

FACT SHEET

	FY2006	FY2005
Margins		
Gross Margins	44.6%	43.3%
EBITDA Margins	21.7%	17.4%
Net Margins	13.6%	11.0%
Revenue Mix		
<u>Products</u>	46%	44%
<i>BFSI</i>	33%	31%
<i>ERP</i>	13%	13%
<u>Services</u>	54%	56%
<i>Software</i>	47%	47%
<i>Others</i>	7%	9%
Geography Mix		
India	40%	48%
EMEA	25%	20%
USA	28%	26%
Asia Pacific	7%	6%
Order Book (Rs Mn)		
Products	1,323	622
Services	1,341	1,257
Total	2,663	1,879
Customer Concentration		
ICICI Group (Top customer)	20%	26%
Top 5 Customers (ex. ICICI grp)	11%	10%
Top 10 Customers (ex. ICICI grp)	16%	20%
Number of million dollar clients		
> USD 1 million	17	2
> USD 5 million	2	1