

Operating Metrics

For the Financial Year 2008-09

Revenue by Geography	Q1 FY 2009	Q2 FY 2009	Q3 FY 2009	Q4 FY 2009	FY 2008-09
North America	51.1%	49.7%	52.2%	52.4%	51.5%
Ibero America	4.1%	4.7%	5.1%	4.8%	4.7%
UK	19.5%	20.2%	18.5%	17.9%	19.0%
Continental Europe	10.1%	10.5%	10.7%	10.8%	10.5%
India	8.7%	7.8%	6.8%	8.2%	7.8%
Asia Pacific	4.9%	5.3%	5.0%	3.9%	4.7%
MEA	1.6%	1.8%	1.7%	2.0%	1.8%

Customer's Industry Vertical / Domain	Q1 FY 2009	Q2 FY 2009	Q3 FY 2009	Q4 FY 2009	FY 2008-09
BFSI	42.5%	41.9%	41.9%	42.8%	42.3%
Telecom	15.5%	15.3%	13.8%	13.1%	14.4%
Manufacturing	10.7%	11.0%	10.6%	9.8%	10.5%
Retail & Distribution	8.6%	9.0%	11.2%	12.0%	10.3%
Hi-Tech	7.0%	6.9%	6.7%	5.5%	6.5%
Life Sciences & Healthcare	5.3%	4.8%	5.2%	5.7%	5.2%
Transportation	4.3%	4.6%	3.7%	3.8%	4.1%
Energy & Utilities	2.9%	3.0%	2.6%	2.7%	2.8%
Media & Entertainment	1.7%	1.7%	2.0%	2.1%	1.9%
Others	1.5%	1.8%	2.3%	2.5%	2.0%

Contract Type	Q1 FY 2009	Q2 FY 2009	Q3 FY 2009	Q4 FY 2009	FY 2008-09
Time and Material basis	57.2%	56.6%	54.5%	52.9%	55.2%
Fixed price, fixed time basis	42.8%	43.4%	45.5%	47.1%	44.8%

Client Concentration	Q1 FY 2009	Q2 FY 2009	Q3 FY 2009	Q4 FY 2009	FY 2008-09
Top client contribution to revenues*	6.2%	5.9%	5.1%	4.7%	4.7%
Top 5 clients contribution to revenues*	18.5%	17.8%	17.3%	18.6%	18.6%
Top 10 clients contribution to revenues*	28.3%	26.9%	26.3%	26.9%	26.9%
US \$ 1 mm Clients*	362	397	395	405	405
US \$ 5 mm Clients*	147	168	166	172	172
US \$ 10 mm Clients*	105	108	112	111	111
US \$ 20 mm Clients*	54	55	59	62	62
US \$ 50 mm Clients*	21	22	23	24	24
US \$ 100 mm Clients*	7	7	7	7	7
Number of active clients	885	920	965	985	1014
New clients added in the period	35	51	41	36	163
Revenue from Repeat Business	99.3%	97.6%	96.3%	95.6%	97.1%
Revenue from New Business	0.7%	2.4%	3.7%	4.4%	2.9%

Onsite – Offshore Split	Q1 FY 2009	Q2 FY 2009	Q3 FY 2009	Q4 FY 2009	FY 2008-09
Offshore	40.9%	42.8%	43.6%	47.7%	44.2%
Onsite	54.9%	52.6%	51.0%	48.2%	51.2%
GDC/RDC	4.2%	4.6%	5.4%	4.1%	4.6%

* For the Last Twelve Months

Service Offerings	Q1 FY 2009	Q2 FY 2009	Q3 FY 2009	Q4 FY 2009	FY 2008-09
IT Solutions and Services					
Application Development & Maintenance	46.9%	49.2%	49.0%	48.6%	48.5%
Business Intelligence	9.0%	8.6%	8.1%	6.8%	8.1%
Enterprise Solutions	13.0%	12.5%	12.6%	11.8%	12.6%
Assurance Services	4.5%	4.4%	4.2%	3.8%	4.3%
Engineering & Industrial Services	5.6%	6.0%	6.3%	5.8%	6.0%
Infrastructure Services	7.7%	7.5%	8.3%	8.3%	8.0%
Global Consulting	3.7%	2.9%	2.5%	1.7%	2.7%
Asset Leverage Solutions	3.5%	3.1%	3.2%	2.1%	2.9%
Business Process Outsourcing	6.1%	5.8%	5.8%	11.1%	6.9%

Utilization Rate	Q1 FY 2009	Q2 FY 2009	Q3 FY 2009	Q4 FY 2009	FY 2008-09
Including Trainees	74.6%	74.7%	71.8%	69.4%	69.4%
Excluding Trainees	78.3%	81.1%	79.9%	79.7%	79.7%

Employees (End of the Period)	Q1 FY 2009	Q2 FY 2009	Q3 FY 2009	Q4 FY 2009	FY 2008-09
Total Number of Employees including Indian Subsidiaries (End of the Period)	116,308	121,610	130,343	143,761	143,761
Total Number of Employees excluding Indian Subsidiaries (End of the Period)	112,593	117,921	126,613	126,150	126,150
Gross Addition #	8,982	9,682	11,773	17,489	48,595
Net Addition #	4,895	5,328	8,692	13,418	32,354
Attrition Rate	12.8%	13.2%	11.9%	11.4%	11.4%

The Gross and Net Addition numbers are for the TCS excluding Indian Subsidiaries