

Polaris' Q2 FY16 revenues up by 9%

Chennai (India), October 29, 2015: Polaris Consulting & Services Ltd (NSE and BSE: POLARIS), a leader in digital transformation solutions and services, announced its results for the second quarter of FY16 today.

Polaris Quarter revenues stood at Rs. 517.68 crore, registering 9% YoY growth as compared to Rs. 476.90 crore in the same quarter last year and 4% QoQ growth from Rs. 495.83 crore in Q1 FY 16. In dollar terms, revenues stood at \$77.63 Mn growing sequentially by 2% QoQ as compared to \$75.90Mn in previous quarter.

EBITDA stood at Rs. 70 crore registering 16% YoY growth as compared to Rs. 60.57 crore in the same quarter last year and 10% QoQ growth from Rs. 63.79 crore in Q1 FY 16. Profit After Tax (PAT) grew by 24% QoQ to Rs.47 crore from Rs.38 crore. Cash and cash equivalents stood at Rs. 294 crore at the end of the quarter. Quarter revenues were distributed across all geographies with Americas contributing 52%, Europe 21%, India 8% and Rest of the World 19%.

Business Highlights

- Continuing the traction on digital-led wins, 4 new clients were added in the last quarter
- Polaris rated as a "Major Contender in Capital Markets AO Delivery Capability" By Everest Group
- Polaris ranked amongst the Global Top 100 vendors by IDC in their Fintech Ranking
- Talent strength of 7648 (Excluding BPO division)
- DSO has further reduced from 85 days to 83 days.

Management Statement

Jitin Goyal, CEO and Executive Director, Polaris Consulting & Services Limited said, "Our strategic focus on Digital is beginning to pay off with strong digital led wins in this quarter. We continue investing in the core areas of Digital, Data, Payments and Risk & Compliance and we are gaining good traction in the market in these areas, reflected in the steady build-up in the deal pipeline. Revenue and EBITDA are both trending in the right direction, and this is a good sign".

NM Vaidyanathan, Chief Financial Officer, Polaris Consulting & Services Limited, said, "Our focused approach towards growth plans & cost plans has resulted in 9% growth in Revenues and a PAT of Rs 47 Cr. We are balancing the levers of investments in key accounts along with cost optimisation efforts. We expect this momentum to continue"

Financial Results for the Second Quarter Ended September 30, 2015

POLARIS CONSULTING & SERVICES LIMITED (Formerly known as Polaris Financial Technology Ltd)

Unaudited consolidated financial results for the second quarter ended September 30, 2015 prepared as per Indian GAAP

Rs. Lakhs

Particulars	QUARTER ENDED			YEAR ENDED
	September 30, 2015	June 30, 2015	September 30, 2014	March 31, 2015
INCOME				
Income from Software development, Support & BPO services	51,767.88	49,583.48	47,689.79	189,334.54
EXPENDITURE				
Software development expenses	36,514.04	35,153.44	35,103.42	139,964.80
Selling & Marketing and General & Administrative expenses	8,253.45	8,050.64	6,529.16	26,860.97
Total Expenditure	44,767.49	43,204.08	41,632.58	166,825.77
Profit before interest, depreciation & amortisation other Income, foreign exchange gain/ (loss), exceptional items & tax	7,000.39	6,379.40	6,057.21	22,508.77
Depreciation and Amortisation expenses	687.49	674.59	690.46	2,790.87
Profit before other Income, foreign exchange gain/ (loss), exceptional items & tax	6,312.90	5,704.81	5,366.75	19,717.90
Foreign exchange gain/ (loss)	233.34	(445.04)	389.74	1,182.81
Other Income including exceptional items	153.68	450.27	968.41	2,242.24
Profit before tax	6,699.92	5,710.04	6,724.90	23,142.95
Provision for taxation	1,967.23	1,902.95	1,809.67	6,422.28
Profit after tax	4,732.69	3,807.09	4,915.23	16,720.67
Minority Interest/ Share of profit/(loss) of Associate Companies	1.74	1.48	-	6.31
Profit for the period	4,734.43	3,808.57	4,915.23	16,726.98

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