

Operating Metrics

For the Financial Year 2009-10

Revenue by Geography	Q1 FY 2010	Q2 FY 2010	Q3 FY 2010	Q4 FY 2010	FY 2009-10
North America	52.3%	52.5%	52.5%	54.0%	52.8%
Latin America	4.6%	5.0%	4.9%	4.4%	4.7%
UK	16.9%	16.5%	16.0%	15.2%	16.2%
Continental Europe	11.0%	10.6%	10.4%	10.0%	10.5%
India	9.1%	8.1%	8.5%	8.9%	8.7%
Asia Pacific	4.3%	5.4%	5.6%	5.6%	5.2%
MEA	1.8%	1.9%	2.1%	1.9%	1.9%

Customer's Industry Vertical / Domain	Q1 FY 2010	Q2 FY 2010	Q3 FY 2010	Q4 FY 2010	FY 2009-10
BFSI	43.9%	45.0%	45.0%	44.4%	44.5%
Telecom	12.6%	12.0%	12.1%	12.1%	12.2%
Retail & Distribution	12.2%	12.0%	12.0%	12.3%	12.1%
Manufacturing	9.2%	8.7%	8.3%	8.3%	8.6%
Hi-Tech	4.9%	4.8%	5.0%	5.1%	5.0%
Life Sciences & Healthcare	5.7%	6.0%	5.9%	6.1%	6.0%
Transportation	3.7%	3.5%	3.4%	3.5%	3.5%
Energy & Utilities	2.7%	2.8%	3.4%	3.3%	3.0%
Media & Entertainment	2.2%	2.2%	2.1%	2.1%	2.2%
Others	2.9%	3.0%	2.8%	2.8%	2.9%

Contract Type	Q1 FY 2010	Q2 FY 2010	Q3 FY 2010	Q4 FY 2010	FY 2009-10
Time and Material basis	52.6%	52.8%	52.0%	51.3%	52.2%
Fixed price, fixed time basis	47.4%	47.2%	48.0%	48.7%	47.8%

Client Concentration	Q1 FY 2010	Q2 FY 2010	Q3 FY 2010	Q4 FY 2010	FY 2009-10
Top client contribution to revenues*	5.7%	6.8%	8.1%	8.2%	8.2%
Top 5 clients contribution to revenues*	19.4%	20.5%	21.5%	21.8%	21.8%
Top 10 clients contribution to revenues*	28.0%	28.9%	29.9%	30.2%	30.2%
US \$ 1 mm Clients*	423	409	419	409	409
US \$ 5 mm Clients*	178	171	178	183	183
US \$ 10 mm Clients*	113	111	112	118	118
US \$ 20 mm Clients*	59	62	61	63	63
US \$ 50 mm Clients*	23	23	23	23	23
US \$ 100 mm Clients*	6	6	6	7	7
Number of active clients	933	896	917	917	1034
New clients added in the period	26	30	32	39	127
Revenue from Repeat Business	99.7%	98.2%	96.5%	95.7%	97.5%
Revenue from New Business	0.3%	1.8%	3.5%	4.3%	2.5%

Onsite – Offshore Split	Q1 FY 2010	Q2 FY 2010	Q3 FY 2010	Q4 FY 2010	FY 2009-10
Offshore	50.4%	51.1%	51.3%	51.0%	51.0%
Onsite	44.4%	42.7%	42.5%	43.6%	43.3%
GDC/RDC	5.2%	6.2%	6.2%	5.4%	5.7%

* For the Last Twelve Months

Service Offerings	Q1 FY 2010	Q2 FY 2010	Q3 FY 2010	Q4 FY 2010	FY 2009-10
IT Solutions and Services					
Application Development & Maintenance	48.7%	49.6%	49.1%	47.6%	48.7%
Business Intelligence	6.1%	5.7%	5.7%	5.4%	5.7%
Enterprise Solutions	10.9%	10.3%	10.5%	10.1%	10.5%
Assurance Services	4.4%	4.8%	5.1%	5.8%	5.0%
Engineering & Industrial Services	5.2%	5.0%	4.9%	4.8%	5.0%
Infrastructure Services	9.3%	8.0%	7.9%	8.3%	8.4%
Global Consulting	1.4%	1.6%	2.1%	2.5%	1.9%
Asset Leverage Solutions	2.6%	3.2%	3.2%	4.0%	3.3%
Business Process Outsourcing	11.4%	11.8%	11.5%	11.5%	11.5%

Utilization Rate	Q1 FY 2010	Q2 FY 2010	Q3 FY 2010	Q4 FY 2010	FY 2009-10
Including Trainees	71.3%	73.6%	77.2%	74.3%	74.0%
Excluding Trainees	79.2%	79.5%	81.1%	81.8%	80.4%

Employees (End of the Period)	Q1 FY 2010	Q2 FY 2010	Q3 FY 2010	Q4 FY 2010	FY 2009-10
Total Number of Employees including Indian Subsidiaries (End of the Period)	141,642	141,962	149,654	160,429	160,429
Total Number of Employees - TCS Limited (End of the Period)	123,404	123,092	130,509	140,619	140,619
Gross Addition	2,828	5,530	12,854	16,851	38,063
Net Addition	(2,119)	320	7,692	10,775	16,668
Attrition Rate	11.5%	11.4%	11.5%	11.8%	11.8%