



FY11 Q1 Results Call



Forward Looking Statements

Certain statements in this presentation concerning our future growth prospects are forward looking 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, fluctuations in earnings, our ability to successfully integrate acquisitions, competition in our areas of business, client concentration, liability for damages in our contracts, withdrawal of tax incentives, political instability, unauthorized use of our intellectual property and general economic conditions affecting our industry.

Linking The Past

Parameter	FY08	FY09	FY10	FY11
Backlog - Long Term - Projects - RMS	8	23	26	27
Backlog - Long Term - Projects - FAS	10	11	14	12
Backlog - Long Term - Projects - Total	18	34	40	39
Backlog - for FY - Projects - RMS	28	17	8	14
Backlog - for FY - Projects - FAS	2	10	8	8
Backlog - for FY - Projects - Total	30	27	16	22
Backlog - for FY - Annuity - RMS	16	18	19	21
Backlog - for FY - Annuity - FAS	6	6	6	6
Backlog - for FY - Annuity - Total	22	24	25	27
Total Backlog	70	85	81	88
Declared Figure	70	85	56	49

All Figures in US\$ Mln.

Linking The Past

Contd.



Parameter	FY08	FY09	FY10	FY11
Pipeline	310	347	360	379
Success Rate (Projected)	40%	31%		20%
Success Rate (Actual)	28%	20%	18%	
Order Intake - RMS	48	45.5	51.33	
Order Intake - FAS	38	23.4	12.02	
Total Order Intake	86	68.9	63.35	
Order Intake to Revenue Conversion Rate - RMS	34%	74%	70%	
Order Intake to Revenue Conversion Rate - FAS	70%	45%	50%	
Order Intake to Revenue Conversion Rate - Total	50%	64%	66%	

All Figures in US\$ Mln.

Linking The Past

Contd.

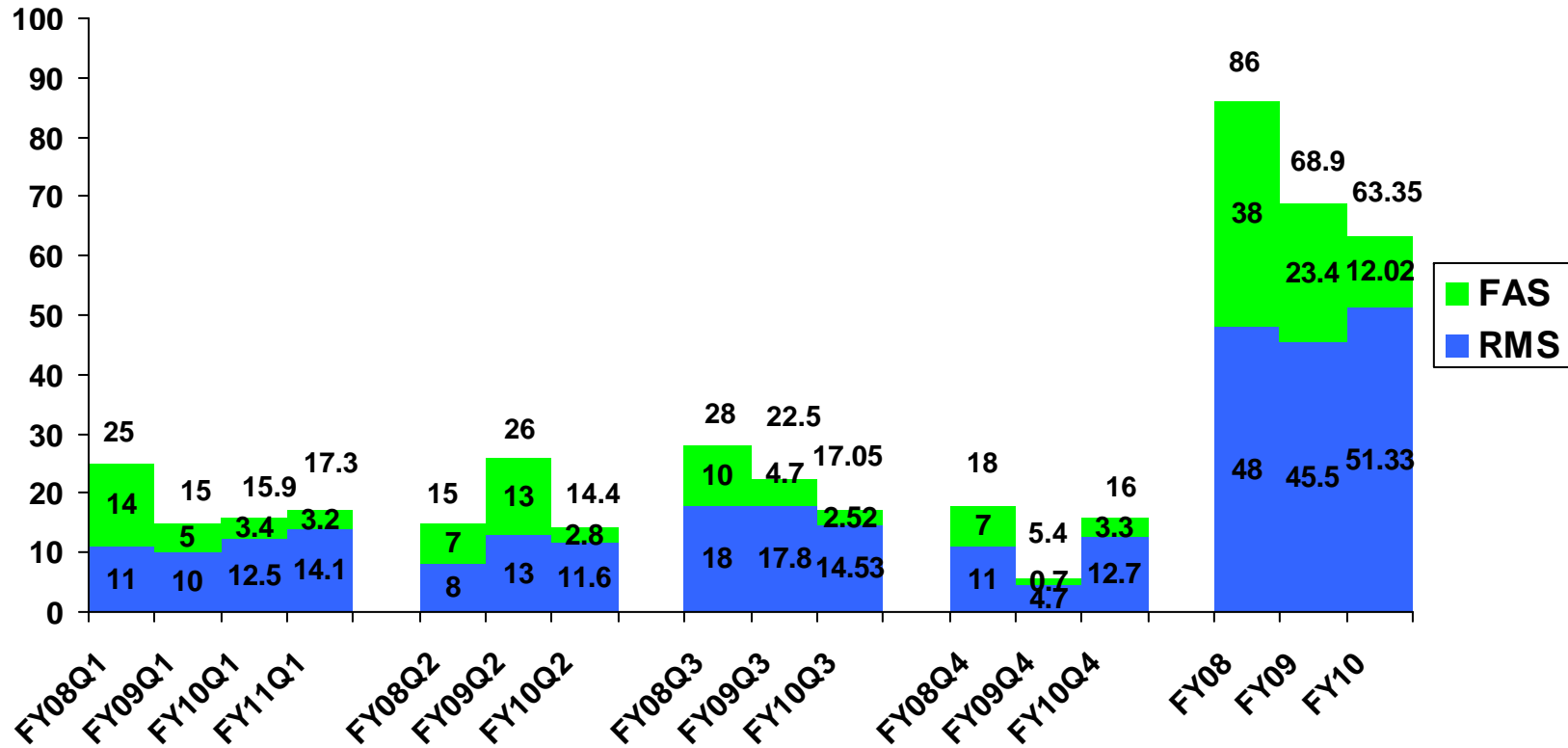


subex
powering the ROC

Parameter	FY08	FY09	FY10
OI converted to Rev. - RMS	16	34	36
OI converted to Rev. - FAS	27	11	6
OI converted to Rev. - Total	43	44	42
Total Revenue - RMS	60	69	63
Total Revenue - FAS	35	27	20
Total Revenue - Total	95	95	83

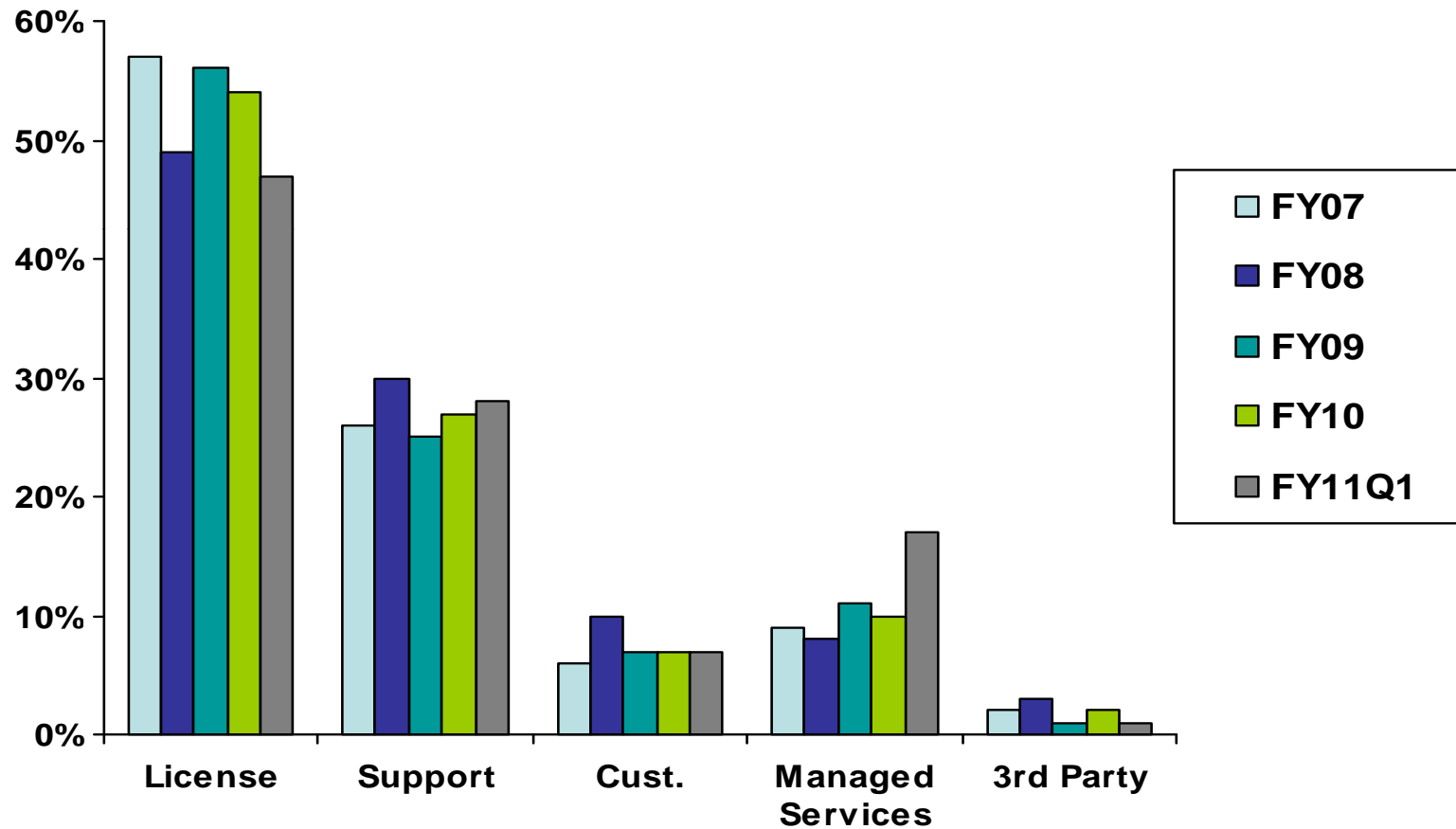
All Figures in US\$ Mln.

Order Intake

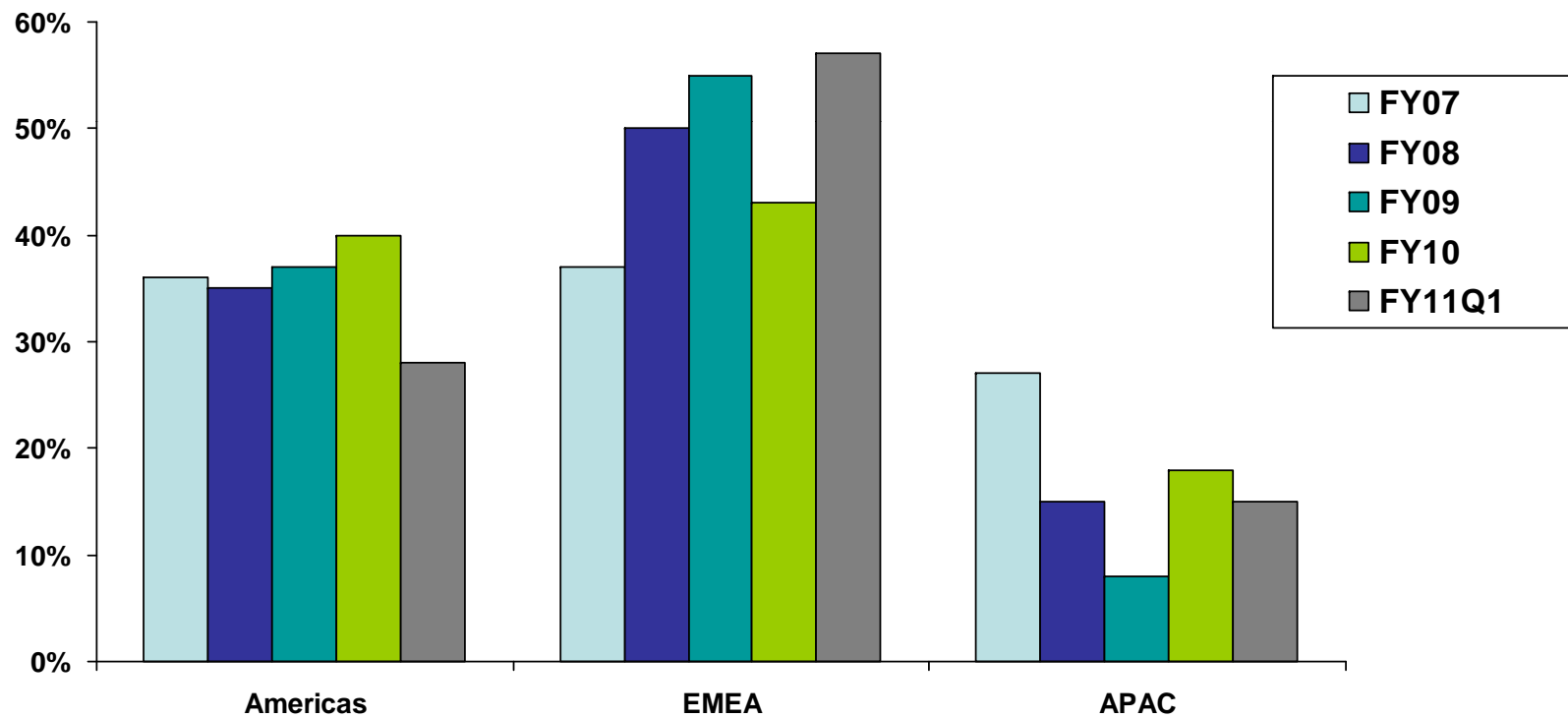


All Figures in US\$ Mln.

Product Rev. – By Stream

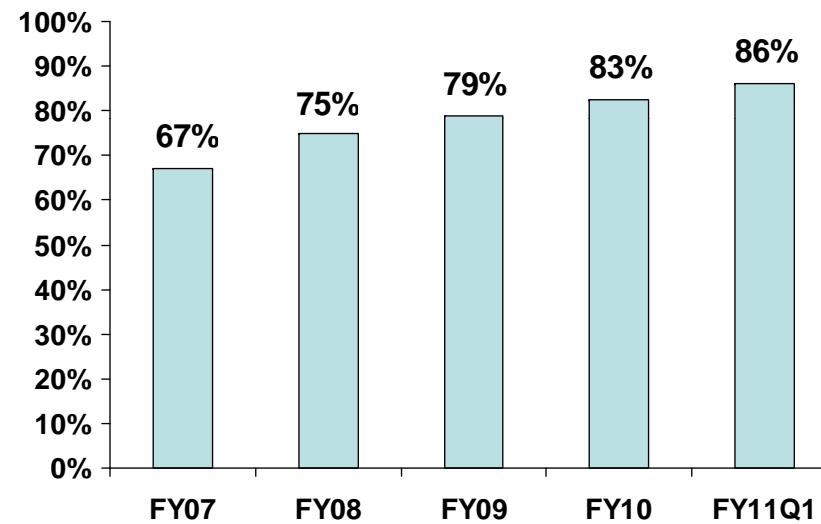


Product Rev. – By Geography



Other Metrics

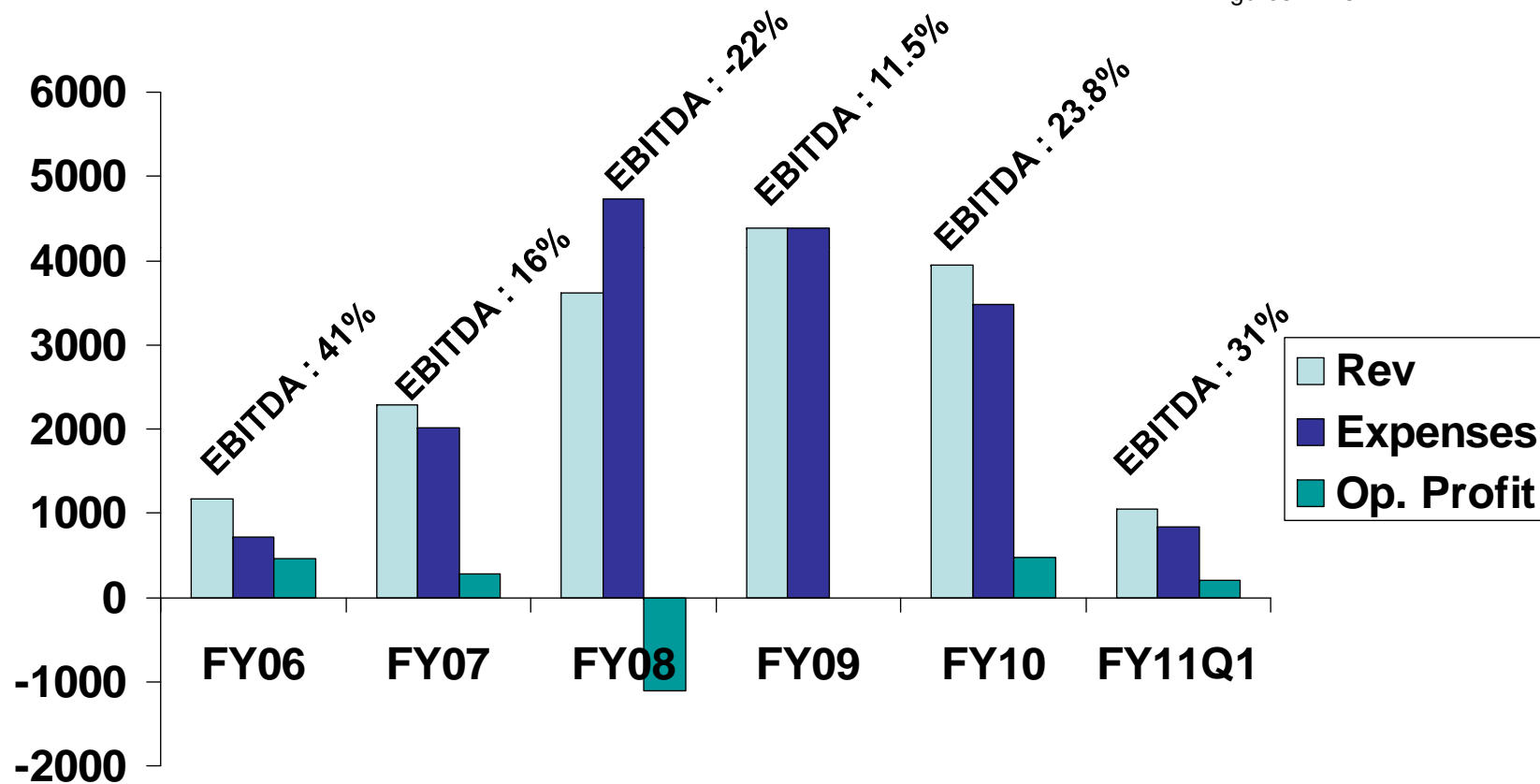
Current qualified pipeline – US\$ 382 Million



**Share of Product Revenue
in Total Revenue**

Progression Over Years – Product Business

All Figures in Rs. Mln.



Operating Profit = EBITDA less Interest

Key Concern – FCCB Payback

- ◆ FCCB1 – US\$ 39 mln repayable as US\$ 53 mln including redemption premium – cumulative FCF in FY11 and FY12 will be US\$ 51 mln – almost adequate to take care of this repayment – the small gap can be funded through bank loan
- ◆ FCCB2 – Original quantum of US\$ 98.7 mln now stands reduced to US\$ 54.8 mln after converted and under conversion of US\$ 43.9 mln worth of bonds – balance quantum is also expected to be converted over the next 4 to 6 quarters

FY11Q1 – Key Quantitative Points

- ◆ Product Revenue has increased by 7.5% over FY10Q1 and 8.7% over FY10Q4
- ◆ Product EBITDA is 31% as compared to 14% in FY10Q1 (62% increase – Rs. 326 mln vs Rs. 201 mln) and 30% in FY10Q4 – in line with expectation for full year FY11
- ◆ Net Profit (excl. Exceptional Items) is Rs. 170 mln as compared to Rs. 21 mln in FY10Q1 – 8.2 times
- ◆ Non linearity in business is seen when comparing revenue growth and improvement in EBITDA
- ◆ Order Intake is in line with expectation

FY11Q1 – Key Qualitative Points

- ◆ ROC is continuing to gain traction – 6 contracts in the past 7 months
- ◆ Managed Services is continuing to gain traction with several multi-year multi-million dollar deals
- ◆ These multi-year deals will improve future visibility and will also be extremely long term as they will be renewed
- ◆ These ROC Managed Services deals will help us to increase our market share



subex
powering the ROC

Thank You

www.subexworld.com



subex
powering the ROC

w w w . s u b e x w o r l d . c o m