

HTMT announces Q1 - FY'05-06 results

Total Income up by 32% sequentially, PAT rises 43%

Mumbai, July 30, 2005

HTMT has posted a Total Income of **Rs. 41.15 Crores** and a Net Profit of **Rs. 10.54 Crores** for the 1st Quarter ended 30th June 2005 of the current financial year. This performance represents a sequential increase of **32%** in the total income and a sequential rise of **43%** in net profit. A part of this growth has come from HTMT's Toronto (Canada) and New Jersey (USA) branches started during the quarter vindicating HTMT's global delivery model.

The Company is also in the process of opening a branch for its Manila delivered IT/BPO operations after which the financial performance of its Philippines based subsidiaries namely Customer Contact Centre Inc, Manila and Source One Communications would also be combined along with that of other geographies viz. India, US, Canada and Mauritius.

Business Highlights

During the quarter HTMT's global manpower strength increased from **4200** to cross **4700**. In order to meet the demand of ramp up in existing accounts and for new business, the Company started its process of building additional **2000** seats across India, Philippines and North American delivery centres. The total global seats capacity after this build-up would increase to **6600**.

The highlights of Indian and International IT/BPO operations of HTMT are as under:

- **Indian Operations**

India delivered BPO (call centre & insurance claim processing) revenues have grown sequentially by **12%** during this quarter over the previous quarter. HTMT's Indian employee base increased from **2542** as on 31st March 2005, to **2923** as on date, representing a growth of **15%**.

- **Philippines Operations**

HTMT contact center subsidiaries Customer Contact Centre Inc (C-cubed) and Source One Communication Asia (SOCA) based in Philippines continue to post strong performance during the quarter. C-cubed posted a turnover of **Rs. 12.58 Crores** and a net profit of **Rs. 2.76 Crores** in the 1st

quarter ended 30th June 2005 while SOCA posted a turnover of **Rs. 11.93 Crores** and was marginally profitable. The total number of employees stands increased to **1600** as on date.

- **North American Operations (US/Canada)**

During the quarter ended June 2005, the call center operations of New Jersey and Toronto have been transferred to respective branches of HTMT as per the strategic decision of segregating off the call center operations from the marketing organization.

For the quarter ended 30th June 2005, the North American branches have posted a total income of **Rs. 5.25 Crores** with operations breaking even. The total number of employees in the US & Canada combined is about **200** as on date.

About HTMT :

Hinduja TMT Ltd. (HTMT) is one of India's premier IT/BPO houses, focusing on information technology enabled services (ITeS) and business process outsourcing (BPO) besides IT services. HTMT is now a truly global provider ranked among the top 15 ITES-BPO players in India employing over 4500.

HTMT's IT/BPO domain expertise is in the areas of Insurance, Financial services, Manufacturing, Telecom, Pharmaceutical Products, Consumer Electronics, Household Products, Energy and Utilities. With delivery centers in Bangalore, Mumbai, Hyderabad, Chennai, Manila, Mauritius, Toronto and New Jersey, the company has marketing offices in the USA, Canada, UK and Europe. HTMT has world-class infrastructure in line with global standards of environment, resources and deliverables.

HTMT is one of the few companies in the BPO business that has output quality very close to six sigma standards and has set its eye firmly on a continuous improvement program. HTMT has been assessed for 1 SEI CMM Level 4 for software development and is also ISO 9001:2000 and BS 7799 compliant.

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