

	Q2 FY 17	Q1 FY 17	Q4 FY 16	Q3 FY 16	Q2 FY 16	Q1 FY 16	Q4 FY 15	Q3 FY 15	Q2 FY 15
Employee Metrics									
Employees, period end									
Total Employees (Consolidated)	1,983	2,057	2,118	2,084	1,968	1,925	1,919	1,916	1,889
Services S/W, Product S/W and technical professionals	1,743	1,821	1,887	1,833	1,714	1,675	1,706	1,704	1,687
Corporate	240	236	231	251	254	250	213	212	202
Hiring Metrics									
Gross Adds	107	124	192	259	199	151	150	161	151
Net Adds	(74)	(61)	34	116	43	6	3	27	31
Attrition % Annualized (Based on Voluntary attrition only)									
Attrition % LTM (Based on Voluntary attrition only)	24.0%	21.3%	20.6%	20.9%	25.1%	25.0%	25.0%	24.0%	21.8%
	22.9%	22.2%	20.3%	22.9%	24.4%	23.7%	23.8%	24.8%	26.7%
Revenue by geography - Consolidated (In %)									
North America	36%	33%	32%	33%	30%	31%	34%	35%	34%
EMEA	31%	32%	30%	29%	35%	35%	32%	36%	36%
India	26%	28%	28%	26%	26%	24%	22%	20%	20%
APAC	7%	7%	10%	13%	9%	10%	12%	9%	10%
Client Concentration (In %)									
Top 5 client contribution to revenues	44.7%	46.2%	47.3%	45.7%	49.0%	50.2%	50.6%	49.0%	46.4%
Top 10 client contribution to revenues	65.5%	67.0%	66.2%	63.7%	69.0%	67.1%	67.2%	65.9%	64.7%
Relationships with Tier 1 Customers - Services+Products									
< 1 Million dollar customers - Trailing 12 months	12	13	12	12	12	12	13	10	9
1 < > 3 Million dollar customers - Trailing 12 months	4	4	5	5	6	6	5	7	7
3 < > 10 Million dollar customers - Trailing 12 months	5	5	5	6	5	5	6	6	7
10 < > 20 Million dollar customers - Trailing 12 months	1	1	1	1	1	1			
> 20 Million dollar customers - Trailing 12 months									
Utilization, including trainees (Services Only - In %)*	79.6%	79.7%	79.2%	83.2%	82.0%	78.1%	74.9%	74.2%	72.1%
Revenue Split (Products Only) (In ₹ Million)									
License fees	-	-	-	-	-	-	2	-	-
Royalties	15	11	16	13	14	17	15	16	13
Customization	22	19	16	40	86	-	13	12	22
Revenue Split (Services Only) (In ₹ Million)									
Onsite	416	481	450	459	468	432	422	465	473
Offshore	724	701	725	743	711	637	585	575	568
Revenue by Project Type (Services Only) (In ₹ Million)									
Time and Material (including compensation)	883	938	968	996	997	918	881	936	928
Fixed Price	257	244	206	206	182	151	126	104	113

*Note: Services Utilization rehased including Management numbers for Utilization calculations retrospectively; excludes exceptional item unless explicitly stated