



All Metrics are on Stand Alone Basis (SA)

Geography wise Revenue Break-up	Q4FY12	Q3FY12	Q4FY11	FY12	FY11
Americas	51%	50%	51%	51%	53%
Europe	24%	25%	25%	24%	27%
ROW	25%	25%	24%	25%	20%
Total	100%	100%	100%	100%	100%

Vertical wise Revenue Break-up	Q4FY12	Q3FY12	Q4FY11	FY12	FY11
Manufacturing	32%	32%	32%	32%	31%
Technology, Media & Entertainment	21%	19%	19%	21%	20%
BFSI	19%	21%	18%	19%	18%
Retail, T&L	11%	11%	11%	11%	11%
Healthcare & Life Sciences	6%	6%	8%	7%	8%
Others	11%	11%	12%	11%	12%
Total	100%	100%	100%	100%	100%

Location wise Revenue Break-up	Q4FY12	Q3FY12	Q4FY11	FY12	FY11
Onsite	52%	51%	57%	53%	58%
Offshore	48%	49%	43%	47%	42%
Total	100%	100%	100%	100%	100%

Revenue Break-up by Contract Type	Q4FY12	Q3FY12	Q4FY11	FY12	FY11
T&M	51%	49%	54%	51%	54%
Fixed Price	49%	51%	46%	49%	46%
Total	100%	100%	100%	100%	100%

Client Details (LTM)	Q4FY12	Q3FY12	Q4FY11	FY12	FY11
Total Active Clients	234	245	227	234	227
No. of million dollar clients					
US\$ 1 Mn Clients	129	126	125	129	125
US\$ 5 Mn Clients	46	47	44	46	44
US\$ 10 Mn Clients	33	33	29	33	29
US\$ 20 Mn Clients	16	15	11	16	11
US\$ 50 Mn Clients	3	3	2	3	2

Client Contribution (LTM)	Q4FY12	Q3FY12	Q4FY11	FY12	FY11
Top Client	10%	11%	10%	10%	10%
Top 5 Clients	27%	27%	27%	27%	27%
Top 10 Clients	40%	41%	39%	40%	39%
Top 20 Clients	57%	56%	55%	57%	55%

Manpower Details	Q4FY12	Q3FY12	Q4FY11	FY12	FY11
Technical (including sub cons)	26,473	25,449	22,924	26,473	22,924
Support	2,659	2,712	2,433	2,659	2,433
Subsidiary	4,221	4,119	3,909	4,221	3,909
BPO	2,925	2,847	2,724	2,925	2,724
Total (including Subsidiaries)	33,353	32,280	29,266	33,353	29,266
Attrition % - IT (SA)	15%	16%	22%	15%	22%