

| | Q4 FY 20 | Q3 FY 20 | Q2 FY 20 | Q1 FY 20 | Q4 FY 19 | Q3 FY 19 | Q2 FY 19 | Q1 FY 19 | Q4 FY 18 | Q3 FY 18 | Q2 FY 18 | Q1 FY 18 | Q4 FY 17 |
|------------------------------------------------------------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|
| Employee Metrics | | | | | | | | | | | | | |
| Employees, period end | | | | | | | | | | | | | |
| Total Employees (Consolidated) | 1,554 | 1,628 | 1,734 | 1,802 | 1,833 | 1,780 | 1,781 | 1,812 | 1,867 | 1,913 | 2,018 | 1,959 | 1,963 |
| Engineering | 1,349 | 1,402 | 1,495 | 1,572 | 1,600 | 1,552 | 1,552 | 1,580 | 1,637 | 1,685 | 1,785 | 1,729 | 1,728 |
| Corporate | 205 | 226 | 239 | 230 | 233 | 228 | 229 | 232 | 230 | 228 | 233 | 230 | 235 |
| Hiring Metrics | | | | | | | | | | | | | |
| Gross Adds | 69 | 58 | 96 | 137 | 213 | 148 | 137 | 96 | 124 | 130 | 170 | 154 | 131 |
| Net Adds | (74) | (106) | (68) | (31) | 53 | (1) | (31) | (55) | (46) | (105) | 59 | (4) | (13) |
| Attrition % Annualized (Based on Voluntary attrition only) | 29.4% | 24.0% | 22.0% | 24.0% | 30.3% | 29.4% | 30.7% | 25.2% | 22.7% | 21.6% | 15.7% | 21.3% | 17.7% |
| Attrition % LTM (Based on Voluntary attrition only) | 25.1% | 26.0% | 27.0% | 29.0% | 28.2% | 26.6% | 24.6% | 21.6% | 21.0% | 19.5% | 18.7% | 21.2% | 21.0% |
| Revenue by geography - Consolidated (In %) | | | | | | | | | | | | | |
| North America | 39% | 41% | 40% | 40% | 43% | 39% | 36% | 39% | 39% | 40% | 38% | 37% | 32% |
| EMEA | 22% | 20% | 22% | 20% | 21% | 23% | 24% | 23% | 25% | 23% | 25% | 28% | 34% |
| India | 26% | 25% | 22% | 27% | 24% | 27% | 31% | 30% | 28% | 30% | 30% | 28% | 26% |
| APAC | 13% | 14% | 16% | 13% | 12% | 11% | 9% | 8% | 8% | 7% | 7% | 7% | 8% |
| Client Concentration (In %) | | | | | | | | | | | | | |
| Top 5 client contribution to revenues | 39.0% | 39.0% | 41.0% | 49.8% | 56.3% | 52.2% | 55.4% | 52.1% | 52.5% | 43.3% | 42.7% | 43.5% | 44.1% |
| Top 10 client contribution to revenues | 60.0% | 58.0% | 59.0% | 65.9% | 70.1% | 68.8% | 71.3% | 70.4% | 72.0% | 64.0% | 64.5% | 64.4% | 63.1% |
| Relationships with Customers (TTM) | | | | | | | | | | | | | |
| \$1M + clients | 17 | 18 | 13 | 10 | 11 | 11 | 10 | 10 | 12 | 12 | 10 | 11 | 7 |
| \$3M + clients | 3 | 3 | 3 | 4 | 5 | 5 | 5 | 6 | 6 | 6 | 6 | 6 | 6 |
| \$10M + clients | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| Utilization, including trainees (In %)* | 74.8% | 74.1% | 72.3% | 76.4% | 75.7% | 76.4% | 77.5% | 81.4% | 80.4% | 80.0% | 77.2% | 79.6% | 78.6% |
| Revenue Split (In ₹ Million) | | | | | | | | | | | | | |
| Onsite | 330 | 359 | 331 | 423 | 495 | 400 | 309 | 494 | 465 | 467 | 403 | 411 | 401 |
| Offshore | 798 | 831 | 926 | 923 | 860 | 814 | 821 | 849 | 823 | 852 | 845 | 765 | 776 |
| Revenue by Project Type (In ₹ Million) | | | | | | | | | | | | | |
| Time and Material (including compensation) | 315 | 799 | 812 | 793 | 743 | 743 | 764 | 785 | 811 | 880 | 874 | 844 | 826 |
| Fixed Price | 814 | 391 | 446 | 554 | 612 | 471 | 367 | 558 | 476 | 439 | 374 | 332 | 351 |

