

	Q3 FY 16	Q2 FY 16	Q1 FY 16	Q4 FY 15	Q3 FY 15	Q2 FY 15	Q1 FY 15
<b>Employee Metrics</b>							
Employees, period end							
Total Employees (Consolidated)	2,084	1,968	1,925	1,919	1,916	1,889	1,858
Services S/W, Product S/W and technical professionals	1,833	1,714	1,675	1,706	1,704	1,687	1,658
Corporate	251	254	250	213	212	202	200
<b>Hiring Metrics</b>							
Gross Adds	259	199	151	150	161	151	103
Net Adds	116	43	6	3	27	31	(48)
Attrition % Annualized (Based on Voluntary attrition only)	20.9%	25.1%	25.0%	25.0%	24.0%	21.8%	25.5%
Attrition % LTM (Based on Voluntary attrition only)	22.9%	24.4%	23.7%	23.8%	24.8%	26.7%	29.3%
<b>Revenue by geography - Consolidated (In %)</b>							
North America	33%	30%	31%	34%	35%	34%	38%
EMEA	29%	35%	35%	32%	36%	36%	34%
India	26%	26%	24%	22%	20%	20%	20%
APAC	13%	9%	10%	12%	9%	10%	8%
<b>Client Concentration (In %)</b>							
Top 5 client contribution to revenues	45.7%	49.0%	50.2%	50.6%	49.0%	46.4%	40.8%
Top 10 client contribution to revenues	63.7%	69.0%	67.1%	67.2%	65.9%	64.7%	56.1%
<b>Relationships with Tier 1 Customers - Services+Products</b>							
< 1 Million dollar customers - Trailing 12 months	12	12	12	13	10	9	12
1 < >3 Million dollar customers - Trailing 12 months	5	6	6	5	7	7	7
3 < >10 Million dollar customers - Trailing 12 months	6	5	5	6	6	7	7
10 < >20 Million dollar customers - Trailing 12 months	1	1	1				
> 20 Million dollar customers - Trailing 12 months							
Utilization, including trainees (Services Only - In %)*	83.2%	82.0%	78.1%	74.9%	74.2%	72.1%	70.3%
<b>Revenue Split (Products Only) ( In ₹ Million)</b>							
License fees			-	2	-	-	1
Royalties	13	14	17	15	16	13	17
Customization	40	86	-	13	12	22	6
<b>Revenue Split (Services Only) ( In ₹ Million)</b>							
Onsite	459	468	432	422	465	473	514
Offshore	743	711	637	585	575	568	537
<b>Revenue by Project Type (Services Only) ( In ₹ Million)</b>							
Time and Material (including compensation)	996	997	918	881	936	928	930
Fixed Price	206	182	151	126	104	113	121

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