



Geometric

| People Building Partnerships



Analyst Presentation – Q1 FY 16

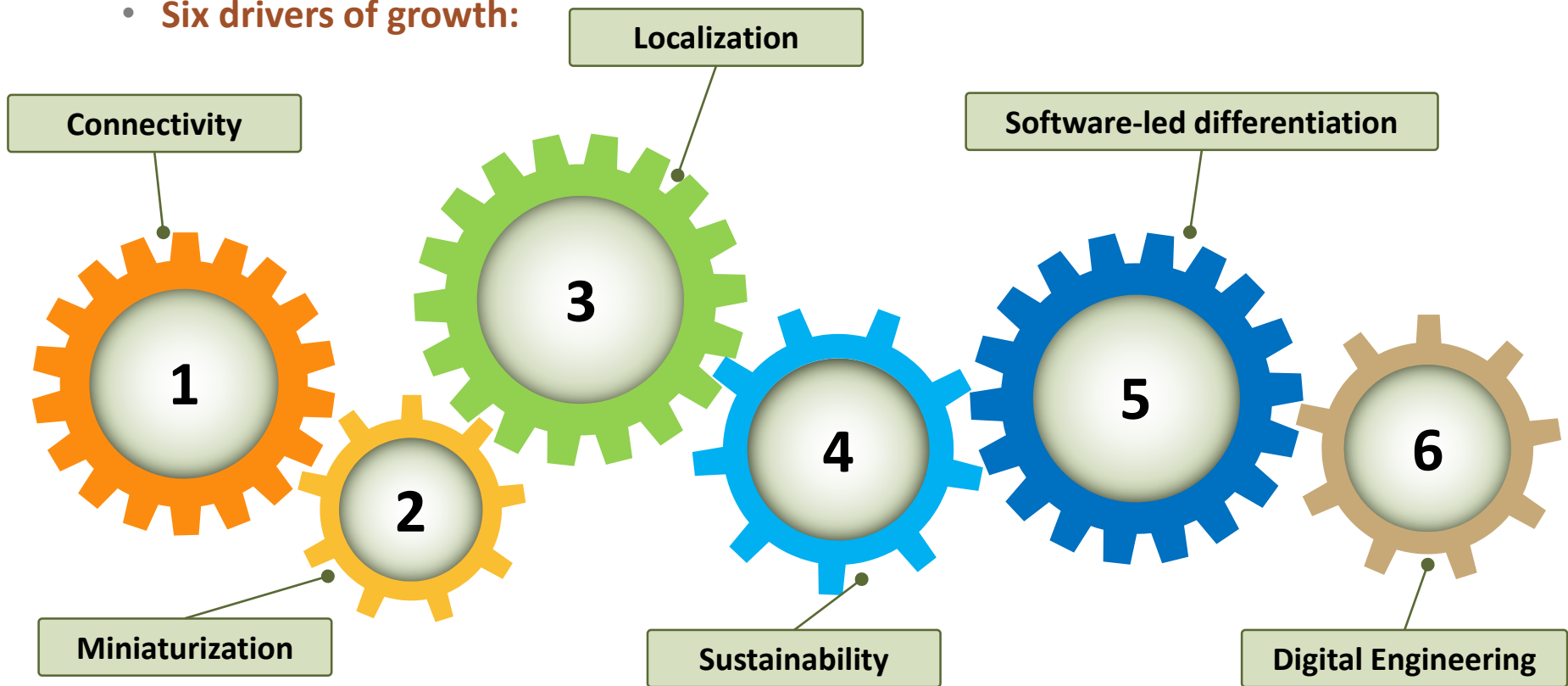
July 27, 2015

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Global ER&D Market

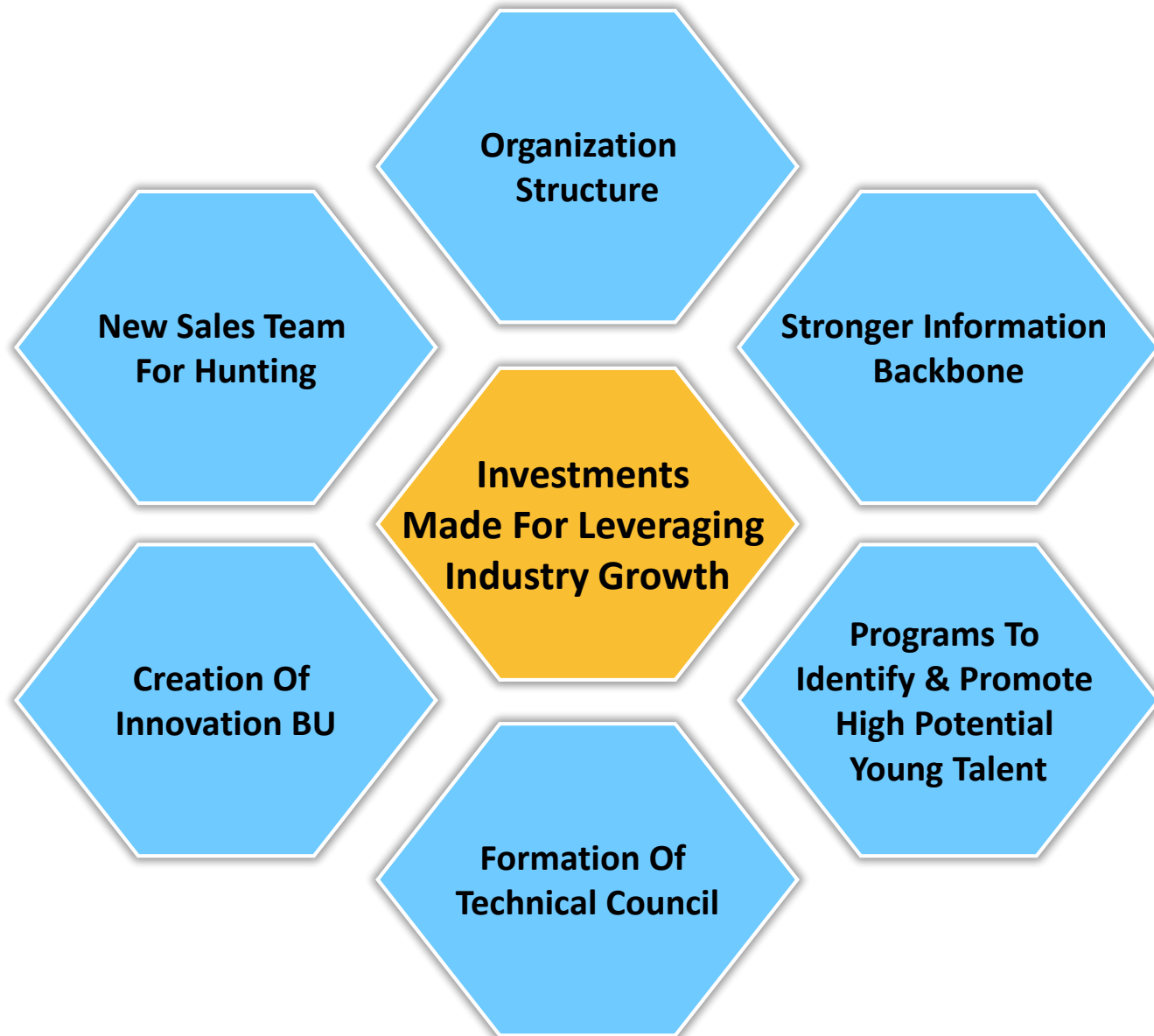
- According to **2015 NASSCOM and Strategy& Study**
- Indian ER&D services market expected to reach **USD 30-38 Bn by 2020**
 - This was earlier estimated at USD 45 Bn; while NASSCOM and Strategy& have reduced their estimates, they continue to see a strong demand and market for Indian players
 - **Six drivers of growth:**



Global PLM Market

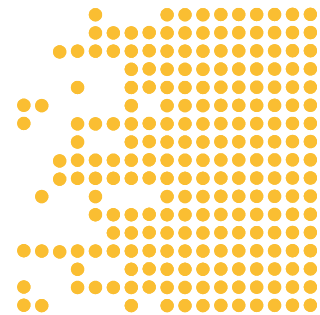
- According to a recent **Research & Markets report**:
 - The global PLM market in 2014 was **USD 40.26 Bn**
 - It is projected to grow at a **CAGR of 8.1%** to reach a market size **USD 75.87 Bn by 2022**
 - Growth is driven by the need for **product innovation, productivity enhancement** as well as reduction in **operational cost**
 - Adoption is challenged by low **interoperability** between different product versions, competitive products, data formats, data models and databases
 - This challenge is one of Geometric's key differentiators. Our offerings portfolio includes niche interoperability solutions developed based on our software development experience with major PLM ISVs





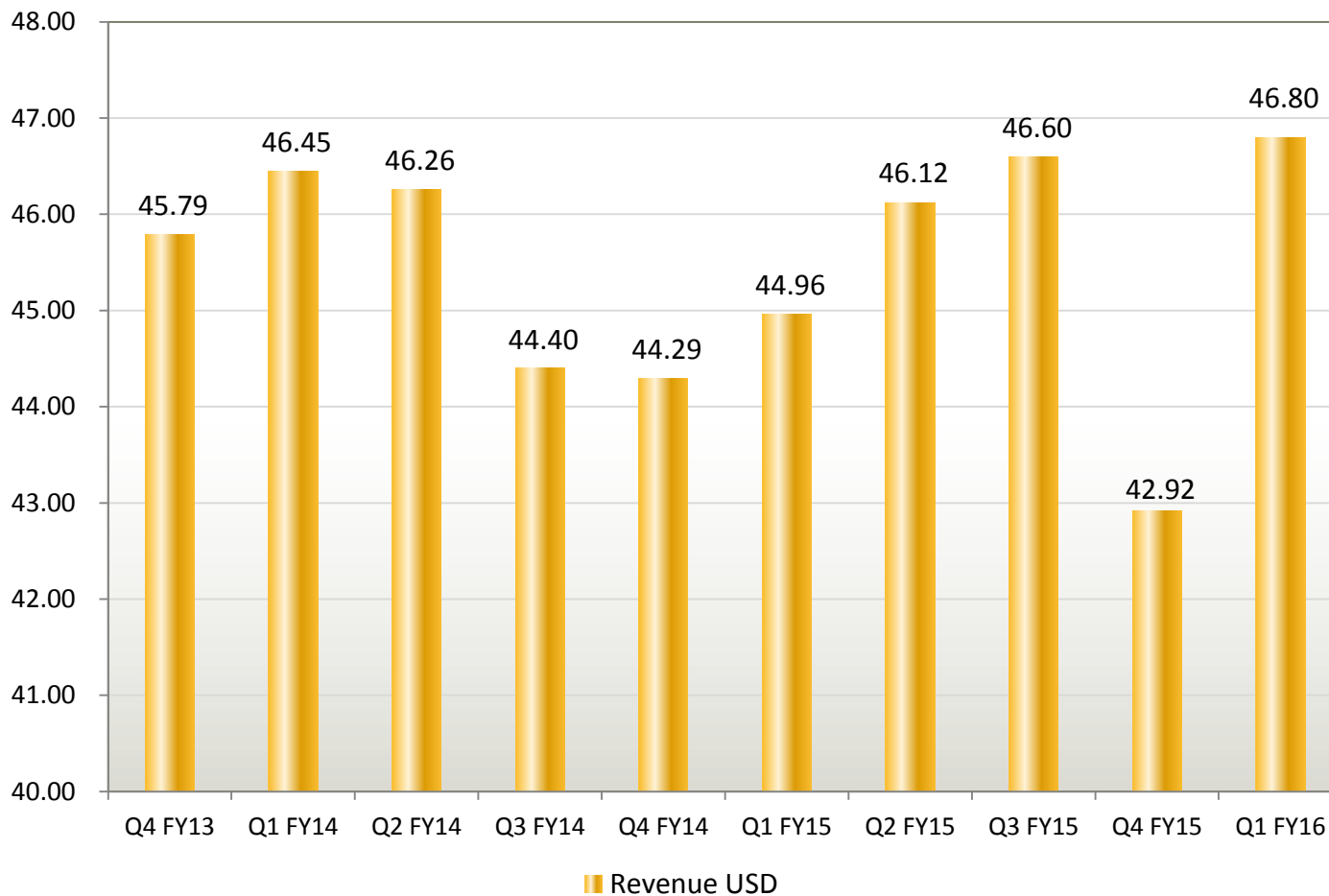


FINANCIALS



Summary Q1 FY16

Revenue USD



INR 2,975.55 Mn
Q-o-Q 11.1% ↑

Revenues INR

0.22%
10 quarter

CQGR

INR 191.27 Mn

Net Income

INR 416.05 Mn

EBITDA

INR 2.97

EPS

**figures in millions*

Summary

- Consolidated operating revenue in USD terms increased by 9.0% in current quarter, over previous quarter. In INR terms, consolidated revenues increased by 11.1% over previous quarter . It increased by 4.1 % Y-o-Y, in terms of USD & increased by 10.7% in INR terms.
- Q1 FY 16 consolidated (excluding 3D PLM) operating revenues for the quarter increased by 8.1% in USD terms and increased by 10.0% in INR terms. It increased by 3.5% Y-o-Y, in terms of USD & increased by 10.1% in INR terms.
- Q4 FY 15 had a one time reversal revenues of ~USD 1.5 Mn , which if adjusted for, to arrive at True performance of Q4, the growth at the consolidated level, in the operating revenues in the current quarter over Q4 would be 5.4% in USD terms and a 7.3% in INR terms; and at Geometric (excluding 3D PLM), the growth in revenues would be at 3.1% In USD terms & 5.0% in INR terms
- Effective tax rate for the quarter including the prior period adjustment is 25.1%.
- EPS after adjusting for extraordinary items is INR 2.97 as against INR 0.51 in Q4 15 and INR 3.02 in Q1 15.
- New contracts amounting to USD 13.65 Mn won during the quarter.
- Total headcount is increased from 4807 in Q4 15 to 4866 in Q1 16.



GEOMETRIC CONSOLIDATED PERFORMANCE FOR Q1 FY16



Income Statement Q-o-Q

(figures in INR millions)

Income Statement	Q1 16	Q4 15	Q1 15	Var (QoQ)	Var (YoY)
Operating Revenue (in USD millions)	46.80	42.92	44.96	9.0%	4.1%
Exchange Rate	63.58	62.42	59.79		
Operating Revenue	2,975.55	2,679.00	2,688.45	11.1%	10.7%
Cost Of Revenue (COR)	2,071.79	1,938.68	1,732.27	6.9%	19.6%
Contribution	903.76	740.32	956.18	22.1%	-5.5%
Contribution as % of Operating Revenue	30.4%	27.6%	35.6%		
Sales & Marketing (S&M) Expense	171.52	171.95	161.81	-0.3%	6.0%
General & Administrative (G&A) Expense	448.66	429.90	367.72	4.4%	22.0%
Interest and bank charges	8.71	9.26	8.02	-6.0%	8.6%
Depreciation and Lease Rental	84.93	83.26	85.44	2.0%	-0.6%
Operating Profit	189.95	45.95	333.19	313.4%	-43.0%
Operating Profit as % of Operating Revenue	6.4%	1.7%	12.4%		
Other Income	142.85	40.62	31.97	251.6%	346.8%
Profit Before Tax	332.79	86.57	365.16	284.4%	-8.9%
PBT as % of Operating Revenue	11.2%	3.2%	13.6%		
EBITDA	416.05	177.80	463.80	134.0%	-10.3%
EBITDA as % of Operating Revenue	14.0%	6.6%	17.3%		
Tax	83.60	43.97	131.93	90.1%	-36.6%
Minority Interest	57.92	52.00	52.94	11.4%	9.4%
Profit After Tax (for the period)	191.27	(9.40)	180.29	-2133.8%	6.1%
PAT as % of Operating Revenue	6.4%	-0.4%	6.7%		
Prior Period Adjustments	0.00	42.32	11.78		
Adjusted Profit After Tax	191.27	32.92	192.08	481.1%	-0.4%
PAT as % of Operating Revenue	6.43%	1.23%	7.14%		
EPS	2.97	0.51	3.02	476.5%	-1.8%
Non-recurring items					
Add: Prior period reconciliation	0.00	(42.32)	(11.78)		
Add: Consultant Fees	40.14	21.57	0.00		
EPS (adjusted for non-recurring items)	3.59	0.19	2.83	1786.8%	26.6%

Balance Sheet Summary

(figures in INR millions)

Sources of Funds	Q1 16	Q4 15	Q1 15
Shareholder's Funds			
Share Capital	129.07	128.86	127.47
Share Application Money	3.85	0.65	1.20
Reserves & Surplus	4,017.47	3,949.26	3,481.05
Non-Current Liabilities	101.36	125.41	65.20
Current Liabilities	2,601.89	2,268.97	2,339.48
Minority Interest	913.70	944.52	828.10
Total	7,767.33	7,417.67	6,842.49
Applications of Funds	Q1 16	Q4 15	Q1 15
Non-Current Assets			
Fixed Assets	1,349.50	1,278.98	1,221.15
Goodwill on Conslidation	519.30	490.54	800.33
Other Non-Current Assets	639.26	430.08	342.86
Current Assets			
Current Investments	1,209.47	1,187.43	715.07
Trade Receivables	1,705.79	1,552.12	1,476.32
Cash and Cash Equivalents	684.77	539.57	698.62
Other Current Assets	1,659.24	1,938.94	1,588.14
Total	7,767.33	7,417.67	6,842.49

Balance sheet position as on period end

Reconciliation of Consolidated Income statement with Clause 41

(figures in INR millions)

		As per Clause 41 (Printed in the news papers)									Difference	
		2,976	2,093	74	626	159	9	333	84	58		191
		Revenue from operations	Employee benefits expense	Depreciation and amortisation expense	Other Expenses	Other Income	Finance costs	Profit/(Loss) from Ordinary Activities before tax	Tax Expense	Minority Interest in Net Profit of the Subsidiary Company	Net Profit/(Loss) after taxes and minority interest	
As per Investor Presentation												
As per Investors presentation	2,976	Operating Revenue	2,976									-
	2,072	Cost Of Revenue (COR)		1,911	9	152						-
	172	Sales & Marketing (S&M) Expense		139		32						-
	449	General & Administrative (G&A) Expense		138		310						-
	9	Interest and bank charges						9				-
	85	Depreciation and Lease Rental			66	19						-
	190	Operating Profit										-
	143	Other Income					143					-
	333	Profit Before Tax							333			-
	84	Tax								84		-
	58	Minority Interest									58	-
191	Profit After Tax (for the period)										191	-
	Difference	-	(96)	-	112	16	-	-	-	-	-	-
	Expnses clubbed in Manpower Cost under COR in Investor Presentation, however grouped in other expenses in Clause 41 (Sub contracting charges)		106		(106)							-
	Training Expenses in clause 41 booked under Manpower expenses, but in analyst PPT it is considered under other expenses		(10)		10							-
	Provision for doubtful debts written back considered as income in Clause 41, whereas, netted off with expenses in Investor Presentation				(16)	(16)						-
	Net Difference	-	-	-	-	-	-	-	-	-	-	-

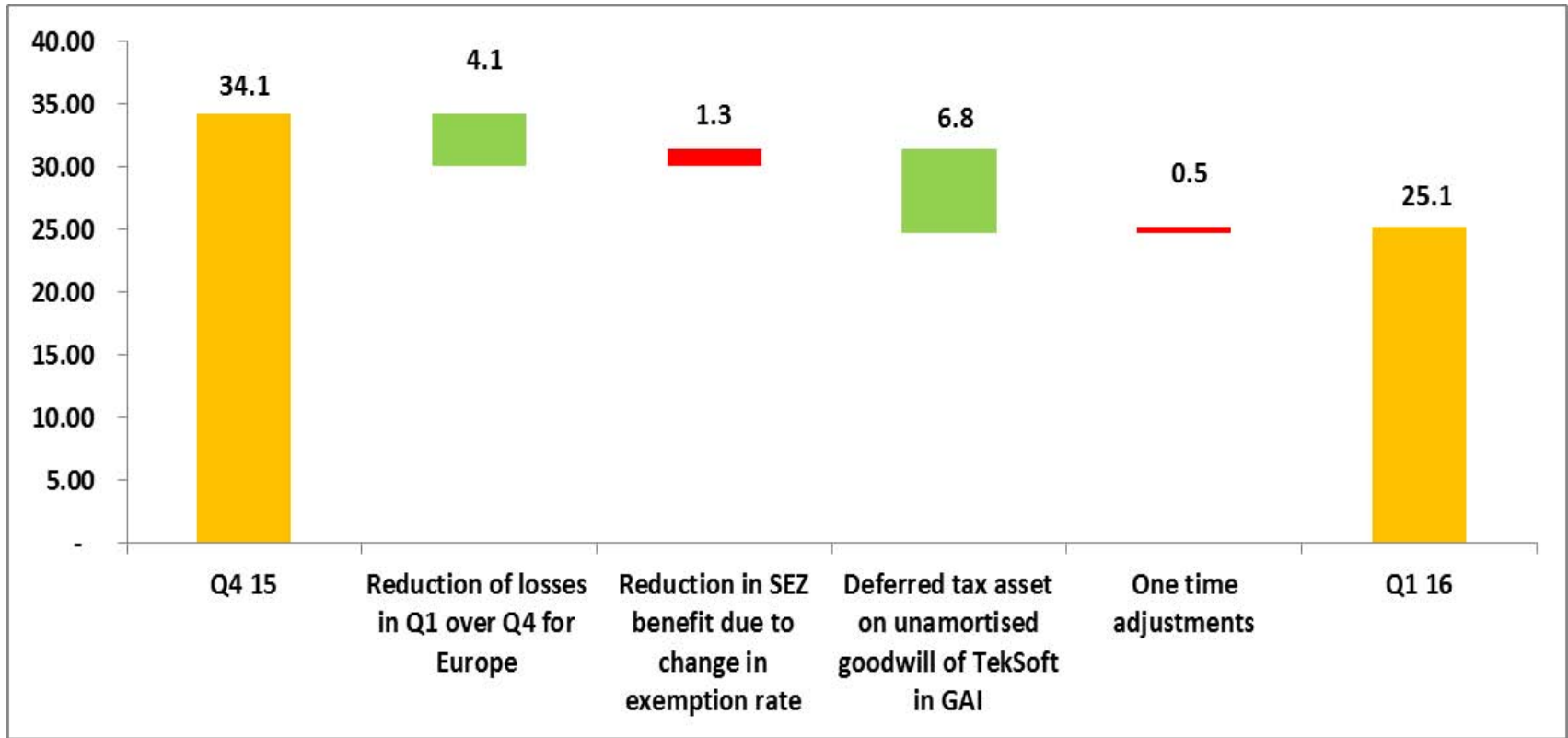
Other Income - Consolidated

(figures in INR millions)

Other Income	Q1 FY 16	Q4 FY 15	Q3 FY 15
Investment Income	14.39	12.87	11.89
Sundry balances w/back	0.74	1.56	0.00
Profit on Sale of Assets	0.31	0.74	0.44
Others	3.07	6.76	4.01
Total Income on Investment - (A)	18.50	21.94	16.34
MTM Gain/ (Loss)	(10.89)	39.04	2.73
Gain/ (Loss) on Realization of Debtors	163.25	13.89	62.52
Gain/ (Loss) on under hedging	(28.02)	(34.25)	(8.81)
Total Gain/(Loss) on Forex - (B)	124.34	18.69	56.44
Total Other Income (A+B)	142.85	40.62	72.78

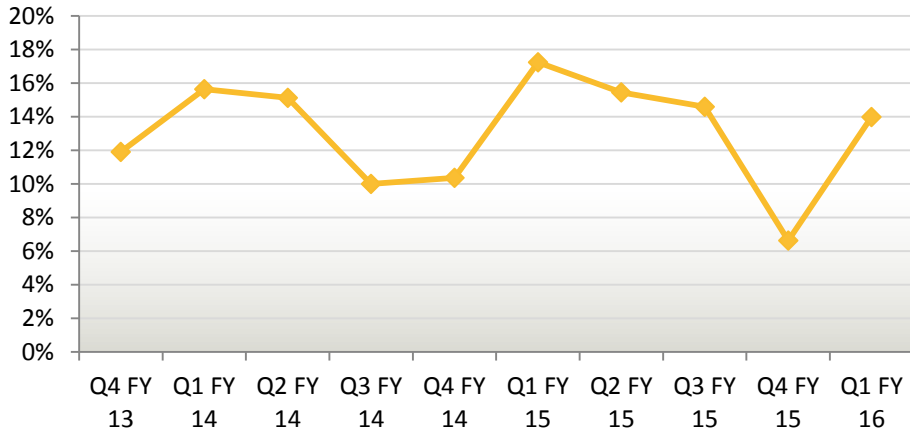
Tax Walk

All numbers are in %

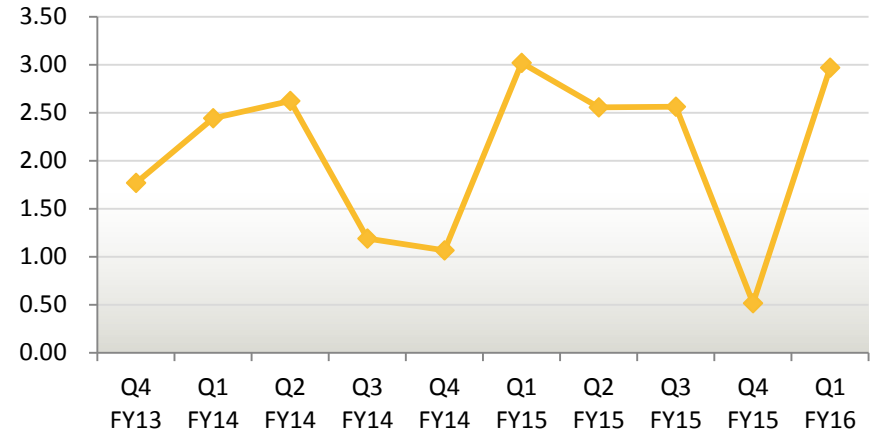


Profit Trends

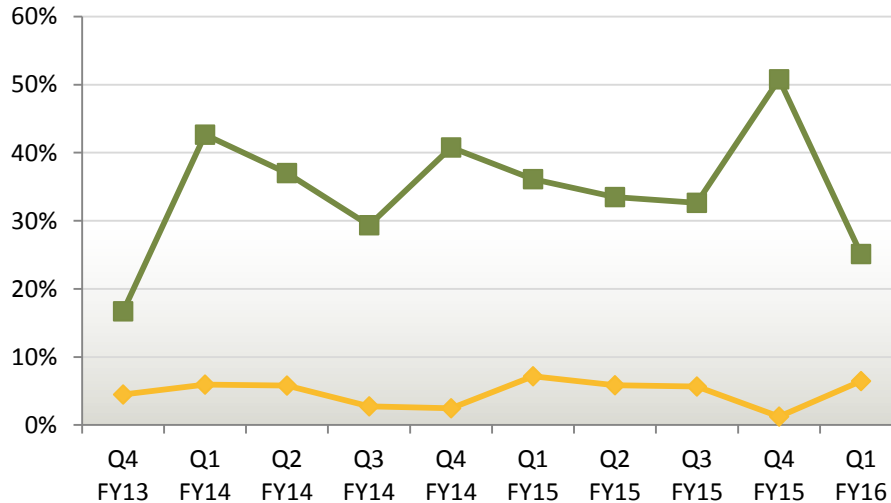
EBITDA as % of Revenue



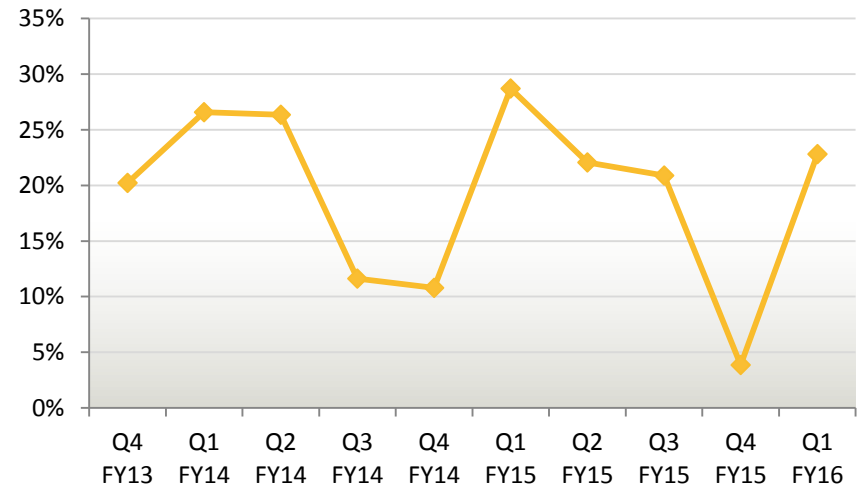
EPS (INR)



PAT as % of Revenue Tax as % of Profit



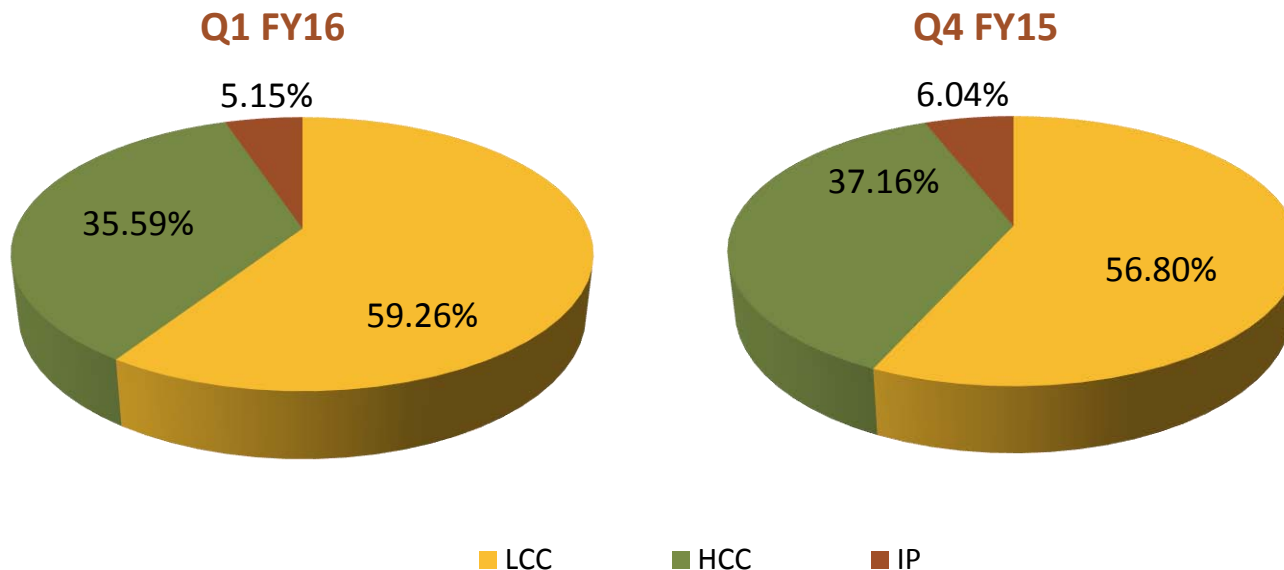
Return on Net Worth



Consolidated Revenue Analysis

(figures in INR millions)

Operating Revenues



Other Income	Q1 16	% of OPR	Q4 15	% of OPR	Q1 15	% of OPR
Investment Income	14.40	0.5%	12.89	0.5%	15.49	0.6%
Sale of Assets	0.37	0.0%	0.73	0.0%	0.27	0.0%
FX Gain/(Loss)	124.34	4.0%	18.69	0.7%	10.24	0.4%
Others	3.74	0.1%	8.32	0.3%	5.97	0.2%
Total	142.85	4.6%	40.62	1.5%	31.97	1.2%

**Onsite includes revenues in near shore centers in high cost countries.*

Consolidated Cost Analysis

(figures in INR millions)

Cost Of Revenue	Q1 16	% of OPR	Q4 15	% of OPR	Q1 15	% of OPR
Manpower	1,910.68	64.2%	1,759.78	65.7%	1,596.87	59.4%
Travel	60.39	2.0%	66.80	2.5%	51.23	1.9%
Software amortization	8.64	0.3%	19.33	0.7%	19.43	0.7%
Other Software	72.24	2.4%	67.40	2.5%	49.23	1.8%
Staff Welfare	13.80	0.5%	20.70	0.8%	10.42	0.4%
Data Communication	6.04	0.2%	4.66	0.2%	5.09	0.2%
Total	2,071.79	69.6%	1,938.68	72.4%	1,732.27	64.4%

S&M Expense	Q1 16	% of OPR	Q4 15	% of OPR	Q1 15	% of OPR
Manpower	139.21	4.7%	127.83	4.8%	125.00	4.6%
Travel	17.08	0.6%	20.61	0.8%	12.60	0.5%
Other Business Expenses	15.23	0.5%	23.51	0.9%	24.22	0.9%
Total	171.52	5.8%	171.95	6.4%	161.81	6.0%

Consolidated Cost Analysis contd....

(figures in INR millions)

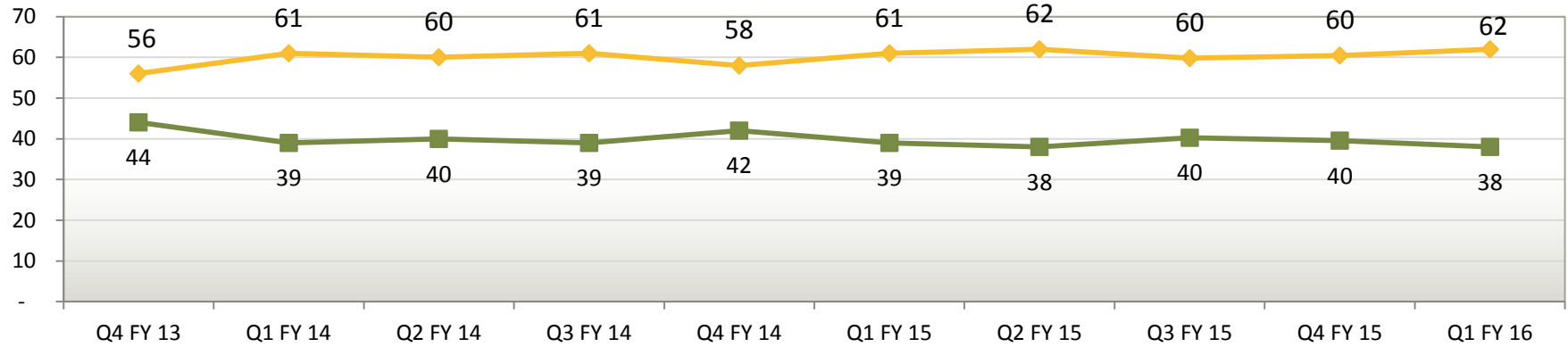
G&A Expense	Q1 16	% of OPR	Q4 15	% of OPR	Q1 15	% of OPR
Manpower	138.49	4.7%	139.68	5.2%	127.52	4.7%
Travel	10.67	0.4%	15.45	0.6%	11.38	0.4%
Facility	106.71	3.6%	97.77	3.6%	92.13	3.4%
Recruitment	9.37	0.3%	18.26	0.7%	15.18	0.6%
Training	10.17	0.3%	8.67	0.3%	5.17	0.2%
Communication & Information System	12.35	0.4%	13.46	0.5%	11.91	0.4%
Insurance	4.08	0.1%	2.56	0.1%	3.17	0.1%
Legal & Professional	85.14	2.9%	66.85	2.5%	47.65	1.8%
Bad Debts	6.97	0.2%	(2.65)	-0.1%	(1.91)	-0.1%
Others	64.72	2.2%	69.84	2.6%	55.53	2.1%
Total	448.66	15.1%	429.90	16.0%	367.72	13.7%

Depreciation & Lease Rentals	Q1 16	% of OPR	Q4 15	% of OPR	Q1 15	% of OPR
Facility Depreciation	19.76	0.7%	21.68	0.8%	18.66	0.7%
Non-facility Depreciation	46.15	1.6%	40.95	1.5%	52.52	2.0%
Lease Rentals	19.01	0.6%	20.62	0.8%	14.25	0.5%
Total	84.93	2.9%	83.26	3.1%	85.44	3.2%

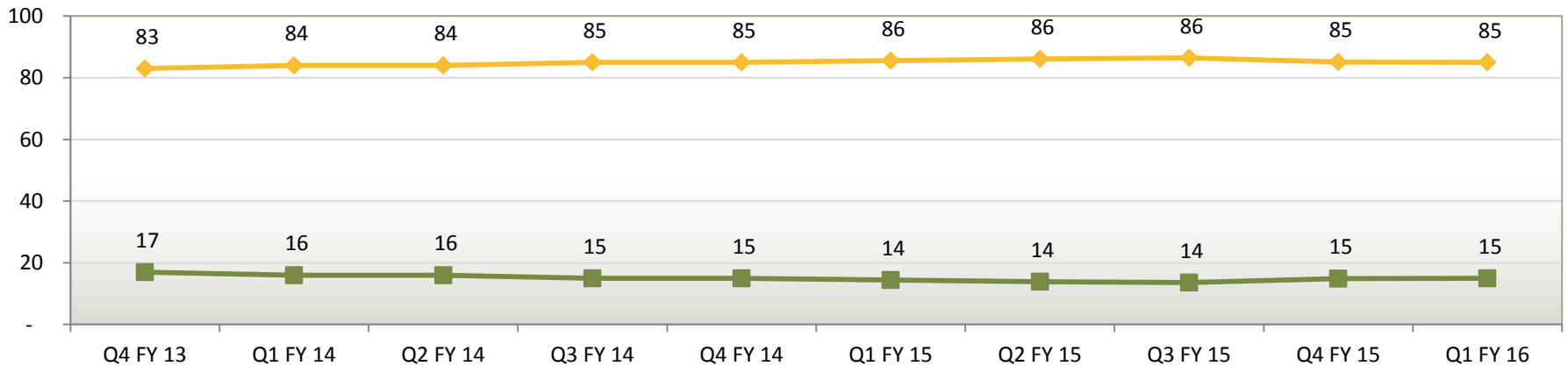
Offshore Leverage

(in % terms)

By Revenue



By Effort

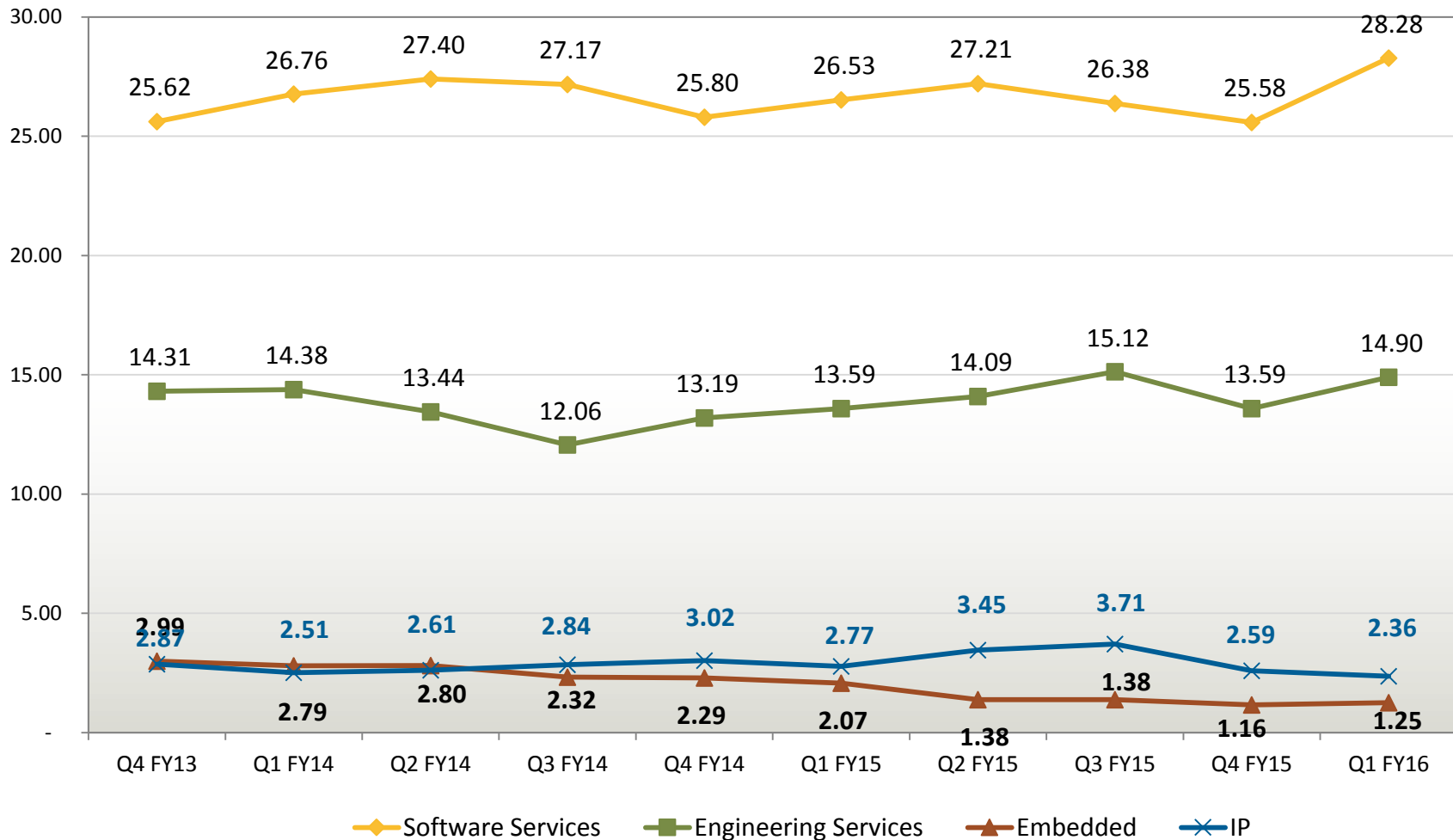


—◆— LCC —■— HCC

Revenue Break up above excludes IP.

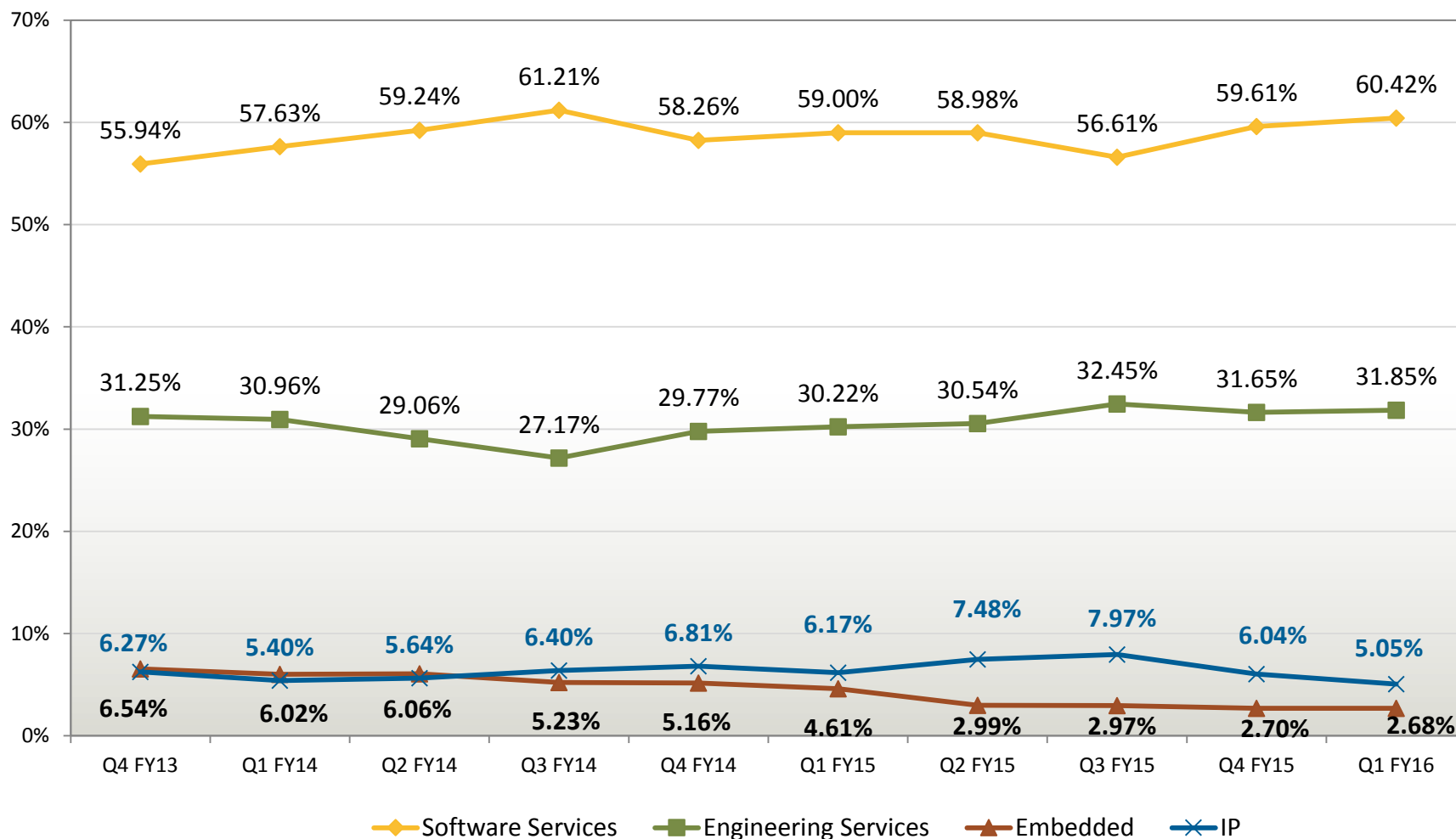
Service Lines – Revenue Distribution

(figures in USD millions)



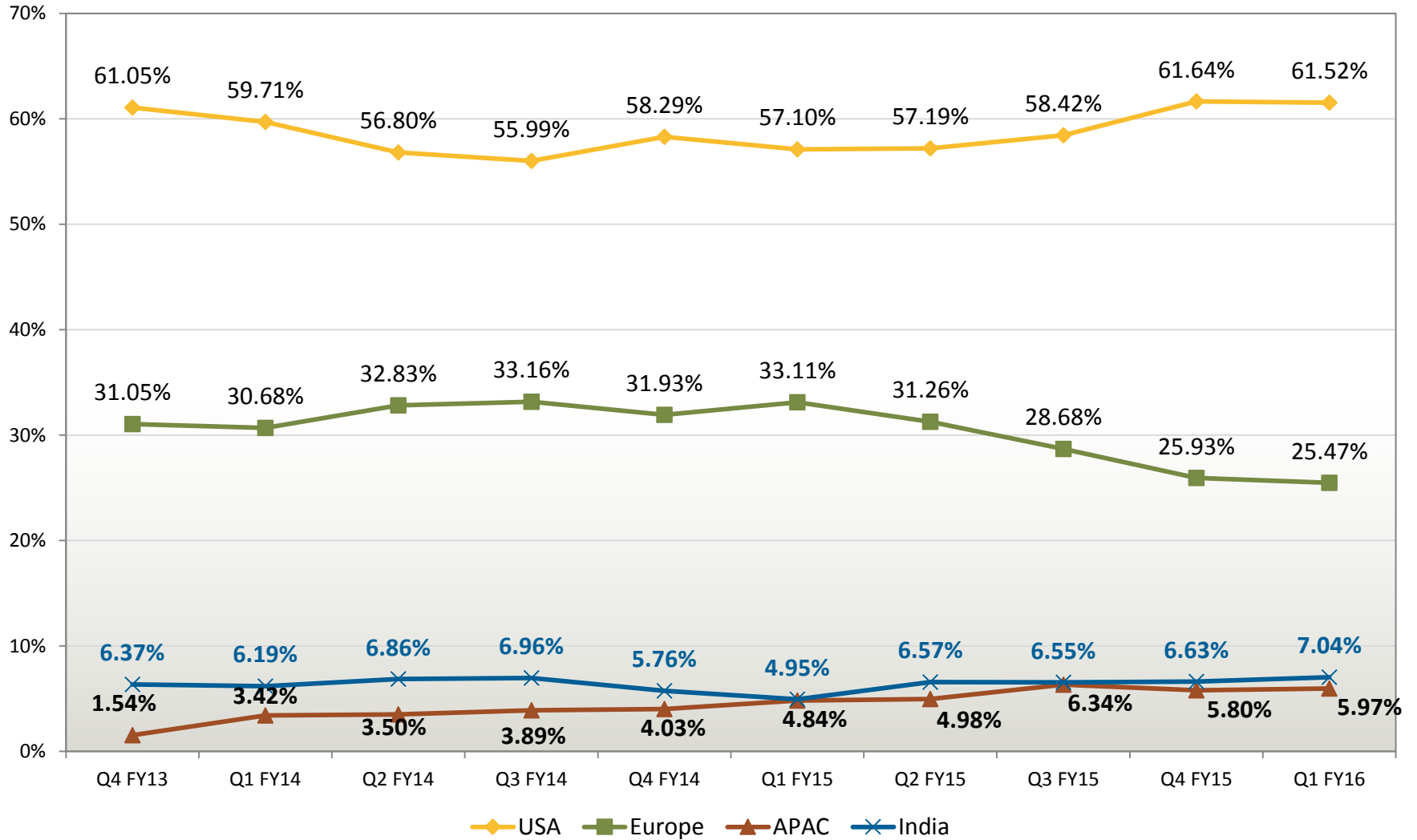
Revenues shown as products in the previous quarters, are now being referred to as IP

Service Lines - Revenue Distribution as % of total



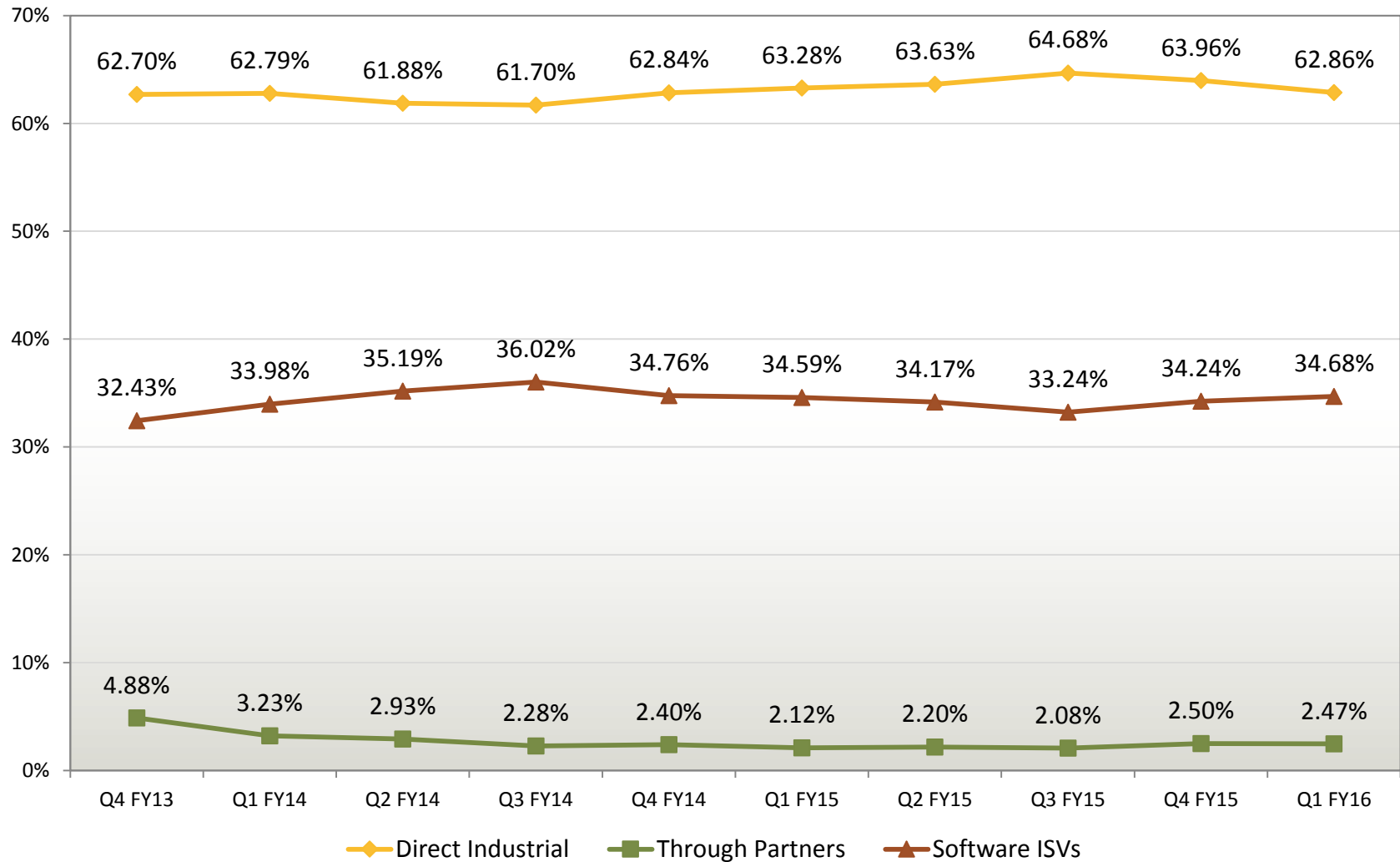
** Revenues shown as products in the previous quarters, are now being referred to as IP*

Regions



* previous period figures reinstated wherever classification changes to make it comparable

Customer Segments



Customer Analysis

Revenue (%)	Q1 16	Q4 15	Q1 15
Top 1	29%	29%	29%
Top 5	58%	57%	51%
Top 10	73%	70%	66%
Number of customers with more than 5% revenue contribution	5	4	3

Clients	Q1 16	Q4 15	Q1 15
> \$ 10 million	4	3	3
\$5 - \$10 million	4	3	3
\$1 - \$5 million	16	19	22
< \$1 million	36	38	31

Clients	Q1 16	Q4 15	Q1 15
Total number of active clients	60	63	59
Number of new clients added	1	-	2

Total number of active Clients refers to number of clients against whom revenue recognition happened during the Quarter

Deal Analysis

Order Book (USD million)	Q1 16	Q4 15	Q1 15
New deals won	13.65	9.40	8.08

New Deal Analysis – Q1 16 (USD million)	US	Europe	APAC	India	Total
Engineering Services	6.34	0.04	0.51	0.45	7.34
Software Services	3.57	1.71	0.74	0.17	6.19
Embedded	0.03	0.00	0.09	0.00	0.12
Products	0.00	0.00	0.00	0.00	0.00
Total	9.93	1.75	1.34	0.62	13.65

Business Highlights

Business Highlights

- Appointed Rajiv Salkar as the Global Head of Sales
- Launched CAMWorks® Costing, which simplifies and standardizes the estimation process for machine shops
- Released DFMPPro® version 4.0 for NX™

Key Wins

- Won a large application management services contract with a leading aerospace OEM in North America
- Signed a deal with a major Automotive OEM for our 3D CAD viewer, Glovius® in Japan
- Entered into a manufacturing engineering contract with automotive major in North America
- Awarded a software development engagement with a key PLM ISV
- Won an Engineering services project with a leading Industrial & Heavy Equipment OEM
- Signed a new PLM services deal with a leading European car manufacturer
- Added a new global FMCG OEM for a plant engineering project in India

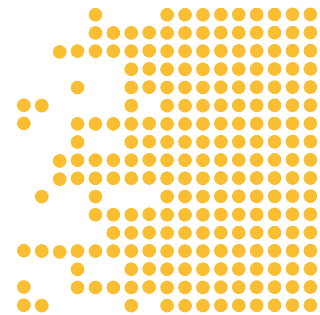
Key Financial Data

Parameter	Q1 16	Q4 15	Q1 15
CAPEX (INR million)	138.08	109.37	315.49
DSO	53	54	51
% Tax	25.1%	50.8%	36.1%

Outstanding Loans	Q1 16	Q4 15	Q1 15
Working Capital Loan (USD million)	6.55	6.39	5.11
PCFC Loan (USD million)	3.00	3.00	3.00



OPERATIONS & HR DATA Q1 FY16



Operational Parameters

GL Consolidated

Project Type (%)			
Revenue (%)	Q1 16	Q4 15	Q1 15
Time & Material	86.7%	84.4%	87.5%
Fixed Price	13.3%	15.6%	12.5%

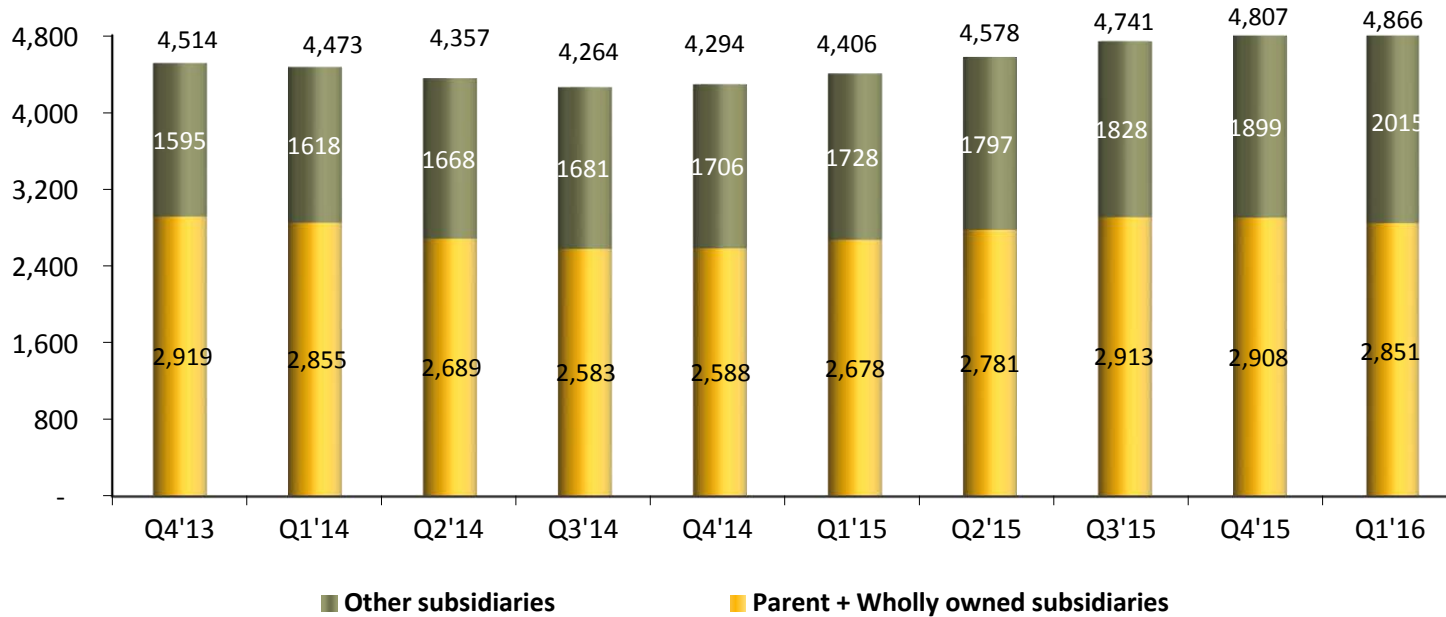
GL Consolidated excluding 3D PLM

Project Type (%)			
Revenue (%)	Q1 16	Q4 15	Q1 15
Time & Material	81.6%	78.2%	82.4%
Fixed Price	18.4%	21.8%	17.6%

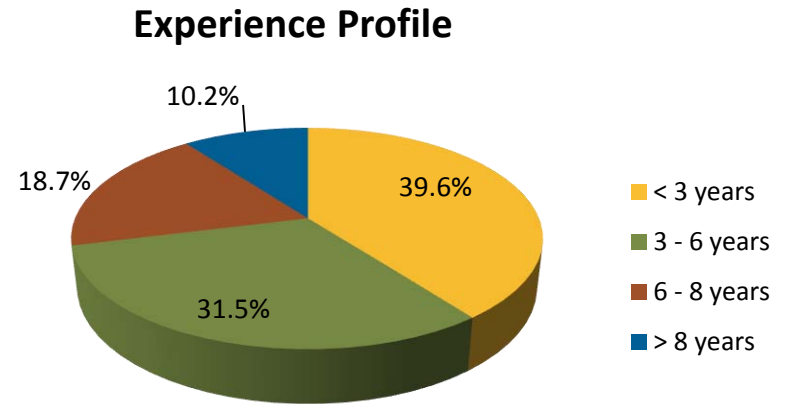
Utilization (%)			
	Q1 16	Q4 15	Q1 15
Hourly Utilization	78.4%	75.1%	77.5%

- Formula for Utilization calculation is $\text{Billable hours} / \text{Planned Hours}$
 - Planned Hours excludes leave taken by employee and company holidays.

Employee Base

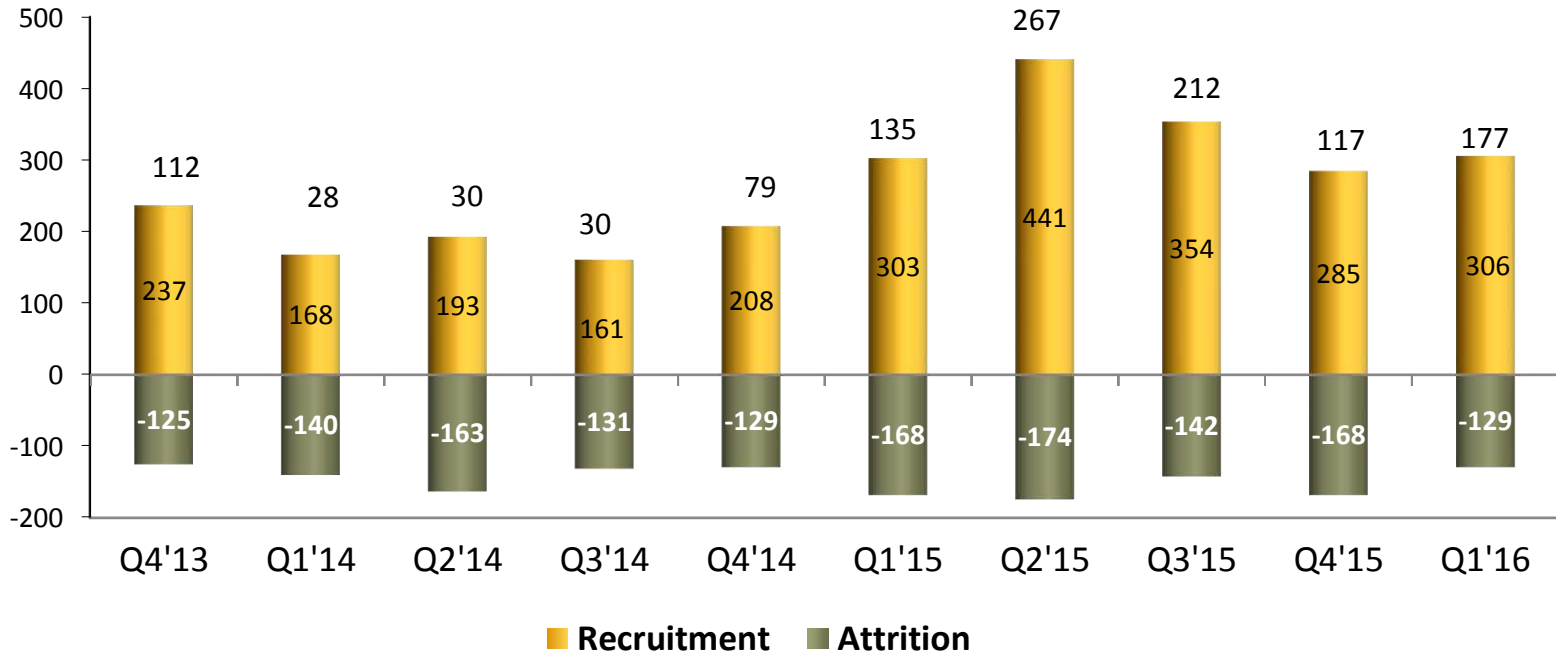


Headcount	Q1 16	Q4 15	Q1 15
Delivery	4,463	4,392	4,019
Operations Support	59	68	58
Sales	32	39	42
Corporate Functions	312	308	287
Total	4,866	4,807	4,406

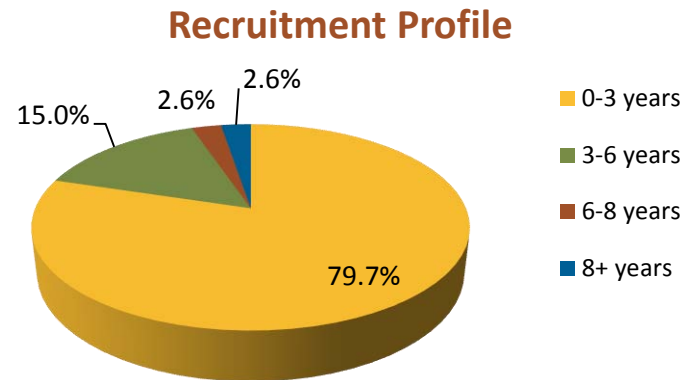


All numbers as of end of period

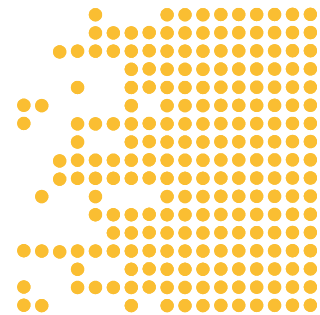
Recruitment and Attrition Analysis



Period	Attrition (%)
Q1 16	10.9%
Q4 15	13.8%
Q1 15	16.1%



GEOMETRIC EXCL 3DPLM PERFORMANCE FOR Q1 FY16



Income Statement Q-o-Q

(figures in INR millions)

Income Statement	Q1 16	Q4 15	Q1 15	Var (QoQ)	Var (YoY)
Operating Revenue (in USD millions)	33.99	31.45	32.82	8.1%	3.5%
Exchange Rate	63.62	62.50	59.81		
Operating Revenue	2,162.31	1,965.63	1,963.30	10.0%	10.1%
Cost Of Revenue (COR)	1,561.91	1,490.60	1,304.94	4.8%	19.7%
Contribution	600.39	475.03	658.36	26.4%	-8.8%
Contribution as % of Operating Revenue	27.8%	24.2%	33.5%		
Sales & Marketing (S&M) Expense	171.23	171.95	161.81	-0.4%	5.8%
General & Administrative (G&A) Expense	329.24	337.00	287.88	-2.3%	14.4%
Interest and bank charges	8.31	8.62	7.89	-3.6%	5.3%
Depreciation and Lease Rental	31.66	30.39	30.99	4.2%	2.2%
Operating Profit	59.96	(72.93)	169.79	-182.2%	-64.7%
Operating Profit as % of Operating Revenue	2.8%	-3.7%	8.6%		
Other Income	58.21	(45.24)	7.23	-228.7%	705.6%
Profit Before Tax	118.17	(118.17)	177.01	-200.0%	-33.2%
PBT as % of Operating Revenue	5.5%	-6.0%	9.0%		
EBITDA	147.24	(80.41)	221.23	-283.1%	-33.4%
EBITDA as % of Operating Revenue	6.8%	-4.1%	11.3%		
Tax	9.10	(36.96)	69.82	-124.6%	-87.0%
Profit After Tax (for the period)	109.08	(81.21)	107.19	-234.3%	1.8%
PAT as % of Operating Revenue	5.0%	-4.1%	5.5%		
Prior Period Adjustments	0.00	0.00	11.78		
Adjusted Profit After Tax	109.08	(81.21)	118.97	-234.3%	-8.3%
PAT as % of Operating Revenue	5.0%	-4.1%	6.1%		
EPS	1.69	(1.27)	1.87	-233.2%	-9.6%
Non-recurring items					
Add: prior period reconciliation	0.00	0.00	(11.78)		
Add: Consultant Fee	40.14	21.57	0.00		
EPS (adjusted for non-recurring items)	2.31	(0.93)	1.68	-348.2%	37.3%

Other Income – Geometric excl 3DPLM

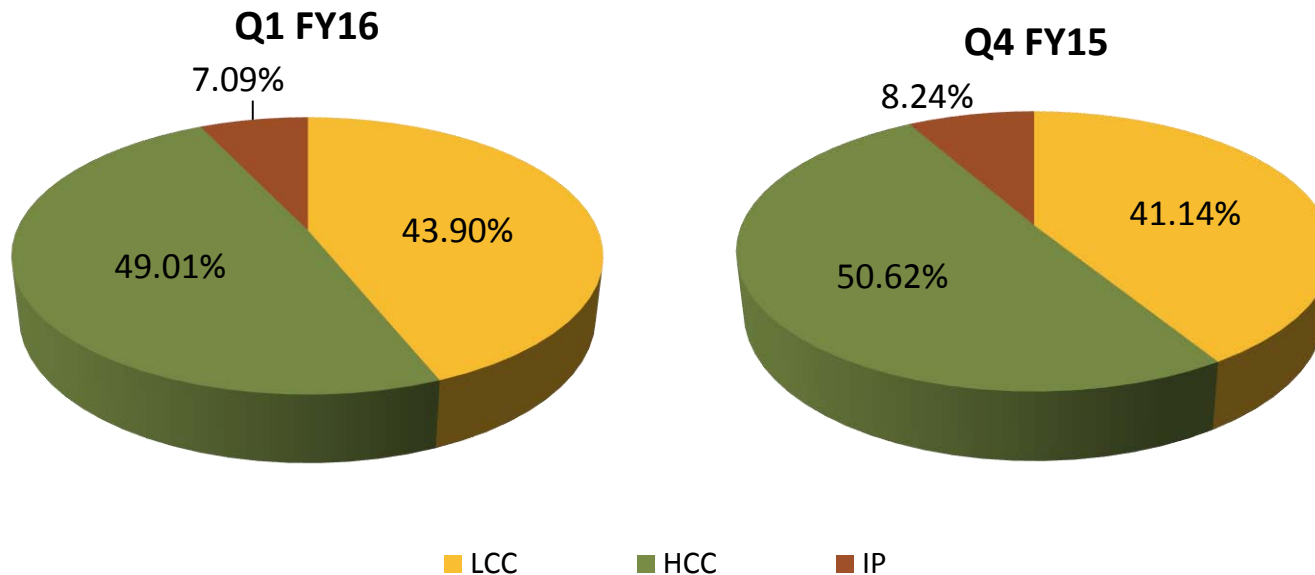
(figures in INR millions)

Other Income	Q1 FY 16	Q4 FY 15	Q3 FY 15
Investment Income	6.32	5.99	6.64
Sundry balances w/back	0.74	0.00	0.00
Profit on Sale of Assets	0.05	-	-
Others	0.51	5.56	3.92
Total Income on Investment - (A)	7.62	11.55	10.56
MTM Gain/ (Loss)	(0.98)	15.90	(0.34)
Gain/ (Loss) on Realization of Debtors	57.02	(47.42)	24.33
Gain/ (Loss) on under hedging	(5.45)	(25.27)	(3.79)
Total Gain/(Loss) on Forex - (B)	50.59	(56.79)	20.20
Total Other Income (A+B)	58.21	(45.24)	30.76

Operating Revenue Analysis

(figures in INR millions)

Operating Revenues



Other Income	Q1 16	% of OPR	Q4 15	% of OPR	Q1 15	% of OPR
Investment Income	6.32	0.3%	5.99	0.3%	4.07	0.2%
Sale of Assets	0.05	0.0%	0.00	0.0%	0.00	0.0%
FX Gain/(Loss)	50.59	2.3%	-56.79	-3.0%	-0.81	0.0%
Others	1.25	0.1%	5.56	0.3%	3.96	0.2%
Total	58.21	2.6%	(45.24)	-2.4%	7.23	0.4%

**Onsite includes revenues in near shore centers in high cost countries*

Cost Analysis

(figures in INR millions)

Cost Of Revenue	Q1 16	% of OPR	Q4 15	% of OPR	Q1 15	% of OPR
Manpower	1,413.36	65.4%	1,329.12	67.6%	1,178.03	60.0%
Travel	58.28	2.7%	62.93	3.2%	49.04	2.5%
Software amortization	8.11	0.4%	19.20	1.0%	19.41	1.0%
Other Software	70.38	3.3%	66.27	3.4%	46.95	2.4%
Staff Welfare	5.90	0.3%	8.58	0.4%	6.43	0.3%
Data Communication	5.88	0.3%	4.51	0.2%	5.08	0.3%
Total	1,561.91	72.2%	1,490.60	75.8%	1,304.94	66.5%

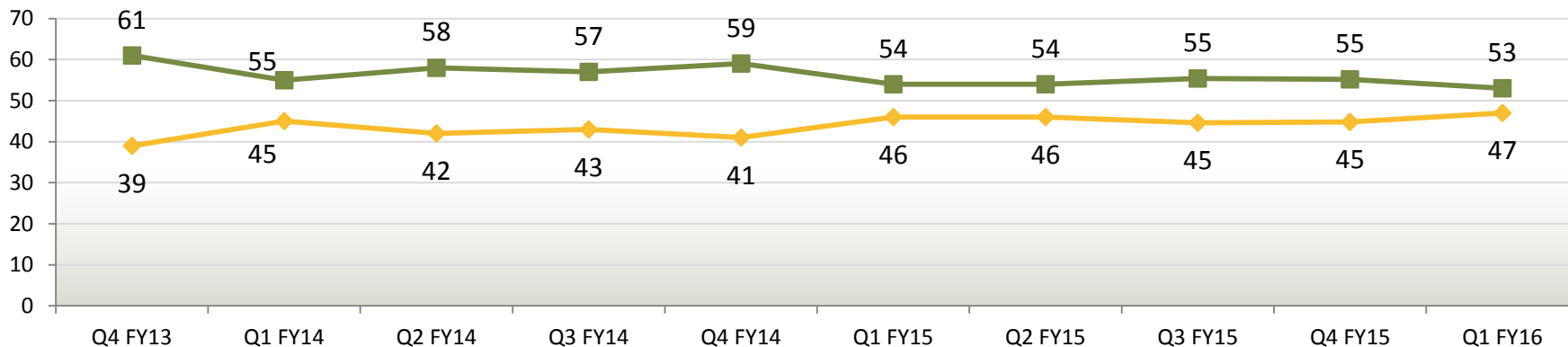
G&A Expense	Q1 16	% of OPR	Q4 15	% of OPR	Q1 15	% of OPR
Manpower	118.24	5.5%	123.74	6.3%	112.06	5.7%
Travel	7.89	0.4%	11.01	0.6%	8.62	0.4%
Facility	60.53	2.8%	60.53	3.1%	59.77	3.0%
Recruitment	8.54	0.4%	15.91	0.8%	14.03	0.7%
Training	8.61	0.4%	5.65	0.3%	3.37	0.2%
Communication & Information System	11.32	0.5%	12.00	0.6%	11.10	0.6%
Insurance	3.20	0.1%	1.72	0.1%	2.15	0.1%
Legal & Professional	78.99	3.7%	63.97	3.3%	44.40	2.3%
Bad Debts	6.97	0.3%	(2.65)	-0.1%	(1.92)	-0.1%
Others	24.95	1.2%	45.12	2.3%	34.31	1.7%
Total	329.24	15.2%	337.00	17.1%	287.88	14.7%

Depreciation & Lease Rentals	Q1 16	% of OPR	Q4 15	% of OPR	Q1 15	% of OPR
Facility Depreciation	7.64	0.4%	8.29	0.4%	5.26	0.3%
Non-facility Depreciation	5.00	0.2%	1.66	0.1%	11.65	0.6%
Lease Rentals	19.01	0.9%	20.44	1.0%	14.07	0.7%
Total	31.66	1.5%	30.39	1.5%	30.99	1.6%

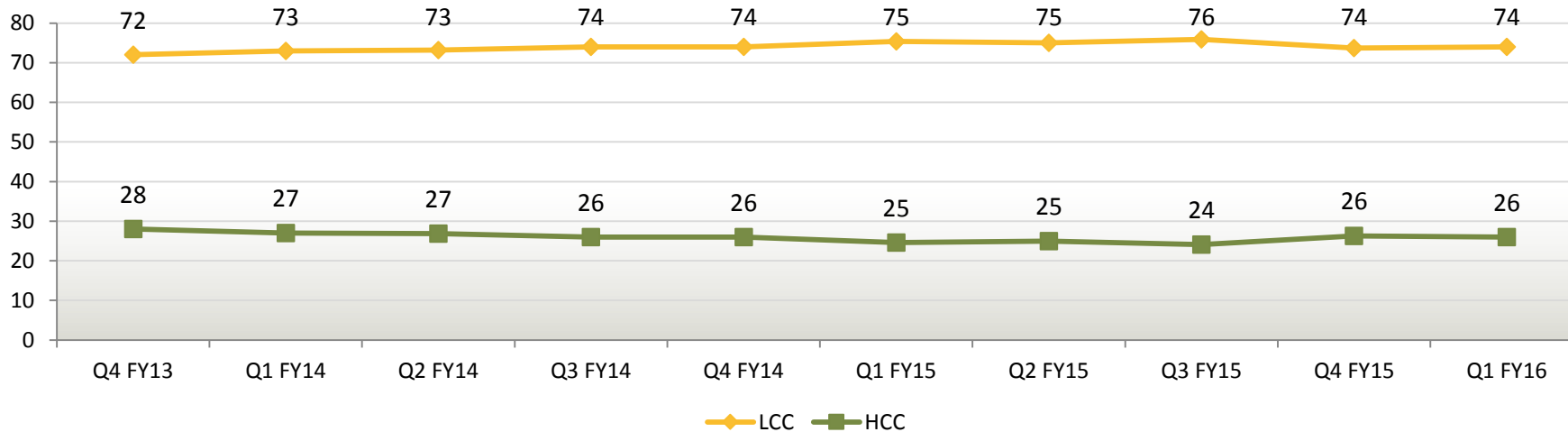
Offshore Leverage

(in % terms)

By Revenue



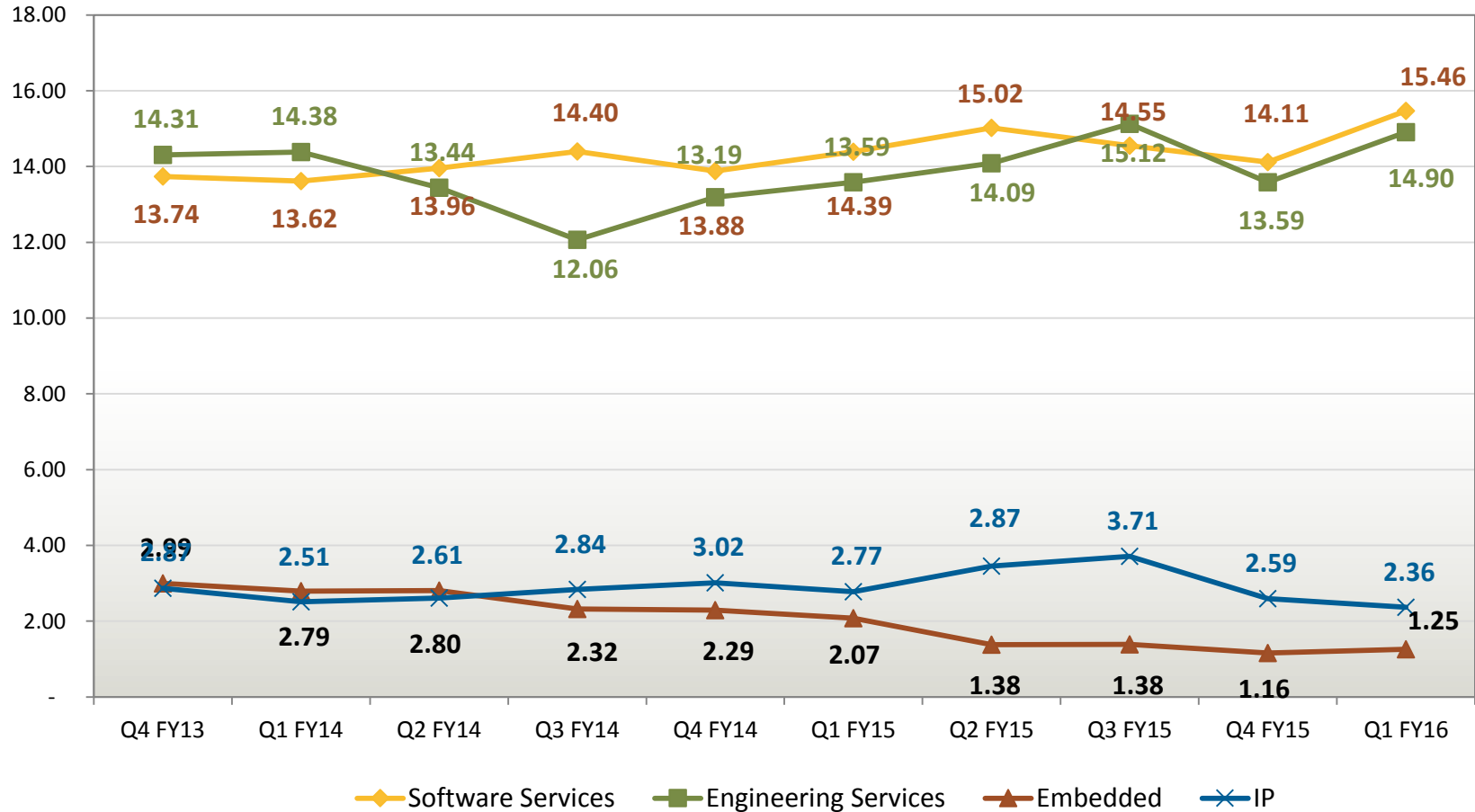
By Effort



Revenue Break up above excludes IP.

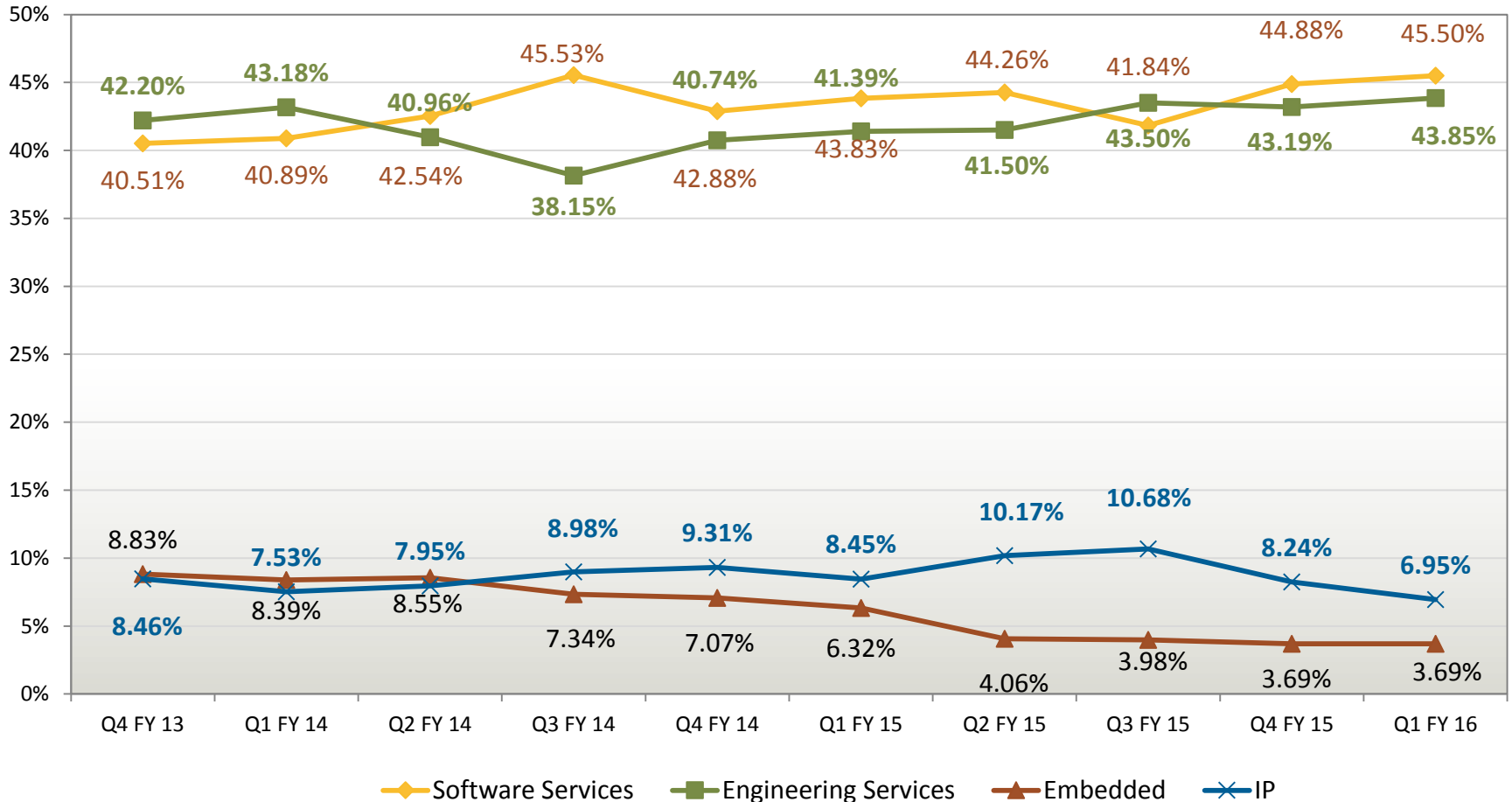
Service Lines – Revenue Distribution

(figures in USD millions)



* Revenues shown as products in the previous quarters, are now being referred to as IP

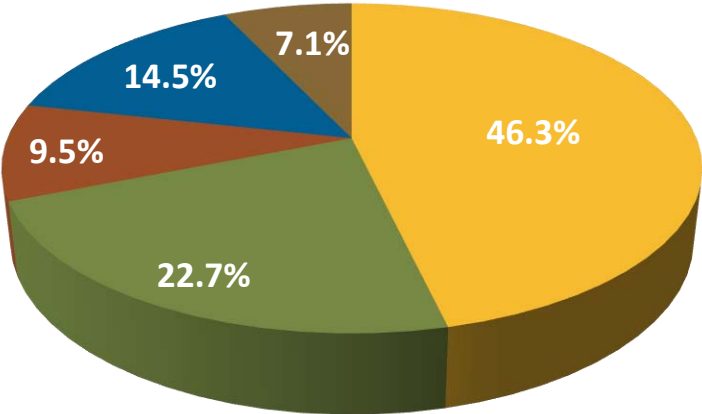
Service Lines - Revenue Distribution as % of total



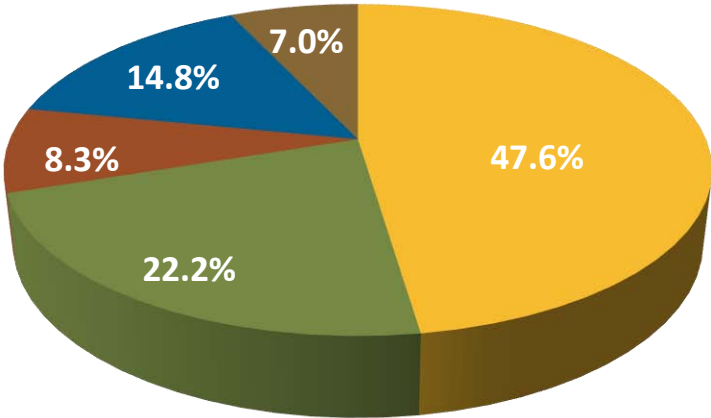
**** Revenues shown as products in the previous quarters, are now being referred to as IP**

Revenue Breakup by Verticals

Q1 16



Q4 15



■ Automotive
 ■ Industrial
 ■ Aerospace
 ■ E & S
 ■ IP

Vertical (%)	Q1 16	Q4 15
Automotive	46.3%	47.6%
Industrial	22.7%	22.2%
Aerospace	9.5%	8.3%
E & S	14.5%	14.8%
IP	7.1%	7.0%

Vertical break-up excludes 3D PLM BU revenue

Business Analysis Q1 FY 16

Verticals	Automotive	Industrial	Aerospace	E&S	IP
Revenue (\$ Mn)	15.80	7.73	3.12	4.20	2.54
CM %	27.1%	18.4%	31.3%	43.7%	40.7%
OP %	3.0%	-6.3%	-2.0%	19.3%	1.2%
PBT %	3.4%	-5.9%	-1.6%	19.7%	1.6%

Verticals	Software Services	Engineering Services	Embedded
Revenue (\$ Mn)	16.94	15.10	1.19
CM %	38.7%	19.2%	2.9%
OP %	10.9%	-5.6%	-24.2%
PBT %	11.3%	-5.2%	-23.7%

- Analysis has been done assuming a constant currency & manpower cost has been taken at standard cost
- Software Services includes IP

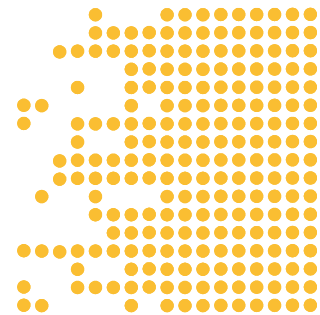
Key Financial Data

Forward Contracts	Q1-16	Q4-15	Q3-15
Forward Cover > 90 Days(USD Mn)	21.49	20.70	18.94
Forward cover < 90 Days(USD Mn)	6.99	5.02	6.09
Total (USD Mn)	28.48	25.72	25.02
Forward Cover > 90 Days(EUR Mn)	2.91	2.64	2.54
Forward Cover < 90 Days(EUR Mn)	1.39	1.26	1.43
Total (EUR Mn)	4.30	3.90	3.97
USD			
Average Rate	68.75	68.21	67.62
> 90 Days(USD Mn)	21.49	20.70	18.94
Average Rate	66.13	63.99	62.44
< 90 Days(USD Mn)	6.99	5.02	6.09
EUR			
Average Rate	76.51	79.14	84.19
> 90 Days(EUR Mn)	2.91	2.64	2.54
Average Rate	79.07	83.61	88.43
< 90 Days(EUR Mn)	1.39	1.26	1.43
MTM on Forward Cover > 90 Days (INR Mn)	21.53	31.25	12.61
MTM on Forward covers < 90 Days (INR Mn)	12.49	3.80	(8.11)
Total (INR Mn USD-INR)*	34.02	35.04	4.50
MTM on Forward Cover > 90 Days (INR Mn)	5.45	22.04	10.08
MTM on Forward covers < 90 Days (INR Mn)	9.60	19.43	15.70
Total (INR Mn EUR-INR)*	15.05	41.47	25.78
*Closing spot rate for calculating MTM USD-INR	63.73	62.38	63.30
*Closing spot rate for calculating MTM EUR-INR	71.34	67.39	76.99



GENERAL INFORMATION

Q1 FY16



Conference Call Details

- Q1 FY16 Results Conference Call is scheduled on **Tuesday, July 28, 2015 at 10:30 hrs IST**
- Geometric will be represented by
 - Mr. Manu Parpia, MD & CEO
 - Mr. Shashank Patkar, CFO
- Dial-in details

Location	Access Number
Primary Access Number	+91.22.39600622
Secondary Access Number	+91.22. 67465822
Non-India Toll Free Numbers	
USA	+1.866.7462133
UK	0.808.1011573
Singapore	800.1012045
Hong Kong	800.964448

About Geometric

About Geometric

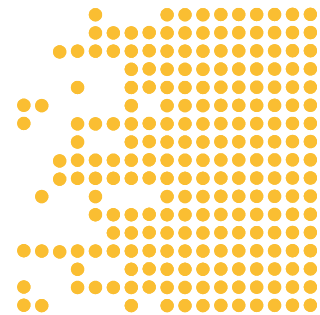
Geometric is a specialist in the domain of engineering solutions, services and technologies. Its portfolio of Global Engineering services, Product Lifecycle Management (PLM) solutions, Embedded System solutions, and Digital Technology solutions enables companies to formulate, implement, and execute global engineering and manufacturing strategies aimed at achieving greater efficiencies in the product realization lifecycle.

Listed on the Bombay and National stock exchanges in India, the company recorded consolidated revenues of Rupees 11.05 billion (US Dollars 180.61 million) for the year ended March 2015. It employs over 4800 people across 13 global delivery locations in the US, France, Germany, Romania, India, and China. Geometric has been assessed at Maturity Level 3 for CMMI 1.3- Development and CMMI 1.3-Services for its Software and Engineering Services business units and is ISO 9001:2008 certified for engineering operations. The company's operations are also ISO 27001:2005 certified.

The copyright/ trademarks of all products referenced herein are held by their respective companies.

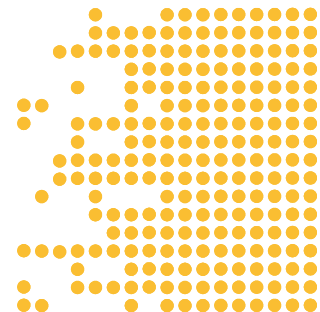
For more information, please contact: investor-relations@geometricglobal.com

END OF PRESENTATION





INTERPRETATION GUIDE FOR REPORTED DATA



Guide 1

Slide #	Item	Explanation
10,33	Income Statement	<p>Income statement provided is in the MIS format. MIS format is different from the income statement published as part of financial results in terms of grouping of cost elements.</p> <p>Key differences to be noted are as follows:</p> <ol style="list-style-type: none"> 1. MIS format breaks-up operating costs as COR, S&M and G&A 2. Depreciation line item in MIS format also includes the lease rentals for computing hardware (CAPEX equivalent) and excludes software depreciation which is clubbed under software expenses in COR 3. FX gain/(loss) is grouped under Other Income in MIS format as against operating cost in financials. <p>For EBITDA calculation, amortization software has been added and lease rentals have been reduced in depreciation</p>
19,37	HCC & LCC	<p>HCC: Delivery from high cost country LCC: Delivery from low cost country</p>
16,35	Investment Income	Investment income includes dividend from mutual funds, interest earned on bank deposits and profit on sale of mutual fund investments.
17,18,36	Manpower	Manpower costs in MIS exclude staff welfare, but include mediclaim and group insurance cost and Subcontracting vis-à-vis personnel costs in financials

Guide 2

Slide #	Item	Explanation
17,18,36	Travel	Reimbursement of travel expenses are grouped under travel expenses while the same has been grouped under other expenses in financial result advertisement
18,36	Facility	Facility costs include rent and service charges, electricity charges, repairs and maintenance excluding that of EPABX and UPS
18,36	Facility Depreciation	Includes depreciation on leasehold land, building, electrical installations, office equipments and furniture and fixtures
18,36	Non-facility Depreciation	Primarily consists of depreciation on computing hardware
18,36	Lease Rentals	Includes lease rent paid for computing hardware
20,21,22, 23,24,38, 39,40	Revenue Analysis	Analysis reported is for USD operating revenue

Guide 3

Slide #	Item	Explanation
23	Customer Segments	Software ISV segment consists of S/W product companies giving us OPD business. Strategic Partner segment consists of S/W product and consulting companies engaging in PLM Solutions and Engineering Services business. Direct Industrial segment consists of industrial companies sourcing all types of services from Geometric.
24	Customer Revenue Analysis	Analysis reported is for USD operating revenue. Distribution is on the basis of annualized figures (i.e. quarterly revenue x 4).
25	Order Book	New deals won refers to new business wins with existing or new customers. This excludes ramp-up in or extension of existing contracts.
29	Project Type Revenue Analysis	Analysis reported is for USD operating revenue excluding Products and H/W reimbursement revenue.

Guide 4

Slide #	Item	Explanation
30	Employee Base	Employee headcount reported includes all permanent employees and non-permanent employees working on billed positions.
30	Experience Profile	Distribution reported is for all employees including sales and corporate support functions
31	Attrition	Only undesired attrition data is reported. Difference in the net addition reported on slide 34 and difference in headcount reported in slide 33 is on account of desired attrition. % Attrition reported is on an annualized basis.
27	DSO	DSO reported is on a quarterly basis
27	% Tax	Includes impact of FBT and deferred tax
27	CAPEX	Includes normal CAPEX and purchase value of leased computing hardware
27	Outstanding Loans	All FX loans are revalued at the end of the quarter based on the closing exchange rate



Note from the MD's Desk

I believe the current quarter's resumption of growth is not a 'flash in the pan'. In USD terms, we are on a path of modest consistent year on year growth every quarter. This is particularly relevant in the context of a substantial decline in the value of the Euro, which at this time last year was hovering around USD 1.35/ Euro.

In the quarter, after adding back the USD 1.5 Mn adjustment in Q4 FY15, we grew 5.4% in terms of USD and 7.3% in INR. More importantly, helped by some gains in currency movements, Geometric excluding 3DPLM swung from a loss of INR 16.9 Mn after tax, to a profit of INR 109 Mn. While there is no doubt we were helped by some gains in 'Other Income', the fact is that our contribution margins were flat compared to Q4 FY15 (even after adding back the revenue adjustment), and despite our having given our annual salary increases effective April 1st this year (last year they were effective 1st July).

We have taken a number of initiatives this quarter, which we believe will set the stage for a sustainable recovery in margins. While we gave employees salary revisions effective 1st April, we also took a number of tough calls, which will result in a certain amount of desired attrition. The impact of these decisions will be felt in the next two quarters. We are also pursuing efficiencies in operations both in the US and in India. To help us identify the areas of focus and then implement sustainable solutions, we have had to reach out to external consultants, whose cost will be reflected in the current and next two quarters. Nonetheless, we expect to improve our margins and therefore, our earnings, especially in the third quarter.

We have revamped our sales organization at the same time controlling our costs. Rajiv Salkar now heads Global Sales, and we also have a separate small organization whose role is to seek new accounts. In some cases, we have rationalized our coverage in line with the potential of the account. Both these steps, viz. Operations and Sales revamp will save us cost, and reduce our non-billable head count, while improving our effectiveness.

This was our first quarter with the new auditors. While it is still early days, I am pleased to report that with their help we are now improving our processes. We are also seeing benefits in our investment in our ERP revamp, as the teams understand the system better.

Thus, in the span of a quarter, we have taken drastic steps to reverse the decline in performance in a manner, whereby we can sustain the improvements we make. I believe our top management team, who have taken on many additional responsibilities, are highly motivated to execute and sustain the tough decisions we have taken.

Sincerely,

Manu Parpia
Managing Director & CEO