

	Q3 FY 14	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)	2,053	2,108	2,122	2,291	2,560	2,762	2,960
Services S/W, Product S/W and technical professionals	1,827	1,868	1,892	2,050	2,308	2,505	2,684
Support Staff	226	240	230	241	252	257	276
Hiring Metrics							
Gross Adds	116	150	76	59	109	110	237
Net Adds	(55)	(15)	(169)	(269)	(202)	(198)	(66)
Attrition % Annualized (Based on Voluntary attrition only)	28.3%	28.0%	37.2%	36.8%	28.7%	34.3%	35.4%
Attrition % LTM (Based on Voluntary attrition only)	31.4%	31.5%	34.0%	34.7%	33.3%	32.4%	31.6%
Revenue by geography - Consolidated (In %)							
North America	34%	33%	28%	24%	24%	25%	22%
EMEA	38%	36%	37%	34%	35%	33%	36%
India	20%	23%	23%	29%	31%	32%	26%
APAC	8%	8%	12%	13%	10%	10%	13%
Client Concentration (In %)							
Top 5 client contribution to revenues	40.5%	42.0%	42.0%	45.6%	49.0%	50.6%	50.9%
Top 10 client contribution to revenues	59.8%	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	13	11	11	11	11	11	14
1 < >3 Million dollar customers - Trailing 12 months	8	7	8	8	8	8	6
3 < >10 Million dollar customers - Trailing 12 months	7	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 %)	73.0%	74.6%	75.6%	69.5%	67.9%	64.5%	66.9%
Revenue Split (Products Only) (In ₹ Million)							
License fees	4	5	10	33	26	18	11
Royalties	12	13	21	19	18	30	107
Customization	29	28	25	4	2	2	5
Revenue Split (Services Only) (In ₹ Million)							
Onsite	492	423	421	373	354	309	382
Offshore	590	657	674	701	763	756	816
Revenue by Project Type (Services Only) (In ₹ Million)							
Time and Material (including compensation)	890	865	854	786	862	862	944
Fixed Price	192	215	241	288	255	203	254