

Fact Sheet

	Q2'07	Q2'06	Q1'07
Margins			
Gross Margins*	46.3%	43.3%	45.7%
EBITDA Margins*	23.5%	20.5%	22.8%
Net Margins (Before Minority Interest)	15.6%	13.6%	16.0%
Revenue Mix			
Products			
<u>Products</u>	46.9%	45.1%	47.1%
<i>BFSI</i>	36.4%	34.0%	36.8%
<i>ERP</i>	10.5%	11.1%	10.3%
Services			
<u>Services</u>	53.1%	54.9%	52.9%
<i>Software</i>	42.2%	49.1%	44.1%
<i>Others</i>	10.8%	5.8%	8.8%
Total	100.0%	100.0%	100%
Geography Mix			
India	41%	40%	38%
EMEA	20%	26%	24%
USA	32%	26%	31%
Asia Pacific	7%	8%	7%
Total	100%	100%	100%
Order Book (Rs Mn)			
Products	1,609	737	1,465
Services	1,614	1,313	1,467
Total	3,223	2,050	2,932
Customer Concentration			
ICICI Group (Top customer)	18%	22%	18%
Top 5 Customers (ex. ICICI grp)	15%	22%	21%
Top 10 Customers (ex. ICICI grp)	20%	28%	26%
Number of million dollar clients			
> USD 1 million	25	15	21
> USD 5 million	3	1	2
Revenue from Repeat Business (%)	83%	74%	77%
* excluding other income			