

	Quarterly Data				
	Q1 18	Q4 17	QoQ%	Q1 17	YoY%
Revenues	10,490	10,048	4.4%	9,605	9.2%
Direct Costs	6,949	6,658	4.4%	6,280	10.7%
Gross Profit	3,540	3,390	4.4%	3,325	6.5%
Selling / General And Administration	1,822	1,699	7.2%	1,648	10.5%
EBITDA* excluding ESOP Costs	1,719	1,691	1.7%	1,677	2.5%
ESOP Costs	93	92	0.8%	54	73.0%
EBITDA	1,626	1,598	1.7%	1,623	0.2%
Depreciation and Amortization	151	159	-4.7%	157	-3.8%
Operating Profit = EBIT	1,474	1,440	2.4%	1,466	0.6%
Other Income (net)	9	4	139.0%	12	-26.9%
Forex Gains / (Losses)	195	128	52.6%	16	1101.6%
Profit Before Tax	1,678	1,571	6.8%	1,494	12.3%
Provision for Tax	336	361	-7.1%	355	-5.4%
Profit After Tax	1,342	1,210	10.9%	1,139	17.8%
Share of Profit in associate	(1.05)	(0.03)	NA	0.22	NA
PAT After Loss in Associate	1,343	1,210	11.0%	1,139	17.9%