

Employee Metrics Employees, period end Total Employees, Consolidated) Services S/W, Product S/W and technical professionals Support Staff Support Staff 212 202 200 205 226 240 22 206 205 226 240 22 207 207 207 208 208 208 209 209 209 209 209 209 209 209 209 209								
Employees; period end Total Employees (Consolidated) Services 5/W, Product 5/W and technical professionals Support Staff Support Staff Support Staff 1,704 1,887 1,888 1,906 2,053 2,108 1,88 1,888 1,701 1,827 1,868 1,88 1,88 1,701 1,827 1,868 1,88 1,88 1,701 1,827 1,868 1,88 1,88 1,701 1,827 1,868 1,88 1,88 1,701 1,827 1,868 1,88 1,88 1,701 1,827 1,868 1,88 1,88 1,701 1,827 1,868 1,88 1,88 1,701 1,827 1,868 1,88 1,88 1,701 1,827 1,868 1,88 1,88 1,701 1,827 1,868 1,88 1,88 1,701 1,827 1,868 1,88 1,88 1,701 1,827 1,868 1,88 1,88 1,701 1,827 1,868 1,88 1,88 1,801 1,701 1,827 1,868 1,88 1,701 1,827 1,868 1,88 1,701 1,827 1,868 1,88 1,701 1,827 1,868 1,88 1,701 1,827 1,868 1,88 1,801 1,88 1,701 1,827 1,868 1,801 1,88 1,701 1,827 1,868 1,801 1,88 1,701 1,827 1,868 1,801 1,88 1,801 1,88 1,801 1,88 1,801 1,88 1,801 1,88 1,801 1,88 1,801 1,802 1,202 1,202 1,803 1,801 1,801 1,801 1,801 1,801 1,802 1,1031 1,802 1,1031 1,802 1,1031 1,802 1,1031 1,802 1,1031 1,802 1,1031 1,802 1,1031 1,802 1,1031 1,802 1,1031 1,802 1,1031 1,802 1,1031 1,802 1,1031 1,802 1,1031 1,802 1,1031 1,802 1,1031 1,802		Q3 FY 15	Q2 FY 15	Q1 FY 15	Q4 FY 14	Q3 FY 14	Q2 FY 14	Q1 FY 14
Total Employees (Consolidated) Services 5/W, Product S/W and technical professionals Support Staff S	Employee Metrics							
Services S/W, Product S/W and technical professionals Support Staff  212 202 200 205 206 206 226 240 22 260 276 276 276 276 277 277 287 287 287 287 287 287 287 387 287 387 287 387 387 387 387 387 387 387 387 387 3	Employees, period end							
Support Staff  212  202  200  205  226  240  226  240  227  231  (48)  (147)  (55)  (15)  (15)  (16)  Attrition & Annualized (Based on Voluntary attrition only)  24.0%  21.8%  25.5%  27.5%  28.3%  28.0%  37.  Attrition & LTM (Based on Voluntary attrition only)  24.8%  26.7%  29.3%  30.3%  31.4%  31.5%  34.  348  388  378  348  388  378  348  388  378  348  388  378  348  388  378  348  388  368  388  368  388  368  388  368  388  368  388  368  388  368  388  368  388  368  388  368  388  368  388  368  388  368  388  368  388  368  388  368  388  368  388  378  388  38	Total Employees (Consolidated)	1,916	1,889	1,858	1,906	2,053	2,108	2,122
Hiring Metrics  Gross Adds  Net Adds  161  151  103  68  116  155  (147)  (155)  (157	Services S/W, Product S/W and technical professionals	1,704	1,687	1,658	1,701	1,827	1,868	1,892
Gross Adds Net Adds 161 151 103 68 116 150 17	Support Staff	212	202	200	205	226	240	230
Net Adds  Attrition % Annualized (Based on Voluntary attrition only)  Attrition % Annualized (Based on Voluntary attrition only)  24.0%  21.8%  25.5%  27.5%  28.3%  28.0%  37.  Attrition % LTM (Based on Voluntary attrition only)  24.8%  26.7%  29.3%  30.3%  31.4%  31.5%  34.  34.  34.  34.  35.  34.  38.  37.  34.  38.  37.  34.  38.  38.  37.  34.  38.  38.  37.  34.  38.  38.  38.  38.  38.  38.  38	Hiring Metrics							
Attrition % Annualized (Based on Voluntary attrition only)  24.0%  21.8%  25.5%  27.5%  28.3%  28.0%  37.  Attrition % LTM (Based on Voluntary attrition only)  24.8%  26.7%  29.3%  30.3%  31.4%  31.5%  34.  Revenue by geography - Consolidated (In %)  North America  35%  36%  36%  36%  36%  36%  36%  36%	Gross Adds	161	151	103	68	116	150	76
Attrition % LTM (Based on Voluntary attrition only)  24.8%  26.7%  29.3%  30.3%  31.4%  31.5%  34.  Revenue by geography - Consolidated (In %)  North America  35%  34%  36%  36%  36%  36%  36%  36%  36	Net Adds	27	31	(48)	(147)	(55)	(15)	(169)
Revenue by geography - Consolidated (In %) North America	Attrition % Annualized (Based on Voluntary attrition only)	24.0%	21.8%	25.5%	27.5%	28.3%	28.0%	37.2%
North America	Attrition % LTM (Based on Voluntary attrition only)	24.8%	26.7%	29.3%	30.3%	31.4%	31.5%	34.0%
EMEA India 20% 20% 20% 20% 20% 20% 20% 20% 20% 20%	Revenue by geography - Consolidated (In %)							
APAC 20% 20% 20% 18% 20% 20% 23% 22 23% 22 24 2.0% 20% 20% 88% 88% 11 2 2 2 2 6 27 29 28 26 27 29 28 28 20 28 29 30 892 890 865 88 88 2 1 2 2 2 8 2 8 2 2 2 2 8 2 8 2 2 2 2	North America	35%	34%	38%	37%	34%	33%	28%
APAC 9% 10% 8% 9% 8% 8% 1  Client Concentration (In %)  Top 5 client contribution to revenues 49.0% 46.4% 40.8% 41.4% 40.5% 42.0% 42.  Top 10 client contribution to revenues 65.9% 64.7% 56.1% 62.7% 59.8% 60.0% 64.  Relationships with Tier 1 Customers - Services+Products (-1 Million dollar customers - Trailing 12 months 10 9 12 9 13 11 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	EMEA	36%	36%	34%	36%	38%	36%	37%
Client Concentration (In %)  Top 5 client contribution to revenues  49.0% 46.4% 40.8% 41.4% 40.5% 42.0% 42.  Top 10 client contribution to revenues  65.9% 64.7% 56.1% 62.7% 59.8% 60.0% 64.  Relationships with Tier 1 Customers - Services+Products  < 1 Million dollar customers - Trailing 12 months  10 9 12 9 13 11  1 < > 3 Million dollar customers - Trailing 12 months  7 7 7 8 8 8 7 3  3 < > 10 Million dollar customers - Trailing 12 months  6 7 7 9 7 10  10 < > 20 Million dollar customers - Trailing 12 months  > 20 Million dollar customers - Trailing 12 months  Utilization, including trainees (Services Only - In %)**  Revenue Split (Products Only) (In ₹ Million)  License fees  Royalties  16 13 17 19 12 13 2  Customization  12 22 6 27 29 28 2  Revenue Split (Services Only) (In ₹ Million)  Onsite  Onsite  465 473 514 490 492 423 44  Offshore  7575 568 537 620 590 657 66  Revenue by Project Type (Services Only) (In ₹ Million)  Time and Material (including compensation)  936 928 930 892 890 865 88	India	20%	20%	20%	18%	20%	23%	23%
Top 5 client contribution to revenues  49.0% 46.4% 40.8% 41.4% 40.5% 42.0% 42.  Top 10 client contribution to revenues  65.9% 64.7% 56.1% 62.7% 59.8% 60.0% 64.  Relationships with Tier 1 Customers - Services+Products  <	APAC	9%	10%	8%	9%	8%	8%	12%
Top 5 client contribution to revenues  49.0% 46.4% 40.8% 41.4% 40.5% 42.0% 42.  Top 10 client contribution to revenues  65.9% 64.7% 56.1% 62.7% 59.8% 60.0% 64.  Relationships with Tier 1 Customers - Services+Products  <	Client Concentration (In %)							
Top 10 client contribution to revenues 65.9% 64.7% 56.1% 62.7% 59.8% 60.0% 64. Relationships with Tier 1 Customers - Services+Products < 1 Million dollar customers - Trailing 12 months 10 9 12 9 13 11  1 < >3 Million dollar customers - Trailing 12 months 7 7 7 7 8 8 8 7 3  3 < 10 Million dollar customers - Trailing 12 months 6 7 7 7 9 9 7 10  10 < >20 Million dollar customers - Trailing 12 months 20 Million dollar customers - Trailing 12 months 5 7 7 7 9 7 9 7 10  10 < >20 Million dollar customers - Trailing 12 months 5 7 7 7 9 7 9 7 10  10 < >20 Million dollar customers - Trailing 12 months 5 7 7 7 9 9 7 10  10 < >20 Million dollar customers - Trailing 12 months 5 7 7 7 9 9 7 10  11	, ,	49.0%	46.4%	40.8%	41.4%	40.5%	42.0%	42.0%
< 1 Million dollar customers - Trailing 12 months 10 9 12 9 13 11 1  1 < > 3 Million dollar customers - Trailing 12 months 3 < > 10 Million dollar customers - Trailing 12 months 6 7 7 7 9 7 9 7 10 10 < > 20 Million dollar customers - Trailing 12 months > 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.  Revenue Split (Products Only) (In ₹ Million)  License fees Royalties Customization 10	•							64.0%
< 1 Million dollar customers - Trailing 12 months 10 9 12 9 13 11 1  1 < > 3 Million dollar customers - Trailing 12 months 3 < > 10 Million dollar customers - Trailing 12 months 6 7 7 7 9 7 9 7 10 10 < > 20 Million dollar customers - Trailing 12 months > 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.  Revenue Split (Products Only) (In ₹ Million)  License fees Royalties Customization 10	Relationships with Tier 1 Customers - Services+Products							
1 < >3 Million dollar customers - Trailing 12 months 3 < >10 Million dollar customers - Trailing 12 months 10 < >20 Million dollar customers - Trailing 12 months > 20 Million dollar customers - Trailing 12 months	•	10	9	12	9	13	11	11
3 < >10 Million dollar customers - Trailing 12 months 10 < >20 Million dollar customers - Trailing 12 months > 20 Million dollar customers - Trailing 12 months  > 20 Million dollar customers - Trailing 12 months    Utilization, including trainees (Services Only - In %)**	_				8			8
10 < > 20 Million dollar customers - Trailing 12 months > 20 Million dollar customers - Trailing 12 months  > 20 Million dollar customers - Trailing 12 months  Utilization, including trainees (Services Only - In %)**  Revenue Split (Products Only) ( In ₹ Million)  License fees Royalties 16 13 17 19 12 13 2 2 6 27 29 28 28  Revenue Split (Services Only) ( In ₹ Million)  Onsite Offshore 465 473 514 490 492 423 42 67 67 68 68 697 698 698 890 865 888	_						10	9
> 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% 72.2% 72.2%  Revenue Split (Products Only) ( In ₹ Million)  License fees 1 2 4 5 72.2%  Royalties 16 13 17 19 12 13 22 72 72.2%  Customization 12 22 6 27 29 28 22 72.2%  Revenue Split (Services Only) ( In ₹ Million)  Onsite 465 473 514 490 492 423 423 423 72.2%  Offshore 575 568 537 620 590 657 653 73 620	_	ŭ	•	•		Í		,
Revenue Split (Products Only) ( In ₹ Million)  License fees	_							
License fees  Royalties  Customization  16 13 17 19 12 13 2 13 2 Customization  12 22 6 27 29 28 28 28 28 28 29 28 20 20 20 20 20 20 20 20 20 20 20 20 20	Utilization, including trainees (Services Only - In %)**	74.2%	72.1%	70.3%	73.3%	71.6%	72.2%	72.3%
Royalties       16       13       17       19       12       13       2         Customization       12       22       6       27       29       28       2         Revenue Split (Services Only) (In ₹ Million)       465       473       514       490       492       423       42         Offshore       575       568       537       620       590       657       67         Revenue by Project Type (Services Only) (In ₹ Million)       7       7       936       928       930       892       890       865       85	Revenue Split (Products Only) ( In ₹ Million)							
Customization       12       22       6       27       29       28       22         Revenue Split (Services Only) (In ₹ Million)       465       473       514       490       492       423       42         Offshore       575       568       537       620       590       657       67         Revenue by Project Type (Services Only) (In ₹ Million)       7       7       892       890       865       85         Time and Material (including compensation)       936       928       930       892       890       865       85	License fees	-	-	1	2	4	5	10
Customization       12       22       6       27       29       28       22         Revenue Split (Services Only) (In ₹ Million)       465       473       514       490       492       423       42         Offshore       575       568       537       620       590       657       67         Revenue by Project Type (Services Only) (In ₹ Million)       7       7       892       890       865       85         Time and Material (including compensation)       936       928       930       892       890       865       85	Royalties	16	13	17	19	12	13	21
Onsite Offshore       465       473       514       490       492       423       445         Offshore       575       568       537       620       590       657       620         Revenue by Project Type (Services Only) (In ₹ Million)       Time and Material (including compensation)       936       928       930       892       890       865       85		12	22	6	27	29	28	25
Offshore       575       568       537       620       590       657       620         Revenue by Project Type (Services Only) ( In ₹ Million)       Time and Material (including compensation)       936       928       930       892       890       865       85	Revenue Split (Services Only) (In ₹ Million)							
Offshore       575       568       537       620       590       657       63         Revenue by Project Type (Services Only) ( In ₹ Million)       Time and Material (including compensation)       936       928       930       892       890       865       85	Onsite	465	473	514	490	492	423	421
Time and Material (including compensation)         936         928         930         892         890         865         85			568		620	590		674
	Revenue by Project Type (Services Only) (In ₹ Million)							
	Time and Material (including compensation)	936	928	930	892	890	865	854
		104	113	121	218	192	215	241