

	Q2 FY 14	Q1 FY 14	Q4 FY 13	Q3 FY 13	Q2 FY 13	Q1 FY 13
Employee Metrics						
Employees, period end						
Total Employees (Consolidated)	2,108	2,122	2,291	2,560	2,762	2,960
Services S/W, Product S/W and technical professionals	1,868	1,892	2,050	2,308	2,505	2,684
Support Staff	240	230	241	252	257	276
Hiring Metrics						
Gross Adds	150	76	59	109	110	237
Net Adds	(15)	(169)	(269)	(202)	(198)	(66)
Attrition % Annualized (Based on Voluntary attrition only)	28.0%	37.2%	36.8%	28.7%	34.3%	35.4%
Attrition % LTM (Based on Voluntary attrition only)	31.5%	34.0%	34.7%	33.3%	32.4%	31.6%
Revenue by geography - Consolidated (In %)						
North America	33%	28%	24%	24%	25%	22%
EMEA	36%	37%	34%	34%	33%	36%
India	23%	23%	29%	29%	32%	26%
APAC	8%	12%	13%	13%	10%	13%
Client Concentration (In %)						
Top 5 client contribution to revenues	42.0%	42.0%	45.6%	49.0%	50.6%	50.9%
Top 10 client contribution to revenues	60.0%	64.0%	66.4%	69.7%	72.5%	73.5%
Relationships with Tier 1 Customers - Services+Products						
< 1 Million dollar customers - Trailing 12 months	11	11	11	11	11	14
1 < >3 Million dollar customers - Trailing 12 months	7	8	8	8	8	6
3 < >10 Million dollar customers - Trailing 12 months	10	9	8	6	6	7
10 < >20 Million dollar customers - Trailing 12 months			1	2	2	1
> 20 Million dollar customers - Trailing 12 months						1
Utilization, including trainees (Services Only - In %)	74.6%	75.6%	69.5%	67.9%	64.5%	66.9%
Revenue Split (Products Only) (In ₹ Million)						
License fees	5	10	33	26	18	11
Royalties	13	21	19	18	30	107
Customization	28	25	4	2	2	5
Revenue Split (Services Only) (In ₹ Million)						
Onsite	423	421	373	354	309	382
Offshore	657	674	701	763	756	816
Revenue by Project Type (Services Only) (In ₹ Million)						
Time and Material (including compensation)	865	854	786	862	862	944
Fixed Price	215	241	288	255	203	254