



Fact Sheet

	Q3'08	Q3'07	Q2'08
Margins			
Gross Margins	47.9%	48.0%	47.4%
EBITDA Margins	26.3%	27.4%	25.9%
Net Margins (Before Minority Interest)	15.3%	15.7%	15.2%
Revenue Mix			
Products	51%	52%	46%
Services	49%	48%	54%
Total	100%	100%	100%
Geography Mix			
India	37%	39%	32%
MEARC	14%	17%	16%
USA	27%	30%	24%
Asia Pacific	5%	7%	9%
Western Europe *	17%	7%	19%
Total	100%	100%	100%
Order Book (Rs Mn)			
Products	3,672	2,544	3,250
Services	4,173	1,723	4,034
Total	7,845	4,267	7,284
Customer Concentration			
ICICI Group (Top customer)	14%	16%	15%
Top 5 Customers (ex. ICICI grp)	8%	17%	14%
Top 10 Customers (ex. ICICI grp)	14%	24%	20%
Number of million dollar clients			
> USD 1 million	40	29	39
> USD 5 million	6	3	5

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