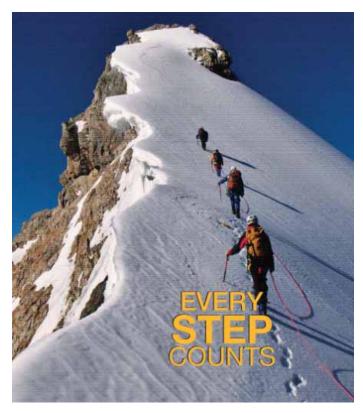




# **Geometric Limited: Annual General Meeting**



**EVERY STEP COUNTS...** In our journey to the top!

> For FY 2014 – 2015 July 27, 2015

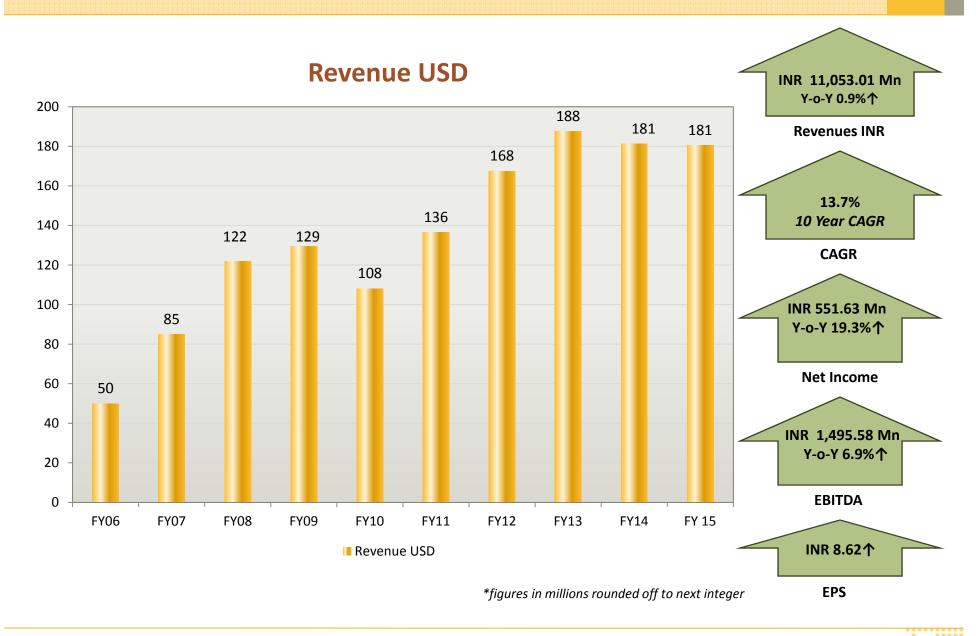
#### **Disclaimer**

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, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, intense competition in IT and engineering services including those factors which may affect our cost advantage, wage increases in India, our ability to attract and retain highly skilled professionals, time and cost overruns on fixed-price contracts, client concentration, restrictions on immigration, our ability to manage our international marketing & sales operations, reduced demand for technology in our key focus areas, disruptions in telecommunication networks, liability for damages on our service contracts & product warranty, the success of the companies in which the Company has made strategic investments, withdrawal of governmental fiscal incentives, political instability, legal restrictions on acquiring companies outside India, and unauthorized use of our intellectual property and general economic conditions affecting our industry. The Company may, from time to time, make additional written and oral forward-looking statements and our reports to shareholders. The company does not undertake to update any forward-looking statement that may be made from time forward to time by or on behalf of the company.





## **Summary (FY15)**

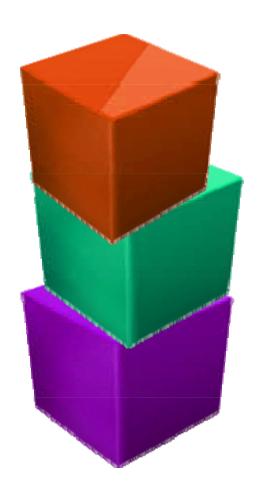




### **Consolidated Income Statement**

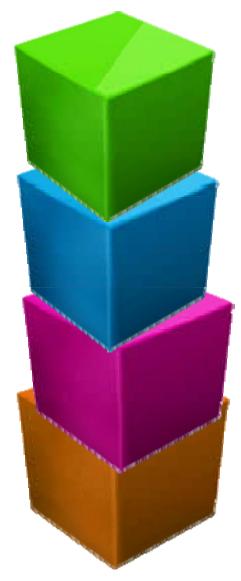
Income Statement	FY 15	FY 14	Var
Operating Revenue (in USD millions)	180.61	181.39	-0.4%
Exchange Rate	61.20	60.39	
Operating Revenue	11,053.01	10,954.52	0.9%
Cost Of Revenue (COR)	7,491.72	6,669.32	12.3%
Contribution	3,561.29	4,285.21	-16.9%
Contribution as % of Operating Revenue	32.2%	39.1%	
Sales Marketing & General Administrative Expense	2,249.02	2,212.67	1.6%
Interest, Depreciation and Lease Rental	371.75	380.06	-2.2%
Operating Profit	940.52	1,692.48	-44.4%
Operating Profit as % of Operating Revenue	8.5%	15.5%	
Other Income	164.93	-673.52	-124.5%
Profit Before Tax	1,105.45	1,018.96	8.5%
PBT as % of Operating Revenue	10.0%	9.3%	
EBITDA	1,495.58	1,399.36	6.9%
EBITDA as % of Operating Revenue	13.5%	12.8%	
Tax & Minority Interest	607.92	556.53	9.2%
Prior Period Adjustments	54.10		
Profit After Tax (for the period)	551.63	462.43	19.3%
PAT as % of Operating Revenue	5.0%	4.2%	
EPS	8.62	7.31	18.0%

### **Progress & Investments During The Year**



- Formed **3D PLM Global Services**, a global service delivery center which will enhance and accelerate the deployment of Dassault Systemes' 3DEXPERIENCE Platform. This will help move Geometric up in the value chain to a System Integrator Partner.
- Set-up **3D Make Lab** A 3D Printing lab along with College of Engineering, Pune (COEP) and Colorado State University (CSU). 3D Printing is the future of manufacturing; and this use cases from the lab will help us build better software for this emerging mode of manufacturing
- Set-up **Teardown Lab** in Pune to better support our **Automotive customers**

### **Progress & Investments During The Year**



- Re-implemented and stabilized processes for our information backbone
- Formed **Technology Council** to periodically review the technology landscape, identify competency gaps and identify academia partnership opportunities. This team will help Geometric be future ready in a highly dynamic technical environment
- Continued Sales Force transformation exercise and further institutionalized new sales methodology. Also after a year of pure farming focused sales efforts, added a team for hunting new customers
- Rationalized **organization structure** for FY 16 in place with introduction of Innovation BU to reposition Geometric as a *Thinking Company*.

#### **Investments Have Led To**

- Better predictability in revenues
- Levers for consistent improvement in margins
- Stronger foundation for exploring new growth opportunities
- Increased competency and increased concentration on right competency growth

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- Better visibility of performance, and an ability to course correct with periodic reviews
- Improved vibrancy and connect within the organization
- Better positioning of Geometric amongst various stakeholders



#### **END OF PRESENTATION**

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