



Q3 FY08 Revenue up by 27%

January, 31 2008

Blue Star Infotech Limited, the global software services provider, has recorded consolidated Sales revenue of Rs. 335.12 million for the quarter ended December 31, 2007, compared to Rs. 263.95 million in Q3FY07 posting a growth of 27%. Total Income grew by 26% to Rs. 340.32 million from Rs. 270.45 million in Q3FY07. Consolidated Net Profit for the quarter was Rs. 2.96 million. Profitability has been impacted mainly due to lower export realisation on account of dollar depreciation during the current year

The Company's three primary business lines, Product Services, Travel & Hospitality Services and Consulting Services, continued to increase their respective customer base, with the company adding 26 new customers during the quarter. Each of these business lines have added marquee names to their customer base and also have scaled up engagements initiated in the previous quarter.

The Company bagged multi-million dollar deals in the Travel & Hospitality segment and has also seeded new business this quarter with the potential of becoming sizeable accounts in the subsequent quarters.

To strengthen its international business lines, the Company has recently appointed industry veterans to take charge of 2 of its key business lines. Mr. Harish Bhat, with a strong track record in leading business units focused on providing outsourced product development services to customers in North America, Europe and Japan, has been appointed as the President of BSI's American operations and Global Business Head for its Product Services line of business. Mr. John Graham, with over 10 years of experience in sales, marketing, and business development in IT services and solutions in the travel industry has been appointed as the Global Business Head for BSI's Travel & Hospitality business.

Commenting on the performance, Mr. Suneel Advani, Chairman and Managing Director, said, “While we continue to achieve quarter on quarter revenue growth, our profitability remains a concern due to the performance of the rupee against the dollar. We initiated strong, focused measures within the organization to offset this. These measures continue to be in effect and will be enforced stringently. With the recent appointments of industry veterans to bring in the relevant expertise and focus to our primary business lines, we expect to see acceleration in our new business acquisition momentum.”

About Blue Star Infotech

Blue Star Infotech is a global provider of Product Engineering Services, Enterprise Services, Travel & Hospitality Services and Independent Testing Services. Headquartered in Mumbai, India, the Company has seven software development centers in Mumbai and Bangalore.

Blue Star Infotech serves its global clientele through offices in Santa Clara (CA) and Jersey City (NJ) in North America, London & Helsinki in Europe and Tokyo in Japan. The Company also has business associates in USA and Continental Europe.

With state-of-the-art development centers and infrastructure, more than 1200 employees and a growing list of Fortune 500 and medium-sized clients, the Company is well established within the global software services industry.

The Company is listed on the National Stock Exchange and the Bombay Stock Exchange in India.

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