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## iGate Corporation Q4 2007 Earnings Call Transcript

### Question-and-Answer Session

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#### **Operator**

Our first question comes from the line of Brian Kinstlinger with Sidoti & Company. Please proceed with your question.

#### **Brian Kinstlinger - Sidoti & Company**

Good. First question I want to ask is about as you see the business as going forward and you divest the staffing business, may be I believe you can take a stab or whoever can take a stab at the corporate overhead and how it quite -- each of the two businesses and until you divest staffing business how will it be reported?

#### **Sunil Wadhwani**

Let me take a stab at that, Brian. Our corporate overhead at the moment when you exclude the clinical trials business that's in there, really is in three separate buckets and as we see things going forward there is some of what remains is going to disappear completely because of the changes that we are making. The other two pieces at best guess right now we think that less than 50% of what remains will go to the iGS segment and another 50% of costs will flow to the iPS segment when they are on their own.

#### **Brian Kinstlinger - Sidoti & Company**

And so when you are talking about that 50% of the \$10.4 million that was reported it, in SG&A, is that the right number I'm looking at?

#### **Sunil Wadhwani**

No, no; of that \$10.4 million in SG&A, we have about 2.4 of that related to the clinical trial start-up. So we are really looking at corporate overhead in any given quarter fluctuating between \$8 million and \$8.5 million. So my comment about less than half going to iGS and less than half going to iPS and some of the remainder disappearing pertains to that \$8.5 million, not the \$10.4 million.

#### **Brian Kinstlinger - Sidoti & Company**

Great understood and so for, I don't know, the management team going forward wants to answer this or the one that's going to be departing -- clinical trial business clearly that's an unprofitable business; how -- that's something that you expect going forward will be part of the iGS business or is that something going forward you will look at divesting as well?

**Phaneesh Murthy**

No Brian. That is in the process of being divested as we speak and we expect that to be done fairly shortly. We haven't made any announcement only because that business hasn't been material relative to the overall operations but that's being divested as we speak.

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