

# **Reuters ProVestor Plus Company Report**

**22 December 2006** 

# **Infosys Technologies Limited (ADR)** (NASD:INFY)

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### **Overview**

Fiscal Year ends March 31. All data are on a fiscal year basis except where noted. All financials are reported to conform to the current year presentation and may reflect certain reclassifications made in prior years. TTM = Trailing Twelve Month. MRQ = Most Recent Quarter.

### **Business Summary**

Infosys Technologies Limited (Infosys) is a global technology services firm that defines, designs and delivers information technology (IT)-enabled business solutions to its clients. The Company provides end-to-end business solutions that leverage technology for its clients, including consulting, design, development, software re-engineering, maintenance, systems integration, package evaluation, and implementation and infrastructure management services. Infosys also provides software products to the banking industry. Through its majority-owned subsidiary, Progeon Limited (Progeon), the Company provides business process management services. Infosys' wholly owned subsidiaries are Infosys Technologies (Australia) Pty. Limited, Infosys Technologies (Shanghai) Co. Limited and Infosys Consulting Inc. The Company's primary geographic markets are North America, Europe and the Asia-Pacific region.

### **Financial Summary**

BRIEF: For the six months ended 30 September 2006, Infosys Technologies Limited's revenues increased 41% to \$1.41B. Net income increased 43% to \$373M. Revenues reflect an increase in sales from all segments. Net income also reflects an increase in operating profit margins, the presence of gain on sale of long-term investment and an increase in net other income. Infosys Technologies Limited defines, designs and delivers IT-enabled business solutions.

| <b>Share Price Summary</b>        |         | Percent Price Cha | nge    |         | Overview                                    |          |
|-----------------------------------|---------|-------------------|--------|---------|---|----------|
| Close Price on 12/22/06           | \$52.93 | Time Period       | INFY   | S&P 500 | Float (mil)                                 | 462.200  |
| Absolute Price Change on 12/22/06 | (0.59)  | Year to Date      | 30.92  | 13.02   | 10 Day Average Volume (mil)                 | 2.006    |
| Percent Change                    | (1.10%) | One Year          | 28.27  | 11.25   | 1 Day Volume Change on 12/22/06             | (74.52%) |
| 52-Week High                      | \$56.89 | Two Years         | 55.68  | 16.63   | Market Capitalization (mil)                 | \$29,472 |
| 52-Week Low                       | \$31.96 | Three Years       | 146.42 | 29.08   | TTM Price/Earnings                          | 44.56    |
| Beta                              | 1.294   | Five Years        | 228.25 | 23.22   | Price/Earnings Current Fiscal Year Estimate | 37.39    |



| <b>Price History</b> |       |       |        |       |       |       |       |              |             |
|----------------------|-------|-------|--------|-------|-------|-------|-------|--------------|-------------|
| Calendar Year        | 1999  | 2000  | 2001   | 2002  | 2003  | 2004  | 2005  | Qtr. to Date | Yr. to Date |
| High Price           | 45.00 | 93.75 | 32.84  | 21.71 | 24.17 | 36.23 | 41.38 | 56.89        | 56.89       |
| Low Price            | 4.67  | 22.52 | 7.65   | 11.64 | 9.63  | 17.07 | 28.12 | 46.59        | 31.96       |
| Year End Price       | 41.25 | 23.06 | 15.50  | 17.39 | 23.85 | 34.66 | 40.43 | NA           | NA          |
| High P/E             | NM    | NM    | 128.28 | 69.78 | NA    | NA    | 54.44 | NM           | 54.85       |
| Low P/E              | NM    | NM    | 25.36  | 37.41 | NA    | NA    | 36.68 | NM           | 44.35       |
| Year End P/E         | NM    | NM    | 49.62  | 55.89 | NA    | NA    | 53.19 | NA           | NA          |
| Dividend Yield (%)   | 0.21  | 0.03  | 0.11   | 0.27  | 0.42  | 0.39  | 1.02  | NA           | NA          |

| Per Share Statistics and Current Price Multiples |           |          | Employees                     |          |  |
|--|-----------|----------|-------------------------------|----------|--|
|  | Per Share | Multiple | Employee Count                | 66,550   |  |
| Earnings (TTM)                                   | \$1.19    | 44.6     | Sales Per Employee (TTM)      | \$48,539 |  |
| Book Value (MRQ)                                 | \$3.52    | 15.0     | Net Income Per Employee (TTM) | \$12,789 |  |
| Cash Flow (TTM)                                  | \$1.40    | 37.9     | . , , ,                       |          |  |
| Revenues (TTM)                                   | \$4.55    | 11.6     |                               |          |  |

### **Stock Price Performance**

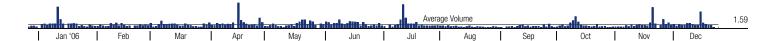
TTM = Trailing Twelve Month, YTD = Year to Date.

### **52 Week Price History**

\$60.00



Volume (mil)



**Rank Key** 

Worst → Best

### **Price Performance Actual** Percent VS. VS. Rank in Industry **Time Period S&P 500** Change Change Industry Industry Rank 4 Week (0.63)(1.2%)(1.9%)1.6% 48 25 13 Week 6.84 14.8% 7.0% 71 7.0% 26 Week 17.05 47.5% 30.1% 17.3% 87 90 52 Week 11.99 29.3% 16.3% 10.8% 74 59 Year To Date 12.50 30.9% 15.8% 10.5% **1** 74 61

# **Analyst Footnotes**

All financials reflect U.S. GAAP. Convertible Preferred Stock \$2 Par, 4,375,000 auth./issd. FY'01-02 fincls. are reclassified. FY'03 Qs are reclass. FY'04 Qs being reclass

### **Insider Trading**

In the last 6 months, there have been no insider purchases, and there have been no insider sales.

Net Change (6 months) 0.0 6 Month Net Transactions 0

### **Equity Information**

Common Stock \$.08 Par, 11/06, 600M auth., 556,810,440 issd. Insiders control approx. 17%. IPO 3/11/99, 1.8M ADSs @ \$34 by NationsBanc Montgomery Sec., LLC. 10/98, The Co. decons ltd. the Yantra subsid. through sale of Pref. Stock to a 3rd party. 7/06, 2/00, 2-for-1 stock splits. 7/04, ADR ratio chg from 2:1 to 1:1 to reflect a 2-for-1 stock split.

### **Officers**

**Bar Chart Key** 

YTD → 4 Wk.

Nandan M. Nilekani S. . Gopalakrishnan V. . Balakrishnan K. . Parvatheesam T. V. Mohandas . Pai

Chief Executive Officer, Joint Managing Director President, Chief Operating Officer, Joint Managing Director Chief Financial Officer, Senior Vice President - Finance Secretary, Compliance Officer

# **Headquarters**

6607 Kaiser Drive Fremont, CA 94555 United States

Director of Human Resources, Director

Telephone: (510) 742-3000

Facsimile: (510) 742-3090

### **Institutional Ownership**

334 institutions own 13.2% of the 556.81 million common shares outstanding. This is lower than the average institutional ownership of the Software & Programming Industry at 49.7%, and lower than the average of the S&P 500 as a whole which is 68.5%.

| Net Change (3 month)       | 4.2%     |
|----------------------------|----------|
| Net Purchases (3 month)    | 3.16 mil |
| Shares Purchased (3 month) | 8.13 mil |
| Shares Sold (3 month)      | 4.97 mil |

# **Industry Overview**

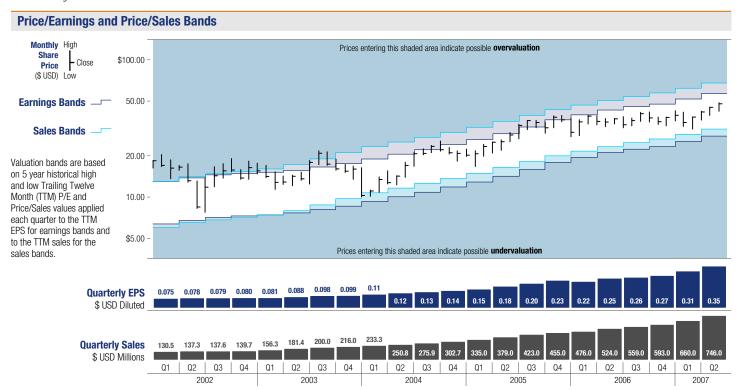
Infosys Technologies Limited (ADR) is in the Software & Programming Industry of the Technology Sector. Below is a list of companies most similar to the market capitalization of Infosys Technologies Limited (ADR) in the Software & Programming Industry and listed in descending order. There are 496 companies in this industry. TTM = Trailing Twelve Months.

| Peer  | Com   | nari | enne  |
|-------|-------|------|-------|
| 1 001 | OUIII | paii | JUIIJ |

| Company Name (Ticker Symbol)  | Market Cap.<br>(Millions)   | TTM Revenue<br>(Millions)  | Net<br>Margin   | P/E<br>12/22/06 | Price<br>12/22/06  | 52-Week<br>High    | 52-Week<br>Low     |
|---|-----------------------------|----------------------------|-----------------|-----------------|--------------------|--------------------|--------------------|
| Microsoft Corporation (MSFT) Oracle Corporation (ORCL)                              | \$291,374.80<br>\$88.667.29 | \$45,352.00<br>\$16,074.00 | 28.5%<br>23.0%  | 23.7x<br>24.6x  | \$29.64<br>\$17.11 | \$30.26<br>\$19.75 | \$21.46<br>\$12.06 |
| SAP AG (ADR) (SAP)  | \$64,357.62                 | \$12,148.33                | 18.5%           | 28.8x           | \$52.17            | \$57.71            | \$43.30            |
| Infosys Technologies Limited (ADR) (INFY)   | \$29,471.98                 | \$2,558.00                 | 26.3%           | 44.6x           | \$52.93            | \$56.89            | \$31.96            |
| Adobe Systems Incorporated (ADBE)   | \$23,771.26                 | \$2,575.30                 | 19.6%           | 49.2x           | \$40.75            | \$43.22            | \$25.98            |
| SOFTBANK CORP. (USA) (SFTBF)  | \$21,417.63                 | \$14,361.30                | 6.4%            | 34.4x           | \$20.30            | \$110.00           | \$16.15            |
| Symantec Corporation (SYMC) Electronic Arts Inc. (ERTS)                             | \$19,538.91<br>\$15,751.76  | \$4,908.75<br>\$3,108.00   | 8.7%<br>6.0%    | 51.3x<br>87.2x  | \$20.83<br>\$51.06 | \$22.19<br>\$59.85 | \$14.78<br>\$39.99 |
| CA, Inc. (CA)   | \$11,968.16                 | \$3,871.00                 | 2.6%            | 132.7x          | \$22.73            | \$29.50            | \$18.97            |
| Cognizant Technology Solutions Corp. (CTSH)   | \$10,784.75                 | \$1,256.74                 | 17.6%           | 51.5x           | \$76.06            | \$82.49            | \$48.51            |
| Intuit Inc. (INTU)  | \$10,564.27                 | \$2,400.30                 | 15.7%           | 29.1x           | \$30.30            | \$35.98            | \$23.99            |
| Autodesk, Inc. (ADSK)   | \$9,246.00                  | \$1,604.08                 | 18.8%           | 32.8x           | \$40.04            | \$45.55            | \$29.56            |
| Amdocs Limited (DOX) Satyam Computer (ADR) (SAY)                                    | \$7,808.49<br>\$7,286.50    | \$2,480.05                 | 12.8%<br>23.6%  | 25.6x<br>25.2x  | \$37.76<br>\$22.33 | \$41.01<br>\$24.50 | \$27.00<br>\$13.98 |
| BMC Software, Inc. (BMC)  | \$6,669.51                  | \$1,256.91<br>\$1,536.40   | 12.3%           | 36.8x           | \$32.52            | \$33.67            | \$19.90            |
| VeriSign, Inc. (VRSN)   | \$5,880.37                  | \$1,529.13                 | 27.3%           | 14.4x           | \$24.21            | \$26.77            | \$15.95            |
| Check Point Software Technologies Ltd. (CHKP)                                       | \$5,173.05                  | \$571.10                   | 50.4%           | 18.2x           | \$21.69            | \$23.21            | \$16.27            |
| Cadence Design Systems (CDNS)   | \$4,974.55                  | \$1,431.24                 | 8.4%            | 46.6x           | \$17.93            | \$19.65            | \$14.93            |
| BEA Systems, Inc. (BEAS)  | \$4,943.15                  | \$1,295.82                 | 11.1%<br>18.2%  | 35.0x<br>25.4x  | \$12.61<br>\$26.99 | \$16.77<br>\$45.50 | \$9.30<br>\$26.84  |
| Citrix Systems, Inc. (CTXS) Activision, Inc. (ATVI)                                 | \$4,873.99<br>\$4,732.67    | \$1,081.97<br>\$1,414.98   | 2.0%            | 207.4x          | \$26.99<br>\$16.88 | \$18.19            | \$20.04<br>\$10.47 |
| McAfee, Inc. (MFE)  | \$4,512.94                  | \$1,090.39                 | 12.9%           | 33.3x           | \$28.29            | \$30.50            | \$19.52            |
| Red Hat, Inc. (RHT)   | \$4,293.70                  | \$368.22                   | 18.1%           | 69.6x           | \$22.46            | \$32.48            | \$13.70            |
| salesforce.com, inc. (CRM)  | \$4,091.68                  | \$443.94                   | 1.7%            | 740.2x          | \$36.05            | \$44.58            | \$21.64            |
| Trend Micro Incorporated (ADR) (TMIC)   | \$4,024.79                  | \$692.29                   | 21.3%           | NA<br>O1 1 v    | \$29.90            | \$41.75            | \$28.01            |
| Konami Corporation (ADR) (KNM)<br>Business Objects S.A. (ADR) (BOBJ)                | \$3,895.94<br>\$3,766.80    | \$2,271.70<br>\$1,187.78   | 6.3%<br>6.3%    | 21.1x<br>49.5x  | \$28.40<br>\$38.88 | \$29.47<br>\$43.57 | \$20.42<br>\$19.01 |
| Synopsys, Inc. (SNPS)   | \$3,722.24                  | \$1,095.56                 | 2.2%            | 158.6x          | \$26.48            | \$27.16            | \$17.07            |
| Cognos Incorporated (USA) (COGN)  | \$3,639.05                  | \$947.86                   | 10.4%           | 37.7x           | \$40.97            | \$44.19            | \$25.10            |
| Compuware Corporation (CPWR)  | \$2,976.39                  | \$1,200.21                 | 12.4%           | 21.6x           | \$8.45             | \$9.55             | \$6.02             |
| Digital River, Inc. (DRIV)  | \$2,253.90                  | \$286.19                   | 21.7%           | 37.8x           | \$56.08            | \$60.99            | \$29.22            |
| Sybase, Inc. (SY)<br>Hyperion Solutions Corp. (HYSL)                                | \$2,213.20<br>\$2,111.21    | \$842.75<br>\$793.51       | 11.5%<br>7.8%   | 23.1x<br>35.1x  | \$24.29<br>\$36.08 | \$26.10<br>\$39.11 | \$19.17<br>\$26.65 |
| Novell, Inc. (NOVL)   | \$2,081.53                  | \$967.28                   | 2.2%            | 117.6x          | \$6.14             | \$9.83             | \$5.70             |
| Parametric Technology (PMTC)  | \$2,067.66                  | \$854.92                   | 7.1%            | 33.9x           | \$18.15            | \$20.27            | \$11.66            |
| THQ Inc. (THQI)   | \$2,037.63                  | \$884.93                   | 4.5%            | 53.0x           | \$31.68            | \$34.43            | \$18.96            |
| MICROS Systems, Inc. (MCRS)   | \$2,034.69                  | \$700.65                   | 9.6%            | 31.6x           | \$51.44            | \$55.35            | \$36.07            |
| Tibco Software Inc. (TIBX)  | \$1,953.67                  | \$517.28<br>\$388.51       | 14.1%<br>(5.7%) | 27.7x<br>NA     | \$9.25<br>\$11.19  | \$10.45<br>\$13.48 | \$6.44<br>\$6.94   |
| Nuance Communications Inc. (NUAN) ANSYS, Inc. (ANSS)                                | \$1,913.29<br>\$1,827.12    | \$222.11                   | 6.8%            | 98.8x           | \$43.61            | \$58.24            | \$0.94<br>\$35.77  |
| RealNetworks, Inc. (RNWK)   | \$1,748.47                  | \$353.26                   | 113.7%          | 4.9x            | \$10.82            | \$12.08            | \$7.20             |
| SAIC, Inc. (SAI)  | \$1,549.38                  | \$8,117.00                 | 5.3%            | 3.9x            | \$17.85            | \$21.10            | \$16.90            |
| Mentor Graphics Corporation (MENT)  | \$1,484.68                  | \$766.66                   | 1.7%            | 108.8x          | \$17.92            | \$18.21            | \$9.49             |
| MicroStrategy Incorporated (MSTR)   | \$1,451.68                  | \$298.70                   | 22.6%           | 23.8x           | \$114.80           | \$129.88           | \$75.00            |
| Macrovision Corporation (MVSN) SRA International, Inc. (SRX)                        | \$1,438.57<br>\$1,437.73    | \$234.48<br>\$1,202.61     | 8.9%<br>5.3%    | 70.5x<br>23.4x  | \$28.07<br>\$25.57 | \$29.20<br>\$38.28 | \$15.60<br>\$23.31 |
| Allscripts Healthcare Solutions, Inc. (MDRX)  | \$1,433.80                  | \$198.61                   | 5.4%            | 129.6x          | \$27.37            | \$29.18            | \$13.31            |
| Quest Software, Inc. (QSFT)   | \$1,423.48                  | \$500.55                   | 7.9%            | 36.2x           | \$14.02            | \$18.20            | \$11.17            |
| Lawson Software, Inc. (LWSN)  | \$1,357.21                  | \$464.70                   | (0.9%)          | 207.4x          | \$7.24             | \$8.25             | \$5.39             |
| Take-Two Interactive Software, Inc. (TTW0)  | \$1,339.98                  | \$1,008.16                 | (8.8%)          | NA<br>27.0      | \$18.47            | \$20.57            | \$9.06             |
| Patni Computer Systems Limited (ADR) (PTI) ManTech International Corporation (MANT) | \$1,328.10<br>\$1,229.07    | \$548.48<br>\$1,107.46     | 8.8%<br>5.1%    | 27.2x<br>21.9x  | \$19.26<br>\$36.45 | \$25.50<br>\$38.75 | \$11.71<br>\$25.75 |
| Transaction Systems Arch. (TSAI)  | \$1,221.58                  | \$348.14                   | 16.0%           | 22.4x           | \$32.75            | \$43.00            | \$28.06            |
| Kanbay International, Inc. (KBAY)   | \$1,163.91                  | \$355.45                   | 9.5%            | 34.0x           | \$28.72            | \$28.85            | \$13.36            |
| Blackbaud, Inc. (BLKB)  | \$1,157.46                  | \$185.34                   | 15.2%           | 41.9x           | \$26.33            | \$27.96            | \$16.09            |
| Kronos Incorporated (KRON)  | \$1,153.88                  | \$578.20                   | 7.2%            | 28.3x           | \$36.37            | \$48.19            | \$26.59            |
| DealerTrack Holdings, Inc. (TRAK)   | \$1,150.42                  | \$160.99                   | 8.9%<br>6.6%    | 108.8x<br>40.9x | \$29.38<br>\$27.81 | \$29.87<br>\$30.62 | \$18.51<br>\$20.36 |
| Progress Software Corporation (PRGS) Per-Se Technologies, Inc. (PSTI)               | \$1,145.97<br>\$1,090.53    | \$447.06<br>\$541.17       | 3.0%            | 79.4x           | \$27.80            | \$29.48            | \$20.30<br>\$19.50 |
| Eclipsys Corporation (ECLP)   | \$1,087.06                  | \$416.80                   | 0.8%            | 388.2x          | \$20.77            | \$26.27            | \$13.71            |
| Verint Systems Inc. (VRNT)  | \$1,074.94                  | \$294.02                   | 9.4%            | 40.3x           | \$33.70            | \$38.21            | \$25.02            |
| Informatica Corporation (INFA)  | \$1,061.86                  | \$312.64                   | 11.5%           | 31.9x           | \$12.28            | \$17.11            | \$11.37            |
| Websense Inc. (WBSN)  | \$1,035.12                  | \$172.78                   | 21.0%           | 30.9x           | \$23.16            | \$34.87            | \$17.85            |
| Open Text Corporation (USA) (OTEX) Quality Systems, Inc. (QSII)                     | \$987.01<br>\$983.51        | \$418.09<br>\$135.85       | 6.1%<br>20.9%   | 40.0x<br>35.3x  | \$20.10<br>\$36.51 | \$20.58<br>\$45.97 | \$12.86<br>\$28.30 |
| Advent Software, Inc. (ADVS)  | \$962.31                    | \$135.85<br>\$178.69       | 20.9%<br>5.5%   | 35.3x<br>114.1x | \$30.51<br>\$34.77 | \$45.97<br>\$38.45 | \$28.30<br>\$25.90 |
| Opsware Inc. (OPSW)   | \$888.93                    | \$90.76                    | (19.5%)         | NA<br>NA        | \$8.77             | \$9.90             | \$6.25             |
| Wind River Systems, Inc. (WIND)   | \$886.61                    | \$269.54                   | 9.4%            | 37.0x           | \$10.33            | \$16.00            | \$7.85             |
|   |                             |                            |                 |                 |                    |                    |                    |

### **Quarterly Trends**

Years are Fiscal Years. Current Fiscal Year End is March 31.  $\mbox{TTM} = \mbox{Trailing Twelve Month}.$ 

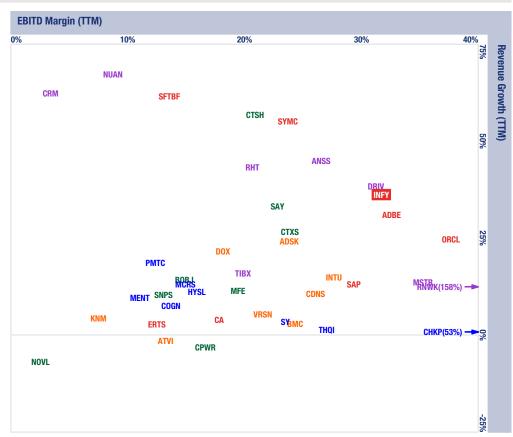


### **Industry Comparison of Revenue Growth and EBITD Margin\***

Companies with higher than average EBITD margin and revenue growth are doing well. Companies with a low EBITD margin and revenue growth are suffering.

Companies for this scatter plot have a market capitalization between \$1 billion and \$291 billion. Companies with NA or NM values do not appear.

\*EBITD – Earnings Before Interest, Taxes and Depreciation.



22 December, 2006

**Dividend Trends** 

**Dividends** 

**Dividend** 

**Fiscal** 

### **Industry Valuation**

This page compares selected valuation measures for Infosys Technologies Limited (ADR) with other companies in the Software & Programming Industry as well as the S&P 500. TTM = Trailing Twelve Month. MRQ = Most Recent Quarter.

### **Valuation Ratios INFY** Industry Sector S&P 500 **Company Rank in Industry** Price/Earnings for Trailing Twelve Months 44.6 29.5 31.3 20.4 High Price/Earnings for the Last 5 Years 63.5 54.5 61.7 37.7 **4**8 Low Price/Earnings for the Last 5 Years 29.6 19.7 18.6 14.7 Beta 5 Year Monthly Average 1.3 1.3 1.7 1.0 38 Price/Sales for Trailing Twelve Months 11.5 6.3 4.9 2.9 94 3.9 Price/Book for Most Recent Quarter 15.0 6.8 5.5 **9**6 Price/Cash Flow for Trailing Twelve Months 37.6 24.7 23.1 14.5 81 Price/Tangible Book for Most Recent Quarter 10.1 8.2 7.2 90 16.0 Price/Free Cash Flow for Trailing Twelve Months 291.8 30.0 30.8 32.6 97 Worst → Best

Ratios for Infosys Technologies Limited (ADR) use the December 22 closing price of \$52.93. Infosys Technologies Limited (ADR) trades at a higher multiple of trailing earnings than the average for the Software & Programming Industry and at a higher multiple of sales than the industry average.

### **Dividend Comparisons**

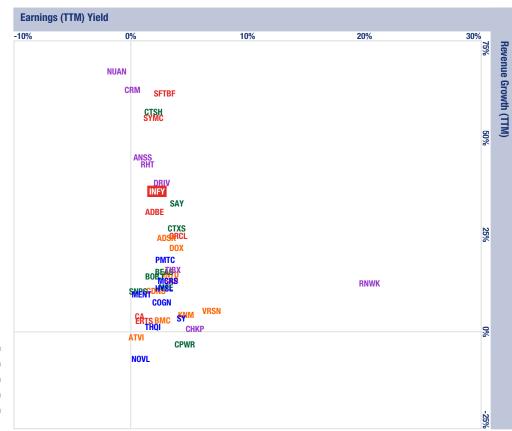
The indicated Annual Dividend Rate is \$0.22 a share giving Infosys Technologies Limited (ADR) a current yield of 0.4%. The last dividend of \$0.11 a share was paid 11/3/06. The stock went Ex-Dividend 10/17/06.

| dividend of \$0.11 a share was paid 11/3/06. The stock went Ex-Dividend 10/17/06. |       |          |        |         |                  | Per Share              | Yield (%)    |
|---|-------|----------|--------|---------|------------------|------------------------|--------------|
|   | INFY  | Industry | Sector | S&P 500 | 2005Q4<br>2005Q3 | \$0.375 <b>\$0.000</b> | 1.0% <b></b> |
| Dividend Yield  | 0.4%  | 1.2%     | 1.2%   | 2.1%    | 2005Q3<br>2005Q2 | \$0.000                | 0.0%         |
| 5 Year Average Yield  | 0.0%  | 1.5%     | 0.7%   | 1.8%    | 2005Q1           | \$0.000                | 0.0%         |
| 5 Year Dividend Growth Rate   | 52.6% | (14.3%)  | 0.8%   | 9.6%    | 2005             | \$0.375                | 1.0%         |
| Payout Ratio for Trailing Twelve Months   | 21.1  | 14.8     | 10.6   | 28.4    |                  | ******                 |              |

### **Industry Comparison of Revenue Growth and Earnings Yield**

Companies that exhibit both a high earnings yield and high revenue growth are generally more attractive than companies with low revenue growth and low earnings

Companies for this scatter plot have a market capitalization between \$1 billion and \$291 billion. Companies with NA or NM values do not appear.



**TTM Revenue Quintile** 81 - 100% billion 60% billion 21 - 40% \$0.7-1 billion 0 - 20% < \$701 million

# **Industry Returns**

TTM = Trailing Twelve Month.

| Com | panv | Qualit | tv |
|-----|------|--------|----|
|     |      |        |    |

| Profitability Ratios (%)                      | INFY | Industry | Sector | S&P 500 | Company Rank in Industry |
|---|------|----------|--------|---------|--------------------------|
| Gross Margin for Trailing Twelve Months       | 41.9 | 74.8     | 53.2   | 45.1    | 30                       |
| Gross Margin for Past 5 Years                 | 43.3 | 74.8     | 52.0   | 44.9    | ■ 28                     |
| Operating Margin for Trailing Twelve Months   | 27.4 | 26.2     | 18.4   | 20.3    | ■ 98                     |
| Operating Margin for Past 5 Years             | 28.6 | 23.1     | 13.6   | 19.1    | ■ 98                     |
| EBITD Margin for Trailing Twelve Months       | 31.7 | 29.2     | 21.7   | 23.0    | ■ 97                     |
| EBITD Margin for Past 5 Years                 | 33.3 | 26.6     | 17.2   | 20.8    | ■ 98                     |
| Pretax Margin for Trailing Twelve Months      | 29.7 | 29.2     | 20.4   | 18.9    | ■ 96                     |
| Pretax Margin for Past 5 Years                | 30.6 | 25.6     | 14.8   | 17.2    | ■ 98                     |
| Net Margin for Trailing Twelve Months         | 26.3 | 20.5     | 14.6   | 13.7    | ■ 97                     |
| Net Margin for Past 5 Years                   | 26.3 | 17.7     | 9.7    | 11.7    | <b>■</b> 100             |
| Effective Tax Rate for Trailing Twelve Months | 11.2 | 29.7     | 28.2   | 30.5    | 22                       |
| Effective Tax Rate for Past 5 Years           | 14.0 | 29.9     | 28.9   | 31.8    | <b>1</b> 3               |

The trailing twelve month gross margin for Infosys Technologies Limited (ADR) is lower than the average for the industry.

| Efficiency Ratios (TTM)             | INFY                       | Industry                             | Sector    | S&P 500   | <b>Company Rank in Industry</b> |
|-------------------------------------|----------------------------|--------------------------------------|-----------|-----------|---------------------------------|
| Asset Turnover                      | 1.3                        | 0.7                                  | 0.9       | 1.0       | <b>1</b> 76                     |
| Receivables Turnover                | 6.7                        | 6.6                                  | 8.0       | 10.4      | <b>■</b> 65                     |
| Inventory Turnover                  | NA                         | 9.6                                  | 12.1      | 12.1      | NA                              |
| Revenue/Employee                    | \$48,539                   | \$428,084                            | \$533,500 | \$907,140 | 13                              |
| Net Income/Employee                 | \$12,789                   | \$104,284                            | \$96,422  | \$116,079 | 41                              |
| The verseure new empleyee few lafe. | our Tankanian Limitad (ADD | ) is lavious than the industry avery |           |           |                                 |

The revenue per employee for Infosys Technologies Limited (ADR) is lower than the industry average.

| Management Effectiveness Ratios (%)   | INFY | Industry | Sector | S&P 500 | Company Ra |
|---------------------------------------|------|----------|--------|---------|------------|
| Return on Assets for TTM              | 34.1 | 14.4     | 11.2   | 8.2     |            |
| Return on Assets for Past 5 Years     | 32.4 | 10.7     | 7.1    | 6.5     |            |
| Return on Investment for TTM          | 38.6 | 19.6     | 15.4   | 12.3    | 1          |
| Return on Investment for Past 5 Years | 36.4 | 14.7     | 10.0   | 10.1    |            |
| Return on Equity for TTM              | 38.4 | 23.0     | 19.5   | 20.2    |            |
| Return on Equity for Past 5 Years     | 36.9 | 16.1     | 13.1   | 17.9    |            |
|                                       |      |          |        |         | ,          |

The trailing twelve month return on assets for Infosys Technologies Limited (ADR) is higher than the industry average.

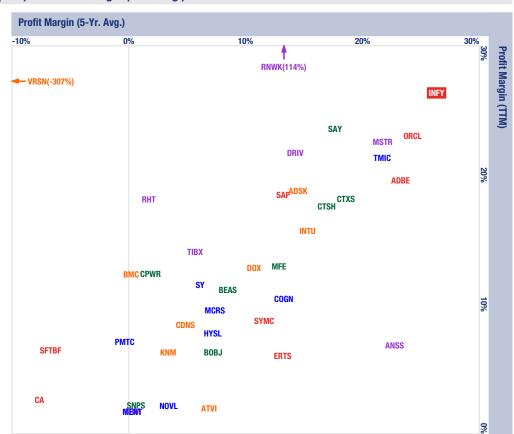


### Industry Comparison of Profit Margin (TTM) and Profit Margin (5-Yr. Avg.)

Companies with trailing twelve month profit margins above their 5-year average are improving their profitability.

Companies for this scatter plot have a market capitalization between \$1 billion and \$291 billion. Companies with NA or NM values do not appear.

CHKP has been excluded because of 5-year average profit margin greater than 30% and trailing twelve month profit margin greater than 30%.



23.3

15.6

59

82 Worst → Best

### **Industry Profitability**

TTM = Trailing Twelve Month. MRQ = Most Recent Quarter.

# **Financial Strength**

|  | INFY | Industry | Sector | S&P 500 | Company Rank in Industry |
|--|------|----------|--------|---------|--------------------------|
| Quick Ratio                                  | 5.9  | 2.1      | 2.5    | 1.2     | <b>9</b> 5               |
| Current Ratio                                | 5.9  | 2.4      | 3.0    | 1.7     | <b>9</b> 5               |
| Total Debt to Equity                         | 0.0  | 0.1      | 0.2    | 0.7     | NA                       |
| Long Term Debt to Equity                     | 0.0  | 0.1      | 0.2    | 0.6     | NA                       |
| Interest Coverage for Trailing Twelve Months | NA   | 14.2     | 18.9   | 14.7    | NA                       |
|  |      |          |        |         | Worst → Best             |

Values are for Most Recent Quarter unless noted otherwise. Infosys Technologies Limited (ADR) is less leveraged than the average for the Software & Programming industry.

### **Growth Rates (%)** % Growth Rate **INFY** Industry **Sector S&P 500 Company Rank in Industry 1** 79 Sales Growth For Most Recent Quarter 42.4 21.2 15.9 18.8 Sales Growth For Trailing 12 Months 36.2 18.9 19.8 16.6 79 Sales Growth For Past 5 Years 39.1 99 14.7 10.3 89 Capital Spending Growth for Past 5 Years 19.4 6.0 6.3 6.1 84 EPS Growth for Most Recent Quarter 42.1 14.9 17.1 24.0 61 EPS Growth for Trailing Twelve Months

6.1

15.1

The 5 year revenue growth for Infosys Technologies Limited (ADR) is faster than the industry average. The 5 year earnings growth rate is faster than the industry average.

### **Industry Comparison of Profit Margin and Effective Tax Rate**

**TTM Revenue Quintile** 

> \$3

billion

billion

billion

\$0.7-1 billion

< \$701 million

81 - 100%

61 - 80%

21 - 40%

0 - 20%

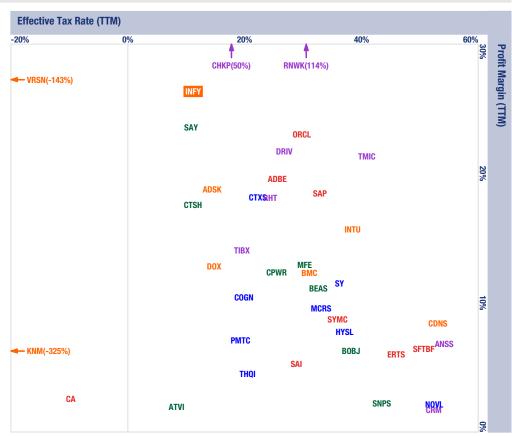
31.8

32.1

Earnings of companies with below average tax rates might erode if the tax rate increases.

EPS Growth for Past 5 Years

Companies for this scatter plot have a market capitalization between \$2 billion and \$291 billion. Companies with NA or NM values do not appear.



22.2

22.2

Years are Fiscal Years. Currency in Thousands of U.S. Dollars (except per share values). Shares in Thousands.

| Annual Income Statement                                      | t                          |                            |   |   |                            |                            |                            |                               |
|--|----------------------------|----------------------------|---|---|----------------------------|----------------------------|----------------------------|-------------------------------|
|  | 1999                       | 2000                       | 2001  | 2002  | 2003                       | 2004                       | 2005                       | 2006                          |
|  | 12 Months<br>Mar. 31, 1999 | 12 Months<br>Mar. 31, 2000 | 12 Months<br>Mar. 31, 2001<br>Reclassified as of<br>Mar. 31, 2003 | 12 Months<br>Mar. 31, 2002<br>Reclassified as of<br>Mar. 31, 2003 | 12 Months<br>Mar. 31, 2003 | 12 Months<br>Mar. 31, 2004 | 12 Months<br>Mar. 31, 2005 | 12 Months<br>Mar. 31, 2006    |
| Revenues   | \$120,955                  | \$203,444                  | \$413,851   | \$545,051   | \$753,807                  | \$1,062,585                | \$1,592,000                | \$2,152,000                   |
| Total Revenue  | \$120,955                  | \$203,444                  | \$413,851   | \$545,051   | \$753,807                  | \$1,062,585                | \$1,592,000                | \$2,152,000                   |
| Costs of Revenues  | \$65,331                   | \$111,081                  | \$216,776   | \$293,032   | \$417,359                  | \$602,289                  | \$904,000                  | \$1,244,000                   |
| Selling/Marketing<br>Selling/Gen./Admin.                     | 4,944<br>11,255            | 9,644<br>17,103            | 20,683<br>36,958  | 27,113<br>44,348  | 55,650<br>57,808           | 76,811<br>82,224           | 103,000<br>127,000         | 136,000<br>173,000            |
| Amort. Deferred Comp   | 3,646                      | 5,118                      | 1,920   | 2,010   | 1,985                      | 1,164                      | 0                          | 17 5,000<br>NA                |
| Acceleration of Comp   | 12,907                     | 0                          | NA  | NA  | NA                         | NA                         | NA                         | NA                            |
| Amort. Intangible  | NA<br>Son soa              | NA<br>\$142.046            | <u>0</u>  | <u>0</u>  | 2,361                      | 6,980                      | 2,000                      | <u>0</u>                      |
| Total Operating Expense                                      | \$98,083                   | \$142,946                  | \$276,337   | \$366,503   | \$535,163                  | \$769,468                  | \$1,136,000                | \$1,553,000                   |
| Interest Income<br>Income from Mutual Fund                   | NA                         | NA                         | NA  | NA  | NA                         | NA                         | \$17,000                   | \$31,000                      |
| Investments  | NA                         | NA                         | NA  | NA  | NA                         | NA                         | 9,000                      | 17,000                        |
| Sale of Investment   | NA                         | NA<br>NA                   | NA<br>NA  | NA<br>NA  | NA<br>NA                   | NA<br>NA                   | 11,000                     | (19,000)                      |
| Exchange Gains/(Losses), Net<br>Others                       | NA<br>NA                   | NA<br>NA                   | NA<br>NA  | NA<br>NA  | NA<br>NA                   | NA<br>NA                   | (2,000)<br>0               | (18,000)<br>1,000             |
| Other Income, Net  | 1,537                      | 9,039                      | 9,505   | 13,865  | 18,048                     | 27,950                     | NA                         | NA                            |
| Deconsol. Subsid.  | (2,086)                    | 0                          | 0   | NA  | NA                         | NA                         | NA                         | NA                            |
| Net Income Before Taxes                                      | \$22,323                   | \$69,537                   | \$147,019   | \$192,413   | \$236,692                  | \$321,067                  | \$491,000                  | \$630,000                     |
| Provision for Income Taxes  Net Income After Taxes           | 4,878                      | 8,193                      | 15,072  | 27,947  | 41,822                     | 50,776                     | 72,000                     | 70,000<br><b>\$560,000</b>    |
| Net income After Taxes                                       | \$17,445                   | \$61,344                   | \$131,947   | \$164,466   | \$194,870                  | \$270,291                  | \$419,000                  | \$300,000                     |
| Minority Interests  Net Income Before Extra. Items           | NA<br>\$17,445             | NA<br>\$61,344             | NA<br>\$131,947   | NA<br>\$164,466   | NA<br>\$194,870            | NA<br>\$270,291            | \$0<br>\$419,000           | (\$5,000)<br><b>\$555,000</b> |
| Net illcome before Extra. Items                              | \$17, <del>44</del> 5      | <b>Ф</b> 01,344            | \$131, <del>34</del> 1  | <b>\$104,400</b>  | <b>\$194,070</b>           | \$270,291                  | \$419,000                  | <b>\$</b> 333,000             |
| Net Income   | \$17,445                   | \$61,344                   | \$131,947   | \$164,466   | \$194,870                  | \$270,291                  | \$419,000                  | \$555,000                     |
| DPS-Common Stock<br>Gross Dividends - Common Stock           | \$0.01<br>NA               | \$0.01<br>2,527            | \$0.02<br>9,359   | \$0.04<br>23,064  | \$0.06<br>34,013           | \$0.08<br>47,267           | \$0.38<br>222,000          | \$0.14<br>91,000              |
| EPS Reconciliation   |                            |                            |   |   |                            |                            |                            |                               |
|  | 1999                       | 2000                       | 2001  | 2002  | 2003                       | 2004                       | 2005                       | 2006                          |
| Income Available to Com Excl<br>ExtraOrd                     | \$17,445                   | \$61,344                   | <b>\$</b> 131,947   | \$164,466   | \$194,870                  | \$270,291                  | \$419,000                  | \$555,000                     |
| Income Available to Com Incl<br>ExtraOrd                     | \$17,445                   | \$61,344                   | <b>\$</b> 131,947   | \$164,466   | \$194,870                  | \$270,291                  | \$419,000                  | \$555,000                     |
| Basic Weighted Average Shares                                | 491,031                    | 525,277                    | 526,170   | 524,453   | 524,568                    | 525,561                    | 533,802                    | 543,160                       |
| Basic EPS Excluding ExtraOrdinary Items                      | \$0.04                     | \$0.12                     | \$0.25  | \$0.31  | \$0.37                     | \$0.51                     | \$0.78                     | \$1.02                        |
| Basic EPS Including ExtraOrdinary<br>Item                    | \$0.04                     | \$0.12                     | \$0.25  | \$0.31  | \$0.37                     | \$0.51                     | \$0.78                     | \$1.02                        |
| Dilution Adjustment  | \$0                        | \$0                        | \$0   | \$0   | \$0                        | \$0                        | (\$3,100)                  | \$0                           |
| Diluted Net Income   | \$17,445                   | \$61,344                   | \$131,947   | \$164,466   | \$194,870                  | \$270,291                  | \$415,900                  | \$555,000                     |
| Diluted Weighted Average Shares                              | 492,059                    | 526,912                    | 533,718   | 528,679   | 531,832                    | 534,332                    | 547,181                    | 557,968                       |
| Diluted EPS Excluding ExtraOrd Items                         | \$0.04                     | \$0.12                     | \$0.25  | \$0.31  | \$0.37                     | \$0.51                     | \$0.76                     | \$0.99                        |
| Diluted EPS Including ExtraOrd Items                         | \$0.04                     | \$0.12                     | \$0.25  | \$0.31  | \$0.37                     | \$0.51                     | \$0.76                     | \$0.99                        |
| Normalized Income Before Taxes                               | \$22,323                   | \$69,537                   | \$147,019   | \$192,413   | \$236,692                  | \$321,067                  | \$491,000                  | \$630,000                     |
| Inc Tax Ex Impact of Sp Items  Normalized Income After Taxes | 4,878<br><b>\$17,445</b>   | 8,193<br><b>\$61,344</b>   | 15,072<br><b>\$131,947</b>  | 27,947<br><b>\$164,466</b>  | 41,822<br><b>\$194,870</b> | 50,776<br><b>\$270,291</b> | 72,000<br><b>\$419,000</b> | 70,000<br><b>\$560,000</b>    |
|  |                            |                            |   |   |                            |                            |                            |                               |
| Normalized Inc. Avail to Com.                                | \$17,445                   | \$61,344                   | \$131,947   | \$164,466   | \$194,870                  | \$270,291                  | \$419,000                  | \$555,000                     |

Continued on next page

Years are Fiscal Years. Currency in Thousands of U.S. Dollars (except per share values). Shares in Thousands.

### **EPS Reconciliation, continued**

|  | <b>1999</b><br>12 Months<br>Mar. 31, 1999 | 2000<br>12 Months<br>Mar. 31, 2000 | 2001<br>12 Months<br>Mar. 31, 2001<br>Reclassified as of | 2002<br>12 Months<br>Mar. 31, 2002<br>Reclassified as of | <b>2003</b><br>12 Months<br>Mar. 31, 2003 | 2004<br>12 Months<br>Mar. 31, 2004 | <b>2005</b><br>12 Months<br>Mar. 31, 2005 | 2006<br>12 Months<br>Mar. 31, 2006 |
|--|---|------------------------------------|--|--|---|------------------------------------|---|------------------------------------|
| Basic Normalized EPS<br>Diluted Normalized EPS | \$0.04<br>\$0.04                          | \$0.12<br>\$0.12                   | Mar. 31, 2003<br>\$0.25<br>\$0.25                        | Mar. 31, 2003<br>\$0.31<br>\$0.31                        | \$0.37<br>\$0.37                          | \$0.51<br>\$0.51                   | \$0.78<br>\$0.76                          | \$1.02<br>\$0.99                   |

### **Income Statement Trend Graphs**

Bar graphs of specific Income Statement items can be used to help in identifying volatility.

|                  | Annual EBITD Margin (%) | EPS Diluted (Excl. Extraord.) | Net Annual Revenue | Annual Gross Margin (%) |
|------------------|-------------------------|-------------------------------|--------------------|-------------------------|
| Fiscal Year 2006 | 32.4                    | \$0.99                        | \$2,152,000        | 42.2                    |
| Fiscal Year 2005 | 32.7                    | \$0.76                        | \$1,592,000        | 43.2                    |
| Fiscal Year 2004 | 31.8                    | \$0.51                        | \$1,062,585        | 43.3                    |
| Fiscal Year 2003 | 33.9                    | \$0.37                        | \$753,807          | 44.6                    |
| Fiscal Year 2002 | 38.9                    | \$0.31                        | \$545,051          | 46.2                    |
| Fiscal Year 2001 | 39.2                    | \$0.25                        | \$413,851          | 47.6                    |
| Fiscal Year 2000 | 35.8                    | \$0.12 <b>=</b>               | \$203,444          | 45.4                    |
| Fiscal Year 1999 | 26.0                    | \$0.04 ■                      | \$120,955 <b>■</b> | 46.0                    |

Years are Fiscal Years. Currency in Thousands of U.S. Dollars. Shares in Thousands.

| Λ      | D - I |      |       |  |
|--------|-------|------|-------|--|
| Annual | каі   | ance | Sheet |  |

| Annual Balance Sheet                    |                   |                    |                |                |                     |                         |                    |                 |
|---|-------------------|--------------------|----------------|----------------|---------------------|-------------------------|--------------------|-----------------|
|   | 1999              | 2000               | 2001           | 2002           | 2003                | 2004                    | 2005               | 2006            |
|   | As of             | As of              | As of          | As of          | As of               | As of                   | As of              | As of           |
|   | Mar. 31, 1999     | Mar. 31, 2000      | Mar. 31, 2001  | Mar. 31, 2002  | Mar. 31, 2003       | Mar. 31, 2004           | Mar. 31, 2005      | Mar. 31, 2006   |
| Assets                                  |                   |                    |                |                |                     |                         |                    |                 |
| Cash/Equivalents                        | \$98,875          | \$116,599          | \$124,084      | \$210,486      | \$354,363           | \$444,553               | \$410,000          | \$889,000       |
| Investment<br>Accounts Rcvbl.           | NA<br>20,359      | NA<br>31,741       | NA<br>68,845   | NA<br>72,958   | NA<br>112,131       | 217,605<br>153,182      | 278,000<br>307,000 | 170,000<br>NA   |
| Doubtful Rcvbls.                        | (302)             | (507)              | (3,903)        | (3,941)        | (3,011)             | (3,079)                 | (4,000)            | NA<br>NA        |
| Accounts Rcvbl.                         | NA                | NA<br>NA           | NA             | NA<br>NA       | NA<br>NA            | NA                      | NA                 | 361,000         |
| Unbilled Revenue                        | NA                | NA                 | NA             | 3,636          | 19,702              | 23,725                  | 32,000             | 48,000          |
| Prepaids/Other                          | 5,735             | 11,256             | 16,453         | 15,240         | 24,384              | 35,872                  | 35,000             | 40,000          |
| Deferred Taxes                          | NA                | NA<br>#150 000     | 1,265          | 774            | 289                 | <u>0</u>                | 2,000              | 1,000           |
| Total Current Assets                    | \$124,667         | \$159,089          | \$206,744      | \$299,153      | \$507,858           | \$871,858               | \$1,060,000        | \$1,509,000     |
| Buildings                               | \$6,831           | \$13,509           | \$33,871       | \$58,481       | \$81,114            | \$105,903               | \$168,000          | \$231.000       |
| Land                                    | 2,581             | 4,834              | 7,865          | 8,956          | 9,948               | 20,797                  | 27,000             | 31,000          |
| Furn./Fixtures                          | 4,967             | 9,156              | 21,580         | 32,683         | 43,970              | 59,075                  | 79,000             | 101,000         |
| Computers                               | 18,290            | 25,743             | 48,098         | 59,006         | 77,299              | 107,248                 | 141,000            | 171,000         |
| Plant Equipment                         | 7,376             | 11,871             | 24,065         | 37,685         | 47,833              | 65,425                  | 91,000             | 128,000         |
| Vehicles                                | 42<br>3,532       | 31                 | 76<br>36,652   | 72<br>30,882   | 74                  | 98                      | 73,000             | 128,000         |
| Constr. in Prog.<br>Depreciation        | 3,532<br>(19,718) | 13,064<br>(30,654) | (52,434)       | (80,555)       | 16,282<br>(119,326) | 47,938<br>(178,064)     | NA<br>(227,000)    | NA<br>(299,000) |
| Goodwill                                | (13,716)<br>NA    | (30,034)<br>NA     | (32,434)<br>NA | (00,333)<br>NA | (113,326)<br>NA     | 7,834                   | 8,000              | 8,000           |
| Intangible                              | NA                | NA                 | NA             | 0              | 6,471               | 1,878                   | 0                  | NA              |
| LT Investments                          | 178               | 3,178              | 5,577          | 7,777          | 4,614               | 470                     | NA                 | NA              |
| Deferred Taxes                          | 1,715             | 2,566              | 2,070          | 4,561          | 7,265               | 7,382                   | 8,000              | 13,000          |
| Advance Taxes                           | NA                | NA                 | 180            | 0              | 4,453               | 69                      | 0                  | 18,000          |
| Other LT Assets                         | 3,197             | 6,895              | 8,003          | 12,459         | 16,454              | 14,272                  | 26,000             | 27,000          |
| Total Assets                            | \$153,658         | \$219,282          | \$342,347      | \$471,160      | \$704,309           | \$1,132,183             | \$1,454,000        | \$2,066,000     |
| Liabilities                             |                   |                    |                |                |                     |                         |                    |                 |
| Accounts Payable                        | \$75              | \$977              | \$28           | \$0            | \$427               | \$955                   | \$1,000            | \$3,000         |
| Other Accrued                           | 8,400             | 13,836             | 21,830         | 22,425         | 46,249              | 99,518                  | 124,000            | 160,000         |
| Customer Deposit                        | 19                | 426                | 1,218          | 2,215          | 3,208               | 15,021                  | 7,000              | 2,000           |
| Unearned Revenue                        | 4,599             | 4,029              | 7,480          | 3,464          | 13,202              | 14,712                  | 20,000             | 44,000          |
| Income Tax Pybl.                        | 956               | 1,879              | 0              | 679            | 0                   | 21,627                  | 23,000             | 0               |
| Deferred Tax  Total Current Liabilities | NA<br>\$14,049    | NA<br>\$21,147     | NA<br>\$30,556 | NA<br>\$28,783 | NA<br>\$63,086      | 210<br><b>\$152,043</b> | NA<br>\$175,000    | NA<br>\$209,000 |
| Total our cit Liabilities               | ψ14,043           | Ψ21,147            | ψου,σου        | Ψ20,100        | ψου,υσυ             | Ψ102,040                | Ψ110,000           | Ψ203,000        |
| Minority Interests                      | NA                | NA                 | NA             | NA             | NA                  | NA                      | \$0                | \$15,000        |
| LT Liab.                                | NA                | NA                 | NA             | 0              | 5,218               | 5,002                   | 5,000              | 5,000           |
| Total Liabilities                       | \$14,049          | \$21,147           | \$30,556       | \$28,783       | \$68,304            | \$157,045               | \$180,000          | \$229,000       |
| Charabaldar Equitor                     |                   |                    |                |                |                     |                         |                    |                 |
| Shareholder Equity Subsidiary Pref.     | \$0               | NA                 | NA             | \$0            | \$10,000            | \$21,557                | \$21,000           | \$0             |
| Common Stock                            | 8,592             | 8,594              | 8,594          | 8,597          | 8,603               | Ψ21,537<br>8,647        | 31,000             | 31,000          |
| Paid-in Capital                         | 120,850           | 121,507            | 122,018        | 123,080        | 127,043             | 157,205                 | 266,000            | 410,000         |
| Retained Earngs.                        | 40,955            | 99,773             | 222,362        | 363,764        | 524,621             | 747,645                 | 923,000            | 1,387,000       |
| Comprehensive                           | (9,101)           | (14,138)           | (28,665)       | (45,441)       | (31,445)            | 40,084                  | 33,000             | 9,000           |
| Deferred Comp.                          | (21,687)          | (17,599)           | (12,517)       | (7,621)        | (2,817)             | 0                       | NA                 | NA              |
| Total Equity                            | \$139,609         | \$198,137          | \$311,792      | \$442,379      | \$636,005           | \$975,138               | \$1,274,000        | \$1,837,000     |
| Total Liabilities & Shareholders'       |                   |                    |                |                |                     |                         |                    |                 |
| Equity                                  | \$153,658         | \$219,284          | \$342,348      | \$471,162      | \$704,309           | \$1,132,183             | \$1,454,000        | \$2,066,000     |
| Equity                                  | Ψ133,030          | Ψ2 1 3,204         | ψυτε,υτυ       | Ψ7/1,102       | Ψ1 U4,3U3           | Ψ1,132,103              | Ψ1,+04,000         | Ψ2,000,000      |
| S/O-Common Stock                        | 529,110           | 529,206            | 529,265        | 529,489        | 529,945             | 533,128                 | 541,141            | 551,110         |
| Total Common Shares                     |                   |                    |                |                |                     |                         |                    |                 |
| Outstanding                             | 529,110           | 529,206            | 529,265        | 529,489        | 529,945             | 533,128                 | 541,141            | 551,110         |
|   |                   |                    |                |                |                     |                         |                    |                 |

Trend Graphs on next page

Years are Fiscal Years. Currency in Thousands of U.S. Dollars. Shares in Thousands.

### **Balance Sheet Trend Graphs**

Bar graphs of specific Balance Sheet items can be used to help in identifying volatility.



Years are Fiscal Years. Currency in Thousands of U.S. Dollars.

|        | _    |       | _    |        |   |
|--------|------|-------|------|--------|---|
| Annual | Cook | Elow. | Ctal | tamant | н |
|        |      |       |      |        |   |

| Annual Cash Flow Stateme                     | ent              |                    |                    |                  |                  |                  |                   |                   |
|--|------------------|--------------------|--------------------|------------------|------------------|------------------|-------------------|-------------------|
|  | 1999             | 2000               | 2001               | 2002             | 2003             | 2004             | 2005              | 2006              |
|  | 12 Months        | 12 Months          | 12 Months          | 12 Months        | 12 Months        | 12 Months        | 12 Months         | 12 Months         |
|  | Mar. 31, 1999    | Mar. 31, 2000      | Mar. 31, 2001      | Mar. 31, 2002    | Mar. 31, 2003    | Mar. 31, 2004    | Mar. 31, 2005     | Mar. 31, 2006     |
|  |                  | Reclassified as of | Reclassified as of |                  |                  |                  |                   |                   |
| Cash From (Used By) Operations               |                  | Mar. 31, 2002      | Mar. 31, 2002      |                  |                  |                  |                   |                   |
| Net Income                                   | \$17,446         | \$61,345           | \$131,948          | \$164,466        | \$194,870        | \$270,290        | \$419,000         | \$555,000         |
| Depreciation                                 | 8,521            | 12,268             | 24,528             | 33,608           | 37,024           | 45,289           | 64,000            | 99,000            |
| Amortization of Intangible<br>Deferred Taxes | NA<br>(625)      | NA<br>(851)        | 0<br>(769)         | 0<br>(1,999)     | 2,361<br>(2,418) | 6,980<br>809     | 2,000<br>(3,000)  | (5,000)           |
| Sale of Equipment                            | (023)<br>NA      | (20)               | (20)               | (1,999)          | (2,416)          | 90               | (3,000)<br>NA     | (5,000)<br>NA     |
| Sale of Mutual Fund Units                    | NA<br>NA         | NA                 | NA                 | NA               | NA               | 0                | 0                 | (1,000)           |
| Sale of Investments                          | (621)            | NA                 | NA                 | NA               | NA               | NA               | (11,000)          | (1,000)           |
| Minority Interests                           | `NA´             | NA                 | NA                 | NA               | NA               | 0                | ) O               | 5,000             |
| Prov. Investment                             | NA               | 0                  | 3,480              | 0                | 3,219            | 2,104            | 0                 | 0                 |
| Amort. Deferred Comp                         | 16,553           | 5,118              | 5,082              | 5,010            | 4,804            | 2,817            | 0                 | 0                 |
| Deconsol. Subsid.                            | 2,086            | NA<br>(1.1.222)    | NA<br>(22 242)     | NA<br>(= 10=     | NA<br>(27.255)   | NA<br>(aa Taa)   | NA<br>(450 000)   | NA<br>(25 222)    |
| Accounts Receivable                          | (10,113)         | (11,928)           | (36,310)           | (7,197)          | (37,658)         | (26,769)         | (150,000)         | (65,000)          |
| Unbilled Revenue                             | NA<br>(2.025)    | NA<br>(2.522)      | (504)              | (3,132)<br>1,080 | (15,436)         | (657)<br>(9.147) | (9,000)<br>2,000  | (16,000)<br>1,000 |
| Prepaids/Other<br>Accounts Payable           | (2,035)<br>(24)  | (2,533)<br>910     | (2,151)<br>(902)   | 1,080<br>(27)    | (5,236)<br>420   | (8,147)<br>(508) | 2,000             | 1,000             |
| Other Accrued                                | 3,015            | 4,984              | 9,652              | 1,493            | 22,756           | 44,399           | 24,000            | 39,000            |
| Taxes Payable                                | 1,493            | 962                | (1,973)            | 869              | (3,922)          | 25,854           | 8,000             | (33,000)          |
| Customer Deposits                            | (172)            | 411                | 833                | 1,076            | 920              | 10,933           | (8,000)           | (5,000)           |
| Unearned Revenue                             | 4,599            | (418)              | 3,771              | (3,754)          | 9,491            | (33)             | 6,000             | 24,000            |
| Cash from Operating Activities               | \$40,123         | \$70,248           | \$136,665          | \$191,476        | \$211,193        | \$373,451        | \$344,000         | \$599,000         |
|  |                  |                    |                    |                  |                  |                  |                   |                   |
| Plus: Cash From (Used By) Investr            |                  | (400.040)          | (04.04.005)        | (000 040)        | (0.40.450)       | (400,000)        | (0100000)         | (0.10.000)        |
| Capital Expenditures                         | (\$16,124)<br>NA | (\$36,913)<br>NA   | (\$101,235)<br>0   | (\$68,348)<br>0  | (\$43,158)       | (\$93,226)<br>0  | (\$186,000)<br>NA | (\$246,000)<br>NA |
| Intangible<br>Purchase Subsidiary            | NA<br>NA         | NA<br>NA           | NA<br>NA           | NA               | (3,551)<br>NA    | (10,383)         | 0                 | NA<br>0           |
| Sale of Equipment                            | 6                | 24                 | 50                 | 335              | 70               | 311              | NA<br>NA          | NA<br>NA          |
| Investments Sold                             | 0                | NA<br>NA           | NA<br>NA           | NA               | NA<br>NA         | 0                | 40,000            | 523,000           |
| Sale LT Investments                          | NA               | NA                 | NA                 | NA               | NA               | NA               | 11,000            | 0                 |
| Investment in Subsid                         | 1,500            | 0                  | NA                 | NA               | NA               | NA               | NA                | NA                |
| Investment Purchases                         | (178)            | (3,000)            | (5,880)            | (2,200)          | (54)             | (205,325)        | (100,000)         | (419,000)         |
| Loans to Employees                           | (2,182)          | (7,049)            | (4,933)            | (5,547)          | (7,249)          | 3,962            | 2,000             | (3,000)           |
| Deposit                                      | NA               | NA                 | NA                 | NA               | NA               | 0                | (15,000)          | (11,000)          |
| Withdrawal of Non Current Deposits           | NA NA            | NA NA              | NA                 | NA NA            | NA               | 0                | 0                 | 8,000             |
| Cash from Investing Activities               | (\$16,978)       | (\$46,938)         | (\$111,998)        | (\$75,760)       | (\$53,942)       | (\$304,661)      | (\$248,000)       | (\$148,000)       |
| Plus: Cash From (Used By) Financ             | ing Activities   |                    |                    |                  |                  |                  |                   |                   |
| ADR Issue Exp.                               | NA               | (\$778)            | NA                 | NA               | NA               | NA               | NA                | NA                |
| Dividends Paid                               | (2,372)          | (2,527)            | (9,220)            | (22,903)         | (33,914)         | (47,183)         | (222,000)         | (91,000)          |
| Issuance of Common                           | 66,271           | NA                 | ` NA               | 963              | 2,806            | 27,085           | 99,000            | 128,000           |
| Equity Shares                                | NA               | 407                | 511                | NA               | NA               | NA               | NA                | NA                |
| Issue Prfd Subsi.                            | 0                | NA                 | 0                  | 0                | 10,000           | 10,267           | 0                 | 0                 |
| Loan to Trust                                | 936              | NA                 | NA                 | NA               | NA               | NA               | NA                | NA                |
| Cash from Financing Activities               | \$64,835         | (\$2,898)          | (\$8,709)          | (\$21,940)       | (\$21,108)       | (\$9,831)        | (\$123,000)       | \$37,000          |
| Foreign Exchange Effects                     | (\$2,058)        | (\$2,687)          | (\$8,473)          | (\$7,374)        | \$7,736          | \$31,231         | (\$8,000)         | (\$9,000)         |
| Equals: Increase (Decrease) In Ca            | sh               |                    |                    |                  |                  |                  |                   |                   |
| Net Change in Cash                           | \$85,921         | \$17,725           | \$7,485            | \$86,402         | \$143,877        | \$90,191         | (\$35,000)        | \$479,000         |
| Net Cash - Beginning Balance                 | \$15,419         | \$98,875           | \$116,599          | \$124,084        | \$210,486        | \$354,363        | \$445,000         | \$410,000         |
| Net Cash - Ending Balance                    | 98,875           | 116,599            | 124,084            | 210,486          | 354,363          | 444,553          | 410,000           | 889,000           |
| Cash Taxes Paid                              | 3,364            | 7,270              | 16,951             | 27,493           | 45,398           | 23,722           | 66,000            | 125,000           |
|  |                  |                    |                    |                  |                  |                  |                   |                   |

Trend Graphs on next page

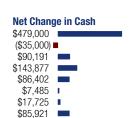
Years are Fiscal Years. Currency in Thousands of U.S. Dollars.

### **Cash Flow Trend Graphs**

Bar graphs of specific Cash Flow items can be used to help in identifying volatility.







Years are Fiscal Years. Currency in Thousands of U.S. Dollars (except per share values). Shares in Thousands.

| Quarterly Income Stateme  | ent                        |                                     |                            |                            |                             |                            |                            |                            |
|---|----------------------------|-------------------------------------|----------------------------|----------------------------|-----------------------------|----------------------------|----------------------------|----------------------------|
|   | Q3 2005                    | Q4 2005                             | Q1 2006                    | Q2 2006                    | Q3 2006                     | Q4 2006                    | Q1 2007                    | Q2 2007                    |
|   | 3 Months<br>Dec. 31, 2004  | 3 Months<br>Mar. 31, 2005           | 3 Months<br>Jun. 30, 2005  | 3 Months<br>Sept. 30, 2005 | 3 Months<br>Dec. 31, 2005   | 3 Months<br>Mar. 31, 2006  | 3 Months<br>Jun. 30, 2006  | 3 Months<br>Sept. 30, 2006 |
|   | Dec. 31, 2004              | Reclassified as of<br>Mar. 31, 2006 | Jun. 30, 2003              | Зерг. 30, 2003             | Dec. 31, 2003               | Mai. 31, 2000              | Jun. 30, 2000              | 3ept. 30, 2000             |
| Revenues  | \$423,000                  | \$455,000                           | \$476,000                  | \$524,000                  | \$559,000                   | \$593,000                  | \$660,000                  | \$746,000                  |
| Total Revenue   | \$423,000                  | \$455,000                           | \$476,000                  | \$524,000                  | \$559,000                   | \$593,000                  | \$660,000                  | \$746,000                  |
| Cost of Revenues  | \$241,000                  | \$262,000                           | \$274,000                  | \$297,000                  | \$319,000                   | \$354,000                  | \$389,000                  | \$423,000                  |
| Selling/Marketing<br>Gen./Admin.                                | 26,000<br>34,000           | 27,000<br>36,000                    | 32,000<br>37,000           | 35,000<br>46,000           | 35,000<br>41,000            | 34,000<br>49,000           | 45,000<br>56,000           | 48,000<br>63,000           |
| Amort. Intangibles  | 0                          | 1,000                               | 0                          | 0                          | 0                           | 0                          | 0                          | 1,000                      |
| Total Operating Expense   | \$301,000                  | \$326,000                           | \$343,000                  | \$378,000                  | \$395,000                   | \$437,000                  | \$490,000                  | \$535,000                  |
| Sale of Investment  | NA                         | \$11,000                            | \$0                        | \$0                        | NA                          | \$0                        | \$1,000                    | \$0                        |
| Other Income, Net Net Income Before Taxes                       | 11,000<br><b>\$133,000</b> | 7,000<br><b>\$147,000</b>           | 7,000<br><b>\$140,000</b>  | 9,000<br><b>\$155,000</b>  | (1,000)<br><b>\$163,000</b> | 16,000<br><b>\$172,000</b> | 28,000<br><b>\$199,000</b> | 14,000<br><b>\$225,000</b> |
| Provision for Income Taxes                                      | 21,000                     | 20,000                              | 18,000                     | 16,000                     | 18,000                      | 18,000                     | 23,000                     | 26,000                     |
| Net Income After Taxes  | \$112,000                  | \$127,000                           | \$122,000                  | \$139,000                  | \$145,000                   | \$154,000                  | \$176,000                  | \$199,000                  |
| Minority Interest   | NA                         | \$0                                 | NA                         | (\$1,000)                  | (\$2,000)                   | (\$2,000)                  | (\$2,000)                  | \$0                        |
| Net Income Before Extra. Items                                  | \$112,000                  | \$127,000                           | \$122,000                  | \$138,000                  | \$143,000                   | \$152,000                  | \$174,000                  | \$199,000                  |
| Net Income  | \$112,000                  | \$127,000                           | \$122,000                  | \$138,000                  | \$143,000                   | \$152,000                  | \$174,000                  | \$199,000                  |
| DPS-Common Stock<br>Gross Dividends - Common Stock              | \$0.00<br>0                | \$0.38<br>222,000                   | \$0.00<br>0                | \$0.00<br>0                | \$0.00<br>0                 | \$0.14<br>91,000           | \$0.00<br>0                | \$0.11<br>NA               |
|   |                            |                                     |                            |                            |                             |                            |                            |                            |
| <b>EPS Reconciliation</b>                                       |                            |                                     |                            |                            |                             |                            |                            |                            |
|   | Q3 2005                    | Q4 2005                             | Q1 2006                    | Q2 2006                    | Q3 2006                     | Q4 2006                    | Q1 2007                    | Q2 2007                    |
| Income Available to Com Excl<br>ExtraOrd                        | \$112,000                  | \$127,000                           | \$122,000                  | \$138,000                  | \$143,000                   | \$152,000                  | \$174,000                  | \$199,000                  |
| LAUGOIG   | Ψ112,000                   | Ψ121,000                            | Ψ122,000                   | ψ130,000                   | ψ1+3,000                    | ψ132,000                   | ψ17 <del>1</del> ,000      | ψ133,000                   |
| Income Available to Com Incl<br>ExtraOrd                        | \$112,000                  | \$127,000                           | \$122,000                  | \$138,000                  | \$143,000                   | \$152,000                  | \$174,000                  | \$199,000                  |
| LAGUOTU   | <b>\$112,000</b>           | <b>\$121,000</b>                    | <b>\$122,000</b>           | ψ100,000                   | Ψ1 10,000                   | Ψ102,000                   | <b>\$17.1,000</b>          | Ψ100,000                   |
| Basic Weighted Average Shares Basic EPS Excluding ExtraOrdinary | 534,720                    | 537,362                             | 539,164                    | 541,375                    | 544,716                     | 547,386                    | 549,991                    | 551,939                    |
| Items   | \$0.21                     | \$0.24                              | \$0.23                     | \$0.25                     | \$0.26                      | \$0.28                     | \$0.32                     | \$0.36                     |
| Basic EPS Including ExtraOrdinary Item                          | \$0.21                     | \$0.24                              | \$0.23                     | \$0.25                     | \$0.26                      | \$0.28                     | \$0.32                     | \$0.36                     |
| Diluted Net Income  | \$112,000                  | \$127,000                           | \$122,000                  | \$138,000                  | \$143,000                   | \$152,000                  | \$174,000                  | \$199,000                  |
| Diluted Weighted Average Shares                                 | 550,744                    | 553,232                             | 554,172                    | 556,608                    | 559,826                     | 561,265                    | 562,807                    | 564,859                    |
| Diluted EPS Excluding ExtraOrd Items                            | \$0.20                     | \$0.23                              | \$0.22                     | \$0.25                     | \$0.26                      | \$0.27                     | \$0.31                     | \$0.35                     |
| Diluted EPS Including ExtraOrd Items                            | \$0.20                     | \$0.23                              | \$0.22                     | \$0.25                     | \$0.26                      | \$0.27                     | \$0.31                     | \$0.35                     |
| Normalized Income Before Taxes                                  | \$133,000                  | \$147,000                           | \$140,000                  | \$155,000                  | \$163,000                   | \$172,000                  | \$199,000                  | \$225,000                  |
| Inc Tax Ex Impact of Sp Items  Normalized Income After Taxes    | 21,000<br><b>\$112,000</b> | 20,000<br><b>\$127,000</b>          | 18,000<br><b>\$122,000</b> | 16,000<br><b>\$139,000</b> | 18,000<br><b>\$145,000</b>  | 18,000<br><b>\$154,000</b> | 23,000<br><b>\$176,000</b> | 26,000<br><b>\$199,000</b> |
| Normalized Inc. Avail to Com.                                   | \$112,000                  | \$127,000                           | \$122,000                  | \$138,000                  | \$143,000                   | \$152,000                  | \$174,000                  | \$199,000                  |
| Basic Normalized EPS  | \$0.21                     | \$0.24                              | \$0.23                     | \$0.25                     | \$0.26                      | \$0.28                     | \$0.32                     | \$0.36                     |
| Diluted Normalized EPS  | \$0.20                     | \$0.23                              | \$0.22                     | \$0.25                     | \$0.26                      | \$0.27                     | \$0.31                     | \$0.35                     |

Trend Graphs on next page

Years are Fiscal Years. Currency in Thousands of U.S. Dollars (except per share values). Shares in Thousands.

### **Income Statement Trend Graphs**

Bar graphs of specific Income Statement items can be used to help in identifying volatility.

|                     | Quarterly EBITD Margin (%) | EPS Diluted (Excl. Extraord.) | Net Quarterly Revenue | Quarterly Gross Margin (%) |
|---------------------|----------------------------|-------------------------------|-----------------------|----------------------------|
| Second Quarter 2007 | 31.9                       | \$0.35                        | \$746,000             | 43.3                       |
| First Quarter 2007  | 29.2                       | \$0.31                        | \$660,000             | 41.1                       |
| Fourth Quarter 2006 | 31.9                       | \$0.27                        | \$593,000             | 40.3                       |
| Third Quarter 2006  | 34.0                       | \$0.26                        | \$559,000             | 42.9                       |
| Second Quarter 2006 | 32.1                       | \$0.25                        | \$524,000             | 43.3                       |
| First Quarter 2006  | 31.7                       | \$0.22                        | \$476,000             | 42.4                       |
| Fourth Quarter 2005 | 33.4                       | \$0.23                        | \$455,000             | 42.4                       |
| Third Quarter 2005  | 32.6                       | \$0.20                        | \$423.000             | 43.0                       |

Years are Fiscal Years. Currency in Thousands of U.S. Dollars. Shares in Thousands.

| Quarterly | <i>I</i> Balance | Sheet |
|-----------|------------------|-------|
|           |                  |       |

| quality balance sheet             |                 |               |                |                |                |               |                |                |
|-----------------------------------|-----------------|---------------|----------------|----------------|----------------|---------------|----------------|----------------|
|                                   | 03 2005         | 04 2005       | 01 2006        | 02 2006        | 03 2006        | 04 2006       | 01 2007        | 02 2007        |
|                                   | As of           | As of         | As of          | As of          | As of          | As of         | As of          | As of          |
|                                   | Dec. 31, 2004   | Mar. 31, 2005 | Jun. 30, 2005  | Sept. 30, 2005 | Dec. 31, 2005  | Mar. 31, 2006 | Jun. 30, 2006  | Sept. 30, 2006 |
| Assets                            | 200.01,2001     |               | ouiii oo, 2000 | 55pti 55, 2555 | 2001 011, 2000 | man 01, 2000  | 00111 00, 2000 | 00pti 00, 2000 |
| Cash/Equivalents                  | \$389,000       | \$410,000     | \$444,000      | \$334,000      | \$477,000      | \$889,000     | \$392,000      | \$328,000      |
| Investments                       | 244,000         | 278,000       | 307,000        | 531,000        | 492,000        | 170,000       | 358,000        | 615,000        |
| Trade Accounts Rcvbl              | 240,000         | 303,000       | 284,000        | 304,000        | 310,000        | 361,000       | 408,000        | 454,000        |
| Unbilled Revenue                  | 29.000          | 32.000        | 36,000         | 41.000         | 35.000         | 48.000        | 57.000         | 74.000         |
| Prepaid/Other                     | 39,000          | 35,000        | 40,000         | 38,000         | 39,000         | 40,000        | 51,000         | 49,000         |
| Deferred Tax                      | 2,000           | 2,000         | 2,000          | 2,000          | 2,000          | 1,000         | 2,000          | 2,000          |
| Total Current Assets              | \$943,000       | \$1,060,000   | \$1,113,000    | \$1,250,000    | \$1,355,000    | \$1,509,000   | \$1,268,000    | \$1,522,000    |
|                                   | , , , , , , , , | , ,,          | , , ., .,      | , ,,           | , ,,           | , ,,          | , ,,           | . ,- ,         |
| Prop./Plant/Equip.                | \$321.000       | \$352,000     | \$392.000      | \$435.000      | \$457.000      | \$491.000     | \$496,000      | \$540,000      |
| Goodwill                          | 8,000           | 8,000         | 8,000          | 8,000          | 8,000          | 8,000         | 91,000         | 91,000         |
| Intangibles                       | 1,000           | 0             | NA             | NA             | NA             | 0             | 19,000         | 18,000         |
| Deferred Tax                      | 8,000           | 8,000         | 9,000          | 9,000          | 11,000         | 13,000        | 12,000         | 13,000         |
| Advance Taxes                     | NA              | 0             | NA             | NA             | NA             | 18,000        | 19,000         | 5,000          |
| Other                             | 24,000          | 26,000        | 35,000         | 32,000         | 31,000         | 27,000        | 33,000         | 31,000         |
| Total Assets                      | \$1,305,000     | \$1,454,000   | \$1,557,000    | \$1,734,000    | \$1,862,000    | \$2,066,000   | \$1,938,000    | \$2,220,000    |
|                                   |                 |               |                |                |                |               |                |                |
| Liabilities                       |                 |               |                |                |                |               |                |                |
| Accounts Payable                  | \$1,000         | \$1,000       | \$1,000        | \$1,000        | \$2,000        | \$3,000       | \$2,000        | \$4,000        |
| Other Accrued                     | 114,000         | 124,000       | 106,000        | 128,000        | 140,000        | 160,000       | 147,000        | 183,000        |
| Client Deposits                   | 8,000           | 7,000         | 6.000          | 2,000          | 3.000          | 2,000         | 2,000          | 2,000          |
| Unearned Revenue                  | 26,000          | 20,000        | 29,000         | 40,000         | 42,000         | 44,000        | 54,000         | 67,000         |
| Taxes Pavable                     | 32.000          | 23,000        | 31,000         | 18,000         | 17.000         | 0             | 1.000          | 2,000          |
| Deferred Tax                      | NA              | NA            | NA             | NA             | 1,000          | NA            | NA             | NA             |
| Total Current Liabilities         | \$181,000       | \$175,000     | \$173,000      | \$189,000      | \$205,000      | \$209,000     | \$206,000      | \$258,000      |
|                                   | , . ,           | , ,,,,,,      | ,              | ,,             | ,,             | ,             | ,              | ,,             |
| Minority Interest                 | NA              | \$0           | \$10,000       | \$12,000       | \$13,000       | \$15,000      | \$2,000        | \$2,000        |
| Other                             | 5,000           | 5.000         | 5,000          | 5,000          | 5,000          | 5,000         | 5,000          | 5,000          |
| Total Liabilities                 | \$186,000       | \$180,000     | \$188,000      | \$206,000      | \$223,000      | \$229,000     | \$213,000      | \$265,000      |
|                                   |                 |               |                |                |                |               |                |                |
| Shareholder Equity                |                 |               |                |                |                |               |                |                |
| Preferred Stock                   | \$22,000        | \$21,000      | \$0            | \$0            | \$0            | \$0           | NA             | NA             |
| Common Stock                      | 31,000          | 31,000        | 31,000         | 31,000         | 31,000         | 31,000        | 31,000         | 62,000         |
| Paid in Capital                   | 228.000         | 266.000       | 301.000        | 335,000        | 379.000        | 410.000       | 444.000        | 477,000        |
| Retained Earnings                 | 796,000         | 923,000       | 999,000        | 1,137,000      | 1,235,000      | 1,387,000     | 1,296,000      | 1,465,000      |
| Accum. Comprehensive              | 42,000          | 33,000        | 38,000         | 25,000         | (6,000)        | 9,000         | (46,000)       | (49,000)       |
| Total Equity                      | \$1,119,000     | \$1,274,000   | \$1,369,000    | \$1,528,000    | \$1,639,000    | \$1,837,000   | \$1,725,000    | \$1,955,000    |
|                                   |                 |               |                |                |                |               |                |                |
| Total Liabilities & Shareholders' |                 |               |                |                |                |               |                |                |
| Equity                            | \$1,305,000     | \$1,454,000   | \$1,557,000    | \$1,734,000    | \$1,862,000    | \$2,066,000   | \$1,938,000    | \$2,220,000    |
| Equity                            | Ψ1,000,000      | Ψ1,τυτ,υ00    | Ψ1,001,000     | Ψ1,107,000     | Ψ1,002,000     | Ψ2,000,000    | Ψ1,330,000     | Ψ2,220,000     |
| S/O-Common Stock                  | 538,913         | 541,141       | 542,846        | 545,319        | 549,050        | 551,110       | 553,686        | 555,785        |
| Total Common Shares               |                 |               | <u></u>        |                |                |               |                |                |
| Outstanding                       | 538,913         | 541,141       | 542,846        | 545,319        | 549,050        | 551,110       | 553,686        | 555,785        |
| ouisialiully                      | 550,513         | 341,141       | 342,040        | J4J,J19        | J49,UJU        | JJ1,110       | JJJ,000        | JJJ,70J        |

# **Balance Sheet Trend Graphs**

Bar graphs of specific Balance Sheet items can be used to help in identifying volatility.

|                     | Cash and Equivalents | Total Liabilities | Total Equity | Shares Outstanding |  |
|---------------------|----------------------|-------------------|--------------|--------------------|--|
| Second Quarter 2007 | \$328,000            | \$265,000         | \$1,955,000  | 555,785            |  |
| First Quarter 2007  | \$392,000            | \$213,000         | \$1,725,000  | 553,686            |  |
| Fourth Quarter 2006 | \$889,000            | \$229,000         | \$1,837,000  | 551,110            |  |
| Third Quarter 2006  | \$477,000            | \$223,000         | \$1,639,000  | 549,050            |  |
| Second Quarter 2006 | \$334,000            | \$206,000         | \$1,528,000  | 545,319            |  |
| First Quarter 2006  | \$444,000            | \$188,000         | \$1,369,000  | 542,846            |  |
| Fourth Quarter 2005 | \$410,000            | \$180,000         | \$1,274,000  | 541,141            |  |
| Third Quarter 2005  | \$389,000            | \$186,000         | \$1,119,000  | 538,913            |  |

Years are Fiscal Years. Currency in Thousands of U.S. Dollars.

### **Quarterly Cash Flow Statement**

| qualitarity dash i low statement     |                   |               |                  |                    |                   |                  |                         |                   |  |  |  |
|--------------------------------------|-------------------|---------------|------------------|--------------------|-------------------|------------------|-------------------------|-------------------|--|--|--|
|                                      | 03 2005           | Q4 2005       | Q1 2006          | Q2 2006            | Q3 2006           | 04 2006          | 01 2007                 | Q2 2007           |  |  |  |
|                                      | 9 Months          | 12 Months     | 3 Months         | 6 Months           | 9 Months          | 12 Months        | 3 Months                | 6 Months          |  |  |  |
|                                      | Dec. 31, 2004     | Mar. 31, 2005 | Jun. 30, 2005    | Sept. 30, 2005     | Dec. 31, 2005     | Mar. 31, 2006    | Jun. 30, 2006           | Sept. 30, 2006    |  |  |  |
| Cash From (Used By) Operations       |                   |               |                  |                    |                   |                  |                         |                   |  |  |  |
| Net Income                           | \$292,000         | \$419,000     | \$122,000        | \$260,000          | \$403,000         | \$555,000        | \$174,000               | \$373,000         |  |  |  |
| Depreciation                         | 41,000            | 64,000        | 18,000           | 40,000             | 66,000            | 99,000           | 23,000                  | 51,000            |  |  |  |
| Amortization of Intangible           | 1,000             | 2,000         | NA               | NA                 | NA                | 0                | NA                      | NA                |  |  |  |
| Deferred Tax Benefit                 | (3,000)           | (3,000)       | (1,000)          | (2,000)            | (2,000)           | (5,000)          | (2,000)                 | (3,000)           |  |  |  |
| Sale of Mutual Fund Units            | NA                | 0             | NA               | NA                 | NA                | (1,000)          | NA                      | NA                |  |  |  |
| Gain on Investment                   | 0                 | (11,000)      | NA               | NA                 | NA                | 0                | NA                      | NA                |  |  |  |
| Minority Interests                   | NA                | 0             | NA               | 0                  | NA                | 5,000            | 2,000                   | 2,000             |  |  |  |
| Amort. Stock Comp.                   | 0                 | NA            | NA               | 0                  | NA                | NA               | 1,000                   | 2,000             |  |  |  |
| Others                               | NA<br>(05.000)    | NA            | NA<br>20.000     | 0                  | NA<br>(10,000)    | NA<br>(CE 000)   | (2,000)                 | (3,000)           |  |  |  |
| Accounts Receivable                  | (85,000)          | (150,000)     | 20,000           | (3,000)<br>(9,000) | (16,000)          | (65,000)         | (57,000)                | (104,000)         |  |  |  |
| Unbilled Revenue                     | (5,000)           | (9,000)       | (3,000)          | \ ' '              | (4,000)           | (16,000)         | (11,000)                | (27,000)          |  |  |  |
| Prepaid/Other<br>Accounts Payable    | (1,000)<br>0      | 2,000<br>0    | (5,000)<br>0     | (1,000)<br>0       | (2,000)<br>2,000  | 1,000<br>1,000   | (10,000)<br>NA          | (10,000)<br>1,000 |  |  |  |
| Other Accrued                        | 13.000            | 24.000        | (18,000)         | 5.000              | 20,000            | 39.000           | (9,000)                 | 27,000            |  |  |  |
| Taxes Payable                        | 11,000            | 8,000         | 11,000           | (2,000)            | (3,000)           | (33,000)         | (9,000)                 | 16.000            |  |  |  |
| Customer Deposits                    | (7,000)           | (8,000)       | (1,000)          | (4,000)            | (4,000)           | (5,000)          | 0                       | 0,000             |  |  |  |
| Unearned Revenue                     | 11,000            | 6,000         | 8,000            | 20,000             | 23,000            | 24,000           | 12,000                  | 24.000            |  |  |  |
| Cash from Operating Activities       | \$268,000         | \$344,000     | \$151,000        | \$304,000          | \$483,000         | \$599,000        | \$121,000               | \$349,000         |  |  |  |
| odon from operating Autivities       | Ψ200,000          | ψ044,000      | Ψ101,000         | ψ00-1,000          | Ψ-100,000         | ψ033,000         | Ψ121,000                | ψ0-13,000         |  |  |  |
| Plus: Cash From (Used By) Investm    | ont Activities    |               |                  |                    |                   |                  |                         |                   |  |  |  |
| Capital Expenditures                 | (\$130.000)       | (\$186.000)   | (ΦΕΟ ΩΩΩ)        | (\$127.000)        | (\$184.000)       | (\$2.4E 000)     | (#49,000)               | (\$114.000)       |  |  |  |
| Acquisition of Minority Interest     | (\$130,000)<br>NA | (\$100,000)   | (\$58,000)<br>NA | (Φ127,000)<br>Ω    | (\$164,000)<br>NA | (\$246,000)<br>0 | (\$42,000)<br>(116,000) | (\$114,000)       |  |  |  |
| Sale of Investment                   | 32,000            | 40,000        | 36,000           | 115,000            | 193,000           | 523,000          | (110,000)<br>NA         | (110,000)<br>NA   |  |  |  |
| Redemption of Liquid Mutual Fund     | 32,000            | 40,000        | 30,000           | 115,000            | 193,000           | 525,000          | IVA                     | IVA               |  |  |  |
| Units                                | NA                | NA            | NA               | NA                 | NA                | NA               | 180.000                 | 201.000           |  |  |  |
| Sale LT Investments                  | NA<br>NA          | 11,000        | NA<br>NA         | NA<br>NA           | NA<br>NA          | 0                | NA                      | 201,000<br>NA     |  |  |  |
| Inv. in Mutual Fund                  | (56,000)          | (100,000)     | (64,000)         | (371,000)          | (418,000)         | (419,000)        | (375,000)               | (651,000)         |  |  |  |
| Others                               | NA                | NA            | (0 1,000)<br>NA  | (07.1,000)         | (110,000)<br>NA   | (110,000)<br>NA  | 1.000                   | 1.000             |  |  |  |
| Loans to Employees                   | 1.000             | 2.000         | (1,000)          | (1,000)            | (1,000)           | (3,000)          | NA                      | 2.000             |  |  |  |
| Deposit                              | (11,000)          | (15,000)      | (9,000)          | (9,000)            | (9,000)           | (11,000)         | (11,000)                | (11,000)          |  |  |  |
| Withdraw Deposit                     | 0                 | 0             | NA<br>NA         | 1,000              | 1,000             | 8,000            | NA                      | 2.000             |  |  |  |
| Cash from Investing Activities       | (\$164,000)       | (\$248,000)   | (\$96,000)       | (\$392,000)        | (\$418,000)       | (\$148,000)      | (\$363,000)             | (\$686,000)       |  |  |  |
| · ·                                  | . , ,             | (, , ,        | · , ,            | . , ,              | ( , , ,           | ( , , ,          | · , ,                   | . , ,             |  |  |  |
| Plus: Cash From (Used By) Financia   | na Activities     |               |                  |                    |                   |                  |                         |                   |  |  |  |
| Other                                | NA                | NA            | NA               | \$0                | NA                | NA               | NA                      | \$2,000           |  |  |  |
| Cash Dividends                       | (222,000)         | (222,000)     | (46,000)         | (46,000)           | (91,000)          | (91,000)         | (264,000)               | (265,000)         |  |  |  |
| Equity Shares                        | 67,000            | 99,000        | 23,000           | 57,000             | 101,000           | 128,000          | 33,000                  | 63,000            |  |  |  |
| Cash from Financing Activities       | (\$155,000)       | (\$123,000)   | (\$23,000)       | \$11,000           | \$10,000          | \$37,000         | (\$231,000)             | (\$200,000)       |  |  |  |
| outh from Financing Atouvilloc       | (4100,000)        | (4120,000)    | (420,000)        | ψ11,000            | Ψ10,000           | 407,000          | (4201,000)              | (4200,000)        |  |  |  |
| Foreign Exchange Effects             | (\$5,000)         | (\$8,000)     | \$2,000          | \$1,000            | (\$8,000)         | (\$9,000)        | (\$24,000)              | (\$24,000)        |  |  |  |
| I of eight Exchange Effects          | (40,000)          | (40,000)      | φ2,000           | φ1,000             | (40,000)          | (45,000)         | (ψ24,000)               | (ψ24,000)         |  |  |  |
| Fruits Insurance (December ) In Oosh |                   |               |                  |                    |                   |                  |                         |                   |  |  |  |
| Equals: Increase (Decrease) In Cas   |                   | /Ac= ccc:     | 4                | /A== ===:          | A                 | A4=0 000         | (A 40= 000)             | (AFC1 CC-:        |  |  |  |
| Net Change in Cash                   | (\$56,000)        | (\$35,000)    | \$34,000         | (\$76,000)         | \$67,000          | \$479,000        | (\$497,000)             | (\$561,000)       |  |  |  |
|                                      |                   |               |                  |                    |                   |                  |                         |                   |  |  |  |
| Net Cash - Beginning Balance         | \$445,000         | \$445,000     | \$410,000        | \$410,000          | \$410,000         | \$410,000        | \$889,000               | \$889,000         |  |  |  |
| Net Cash - Ending Balance            | 389,000           | 410,000       | 444,000          | 334,000            | 477,000           | 889,000          | 392,000                 | 328,000           |  |  |  |
| Cash Taxes Paid                      | 43,000            | 66,000        | 9,000            | 38,000             | 58,000            | 125,000          | 25,000                  | 37,000            |  |  |  |
|                                      |                   |               |                  |                    |                   |                  |                         |                   |  |  |  |

### **Cash Flow Trend Graphs**

Bar graphs of specific Cash Flow items can be used to help in identifying volatility.

