

	Q4 FY 17	Q3 FY 17	Q2 FY 17	Q1 FY 17	Q4 FY 16	Q3 FY 16	Q2 FY 16	Q1 FY 16	Q4 FY 15
Employee Metrics									
Employees, period end									
Total Employees (Consolidated)	1,963	1,976	1,983	2,057	2,118	2,084	1,968	1,925	1,919
Services S/W, Product S/W and technical professionals	1,728	1,737	1,743	1,821	1,887	1,833	1,714	1,675	1,706
Corporate	235	239	240	236	231	251	254	250	213
Hiring Metrics									
Gross Adds	131	118	107	124	192	259	199	151	150
Net Adds	(13)	(7)	(74)	(61)	34	116	43	6	3
Attrition % Annualized (Based on Voluntary attrition only)	17.7%	19.2%	24.0%	21.3%	20.6%	20.9%	25.1%	25.0%	25.0%
Attrition % LTM (Based on Voluntary attrition only)	21.0%	22.0%	22.9%	22.2%	20.3%	22.9%	24.4%	23.7%	23.8%
Revenue by geography - Consolidated (In %)									
North America	32.0%	31.0%	36%	33%	32%	33%	30%	31%	34%
EMEA	35.0%	36.0%	31%	32%	30%	29%	35%	35%	32%
India	27.0%	27.0%	26%	28%	28%	26%	26%	24%	22%
APAC	6.0%	6.0%	7%	7%	10%	13%	9%	10%	12%
Client Concentration (In %)									
Top 5 client contribution to revenues	44.1%	45.6%	44.7%	46.2%	47.3%	45.7%	49.0%	50.2%	50.6%
Top 10 client contribution to revenues	63.1%	65.7%	65.5%	67.0%	66.2%	63.7%	69.0%	67.1%	67.2%
Relationships with Tier 1 Customers - Services+Products									
< 1 Million dollar customers - Trailing 12 months	9	11	12	13	12	12	12	12	13
1 < >3 Million dollar customers - Trailing 12 months	3	2	4	4	5	5	6	6	5
3 < >10 Million dollar customers - Trailing 12 months	5	5	5	5	5	6	5	5	6
10 < >20 Million dollar customers - Trailing 12 months	1	1	1	1	1	1	1	1	
> 20 Million dollar customers - Trailing 12 months									
Utilization, including trainees (Services Only - In %)*	78.6%	78.7%	79.6%	79.7%	79.2%	83.2%	82.0%	78.1%	74.9%
Revenue Split (Products Only) (In ₹ Million)									
License fees	-	-	-	-	-	-	-	-	2
Royalties	13.2	11.2	15.1	10.7	16	13	14	17	15
Customization	21.7	17.0	22.0	19.3	16	40	86	-	13
Revenue Split (Services Only) (In ₹ Million)									
Onsite	391	426	416	481	450	459	468	432	422
Offshore	751	653	724	701	725	743	711	637	585
Revenue by Project Type (Services Only) (In ₹ Million)									
Time and Material (including compensation)	879	882	883	938	968	996	997	918	881
Fixed Price	262	197	257	244	206	206	182	151	126

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