

Fact Sheet	Q1'07	Q1'06	Q4'06
Margins			
Gross Margins	47.7%	44.2%	45.1%
EBITDA Margins	25.6%	20.5%	22.3%
Net Margins	16.0%	11.4%	14.5%
Revenue Mix			
<u>Products</u>	47.1%	44.5%	47.7%
<i>BFSI</i>	36.8%	32.2%	31.4%
<i>ERP</i>	10.3%	12.3%	16.3%
<u>Services</u>	52.9%	55.5%	52.3%
<i>Software</i>	44.1%	47.3%	46.0%
<i>Others</i>	8.8%	8.2%	6.2%
Total	100%	100%	100%
Geography Mix			
India	38%	45%	35%
EMEA	24%	26%	22%
USA	31%	23%	36%
Asia Pacific	7%	6%	7%
Total	100%	100%	100%
Order Book (Rs Mn)			
Products	1,465	710	1,323
Services	1,467	1,279	1,341
Total	2,932	1,989	2,663
Customer Concentration			
ICICI Group (Top customer)	18%	23%	18%
Top 5 Customers (ex. ICICI grp)	21%	23%	8%
Top 10 Customers (ex. ICICI grp)	26%	34%	12%
Number of million dollar clients			
> USD 1 million	21	12	17
> USD 5 million	2	1	2
Revenue from Repeat Business (%)	77%	76%	76%