

## eClerx to tap capital markets for Rs1bn

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eClerx Services Limited, a Mumbai-based knowledge process outsourcing (KPO) firm, has filed its draft red herring prospectus (DRHP) with the Securities and Exchange Board of India (SEBI) to raise about Rs1bn from the markets.

The funds raised would be used to set up additional facilities, infrastructure investments and for future acquisitions.

The company had acquired UK-based Igentica Group marking its entry in the travel and hospitality verticals. It has now earmarked about Rs220mn for acquisitions.

eClerx Services was found in the year 2000 and Burwood Ventures holds 21 percent in this company. The company has three major development centres in Mumbai and employs around 1000 people and the fourth centre is coming up in Pune. The company which has an estimated turnover of Rs 86 crore for the year ended March 31 2007 is also planning to open additional centres in Chennai and Delhi.

eClerx Services Limited is engaged in providing data analytics and customized process solutions to global enterprise clients from its offshore delivery centers in India. The portfolio of services comprises data analytics, operations management, data audits, metrics management and reporting services. It also provides service solutions using a mix of custom designed data processes, delivery teams comprising generalists and domain specialists, and in-house software to automate processes, spreading across the clients in the financial services, retail and manufacturing industries.

Some of largest clients in terms of revenue contribution include leading global corporations with whom the Company has multi-year partnerships. eClerx Services is one of the "Top 20 companies to watch" by Business Today magazine in the last three years, amongst a list that included some of the largest Indian companies. In their annual report of 2004, AT Kearney mentioned the Company as "Best of the Breed" under the Indian BPO segment. The Yankee Group in July, 2005 included the Company as "Best of the Breed" under the segment of 'Analytics Providers'.

For Fiscal 2007, Fiscal 2006 and Fiscal 2005, the unconsolidated revenue was Rs. 862.3 million, Rs. 477.5 million and Rs. 266.4 million, respectively, growing at a compound annual growth rate of 79.9 % over 2005-2007. For Fiscal 2007, Fiscal 2006 and Fiscal 2005, the profit after tax was Rs. 405.2 million, Rs. 240.4 million and Rs. 112.2 million, respectively.

### **About eClerx Services Ltd.**

We provide data analytics and customized process solutions to global enterprise clients from our offshore delivery centers in India. Our portfolio of services comprises data analytics, operations management, data audits, metrics management and reporting services. We provide service solutions using a mix of custom designed data processes, delivery teams comprising generalists and domain specialists, and in-house software to automate processes. We currently offer our services to clients in the financial services, retail and manufacturing industries. Some of our largest clients in terms of revenue contribution include leading global corporations with whom we have multi-year partnerships.