

|   | Q2 FY 24 | Q1 FY 24 | Q4 FY 23 | Q3 FY 23 | Q2 FY 23 | Q1 FY 23 | Q4 FY 22 | Q3 FY 22 | Q2 FY 22 | Q1 FY 22 |
|---|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|
| <b>Employee Metrics</b>   |          |          |          |          |          |          |          |          |          |          |
| Employees, period end   |          |          |          |          |          |          |          |          |          |          |
| Total Employees (Consolidated)                                    | 1,381    | 1,410    | 1,496    | 1,674    | 1,674    | 1,357    | 1,374    | 1,318    | 1,276    | 1,306    |
| Engineering   | 1,183    | 1,205    | 1,290    | 1,471    | 1,476    | 1,168    | 1,181    | 1,125    | 1,094    | 1,126    |
| Corporate   | 198      | 205      | 206      | 203      | 198      | 189      | 193      | 193      | 182      | 180      |
| <b>Hiring Metrics</b>   |          |          |          |          |          |          |          |          |          |          |
| Gross Adds  | 57       | 45       | 47       | 147      | 444      | 100      | 159      | 182      | 147      | 64       |
| Net Adds  | (29)     | (86)     | (178)    | -        | 317      | (17)     | 56       | 42       | (30)     | (89)     |
| <b>Attrition % Annualized (Based on Voluntary attrition only)</b> | 12.9%    | 14.9%    | 18.2%    | 21.3%    | 27.2%    | 29.6%    | 25.6%    | 39.8%    | 48.6%    | 39.4%    |
| <b>Attrition % LTM (Based on Voluntary attrition only)</b>        | 17.0%    | 21.3%    | 25.0%    | 25.3%    | 28.4%    | 35.5%    | 36.5%    | 36.4%    | 34.7%    | 26.8%    |
| <b>Revenue by geography - Consolidated (In %)</b>                 |          |          |          |          |          |          |          |          |          |          |
| North America   | 43%      | 36%      | 36%      | 42%      | 41%      | 30%      | 33%      | 29%      | 30%      | 33%      |
| EMEA  | 27%      | 31%      | 29%      | 24%      | 20%      | 27%      | 26%      | 25%      | 20%      | 21%      |
| India   | 23%      | 25%      | 26%      | 27%      | 32%      | 34%      | 32%      | 31%      | 33%      | 30%      |
| APAC  | 7%       | 8%       | 9%       | 7%       | 7%       | 9%       | 9%       | 15%      | 17%      | 16%      |
| <b>Client Concentration (In %)</b>                                |          |          |          |          |          |          |          |          |          |          |
| Top 5 client contribution to revenues                             | 41%      | 42%      | 44%      | 52%      | 48%      | 40%      | 40%      | 45%      | 48%      | 41%      |
| Top 10 client contribution to revenues                            | 62%      | 63%      | 67%      | 71%      | 69%      | 64%      | 64%      | 65%      | 69%      | 64%      |
| <b>Relationships with Customers (TTM)</b>                         |          |          |          |          |          |          |          |          |          |          |
| \$1M + clients  | 14       | 15       | 16       | 12       | 10       | 12       | 11       | 10       | 9        | 9        |
| \$3M + clients  | 4        | 5        | 5        | 5        | 6        | 6        | 6        | 6        | 7        | 7        |
| <b>Utilization, including trainees (In %)</b>                     | 65.8%    | 63.6%    | 58.2%    | 61.4%    | 65.8%    | 72.9%    | 77.9%    | 83.4%    | 87.3%    | 85.7%    |
| <b>Revenue Split (In ₹ Million)</b>                               |          |          |          |          |          |          |          |          |          |          |
| Onsite  | 253      | 237      | 226      | 401      | 364      | 216      | 219      | 196      | 175      | 214      |
| Offshore  | 772      | 747      | 803      | 827      | 836      | 797      | 871      | 867      | 912      | 884      |
| <b>Revenue by Project Type (In ₹ Million)</b>                     |          |          |          |          |          |          |          |          |          |          |
| Time and Material   | 844      | 859      | 841      | 858      | 831      | 782      | 789      | 786      | 792      | 814      |
| Fixed Price   | 181      | 125      | 188      | 370      | 369      | 231      | 302      | 276      | 294      | 284      |