

	Q4 FY 14	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)	1,906	2,053	2,108	2,122	2,291	2,560	2,762	2,960
Services S/W, Product S/W and technical professionals	1,701	1,827	1,868	1,892	2,050	2,308	2,505	2,684
Support Staff	205	226	240	230	241	252	257	276
Hiring Metrics								
Gross Adds	68	116	150	76	59	109	110	237
Net Adds	(147)	(55)	(15)	(169)	(269)	(202)	(198)	(66)
Attrition % Annualized (Based on Voluntary attrition only)	27.5%	28.3%	28.0%	37.2%	36.8%	28.7%	34.3%	35.4%
Attrition % LTM (Based on Voluntary attrition only)	30.3%	31.4%	31.5%	34.0%	34.7%	33.3%	32.4%	31.6%
Revenue by geography - Consolidated (In %)								
North America	37%	34%	33%	28%	24%	24%	25%	22%
EMEA	36%	38%	36%	37%	34%	35%	33%	36%
India	18%	20%	23%	23%	29%	31%	32%	26%
APAC	9%	8%	8%	12%	13%	10%	10%	13%
Client Concentration (In %)								
Top 5 client contribution to revenues	41.4%	40.5%	42.0%	42.0%	45.6%	49.0%	50.6%	50.9%
Top 10 client contribution to revenues	62.7%	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	9	13	11	11	11	11	11	14
1 < >3 Million dollar customers - Trailing 12 months	8	8	7	8	8	8	8	6
3 < >10 Million dollar customers - Trailing 12 months	8	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 %)	75.0%	73.0%	74.6%	75.6%	69.5%	67.9%	64.5%	66.9%
Revenue Split (Products Only) (In ₹ Million)								
License fees	2	4	5	10	33	26	18	11
Royalties	19	12	13	21	19	18	30	107
Customization	27	29	28	25	4	2	2	5
Revenue Split (Services Only) (In ₹ Million)								
Onsite	490	492	423	421	373	354	309	382
Offshore	620	590	657	674	701	763	756	816
Revenue by Project Type (Services Only) (In ₹ Million)								
Time and Material (including compensation)	892	890	865	854	786	862	862	944
Fixed Price	218	192	215	241	288	255	203	254