INVESTOR UPDATE

FOR

QUARTER ENDED 31st DECEMBER 2009

(NSE: KPIT, BSE: 532400) **(Oct - Dec 2009)**

KEY HIGHLIGHTS

- **Net Profits for the quarter stood at Rs. 213.72 Mn, a Y-o-Y growth of 26.72%. On a Q-o-Q basis, profits improved by 0.83%.**
- **Increased Profit Guidance for FY10. Net Profit after tax to be in the range of Rs. 840 Million to Rs. 860 Million for FY10 – a Y-o-Y growth of 28% to 30%.**
- **USD Revenue for the quarter increased by 8.6% Q-o-Q to $ 39.48 Mn.**
- **In INR terms, Revenues stood at Rs. 1,847.5 Mn. Q-o-Q growth of 4.39%.**
- **PAT Margins expanded on Y-o-Y basis by 3.40% to 11.57%. However Q-o-Q they marginally declined by 0.4%.**
- **EBITDA margins stood at 21.30% during the quarter**
- **Gross Profits grew by 1.10% on Q-o-Q basis. Gross Margins stood at 44.40%.**
- **2 new Customers were added during the quarter, taking the total number of customers to 139**
- **6 New patents were filed during the quarter, taking the total number of patents to 14. These were in the areas of powertrain, hybrid solutions and semiconductor solutions.**

FINANCIAL HIGHLIGHTS FOR THE QUARTER ENDED 31st DECEMBER 2009

- ***Revenues:***
  - During the quarter, Revenue in USD terms increased by 8.62 % q-o-q to USD 39.48 Mn. In absolute terms, the q-o-q USD revenue growth was of USD 3.13 Mn. Sparta numbers were consolidated for 1.5 months during the quarter. Sparta revenues included in total revenues for the quarter stand at USD 3.48 Mn.
  - In Geography terms, out of the total Q-o-Q revenue increase of 4.4%, US contributed 7.1 %, Europe (4.2)% and APAC 1.5 %.
  - As part of our emerging markets focus strategy, we have been able to get our first customer in the Chinese market. Our focus on the emerging markets is thus taking shape and we are looking forward to tie up with more automobile companies and components makers for providing software solutions. We also want to provide local services to the Chinese customers through setting up a customer support and application development centre in China.
  - In the domestic market, we plan to focus more on the small car and green technology initiatives. With the recent trend of more auto companies shifting their engineering and R&D centre hubs to India, we believe there is huge growth potential in this market. Every quarter for the last 2 – 3 quarters, we are seeing growth in the India market. We also continue to get good traction in SAP in the Indian market.
  - Even though uncertainty still remains on the client's budget spend for the year and the future outlook, customers are coming forth to discuss their plans for 2010 with an expectation of a full fledged recovery of the markets by the first half of this year. There has been a significant increase in the client interactions and their visits. They are now willing to discuss more on the projects though the overall approach still remains cautious.

- ***Profitability:***
  - Profits have increased during the quarter on a QoQ basis by close to 1%. Net Profit margins contracted by 0.4% Q-o-Q and expanded by 3.4% Y-o-Y basis.
  - After consolidation of Sparta numbers, we have been able to maintain our EBIDTA margins at 21%+. Excluding Sparta, the EBIDTA Margins for the quarter stood at 23%. We were able to maintain these EBIDTA margins even though there was a drop of close to 4% in the realized exchange rate for the quarter. The realized rate for the quarter was Rs. 46.80/USD as compared to about Rs. 48.69/USD in the last quarter.
  - The SGA costs increased by about 24% on a QoQ basis. The increase on account of Sparta consolidation was about 13%. Thus on a like to like basis, the SGA costs increased by 11% QoQ. This increase was mainly due to increase in some discretionary spend like repairs and maintenance, additional amc cost, promotions, cost of filing additional patents, overall training expenses and more so on freshers joined during the quarter and increase in travel and legal expenses on account of M&A activity.
  - The Interest costs increase of 146% during the quarter is majorly on account of re grouping of Interest Income earned on investments in Liquid funds. The interest income on FDs was netted off against the interest expense during earlier quarters and also in this quarter. But we have Dividend Income in this quarter which is clubbed under other income instead of getting netted off against interest expense. Thus on a like to like basis, the Net Interest Cost for the quarter is at Rs. 8.15 Million which is an increase of 59% q-o-q. This is on account of additional utilization of working capital during the quarter as compared to the last quarter and also comparatively lower interest income on FDs during the quarter.
  - We continue to focus on our productivity improvement measures as stated below :

    1. More fixed price contracts, Improved reuse of production assets from repository, reduced rework efforts, increased zero defect deliveries to customers, increased usage of automation tools, increased customer satisfaction

rating, better onsite offshore revenue mix and so on have been delivering improved outcomes.

2. We are continuously increasing the number of assets in our asset repository and also focusing on their re use. We currently are reusing about 15% of the total assets in our repository. We are also focusing on use of open source and freeware tools for project management, configuration management and software model development. We have internally developed a Project Health Management System which helps in the ongoing monitoring of the projects and thus enabling required corrective actions, if any, at the right time. We focus on continual measurement and improvement of the quality of IT service delivered, both from a business and a customer perspective. This aids us in maintaining our high service standards. Our spotlight is also on Personal Productivity and Timesheet analysis for eliminating un-accounted hours and leakage control.
3. The Other Income during the quarter stood at Rs. 46.09 Mn. as against Rs. 131.57 Mn. in Q2 FY10. The reduction in forex loss was mainly on account of reduction in the closing INR / USD rate which resulted in lower MTM losses and gain on conversion of liabilities. The Other Income also includes dividend income of Rs. 4.45 Million.

- ***Balance Sheet details (Rs. Million):***
  - The Cash Balance as at December 31, 2009 stood at Rs. 1,813 Mn. as compared to Rs. 1,945 Mn. as at September 30, 2009. During the quarter we paid about Rs. 368 Million for the acquisition of Sparta Consulting. Thus excluding this payment, the cash balance increased by Rs. 237 Mn during the quarter. During the quarter, we also paid an advance of Rs. 178 Million to the ESOP trust for purchase of shares.
  - As on December 31, 2009 our total debt stood at Rs. 1,160 Mn. (Rs. 1,082 Mn. as of September 30, 2009) comprising of Rs. 588 Mn. of Term Loan and Rs. 562 Mn. of Working Capital Loan.

- Forex Hedging instruments with maturity of more than 3 months and considered effective hedges in accounting terms are provided for as adjustment to the Reserves and Surplus in the Balance Sheet. As on December 31, 2009 these Hedging Reserves were Rs. 467 Mn., as compared to Rs. 772 Mn. as of Q2FY10 end.

Balance Sheet Summary: As at (Rs. Mn.)	**December 31, 2009**	**September 30, 2009**
Shareholders' Equity	3,452.25	2,923.99
Total Debt	1,159.68	1,081.68
Minority Interest & Deferred Tax Liability	54.16	52.41
Total	**4,666.08**	**4,058.08**
Fixed Assets	2,561.85	2,128.88
Investments*	590.73	280.87
Current Assets	3,861.68	3,801.08
Cash Balance	1,222.51	1,663.94
Receivables	1,493.24	1,300.53
Loans & Advances	1,145.93	836.61
Current Liabilities	2,348.18	2,152.75
Total Net Assets	**4,666.08**	**4,058.08**

- *Investments include investment of surplus cash in Liquid Funds.*

KEY DEVELOPMENTS

SPARTA CONSULTING MERGER & INTEGRATION

- During the quarter, KPIT has entered into a definitive merger agreement with Sparta Consulting Inc, a California, US based leading provider of high end SAP solutions. The all cash transaction is for a total consideration of USD 38 million which includes a bonus of USD 4 million.

- The merger with Sparta Consulting Inc., strengthens KPIT's business model to sharply focus on select industries and achieve market leadership by creating best in class practices/offerings that help customers achieve their operational & strategic objectives.

Performance based consideration:

- Of the USD 38 million, USD 8 million is the initial upfront payment made during the quarter and a further USD 2 million is the deferred payment at the end of 2 year. Thus the fixed consideration for the deal is USD 10 Million
- The remaining payment of USD 28 million is performance based which has revenue targets of minimum USD 80 million and maximum revenue of USD 150 million to be achieved over a period of 3.5 years, starting January 2010 with minimum EBIDTA targets also defined.

Integration Update

Integration process commenced immediately and significant progress has been made in all key areas of integration.

Continued focus on delivery excellence helped achieve key delivery milestones with successful go-lives at key customers

SAP LOB successfully landed new business with multiple customers including a business transformation engagement for a media company and supplier relationship management engagement for a utility company, among others. Four existing customers expanded current scope of work with us.

The merger has been viewed very positively by the customer and the employee community. Integration of Sparta consulting has been swift and efficient. All key milestones set for December 2009 have been successfully met. As part of this we have completed integration on following fronts:

- IT and Application Infrastructure for the joint LOB

- Joint Organization structure and roles and responsibilities for all levels of SAP LOB management team.
- Decisions about Marketing and Branding for key geographies.
- Backend integration for governance and financial reporting

Execution of some integration activities will continue through Q4FY2010.

We have been successful in quickly integrating the key aspects of the business. This combined with the stabilization of the overall economic condition has resulted in some early pickup in pipeline activity.

Looking forward, we are cautiously optimistic about the prospects for Q4FY2010.

Key Business Highlights:

1. Successful GO-Live at a large customer in the Energy and Utilities space in US. This was a critical project with large SAP footprint impacting over 6,000 users.
2. Two other successful SAP ERP Go-Lives based on our template approach for small and medium business.
3. Completion as well as commencement of successful engagements in strategic areas like Business Intelligence and Supplier Relationship management at 3 utility clients
4. Expansion of our footprint and business scope at some key customers to provide services like Application Management, Training and Testing.

THOUGHT LEADERSHIP PROGRAM

- KPIT Cummins participated in the The 14th international VDI congress "**Electronic Systems for Vehicles**" held in Germany. This is a major event for the automotive industry.
- KPIT presented a talk on "**Innovate with emerging business models in Enterprise Software Support**" at the "**Technology Services world fall conference**" at Las Vegas.

- We participated at the India Economic Summit (subset of World Economic Forum) at New Delhi. It provided an opportunity to connect with 50+ industry leaders who participated in this summit.
- KPIT Cummins participated as a panelist at the **NASSCOM Global Engineering Leadership Summit** in Mumbai, where we shared our views on **'Global Sourcing of Engineering Services: Is India at an inflection point?'**
- We were a part of the German Equity Forum in Frankfurt and we spoke on **"Innovation in Automotive Industry in India"**
- KPIT and iCMG, jointly held **"Architecture World-09"**, a two days seminar for Architects. The Speakers were Architects , CIOs and CTOs from various organizations discussing on varied topics like Architecture complexity, Architecture best practices, BPM and performance management, Scorecards, Architectures in Cloud computing and Web 2.0 for Enterprises.
- KPIT Cummins also participated as a panelist at a recent conference in Bangalore and presented on the topic "**Embedded Electronics: trends and opportunities in India"**.

PARTNERSHIP

- **KPIT Cummins became a Product Partner of Mathworks Connections Program.** This will enable us to align our AUTOSAR based products with the industry's leading technical computing software.
- **KPIT is now an affiliate member of Center for Automotive Research (CAR)**, a respected automotive market research organization based in Ann Arbor, Michigan. CAR maintains strong relationships with industry, government agencies, universities, research institutes, labor organizations, and other major participants in the international automotive community. This association will enable better access to the ongoing industry initiatives and practices and strengthen our industry ties.

R&D INITIATIVES

- During this quarter, we have filed for 5 patents in the areas of powertrain and hybrid automotive technology. The patents range from **'power assist' to 'motor design'.**

- We have also filed 1 patent relating to the semiconductor offering space. This is in the area of **high-speed transmitters.**
- With these 6 patents filed during the quarter, we now have 14 patents filed till date. We have always been focused on bringing in innovative technology and increasing our IP led offerings. These will help us grow our non linear revenues and lead our growth and positioning as a technology focused player in the coming years.

CUSTOMERS AND MARKETS

- 2 new customers were added during the quarter – 1 in Europe, and 1 in India. Total number of active customers is 139.

Automotive:

- Started a **large Business IT consulting project with Government of India's flagship automotive R&D facility.**
- Consulted a **global automotive Tier1** based in North America in the **Application Lifecycle Management space**.
- **Significance and role of our EUCD NOS product for automobiles grew further with new projects from multiple Tier 1s** spread across US, Europe and Asia Pac.
- Became **Product Partner of Mathworks Connections Program**.

Industrial Equipments

- Commenced integrated **IT + BPO + Consulting offering engagement in the area of freight management with one of the world's largest generator manufacturer based in UK.**
- **Launched templatized Enterprise Systems Management (ESM) solution for manufacturing corporations.** This templatized solution helps reduce implementation time, increase productivity and enable reusability.
- Started the **ERP functional & technical support engagement with a leading European provider of logistics and shipping services.**

Hi-tech and Semiconductor

- Started work on device drivers and application software for one of the **world's leading Graphics Processing Unit (GPU) semiconductor manufacturer**.
- Commenced **software and hardware solutioning project in China** in the area of **automotive body & cluster application** for a **large Asian semiconductor company**.
- **Furthered relationship with a global semiconductor leader from Asia** in the areas of Embedded Software, PDES and Analog & Mixed Signal.

Diversified Financial Services

- **Started work on an onsite/offshore project with a leading African Bank.** The project involves reverse engineering of customer's key business applications

KEY ECONOMIC DEVELOPMENTS

The manufacturing world seems to be taking some more time to see a complete recovery. IT spend may continue to be frugal. However engineering spend may improve to bring out newer products in later years. Global technology related engineering spending is close to $850 billion (CY09) and currently a very small portion of this comes from offshoring.* Software products and engineering services revenue exports from India is currently $7 billion and is expected to rise up to $40 billion by 2020.[#] That provides immense opportunity for companies like KPIT Cummins serving engineering services domain.

There has also been a major shift in the global automotive market. China, India, Japan, Korea are fast emerging as key markets for the global automotive industry. Automakers are shifting production base from high-cost regions like North America and EU to low cost regions like China, India and South America. Greater China and South America are expected to represent more than 50% growth in global light vehicle production from 2008 to 2015[@]. India is also fast emerging as a major production hub for the global auto companies. The cost advantage coupled along with high engineering skills has made India a preferable choice for automotive and component manufacturing.

In automotive manufacturing, electronics now forms a very significant part. Electronic components which currently comprise 20-25% of the total cost for all car categories are expected to reach 40% by 2015. (Source: http://e2af.com/trend/071210.shtml). With the increasing focus on hybrid vehicles, fuel efficient cars, infotainment and safety features, auto electronics will be the key growth driver for the automotive industry. With growing share of auto electronics, there is growth potential for the semiconductor products market for auto industry. Computer chips bring in major improvements in three areas of the car— power train, safety systems such as air bags, anti-collision systems and body electronics including power windows to climate control. Chip consumption by auto industry in India, growing at a CAGR of 23.1% will be over $100 million in 2010[$].

The above mentioned data, points to the fact that major changes are happening in the automotive industry which is one of our key focus verticals. Thus with our niche focus, domain expertise and technological capabilities, we are well placed to leverage the opportunity and emerge as a key player in the automotive and manufacturing industry.

* Outlook Profit edition

\# Nasscom Booz Allen Hamilton Report

@ Auto Industry Outlook- Zacks Research

$ ISA-Frost & Sullivan report

BUSINESS OUTLOOK

- Our cost control initiatives will continue. However there would be investments in the R&D efforts and practice development. We have started hiring people in Practices, SMEs and front end sales team to be well prepared once the market revives back.
- As part of our hiring plans to add 250 freshers in the workforce, half of them have already joined us during this quarter and the balance would join us in Q4FY10.
- With consolidation of Sparta Consulting revenues, we have got a head start into the Energy and Utilities vertical. We will increase our focus on the same in the coming years. We have also starting getting in roads in defense and PSU areas where we have increased our focus since the last 2 quarters. We believe these would be complementary to our verticals and provide us growth in the coming quarters

- The Rupee has started appreciating against the dollar. If the same continues in the near future, it will have a big negative impact on the bottom line of exporters. We believe, we are much better placed to face the rupee appreciation, since there is a natural hedge in terms of our costs in foreign currencies and the balance exposure is sufficiently covered. Having said this, the rupee appreciation will have some adverse effect on our bottom line numbers.

FOREX INSTRUMENTS

- No more liabilities on the 3 derivative contracts

Total Outstanding Hedges:

- Total amount of hedges as on 31st December 2009 : $ 129.85 Mn.
    - Maturing in the next 3 months : $ 24.50 Mn.
    - Maturing beyond March 2010 : $105.35 Mn.
- The average hedge rate for FY10 is Rs. 45.50 / USD (with an assumption of spot being around Rs. 46 / USD)
- Beyond FY10, we believe the average rate should be around Rs. 45 / USD

FY10 GUIDANCE

The Rupee continues to be volatile and in our calculations we have considered the Rupee to be around 46 to a dollar for the remainder of the year. With this, we are confident of our Profit numbers and would like to increase our Profit Guidance for FY10. We believe we to should **end the year with a Net Profit after Tax of between Rs. 840 Million to Rs. 860 Million.**

INCOME STATEMENT FOR THE QUARTER ENDED 31st DECEMBER 2009

Rs. Million	Q3 FY10	Q2 FY10	Q-o-Q Growth	Q3 FY09	Y-o-Y Growth
Sales	**1,847.54**	**1,769.86**	**4.39%**	**2,064.84**	**-10.52%**
Software Development Expenses	1,027.20	958.49	7.17%	1,153.57	-10.95%
Gross Profit	**820.34**	**811.37**	**1.10%**	**911.27**	**-9.98%**
Selling and Marketing Expenses	181.21	152.82	18.58%	172.84	4.84%
General and Admin Expenses	245.53	190.19	29.10%	188.89	29.99%
EBITDA	**393.59**	**468.37**	**-15.96%**	**549.54**	**-28.38%**
Interest	12.60	5.12	146.09%	9.76	29.09%
Depreciation	81.43	75.79	7.45%	78.42	3.84%
Profit After Depn. & Int.	**299.56**	**387.46**	**-22.68%**	**461.36**	**-35.07%**
Other Income	-46.09	-131.57	-64.97%	-263.03	-82.48%
Profit Before Tax	**253.47**	**255.89**	**-0.94%**	**198.33**	**27.81%**
Provision for Taxation	39.75	43.94	-9.52%	29.68	33.97%
Profit After Tax	**213.72**	**211.95**	**0.83%**	**168.65**	**26.72%**
Minority Interest	-	-	-	0.01	-100.00%
Profit after Minority Interest	**213.72**	**211.95**	**0.83%**	**168.66**	**26.72%**
Exceptional Item	-	-	-	-	**-**
Profit after exceptional item	**213.72**	**211.95**	**0.83%**	**168.66**	**26.72%**
Paid up Capital	156.11	156.10	-	156.09	-
Free Reserves	3,288.54	2,767.66	-	1,911.00	-
EPS (Rs. 2/-Face Value each)					
- Basic	2.74	2.72	0.83%	2.16	26.70%
- Fully Diluted	2.71	2.69	0.80%	2.14	26.56%
Common Size Analysis:					
Gross Profit Margin	44.40%	45.84%	-	44.13%	-
Sales & Marketing Exp / Revenue	9.81%	8.63%	-	8.37%	-
General & Admin Exp / Revenue	13.29%	10.75%	-	9.15%	-
EBITDA Margin	21.30%	26.46%	-	26.61%	-
Net Profit Margin	11.57%	11.98%	-	8.17%	-

1. *q-o-q' or 'sequential' growth refers to growth during the quarter compared to the immediately preceding quarter*
2. *'y-o-y' growth refers to the growth during the quarter as compared to the corresponding quarter of the previous year*

PERFORMANCE METRICS (QUARTER ENDED 31st DECEMBR 2009)

	Q3 FY10	Q2 FY10	Q-o-Q Growth	Q3 FY09	Y-o-Y Growth
Revenue Spread – Geography					
USA	61.09%	56.64%	12.59%	55.93%	-2.28%
Europe	28.53%	34.01%	-12.44%	34.54%	-26.05%
Rest of World	10.39%	9.35%	15.97%	9.53%	-2.48%
Revenue Spread – Verticals					
Manufacturing	83.63%	86.59%	0.82%	87.24%	-14.23%
BFSI	7.14%	7.37%	1.05%	5.61%	13.76%
Energy & Utilities	3.94%	-	-	-	-
Others	5.30%	6.04%	-8.33%	7.15%	-33.63%
Revenue Spread – by LOB					
Manufacturing Business IT	53.50%	50.47%	10.64%	52.68%	-9.15%
Auto Electronics	26.70%	26.45%	5.36%	28.06%	-14.86%
Semiconductor Solutions Group	4.89%	6.80%	-24.95%	6.68%	-34.56%
Diversified Financial Services	6.43%	7.22%	-7.03%	5.72%	0.72%
Global Business Solutions	8.49%	9.05%	-2.16%	6.86%	10.69%
Customer details					
No. of Customers Added	2	4	-	3	-
No. of STAR Customers	26	26	-	26	-
No. of Active Customers	139	137	-	126	-
Customers with run rate of >$1Mn	27	26	-	30	-
Top Client – Cummins	30.63%	32.14%	-0.51%	40.93%	-33.05%
Star Customers – Non Cummins	41.17%	49.82%	-13.73%	40.52%	-9.09%
Top 10 Client Billing	58.03%	67.71%	-10.53%	66.65%	-22.10%
Repeat Business	90%+	90%+		90%+	-
Onsite / Offshore Split					
Onsite Revenues	37.10%	37.30%	3.81%	44.91%	-26.09%
Offshore Revenue	62.90%	62.70%	4.73%	55.09%	2.16%
Revenue by Contract Type					
Time and Material Basis	65.61%	66.48%	3.02%	85.84%	-31.61%
Fixed Price / Time Basis	34.39%	33.52%	7.11%	14.16%	117.27%
Debtors (days)	71	70		75	

Human Resources – Details	Q3 FY10	Q2 FY10	Q-o-Q Growth	Q3 FY09	Y-o-Y Growth
Development Team – Onsite (Avg)	515	465	-	602	-
Development Team - Offshore(Avg)	3,708	3,543	-	3,795	-
Onsite FTE	458	439	4.33%	569	-19.51%
Offshore FTE	2,676	2,580	3.72%	2,667	0.34%
Total FTE	3,134	3,019	3.81%	3,236	-3.15%
Development (at Qtr end)	4,332	4,035	-	4,462	-
Gen Mgmt / Support (at Qtr end)	359	351	-	358	-
Mkting (Subsidiaries) (at Qtr end)	58	51	-	47	-
Total (at Qtr end)	4,749	4,437	-	4,867	-
Onsite utilization	88.88%	94.33%	-	94.45%	-
Offshore utilization	72.17%	72.82%	-	70.28%	-

CONFERENCE CALL DETAILS

Conference name	:	**KPIT Cummins Q3 FY2010 Conference Call**
Date	:	**Thursday, 21st January 2010**
Time	:	**1600 Hrs (IST)**
Dial-in numbers	:	**Primary : +91 22 2598 3200**
		Standby : +91 22 6608 5000
		Toll Free : 1800-22-7129 / 1800-209-7129

About KPIT Cummins Infosystems Ltd.

KPIT Cummins Infosystems Limited (BSE: 532400; NSE: KPIT), a trusted global IT Consulting and product engineering partner, is focused on co-innovating domain intensive technology solutions for Manufacturing corporations (with special focus on Automotive, Hi-Tech & Industrials verticals) to help its customers become efficient, integrated and innovative enterprises.

A leader in technology solutions and services, KPIT Cummins currently partners with 100+ global Manufacturing corporations including 50+ Original Equipment Manufacturers (OEMs), semiconductor companies and Tier 1s, helping them globalize efficiently & bring complex technology products/ systems faster to their global markets. Please visit www.kpitcummins.com for more information.

Forward Looking Statements

Some of the statements in this update that are not historical facts are forward-looking statements. These forward-looking statements include our financial and growth projections as well as statements concerning our plans, strategies, intentions and beliefs concerning our business and the markets in which we operate. These statements are based on information currently available to us, and we assume no obligation to update these statements as circumstances change. There are risks and uncertainties that could cause actual events to differ materially from these forward-looking statements. These risks include, but are not limited to, the level of market demand for our services, the highly-competitive market for the types of services that we offer, market conditions that could cause our customers to reduce their spending for our services, our ability to create, acquire and build new businesses and to grow our existing businesses, our ability to attract and retain qualified personnel, currency fluctuations and market conditions in India and elsewhere around the world, and other risks not specifically mentioned herein but those that are common to industry.

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