

Fact Sheet	Q2'06	Q2'05	Q1'06
Margins			
Gross Margins	44%	42%	44%
EBITDA Margins	21%	17%	20%
Net Margins	14%	12%	11%
Revenue Mix			
Products	45%	40%	45%
BFSI	34%	25%	32%
ERP	11%	15%	12%
Services	55%	60%	55%
Software	49%	51%	47%
Others	6%	9%	8%
Total	100%	100%	100%
Geography Mix			
India	40%	42%	45%
EMEA	26%	21%	18%
USA	26%	30%	30%
Asia Pacific	8%	7%	6%
Total	100%	100%	100%
Order Book (Rs Mn)			
Products	737	494	710
Services	1,313	649	1,279
Total	2,050	1,143	1,989
Customer Concentration			
ICICI Group (Top customer)	22%	28%	23%
Top 5 Customers (ex. ICICI grp)	22%	10%	23%
Top 10 Customers (ex. ICICI grp)	28%	19%	34%
Number of million dollar clients			
> USD 1 million	15	3	12
> USD 5 million	1	1	1
Active Clients			
Active Clients	533	413	516
Clients added during the quarter	43	35	40
Revenue from Repeat Business (%)	74%	75%	76%