# UNITED STATES SECURITIES AND EXCHANGE COMMISSION 

## FORM 6-K

## REPORT OF FOREIGN ISSUER

Pursuant to Rule 13a-16 or 15d-16 of the Securities Exchange Act of 1934

# PATNI COMPUTER SYSTEMS LIMITED 

Akruti Softech Park , MIDC Cross Road No 21, Andheri (E) , Mumbai - 400 093, India<br>(Exact name of registrant and address of principal executive offices)

Indicate by check mark whether the registrant files or will file annual reports under cover Form 20-F or Form 40-F.
Form 20-F ý Form 40-F o

## Edgar Filing: Patni Computer Systems LTD - Form 6-K

Yes o No ý

If Yes is marked, indicate below the file under assigned to the registrant in connection with Rule 12g3-2(b):

## Edgar Filing: Patni Computer Systems LTD - Form 6-K

## Patni Computer Systems Limited

FAX TO SE

Registered Office : S-1A Irani Market Compound, Yerawada, Pune - 411 006, India.

Corporate Office : Akruti, MIDC Cross Road No 21, Andheri (E), Mumbai - 400 093, India.

Summary of Consolidated financial results of Patni Computer Systems Limited and its subsidiaries for the quarter ended 31
March 2008, prepared as per US GAAP

|  | USD in thousands except share data |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Quarter ended 31 March |  |  |  |  | $\begin{aligned} & \text { Year ended } 31 \\ & \text { December } \\ & 2007 \\ & \text { (Unaudited) } \end{aligned}$ |
|  |  | $\begin{gathered} 2008 \\ \text { (Unaudited) } \end{gathered}$ |  | $\begin{gathered} 2007 \\ \text { (Unaudited) } \end{gathered}$ |  |  |
| Revenues |  | 176,443 |  | 156,011 |  | 662,912 |
| Cost of revenues |  | 125,852 |  | 101,600 |  | 450,085 |
| Gross profit |  | 50,591 |  | 54,411 |  | 212,827 |
| Selling, general and administrative expenses |  | 31,054 |  | 26,097 |  | 116,260 |
| Provision for doubtful debts and advances |  | (14) |  | 600 |  | 1,182 |
|  |  |  |  |  |  |  |
| Foreign exchange (gain) / loss, net |  | 2,225 |  | $(2,630)$ |  | $(23,351)$ |
| Operating income |  | 17,326 |  | 30,344 |  | 118,736 |
| Interest and dividend income |  | 3,565 |  | 2,929 |  | 12,540 |
| Interest expense |  | (854) |  | (698) |  | $(3,592)$ |
| Gain on sale of investments, net |  | 245 |  | 153 |  | 6,370 |
| Other income, net |  | 753 |  | 1,155 |  | 1,706 |
| Income before income taxes |  | 21,035 |  | 33,883 |  | 135,760 |
| Income taxes |  | 2,929 |  | 6,034 |  | 21,784 |
| Net Income |  | 18,106 |  | 27,849 |  | 113,976 |
| Earning per share |  |  |  |  |  |  |
| - Basic | \$ | 0.13 | \$ | 0.20 | \$ | 0.82 |
| - Diluted | \$ | 0.13 | \$ | 0.20 | \$ | 0.82 |
| Weighted average number of common shares used in computing earnings per share |  |  |  |  |  |  |
| - Basic |  | 139,030,296 |  | 138,342,512 |  | 138,660,785 |
| - Diluted |  | 139,279,675 |  | 139,413,330 |  | 139,569,933 |
| Total assets |  | 856,594 |  | 684,724 |  | 848,755 |
| Cash and cash equivalents |  | 38,984 |  | 37,607 |  | 32,626 |
| Investments |  | 290,485 |  | 260,569 |  | 301,152 |

## Notes:

[^0]
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2 The consolidated financial statements of Patni Computer Systems Limited and its subsidiaries have been prepared on a consolidated basis in accordance with accounting principles generally accepted in the United States ( US GAAP ). All inter-company transactions have been eliminated on consolidation.

3 The subsidiaries considered in the consolidated financial statements as at 31 March 2008 are wholly owned subsidiaries, namely Patni Americas, Inc., Patni Computer Systems (UK) Ltd., Patni Computer Systems GmbH, Patni Telecom Solutions Inc., Patni Telecom Solutions Private Limited, Patni Telecom Solutions (UK) Limited, Patni Life Sciences Inc., Patni Computer Systems Brasil Ltda. and Patni Computer Systems (Czech) s.r.o.

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4 In December 2006, the Company received a demand notice from the Indian Income Tax department of approximately Rs 630,166, including an interest demand of approximately Rs 186,850 (US $\$ 15,990$ including an interest demand of approximately US $\$ 4,734$ ) for the assessment year 2004-05. The tax demand was mainly on account of disallowance of deduction claimed by the Company under Section 10A of the Income Tax Act, 1961, in respect of profits earned by its various eligible undertakings. Section 10A of Indian Income Tax Act exempts the profits earned by an undertaking for the export of computer software upon the fulfillment of certain conditions. One of the conditions is that the unit should not have been formed by the splitting up of an existing business. The Company had only expanded its software development business whereas the Income Tax department contends that the business of the new units is comprised of business transferred from existing units by splitting them. The Company, in consultation with its tax advisers, filed an appeal in January 2007 challenging the disallowance.

One of the requirements under the Indian Income Tax Rules to proceed with an appeal is to deposit, either immediately or through monthly installments, a sum equivalent to $50 \%$ of the amount that is under appeal. Until March 31, 2008, the Company has deposited a sum of Rs 310,280 (US $\$ 7,735$ ). Considering the facts and nature of disallowances and based on the advice given by the Company s legal counsel, management believes that the disallowance is not tenable and management therefore is confident of a favorable outcome in appeal proceedings and hence no provision for such income tax demand is considered necessary.

Subsequently, in February 2008 the Company has received a order from the Commissioner Income Tax (CIT) (Appeals) in favor of the Company by allowing the claim under Section 10A. The Company has received the refund of the taxes paid after adjustment of the new demand for the assessment year 2002-03.

In December 2007, the Company received another demand, of Rs. 261,703 inclusive an interest demand of approximately Rs 139,880 (US \$ 6,524 including an interest demand of approximately US $\$ 3,487$ ) for the assessment year 2002-03. The new demand concerns the same issue of disallowance of tax benefits under Section 10A. In the opinion of management, and based on advice received, the demand is not tenable against the Company and the Company has already filed an appeal with the appellate authority.

Subsequently, in March 2008 the Company has received a order from the CIT (Appeals) in favor of the Company by allowing the claim under Section 10A.The total amount paid till March 2008 of Rs 261,703 (US $\$ 6,524$ ) is receivable as refund.

5 In February 2008, the Board of Directors the Company approved the proposal to buy back fully paid equity shares to the extent upto $10 \%$ of the paid up capital and free reserves, at a maximum price of Rs. 325 per equity share, for an aggregate amount upto Rs. 2,370,000 in accordance with the provisions of Section 77A, 77AA, 77B and other applicable provisions of the Companies Act, 1956 and the provisions of Securities and Exchange Board of India (Buy-back of Securities) Regulations, 1998 ( Buy Back Regulations ), for which necessary public announcements have been made in April 2008.

6 Previous period figures have been appropriately reclassified to conform to the current period s presentations.

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## Summary of financial statements prepared as per US GAAP - Convenience translation

$\left.\begin{array}{lccc} & & \text { Rs. in thousands except share data } \\ \text { Year ended 31 }\end{array}\right)$

Disclaimer:

We have translated the financial data derived from our consolidated financial statements prepared in accordance with US GAAP for each period at the noon buying rate in the City of New York on the last business day of such period for cable transfers in Rupees as certified for customs purposes by the Federal Reserve Bank of New York. The translations should not be considered as a representation that such US Dollar amounts have been, could have been or could be converted into Rupees at any particular rate, the rate stated above, or at all. Investors are cautioned to not rely on such translated amounts.

By Order of the Board
for Patni Computer Systems Limited

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Audited consolidated financial results of Patni Computer Systems Limited and its subsidiaries for the quarter ended 31 March 2008, as per Indian GAAP.

|  | Rs. in thousands except share data |  |  |
| :---: | :---: | :---: | :---: |
|  | Quarter ended 31 March |  | Year ended 31 December |
|  | $\begin{gathered} 2008 \\ \text { (Audited) } \end{gathered}$ | $\begin{gathered} 2007 \\ \text { (Audited) } \end{gathered}$ | $\begin{gathered} 2007 \\ \text { (Audited) } \end{gathered}$ |
| Income |  |  |  |
| Sales and service income | 6,933,510 | 6,796,257 | 26,911,455 |
| Other income | 180,372 | 365,019 | 864,854 |
|  | 7,113,882 | 7,161,276 | 27,776,309 |
| Expenditure |  |  |  |
| Personnel costs | 4,072,655 | 3,706,781 | 15,389,630 |
| Selling, general and administration costs | 1,797,231 | 1,587,755 | 5,410,115 |
| Depreciation (net of transfer from revaluation reserves) | 278,072 | 232,435 | 984,676 |
| Interest costs | 33,988 | 30,553 | 147,225 |
|  | 6,181,946 | 5,557,524 | 21,931,646 |
|  |  |  |  |
| Profit for the period/year before taxation | 931,936 | 1,603,752 | 5,844,663 |
| Provision for taxation | 166,947 | 272,242 | 1,242,582 |
| MAT credit entitlement | $(48,400)$ | $(17,792)$ | $(278,393)$ |
| Provision for taxation - Fringe benefits | 12,215 | 9,949 | 44,212 |
| Profit for the period/year after taxation | 801,174 | 1,339,353 | 4,836,262 |
|  |  |  |  |
| Paid up equity share capital (Face value per equity share of Rs 2 each) | 278,121 | 277,255 | 278,019 |
|  |  |  |  |
| Reserves excluding revaluation reserves |  |  | 27,080,306 |
| Earnings per equity share of Rs. 2 each |  |  |  |
| - Basic | 5.76 | 9.68 | 34.88 |
| - Diluted | 5.75 | 9.59 | 34.54 |

## Notes:

1 The consolidated financial statements of Patni Computer Systems Limited and its subsidiaries are prepared in accordance with the principles and procedures prescribed by AS 21 - Consolidated Financial Statements issued by ICAI for the purpose of preparation and presentation of consolidated financial statements. The financial statements of Patni Computer Systems Limited and its subsidiaries have been combined on a line-by-line basis by adding together the book values of like items of assets, liabilities, income and expenses after eliminating intra-group balances/transactions and resulting unrealized profits in full. Unrealized losses resulting from intra-group transactions have also been eliminated unless cost cannot be recovered in full. The amounts shown in respect of accumulated reserves comprises the amount of the relevant reserves as per the balance sheet of the Parent Company and its share in the post acquisition increase/decrease in the relevant reserves/accumulated deficit of its subsidiaries.Consolidated financials statements are prepared using uniform accounting policies across the Group.

| Pending as on 1 <br> January 2008 | Received during the <br> quarter | Disposed of during <br> the quarter | Unresolved at the <br> end of the quarter |  |
| :--- | :---: | :---: | :---: | :---: |
|  |  | 7 |  |  |


|  | No of shares | Price | Amount |
| :---: | :---: | :---: | :---: |
| Amount raised through ADS (6,156,250 ADSs @ \$20.34 per ADS) | 12,312,500 | 466 | 5,739,262 |
| Share issue expenses |  |  | 369,406 |
| Net proceeds |  |  | 5,369,856 |
| Deployment : |  |  |  |
| 1 Held as current investments |  |  | 1,968,300 |
| 2 Utilised for Capital expenditure for office facilities |  |  | 3,280,733 |
| 3 Exchange loss |  |  | 120,823 |
| Total |  |  | 5,369,856 |

4 Total Public Shareholding*

|  | Quarter ended 31 March |  | As of 31 December |
| :--- | :---: | :---: | :---: |
| - Number of Shares | $\mathbf{2 0 0 8}$ | $\mathbf{2 0 0 7}$ | $\mathbf{2 0 0 7}$ |
| - Percentage of Shareholding | $43,411,331$ | $42,061,034$ | $44,797,263$ |

[^1]
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5
The subsidiaries considered in the consolidated financial statements as at 31 March 2008 are wholly owned subsidiaries, namely Patni Americas, Inc., Patni Computer Systems (UK) Ltd., Patni Computer Systems GmbH, Patni Telecom Solutions Inc., Patni Telecom Solutions Private Limited, Patni Telecom Solutions (UK) Limited, Patni Life Sciences Inc., Patni Computer Systems Brasil Ltda., and Patni Computer Systems (Czech) s.r.o.

6 Paid up equity share capital does not include Rs NIL (2007: Rs 1,815 ) which represents share application money received from employees, on exercise of stock options, pending allotment of shares.

7 During 2006, the Company received a demand notice from the Indian Income Tax department of approximately Rs 630,166 including an interest demand of approximately Rs 186,850 for the assessment year 2004-05. The tax demand was mainly on account of disallowance of deduction claimed by the Company under Section 10A of the Income Tax Act, 1961, in respect of profits earned by its various eligible undertakings. Section 10A of Indian Income Tax Act exempts the profits earned by an undertaking for the export of computer software upon the fulfillment of certain conditions. One of the conditions is that the unit should not have been formed by the splitting up of an existing business. The Company had only expanded its software development business whereas the Income Tax department contends that the business of the new units is comprised of business transferred from existing units by splitting them. The Company, in consultation with its tax advisers, filed an appeal in January 2007 challenging the disallowance.

One of the requirements under the Indian Income Tax Rules to proceed with an appeal is to deposit, either immediately or through monthly installments, a sum equivalent to $50 \%$ of the amount that is under appeal. Until March 31, 2008, the Company has deposited a sum of Rs 310,280 . Considering the facts and nature of disallowances and based on the advice given by the Company s legal counsel, management believes that the disallowance is not tenable and management therefore is confident of a favorable outcome in appeal proceedings and hence no provision for such income tax demand is considered necessary.

Subsequently, in February 2008 the Company has received an order from the Commissioner Income Tax (CIT) (Appeals) in favour of the Company by allowing the claim under Section 10A. The Company has received the refund of the taxes paid after adjustment of the new demand for the assessment year 2002-03.

During 2007, the Company received another demand, of Rs. 261,703 inclusive of interest demand of approximately Rs 139,880 for the assessment year 2002-03. The new demand concerns the same issue of disallowance of tax benefits under Section 10A. In the opinion of management, and based on advice received, the demand is not tenable against the Company and the company has already filed an appeal with the appellate authority.

Subsequently, in March 2008 the Company has received an order from the CIT (Appeals) in favor of the Company by allowing the claim under Section 10A. The total amount paid till March 2008 of Rs 261,703 is receivable as refund.

8
Pursuant to the ICAI Announcement Accounting for Derivatives the company has adopted Accounting Standard 30 Financial Instruments : Recognition and Measurement , from 1 January 2008. Consequent to the adoption of the Standard, the resulting gain of Rs 19,133 has been adjusted to the shareholders funds as on 1 January 2008.

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9
In February 2008, the Board of Directors the Company approved the proposal to buy back fully paid equity shares to the extent upto $10 \%$ of the paid up capital and free reserves, at a maximum price of Rs. 325 per equity share, for an aggregate amount upto Rs. 2,370,000 in accordance with the provisions of Section 77A, 77AA, 77B and other applicable provisions of the Companies Act, 1956 and the provisions of Securities and Exchange Board of India (Buy-back of Securities) Regulations, 1998 ( Buy Back Regulations ), for which necessary public announcements have been made in April 2008.

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| Particulars | Financial services | Insurance services | Manufacturing |  <br> Entertainment | Product Engineering | Others | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| For the Quarter ended 31 March 2008 |  |  |  |  |  |  |  |
| Sales and service income | 906,072 | 1,624,761 | 1,664,670 | 934,984 | 1,139,128 | 663,895 | 6,933,510 |
| Balances as at 31 |  |  |  |  |  |  |  |
| March 2008 |  |  |  |  |  |  |  |
| Sundry debtors | 670,606 | 929,084 | 1,270,875 | 1,107,536 | 987,314 | 520,003 | 5,485,418 |
| Cost and estimated earnings in excess of billings | 165,200 | 294,664 | 522,934 | 455,020 | 225,822 | 199,413 | 1,863,053 |
| Billings in excess of cost and estimated earnings | $(12,122)$ | $(15,911)$ | $(75,836)$ | $(1,491)$ | $(81,120)$ | $(15,663)$ | $(202,143)$ |
| Advance from customers | $(5,784)$ | $(22,638)$ | $(15,441)$ |  | $(9,581)$ | $(1,492)$ | $(54,936)$ |


| Particulars | Financial services | Insurance services | Manufacturing | Communications, Media \& Entertainment | Product Engineering | Others | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| For the Quarter ended 31 March 2007 |  |  |  |  |  |  |  |
| Sales and service income | 957,062 | 1,667,386 | 1,492,161 | 1,005,491 | 1,134,114 | 540,043 | 6,796,257 |
| Balances as at 31 <br> December 2007 |  |  |  |  |  |  |  |
| Sundry debtors | 680,715 | 1,072,916 | 1,383,244 | 776,638 | 848,274 | 554,726 | 5,316,513 |
| Cost and estimated earnings in excess of billings | 143,620 | 75,188 | 364,286 | 313,122 | 245,041 | 136,307 | 1,277,564 |
| Billings in excess of cost and estimated earnings | $(12,707)$ | $(13,293)$ | $(56,332)$ | $(16,484)$ | $(30,452)$ | $(10,844)$ | $(140,112)$ |
| Advance from customers | $(7,474)$ | $(15,798)$ | $(5,332)$ | $(3,249)$ | $(11,364)$ | $(5,543)$ | $(48,760)$ |

11 The Group evaluates segment performance and allocates resources based on revenue growth. Revenue in relation to segments is categorized based on items that are individually identifiable to that segment. Costs are not specifically allocable to individual segments as the underlying resources and services are used interchangeably. Fixed assets used in Group s business or liabilities contracted have not been identified to any of the reportable segments, as the fixed assets and services are used interchangeably between segments.

12 Previous period figures have been appropriately reclassified/regrouped to conform to the current period s presentations.

13 Text of this advertisement was approved by the Board of Directors at the adjourned meeting held on 30 April 2008.

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By Order of the Board for Patni Computer Systems Limited

Mumbai
30 April 2008

Narendra K. Patni<br>Chairman and Chief Executive Officer

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Reconciliation of significant differences between Consolidated Net Income determined in accordance with Indian Generally Accepted Accounting Principles ( Indian GAAP ) and Consolidated Net Income determined in accordance with US Generally Accepted Accounting Principles ( US GAAP ) (Unaudited)

|  | Rs. in thousands |  |  |
| :---: | :---: | :---: | :---: |
|  | Quarter ended 31 March |  | Year ended 31 December 2007 |
|  | 2008 | 2007 |  |
| Consolidated net income as per Indian GAAP | 801,174 | 1,339,353 | 4,836,262 |
| Income taxes | 1,386 | $(9,569)$ | 65,622 |
| Foreign currency differences |  | $(62,991)$ | 114,236 |
| Employee retirement benefits | $(26,089)$ | 3,980 | $(77,409)$ |
| ESOP related Compensation Cost | $(43,659)$ | $(45,683)$ | $(192,448)$ |
| Business acquisition | $(15,983)$ | $(10,477)$ | $(45,925)$ |
| Others | 3,252 | 14,085 | 10,378 |
| Total | $(81,093)$ | $(110,655)$ | $(125,546)$ |
| Consolidated net income as per US GAAP | 720,081 | 1,228,698 | 4,710,716 |

Note:

The consolidated net income as per USGAAP shown in the table above differs from the consolidated net income shown under Summary of financials statements prepared as per USGAAP - Convenience Translation for reasons explained below the same table.

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Financial results of Patni Computer Systems Limited for the quarter ended 31 March 2008, as per Indian GAAP (Standalone)
$\left.\begin{array}{l|c|c|c} & & \text { Rs. in thousands except share data } \\ \text { Quarter ended 31 March }\end{array}\right)$

## Notes :

1
The above statement of financial results were reviewed by the Audit Committee and approved by the Board of Directors at its adjourned meeting held on 30 April 2008.

2 Investor complaints for the quarter ended 31 March 2008:

| Pending as on 1 <br> January 2008 | Received during the <br> quarter | Disposed of during the <br> quarter | Unresolved at the end <br> of the quarter |
| :---: | :---: | :---: | :---: | :---: |

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3 Statement of Utilisation of ADS Funds as of 31 March 2008

|  | No of shares | Price | Amount |
| :--- | ---: | ---: | ---: |
| Amount raised through ADS $(6,156,250 ~ A D S s ~ @ ~ \$ 20.34 ~ p e r ~ A D S) ~$ | $12,312,500$ | 466 | $5,739,262$ |
| Share issue expenses |  | 369,406 |  |
| Net proceeds |  | $\mathbf{5 , 3 6 9 , 8 5 6}$ |  |
|  |  |  |  |
| Deployment : |  | $1,968,300$ |  |
| $1 \quad$ Held as short term investments | $3,280,733$ |  |  |
| $2 \quad$ Utilised for Capital expenditure for office facilities |  | 120,823 |  |
| $3 \quad$ Exchange loss | $\mathbf{5 , 3 6 9 , 8 5 6}$ |  |  |

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4
Pursuant to the ICAI Announcement Accounting for Derivatives the Company has adopted Accounting Standard 30 Financial Instruments : Recognition and Measurement , from 1 January 2008. Consequent to the adoption of the Standard, the resulting gain of Rs 19,133 has been adjusted to the shareholder s funds as on 1 January 2008.

## 5 Total Public Shareholding *

|  |  | As of 31 March | As of 31 December |  |
| :--- | :---: | :---: | :---: | :---: |
| 2007 |  |  |  |  |

* Total Public Shareholding as defined under Clause 40A of the Listing Agreement ( excludes shares held by founders and American Depository Receipt shareholders ).

6 In February 2008, the Board of Directors of the Company approved the proposal to buy back fully paid equity shares to the extent upto $10 \%$ of the paid up capital and free reserves, at a maximum price of Rs. 325 per equity share, for an aggregate amount upto Rs. 2,370,000 in accordance with the provisions of Section 77A, 77AA, 77B and other applicable provisions of the Companies Act, 1956 and the provisions of Securities and Exchange Board of India (Buy-back of Securities) Regulations, 1998 ( Buy Back Regulations ), for which necessary public announcements have been made in April 2008.

7 In December 2006, the Company received a demand notice from the Indian Income Tax department of approximately Rs 630,166, including an interest demand of approximately Rs 186,850 for the assessment year 2004-05. The tax demand was mainly on account of disallowance of deduction claimed by the Company under Section 10A of the Income Tax Act, 1961, in respect of profits earned by its various eligible undertakings. Section 10A of Indian Income Tax Act exempts the profits earned by an undertaking for the export of computer software upon the fulfillment of certain conditions. One of the conditions is that the unit should not have been formed by the splitting up of an existing business. The Company had only expanded its software development business whereas the Income Tax department contends that the business of the new units is comprised of business transferred from existing units by splitting them. The Company, in consultation with its tax advisors, filed an appeal in January 2007 challenging the disallowance.

One of the requirements under the Indian Income Tax Rules to proceed with an appeal is to deposit, either immediately or through monthly installments, a sum equivalent to $50 \%$ of the amount that is under appeal. Until March 31, 2008, the Company has deposited a sum of Rs 310,280 . Considering the facts and nature of disallowances and based on the advice given by the Company s legal counsel, management believes that the disallowance is not tenable and management therefore is confident of a favorable outcome in appeal proceedings and hence, no provision for such income tax demand is considered necessary.

Subsequently, in February 2008, the Company has received an order from the Commissioner Income Tax (CIT) (Appeals) in favour of the Company by allowing the claim under Section 10A. The Company has received the refund of the taxes paid after adjustment of the new demand for the assessment year 2002-03.

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In December 2007, the Company received another demand, of Rs. 261,703 inclusive of an interest demand of approximately Rs 139,880 for the assessment year 2002-03. The new demand concerns the same issue of disallowance of tax benefits under Section 10A. In the opinion of management, and based on advice received, the demand is not tenable against the Company and the Company has already filed an appeal with the appellate authority.

Subsequently, in March 2008 the Company has received an order from the CIT (Appeals) in favor of the Company by allowing the claim under Section 10A.The total amount paid till March 2008 of Rs 261,703 is receivable as refund.

8 Paid up equity share capital does not include Rs Nil (2007: Rs 1,815) which represents share application money received from employees, on exercise of stock options, pending allotment of shares.

9 Previous period figures have been appropriately reclassified to conform to the current period s presentations.

10 Text of this advertisement was approved by the Board of Directors at the adjourned meeting held on 30 April 2008.

# By Order of the Board for Patni Computer Systems Limited 

Mumbai
Narendra K. Patni
30 April 2008 Chairman and Chief Executive Officer

## For Press Release

## Patni s O1 CY2008 Revenues up $13.1 \%$ at US\$ 176.4 million

Mumbai, India, April 30, 2008: Patni Computer Systems Limited (Patni) today announced its financial results for the first quarter ended $31^{\text {st }}$ March 2008.

## Performance Highlights for the quarter ended March 31, 2008

- Revenues for the quarter at US\$ 176.4 million (Rs. 7,061.2 million)
- Up $13.1 \%$ YoY from US\$ 156.0 million (Rs. 6,724.1 million)
- Up $1.3 \%$ sequentially from US\$ 174.1 million (Rs. 6,861.9 million)
- Contribution from top customer at $11.1 \%$ for the quarter from $12.5 \%$ during the previous quarter
- New client acquisitions during the quarter were 34 as compared to 37 of previous quarter. Number of active clients was 331 at the quarter end as compared to 318 in Q4 2007
- Offshore leverage in the current quarter was $70.8 \%$ compared to $70.3 \%$ in the previous quarter. On YoY basis offshore leverage has increased by $2.4 \%$.
- Operating Income for the quarter at US\$ 17.3 million (Rs. 693.4 million)
- Down 42.9\% YoY from US\$ 30.3 million (Rs. 1,307.8 million)
- Down $36.0 \%$ sequentially from US\$ 27.1 (Rs. 1,066.3 million)
- Net Income for the quarter at US\$ $\mathbf{1 8 . 1}$ million (Rs. $\mathbf{7 2 4 . 6}$ million)
- Down 35.0\% YoY from US\$ 27.8 million (Rs. 1,200.3 million)
- Down $28.4 \%$ sequentially from US\$ 25.3 million (Rs. 997.2 million)
- EPS for the quarter at US\$ 0.13 per share (US\$ 0.26 per ADS)
- Stock based expenses in Q1 CY2008 were at US\$ 1.1 million compared to US\$ $\mathbf{1 . 3}$ million in the previous sequential quarter


## Future Outlook:

- Q2 CY2008 revenues are expected to be at US\$ 180 to US\$ 181 million and net income (excluding the foreign exchange gain/loss) is expected to be in the range of US\$ 22.0 to US $\$ 23.0$ million taking the operations at a constant dollar value of Rs 40 per US\$ for the quarter.


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## Management Comments

Commenting on the quarter, Mr. Narendra K Patni, Chairman and CEO, Patni Computer Systems Ltd., said, While Revenue and Profits are in line with our guidance we are in a cautious market situation in 2008 with uncertainty and volatility in global markets. We are running our business in lower than normal visibility. At the same time we find ourselves in good position and remain confident of our prospects on mid to long term basis. We are making all the investments necessary to diversify our business. We have recently appointed Mr.Louis Theodoor (Loek) van den Boog from our Board as Executive director of the company to expand and deepen the management.

The newly appointed Executive Director Mr. Loek van den Boog, said, We are committed to build Patni to a next generation services company with adequate differentiation and Business Solutions oriented focus leveraging the global delivery model. We are confident of our abilities to transform the business with mix of internal and market based measures to enhance overall shareholder value with profitable and sustainable growth.

Commenting on the performance, Mr. Mrinal Sattawala, Chief Operating Officer, Patni, said, During the current quarter our revenue base has been diversified further resulting in reduced dependence on top 10 accounts. For the quarter under review we have added 34 new clients bringing our tally of active clients to 331.Going forward we expect to leverage our operating efficiencies significantly to grow profitability.

Speaking on the occasion, Mr. Surjeet Singh, Chief Financial Officer, Patni, said, We continue to take steps in rationalization of internal operations to manage costs, and invest in our business to increase our services and market foot prints. We are actively looking for strategic acquisitions and shall invest in the business on all dimensions. We are seeking these acquisitions in BPO, Enterprise applications and consulting specifically in UK and Continental Europe and are expanding geographically to enhance our presence in the region. Similarly Product Engineering business is an area of identified investments organically and inorganically.

## Corporate Developments

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- Executive Director Appointment
- Mr. Louis Theodoor (Loek) van den Boog appointed as Executive Director of the Company with a view to strengthen the management team.
- Business Leadership Appointments in Europe
- Peer Gribbohm, Senior Vice-President, Strategic Market Development - responsible for the development of Patni s business across Europe.
- Derek Kemp, Senior Vice-President, - responsible for driving growth in the Communications, Media, and Entertainment sector within Europe.
- Awards
- Patni Won Prestigious NASSCOM Award for the 100 IT Innovators for 2007.


## UNAUDITED CONSOLIDATED STATEMENT OF INCOME

For the quarter / period ended

| Particulars | Mar 312008 |  | Mar 312007 |  | $\begin{gathered} \text { YoY } \\ \text { Change \% } \end{gathered}$ | QoQ Change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Dec 312007 | \% |  | 2007 |
| Revenue |  | 176.4 |  |  |  | 156.0 | 13.1\% | 174.1 | 1.3\% | 662.9 |
| Cost of revenues |  | 121.0 |  | 97.5 | 24.1\% | 116.6 | 3.8\% | 432.3 |
| Depreciation |  | 4.8 |  | 4.1 | 18.5\% | 4.5 | 8.6\% | 17.8 |
| Gross Profit |  | 50.6 |  | 54.4 | -7.0\% | 53.1 | -4.7\% | 212.8 |
| Sales and marketing expenses |  | 12.3 |  | 11.2 | 9.8\% | 11.8 | 5.1\% | 45.8 |
| General and administrative expenses |  | 18.7 |  | 14.9 | 26.0\% | 18.8 | -0.3\% | 70.4 |
| Provision for doubtful debts and advances |  | (0.0) |  | 0.6 | -102.4\% | 0.2 | -106.9\% | 1.2 |
| Foreign exchange (gain) / loss, net |  | 2.2 |  | (2.6) | -184.6\% | (4.7) | -147.4\% | (23.4) |
| Operating income |  | 17.3 |  | 30.3 | -42.9\% | 27.1 | -36.0\% | 118.7 |
| Other income / (expense), net |  | 3.7 |  | 3.5 | 4.8\% | 2.8 | 33.0\% | 17.0 |
| Income before income taxes |  | 21.0 |  | 33.9 | -37.9\% | 29.8 | -29.5\% | 135.8 |
| Income taxes |  | 2.9 |  | 6.0 | -51.5\% | 4.5 | -35.5\% | 21.8 |
| Net income/(loss) |  | 18.1 |  | 27.8 | -35.0\% | 25.3 | -28.4\% | 114.0 |
| Earning per share |  |  |  |  |  |  |  |  |
| - Basic | \$ | 0.13 | \$ | 0.20 | -35.3\% \$ | 0.18 | -28.5\% \$ | 0.82 |
| - Diluted | \$ | 0.13 | \$ | 0.20 | -34.9\% \$ | 0.18 | $-27.6 \%$ \$ | 0.82 |
| Weighted average number of common shares used in computing earnings per share |  |  |  |  |  |  |  |  |
| - Basic |  | 139,030,296 |  | 138,342,512 |  | 138,942,718 |  | 138,660,785 |
| - Diluted |  | 139,279,675 |  | 139,413,330 |  | 140,699,403 |  | 139,569,933 |

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## Revenues

Revenues during the quarter were marginally ahead of guidance at US\$ 176.4 million (Rs. $7,061.2$ million), representing a sequential increase of $1.3 \%$ and $13.1 \%$ increase on YoY basis in US dollar terms. In line with our expectation share of Europe and Middle East business has increased to $17.6 \%$ from $15.9 \%$ YoY while Asia Pacific share has grown to $5.8 \%$ from $4.3 \%$ YoY.

## Gross Margin

Gross Margins were at $28.7 \%$ or US $\$ 50.6$ million (Rs.2,024.7 million) against $30.5 \%$ or US $\$ 53.1$ million (Rs.2,092.5 million) in the previous quarter.

- Overall movement in Gross Margins was due to
- Increased immigration cost on account of US H1B filings impacting (-) $1.3 \%$.
- Drop in utilization net of other operating cost levers impacting (-)0.5\%.
- Depreciation and amortization expenses in CGS were US\$ 5.4 million against US\$ 5.0 million in Q4 2007 and US\$ 4.1 million in Q1 2007.


## Selling General and Administrative Expenses (SGA Expenses)

- Sales and marketing expenses during the quarter were at US\$ 12.3 million (Rs. 494.1 million) at $7.0 \%$ as compared to US\$ 11.8 million (Rs. 463.1 million) at $6.7 \%$ in previous quarter.
- G\&A expenses during the quarter were at US\$ 18.7 million (Rs. 748.7 million) at $10.6 \%$ as compared to US\$ 18.8 million (Rs.739.8 million) at $10.8 \%$ in previous quarter.
- Overall Depreciation and Amortization expenses in SGA were US\$ 2 million for the quarter as against US\$ 1.8 million in Q4 2007.


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## Foreign exchange gain/loss

The revaluation and mark to market foreign exchange loss for the quarter US $\$ 2.2$ million (Rs. 89.0 million) as compared to forex exchange gain of US\$ 4.7 million (Rs. 185.0 million) in previous quarter.

The quarter end rate for debtor s revaluation was Rs. 40.11.Outstanding contracts at the end of Q108 were about US\$ 337.5 million contracted in the range of Rs. 39.77 to Rs.43.50.

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## Other Income

For Q1 CY2008, other income (including interest and dividend income net of interest expenses, profit/loss on sale of investments and other miscellaneous income) stood at $2.1 \%$ or US $\$ 3.7$ million (Rs. 148.4 million ) compared to $1.6 \%$ or US $\$ 2.8$ million (Rs. 109.9 million) in previous quarter.

## Profit before Tax

PBT was down $29.5 \%$ sequentially at US $\$ 21.0$ million (Rs. 841.8 million) against US $\$ 29.8$ million (Rs. $1,176.2$ million) in previous quarter due to changes in gross margin and foreign exchange gain / loss.

## Income Taxes

Income tax for the quarter was at US $\$ 2.9$ million (Rs. 117.2 million) at an effective tax rate of $14 \%$. Overall normalized effective tax rate is in the range of $15.5 \%-16 \%$.

## Net Income

Consequently, net income for the quarter at $10.3 \%$ was US\$ 18.1 million (Rs. 724.6 million) against US $\$ 25.3$ million (Rs. 997.2 million) at $14.5 \%$ in previous quarter.

## Balance Sheet and Cash Flow changes

During the quarter, against net income of US\$ 18.1 million (Rs. 724.6 million), cash from operating activities was at US\$ 16.0 million (Rs. 640.0 million) net of changes in current assets and liabilities of US $\$ 8.5$ million and non cash charges of US\$ 6.4 million. These non cash charges comprise of depreciation and amortization of US\$ 7.4 million , and other charges including stock option cost of US\$(-) 1.0 million.

Net cash from investing activities was US\$ 8.3 million (Rs. 333.8 million) including capital expenditure of US\$ 16.5 million (Rs. 660.1 million), net proceeds from sale of investments of US $\$ 8.2$ million (Rs. 326.3 million).

Net Cash inflow on financing activities was US\$ 0.1 million (Rs. 4.4 million) comprising proceeds from common shares issued of 0.2 million (Rs.7.4 million). Over all cash and cash equivalents (including short terms investments) were at US\$ 326.1 million (Rs.13,050.7

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million),compared to US\$ 330.4 million (Rs.13,019.2 million) at close of Q4 2007.

Receivables at the end of Q1 2008 were at US\$ 136.8 million as compared to US\$ 136.4 million at the end of Q4 2007. Days outstanding for the current quarter were 72 days as compared to 73 days in Q4 2007.

## CONSOLIDATED STATEMENT OF INCOME : BASED ON CONVENIENCE TRANSLATION

## For the quarter / period ended

| Particulars | Mar 312008 | Mar 312007 | Dec 312007 | 2007 |
| :---: | :---: | :---: | :---: | :---: |
| Exchange rate\$1 = INR | 40.02 | 43.10 | 39.41 | 39.41 |
| Revenues | 7,061.2 | 6,724.1 | 6,861.9 | 26,125.3 |
| Cost of revenues | 4,842.7 | 4,202.7 | 4,593.6 | 17,035.3 |
| Depreciation | 193.9 | 176.3 | 175.8 | 702.5 |
| Gross Profit | 2,024.7 | 2,345.1 | 2,092.5 | 8,387.5 |
| Sales and marketing expenses | 494.1 | 484.6 | 463.1 | 1,805.5 |
| General and administrative expenses | 748.7 | 640.2 | 739.8 | 2,776.3 |
| Provision for doubtful debts and advances | (0.6) | 25.9 | 8.2 | 46.6 |
| Foreign exchange (gain)/ loss, net | 89.0 | (113.4) | (185.0) | (920.3) |
| Operating income | 693.4 | 1,307.8 | 1,066.3 | 4,679.4 |
| Other income / (expense), net | 148.4 | 152.5 | 109.9 | 670.9 |
| Income before income taxes | 841.8 | 1,460.4 | 1,176.2 | 5,350.3 |
| Income taxes | 117.2 | 260.1 | 179.0 | 858.5 |
| Net income/(loss) | 724.6 | 1,200.3 | 997.2 | 4,491.8 |
| Earning per share |  |  |  |  |
| - Basic | 5.21 | 8.68 | 7.18 | 32.39 |
| - Diluted | 5.20 | 8.61 | 7.09 | 32.18 |
| Weighted average number of common shares used in computing earnings per share |  |  |  |  |
| - Basic | 139,030,296 | 138,342,512 | 138,942,718 | 138,660,785 |
| - Diluted | 139,279,675 | 139,413,330 | 140,699,403 | 139,569,933 |

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## Important Notes to this release:

## - Fiscal Year

Patni follows a January December fiscal year. The current review covers the financial and operating performance of the Company for the first quarter ended $31^{\text {st }}$ March 2008

## - U.S. GAAP

A Consolidated Statement of Income in US GAAP is available on page 3 of the Fact Sheet attached to this release

## - Percentage analysis

Any percentage amounts, as set forth in this release, unless otherwise indicated, have been calculated on the basis of the U.S. Dollar amounts derived from our consolidated financial statements prepared in accordance with U.S. GAAP, and not on the basis of any translated Rupee amount. Calculation of percentage amounts on the basis of Rupee amounts may lead to results that are different, in a material way, from those calculated as per U.S. Dollar amounts.

## - Convenience translation

A Consolidated Statement of Income as per Convenience Translation prepared in accordance with US GAAP is available on page 8 of the Fact Sheet attached to this release. We have translated the financial data derived from our consolidated financial statements prepared in accordance with U.S. GAAP for each period at the noon buying rate in the City of New York on the last business day of such period for cable transfers in Rupees as certified for customs purposes by the Federal Reserve Bank of New York. The translations should not be considered as a representation that such US Dollar amounts have been, could have been or could be converted into Rupees at any particular rate, the rate stated elsewhere in this document, or at all. Investors are cautioned to not rely on such translated amounts.

## - Attached Fact Sheet (results \& analysis tables)

## About Patni Computer Systems Ltd:

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Patni Computer Systems Limited (BSE: PATNI COMPUT, NSE: PATNI, NYSE: PTI) is a global provider of IT Services and business solutions, servicing Global 2000 clients. Patni caters to its clients through its industry focused practices, including insurance, financial services, manufacturing, life sciences, telecommunications and media \& entertainment, and its technology-focused practices. With an employee strength of over 15,000 ; multiple global delivery centres spread across 11 cities worldwide; 22 international offices across the Americas, Europe and Asia-Pacific; Patni has registered revenues of US\$ 663 million for the year 2007. Patni s service offerings include application development and maintenance, enterprise application solutions, business and technology consulting, product engineering services, infrastructure management

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services, customer interaction services \& business process outsourcing, quality assurance and engineering services. Committed to quality, Patni adds value to its client s businesses through well-established and structured methodologies, tools and techniques. Patni is an ISO 9001: 2000 certified and SEI-CMMI Level 5 (V 1.2) organization, assessed enterprise wide at P-CMM Level 3. In keeping with its focus on continuous process improvements, Patni adopts Six Sigma practices as an integral part of its quality and process frameworks. For more information on Patni, visit www.patni.com

FOR MORE INFORMATION PLEASE CONTACT:

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Investor Relations:

Gaurav Agarwal, Patni US; +1-617-914-8360; investors@ patni.com

Gavin Desa, Citigate Dewe Rogerson India; +91-22-4007 5037; gavin@cdr-india.com

## Media Relations:

Heena Kanal, Patni India; +91-22-6693 0500; heena.kanal@ patni.com

Tony Viola, Patni US; +1-617-354-7424; tony.viola@patni.com

## IMPORTANT NOTE:

Certain statements in this release 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 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, fixed-time frame contracts, client concentration, restrictions on immigration, our ability to manage our international operations, reduced demand for technology in our key focus areas, disruptions in telecommunication networks, liability for damages on our service contracts, the success of the companies in which Patni has made strategic investments, withdrawal of governmental fiscal incentives, political instability, legal restrictions on raising capital or acquiring companies outside India, and unauthorized use of our intellectual property and general economic conditions affecting our industry. The company does not undertake to update any forward-looking statement that may be made from time to time by or on behalf of the Company.

## -Ends-

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## PATNI COMPUTER SYSTEMS LIMITED

## FINANCIAL AND OPERATIONS INFORMATION FOR THE

## FIRST QUARTER ENDED MAR 31, 2008

April 30, 2008

NOTES:

- Fiscal Year

Patni follows a January - December fiscal year. The current review covers the financial and operating performance of the Company for the quarter ended Mar 31, 2008.

## - U.S. GAAP

All figures in this release pertain to accounts presented as per U.S. GAAP unless stated otherwise.

## - Percentage analysis

Any percentage amounts, as set forth in this release, unless otherwise indicated, have been calculated on the basis of the U.S. Dollar amounts derived from our consolidated financial statements prepared in accordance with U.S. GAAP, and not on the basis of any translated Rupee amount. Calculation of percentage amounts on the basis of Rupee amounts may lead to results that are different, in a material way, from those calculated as per U.S. Dollar amounts.

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## - Convenience translation

We have translated the financial data derived from our consolidated financial statements prepared in accordance with U.S. GAAP for each period at the noon buying rate in the City of New York on the last business day of such period for cable transfers in Rupees as certified for customs purposes by the Federal Reserve Bank of New York. The translations should not be considered as a representation that such US Dollar amounts have been, could have been or could be converted into Rupees at any particular rate, the rate stated elsewhere, or at all. Investors are cautioned to not rely on such translated amounts.

## - Reclassification

Certain reclassifications have been made in the financial statements of prior years to conform to classifications used in the current year.

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## A1) UNAUDITED CONSOLIDATED STATEMENT OF INCOME - US GAAP (US\$ 000)

For the quarter / period ended

| Particulars |  | Mar 312008 |  | Mar 312007 | YoY Change \% | Dec 312007 | QoQ Change \% | 2007 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue |  | 176,443 |  | 156,011 | 13.1\% | 174,116 | 1.3\% | 662,912 |
| Cost of revenues |  | 121,007 |  | 97,510 | 24.1\% | 116,559 | 3.8\% | 432,259 |
| Depreciation |  | 4,845 |  | 4,090 | 18.5\% | 4,461 | 8.6\% | 17,826 |
| Gross Profit |  | 50,591 |  | 54,411 | -7.0\% | 53,096 | -4.7\% | 212,827 |
| Sales and marketing expenses |  | 12,346 |  | 11,244 | 9.8\% | 11,752 | 5.1\% | 45,813 |
| General and administrative expenses |  | 18,708 |  | 14,853 | 26.0\% | 18,772 | -0.3\% | 70,447 |
| Provision for doubtful debts and advances |  | (14) |  | 600 | -102.4\% | 209 | -106.9\% | 1,182 |
| Foreign exchange (gain) / loss, net |  | 2,225 |  | $(2,630)$ | -184.6\% | $(4,694)$ | -147.4\% | $(23,351)$ |
| Operating income |  | 17,326 |  | 30,344 | -42.9\% | 27,057 | -36.0\% | 118,736 |
| Other income / (expense), net |  | 3,709 |  | 3,539 | 4.8\% | 2,789 | 33.0\% | 17,024 |
| Income before income taxes |  | 21,035 |  | 33,883 | -37.9\% | 29,846 | -29.5\% | 135,760 |
| Income taxes |  | 2,929 |  | 6,034 | -51.5\% | 4,542 | -35.5\% | 21,784 |
| Net income/(loss) |  | 18,106 |  | 27,849 | -35.0\% | 25,304 | -28.4\% | 113,976 |
| Earning per share |  |  |  |  |  |  |  |  |
| - Basic | \$ | 0.13 | \$ | 0.20 | -35.3\% \$ | 0.18 | -28.5\% \$ | 0.82 |
| - Diluted | \$ | 0.13 | \$ | 0.20 | -34.9\% \$ | 0.18 | -27.6\% \$ | 0.82 |
| Weighted average number of common shares used in computing earnings per share |  |  |  |  |  |  |  |  |
| - Basic |  | 139,030,296 |  | 138,342,512 |  | 138,942,718 |  | 138,660,785 |
| - Diluted |  | 139,279,675 |  | 139,413,330 |  | 140,699,403 |  | 139,569,933 |

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## A2) UNAUDITED CONSOLIDATED BALANCE SHEET USGAAP (US\$ 000)

| Particulars | As on <br> 31-Mar-08 | As on <br> 31-Dec-07 | As on <br> 31-Mar-07 |
| :--- | ---: | ---: | ---: |
| Assets | 538,097 | 538,754 | 477,983 |
| Total current assets | 66,664 | 66,713 | 39,832 |
| Goodwill | 30,752 | 31,881 | 9,425 |
| Intangible assets, net | 180,305 | 171,027 | 142,040 |
| Property, plant, and equipment, net | 40,776 | 40,380 | 15,445 |
| Other assets | $\mathbf{8 5 6 , 5 9 4}$ | $\mathbf{8 4 8 , 7 5 5}$ | $\mathbf{6 8 4 , 7 2 4}$ |
| Total assets | 117,056 | 117,722 | 120,755 |
| Liabilities | 298 | 326 | 381 |
| Total current liabilities | 50,431 | 49,743 | 12,543 |
| Capital lease obligations excluding current installments | $\mathbf{1 6 7 , 7 8 5}$ | $\mathbf{1 6 7 , 7 9 1}$ | $\mathbf{1 3 3 , 6 7 9}$ |
| Other liabilities | 688,809 | 680,964 | 551,045 |
| Total liabilities | $\mathbf{8 5 6 , 5 9 4}$ | $\mathbf{8 4 8 , 7 5 5}$ | $\mathbf{6 8 4 , 7 2 4}$ |
| Total shareholders equity |  |  |  |
| Total liabilities \& shareholders | equity |  |  |

## A3) UNAUDITED CONSOLIDATED CASH FLOW STATEMENT USGAAP (US\$ 000)

| Particulars | Mar 312008 | Dec 312007 | Mar 312007 | 2007 |
| :---: | :---: | :---: | :---: | :---: |
| Net cash provided by operating activities | 15,991 | 21,119 | 14,140 | 111,272 |
| Net cash used in investing activities | $(8,341)$ | $(36,600)$ | $(26,123)$ | $(130,036)$ |
| Capital expenditure, net | $(16,495)$ | $(9,839)$ | $(18,394)$ | $(61,333)$ |
| Investment in securities, net | 8,154 | $(14,454)$ | $(7,729)$ | $(14,774)$ |
| Investment in subsidiary incl tax benefit on incentive stock option of Patni Telecom |  | $(12,307)$ |  | $(53,929)$ |
| Net cash provided / (used) in financing activities | 111 | 1,467 | 1,137 | $(8,682)$ |
| Others | (76) | (88) | (121) | (430) |
| Common shares issued, net of expenses incl tax benefit arising on exercise of stock options | 186 | 1,556 | 1,258 | 3,681 |
| Dividend on common shares | 1 | (1) | (0) | $(11,933)$ |
| Net increase / (decrease) in cash and equivalents | 7,761 | $(14,014)$ | $(10,845)$ | $(27,446)$ |
| Effect of exchange rate changes on cash and equivalents | $(1,403)$ | 1,828 | 1,942 | 13,562 |
| Cash and equivalents at the beginning of the period | 32,626 | 44,812 | 46,510 | 46,510 |
| Cash and equivalents at the end of the period | 38,984 | 32,626 | 37,607 | 32,626 |

## B1) AUDITED CONSOLIDATED STATEMENT OF INCOME - INDIAN GAAP (RS. 000)

For the quarter / period ended

| Particulars | Mar 312008 | Mar 312007 | YoY Change \% | Dec 312007 | QoQ Change \% | 2007 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales and service income | 6,933,510 | 6,796,257 | 2.0\% | 6,780,072 | 2.3\% | 26,911,455 |
| Other income | 180,372 | 365,019 | -50.6\% | 147,306 | 22.4\% | 864,854 |
| Total income | 7,113,882 | 7,161,276 | -0.7\% | 6,927,378 | 2.7\% | 27,776,309 |
| Staff costs | 4,072,655 | 3,706,781 | 9.9\% | 3,794,067 | 7.3\% | 15,389,630 |
| Selling, general and administration expenses | 2,075,303 | 1,820,190 | 14.0\% | 1,838,303 | 12.9\% | 6,394,791 |
| Interest | 33,988 | 30,553 | 11.2\% | 38,122 | -10.8\% | 147,225 |
| Total expenditure | 6,181,946 | 5,557,524 | 11.2\% | 5,670,492 | 9.0\% | 21,931,646 |
| Net profit before tax and adjustments | 931,936 | 1,603,752 | -41.9\% | 1,256,886 | -25.9\% | 5,844,663 |
| Provision for taxation | 130,762 | 264,399 | -50.5\% | 233,029 | -43.9\% | 1,008,401 |
| Profit/(loss) for the year after taxation | 801,174 | 1,339,353 | -40.2\% | 1,023,857 | -21.7\% | 4,836,262 |
| Profit and loss account, brought forward | 14,560,885 | 10,646,309 | 36.8\% | 14,395,492 | 1.1\% | 10,646,309 |
| Add: Adjustment on account of Employee Benefits |  | 7,985 |  | 16,956 |  | $(32,606)$ |
| Amount available for appropriation | 15,362,059 | 11,993,647 | 28.1\% | 15,436,305 | -0.5\% | 15,449,965 |
| Proposed dividend on equity shares |  |  |  | 417,028 |  | 418,173 |
| Dividend on equity shares of subsidiary |  |  |  |  |  |  |
| Dividend tax |  |  |  | 70,874 |  | 83,389 |
| Transfer to general reserve |  |  |  | 387,518 |  | 387,518 |
| Profit and loss account, carried forward | 15,362,059 | 11,993,647 | 28.1\% | 14,560,885 | 5.5\% | 14,560,885 |
| Earning per share (Rs. per equity share of Rs. 2 each) |  |  |  |  |  |  |
| - Basic | 5.76 | 9.68 | -40.5\% | 7.37 | -21.8\% | 34.88 |
| - Diluted | 5.75 | 9.59 | -40.0\% | 7.32 | -21.4\% | 34.54 |
| Weighted average number of common shares used in computing earnings per share |  |  |  |  |  |  |
| - Basic | 139,030,296 | 138,342,512 |  | 138,942,718 |  | 138,660,785 |
| - Diluted | 139,279,675 | 139,652,025 |  | 139,934,252 |  | 140,036,922 |

## B2) AUDITED CONSOLIDATED BALANCE SHEET - INDIAN GAAP (RS. 000):

| Particulars | As on <br> 31-Mar-08 | As on <br> 31-Dec-07 | As on <br> 31-Mar-07 |
| :--- | ---: | ---: | ---: |
| Assets | $10,418,387$ | $9,797,981$ | $9,405,367$ |
| Current assets, loans and advances | $4,329,992$ | $4,278,413$ | $3,374,817$ |
| Goodwill | $8,791,635$ | $8,317,387$ | $6,464,593$ |
| Fixed assets(Net of Depreciation) | $11,204,083$ | $11,516,778$ | $11,042,104$ |
| Investments | 601,814 | 584,036 | 539,687 |
| Deferred tax asset, net | $\mathbf{3 5 , 3 4 5 , 9 1 1}$ | $\mathbf{3 4 , 4 9 4 , 5 9 5}$ | $\mathbf{3 0 , 8 2 6 , 5 6 8}$ |
| Total assets | $7,163,890$ | $7,096,563$ | $\mathbf{6 , 1 2 7 , 6 4 2}$ |
| Liabilities | 22,462 | 23,785 | 29,377 |
| Current liabilities and provisions | 37,786 | 12,754 | $\mathbf{1 8 , 8 2 0}$ |
| Secured loans | $\mathbf{7 , 2 2 4 , 1 3 8}$ | $\mathbf{7 , 1 3 3 , 1 0 2}$ | $\mathbf{6 , 1 7 5 , 8 3 9}$ |
| Deferred tax liability, net | $28,121,773$ | $27,361,493$ | $24,650,729$ |
| Total liabilities | $\mathbf{3 5 , 3 4 5 , 9 1 1}$ | $\mathbf{3 4 , 4 9 4 , 5 9 5}$ | $\mathbf{3 0 , 8 2 6 , 5 6 8}$ |
| Total shareholders equity |  |  |  |
| Total liabilities \& shareholders | equity |  |  |

## B3) AUDITED CONSOLIDATED CASH FLOW STATEMENT - INDIAN GAAP (RS 000)

| Particulars | Mar 312008 | Dec 312007 | Mar 312007 | 2007 |
| :---: | :---: | :---: | :---: | :---: |
| Cash flows from / (used in) operating activities (A) | 494,065 | 796,307 | 489,142 | 4,119,867 |
| Cash flows used in investing activities (B) | $(189,675)$ | (1,330,514) | $(1,015,863)$ | $(4,821,651)$ |
| Cash flows from / (used in) from financing activities (C) | 3,881 | 34,969 | 59,390 | $(363,378)$ |
| Effect of changes in exchange rates (D) | $(29,799)$ | $(1,113)$ | 42,118 | 290,421 |
| Net decrease in cash and cash equivalents during the period $(\mathbf{A}+\mathrm{B}+\mathrm{C}+\mathrm{D})$ | 278,472 | $(500,351)$ | $(425,213)$ | $(774,741)$ |
| Cash and cash equivalents at the beginning of the period | 1,285,857 | 1,786,208 | 2,060,598 | 2,060,598 |
| Cash and cash equivalents at the end of the period | 1,564,329 | 1,285,857 | 1,635,385 | 1,285,857 |

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C) Reconcilation of Income as per Indian GAAP and US GAAP(RS. 000):

| Particulars | Mar 312008 | Mar 312007 | Dec 312007 | 2007 |
| :---: | :---: | :---: | :---: | :---: |
| Consolidated net income as per Indian GAAP | 801,174 | 1,339,353 | 1,023,857 | 4,836,262 |
| Acquisition of entity under common control |  |  |  |  |
| Income taxes | 1,386 | $(9,569)$ | 43,978 | 65,622 |
| Fixed assets and depreciation |  |  |  |  |
| Amortisation of miscellaneous expenditure |  |  |  |  |
| Foreign currency differences |  | $(62,991)$ | 102,542 | 114,236 |
| Employee retirement benefits | $(26,089)$ | 3,980 | $(115,216)$ | $(77,409)$ |
| ESOP related Compensation Cost | $(43,659)$ | $(45,683)$ | $(50,308)$ | $(192,448)$ |
| Short provision for branch profit taxes in earlier years under Indian GAAP |  |  |  |  |
| Provision for decline in fair value of investment |  |  |  |  |
| Amortisation of Intangibles, arising on Business acquisition | $(15,983)$ | $(10,477)$ | $(5,456)$ | $(45,925)$ |
| Prior period adjustment - Impact of prior period tax estimate |  |  |  |  |
| Others | 3,252 | 14,085 | $(5,952)$ | 10,378 |
| Total | $(81,093)$ | $(110,655)$ | $(30,413)$ | $(125,546)$ |
| Consolidated net income as per US GAAP | 720,081 | 1,228,698 | 993,444 | 4,710,716 |

## D1) UNAUDITED CONSOLIDATED STATEMENT OF INCOME (RS. 000): BASED ON CONVENIENCE TRANSLATION

## For the quarter / period ended

| Particulars | Mar 312008 | Mar 312007 | Dec 312007 | 2007 |
| :---: | :---: | :---: | :---: | :---: |
| Exchange rate \$1 = INR | 40.02 | 43.10 | 39.41 | 39.41 |
| Revenues | 7,061,249 | 6,724,074 | 6,861,916 | 26,125,349 |
| Cost of revenues | 4,842,700 | 4,202,681 | 4,593,579 | 17,035,344 |
| Depreciation | 193,897 | 176,279 | 175,813 | 702,511 |
| Gross Profit | 2,024,652 | 2,345,114 | 2,092,525 | 8,387,494 |
| Sales and marketing expenses | 494,087 | 484,616 | 463,145 | 1,805,509 |
| General and administrative expenses | 748,694 | 640,164 | 739,821 | 2,776,304 |
| Provision for doubtful debts and advances | (560) | 25,860 | 8,226 | 46,573 |
| Foreign exchange (gain) / loss, net | 89,045 | $(113,353)$ | $(184,973)$ | $(920,260)$ |
| Operating income | 693,386 | 1,307,826 | 1,066,306 | 4,679,367 |
| Other income / (expense), net | 148,434 | 152,531 | 109,905 | 670,914 |
| Income before income taxes | 841,820 | 1,460,357 | 1,176,211 | 5,350,281 |
| Income taxes | 117,219 | 260,065 | 179,010 | 858,506 |
| Net income/(loss) | 724,601 | 1,200,292 | 997,201 | 4,491,775 |
| Earning per share |  |  |  |  |
| - Basic | 5.21 | 8.68 | 7.18 | 32.39 |
| - Diluted | 5.20 | 8.61 | 7.09 | 32.18 |
| Weighted average number of common shares used in computing earnings per share |  |  |  |  |
| - Basic | 139,030,296 | 138,342,512 | 138,942,718 | 138,660,785 |
| - Diluted | 139,279,675 | 139,413,330 | 140,699,403 | 139,569,933 |

## D2) UNAUDITED CONSOLIDATED BALANCE SHEET USGAAP (RS. 000): BASED ON CONVENIENCE TRANSLATION

| Particulars | $\begin{gathered} \text { As on } \\ \text { 31-Mar-08 } \end{gathered}$ | $\begin{gathered} \text { As on } \\ \text { 31-Dec-07 } \end{gathered}$ | $\begin{gathered} \text { As on } \\ \text { 31-Mar-07 } \end{gathered}$ |
| :---: | :---: | :---: | :---: |
| Exchange rate \$1 = INR | 40.02 | 39.41 | 43.10 |
| Assets |  |  |  |
| Total current assets | 21,534,642 | 21,232,280 | 20,601,059 |
| Goodwill | 2,667,893 | 2,629,166 | 1,716,745 |
| Intangible assets, net | 1,230,695 | 1,256,436 | 406,221 |
| Property, plant, and equipment, net | 7,215,806 | 6,740,165 | 6,121,934 |
| Other assets | 1,631,856 | 1,591,388 | 665,667 |
| Total assets | 34,280,892 | 33,449,435 | 29,511,625 |
| Liabilities |  |  |  |
| Total current liabilities | 4,684,581 | 4,639,417 | 5,204,555 |
| Capital lease obligations excl. installments | 11,926 | 12,842 | 16,426 |
| Other liabilities | 2,018,249 | 1,960,380 | 540,589 |
| Total liabilities | 6,714,756 | 6,612,639 | 5,761,570 |
| Total shareholders equity | 27,566,136 | 26,836,795 | 23,750,055 |
| Total liabilities \& shareholders equity | 34,280,892 | 33,449,435 | 29,511,625 |

## D3) UNAUDITED CONSOLIDATED CASH FLOW STATEMENT USGAAP (RS 000): BASED ON CONVENIENCE TRANSLATION

| Particulars | Mar 312008 | Dec 312007 | Mar 312007 | 2007 |
| :---: | :---: | :---: | :---: | :---: |
| Exchange rate \$1 = INR | 40.02 | 39.41 | 43.10 | 39.41 |
| Net cash provided by operating activities | 639,960 | 832,301 | 609,452 | 4,385,238 |
| Net cash used in investing activities | $(333,807)$ | $(1,442,400)$ | $(1,125,912)$ | $(5,124,701)$ |
| Capital expenditure, net | $(660,130)$ | $(387,759)$ | $(792,789)$ | $(2,417,143)$ |
| Investment in securities, net | 326,323 | $(569,639)$ | $(333,122)$ | $(582,226)$ |
| Investment in subsidiary, net of cash acquired |  | $(485,002)$ |  | $(2,125,332)$ |
| Net cash provided / (used) in financing activities | 4,442 | 57,795 | 49,025 | $(342,167)$ |
| Others | $(3,042)$ | $(3,469)$ | $(5,194)$ | $(16,946)$ |
| Common shares issued, net of expenses | 7,444 | 61,304 | 54,240 | 145,074 |
| Dividend on common shares | 40 | (40) | (21) | $(470,295)$ |
| Net increase / (decrease) in cash and equivalents | 310,595 | $(552,304)$ | $(467,434)$ | $(1,081,630)$ |
| Effect of exchange rate changes on cash and equivalents | $(56,148)$ | 72,040 | 83,706 | 534,461 |
| Cash and equivalents at the beginning of the period | 1,305,693 | 1,766,054 | 2,004,581 | 1,832,959 |
| Cash and equivalents at the end of the period | 1,560,140 | 1,285,790 | 1,620,853 | 1,285,790 |

## E1 ) REVENUE ANALYSIS

| Revenue By Geographical Segments | Mar 312008 | Dec 312007 | Mar 312007 | 2007 |
| :---: | :---: | :---: | :---: | :---: |
| Americas | 76.6\% | 78.6\% | 79.8\% | 79.0\% |
| EMEA | 17.6\% | 16.5\% | 15.9\% | 16.1\% |
| APAC | 5.8\% | 4.9\% | 4.3\% | 4.9\% |
| Total | 100.0\% | 100.0\% | 100.0\% | 100.0\% |
| Revenue by Industry Verticals | Mar 312008 | Dec 312007 | Mar 312007 | 2007 |
| Insurance | 23.2\% | 23.6\% | 24.4\% | 23.6\% |
| Manufacturing | 24.6\% | 24.9\% | 21.9\% | 23.7\% |
| Financial Services | 12.9\% | 13.8\% | 14.0\% | 14.1\% |
| Communications,Media \& Entertainment | 13.4\% | 12.9\% | 14.7\% | 13.5\% |
| Growth Industries | 9.6\% | 8.3\% | 8.2\% | 8.3\% |
| Product Engineering Services | 16.4\% | 16.4\% | 16.8\% | 16.8\% |
| Total | 100.0\% | 100.0\% | 100.0\% | 100.0\% |
| Revenue by Service Offerings | Mar 312008 | Dec 312007 | Mar 312007 | 2007 |
| Application Development \& Maintenance | 64.6\% | 64.8\% | 65.6\% | 64.9\% |
| Package software implementation | 13.1\% | 13.6\% | 13.5\% | 13.7\% |
| Product Engineering Services | 11.5\% | 11.7\% | 11.5\% | 11.5\% |
| Infrastructure Management Services | 5.1\% | 4.9\% | 5.6\% | 5.4\% |
| Business Process Outsourcing | 5.7\% | 5.0\% | 3.8\% | 4.5\% |
| Total | 100.0\% | 100.0\% | 100.0\% | 100.0\% |
| Revenue by Project Type | Mar 312008 | Dec 312007 | Mar 312007 | 2007 |
| Time and Material | 65.6\% | 66.0\% | 67.9\% | 67.6\% |
| Fixed Price (including Fixed Price SLA) | 34.4\% | 34.0\% | 32.1\% | 32.4\% |
| Total | 100.0\% | 100.0\% | 100.0\% | 100.0\% |

## E2) CLIENT- REVENUE METRICS

| Particulates | Mar 31 2008 | Dec 31 2007 | Mar 31 2007 | $\mathbf{2 0 0 7}$ |
| :--- | :---: | :---: | :---: | :---: |
| Top client | $11.1 \%$ | $12.5 \%$ | $11.1 \%$ | $11.8 \%$ |
| Top 5 Clients | $32.2 \%$ | $34.2 \%$ | $35.9 \%$ | $34.8 \%$ |
| Top 10 Clients | $44.8 \%$ | $46.5 \%$ | $48.8 \%$ | $47.3 \%$ |
| Client data |  |  |  |  |
| No of \$1 million clients | 86 | 84 | 74 | 84 |
| No of \$5 million clients | 30 | 31 | 27 | 31 |
| No of \$10 million clients | 15 | 14 | 14 | 14 |
| No of \$50 million clients | 2 | 2 | 2 | 2 |
| No of new clients | 34 | 37 | 26 | 119 |
| No of active Clients | 331 | 318 | 252 | 318 |
| \% of Repeat Business | $92.6 \%$ | $90.8 \%$ | $93.8 \%$ | $92.4 \%$ |

## E3) EFFORTS AND UTLISATION

| Efforts Mix | Mar 31 2008 | Dec 31 2007 | Mar 31 2007 | $\mathbf{2 0 0 7}$ |
| :--- | ---: | ---: | ---: | ---: |
| Onsite efforts | $29.2 \%$ | $29.7 \%$ | $31.7 \%$ | $30.4 \%$ |
| Offshore efforts | $70.8 \%$ | $70.3 \%$ | $68.3 \%$ | $\mathbf{6 9 . 6 \%}$ |
| Total | $\mathbf{1 0 0 . 0 \%}$ | $\mathbf{1 0 0 . 0 \%}$ | $\mathbf{1 0 0 . 0 \%}$ | $\mathbf{1 0 0 . 0 \%}$ |


| Utilisation | Mar 31 2008 | Dec $\mathbf{3 1} 2007$ | Mar $\mathbf{3 1} 2007$ | $\mathbf{2 0 0 7}$ |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Utilisation | $70.0 \%$ | $73.4 \%$ | $72.1 \%$ | $\mathbf{7 2 . 4 \%}$ |

## E4) EMPLOYEE METRICS

|  | Mar 31 2008 | Dec 31 2007 | Mar 31 2007 | $\mathbf{2 0 0 7}$ |
| :--- | ---: | ---: | ---: | ---: |
| Total Employees | $\mathbf{1 5 , 1 5 2}$ | $\mathbf{1 4 , 9 4 5}$ | $\mathbf{1 3 , 0 9 6}$ | $\mathbf{1 4 , 9 4 5}$ |
| Offshore | 12,216 | 12,011 | 10,169 | 12,011 |
| Onsite | 2,936 | 2,934 | 2,927 | 2,934 |
| Total | $\mathbf{1 5 , 1 5 2}$ | $\mathbf{1 4 , 9 4 5}$ | $\mathbf{1 3 , 0 9 6}$ | $\mathbf{1 4 , 9 4 5}$ |
| Sales \& Support Staff | 1,516 | 1,447 | 1,273 | 1,447 |
| Net Additions | 207 | 655 | 292 | 2,141 |
| Attrition (LTM) excluding BPO | $23.0 \%$ | $25.1 \%$ | $29.2 \%$ | $25.1 \%$ |

## E5) RUPEE - US DOLLAR RATE

|  | Mar 31 2008 | Dec 31 2007 | Mar 31 2007 |
| :--- | ---: | ---: | ---: |
| Period end rate | 40.11 | 39.41 | 43.47 |
| Period average rate | 39.82 | 39.53 | 43.80 |

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## SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

## PATNI COMPUTER SYSTEMS LIMITED

By:
/s/ ARUN KANAKAL


[^0]:    1 The above summary of consolidated financial results were taken on record by the Board of Directors at its adjourned meeting held on 30 April 2008.

[^1]:    * Total Public Shareholding as defined under Clause 40A of the Listing Agreement (excludes shares held by founders and American Depository Receipt shareholders.)

