		Financial Year 2016-17					Financial Year 2017-18			
	Q1	Q2	Q3	Q4	Full Year	Q1	Q2	Q3	Q4	Full Yea
Seamental Revenue (INR Mn)										
Product Business	9,982	8,966	9,753	8,912	37,613	10,525	10,373	9,157	9,324	39,379
Services Business	1,497	1,364	1,268	1,309	5,438	1,229	1,229	1,160	1,153	4,771
BPO Business	292	323	302	297	1,214	284	293	274	274	1,125
Total	11,771	10,653	11,323	10,518	44,265	12,038	11,895	10,591	10,751	45,275
Geoaranhic Revenues										
Products Business										
NAMER	29%	27%	35%	34%	32%	24%	34%	29%	31%	30%
JAPAC	36%	36%	31%	37%	35%	46%	33%	35%	31%	36%
EMEA	35%	37%	34%	29%	33%	30%	33%	36%	38%	34%
Services Business										
NAMER	68%	73%	75%	72%	72%	71%	67%	70%	70%	70%
JAPAC	7%	7%	7%	7%	7%	9%	10%	10%	8%	9%
EMEA	25%	20%	18%	21%	21%	20%	23%	20%	22%	21%
	20 70	2070	1070	2170	12170	2070	2070	2070	12270	
Total Company										
NAMER	35%	35%	41%	40%	38%	30%	38%	34%	36%	35%
JAPAC	32%	31%	28%	32%	30%	41%	30%	32%	28%	33%
EMEA	33%	34%	31%	28%	32%	29%	32%	34%	36%	32%
Revenue Analysis by Tyoe										
Product Revenues										
License Fees	20%	9%	20%	17%	16%	21%	15%	12%	7%	14%
Professional Services	52%	60%	51%	54%	54%	51%	55%	56%	62%	56%
Maintenance	28%	31%	29%	29%	30%	28%	30%	32%	31%	30%
Services Revenues										
Fixed Price	17%	20%	27%	26%	22%	26%	25%	23%	20%	23%
Time & Material Basis	83%	80%	73%	74%	78%	74%	75%	77%	80%	77%
On-site	40%	38%	38%	40%	39%	39%	39%	40%	37%	38%
Off-shore	60%	62%	62%	60%	61%	61%	61%	60%	63%	62%
Customer Concentration										
Product Customers										
Top Customer	55%	49%	51%	48%	51%	55%	56%	49%	47%	52%
T	65%	59%	61%	59%	61%	63%	64%	59%	58%	61%
Top 5 Customers	700/	0.407	070/	0.40/	CEO;	070/	COC	050/	0.40/	0.004
Top 10 Customers	70%	64%	67%	64%	65%	67%	69%	65%	64%	66%
Services Customers										
Top Customer	13%	14%	14%	14%	13%	13%	14%	14%	15%	14%
Top 5 Customers	50%	52%	54%	58%	50%	57%	59%	63%	53%	58%
Top 10 Customers	77%	77%	78%	78%	75%	77%	80%	81%	80%	79%
Total Company										
Top Customer	48%	42%	45%	43%	45%	49%	50%	44%	42%	46%
Top 5 Customers	59%	54%	57%	54%	56%	58%	59%	54%	53%	56%
	65%	60%	62%	60%	61%	64%	65%	62%	59%	62%

Trade Receivables	93%	84%	77%	74%	74%	77%	85%	86%	93%	93%
0-180 days										
More than 180 days	7%	16%	23%	26%	26%	23%	15%	14%	7%	7%
DSO (Days)	67	67	51	54	54	47	75	63	73	73
Attrition Rate (TTM)	22%	20%	19%	19%	19%	17%	15%	15%	15%	15%
Staff Data										
Products Business	6,166	6,438	6,359	6,317	6,317	6,231	6,685	6,660	6,549	6,549
Services Business	1,581	1,548	1,556	1,529	1,529	1,517	1,487	1,470	1,356	1,356
BPO Business	698	723	740	754	754	739	738	721	703	703
Corporate	226	223	217	218	218	218	214	213	210	210
Total	8,671	8,932	8,872	8,818	8,818	8,705	9,124	9,064	8,818	8,818