

## Fact Sheet – Q4 FY 2011

All Metrics are on Stand Alone Basis (SA)

Geography-wise Revenue Break-up	Q4FY11
Americas	51%
Europe	25%
ROW	24%
<b>Total</b>	<b>100%</b>

Vertical-wise Revenue Break-up	Q4FY11
Manufacturing	32%
TME #	19%
BFSI	18%
Retail, T&L	11%
Healthcare & Life Sciences	8%
Others	12%
<b>Total</b>	<b>100%</b>

# Technology, Media & Entertainment

Location-wise Revenue Break-up	Q4FY11
Onsite	57%
Offshore	43%
<b>Total</b>	<b>100%</b>

Revenue Break-up by Contract Type	Q4FY11
T&M	54%
Fixed Price	46%
<b>Total</b>	<b>100%</b>

Client Details	Q4FY11
Total Active Clients	230
No. of million dollar clients	
US\$ 1 Mn Clients	144
US\$ 5 Mn Clients	48
US\$ 10 Mn Clients	33
US\$ 20 Mn Clients	12
US\$ 50 Mn Clients	3

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<b>Client Contribution</b>	<b>Q4FY11</b>
Top Client	9%
Top 5 Clients	26%
Top 10 Clients	39%
Top 20 Clients	54%

<b>Manpower Details</b>	<b>Q4FY11</b>
Technical (including sub cons)	<b>22,924</b>
Support	<b>2,433</b>
Subsidiary	<b>3,909</b>
<i>BPO</i>	<i>2,724</i>
<i>Other Subsidiaries</i>	<i>1,185</i>
<b>Total (including Subsidiaries)</b>	<b>29,266</b>
Attrition % - IT (SA)	22%
Utilization - IT (SA)	74%