

	Q3 FY 15	Q2 FY 15	Q1 FY 15	Q4 FY 14	Q3 FY 14	Q2 FY 14	Q1 FY 14
<b>Employee Metrics</b>							
Employees, period end							
Total Employees (Consolidated)	1,916	1,889	1,858	1,906	2,053	2,108	2,122
Services S/W, Product S/W and technical professionals	1,704	1,687	1,658	1,701	1,827	1,868	1,892
Support Staff	212	202	200	205	226	240	230
<b>Hiring Metrics</b>							
Gross Adds	161	151	103	68	116	150	76
Net Adds	27	31	(48)	(147)	(55)	(15)	(169)
Attrition % Annualized (Based on Voluntary attrition only)	24.0%	21.8%	25.5%	27.5%	28.3%	28.0%	37.2%
Attrition % LTM (Based on Voluntary attrition only)	24.8%	26.7%	29.3%	30.3%	31.4%	31.5%	34.0%
<b>Revenue by geography - Consolidated (In %)</b>							
North America	35%	34%	38%	37%	34%	33%	28%
EMEA	36%	36%	34%	36%	38%	36%	37%
India	20%	20%	20%	18%	20%	23%	23%
APAC	9%	10%	8%	9%	8%	8%	12%
<b>Client Concentration (In %)</b>							
Top 5 client contribution to revenues	49.0%	46.4%	40.8%	41.4%	40.5%	42.0%	42.0%
Top 10 client contribution to revenues	65.9%	64.7%	56.1%	62.7%	59.8%	60.0%	64.0%
<b>Relationships with Tier 1 Customers - Services+Products</b>							
< 1 Million dollar customers - Trailing 12 months	10	9	12	9	13	11	11
1 < >3 Million dollar customers - Trailing 12 months	7	7	7	8	8	7	8
3 < >10 Million dollar customers - Trailing 12 months	6	7	7	9	7	10	9
10 < >20 Million dollar customers - Trailing 12 months							
> 20 Million dollar customers - Trailing 12 months							
Utilization, including trainees (Services Only - In %)**	74.2%	72.1%	70.3%	73.3%	71.6%	72.2%	72.3%
<b>Revenue Split (Products Only) ( In ₹ Million)</b>							
License fees	-	-	1	2	4	5	10
Royalties	16	13	17	19	12	13	21
Customization	12	22	6	27	29	28	25
<b>Revenue Split (Services Only) ( In ₹ Million)</b>							
Onsite	465	473	514	490	492	423	421
Offshore	575	568	537	620	590	657	674
<b>Revenue by Project Type (Services Only) ( In ₹ Million)</b>							
Time and Material (including compensation)	936	928	930	892	890	865	854
Fixed Price	104	113	121	218	192	215	241