

UNAUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2011

KPTI Cummins Infosystems Limited		Registered & Corporate Office - Plot No. 35/36, Phase I, Rajiv Gandhi Infotech Park, Hinjewadi, Pune - 411057					KPTI Cummins Infosystems Limited		Registered & Corporate Office - Plot No. 35/36, Phase I, Rajiv Gandhi Infotech Park, Hinjewadi, Pune - 411057				
Website : www.kpticummins.com		Website : www.kpticummins.com					Website : www.kpticummins.com		Website : www.kpticummins.com				
SEGMENT WISE REVENUE, RESULTS AND CAPITAL EMPLOYED													
Sr. No.	Particulars	Rs. In Lacs (except per share data)					Particulars	Rs. In Lacs (except per share data)					
		Quarter ended		Nine months ended		Year ended		Quarter ended		Nine months ended		Year ended	
		December 31, 2011	September 30, 2011	December 31, 2010	December 31, 2011	December 31, 2010	December 31, 2011	September 30, 2011	December 31, 2010	December 31, 2011	December 31, 2010	March 31, 2011 (Audited)	
	1) Sales	37,885.39	32,501.91	26,470.25	102,000.25	68,664.61	1) Segment Revenue	26,716.07	22,145.17	18,089.35	69,145.84	46,104.16	66,308.06
	2) Software Development Expenses	24,926.98	21,322.15	17,064.26	67,488.99	43,650.32	U.S.A.	7,205.62	6,538.29	5,658.85	20,395.03	14,999.85	20,345.49
	3) Gross Profit	12,958.43	11,179.76	9,405.99	34,511.26	25,319.29	UK & Europe	3,992.70	3,817.45	2,722.05	12,459.38	8,180.80	11,961.27
	4) Selling and Marketing Expenses	2,953.99	2,557.99	1,905.32	8,104.07	5,415.83	Rest of the World	37,885.39	32,501.91	26,470.25	102,000.25	68,664.61	68,704.82
	5) General and Administration Expenses	4,205.15	4,185.99	3,644.87	12,201.00	7,624.99	Total	6,676.87	5,360.74	5,015.00	16,200.76	13,787.62	18,308.54
	6) Operating Profit Before Depreciation, Interest, Minority Interest and Exchange gain & loss	6,798.82	4,436.11	3,854.80	14,206.19	10,899.85	UK & Europe	2,580.95	2,364.01	1,493.33	7,548.93	3,843.44	5,835.27
	7) Depreciation / Amortisation	1,332.48	1,155.41	850.22	3,431.55	2,491.49	Rest of the World	695.39	571.85	2,152.53	1,951.65	2,692.70	2,692.70
	8) Operating Profit Before Interest, Minority Interest and Exchange gain & loss	4,466.14	3,280.70	3,004.58	10,774.64	8,398.36	Total	6,043.21	5,346.64	7,070.74	25,902.22	19,432.66	26,626.65
	9) Interest and Financial Expenses	159.21	128.51	111.29	391.19	342.54	Less:						
	10) Operating Profit Before Tax, Minority Interest and Exchange gain & loss	4,306.93	3,152.19	2,893.29	10,383.45	8,055.82	- Interest	159.21	128.51	111.29	391.19	342.54	446.98
	11) Other Income (Refer note no.7)	1,083.85	1,100.31	130.25	2,408.66	(85.95)	- Other unallocable expenditure (net of unallocable income)	4,393.22	3,965.83	3,935.88	12,718.92	11,123.15	15,153.87
	12) Profit Before Tax, and Minority Interest	5,390.78	4,252.50	3,023.57	12,792.11	7,969.87	Profit before tax, minority interest	5,390.78	4,252.50	3,023.57	12,792.11	7,969.87	11,025.10
	13) Tax Expense	1,282.18	877.30	493.34	2,668.03	1,125.50							
	14) Net Profit After Tax before Minority Interest and Share of Profit of Associate	4,108.60	3,375.20	2,530.23	9,223.18	6,844.37							
	15) Less / Add - Minority (profits) / losses to the extent of minority interest/net	(52.90)	(11.83)	(19.40)	(95.00)	(16.40)							
	16) Share of profit of associate	61.39	284.41	-	335.80	6,827.97							
	17) Net Profit for the period	4,107.00	3,647.78	2,513.83	10,163.90	6,832.57							
	18) Paid up Equity Capital (Face Value Rs. 2/- per share)	1,770.45	1,769.30	1,589.43	1,770.45	1,589.43							
	19) Reserves Excluding Revaluation Reserves												
	20) Earning per Share for the period (on par value of Rs. 2/- not annualised)												
	Basic	4.54	4.14	3.17	11.52	8.64							
	Diluted	4.52	4.02	3.05	11.19	8.34							
	21) Dividend per Share (on par value of Rs. 2/-)												
	Final Dividend												
	Dividend - percentage												
	22) Total Public Shareholding - Number of shares	64,877,015	64,826,652	55,886,655	64,877,015	55,886,655							
	- Percentage of shareholding	73.20%	73.26%	70.32%	73.20%	70.32%							
	23) Promoters and Promoters Group shareholding												
	a) Pledged/Encumbered:												
	- Number of shares	3,900,000	3,965,000	8,325,000	3,900,000	8,325,000							
	- Percentage of shareholding - (as % of the total shareholding of promoter and promoter group)	18.87%	18.78%	35.30%	18.87%	35.30%							
	- Percentage of shareholding - (as % of the total share capital of the company)	4.51%	4.48%	10.48%	4.51%	10.48%							
	b) Non-encumbered:												
	- Number of shares	19,656,336	19,670,336	15,256,732	19,656,336	15,256,732							
	- Percentage of shareholding - (as % of the total shareholding of promoter and promoter group)	83.13%	83.22%	64.70%	83.13%	64.70%							
	- Percentage of shareholding - (as % of the total share capital of the company)	22.20%	22.24%	19.20%	22.20%	19.20%							

Stand-Alone Information		Quarter ended		Nine months ended		Year ended
Sr.No.	Particulars	December 31, 2011	September 30, 2011	December 31, 2010	December 31, 2011	March 31, 2011 (Audited)
1	Sales	15,415.03	14,342.76	11,915.53	44,756.27	34,024.54
2	Profit Before Tax	2,032.85	1,625.64	980.51	6,023.68	3,677.12
3	Net Profit After Tax	1,224.74	956.51	972.15	4,099.50	3,160.98

**Notes:**

**General**

- The above unaudited consolidated financial results have been reviewed by the Audit Committee and thereafter approved and taken on record by the Board of Directors in their meeting held on 23rd January, 2012.
- The financial results have been prepared in accordance with Accounting Standards referred to in section 211(3C) of the Companies Act, 1956, the other provisions of Companies Act, 1956 and the Guidelines issued by the Securities and Exchange Board of India.
- The Statutory Auditors of the Company have reviewed the above consolidated financial results of the Company for the quarter and nine months ended December 31, 2011.
- The company has received 4 investor complaints during the quarter ended December 31, 2011. These complaints have been resolved. There were no unresolved investor complaints at the beginning or at the end of the quarter.
- The Company has designated the outstanding forward exchange contracts relating to certain firm commitments and forecasted transactions as at December 31, 2011 as cash flow hedges applying the recognition and measurement principles set out in Accounting Standard AS-30, "Financial Instruments: Recognition and Measurements". Changes in fair value of such forward exchange contracts if effective are recognized directly in Reserves and the ineffective portion is recognized immediately in profit.
- The Board of Directors at their meeting held on 23rd January, 2012 has allotted 65,905 equity shares to employees of the Company, pursuant to the exercise of stock options under ESOP 2004 scheme and ESOP 2006 scheme.
- The other income for the quarters ended 31st December 2011 and 30th September 2011, and the nine months ended 31st December, 2011 includes foreign exchange gain of Rs. 976.23 lakhs, 774.27 lakhs and Rs. 1732.59 lakhs respectively. (Previous year foreign exchange loss of Rs. 23.77 lakhs and Rs. 548.91 lakhs for the quarter and nine months ended 31st December, 2010 respectively).
- The previous periods figures have been regrouped wherever necessary to confirm with current period presentation.
- The Company has invested in 50% shareholding of Systime Global Solutions Pvt. Ltd. as per the board approval in its meeting held on 24th May, 2011. SYSTIME is one of the world's largest JDEdwards solution provider and Oracle Platinum partner. The Company has acquired additional 7.5% equity shares effective January 01, 2012 and subsequently the total shareholding in the acquired company is 57.5%.
- The company has transferred diversified financial services projects, accounts and employees to Infracost Technologies under the agreement in previous quarter. The transaction is based on milestones spread over the next three to four quarters. The company will transfer majority of the existing DFS customer contracts along with corresponding account management and delivery teams to Infracost Technologies over the next three quarters. This doesn't include transfer of any key management members, significant assets or accounts receivable/debtors.

**Matters relating to Subsidiaries**

- During the quarter KPTI Infosystems GmbH has given a loan of Euro 800,000 (Rs. 556.00 lakhs) to KPTI Infosystems France.

**Others**

12 Details of expenses exceeding 10% of the total expenditure:

Particulars	Quarter ended		Nine months ended		Year ended
	December 31, 2011	September 30, 2011	December 31, 2010	December 31, 2011	March 31, 2011 (Audited)
1) Employee Costs	19,082.30	17,036.46	14,628.12	53,423.10	30,955.56

**Notes:**

- The Company's operations predominantly relate to providing technology services globally. The revenues shown above have been classified into geographies to provide the primary basis of the segment information. In representing segment results as required under circular dated September 14, 2001 from the Stock Exchange, Mumbai, the expenses on common facilities in India inclusive of expenses of common staff used interchangeably for all geographies is shown as unallocable expenditure and the same has not been apportioned across the geographies.
- Segmental Capital Employed-The fixed assets used in the company's business or liabilities contracted have not been identified to any of the reportable geographies as the fixed assets and support services are common for all reportable segments. Accordingly, no disclosure relating to total segment assets and liabilities has been made. Further, the consolidated segment information given above includes the company's sales and marketing costs incurred in the reportable geographies.

On behalf of the Board of Directors  
KPTI Cummins Infosystems Limited

*(Signature)*  
Kishor Pillai  
CEO & Managing Director

*(Signature)*  
S.B. Ravji Pandit  
Chairman & Group CEO

