|  | Q1 FY 22 | Q4 FY 21 | Q3 FY 21 | Q2 FY 21 | Q1 FY 21 | 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) | 1,306 | 1,395 | 1,444 | 1,508 | 1,520 | 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 | 1,126 | 1,219 | 1,259 | 1,313 | 1,319 | 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 | 180 | 176 | 185 | 195 | 201 | 205 | 226 | 239 | 230 | 233 | 228 | 229 | 232 | 230 | 228 | 233 | 230 | 235 |
| Hiring Metrics |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Gross Adds | 64 | 61 | 57 | 74 | 44 | 69 | 58 | 96 | 137 | 213 | 148 | 137 | 96 | 124 | 130 | 170 | 154 | 131 |
| Net Adds | (89) | (49) | (64) | (12) | (34) | (74) | (106) | (68) | (31) | 53 | (1) | (31) | (55) | (46) | (105) | 59 | (4) | (13) |
| Atrrition \% Annualized (Based on Voluntary attrition only) | 39.4\% | 23.7\% | 29.5\% | 13.7\% | 18.5\% | 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) | 26.8\% | 21.4\% | 23.1\% | 22.0\% | 25.1\% | 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 | 33.0\% | 33.0\% | 33.3\% | 33.4\% | 41.0\% | 39.0\% | 41.0\% | 40.0\% | 40.0\% | 43.0\% | 39.0\% | 36.0\% | 39.0\% | 39.0\% | 40.0\% | 38.0\% | 37.0\% | 32.0\% |
| emea | 21.0\% | 17.0\% | 19.9\% | 17.6\% | 19.0\% | 22.0\% | 20.0\% | 22.0\% | 20.0\% | 21.0\% | 23.0\% | 24.0\% | 23.0\% | 25.0\% | 23.0\% | 25.0\% | 28.0\% | 34.0\% |
| India | 30.\% | 30.0\% | 28.6\% | 30.2\% | 27.0\% | 26.0\% | 25.0\% | 22.0\% | 27.0\% | 24.0\% | 27.0\% | 31.0\% | 30.0\% | 28.0\% | 30.0\% | 30.0\% | 28.0\% | 26.0\% |
| APAC | 16.0\% | 20.0\% | 18.2\% | 18.8\% | 13.0\% | 13.0\% | 14.0\% | 16.0\% | 13.0\% | 12.0\% | 11.0\% | 9.0\% | 7.5\% | 8.0\% | 7.0\% | 7.0\% | 7.0\% | 8.0\% |
| Client Concentration (In \%) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Top 5 client contribution to revenues | 41.0\% | 40.9\% | 42.3\% | 42.7\% | 43.0\% | 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 | 64.0\% | 65.2\% | 64.8\% | 65.4\% | 63.0\% | 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 | 9 | 11 | 11 | 12 | 15 | 17 | 18 | 13 | 10 | 11 | 11 | 10 | 10 | 12 | 12 | 10 | 11 |  |
| \$3M + clients | 7 | 6 | 5 | 6 | 4 | 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 \%)* | 85.7\% | 79.6\% | 82.0\% | 81.7\% | 73.9\% | 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 | 214 | 271 | 257 | 226 | 295 | 330 | 359 | 331 | 423 | 495 | 400 | 309 | 494 | 465 | 467 | 403 | 411 | 401 |
| Offshore | 884 | 835 | 882 | 847 | 835 | 798 | 831 | 926 | 923 | 860 | 814 | 821 | 849 | 823 | 852 | 845 | 765 | 776 |
| Revenue by Project Type ( In ₹ Million) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Time and Material (including compensation) | 814 | 818 | 799 | 758 | 656 | 814 | 799 | 812 | 793 | 743 | 743 | 764 | 785 | 811 | 880 | 874 | 844 | 826 |
| Fixed Price | 284 | 288 | 340 | 314 | 475 | 315 | 391 | 446 | 554 | 612 | 471 | 367 | 558 | 476 | 439 | 374 | 332 | 351 |

