

Fact Sheet

	Q1'08	Q1'07	Q4'07
Margins			
Gross Margins	45.5%	45.7%	46.6%
EBITDA Margins	24.0%	22.8%	25.0%
Net Margins (Before Minority Interest)	15.5%	16.6%	15.2%
Revenue Mix			
Products	47%	49%	51%
Services	53%	51%	49%
Total	100%	100%	100%
Geography Mix			
India	31%	36%	30%
EMEA	17%	24%	21%
USA	25%	32%	21%
Asia Pacific	7%	8%	16%
Western Europe **	20%	NA	12%
Total	100%	100%	100%
Order Book (Rs Mn)			
Products	2,909	1,465	2,778
Services	3,639	1,467	2,909
Total	6,548	2,932	5,687
Customer Concentration			
ICICI Group (Top customer)	14%	19%	15%
Top 5 Customers (ex. ICICI grp)	15%	21%	21%
Top 10 Customers (ex. ICICI grp)	22%	27%	29%
Number of million dollar clients			
> USD 1 million	36	21	32
> USD 5 million	4	2	4
Revenue from Repeat Business (%)	84%	79%	78%

** Entered into Western Europe through acquisition of Rhyme Systems in Q3FY07