

Consolidated Fact Sheet



Revenue	Q4 FY 10	Q3 FY 10	Q2 FY 10	Q1 FY 10	Q4 FY 09	FY 10	FY 09
Total Revenue, US \$ Mn	37.33	33.96	28.73	27.28	29.61	127.30	127.92
%, q-o-q, Sequential	9.9%	18.2%	5.3%	-7.9%	-5.6%	-0.5%	20.9%
Revenue, INR Mn	1,717.43	1,583.52	1,390.17	1,320.44	1,490.92	6,011.56	5,938.31
%, q-o-q, Sequential	8.5%	13.9%	5.3%	-11.4%	-3.7%	1.2%	39.8%

Segments (%)	Q4 FY 10	Q3 FY 10	Q2 FY 10	Q1 FY 10	Q4 FY 09	FY 10	FY 09
Telecom and Wireless	20.3%	23.0%	24.9%	24.0%	18.5%	22.8%	20.9%
Infrastructure and Systems	69.7%	66.5%	63.9%	62.7%	67.1%	66.0%	66.7%
Life Sciences and Healthcare	10.0%	10.5%	11.2%	13.3%	14.4%	11.1%	12.4%
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

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Geography (%)	Q4 FY 10	Q3 FY 10	Q2 FY 10	Q1 FY 10	Q4 FY 09	FY 10	FY 09
North Americas	87.0%	82.0%	85.1%	84.9%	87.0%	84.8%	87.3%
Europe	6.4%	8.2%	8.5%	10.4%	8.9%	8.2%	8.6%
India, Asia-Pacific	6.6%	9.8%	6.3%	4.7%	4.1%	7.0%	4.0%
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Onsite: Offshore Mix (%)	Q4 FY 10	Q3 FY 10	Q2 FY 10	Q1 FY 10	Q4 FY 09	FY 10	FY 09
Onsite	18.2%	11.6%	10.5%	8.7%	12.2%	12.7%	14.2%
Offshore	81.8%	88.4%	89.5%	91.3%	87.8%	87.3%	85.8%
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Revenue Mix (%)	Q4 FY 10	Q3 FY 10	Q2 FY 10	Q1 FY 10	Q4 FY 09	FY 10	FY 09
T&E	80.6%	74.3%	77.4%	76.4%	74.4%	77.3%	80.5%
FPP	11.7%	16.9%	16.9%	17.5%	16.6%	15.5%	14.3%
IP driven	7.8%	8.9%	5.7%	6.1%	9.1%	7.2%	5.2%
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

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Repeat Business (%)	Q4 FY 10	Q3 FY 10	Q2 FY 10	Q1 FY 10	Q4 FY 09	FY 10	FY 09
	88.6%	87.8%	93.0%	97.5%	85.4%	91.3%	90.3%
Customers billed (%)	Q4 FY 10	Q3 FY 10	Q2 FY 10	Q1 FY 10	Q4 FY 09	FY 10	FY 09
	195	195	196	210	226	293	297
Customer Engagement Size (No.)	Q4 FY 10	Q3 FY 10	Q2 FY 10	Q1 FY 10	Q4 FY 09	FY 10	FY 09
Large > \$ 3Mn	8	8	7	7	6	6	7
Medium > \$ 1Mn, < \$ 3Mn	23	19	15	18	20	16	19
Small Upto \$ 1 Mn	164	168	174	185	200	271	271
Total	195	195	196	210	226	293	297
DSO (Days)	Q4 FY 10	Q3 FY 10	Q2 FY 10	Q1 FY 10	Q4 FY 09	FY 10	FY 09
	67	64	59	66	58	67	58
Billing Rates (USD/p.p.m)	Q4 FY 10	Q3 FY 10	Q2 FY 10	Q1 FY 10	Q4 FY 09	FY 10	FY 09
Onsite	12,564	12,052	12,379	12,408	12,525	12,379	13,054
Offshore	3,546	3,616	3,548	3,497	3,528	3,553	3,625

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Yield (USD/p.p.m)	Q4 FY 10	Q3 FY 10	Q2 FY 10	Q1 FY 10	Q4 FY 09	FY 10	FY 09
	3,190	3,080	2,801	2,631	2,744	2,937	2,970

Revenue Concentration (%)	Q4 FY 10	Q3 FY 10	Q2 FY 10	Q1 FY 10	Q4 FY 09	FY 10	FY 09
Top 1	14.7%	10.1%	10.5%	9.3%	10.2%	11.0%	9.3%
Top 5	41.5%	33.7%	30.0%	28.3%	27.3%	33.3%	26.4%
Top 10	51.7%	46.0%	42.5%	40.5%	38.9%	43.8%	37.4%

People Numbers	Q4 FY 10	Q3 FY 10	Q2 FY 10	Q1 FY 10	Q4 FY 09	FY 10	FY 09
Technical	4,321	4,190	3,977	3,757	3,900	4,321	3,900
Sales & Business Development	71	67	70	68	64	71	38
Rest	270	261	258	256	245	270	245
Grand Total	4,662	4,518	4,305	4,081	4,209	4,662	4,183

Investment in IP Led work (%)	Q4 FY 10	Q3 FY 10	Q2 FY 10	Q1 FY 10	Q4 FY 09	FY 10	FY 09
Technical time spent	4.3%	4.8%	4.8%	4.7%	4.3%	4.7%	5.1%

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Utilization (%)	Q4 FY 10	Q3 FY 10	Q2 FY 10	Q1 FY 10	Q4 FY 09	FY 10	FY 09
	76.5%	72.6%	72.0%	68.9%	70.9%	72.6%	72.6%

Attrition Rate (%)	Q4 FY 10	Q3 FY 10	Q2 FY 10	Q1 FY 10	Q4 FY 09	FY 10	FY 09
	13.7%	10.8%	10.5%	12.4%	13.6%	13.7%	13.6%