



## PRESS RELEASE

### KEY HIGHLIGHTS

- Revenue at \$ 167.5 Million for the year, Y-o-Y growth of 40% in \$ terms. Revenue from Engineering Services crossed US\$ 100 million for the full year.
  - Revenue at Rs. 6,741.3 Million for the year, Y-o-Y growth of 24.3% in Rupee terms.
  - Operating profits at 18.1% for the year. Profit Before Tax (PBT) crossed Rs. 100 Crores for the financial year.
  - Revenue at \$ 46.6 Mil for Q4, sequential growth of 6.4% in \$ terms.
  - Revenue at Rs. 1874.0 Mil for Q4, sequential growth 6.0% in Rupee terms.
  - Operating profits at 18.2% for the quarter, improvement of 10 basis points over Q3.
  - All Wholly Owned Subsidiaries have achieved commendable revenues and profits. IEGmbH, Germany, achieved a growth in revenue of 42.2% Y-o-Y. IEAI, USA, achieved a revenue growth of 36.2% Y-o-Y. Asia Pacific-India-Middle East contributed to around 10% of total revenues.
  - Business momentum and environment continues to be strong for key verticals - Manufacturing, Utilities and Telecom.
  - Net addition of 1890 people during the year. Manpower crosses 7000 mark.
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**Commenting on the Fourth quarter FY 08 and Annual results Mr. BVR Mohan Reddy, Chairman and Managing Director, Infotech Enterprises, said, "I am pleased to announce another strong quarter and annual performance. The company has delivered a robust growth performance during the quarter and year under review. Profit before taxes crossed Rs. 100 crores for the financial year.**

*Our geographies have shown strong sustainable performance. Our German and US subsidiaries have growth rates in excess of 42% and 36% respectively. Our Asia Pacific, India and Middle East contributed to around 10% of total revenues. Our diversified revenue portfolio, both in currencies and geographies, makes us believe that **the operating margins are not likely to be impacted any further.***

*Manufacturing, Utilities and Telecommunications, our key verticals continue to be robust in growth and don't show any signs of slow down. **Our engineering services business contributed to over US\$ 100 million to our revenues for the first time in the history of the company.** Going forward, we expect to continue to deliver significant growth on the back of increased order intake and high visibility of business in both the verticals.*

***Our staff strength has grown to over 7000 by March 31, 2008. By inducting some key leaders into the company in the areas of Sales and Marketing, Practice Management and Operations, we are ready for sustained growth rates inspite of the increased base."***

## FINANCIAL HIGHLIGHTS

Particulars	Q4 FY 08	Q3 FY 08	Q-o-Q	Q4 FY 07	Y-o-Y
Operating Revenue	46.6	43.8	6.4%	33.4	39.5%
Operating Profit	8.5	7.9	7.0%	6.8	24.4%
Operating Margin	18.2%	18.1%		20.4%	
PAT (Post share of JV Profits)	6.5	5.3	22.0%	5.5	17.3%

*(All numbers in US\$ Million, except % data)*

- In \$ terms, Revenues at US\$ 46.6 millions for the quarter; Y-o-Y growth of 39.5% and sequential growth of 6.4%.
- In \$ terms, Net Profit at US\$ 6.5 millions for the quarter; Y-o-Y growth of 17.3%.
- In Rupee terms, Revenue at Rs.1874.0 millions for the quarter; Y-o-Y growth of 23.9%, sequential growth of 6.0%.
- Operating margins are at 18.2%, an increase of 10 basis points over last quarter.
- In Rupee terms, Net Profit at Rs. 259.3 millions for the quarter; Y-o-Y growth of 4.1% and sequential growth of 3.98%.

- Outstanding Forward Contracts - US\$ 42.25 million, Euro 14.3 million, GBP 2.0 million. Cancelled forward contracts during the quarter - US\$ 58.5 million, GBP 2.0 million. Total loss on forward contracts for the quarter is Rs. 34.1 million. Forward exchange contracts have been accounted in accordance with AS 11, considering the underlying transactions.
- 13 customers were added during the quarter, 6 in UTG and 7 in EMI.
- Launched new service offerings: For Utilities - Open SCADA, OMS and Compliance solutions; For Telecom - OSS and BSS. We also established the Technology Solutions group in FPGA, Wireless and DSP domains in EMI segment.
- New facility acquired at Noida location. Moved into own facility at Bangalore. Increased seat capacity at Kakinada. Started work for Vizag facility.
- Received merit certificate for Business Excellence organized by IMC-RBNQA trust from Sri Montek Singh Ahluwalia, Hon'ble Deputy Chairman, Planning Commission.
- Launched "Cynosure", a platform provided to associates for their involvement showcasing their innovations.
- Launched CSR Initiatives by adopting a Government Upper Primary school in Gachibowli, Hyderabad.
- Appointed Mathew Chacko as Chief Operating Officer for Infotech-HAL JV.
- Strengthened the EMI vertical by promoting Krishna Bodanapu as Sr. Vice President of non-UTC engineering services and Don Kielty appointed as Vice President-North America Sales.

**INFOTECH ENTERPRISES LIMITED**  
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**CONSOLIDATED FINANCIAL RESULTS UNDER INDIAN GAAP FOR THE QUARTER AND YEAR ENDED 31-MAR-08**

(Rs. In Lakhs)

Sl. No.	Particulars	Three Months Ended 31-Mar-08 (Unaudited)	Three Months Ended 31-Mar-07 (Unaudited)	Year Ended 31-Mar-08 (Audited)	Year Ended 31-Mar-07 (Audited)
1	Sales	18,739	15,119	67,413	54,254
2	Other Income	935	188	2,267	672
3	<b>Total Income</b>	<b>19,674</b>	<b>15,307</b>	<b>69,680</b>	<b>54,926</b>
4	<b>Total Expenditure (a+b+c+d)</b>	<b>15,340</b>	<b>12,026</b>	<b>55,243</b>	<b>42,907</b>
a	Staff Cost	9,153	8,010	35,615	26,469
b	Travel Expenses	1,586	1,249	5,531	4,699
c	Purchase - Services & Products	1,550	403	4,804	5,116
d	Operating & Administrative Expenses	3,051	2,364	9,293	6,623
5	<b>Profit before interest, depreciation &amp; tax (PBIDT)</b>	<b>4,334</b>	<b>3,281</b>	<b>14,437</b>	<b>12,019</b>
6	Financial Expenses	108	33	372	148
7	Depreciation & Amortization	1,028	741	3,654	2,566
8	<b>Profit before Taxation</b>	<b>3,198</b>	<b>2,507</b>	<b>10,411</b>	<b>9,305</b>
9	Provision for Taxation	554	500	2,037	1,846
10	Fringe Benefit Tax	40	29	153	133
11	Deferred Taxation	269	(95)	385	(115)
12	<b>Profit after Taxation</b>	<b>2,335</b>	<b>2,073</b>	<b>7,836</b>	<b>7,441</b>
13	<b>Minority Interest</b>	<b>14</b>		<b>22</b>	
14	<b>Share of Profit from Associate Company</b>	<b>252</b>	<b>414</b>	<b>699</b>	<b>925</b>
15	<b>Profit After Share of Profit from Associate company</b>	<b>2,601</b>	<b>2,487</b>	<b>8,557</b>	<b>8,366</b>
16	EPS - Basic*	5.08	5.37	16.90	18.24
	EPS - Diluted*	5.02	5.34	16.69	17.82

\*On face value of Rs. 5 per share

## Notes

- The above audited results were taken on record by the Board of Directors at their meeting held on April 21, 2008.
- The above Consolidated Financial Results have been prepared in accordance with Accounting Standard 21 and Accounting Standard 23 issued by The Institute of Chartered Accountants of India.
- The consolidated Financial Results represent those of Infotech Enterprises Limited and its wholly owned subsidiaries viz. M/s Infotech Enterprises Europe Limited, UK; Infotech Enterprises America Inc., USA and Infotech Enterprises GmbH, Germany, Infotech Geospatial (India) Limited and Associate Company viz. Infotech Aerospace Services Inc.
- Corresponding previous period's figures have been regrouped / reclassified wherever necessary.

## ABOUT INFOTECH ENTERPRISES LIMITED

Infotech Enterprises Limited (IEL) is a global IT Services provider offering Engineering Design Services, Geospatial Information Services and IT Services. Over the last 16+ years Infotech has achieved in gaining expertise in Engineering Design Services in - Aerospace, Locomotives, Marine, Automobiles and other Industrial products. Geospatial Solutions for Telecommunication, Utilities and Government and Software Services.

Over +7000 highly skilled professionals in Infotech work onsite, offshore and near shores to provide high quality and value added services and solutions for companies in several industry sectors. Infotech Enterprises is an SEI CMMi Level 5 company, and certified to ISO 9001:2000, ISO 27001 and AS 9100 standards. Infotech Enterprises is a public listed company and has attracted globally reputed equity investors like Pratt & Whitney and General Atlantic Partners.

For more information, please visit [www.infotech-enterprises.com](http://www.infotech-enterprises.com)

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