

August 08, 2016

PCSL/SEC/2016-17

1. The National Stock Exchange of India Ltd.,
Exchange Plaza, 5th Floor, Plot No. C/1, G Block, Bandar Karla Complex,
Bandar (E), Mumbai – 400 051

2. The Bombay Stock Exchange Ltd.,
1st Floor, New Trade Ring, Rotunda Building, PJ Towers,
Dalai Street, Fort, Mumbai – 400 001.

Dear Sirs,

Sub: Outcome of the Board Meeting held on 8th August 2016

Ref: ISIN INE763A01023

We wish to inform you that the Board of Directors of the Company at its meeting held on 8th August 2016, have approved the following:

Financial Results:

1. Unaudited Standalone and Consolidated Financial Results for the quarter ended 30th June 2016, prepared as per Indian Accounting Standards (IND-AS) and a signed copy of the financials as per the format prescribed under Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015 along with the Limited Review report is enclosed.
2. Media release announcing the financial results of the Company for the quarter ended 30th June 2016 is enclosed.
3. Investor Presentation under Regulation 30(6) of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015 for the quarter ended 30th June 2016 is enclosed.

We have also uploaded the financial results on the Stock Exchange Websites at <http://www.nseindia.com> and <http://www.bseindia.com> and on the Company's website at www.polarisft.com/investors/intimation.

Other matters:

1. Approved the sale of property of the Company situated at 244 Anna Salai, Chennai – 600 006 which is the registered office of the company.
2. Approved the change of registered office from "244/713, Anna Salai, Chennai-600 006" to "No.34, Rajiv Gandhi Salai, Navalur, Chennai-600 130".

The Board Meeting commenced at 18:30 hours and concluded at 21.45 hours.

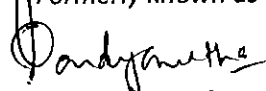
We request you kindly to take the above information on record and ensure compliance.

Thanking You,

Yours truly,

For Polaris Consulting & Services Limited

(Formerly known as Polaris Financial Technology Limited)



N M Vaidyanathan
Chief Financial Officer

Polaris Consulting & Services Limited

Encl: as above
Registered Office: Polaris House, 244 Anna Salai, Chennai - 600 006, India | Ph: +91-44-3987 4000, 3984 3400 | Fax: +91-44-2852 3280
Corporate Headquarters: Foundation, 34 IT Highway, Chennai - 603 103, India | Ph: +91-44-2743 5001, 3987 3000 | Fax: +91-44-2743 5166

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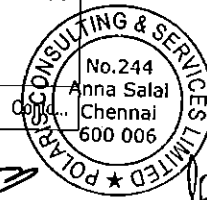
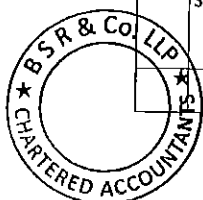


POLARIS CONSULTING & SERVICES LIMITED
(Formerly known as Polaris Financial Technology Limited)
CIN:L65993TN1993PLC024142
Regd Office : Carex Centre, 244 (Old no. 713) Anna Salai, Chennai 600 006
STATEMENT OF UNAUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER ENDED JUNE 30, 2016

S.No	Particulars	Rs. In Lakhs	
		3 months ended June 30, 2016	Corresponding 3 months ended June 30, 2015
		(Unaudited)	(Unaudited) Refer note (c) below
1.	Income from Operations	49,550.28	49,281.04
2.	Expenses		
	(a) Employee benefits expenses	38,373.86	38,028.80
	(b) Depreciation and amortisation expense	574.97	674.60
	(c) Other expenses	5,304.87	5,513.32
	Total Expenses	44,253.70	44,216.72
3.	Profit from operations before other Income (1-2)	5,296.58	5,064.32
4.	Other Income	748.24	515.17
5.	Profit from ordinary activities before tax (3+4)	6,044.82	5,579.49
6.	Tax expenses	2,055.48	1,909.79
7.	Net Profit for the period (5-6)	3,989.34	3,669.70
8.	(a) Non Controlling Interest	-	1.48
	(b) Share of loss of Joint Venture	(16.89)	-
9.	Net Profit for the period after taxes, non-controlling interest and share of loss of Joint Venture (7+8)	3,972.45	3,671.18
10.	Other Comprehensive Income (net of taxes)	(210.25)	(383.12)
11.	Total Comprehensive Income (9+10)	3,762.20	3,288.06
12.	Paid-up Equity share Capital (Face value of Rs. 5 each)	5,076.51	5,005.41
13.	Earning Per Share (Face value of Rs. 5 each) (not annualised):		
	(a) Basic	3.92	3.67
	(b) Diluted	3.88	3.65
	See accompanying notes to the financial results		

POLARIS CONSULTING & SERVICES LIMITED
(Formerly known as Polaris Financial Technology Limited)
Regd Office : Carex Centre, 244 (Old no. 713) Anna Salai, Chennai 600 006
STATEMENT OF UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER ENDED JUNE 30, 2016

S.No	Particulars	Rs. In Lakhs	
		3 months ended June 30, 2016	Corresponding 3 months ended June 30, 2015
		(Unaudited)	(Unaudited) Refer note (c) below
1.	Income from Operations	43,571.60	45,491.48
2.	Expenses		
	(a) Employee benefits expenses	35,346.65	35,158.85
	(b) Depreciation and amortisation expense	554.59	629.29
	(c) Other expenses	4,251.20	4,142.55
	Total Expenses	40,152.44	39,930.69
3.	Profit from operations before other Income (1-2)	3,419.16	5,560.79
4.	Other Income	868.68	447.88
5.	Profit from ordinary activities before tax (3+4)	4,287.84	6,008.67
6.	Tax expenses	1,602.09	2,065.02
7.	Net Profit for the period (5-6)	2,685.75	3,943.65
8.	Other Comprehensive Income (net of taxes)	19.78	(1,172.20)
9.	Total Comprehensive Income (7+8)	2,705.53	2,771.45
10.	Paid-up Equity share Capital (Face value of Rs. 5 each)	5,076.51	5,005.41
11.	Earning Per Share (Face value of Rs. 5 each) (not annualised):		
	(a) Basic	2.65	3.94
	(b) Diluted	2.63	3.92
	See accompanying notes to the financial results		



NOTES :

- a. The unaudited standalone financial results and unaudited consolidated financial results for the three month period ended 30 June 2016 in respect of Polaris Consulting & Services Limited ('the Company') have been reviewed by the Audit Committee and approved by the Board of Directors of the Company at their respective meetings held on 8 August 2016. The above results have been subjected to limited review by the statutory auditors of the Company. The reports of the statutory auditors are unqualified.
- b. Beginning 1 April 2016, the Company has for the first time adopted Indian Accounting Standards ('Ind AS') with a transition date of 1 April 2015. These financial results have been prepared in accordance with Ind AS prescribed under Section 133 of the Companies Act, 2013 read with the relevant rules thereunder and in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and SEBI Circular dated 5 July 2016. The Company has opted to avail the relaxation provided by SEBI in respect of disclosure requirements for corresponding figures of earlier periods and accordingly, the figures for the quarter and year ended 31 March 2016 have not been presented. The reserves as per balance sheet of the previous accounting year 31 March 2016 not being mandatory has also not been presented.

The Company has also prepared a reconciliation of the net profit for the corresponding period under the previously applicable Generally Accepted Accounting Principles ('previous GAAP') with the total comprehensive income as reported in these financial results under Ind AS. The net profit reconciliation for the quarter ended 30 June 2015 for standalone and consolidated financial results are presented below:

Net Profit Reconciliation	Rs. In Lakhs	
	3 months ended 30/6/2015	
	Consolidated	Standalone
Profit after tax (PAT) as per previous GAAP	3,808.57	3,380.67
Difference on account of revenue recognition	10.32	1,129.66
Mark-to Market adjustments on Investments	41.59	3.08
Actuarial gain on employee defined benefit plans recognised in Other Comprehensive Income	(39.95)	(39.95)
Increase in cost due to fair value accounting of share based payments	(146.54)	(146.54)
Others	4.03	4.03
Income tax impact of above adjustments	(6.84)	(387.30)
PAT as per Ind AS (A)	3,671.18	3,943.65
<i>Other Comprehensive Income (OCI):</i>		
Re-measurement gains on defined benefit plans	39.95	39.95
Exchange differences on translation of foreign operations	1,111.47	322.39
Net movement on cash flow hedges	(1,591.95)	(1,591.95)
Mark-to Market adjustments on Investments	(675.95)	(675.95)
Income tax impact of above adjustments	733.36	733.36
Sub-total (B)	(383.12)	(1,172.20)
Total Comprehensive Income as reported under Ind AS (A + B)	3,288.06	2,771.45

- c. Figures for the corresponding three months ended 30 June 2015 in the consolidated financial results and Standalone financial results have been adjusted for differences in the accounting principles on transition to Ind AS. The management has exercised necessary due diligence to ensure that the financial results (including reconciliation) provide a true and fair view of the Company's affairs. These adjustments have been approved by the Board of Directors, but not subjected to review / audit.
- d. The consolidated financial results include the financial results of the parent company Polaris Consulting & Services Limited, its subsidiaries and a joint venture (referred to as Group).
- e. The Company has allotted 163,260 shares under its stock option plans during the quarter ended 30 June 2016.
- f. On 3 March 2016, Virtusa Consulting Services Private Limited ("Virtusa India"), a subsidiary of Virtusa Corporation ("Virtusa US"), completed the acquisition of 52.94% of the fully-diluted capitalization of Polaris Consulting & Services Limited from certain shareholders of the Company for approximately INR 117,281 Lakhs (USD 180 million) in cash. In addition, under applicable Securities and Exchange Board of India (Substantial acquisition and take over regulations) 2015, Virtusa India made an unconditional mandatory offer to the public shareholders of the Company to purchase up to an additional 26% of the outstanding shares of the Company. Virtusa India accepted the purchase of 26,719,942 shares of Polaris common stock for INR 220.73 per share (USD 3.25 per share) for an aggregate purchase price of INR 58,979 Lakhs (USD 86.8 million). The mandatory open offer began on 11 March 2016 and closed on 28 March 2016 and was fully subscribed.
- g. Segment Reporting in Consolidated financial results: Based on the "management approach" as defined in Ind AS 108-Operating Segments, the Chief Operating Decision Maker evaluates the Group's performance as a single business segment namely Software and Consultancy Services.
- h. Prior period figures have been reclassified wherever required to conform to the classification of the current period.

For Polaris Consulting & Services Limited
(Formerly known as Polaris Financial Technology Limited)

Harl Raju Mahadevu
Director

Vaidyanathan N.M
Chief Financial Officer

Place : Chennai
Date : August 8, 2016



B S R & Co. LLP

Chartered Accountants

No 10, Mahatma Gandhi Road
Nungambakkam
Chennai - 600 034, India

Telephone: +91 44 3914 5000
Fax: +91 44 3914 5999

Limited Review Report to The Board of Directors of Polaris Consulting & Services Limited

We have reviewed the accompanying statement of unaudited consolidated financial results (the "Statement") of Polaris Consulting & Services Limited ("the Company"), its subsidiaries and joint venture (collectively referred to as 'the Group') for the quarter ended 30 June 2016, attached herewith, being submitted by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Attention is drawn to the fact that the figures for the corresponding quarter ended 30 June 2015, including the reconciliation to total comprehensive income as per Indian Accounting Standards ('Ind AS'), as reported in these financial results have been approved by the Company's Board of Directors but have not been subjected to review/audit.

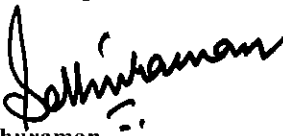
This statement is the responsibility of the Company's Management and has been approved by the Board of Directors. Our responsibility is to issue a report on the Statement based on our review.

We conducted our review in accordance with the Standard on Review Engagement (SRE) 2410, *Review of Interim Financial Information Performed by the Independent Auditor of the Entity* issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the financial results are free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.

We did not review the unaudited financial results of certain subsidiaries and a joint venture included in the financial results of the Group. These subsidiaries account for Rs. 7,430 lakhs of revenues from operations for the quarter ended 30 June 2016. The financial results also include the Group's share of net loss of Rs. 17 lakhs for the quarter ended 30 June 2016, in respect of such joint venture. The unaudited financial results of these subsidiaries and a joint venture have been reviewed by other auditors, whose reports have been furnished to us. Our opinion on the unaudited consolidated financial results, in so far as it relates to these subsidiaries and a joint venture, is based on the aforesaid review reports of the other auditors.

Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying statement of unaudited consolidated financial results for the quarter ended 30 June 2016 prepared in accordance with applicable accounting standards i.e. Ind AS prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other recognized accounting practices and policies, has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and SEBI Circular dated 5 July 2016 including the manner in which it is to be disclosed, or that it contains any material misstatement.

For B S R & Co. LLP
Chartered Accountants
ICAI Firm registration No. 101248W/W-100022


S Sethuraman
Partner
Membership No. 203491
Place: Chennai
Date: 8 August 2016

B S R & Co. (a partnership firm with Registration No. BA61223) converted into B S R & Co. LLP (a Limited Liability Partnership with LLP Registration No. AAB-8181) with effect from October 14, 2013

Registered Office :
1st Floor, Lodha Excelus
Apollo Mills Compound
N.M. Joshi Marg, Mahalakshmi
Mumbai - 400 011

BSR & Co. LLP

Chartered Accountants

No 10, Mahatma Gandhi Road
Nungambakkam
Chennai - 600 034, India

Telephone: +91 44 3914 5000
Fax: +91 44 3914 5999

Limited Review Report to The Board of Directors of Polaris Consulting & Services Limited

We have reviewed the accompanying statement of unaudited standalone financial results (the "Statement") of Polaris Consulting & Services Limited ("the Company") for the quarter ended 30 June 2016, attached herewith, being submitted by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

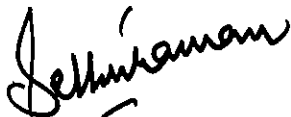
Attention is drawn to the fact that the figures for the corresponding quarter ended 30 June 2015 including the reconciliation to total comprehensive income as per Indian Accounting Standards ('Ind AS'), as reported in these financial results have been approved by the Company's Board of Directors but have not been subjected to review/audit.

This Statement is the responsibility of the Company's Management and has been approved by the Board of Directors. Our responsibility is to issue a report on the Statement based on our review.

We conducted our review in accordance with the Standard on Review Engagement (SRE) 2410, *Review of Interim Financial Information Performed by the Independent Auditor of the Entity* issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the financial results are free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.

Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying statement of unaudited standalone financial results for the quarter ended 30 June 2016 prepared in accordance with applicable accounting standards i.e. Ind AS prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other recognized accounting practices and policies, has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and SEBI Circular dated 5 July 2016 including the manner in which it is to be disclosed, or that it contains any material misstatement.

For BSR & Co. LLP
Chartered Accountants
ICAI Firm registration No. 101248W/W-100022



S Sethuraman
Partner
Membership No. 203491
Place: Chennai
Date: 8 August 2016

Q1 Results FY2017 INR

Polaris' Q1 FY17 PAT up by 8.2%

Chennai (India), August 8, 2016: Polaris Consulting & Services Ltd (NSE and BSE: POLARIS), a leader in digital transformation solutions and services, announced its results for the first quarter of FY17 today.

Polaris' first Quarter revenues stood at Rs. 495.50 crore, registering 0.5% YoY growth as compared to Rs. 492.81 crore in the same quarter last year. In dollar terms, revenues stood at \$74.0 Mn. EBITDA stood at Rs. 58.72 crore, registering a 2.3% YoY growth as compared to Rs. 57.39 crore in the same quarter last year. Profit After Tax (PAT) grew by 8.2% YoY to Rs. 39.72 crore from Rs. 36.70 crore. Cash and cash equivalents stood at Rs. 352.78 crore at the end of the quarter.

Business Highlights

- Average utilization was 71.7%; Onsite: 88.2% and Offsite: 67.1%
- Talent strength of 7,197 as of June 30, 2016
- DSO stood at 89 Days compared to 78 days in Q4 FY16 due to increase in unbilled revenue

Management Statement

Jitin Goyal, CEO and Executive Director, Polaris Consulting & Services Limited said, "As Virtusa and Polaris continue to integrate operations and marketing strategies, we have started to experience early signs of synergic benefits. Going forward, we anticipate that the combined capabilities of both organisations will support Polaris' endeavour to increase market share in the BFS vertical. Furthermore, during the fiscal year 2017, our focus would be on digital banking transformation and helping our clients reimagine the future of banking in a digital era."

N M Vaidyanathan, Chief Financial Officer, Polaris Consulting & Services Limited, said, "Our revenue for the quarter remained relatively flat at Rs. 495.5 Cr. compared to Rs. 492.8 Cr. during the same period last year in spite of drop in revenue from our largest customer on account of the productivity savings program which was partially offset by restatement of revenue recognised to comply with IND-AS, Annual performance driven pay, bonus payments and tax payments made during the quarter impacted our cash position. We anticipate our liquidity to improve in the coming months driven by internal cash accruals with no significant capital expenditure planned in the near future."

About Polaris

Polaris Consulting & Services Ltd. is a leader in solutions and services that enable operational productivity for the global financial services industry. Polaris' services include process engineering, solution consulting, system integration, application development and maintenance, production support, testing, and infrastructure management. To deliver these services, Polaris has invested heavily in building deep functional and domain-specific models, tools and accelerators, which enable it to deliver higher productivity and better quality to its BFSI clientele.

For Media related info, please contact:	For Investor related info, please contact:
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phone: +91 9845120566	Churchgate Partners
Email: mbharathi@virtusapolaris.com	Phone: +91 22 6169 5988
	Email: polaris@churchgatepartnersindia.com



Q1 Results FY2017 INR

Financial Results for the first Quarter Ended June 30, 2016

POLARIS CONSULTING & SERVICES LIMITED (Formerly known as Polaris Financial Technology Ltd)
Unaudited consolidated financial results for the first quarter ended June 30, 2016 prepared
as per IND AS

Particulars	(Rs. Lakhs)	
	For the period ended	
	30-Jun-16	30-Jun-15
Revenue from operations	49,550.28	49,281.04
Other income	748.24	515.17
Total Income	50,298.52	49,796.21
Expenses		
Employee benefits expense	38,373.86	38,028.80
Depreciation and amortisation expense	574.97	674.60
Other expenses	5,304.87	5,513.32
Total expenses	44,253.70	44,216.72
Profit/(loss) before exceptional items and tax	6,044.82	5,579.49
Profit/(loss) before tax	6,044.82	5,579.49
Tax expense		
a) Current tax	1,419.14	1,881.04
b) Deferred tax	636.34	28.75
Profit after tax before share of results of associates	3,989.34	3,669.70
Add: Share of profit from Associate Company	(16.89)	-
Profit/(loss) for the period	3,972.45	3,669.70
Attributable to:		
Owners of the parent	3,972.45	3,671.18
Non-controlling interest	-	(1.48)
Other comprehensive income	(210.25)	(383.12)
Total comprehensive income	3,762.20	3,288.06
<i>(Comprising Profit/(Loss) and Other Comprehensive Income for the period)</i>		

Polaris Consulting & Services Limited

(BSE: 532254; NSE: POLARIS)

Q1 FY2017 Earnings Presentation
August 8, 2016

Performance Highlights: Q1 FY2017

Net Revenue

Rs. 4,955 mn

+0.5% y-o-y

EBITDA

Rs. 587 mn

Margin: 11.8%

PAT

Rs. 397 mn

Margin: 8.0%

DSO

89 Days

(85 Days: Q1 FY2016)

Headcount

7,197

Attrition: 15.2%

CCE and Investments

Rs. 3,528 mn

(Rs. 4,265 mn: Q4 FY2016)

Management Perspectives

Commenting on results and developments **Mr. Jitin Goyal, CEO and Executive Director** said:

As Virtusa and Polaris continue to integrate operations and marketing strategies, we have started to experience early signs of synergic benefits. Going forward we anticipate that the combined capabilities of both organisations will support Polaris' endeavour to increase market share in the BFS vertical. Furthermore, during the fiscal year 2017, our focus would be on digital banking transformation and helping our clients reimagine the future of banking in a digital era.

Commenting on results **Mr. NM Vaidyanathan, Chief Financial Officer** said:

Our revenue for the quarter remained relatively flat at Rs. 495.5 Cr. compared to Rs. 492.8 Cr. during the same period last year in spite of drop in revenue from our largest customer on account of the productivity savings program which was partially offset by restatement of revenue recognised to comply with IND-AS. Annual performance driven pay, bonus payments and tax payments made during the quarter impacted our cash position. We anticipate our liquidity to improve in the coming months driven by internal cash accruals with no significant capital expenditure planned in the near future.

Performance Overview

(Rs. million, unless stated)

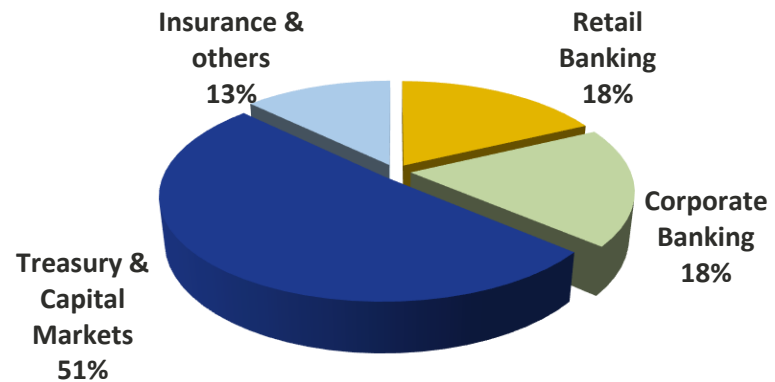
Particulars	Q1		y-o-y
	FY2017	FY2016	Growth (%)
Net Revenue	4,955	4,928	0.5%
EBITDA	587	574	2.3%
Margin (%)	11.8%	11.6%	
PAT	397	367	8.2%
Margin (%)	8.0%	7.4%	
Basic EPS (Rs.)	3.92	3.67	6.7%

Performance Discussion

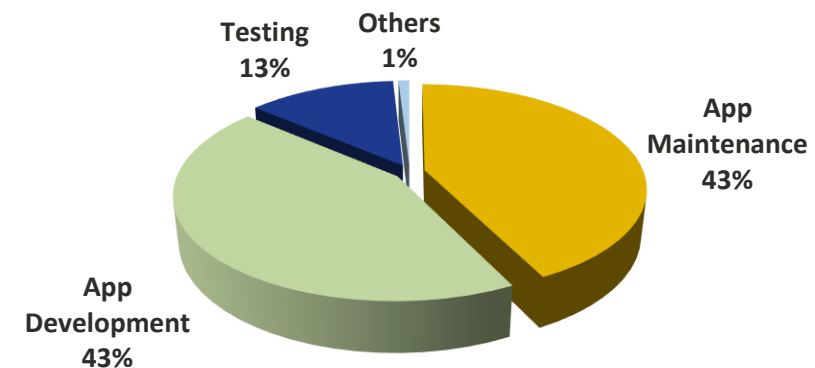
- The Company has adopted Indian AS (IND AS) from Q1 FY2017; the y-o-y quarter financials has also been restated using same accounting standards
- Adoption of IND AS resulted in revenue and PAT by ~Rs. 170 mn and ~Rs. 85 mn, respectively, compared to IGAAP
- PAT for the quarter benefitted from better operating profit coupled with higher other income
- Cash and Cash equivalents & Investments was impacted due to annual performance driven pay, bonus payments and advance tax payment

Q1 FY2017 Revenue Break-up

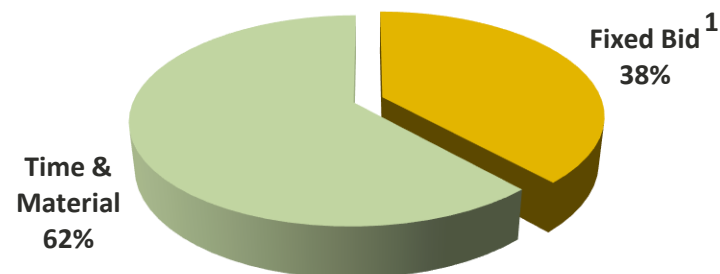
Revenue by Vertical



Revenue by Service Offering



Revenue by Contract Type

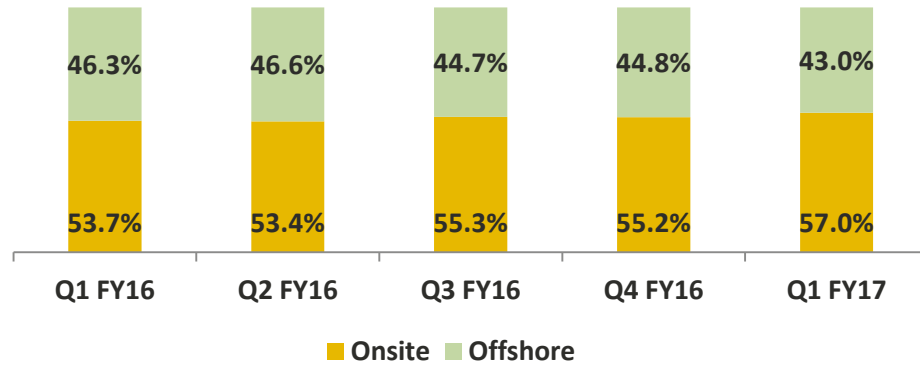


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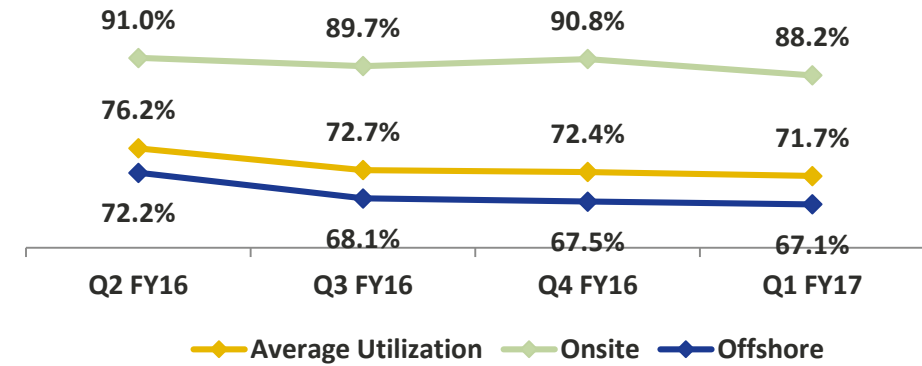
1. Fixed bid includes Fixed price

Operational Metrics

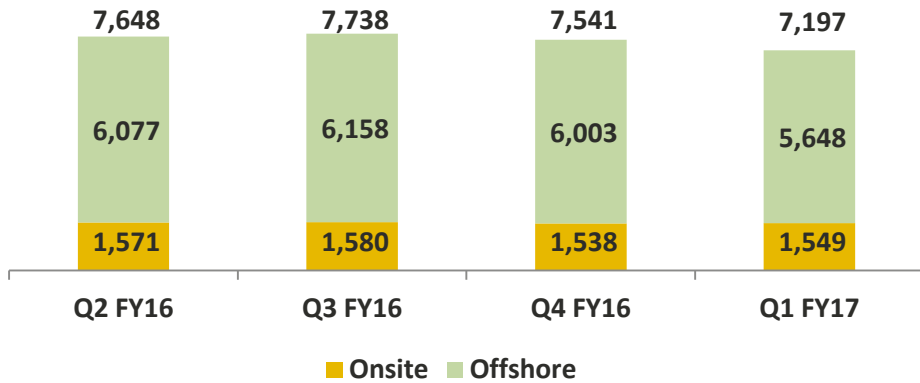
Revenue Mix



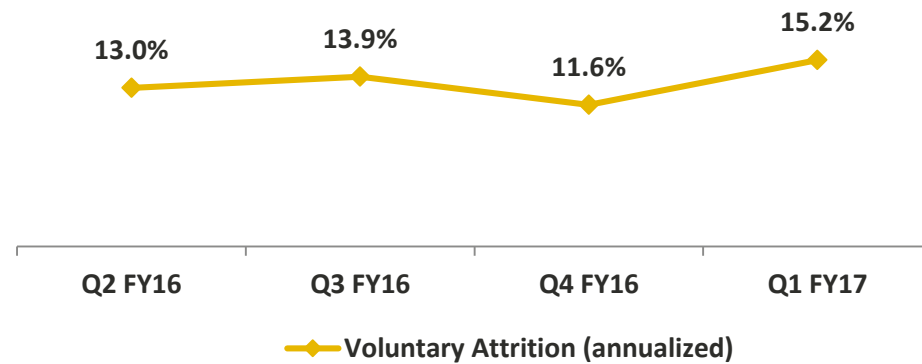
Utilization



Headcount¹



Attrition

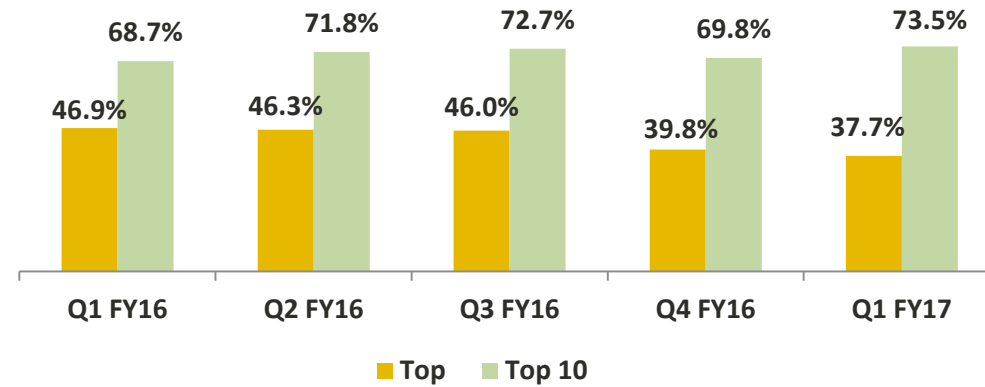


Note:

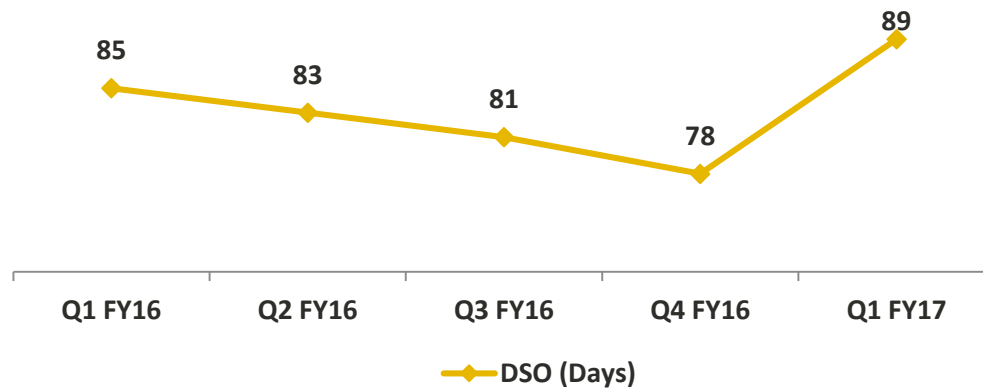
1. Excluding BPO and including vendors

Operational Metrics

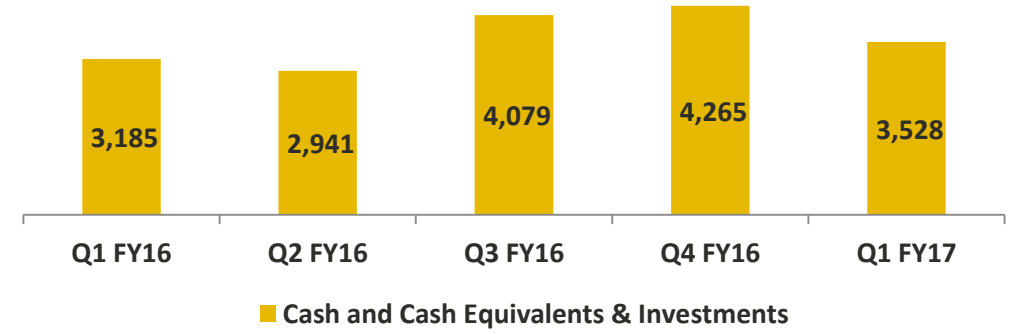
Contribution by top Clients



DSO



Cash & Cash Equivalent and Investments (Rs. mn)



Factsheet

Factsheet

Detailed Profit & Loss Statement

Profit & Loss Statement (Rs. mn)	Q1 FY17	Q1 FY16	Y-o-Y Growth (%)
Income from operations	4,955.0	4,928.1	0.5%
Employee Cost	(3,837.4)	(3,802.9)	0.9%
<i>% of Sales</i>	<i>77.4%</i>	<i>77.2%</i>	
Other Expenditures	(530.5)	(551.3)	
EBITDA	587	574	2.3%
EBITDA Margin (%)	11.8%	11.6%	
Depreciation and Amortisation	(57.5)	(67.5)	
<i>% of Sales</i>	<i>1.2%</i>	<i>1.4%</i>	
EBIT	529.7	506.4	4.6%
EBIT Margin (%)	10.7%	10.3%	
Other Income	74.8	51.5	
Exceptional Item	0.0	0.0	
PBT	604.5	557.9	8.3%
PBT Margin (%)	12.2%	11.3%	
Tax Expenses	(205.5)	(191.0)	
Share of (profit)/loss of associate companies	(1.7)	0.0	
Minority Interest	0.0	0.1	
PAT	397.2	367.1	8.2%
PAT Margin (%)	8.0%	7.4%	
EPS:			
Basic EPS (Rs.)	3.92	3.67	6.7%
Diluted EPS (Rs.)	3.88	3.65	6.3%

Factsheet

	Q1 FY16	Q2 FY16	Q3 FY16	Q4 FY16	Q1 FY17
Revenue By Vertical					
Retail Banking	14.0%	15.4%	15.2%	16.3%	17.9%
Corporate Banking	22.0%	21.8%	20.7%	19.0%	18.3%
Treasury & Capital Markets	47.0%	47.2%	50.9%	51.7%	51.0%
Insurance & others	17.0%	15.6%	13.1%	13.0%	12.8%
Revenue by Service Offering:					
App Maintenance	38.3%	39.1%	39.9%	41.7%	42.6%
App Development	46.0%	45.7%	46.4%	43.8%	43.6%
Testing	14.5%	14.0%	12.6%	13.4%	12.9%
Others	1.2%	1.2%	1.1%	1.0%	0.9%
Revenue by Product Type:					
Fixed Bid	38.8%	38.8%	41.2%	40.9%	38.3%
Time & Material	61.2%	61.2%	58.8%	59.1%	61.7%
Effort Mix:					
Offshore effort	74.2%	74.5%	73.6%	73.1%	73.0%
Onsite effort	25.8%	25.5%	26.4%	26.9%	27.0%
Revenue Mix:					
Onsite	53.7%	53.4%	55.3%	55.2%	57.0%
Offshore	46.3%	46.6%	44.7%	44.8%	43.0%
Utilization:					
Average Utilization	75.0%	76.2%	72.7%	72.4%	71.7%
Onsite	89.9%	91.0%	89.7%	90.8%	88.2%
Offshore	70.9%	72.2%	68.1%	67.5%	67.1%

	Q1 FY16	Q2 FY16	Q3 FY16	Q4 FY16	Q1 FY17
Clients:					
Active clients	150	146	142	141	128
Number of New clients	4	4	3	1	3
Number of 10% clients	1	1	1	1	1
Revenue from repeat clients >12 months	89.0%	89.7%	90.5%	90.8%	90.7%
Top client	46.9%	46.3%	46.0%	39.8%	37.7%
Top 10 clients	68.7%	71.8%	72.7%	69.8%	73.5%
Headcount:					
Total Headcount	7,305	7,648	7,738	7,541	7,197
Onsite	1,540	1,571	1,580	1,538	1,549
Offshore	5,765	6,077	6,158	6,003	5,648
Non IT professionals	778	746	741	731	625
IT professionals	6,527	6,902	6,997	6,810	6,572
Net addition	85	343	90	(197)	(344)
Voluntary Attrition (Annualized)	15.3%	13.0%	13.9%	11.6%	15.2%
Cash:					
Cash, Cash Equivalents & Investments (Rs. Mn)	3,185	2,941	4,079	4,265	3,528
DSO (days)	85	83	81	78	89

Polaris at Glance



About Polaris Consulting & Services Ltd. (“Polaris”)

- Founded in 1993; Listed on NSE and BSE, Polaris has a market capitalization of around Rs. 2,000 Cr.
- As on June 30, 2016, the Company has 7,197 employees (excluding BPO division)
- Strong balance sheet with zero debt



Specialization

- Polaris is a niche and leading player in the financial technology space
- Major customers include Citibank, Bank of Montreal, JPMC, Lloyds, M&T Bank, RBS, Morgan Stanley and Credit Suisse
- Consistently awarded CMMI Level 5 certification starting from 2001



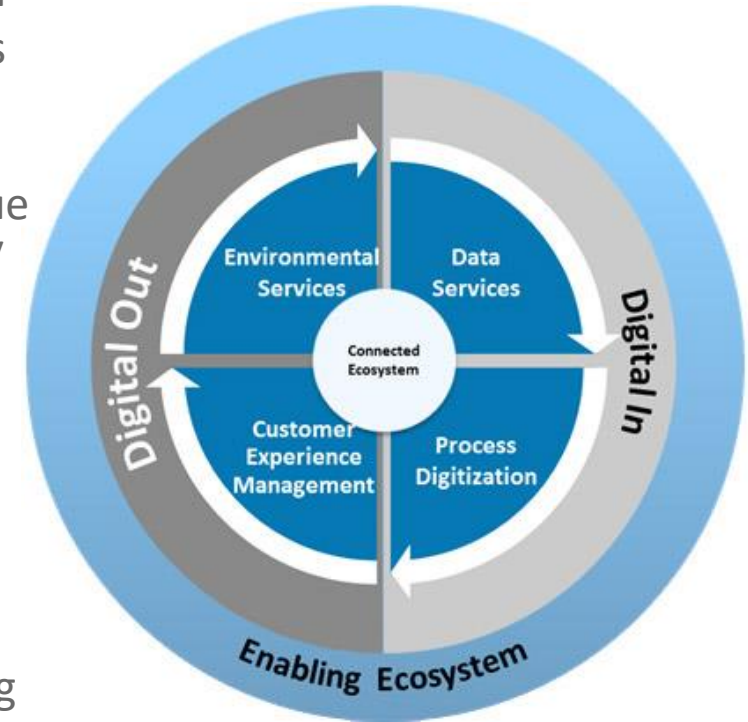
Recent Developments

- Virtusa Consulting Services Private Limited (“Virtusa”) acquired 52.9% of the total outstanding share capital of the Company in March 2016. Further in April 2016, pursuant to an Open Offer, Virtusa acquired 26.0% stake taking their total stake to 78.9% of the outstanding share capital
- During Q4 FY2016, Polaris entered into a Business Transfer Agreement to transfer all its BPO business as a going concern

Business Model

Digital Transformation: Transform to be a Digital 360 Enterprise

- Polaris' Digital Enterprise 360 approach is an '**Assess–Adopt–Grow**' strategy with roadmaps to transform Customer Experience, Operation & Technology Processes and build disruptive Business Models through a continuous innovation culture
- **Digital OUT:** This focuses on customer experience transformation and brand value creation, via all customer touchpoints across organization channel, LOB, brands / product and services. It helps organizations maintain a Unified Digital Channel Experience for all its products and services across brands
- **Digital IN:** This focuses on maintaining a balancing act between Operational Efficiency and Technology adoption essential for achieving Superior Customer Experience
- **Connected Ecosystem:** A key technology area essential in building the connecting link between Business and Operations for seamless collaboration
- **Enabling Ecosystem:** This focuses on enabling Rapid Transformation through continuous Innovation, ready-to-use technology accelerators and strong Agile program governance with Development operations



Safe Harbor Statement

Certain statements in this presentation concerning our future prospects are forward-looking statements. Forward-looking statements by their nature involve a number of risks and uncertainties that could cause actual results to differ materially from market expectations. These risks and uncertainties include, but are not limited to our ability to manage growth, intense competition among Indian and overseas IT companies, various factors which may affect our cost advantage, such as wage increases or an appreciating Rupee, 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, our ability to successfully complete and integrate potential acquisitions, liability for damages on our service contracts, the success of the companies in which Polaris has made strategic investments, withdrawal of governmental fiscal incentives, political instability, legal restrictions on raising capital or acquiring companies outside India, unauthorized use of our intellectual property and general economic conditions affecting our industry. Polaris may, from time to time, make additional written and oral forward-looking statements, including our reports to shareholders. These forward-looking statements represent only the Company's current intentions, beliefs or expectations, and any forward-looking statement speaks only as of the date on which it was made. The Company assumes no obligation to revise or update any forward-looking statements.

Thank you

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