



FINANCIAL DATA, THIRD QUARTER, 2007-2008

Profit and Loss Summary for the Period Ended 31st December, 2007
(As per Indian GAAP)

(figures in Rs. Lakhs except per share data)

Particulars	December		Growth %	Year Ended March 2007
	2007	2006		
Income from Software Services, Products and Business Process Management	79,421.77	50,904.99	56.02	76,910.81
Software Development and Business Process Management Expenses	59,722.72	36,256.56	64.72	55,347.81
Gross Profit	19,699.05	14,648.43	34.48	21,563.00
Selling and Marketing Expenses	5,365.54	2,911.54	84.29	4,390.49
General and Administrative Expenses	4,781.11	4,540.99	5.29	6,416.64
	10,146.65	7,452.53	36.15	10,807.13
OPERATING PROFIT BEFORE INTEREST AND DEPRECIATION	9,552.40	7,195.90	32.75	10,755.87
Interest & Financial Costs	712.36	279.04	155.29	414.57
Depreciation	410.70	411.03	(0.08)	549.73
OPERATING PROFIT AFTER INTEREST AND DEPRECIATION	8,429.34	6,505.83	29.57	9,791.57
Other Income	(91.14)	(78.98)	15.39	(671.18)
NET PROFIT BEFORE TAX	8,338.20	6,426.85	29.74	9,120.39
Provision for Taxation				
Current Tax	933.68	27.05	3,351.68	55.91
Deferred Tax *	443.18	0		
NET PROFIT AFTER TAX	6,961.34	6,399.80	8.77	9,064.48
Equity Shares, par value Rs 10/ each	18,077,000	18,077,000		18,077,000
Earnings per Share (in Rs.)				
Basic	38.51	35.40		50.14
Diluted	30.11	35.40		48.98
Dividend per Share of Rs. 10/- each				3.00
* Provided since introduction of Deferred Tax to till date				



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Profit and Loss Account Summary for the Period Ended 31st December, 2007
(As per Indian GAAP)

(figures in Rs. Lakhs except per share data)

Particulars	December		Growth %	Sep 2007	Growth % in Q3 over Q2
	2007	2006			
Income from Software Services, Products and Business Process Management	29,172.62	19,934.82	46.34	26,408.41	10.47
Software Development and Business Process Management Expenses	22,182.49	14,131.64	56.97	20,035.37	10.72
Gross Profit	6,990.13	5,803.18	20.45	6,373.04	9.68
Selling and Marketing Expenses	1,888.66	1,172.92	61.02	1,776.61	6.31
General and Administrative Expenses	1,800.87	1,634.43	10.18	1,613.86	11.59
	3,689.53	2,807.35	31.42	3,390.47	8.82
OPERATING PROFIT BEFORE INTEREST AND DEPRECIATION	3,300.60	2,995.83	10.17	2,982.57	10.66
Interest & Financial Costs	292.86	69.27	322.78	262.58	11.53
Depreciation	119.46	140.94	(15.24)	149.46	(20.07)
OPERATING PROFIT AFTER INTEREST AND DEPRECIATION	2,888.28	2,785.62	3.69	2,570.53	12.36
Other Income	265.00	(447.66)	(159.20)	475.70	(44.29)
NET PROFIT BEFORE TAX	3,153.28	2,337.96	34.87	3,046.23	3.51
Provision for Taxation					
Current Tax	339.77	1.37	24,700.73	350.86	(3.16)
Deferred Tax *	(26.63)	0.00	-	0.00	
NET PROFIT AFTER TAX	2,840.14	2,336.59	21.55	2,695.37	5.37
Equity Shares, par value Rs 10/ each	18,077,000	18,077,000		18,077,000	
Earnings per Share (in Rs.)					
Basic	15.71	12.93		14.91	
Diluted	12.29	12.93		12.03	
Dividend per Share of Rs. 10/- each		-		-	

* Provided since introduction of Deferred Tax to till date



FINANCIAL DATA, THIRD QUARTER, 2007-2008

REVENUE BY GEOGRAPHICAL SEGMENT (Percentage-%)					
	Dec'07	Sep'07	Dec'06	LTM, Dec '07	LTM, Dec '06
USA	95.230	97.10	99.59	97.71	99.76
INDIA	4.770	2.55	0.06	2.05	0.06
EUROPE	0.002	0.35	0.35	0.24	0.18
TOTAL	100.00	100.00	100.00	100.00	100.00

REVENUE BY SERVICE OFFERING (Percentage-%)		
	Dec'07	Sep'07
Technology Outsourcing	47.32	39.08
Business Intelligence	25.18	32.14
Enterprise Solutions	8.90	9.11
KPO	3.06	3.61
Engineering Services	15.54	16.06
Total Revenue	100.00	100.00

REVENUE BY PROJECT TYPE (Percentage-%)					
	Dec'07	Sep'07	Dec'06	LTM, Dec '07	LTM, Dec '06
Fixed Price	5.20	6.91	14.2	7.47	10.26
Time and Materials	94.80	93.09	85.8	92.53	89.74
Total	100.00	100.00	100.00	100.00	100.00



FINANCIAL DATA, THIRD QUARTER, 2007-2008

REVENUE BY INDUSTRY					(Percentage-%)	
	Dec'07	Sep'07	Dec'06	LTM, Dec '07	LTM, Dec '06	
Banking, Financial and Insurance	11.12	8.51	5.65	7.79	8.56	
Embedded	0.00	1.20	1.70	0.95	2.09	
Health Care	16.70	20.04	17.50	19.14	13.92	
Manufacturing	10.07	10.10	13.59	10.13	13.74	
Retail	6.86	6.71	8.61	7.07	9.90	
Technology	31.53	31.66	34.46	32.10	33.62	
Telecom	23.72	21.78	18.49	22.81	18.17	
TOTAL	100.00	100.00	100.00	100.00	100.00	

CLIENT DATA			
	Dec'07	Sep'07	Dec'06
Number of Clients			
Active	92	88	80
Added during the quarter	4	1	7
Accounting for > 5% of the revenue	0	0	1
Number of Million Dollar Clients			
< 1 Million Dollar *	16	14	21
1 Million Dollar + *	22	19	23
2 Million Dollar + *	44	50	36
5 Million Dollar + *	10	4	
Client Contribution to Revenue			
Top Client %	3.79	3.14	9.50
Top 5 Clients %	14.79	12.88	21.31
Top 10 Clients %	25.40	23.56	32.45
Repeat Business %	99.00	98.76	83.55

LTM - Last Twelve Months | * - LTM Revenues



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EMPLOYEE METRICS			
	Dec'07	Sep'07	Dec'06
Total Employees	2469	2213	1622
S/W Professionals	2404	2148	1560
Billable	2370	2113	1504
Trainees/Non Billable	34	35	56
Sales and Support	65	65	62
Gross Addition	406	329	135
Net Addition	256	212	70
Attrition % (LTM)	7%	6%	4%

GEOGRAPHIC DISTRIBUTION			
	Dec'07	Sep'07	Dec'06
USA	1675	1415	1138
India	790	794	480
Europe	4	4	4
Total	2469	2213	1622

EFFORT AND UTILIZATION (Percentage-%)	
	Dec'07
Effort	
Onsite	72.61
Offshore	27.39
Revenue	
Onsite	88.40
Offshore	11.60
Utilization	98.63

PERSON MONTHS DATA	
	Dec'07
Billed - Onsite	5285
- Offshore	2144
Total	7429
Trainees & Non Billable	103
Sales & Support	195
Total	7726