

	Q4 FY 16	Q3 FY 16	Q2 FY 16	Q1 FY 16	Q4 FY 15	Q3 FY 15	Q2 FY 15	Q1 FY 15
Employee Metrics								
Employees, period end								
Total Employees (Consolidated)	2,118	2,084	1,968	1,925	1,919	1,916	1,889	1,858
Services S/W, Product S/W and technical professionals	1,887	1,833	1,714	1,675	1,706	1,704	1,687	1,658
Corporate	231	251	254	250	213	212	202	200
Hiring Metrics								
Gross Adds	192	259	199	151	150	161	151	103
Net Adds	34	116	43	6	3	27	31	(48)
Attrition % Annualized (Based on Voluntary attrition only)	20.6%	20.9%	25.1%	25.0%	25.0%	24.0%	21.8%	25.5%
Attrition % LTM (Based on Voluntary attrition only)	20.3%	22.9%	24.4%	23.7%	23.8%	24.8%	26.7%	29.3%
Revenue by geography - Consolidated (In %)								
North America	32%	33%	30%	31%	34%	35%	34%	38%
EMEA	30%	29%	35%	35%	32%	36%	36%	34%
India	28%	26%	26%	24%	22%	20%	20%	20%
APAC	10%	13%	9%	10%	12%	9%	10%	8%
Client Concentration (In %)								
Top 5 client contribution to revenues	47.3%	45.7%	49.0%	50.2%	50.6%	49.0%	46.4%	40.8%
Top 10 client contribution to revenues	66.2%	63.7%	69.0%	67.1%	67.2%	65.9%	64.7%	56.1%
Relationships with Tier 1 Customers - Services+Products								
< 1 Million dollar customers - Trailing 12 months	12	12	12	12	13	10	9	12
1 < >3 Million dollar customers - Trailing 12 months	5	5	6	6	5	7	7	7
3 < >10 Million dollar customers - Trailing 12 months	5	6	5	5	6	6	7	7
10 < >20 Million dollar customers - Trailing 12 months	1	1	1	1				
> 20 Million dollar customers - Trailing 12 months								
Utilization, including trainees (Services Only - In %)*	79.2%	83.2%	82.0%	78.1%	74.9%	74.2%	72.1%	70.3%
Revenue Split (Products Only) (In ₹ Million)								
License fees				-	2	-	-	1
Royalties	16	13	14	17	15	16	13	17
Customization	16	40	86	-	13	12	22	6
Revenue Split (Services Only) (In ₹ Million)								
Onsite	450	459	468	432	422	465	473	514
Offshore	725	743	711	637	585	575	568	537
Revenue by Project Type (Services Only) (In ₹ Million)								
Time and Material (including compensation)	968	996	997	918	881	936	928	930
Fixed Price	206	206	182	151	126	104	113	121

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