

Key Metrics

Customer Metrics	Q3 FY 24	Q2 FY 24	Q3 FY 23
Revenue by geography - Consolidated (In %)			
North America	39%	43%	42%
EMEA	30%	27%	24%
India	26%	23%	27%
APAC	5%	7%	7%
Client Concentration (In %)			
Top 5 client contribution to revenues	35%	41%	52%
Top 10 client contribution to revenues	58%	62%	71%
Relationships with Customers (TTM)	17	18	17
\$1M - \$3M clients	13	14	12
\$3M + clients	4	4	5
Revenue Metrics	Q3 FY 24	Q2 FY 24	Q3 FY 23
Revenue Split (In ₹ Million)	964	1,025	1,228
Onsite	205	253	401
Offshore	759	772	827
Revenue by Project Type (In ₹ Million)	964	1,025	1,228
Time and Material	835	844	858
Fixed Price	129	181	370



Key Metrics

Employee Metrics	Q3 FY 24	Q2 FY 24	Q3 FY 23
Total Employees (Consolidated)	1,388	1,381	1,674
Engineering	1,187	1,183	1,471
Corporate	201	198	203
Hiring Metrics			
Gross Adds	65	57	147
Net Adds	7	(29)	-
Attrition			
Attrition % Annualized (Based on Voluntary attrition only)	10.4%	12.9%	21.3%
Attrition % LTM (Based on Voluntary attrition only)	14.0%	17.0%	25.3%
Utilization, including trainees (In %)	66.6%	65.8%	61.4%

