

## Operating Metrics

For the First Quarter ended June 30, 2011

Revenue by Geography	Q1 FY 2011	Q4 FY 2011	Q1 FY 2012
North America	55.0%	53.4%	52.9%
Latin America	4.3%	3.2%	3.1%
UK	15.1%	15.5%	15.3%
Continental Europe	8.9%	9.9%	9.9%
India	8.8%	8.8%	9.3%
Asia Pacific	5.9%	7.2%	7.3%
MEA	2.0%	2.0%	2.2%

Customer's Industry Vertical / Domain	Q1 FY 2011	Q4 FY 2011	Q1 FY 2012
BFSI	44.7%	44.0%	43.3%
Telecom	12.7%	11.0%	11.7%
Retail & Distribution	11.0%	11.2%	11.6%
Manufacturing	7.4%	7.5%	7.6%
Hi-Tech	4.6%	5.4%	5.8%
Life Sciences & Healthcare	5.2%	5.3%	5.2%
Transportation	3.1%	3.9%	3.7%
Energy & Utilities	3.3%	4.6%	3.8%
Media & Entertainment	1.9%	2.3%	2.2%
Others	6.1%	4.8%	5.1%

Contract Type	Q1 FY 2011	Q4 FY 2011	Q1 FY 2012
Time and Material basis	50.9%	50.5%	50.3%
Fixed price, fixed time basis	49.1%	49.5%	49.7%

Client Concentration	Q1 FY 2011	Q4 FY 2011	Q1 FY 2012
Top client contribution to revenues*	8.1%	7.4%	7.1%
Top 5 clients contribution to revenues*	22.0%	21.4%	20.7%
Top 10 clients contribution to revenues*	30.5%	29.6%	28.9%
US \$ 1 mm Clients*	409	458	473
US \$ 5 mm Clients*	191	208	219
US \$ 10 mm Clients*	122	143	148
US \$ 20 mm Clients*	65	81	91
US \$ 50 mm Clients*	24	27	33
US \$ 100 mm Clients*	7	8	10
Number of active clients	930	969	959
New clients added in the period	36	39	24
Revenue from Repeat Business	98.4%	97.1%	99.8%
Revenue from New Business	1.6%	2.9%	0.2%

Onsite – Offshore Split	Q1 FY 2011	Q4 FY 2011	Q1 FY 2012
Offshore	51.2%	50.3%	50.6%
Onsite	43.6%	44.7%	44.8%
GDC/RDC	5.2%	5.0%	4.6%

Service Offerings	Q1 FY 2011	Q4 FY 2011	Q1 FY 2012
IT Solutions and Services			
Application Development & Maintenance	47.9%	46.1%	46.2%
Business Intelligence	5.4%	4.9%	4.9%
Enterprise Solutions	9.8%	10.8%	10.8%
Assurance Services	6.4%	7.0%	7.3%
Engineering & Industrial Services	4.8%	4.8%	4.6%
Infrastructure Services	8.7%	9.1%	9.5%
Global Consulting	2.1%	2.1%	2.2%
Asset Leverage Solutions	3.7%	3.6%	3.6%
Business Process Outsourcing	11.2%	11.6%	10.9%

Utilization Rate	Q1 FY 2011	Q4 FY 2011	Q1 FY 2012
Including Trainees	74.8%	75.1%	76.2%
Excluding Trainees	82.6%	82.4%	83.2%

Employees (End of the Period)	Q1 FY 2011	Q4 FY 2011	Q1 FY 2012
Total Number of Employees including Indian Subsidiaries (End of the Period)	163,700	198,614	202,190
Total Number of Employees – TCS Limited (End of the Period)	142,939	175,373	177,915
Gross Addition	10,849	19,324	11,988
Net Addition	3,271	11,700	3,576
Attrition Rate	13.1%	14.4%	14.8%