

September '08 Quarter	TCS	Infosys	Wipro Tech	Cognizant	Satyam	HCL Tech	Patni
Reported revenues	\$1,574m	\$1,216m	\$1,110m	\$735m	\$652m	\$505m	\$183m
<i>Reported revenue growth (yoy)</i>	11%	19%	29%	31%	28%	18%	8%
<i>Reported revenue growth (seq)</i>	3%	5%	4%	7%	2%	0%	1%
MARGINS (US GAAP)							
Gross margin	45.7%	43.2%	33.0%	44.8%	39.5%	39.4%	33.5%
EBIT margin	24.2%	29.7%	20.2%	19.4%	20.3%	17.7%	15.1%
REGIONAL METRICS							
US as % revenues	54%	62%	59%	78%	62%	57%	77%
<i>US revenue growth (yoy)</i>	7%	17%	32%	26%	37%	24%	6%
Europe as % revenues	31%	28%	27%	20%	21%	29%	18%
<i>Europe revenue growth (yoy)</i>	21%	22%	20%	53%	27%	10%	25%
VERTICAL SECTOR METRICS							
Financial Services as % revenues	42%	33%	26%	46%	21%	28%	38%
<i>Financial Services revenue growth (yoy)</i>	8%	9%	41%	29%	11%	13%	10%
Telecoms as % revenues	15%	19%	30%	n/a	24%	17%	13%
<i>Telecoms revenue growth (yoy)</i>	4%	10%	15%	n/a	30%	19%	12%
Manufacturing as % revenues	11%	20%	19%	n/a	23%	31%	26%
<i>Manufacturing revenue growth (yoy)</i>	32%	72%	42%	n/a	27%	20%	7%
SERVICE LINE METRICS							
AD&M as % revenues	55%	43%	44%	n/a	44%	36%	64%
<i>AD&M revenue growth (yoy)</i>	14%	15%	21%	n/a	33%	19%	7%
Consulting & EAS as % revenues	24%	25%	11%	n/a	44%	11%	15%
<i>C&EAS revenue growth (yoy)</i>	4%	28%	21%	n/a	28%	9%	20%
IM as % revenues	8%	6%	20%	n/a	4%	16%	5%
<i>IM revenue growth (yoy)</i>	21%	28%	65%	n/a	7%	22%	-6%
BPO as % revenues	6%	6%	9%	n/a	2%	11%	5%
<i>BPO revenue growth (yoy)</i>	5%	37%	33%	n/a	-16%	4%	13%
OPERATIONAL METRICS							
Offshore revenue mix	47%	53%	46%	n/a	54%	52%	n/a
Fixed Price revenue mix	43%	34%	32%	26%	31%	36%	37%
CLIENT METRICS							
No. active clients	920	586	906	550	649	295	332
No. new clients	51	40	28	63	33	29	27
% Clients <\$1m p.a.	57%	45%	53%	n/a	65%	31%	73%
Top 10 client revenue mix	27%	28%	20%	30%	31%	37%	45%
<i>Top 10 client revenue growth (yoy)</i>	9%	12%	20%	15%	20%	13%	1%
<i>Non-Top 10 client revenue growth (yoy)</i>	13%	22%	32%	40%	34%	20%	15%
Revenue per client (annualised)	\$6.3m	\$8.3m	\$4.9m	\$5.3m	\$4.0m	\$6.8m	\$2.2m
EBIT per client (annualised)	\$1.7m	\$2.5m	\$0.9m	\$1.0m	\$0.8m	\$1.2m	\$0.3m
STAFF METRICS							
Total headcount (FTEs)	121,610	100,306	97,552	59,490	52,865	52,714	14,701
<i>Net FTE change (yoy)</i>	17%	25%	10%	22%	16%	16%	3%
<i>Net FTE change (seq)</i>	5%	6%	2%	0%	2%	4%	-3%
IT Services Attrition (Reported)	12.4%	12.8%	13.5%	17.6%	12.3%	14.2%	20.2%
Revenue per FTE (annualised)	\$52.9K	\$50.0K	\$46.0K	\$49.5K	\$49.9K	\$39.0K	\$49.3K
EBIT per FTE (annualised)	\$12.8K	\$14.8K	\$8.7K	\$9.6K	\$10.2K	\$6.9K	\$7.4K