

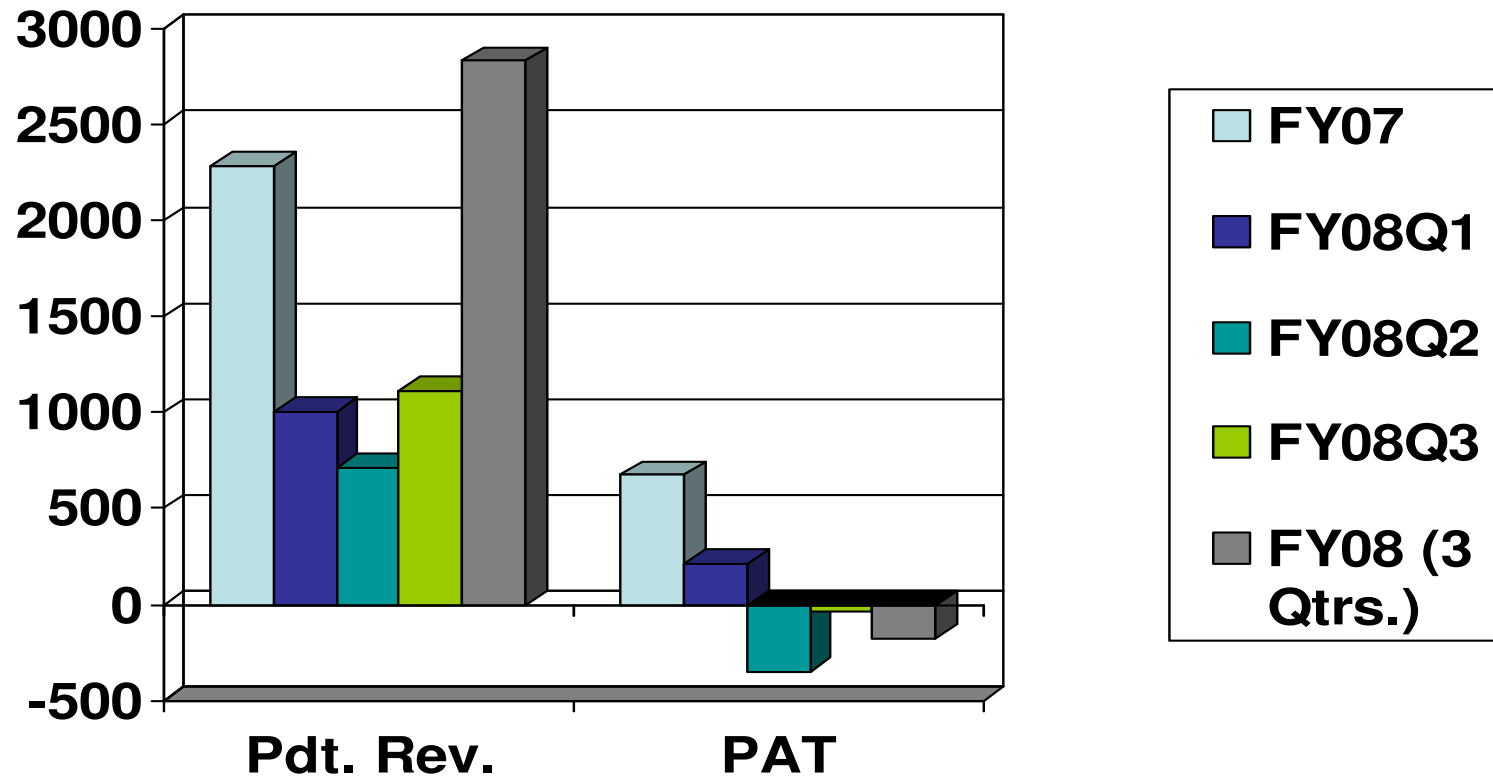


FY08 Q3 Results Call

Subex Limited
Bangalore, India

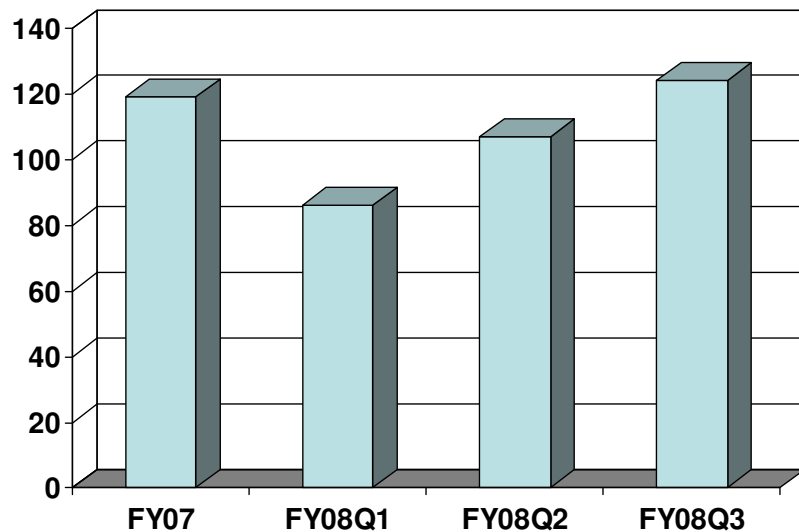


FY08 – Quarterly Comparison

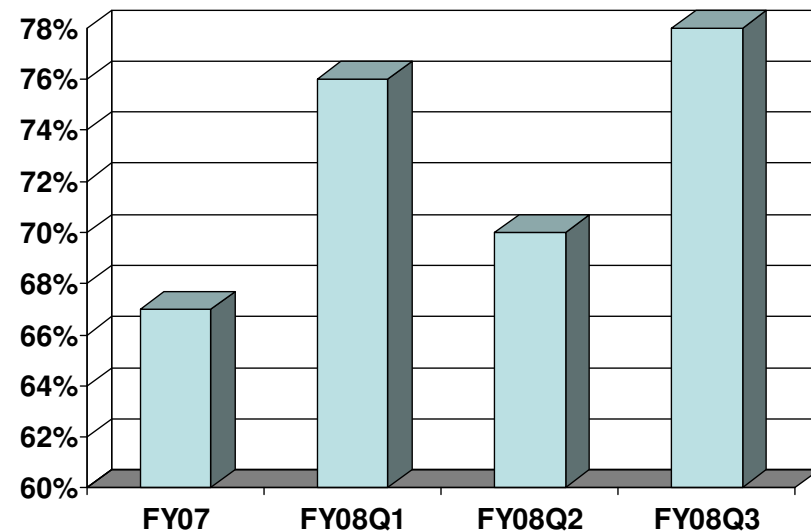


All Figures in Rs. Mln.

FY08 – Quarterly Comparison Contd.

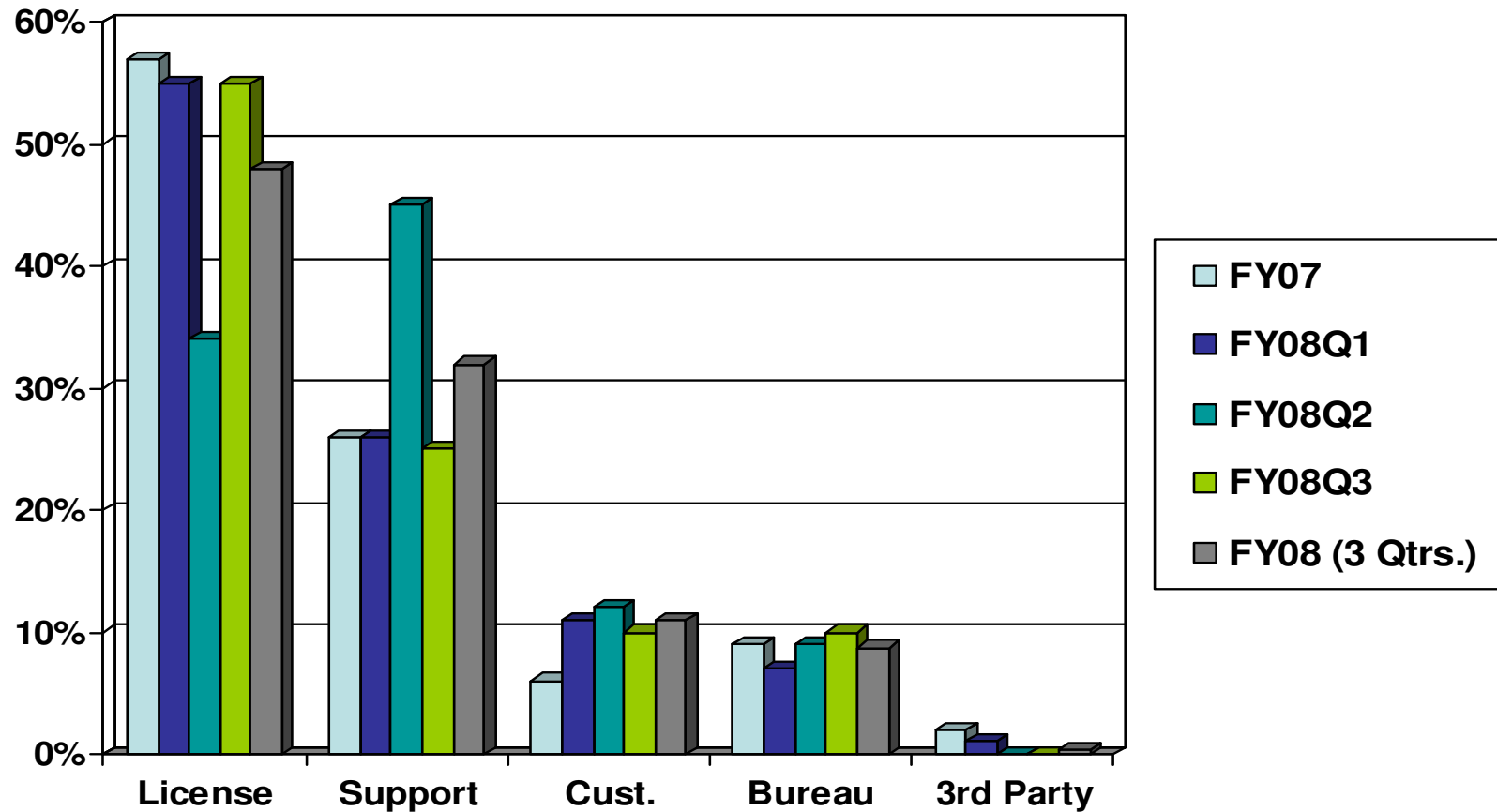


DSO

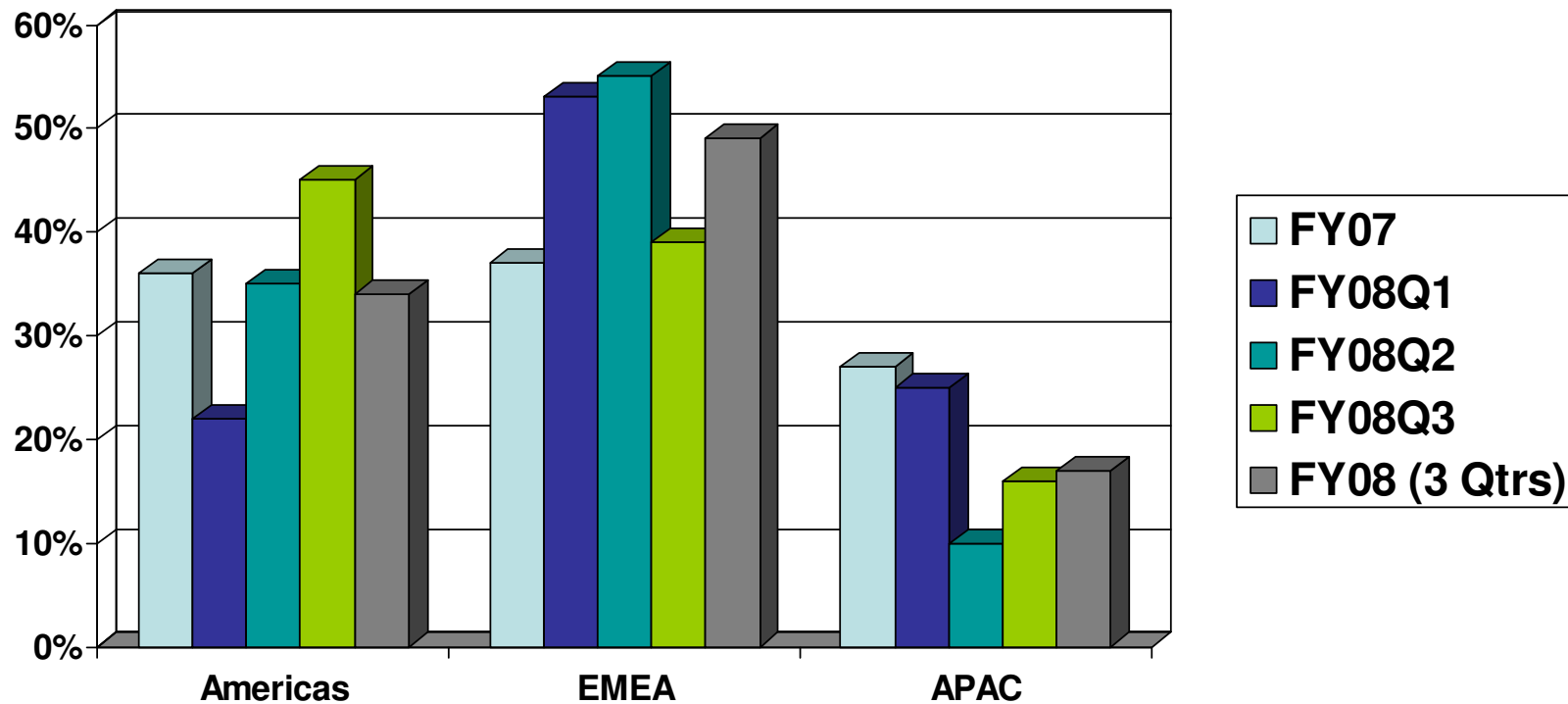


**Share of Product Revenue
in Total Revenue**

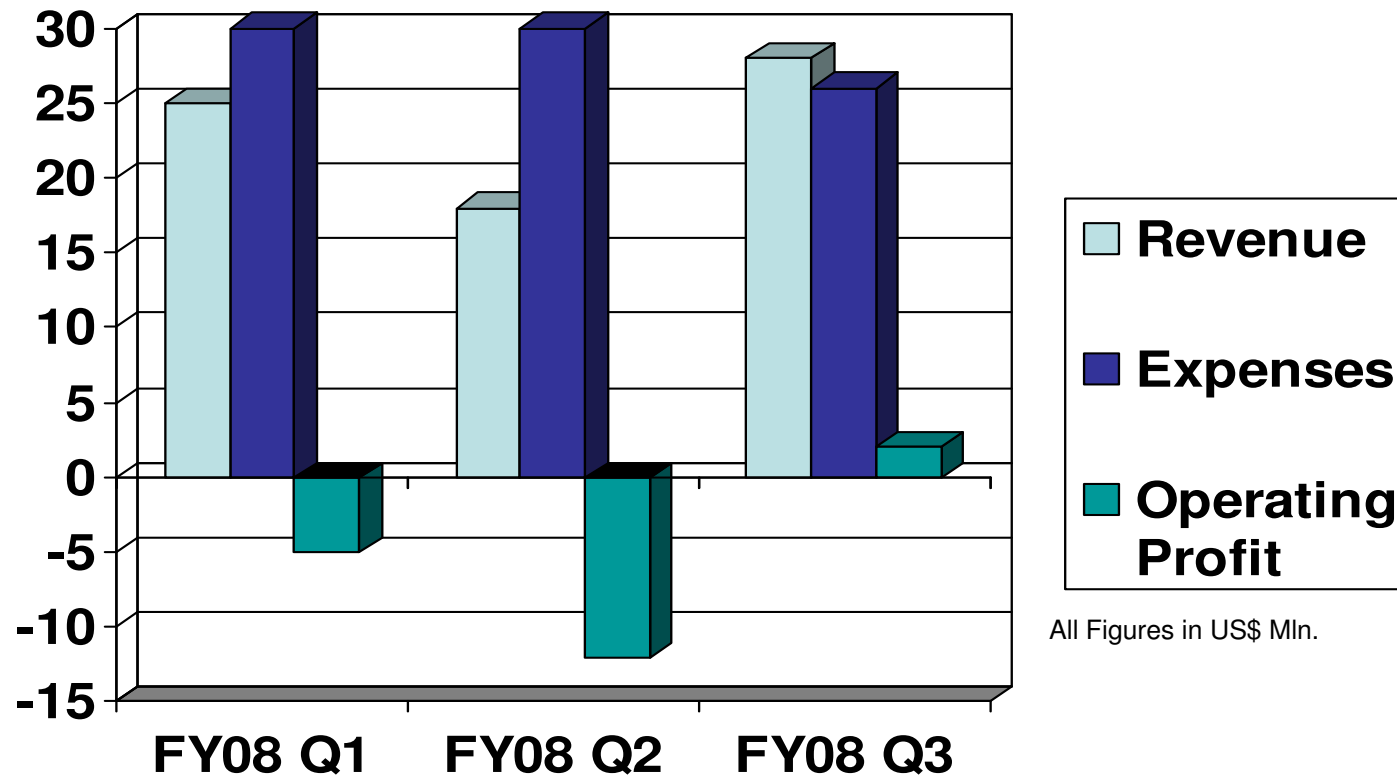
FY08 Product Rev. – By Stream



FY08 Product Rev. – By Geography

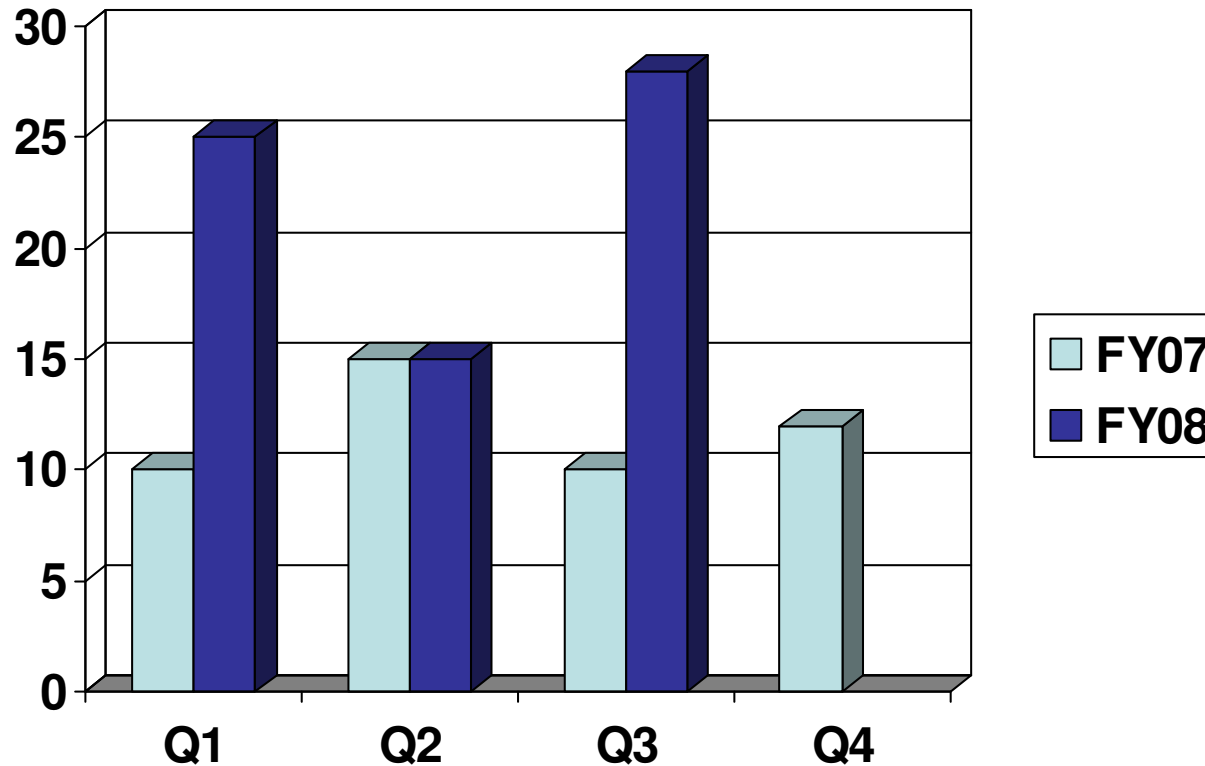


Product Business – Operating Margin



Operating Profit = Total Profit excl. Depreciation, Tax and Provision for Bad Debts

Product Business – Order Intake (Non BT)



Order Intake has grown by 94% in the 9 month period

All Figures in US\$ Mln.

Syndesis Integration

- ◆ Integration is on-track – being completed by 31st Jan.
- ◆ Cost restructuring – being achieved as planned

Product Business – Key Metrics

- ◆ Backlog plus Annuity for balance of FY08 – US\$ 30 Million (initial backlog of 67 mln + FY08 Q3 order book of 28 mln – FY08 Q3 revenue recognised of 27 mln – backlog of 38 mln carried forward to future)
- ◆ Potential backlog for FY09 of US\$ 90 to 95 mln (excluding about US\$ 10 to 15 mln carried forward to future years)
- ◆ Current qualified pipeline – US\$ 340 Million with a success rate of 34%
- ◆ Attrition during the quarter – 3.6%

Product Business – Key Points

- ◆ Operating Cost has come down by US\$ 4 mln in Q3 as compared to Q2 – business has achieved the cost synergies planned at the time of Syndesis acquisition
- ◆ Order intake has been increasing – has reached the expected level

subex
powering the ROC

Thank You

www.subexworld.com

subex
powering the ROC

www.subexworld.com