

Fact Sheet

	Q3'07	Q3'06	Q2'07
Margins			
Gross Margins	46.2%	43.8%	46.3%
EBITDA Margins	24.9%	20.9%	23.5%
Net Margins *	16.3%	14.7%	16.0%
Revenue Mix			
<u>Products</u>			
<i>BFSI</i>	53%	47%	48%
<i>ERP</i>	42%	35%	37%
	12%	12%	11%
<u>Services</u>			
	47%	53%	52%
Total	100%	100%	100%
Geography Mix			
India	36%	40%	40%
EMEA	18%	27%	20%
USA	31%	26%	33%
Asia Pacific	8%	7%	7%
Rhyme	7%	-	-
Total	100%	100%	100%
Order Book (Rs Mn)			
Products	2,544	945	1,609
Services	1,723	1,301	1,614
Total	4,267	2,246	3,223
Customer Concentration			
ICICI Group (Top customer)	16%	20%	18%
Top 5 Customers (ex. ICICI grp)	17%	12%	15%
Top 10 Customers (ex. ICICI grp)	24%	18%	20%
Number of million dollar clients			
> USD 1 million	29	17	25
> USD 5 million	3	1	3
Revenue from Repeat Business (%)	80%	76%	83%
<i>* Before minority interest and exceptional items</i>			