduja TMT Ltd, pertaining to previous period is shown for comparative purposes





## Growth has been steady across key measures



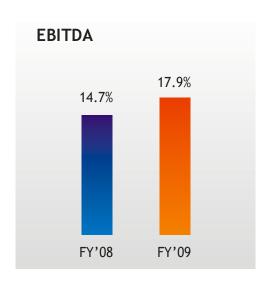




## Growth has been steady across key measures



### Profitability as % of Operating Revenue







<sup>\*</sup> Fy'09 Profit before Tax includes the effect of exceptional item of Rs. 10.6 Crore that covered the ratio by 1.3%



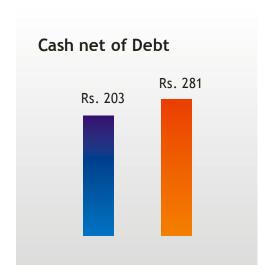
## A strong Balance Sheet has further improved



### Key Balance Sheet items in Rs. / Share







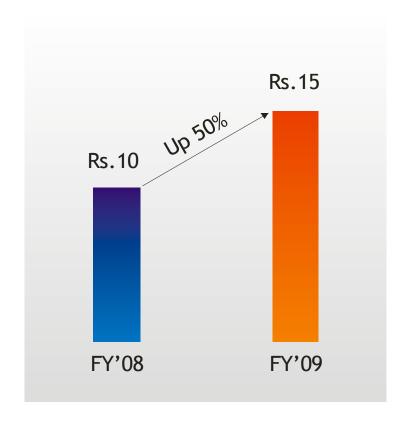
- As of March 31, 2009 total Cash & Cash equivalents of Rs. 665.1 crore. Of this, Rs. 590 crore (USD 116 million) was received as share of sale proceeds for the company's stake in a telecom subsidiary.
- This cash is lying with the company's fully owned subsidiary Pacific Horizon Ltd.
- The cash in hand is deposited by Pacific Horizon, Mauritius through its Fiduciary Bankers Hinduja Bank
  (Switzerland) in the fixed deposit schemes of three different Indian commercial banks: Bank of Baroda, SBI and
  IndusInd Bank.





# Strong growth, profitability and balance sheet has allowed a 50% increase in dividend





Dividend Per Share









## Competencies & Business Mix



## **HGSL** offers Transaction Processing and Contact Services competencies across industry verticals

# **INDUSTRY EXPERTISE**



- Insurance
- Healthcare
- Banking & Finance
- Telecom
- Consumer Electronics
- Pharmaceuticals
- Utilities
- Logistics & Transportation
- Media/Entertainment
- Technology

### **Transaction Processing**

- Mailroom & Scanning
- Claims Processing & Adjudication
- Plan Building, Claims Audit, Help Desk, OPR
- Order Fulfillment
- Account Maintenance
- Application Processing
- Fulfillment Services

### **Outbound Voice**

- Telemarketing
- Lead Generation
- Database Building / Cleaning
- Soft Collections
- Welcome Calls
- Provider Calls

### Inbound Voice

- Customer Care
- Collections
- Technical Help Desk
- Service Provisioning
- **Product Support**
- Cross-sell & Up-Sell
- **Directory Enquiry**
- Member Calls

SERVICE CHANNELS

### Contact

- Voice
- Email
- Fax
- White Mail

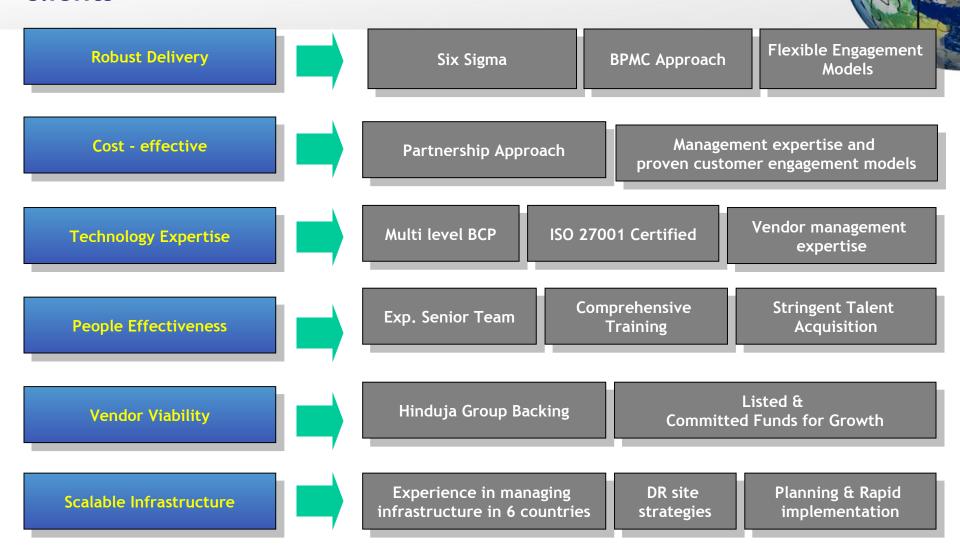
### **Transaction Processing**

### **Blended**

- Voice & Email
- Voice & Transaction



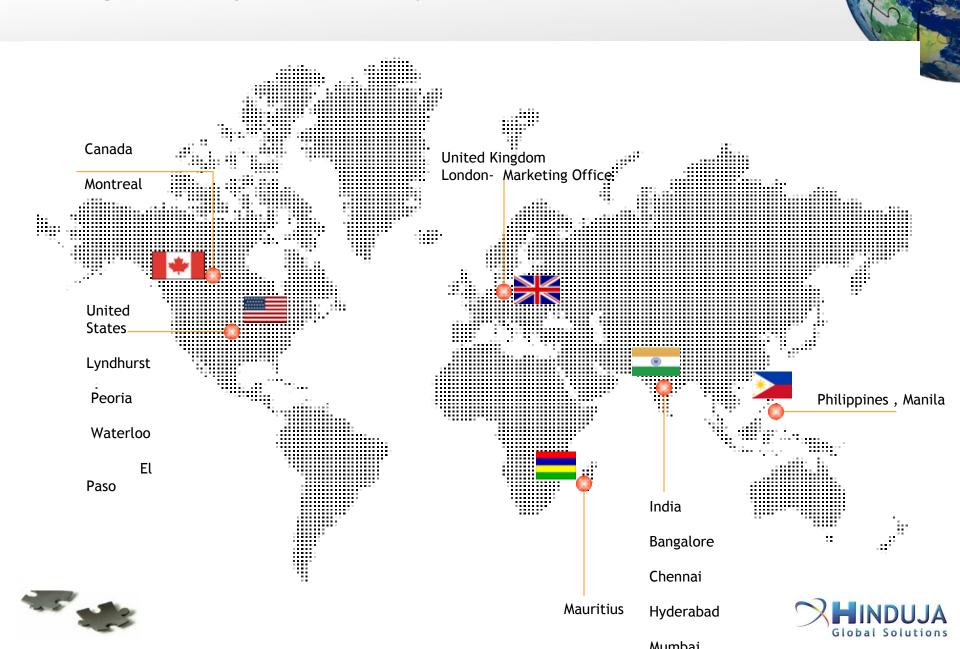
## We are business process transformation partners for our clients





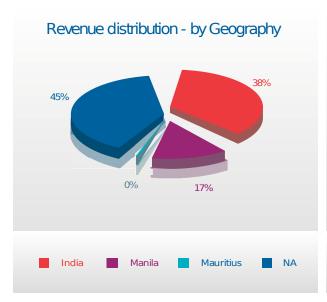


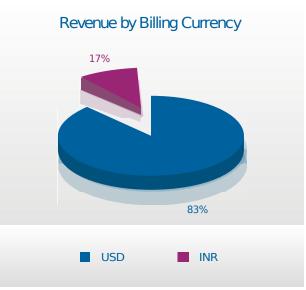
## HGSL provides global delivery to its clients



## The revenue mix is well balanced by geography and currency







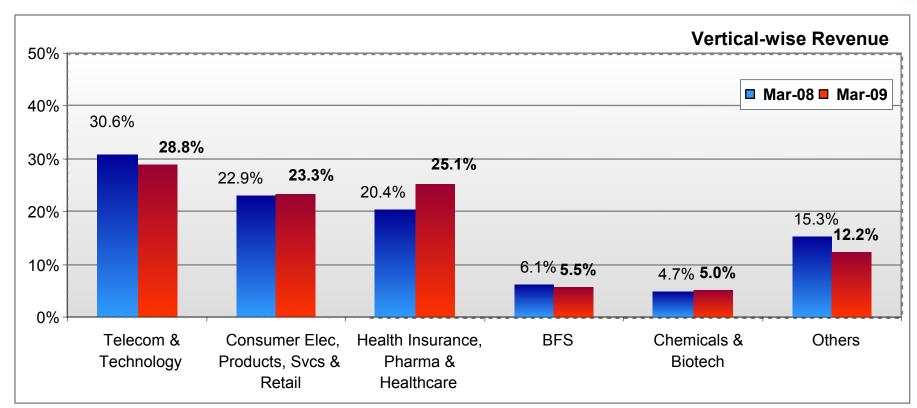






## Low exposure to banking/finance vertical was helpful during recent turmoil

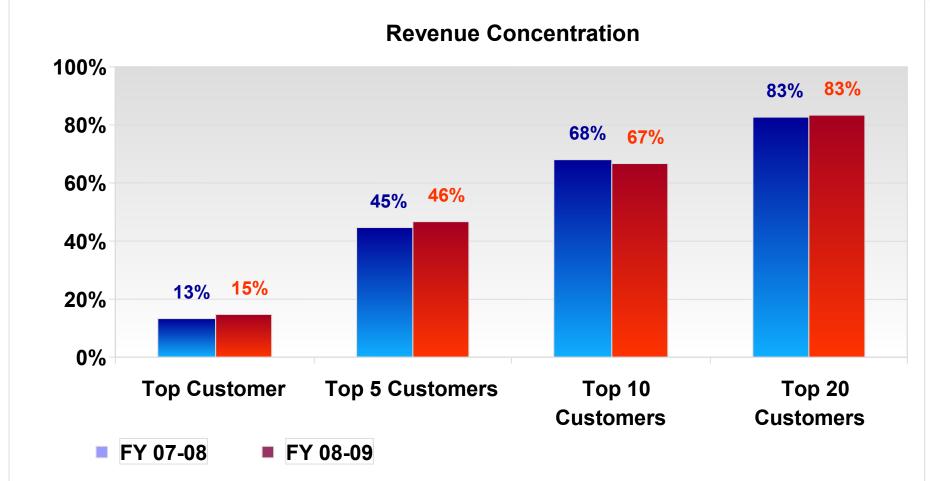










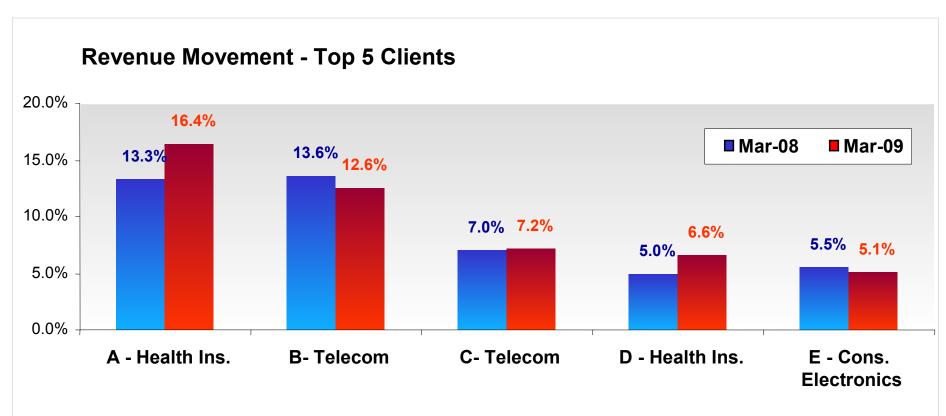






## Our Top 5 Clients account for only 46% of total revenue comparable to 45% last year











## **Industry Recognition**



Winner "Six Sigma Excellence Award 2008"



**ICT Innovation Award** 



Ranked # 2 Performing Call Center Worldwide in the past three years



Winner "Intelligent Enterprise Award IT/ ITES"



Among Top 10 BPO Employers - Employee Satisfaction & HR Practices



"Best under a Billion" by Forbes Asia



Top 10 BPO - Employee Size





## **Quality Certification**



ISO 9001:2000 - UKAS



ISO 9001:2000- ANAB



ISO 27001



HIPAA - Health Insurance



Six Sigma Process Improvement



SAS 70 - Type I & II















## **Business Outlook**





### **Business Outlook**

### **INDIA**

- New Telecom licenses to result in growth in the sector where HGSL's has a proven track record.
- The Insurance vertical is expected to grow due to deregulation. Along with increasing penetration, this may lead to a higher volumes for the company.

### **PHILIPPINES**

- We are setting up a new 1,000 seat facility expected to be operational by end-July.
- We are seeing increasing demand for additional seats from existing customers for voice support from Philippines.

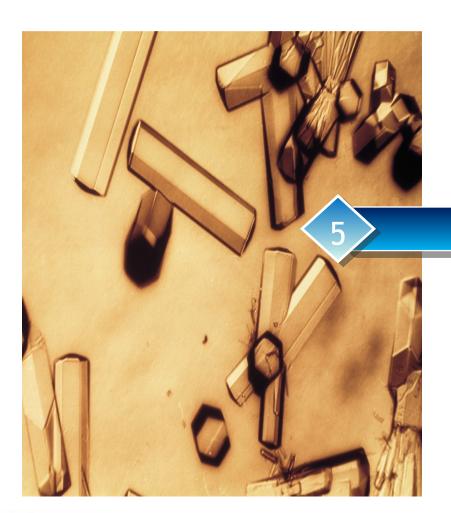
### USA

- We have onshore presence through our U.S. subsidiary Affina, which may result in business growth from customers who wish to remain onshore.
- We are expecting incremental business from existing clients who will be undertaking vendor consolidation.









Financials: FY '09





## Highlights (FY '08-09)

### Financials - FY 2009

- 25% growth in Operating Revenue for FY'09 at Rs. 797.6 crore
- 22% growth in Total Revenue, including other income, for FY'09 at Rs. 821 crore
- EBITDA for **FY'09** at Rs. 142.8 cr., growth of 52% over the previous year FY'08 of Rs. 93.9 cr.
- PAT for **FY'09** at Rs. 93.7 cr., growth of 7% over the previous year FY'08 of Rs. 87.4 cr.

### **Operational Highlights**

- Net additions of 5 clients during the year to 80 clients
- Global Headcount is at 13,787 as against 12,652 in the previous year (9% Increase)
- Total seats is 13,512; Occupancy of 78.1% (DRC sites in Mumbai & Mauritius total of 525 Empty seats)





## Profit & Loss Account Vs. Prev. Year

### Hinduja Global Solutions Ltd.

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Profit & Loss Account	FY 07-08	FY 08-09
Operating Revenue	637.05	797.57
Direct Cost, Product Charges and Connectivity Cost	(37.02)	(41.33)
Employee Costs	(404.52)	(480.08)
Administrative and Other Expenses	(101.66)	(133.40)
Operating Costs	(543.20)	(654.81)
EBITDA	93.85	142.76
EBITDA %	14.7%	17.9%
Other Income	36.36	23.12
Interest	(1.45)	(8.59)
Depreciation / Amortisation / Impairment	(27.95)	(32.68)
PBT	100.81	124.60
PBT %	15.8%	15.6%
Exceptional Items	-	(10.61)
Tax	(13.39)	(20.26)
PAT	87.41	93.73
PAT %	13.7%	11.8%





## **Balance Sheet**

			Rs. Cr.
alance Sheet as at	31-Mar-07	31-Mar-08	31-Mar-09
OURCES OF FUNDS			
<u> </u>			
Shareholders' Funds	00.70	00.54	00.54
Share Capital	20.79	20.54	20.54
Reserves and Surplus	666.59 <b>687.38</b>	716.28	970.57
	687.38	736.82	991.11
Secured Loans	0.43	19.74	-
Unsecured Loans	-	56.32	87.27
Deferred Tax Liability (Net)	0.90	11.43	16.15
TOTAL	688.72	824.31	1,094.53
DDL IOATION OF TINDO			
PPLICATION OF FUNDS			
Fixed Assets			
Gross Block	308.61	368.06	446.60
Less: Depreciation/ Amortisation/ Impairment	(109.04)	(136.67)	(166.05
Net Block	199.56	231.38	280.55
Capital Work-in-Progress	2.66 <b>202.22</b>	13.14 <b>244.52</b>	16.51 <b>297.06</b>
Investments	42.13	2.25	1.29
Current Assets, Loans and Advances			
Sundry Debtors	99.72	113.03	130.78
Cash and Bank Balances	509.64	493.78	665.11
Other Current Assets	12.68	24.99	37.14
Loans and Advances	154.98	39.94	54.85
	777.01	671.74	887.88
Less: Current Liabilities and Provisions			
Current Liab ilities	(269.17)	(62.99)	(71.37
Provisions	(63.47)	(31.20)	(20.33
	(332.65)	(94.19)	(91.71
Net Current Assets	444.37	577.55	796.17
TOTAL	688.72	824.31	1,094.53



## Q1 FY'09-10 Performance (Standalone)



Hinduja Global Solutions Limited

Regd. Office: 171, Dr. Annie Besant Road, Worli, Mumbai -18 Website: www.hindujagsl.com

UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED JUNE 30, 2009

(Rs.in Lakhs)

		Unaudited		Audited	
			Corresponding	Previous	
		3 months	3 months ended	accounting year	
S.No.	Particulars	ended	in the Previous year	ended	
		30.06.2009	30.06.2008	31.03.2009	
		(i)	(ii)	(iii)	
1	Net Sales / Income from operations	12,038.70	9,824.07	44,476.46	
2	Expenditure				
	a) Direct / Operating Cost, and Connectivity Cost	248.36	223.69	941.79	
	b) Employees Cost	6,303.90	5,506.21	23,911.75	
	c) Depreciation, Amortisation and Impairment	790.44	633.68	2,814.59	
	d) Other expenditure	1,832.55	1,774.99	6,947.29	
	e) Total	9,175.25	8,138.57	34,615.42	
3	Profit from Operations before Other Income and Interest and Exceptional Items	2,863.45	1,685.50	9,861.04	
4	Other Income (net)	(248.30)	287.91	(469.70)	
5	Profit before Interest and Exceptional Items	2,615.15	1,973.41	9,391.34	
6	Interest	211.42	177.04	858.66	
7	Profit after Interest and before Exceptional Items	2,403.73	1,796.37	8,532.68	
8	Exceptional Items	(393.60)	-	1,061.40	
9	Profit from Ordinary Activities before tax	2,797.33	1,796.37	7,471.28	
10	Tax Expense				
	Provision for Taxation ( incl. Deferred Tax )	231.06	198.21	1,210.01	
	MAT (Credit)/Utilisation	(79.44)		27.61	
	Fringe Benefit Tax	12.06	13.74	42.26	
11	Net Profit for the period	2,633.65	1,514.42	6,191.40	





## Q1 FY'09-10 Performance (Consolidated)



Hinduja Global Solutions Limited

Regd. Office: 171, Dr. Annie Besant Road, Worli, Mumbai -18

Website: www.hindujagsl.com

#### UNAUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER ENDED JUNE 30, 2009

(Rs.in Lakhs)

		Una	Audited	
			Corresponding	Previous
	<b>-</b>	3 months	3 months ended	accounting year
S.No.	Particulars	ended	in the Previous year	ended
		30.06.2009	30.06.2008	31.03.2009
		(i)	(ii)	(iii)
1	Net Sales / Income from operations	22,159.79	17,032.46	79,756.60
2	Expenditure			
	a) Direct / Operating Cost, and Connectivity Cost	1,303.43	880.29	4,132.70
	b) Employees Cost	13,239.07	10,648.76	48,008.48
	c) Depreciation, Amortisation and Impairment	902.09	744.00	3,268.48
	d) Other expenditure	3,459.96	2,820.03	13,339.89
	e) Total	18,904.55	15,093.08	68,749.55
3	Profit from Operations before Other Income and Interest and Exceptional Items	3,255.24	1,939.38	11,007.05
4	Other Income (net)	647.56	760.36	2,312.30
5	Profit before Interest and Exceptional Items	3,902.80	2,699.74	13,319.35
6	Interest	247.77	177.58	859.10
7	Profit after Interest and before Exceptional Items	3,655.03	2,522.16	12,460.25
8	Exceptional Items	(393.60)	-	1,061.40
9	Profit from Ordinary Activities before tax	4,048.63	2,522.16	11,398.85
10	Tax Expense			
	Provision for Taxation (incl. Deferred Tax)	502.09	433.02	1,956.45
	MAT (Credit)/ Utilisation	(79.44)	70.00	27.61
	Fringe Benefit Tax	12.06	13.74	42.26
11	Net Profit from Ordinary Activities after tax	3,613.92	2,005.40	9,372.53







## Thank You



