|  | Q3 FY 19 | Q2 FY 19 | Q1 FY 19 | Q4 FY 18 | Q3 FY 18 | Q2 FY 18 | Q1 FY 18 | Q4 FY 17 | Q3 FY 17 | Q2 FY 17 | Q1 FY 17 | Q4 FY 16 | Q3 FY 16 | Q2 FY 16 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Employee Metrics |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Employees, period end |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Employees (Consolidated) | 1,780 | 1,781 | 1,812 | 1,867 | 1,913 | 2,018 | 1,959 | 1,963 | 1,976 | 1,983 | 2,057 | 2,118 | 2,084 | 1,968 |
| Engineering | 1,552 | 1,552 | 1,580 | 1,637 | 1,685 | 1,785 | 1,729 | 1,728 | 1,737 | 1,743 | 1,821 | 1,887 | 1,833 | 1,714 |
| Corporate | 228 | 229 | 232 | 230 | 228 | 233 | 230 | 235 | 239 | 240 | 236 | 231 | 251 | 254 |
| Hiring Metrics |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Gross Adds | 148 | 137 | 96 | 124 | 130 | 170 | 154 | 131 | 118 | 107 | 124 | 192 | 259 | 199 |
| Net Adds | (1) | (31) | (55) | (46) | (105) | 59 | (4) | (13) | (7) | (74) | (61) | 34 | 116 | 43 |
| Attrition \% Annualized (Based on Voluntary attrition only) | 29.4\% | 30.7\% | 25.2\% | 22.7\% | 21.6\% | 15.7\% | 21.3\% | 17.7\% | 19.2\% | 24.0\% | 21.3\% | 20.6\% | 20.9\% | 25.1\% |
| Attrition \% LTM (Based on Voluntary attrition only) | 26.6\% | 24.6\% | 21.6\% | 21.0\% | 19.5\% | 18.7\% | 21.2\% | 21.0\% | 22.0\% | 22.9\% | 22.2\% | 20.3\% | 22.9\% | 24.4\% |
| Revenue by geography - Consolidated (In \%) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| North America | 39\% | 36\% | 39\% | 39\% | 40\% | 38\% | 37\% | 32\% | 30\% | 36\% | 33\% | 32\% | 32\% | 28\% |
| emea | 23\% | 24\% | 23\% | 25\% | 23\% | 25\% | 28\% | 34\% | 35\% | 30\% | 31\% | 30\% | 28\% | 33\% |
| India | 27\% | 31\% | 30\% | 28\% | 30\% | 30\% | 28\% | 26\% | 27\% | 25\% | 27\% | 28\% | 24\% | 24\% |
| APAC | 11\% | 9\% | 8\% | 8\% | 7\% | 7\% | 7\% | 8\% | 8\% | 9\% | 9\% | 10\% | 16\% | 15\% |
| Client Concentration (In \%) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Top 5 client contribution to revenues | 52.2\% | 55.4\% | 52.1\% | 52.5\% | 43.3\% | 42.7\% | 43.5\% | 44.1\% | 45.6\% | 44.7\% | 46.2\% | 47.3\% | 45.7\% | 49.0\% |
| Top 10 client contribution to revenues | 68.8\% | 71.3\% | 70.4\% | 72.0\% | 64.0\% | 64.5\% | 64.4\% | 63.1\% | 65.7\% | 65.5\% | 67.0\% | 66.2\% | 63.7\% | 69.0\% |
| Relationships with Customers ( TTM ) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| \$1M+ clients | 11 | 10 | 10 | 12 | 12 | 10 | 11 | 7 | 6 | 10 | 11 | 12 | 11 | 11 |
| \$3M + clients | 5 | 5 | 6 | 6 | 6 | 6 | 6 | 6 | 6 | 6 | 5 | 5 | , | 6 |
| \$10M + clients | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| Utilization, including trainees (in \%)** | 75.8\% | 77.5\% | 81.4\% | $80.4 \%$ | 80.0\% | 77.2\% | 79.6\% | 78.6\% | 78.7\% | 79.6\% | 79.7\% | 79.2\% | 83.2\% | 82.0\% |
| Revenue Split ( In ₹ Million) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Onsite | 396 | 309 | 494 | 465 | 467 | 403 | 411 | 401 | 433 | 439 | 492 | 467 | 477 | 478 |
| Offshore | 818 | 821 | 849 | 823 | 852 | 845 | 765 | 776 | 674 | 738 | 720 | 723 | 778 | 793 |
| Revenue by Project Type ( In ₹ Million) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Time and Material (including compensation) | 743 | 764 | 785 | 811 | 880 | 874 | 844 | 826 | 809 | 814 | 890 | 969 | 995 | 989 |
| Fixed Price | 471 | 367 | 558 | 476 | 439 | 374 | 332 | 351 | 298 | 363 | 322 | 221 | 260 | 282 |

