Forward-looking and Cautionary Statements

Certain statements in this Presentation concerning our future growth prospects are forward-looking statements, which involve a number of risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, intense competition in IT services including those factors which may affect our cost advantage, our revenues highly dependent on customers located in the United States, wage increases in India, our ability to attract and retain highly skilled professionals, time and cost overruns on fixed-price, fixed-time frame contracts, client concentration, restrictions on immigration, industry segment concentration, our ability to manage our international operations, reduced demand for technology in our key focus areas, disruptions in telecommunication networks or system failures, our ability to successfully complete and integrate potential acquisitions, liability for damages on our service contracts, concentration of major operations of the Company in one city, withdrawal of governmental fiscal incentives, political instability and regional conflicts, legal restrictions on raising capital or acquiring companies outside India, and unauthorized use of our intellectual property and general economic conditions affecting our industry. The Company may, from time to time, make additional written and oral forward-looking statements, including statements contained in the Company’s filings with the Stock Exchanges and our reports to shareholders. The Company does not undertake to update any forward-looking statements that may be made from time to time by or on behalf of the Company.
Key Highlights
Key Highlights – Annual and Q4 FY 15 Performance

Annual Performance

- USD Revenue grows at 12.6% to USD 308.54 Million
- INR Revenue grows at 13.3% to INR 18,912.52 Million
- EBIDTA dips by 9.3% to INR 3,903.47 Million
- Profit before Tax (PBT) grows at 13.8% to INR 3,899.72 Million
- Profit after Tax (PAT) grows 16.6% INR 2,906.31 Million

Quarterly Performance

- USD Revenue grows at 0.6% QoQ to USD 80.03 Million
- INR Revenue grows at 0.6% QoQ to INR 4,974.53 Million,
- EBIDTA grows at 0.9% QoQ to INR 1,004.76 Million
- Profit before Tax (PBT) dips by 3.6% QoQ to INR 958.15 Million
- Profit after Tax (PAT) grows 2.1% QoQ to INR 760.50 Million
Key Highlights

• Established 'Research and Innovation Board' to identify new scientific projects, explore cutting-edge futuristic technologies and applications in its continuous pursuit to emerge as a global leader in technology. This six-member board is chaired by India’s most renowned scientist, thought-leader and Padma Vibhushan recipient Dr. Raghunath Mashelkar, Ex- Director General, Council of Scientific & Industrial Research (CSIR)

• Collaborated with Lithium Technologies to help SANE Australia, a non-governmental organization (NGO), develop and launch its online communities to enable peer-to-peer support for both those experiencing mental illness and those who care for them. Also assisted Elance-oDesk, the global leader in online work to re-launch their new online user community, enabling improved user engagement for the company’s customers – freelancers and businesses working together. Persistent is helping organizations around the world build great communities to achieve the “how” of their digital transformation

• Persistent Intranet, Pi – our own digitalizing of employee experience – received 'The Dataquest Business Technology' Award' for Analytics Category

• Won Computer Society of India Awards for Excellence in IT for “Beyond Search: Enabling Digital Transformation”
Financial Performance
<table>
<thead>
<tr>
<th>Particulars</th>
<th>Q4FY15</th>
<th>Q3FY15</th>
<th>Change</th>
<th>Exps / Sales %</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td>QoQ</td>
<td>Q4FY15</td>
</tr>
<tr>
<td>Revenue (USD M)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Services</td>
<td>65.54</td>
<td>64.42</td>
<td>1.7%</td>
<td></td>
</tr>
<tr>
<td>IP Led</td>
<td>14.49</td>
<td>15.10</td>
<td>-4.0%</td>
<td></td>
</tr>
<tr>
<td>Revenue (USD M)</td>
<td>80.03</td>
<td>79.52</td>
<td>0.6%</td>
<td></td>
</tr>
<tr>
<td>Avg. Exchange Rate INR /USD</td>
<td>62.16</td>
<td>62.20</td>
<td>-0.1%</td>
<td></td>
</tr>
<tr>
<td>Revenue (INR M)</td>
<td>4,974.53</td>
<td>4,946.38</td>
<td>0.6%</td>
<td></td>
</tr>
<tr>
<td>Cost of Revenue</td>
<td>INR M</td>
<td>INR M</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Employee Related Expenses</td>
<td>2,758.20</td>
<td>2,739.08</td>
<td>0.7%</td>
<td>55.4%</td>
</tr>
<tr>
<td>Purchase / Royalty</td>
<td>77.51</td>
<td>90.50</td>
<td>-14.4%</td>
<td>1.6%</td>
</tr>
<tr>
<td>Project related Travel Expenses</td>
<td>139.08</td>
<td>129.79</td>
<td>7.2%</td>
<td>2.8%</td>
</tr>
<tr>
<td>Total Direct costs</td>
<td>2,974.79</td>
<td>2,959.37</td>
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<td>59.8%</td>
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<tr>
<td>Gross Profit</td>
<td>1,999.74</td>
<td>1,987.01</td>
<td>0.6%</td>
<td>40.2%</td>
</tr>
<tr>
<td>Sales &amp; Marketing Exps</td>
<td>493.11</td>
<td>465.33</td>
<td>6.0%</td>
<td>9.9%</td>
</tr>
<tr>
<td>Admin. &amp; Other Exps</td>
<td>474.07</td>
<td>481.60</td>
<td>-1.6%</td>
<td>9.5%</td>
</tr>
<tr>
<td>Doubtful Debt Provision</td>
<td>14.27</td>
<td>28.80</td>
<td>-50.5%</td>
<td>0.3%</td>
</tr>
<tr>
<td>CSR Activities</td>
<td>13.53</td>
<td>15.94</td>
<td>-15.1%</td>
<td>0.3%</td>
</tr>
<tr>
<td>Total SGA</td>
<td>994.98</td>
<td>991.67</td>
<td>0.3%</td>
<td>20.0%</td>
</tr>
<tr>
<td>EBIT</td>
<td>1,004.76</td>
<td>995.34</td>
<td>0.9%</td>
<td>20.2%</td>
</tr>
<tr>
<td>Depreciation</td>
<td>125.81</td>
<td>126.55</td>
<td>-0.6%</td>
<td>2.5%</td>
</tr>
<tr>
<td>Amortization</td>
<td>101.45</td>
<td>119.93</td>
<td>-15.4%</td>
<td>2.0%</td>
</tr>
<tr>
<td>EBIT</td>
<td>777.50</td>
<td>748.86</td>
<td>3.8%</td>
<td>15.6%</td>
</tr>
<tr>
<td>Other Income / (Loss)</td>
<td>130.06</td>
<td>114.87</td>
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<td>2.6%</td>
</tr>
<tr>
<td>Exchange Gain/(Loss)</td>
<td>50.59</td>
<td>129.92</td>
<td>-61.1%</td>
<td>1.0%</td>
</tr>
<tr>
<td>PBT</td>
<td>958.15</td>
<td>993.65</td>
<td>-3.6%</td>
<td>19.3%</td>
</tr>
<tr>
<td>Tax</td>
<td>197.65</td>
<td>249.03</td>
<td>-20.6%</td>
<td>4.0%</td>
</tr>
<tr>
<td>PAT</td>
<td>760.50</td>
<td>744.62</td>
<td>2.1%</td>
<td>15.3%</td>
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</table>
## Y-o-Y comparison Q4 FY15 Vs. Q4 FY14

<table>
<thead>
<tr>
<th>Particulars</th>
<th>Q4FY15</th>
<th>Q4 FY14</th>
<th>Change</th>
<th>Exps / Sales %</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>YoY</td>
<td>Q4FY15</td>
<td>Q4 FY14</td>
<td></td>
</tr>
<tr>
<td>Revenue (USD M)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Services</td>
<td>65.54</td>
<td>58.38</td>
<td>12.3%</td>
<td></td>
</tr>
<tr>
<td>IP Led</td>
<td>14.49</td>
<td>14.26</td>
<td>1.6%</td>
<td></td>
</tr>
<tr>
<td>Revenue (USD M)</td>
<td>80.03</td>
<td>72.64</td>
<td>10.2%</td>
<td></td>
</tr>
<tr>
<td>Avg. Exchange Rate INR /USD</td>
<td>62.16</td>
<td>61.50</td>
<td>1.1%</td>
<td></td>
</tr>
<tr>
<td>Revenue (INR M)</td>
<td>4,974.53</td>
<td>4,467.37</td>
<td>11.4%</td>
<td></td>
</tr>
<tr>
<td>Cost of Revenue</td>
<td>Rs. M</td>
<td>Rs. M</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Employee Related Expenses</td>
<td>2,758.20</td>
<td>2,325.82</td>
<td>18.6%</td>
<td>55.4%</td>
</tr>
<tr>
<td>Purchase</td>
<td>77.51</td>
<td>100.10</td>
<td>-22.6%</td>
<td>1.6%</td>
</tr>
<tr>
<td>Project related Travel Expenses</td>
<td>139.08</td>
<td>127.84</td>
<td>8.8%</td>
<td>2.8%</td>
</tr>
<tr>
<td>Total Direct costs</td>
<td>2,974.79</td>
<td>2,553.76</td>
<td>16.5%</td>
<td>59.8%</td>
</tr>
<tr>
<td>Gross Profit</td>
<td>1,999.74</td>
<td>1,913.61</td>
<td>4.5%</td>
<td>40.2%</td>
</tr>
<tr>
<td>Sales &amp; Marketing Exps</td>
<td>493.11</td>
<td>341.53</td>
<td>44.4%</td>
<td>9.9%</td>
</tr>
<tr>
<td>Admin. &amp; Other Exps</td>
<td>474.07</td>
<td>355.90</td>
<td>33.2%</td>
<td>9.5%</td>
</tr>
<tr>
<td>Doubtful Debt Provision</td>
<td>14.27</td>
<td>5.22</td>
<td>173.4%</td>
<td>0.3%</td>
</tr>
<tr>
<td>CSR Activities</td>
<td>13.53</td>
<td>4.43</td>
<td>205.4%</td>
<td>0.3%</td>
</tr>
<tr>
<td>Total SGA</td>
<td>994.98</td>
<td>707.08</td>
<td>40.7%</td>
<td>20.0%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>1,004.76</td>
<td>1,206.53</td>
<td>-16.7%</td>
<td>20.2%</td>
</tr>
<tr>
<td>Depreciation</td>
<td>125.81</td>
<td>109.11</td>
<td>15.3%</td>
<td>2.5%</td>
</tr>
<tr>
<td>Amortization</td>
<td>101.45</td>
<td>155.15</td>
<td>-34.6%</td>
<td>2.0%</td>
</tr>
<tr>
<td>EBIT</td>
<td>777.50</td>
<td>942.27</td>
<td>-17.5%</td>
<td>15.6%</td>
</tr>
<tr>
<td>Other Income / (Loss)</td>
<td>130.06</td>
<td>67.57</td>
<td>92.5%</td>
<td>2.6%</td>
</tr>
<tr>
<td>Exchange Gain/(Loss)</td>
<td>50.59</td>
<td>(86.57)</td>
<td>158.4%</td>
<td>1.0%</td>
</tr>
<tr>
<td>PBT</td>
<td>958.15</td>
<td>923.27</td>
<td>3.8%</td>
<td>19.3%</td>
</tr>
<tr>
<td>Tax</td>
<td>197.65</td>
<td>251.28</td>
<td>-21.3%</td>
<td>4.0%</td>
</tr>
<tr>
<td>PAT</td>
<td>760.50</td>
<td>671.99</td>
<td>13.2%</td>
<td>15.3%</td>
</tr>
</tbody>
</table>

25 years of bringing software to life and life to software
## Comparison FY 2015 Vs FY 2014

<table>
<thead>
<tr>
<th>Particulars</th>
<th>FY 2015</th>
<th>FY 2014</th>
<th>Change</th>
<th>Exps / Sales %</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td>FY 2015</td>
<td>FY 2014</td>
</tr>
<tr>
<td><strong>Revenue (USD M)</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Services</td>
<td>249.48</td>
<td>224.73</td>
<td>11.0%</td>
<td></td>
</tr>
<tr>
<td>IP Led</td>
<td>59.06</td>
<td>49.33</td>
<td>19.8%</td>
<td></td>
</tr>
<tr>
<td><strong>Revenue (USD M)</strong></td>
<td>308.54</td>
<td>274.06</td>
<td>12.6%</td>
<td></td>
</tr>
<tr>
<td><strong>Avg. Exchange Rate INR /USD</strong></td>
<td>61.30</td>
<td>60.90</td>
<td>0.6%</td>
<td></td>
</tr>
<tr>
<td><strong>Revenue (INR M)</strong></td>
<td>18,912.52</td>
<td>16,691.53</td>
<td>13.3%</td>
<td></td>
</tr>
<tr>
<td><strong>Cost of Revenue</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Employee Related Expenses</td>
<td>10,422.47</td>
<td>8,636.22</td>
<td>20.7%</td>
<td>55.1%</td>
</tr>
<tr>
<td>Purchase / Royalty</td>
<td>325.89</td>
<td>493.31</td>
<td>-33.9%</td>
<td>1.7%</td>
</tr>
<tr>
<td>Project related Travel Expenses</td>
<td>568.18</td>
<td>387.51</td>
<td>46.6%</td>
<td>2.3%</td>
</tr>
<tr>
<td><strong>Total Direct costs</strong></td>
<td>11,316.54</td>
<td>9,517.04</td>
<td>18.9%</td>
<td>59.8%</td>
</tr>
<tr>
<td><strong>Gross Profit</strong></td>
<td>7,595.98</td>
<td>7,174.49</td>
<td>5.9%</td>
<td>40.2%</td>
</tr>
<tr>
<td><strong>Sales &amp; Marketing Exps</strong></td>
<td>1,764.78</td>
<td>1,394.15</td>
<td>26.6%</td>
<td>9.3%</td>
</tr>
<tr>
<td>Admin. &amp; Other Exps</td>
<td>1,826.15</td>
<td>1,375.64</td>
<td>32.7%</td>
<td>9.7%</td>
</tr>
<tr>
<td>Doubtful Debt Provision</td>
<td>43.49</td>
<td>72.42</td>
<td>-39.9%</td>
<td>0.2%</td>
</tr>
<tr>
<td>CSR Activities</td>
<td>58.09</td>
<td>29.50</td>
<td>96.9%</td>
<td>0.3%</td>
</tr>
<tr>
<td>Total SGA</td>
<td>3,692.51</td>
<td>2,871.71</td>
<td>28.6%</td>
<td>19.5%</td>
</tr>
<tr>
<td><strong>EBIDTA</strong></td>
<td>3,903.47</td>
<td>4,302.78</td>
<td>-9.3%</td>
<td>20.6%</td>
</tr>
<tr>
<td><strong>Depreciation</strong></td>
<td>482.51</td>
<td>435.45</td>
<td>10.8%</td>
<td>2.6%</td>
</tr>
<tr>
<td><strong>Amortization</strong></td>
<td>456.02</td>
<td>590.50</td>
<td>-22.8%</td>
<td>2.4%</td>
</tr>
<tr>
<td><strong>EBIT</strong></td>
<td>2,964.94</td>
<td>3,276.83</td>
<td>-9.5%</td>
<td>15.7%</td>
</tr>
<tr>
<td>Other Income / (Loss)</td>
<td>465.61</td>
<td>299.07</td>
<td>55.7%</td>
<td>2.5%</td>
</tr>
<tr>
<td>Exchange Gain/(Loss)</td>
<td>469.17</td>
<td>(149.31)</td>
<td>414.2%</td>
<td>2.5%</td>
</tr>
<tr>
<td><strong>PBT</strong></td>
<td>3,899.72</td>
<td>3,426.59</td>
<td>13.8%</td>
<td>20.6%</td>
</tr>
<tr>
<td>Tax</td>
<td>993.41</td>
<td>933.82</td>
<td>6.4%</td>
<td>5.3%</td>
</tr>
<tr>
<td><strong>PAT</strong></td>
<td>2,906.31</td>
<td>2,492.77</td>
<td>16.6%</td>
<td>15.4%</td>
</tr>
</tbody>
</table>

---

25 years of bringing software to life and life to software.
## Consolidated Balance Sheet

<table>
<thead>
<tr>
<th></th>
<th>As at March 31, 2015</th>
<th>As at March 31, 2014</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Equity and Liabilities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Equity Share Capital</td>
<td>800.00</td>
<td>400.00</td>
</tr>
<tr>
<td>Reserves &amp; Surplus</td>
<td>13,255.29</td>
<td>11,823.44</td>
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<tr>
<td>Non-Current Liabilities</td>
<td>142.17</td>
<td>425.69</td>
</tr>
<tr>
<td>Current Liabilities</td>
<td>3,548.67</td>
<td>2,784.71</td>
</tr>
<tr>
<td><strong>Total sources of Funds</strong></td>
<td>17,746.13</td>
<td>15,433.84</td>
</tr>
<tr>
<td><strong>Assets</strong></td>
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</tr>
<tr>
<td>Fixed Assets</td>
<td>4,116.49</td>
<td>4,384.69</td>
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<tr>
<td>Deferred Tax asset (Net)</td>
<td>312.93</td>
<td>260.12</td>
</tr>
<tr>
<td>Long term loans &amp; advances</td>
<td>113.84</td>
<td>137.97</td>
</tr>
<tr>
<td>Current Assets</td>
<td>5,037.95</td>
<td>4,340.49</td>
</tr>
<tr>
<td>Cash &amp; Investments</td>
<td>8,164.92</td>
<td>6,310.57</td>
</tr>
<tr>
<td><strong>Total application of Funds</strong></td>
<td>17,746.13</td>
<td>15,433.84</td>
</tr>
</tbody>
</table>
## Key Financials Ratios: Q4 FY15

<table>
<thead>
<tr>
<th>Ratios, %</th>
<th>Q4 FY15</th>
<th>Q3 FY15</th>
<th>Change QoQ</th>
<th>Q4 FY14</th>
<th>Change YoY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross Margin</td>
<td>40.2%</td>
<td>40.2%</td>
<td>0.0%</td>
<td>42.8%</td>
<td>-2.6%</td>
</tr>
<tr>
<td>S&amp;M to Revenue</td>
<td>9.9%</td>
<td>9.4%</td>
<td>0.5%</td>
<td>7.6%</td>
<td>2.3%</td>
</tr>
<tr>
<td>G&amp;A to Revenue</td>
<td>10.1%</td>
<td>10.6%</td>
<td>-0.5%</td>
<td>8.2%</td>
<td>1.9%</td>
</tr>
<tr>
<td>Total S G&amp;A to Revenue</td>
<td>20.0%</td>
<td>20.0%</td>
<td>0.0%</td>
<td>15.8%</td>
<td>4.2%</td>
</tr>
<tr>
<td>EBIDTA Margin</td>
<td>20.2%</td>
<td>20.1%</td>
<td>0.1%</td>
<td>27.0%</td>
<td>-6.8%</td>
</tr>
<tr>
<td>EBIT Margin</td>
<td>15.6%</td>
<td>15.1%</td>
<td>0.5%</td>
<td>21.1%</td>
<td>-5.5%</td>
</tr>
<tr>
<td>Profit before Tax</td>
<td>19.3%</td>
<td>20.1%</td>
<td>-0.8%</td>
<td>20.7%</td>
<td>-1.4%</td>
</tr>
<tr>
<td>Profit after Tax</td>
<td>15.3%</td>
<td>15.1%</td>
<td>0.2%</td>
<td>15.1%</td>
<td>0.2%</td>
</tr>
<tr>
<td>EPS - Basic, Before Prior Period, INR</td>
<td>9.59</td>
<td>9.43</td>
<td></td>
<td>8.59</td>
<td></td>
</tr>
<tr>
<td>EPS - Diluted, Before Prior Period, INR</td>
<td>9.51</td>
<td>9.31</td>
<td></td>
<td>8.40</td>
<td></td>
</tr>
</tbody>
</table>
## Financial Services segment disclosure started from Q1FY 15.

### Revenue (USD M)

<table>
<thead>
<tr>
<th>No./%</th>
<th>Q4FY 15</th>
<th>Q3FY 15</th>
<th>Q2FY 15</th>
<th>Q1FY 15</th>
<th>Q4 FY 14</th>
<th>FY 15</th>
<th>FY 14</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>80.03</td>
<td>79.52</td>
<td>76.32</td>
<td>72.66</td>
<td>72.64</td>
<td>308.54</td>
<td>274.06</td>
</tr>
<tr>
<td>%, q-o-q/ y-o-y growth</td>
<td>0.6%</td>
<td>4.2%</td>
<td>5.0%</td>
<td>0.0%</td>
<td>3.9%</td>
<td>12.6%</td>
<td>15.2%</td>
</tr>
<tr>
<td>Revenue (INR M)</td>
<td>4,974.53</td>
<td>4,946.38</td>
<td>4,641.74</td>
<td>4,349.87</td>
<td>4,467.37</td>
<td>18,912.52</td>
<td>16,691.53</td>
</tr>
<tr>
<td>%, q-o-q / y-o-y</td>
<td>0.6%</td>
<td>6.6%</td>
<td>6.7%</td>
<td>-2.6%</td>
<td>3.2%</td>
<td>13.3%</td>
<td>28.9%</td>
</tr>
</tbody>
</table>

### Business Offerings: Revenue Mix

<table>
<thead>
<tr>
<th>%</th>
<th>Q4FY 15</th>
<th>Q3FY 15</th>
<th>Q2FY 15</th>
<th>Q1FY 15</th>
<th>Q4 FY 14</th>
<th>FY 15</th>
<th>FY 14</th>
</tr>
</thead>
<tbody>
<tr>
<td>Services</td>
<td>81.9%</td>
<td>81.0%</td>
<td>80.4%</td>
<td>80.0%</td>
<td>80.4%</td>
<td>80.9%</td>
<td>82.0%</td>
</tr>
<tr>
<td>IP Led</td>
<td>18.1%</td>
<td>19.0%</td>
<td>19.6%</td>
<td>20.0%</td>
<td>19.6%</td>
<td>19.1%</td>
<td>18.0%</td>
</tr>
<tr>
<td>Total</td>
<td>100.0%</td>
<td>100.0%</td>
<td>100.0%</td>
<td>100.0%</td>
<td>100.0%</td>
<td>100.0%</td>
<td>100.0%</td>
</tr>
</tbody>
</table>

### Segments: Revenue Mix

<table>
<thead>
<tr>
<th>%</th>
<th>Q4FY 15</th>
<th>Q3FY 15</th>
<th>Q2FY 15</th>
<th>Q1FY 15</th>
<th>Q4 FY 14</th>
<th>FY 15</th>
<th>FY 14</th>
</tr>
</thead>
<tbody>
<tr>
<td>Telecom</td>
<td>16.3%</td>
<td>16.0%</td>
<td>16.7%</td>
<td>18.5%</td>
<td>15.3%</td>
<td>16.8%</td>
<td>17.8%</td>
</tr>
<tr>
<td>Infrastructure and Systems</td>
<td>54.5%</td>
<td>55.3%</td>
<td>56.0%</td>
<td>54.6%</td>
<td>71.6%</td>
<td>55.1%</td>
<td>69.7%</td>
</tr>
<tr>
<td>Life Sciences</td>
<td>14.3%</td>
<td>13.6%</td>
<td>13.4%</td>
<td>13.1%</td>
<td>13.1%</td>
<td>13.6%</td>
<td>12.5%</td>
</tr>
<tr>
<td>Financial Services¹</td>
<td>14.9%</td>
<td>15.1%</td>
<td>13.9%</td>
<td>13.8%</td>
<td>14.5%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>100.0%</td>
<td>100.0%</td>
<td>100.0%</td>
<td>100.0%</td>
<td>100.0%</td>
<td>100.0%</td>
<td>100.0%</td>
</tr>
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</table>

¹ Financial Services segment disclosure started from Q1FY 15.
## Fact Sheet (Contd...)

<table>
<thead>
<tr>
<th>Geography: Revenue Mix</th>
<th>%</th>
<th>Q4FY 15</th>
<th>Q3FY 15</th>
<th>Q2FY 15</th>
<th>Q1FY 15</th>
<th>Q4 FY 14</th>
<th>FY 15</th>
<th>FY 14</th>
</tr>
</thead>
<tbody>
<tr>
<td>North Americas</td>
<td>85.4%</td>
<td>84.7%</td>
<td>86.1%</td>
<td>85.9%</td>
<td>85.4%</td>
<td>85.5%</td>
<td>85.1%</td>
<td></td>
</tr>
<tr>
<td>Europe</td>
<td>6.8%</td>
<td>7.1%</td>
<td>6.3%</td>
<td>6.5%</td>
<td>6.1%</td>
<td>6.7%</td>
<td>5.4%</td>
<td></td>
</tr>
<tr>
<td>ROW</td>
<td>7.8%</td>
<td>8.2%</td>
<td>7.6%</td>
<td>7.6%</td>
<td>8.5%</td>
<td>7.8%</td>
<td>9.5%</td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>100.0%</td>
<td>100.0%</td>
<td>100.0%</td>
<td>100.0%</td>
<td>100.0%</td>
<td>100.0%</td>
<td>100.0%</td>
<td></td>
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</table>

<table>
<thead>
<tr>
<th>Industry Classification</th>
<th>Nos.</th>
<th>Q4FY 15</th>
<th>Q3FY 15</th>
<th>Q2FY 15</th>
<th>Q1FY 15</th>
<th>Q4 FY 14</th>
<th>FY 15</th>
<th>FY 14</th>
</tr>
</thead>
<tbody>
<tr>
<td>ISV</td>
<td>57.8%</td>
<td>57.9%</td>
<td>58.3%</td>
<td>60.3%</td>
<td>58.6%</td>
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</tr>
<tr>
<td>Enterprise</td>
<td>24.1%</td>
<td>23.1%</td>
<td>22.1%</td>
<td>19.7%</td>
<td>22.3%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>IP Led</td>
<td>18.1%</td>
<td>19.0%</td>
<td>19.6%</td>
<td>20.0%</td>
<td>19.1%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>100.0%</td>
<td>100.0%</td>
<td>100.0%</td>
<td>100.0%</td>
<td>100.0%</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Industry Classification disclosure started from Q4 FY 15.

<table>
<thead>
<tr>
<th>Onsite: Offshore: IP Led Revenue Mix</th>
<th>%</th>
<th>Q4FY 15</th>
<th>Q3FY 15</th>
<th>Q2FY 15</th>
<th>Q1FY 15</th>
<th>Q4 FY 14</th>
<th>FY 15</th>
<th>FY 14</th>
</tr>
</thead>
<tbody>
<tr>
<td>Onsite</td>
<td>26.2%</td>
<td>25.1%</td>
<td>24.5%</td>
<td>23.1%</td>
<td>21.4%</td>
<td>24.8%</td>
<td>20.9%</td>
<td></td>
</tr>
<tr>
<td>Offshore</td>
<td>55.7%</td>
<td>55.9%</td>
<td>55.9%</td>
<td>56.9%</td>
<td>59.0%</td>
<td>56.1%</td>
<td>61.1%</td>
<td></td>
</tr>
<tr>
<td>IP Led</td>
<td>18.1%</td>
<td>19.0%</td>
<td>19.6%</td>
<td>20.0%</td>
<td>19.6%</td>
<td>19.1%</td>
<td>18.0%</td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>100.0%</td>
<td>100.0%</td>
<td>100.0%</td>
<td>100.0%</td>
<td>100.0%</td>
<td>100.0%</td>
<td>100.0%</td>
<td></td>
</tr>
</tbody>
</table>
### Fact Sheet (Contd...)

#### Repeat Business

<table>
<thead>
<tr>
<th>%</th>
<th>Q4FY 15</th>
<th>Q3FY 15</th>
<th>Q2FY 15</th>
<th>Q1FY 15</th>
<th>Q4 FY 14</th>
<th>FY 15</th>
<th>FY 14</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>85.6%</td>
<td>84.1%</td>
<td>83.6%</td>
<td>86.7%</td>
<td>85.2%</td>
<td>85.0%</td>
<td>83.3%</td>
</tr>
</tbody>
</table>

#### Clients billed

<table>
<thead>
<tr>
<th>Services</th>
<th>Q4FY 15</th>
<th>Q3FY 15</th>
<th>Q2FY 15</th>
<th>Q1FY 15</th>
<th>Q4 FY 14</th>
<th>FY 15</th>
<th>FY 14</th>
</tr>
</thead>
<tbody>
<tr>
<td>Services</td>
<td>268</td>
<td>273</td>
<td>281</td>
<td>260</td>
<td>261</td>
<td>383</td>
<td>365</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>IP Led</th>
<th>Q4FY 15</th>
<th>Q3FY 15</th>
<th>Q2FY 15</th>
<th>Q1FY 15</th>
<th>Q4 FY 14</th>
<th>FY 15</th>
<th>FY 14</th>
</tr>
</thead>
<tbody>
<tr>
<td>IP Led</td>
<td>326</td>
<td>349</td>
<td>376</td>
<td>347</td>
<td>358</td>
<td>498</td>
<td>550</td>
</tr>
</tbody>
</table>

3 includes one time clients with overlap across business offerings

#### Revenue Concentration

<table>
<thead>
<tr>
<th>%</th>
<th>Q4FY 15</th>
<th>Q3FY 15</th>
<th>Q2FY 15</th>
<th>Q1FY 15</th>
<th>Q4 FY 14</th>
<th>FY 15</th>
<th>FY 14</th>
</tr>
</thead>
<tbody>
<tr>
<td>Top 1</td>
<td>16.5%</td>
<td>17.5%</td>
<td>19.0%</td>
<td>20.8%</td>
<td>21.1%</td>
<td>18.4%</td>
<td>21.2%</td>
</tr>
<tr>
<td>Top 5</td>
<td>34.1%</td>
<td>35.0%</td>
<td>36.1%</td>
<td>38.7%</td>
<td>39.4%</td>
<td>35.8%</td>
<td>37.1%</td>
</tr>
<tr>
<td>Top 10</td>
<td>43.2%</td>
<td>44.2%</td>
<td>45.0%</td>
<td>49.0%</td>
<td>48.5%</td>
<td>45.2%</td>
<td>47.0%</td>
</tr>
</tbody>
</table>

#### Client Engagement Size

<table>
<thead>
<tr>
<th>Nos.</th>
<th>Q4FY 15</th>
<th>Q3FY 15</th>
<th>Q2FY 15</th>
<th>Q1FY 15</th>
<th>Q4 FY 14</th>
<th>FY 15</th>
<th>FY 14</th>
</tr>
</thead>
<tbody>
<tr>
<td>Large &gt; USD 3Mn</td>
<td>14</td>
<td>14</td>
<td>14</td>
<td>14</td>
<td>15</td>
<td>14</td>
<td>15</td>
</tr>
<tr>
<td>Medium &gt; USD 1Mn, &lt; USD 3Mn</td>
<td>48</td>
<td>41</td>
<td>41</td>
<td>38</td>
<td>36</td>
<td>48</td>
<td>36</td>
</tr>
</tbody>
</table>

25 years of bringing software to life and life to software
### Fact Sheet (Contd...)

<table>
<thead>
<tr>
<th>Yield&lt;sup&gt;4&lt;/sup&gt;</th>
<th>USD / PPM</th>
<th>Q4FY 15</th>
<th>Q3FY 15</th>
<th>Q2FY 15</th>
<th>Q1FY 15</th>
<th>Q4 FY 14</th>
<th>FY 15</th>
<th>FY 14</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>USD / PPM</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>4,272</td>
<td>4,264</td>
<td>4,123</td>
<td>3,915</td>
<td>3,927</td>
<td>4,144</td>
<td>3,847</td>
</tr>
</tbody>
</table>

<sup>4</sup> Yield is computed as a ratio of revenue to billable person months excluding employees under training.

<table>
<thead>
<tr>
<th>Billing Rates&lt;sup&gt;5&lt;/sup&gt;</th>
<th>USD / PPM</th>
<th>Q4FY 15</th>
<th>Q3FY 15</th>
<th>Q2FY 15</th>
<th>Q1FY 15</th>
<th>Q4 FY 14</th>
<th>FY 15</th>
<th>FY 14</th>
</tr>
</thead>
<tbody>
<tr>
<td>Onsite - Linear</td>
<td>USD / PPM</td>
<td>15,159</td>
<td>14,862</td>
<td>14,864</td>
<td>14,905</td>
<td>14,355</td>
<td>14,952</td>
<td>14,416</td>
</tr>
<tr>
<td>Offshore - Linear</td>
<td>USD / PPM</td>
<td>4,199</td>
<td>4,201</td>
<td>4,271</td>
<td>4,219</td>
<td>4,241</td>
<td>4,222</td>
<td>4,178</td>
</tr>
</tbody>
</table>

<sup>5</sup> Billing rates exclude IP Led Revenue and are calculated on Services revenue including contractual reimbursable portion.

<table>
<thead>
<tr>
<th>Attrition Rate</th>
<th>%</th>
<th>Q4FY 15</th>
<th>Q3FY 15</th>
<th>Q2FY 15</th>
<th>Q1FY 15</th>
<th>Q4 FY 14</th>
<th>FY 15</th>
<th>FY 14</th>
</tr>
</thead>
<tbody>
<tr>
<td>(TTM basis)</td>
<td>15.5%</td>
<td>14.7%</td>
<td>14.1%</td>
<td>14.0%</td>
<td>13.4%</td>
<td>15.5%</td>
<td>13.4%</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>People Numbers</th>
<th>Nos.</th>
<th>Q4FY 15</th>
<th>Q3FY 15</th>
<th>Q2FY 15</th>
<th>Q1FY 15</th>
<th>Q4 FY 14</th>
<th>FY 15</th>
<th>FY 14</th>
</tr>
</thead>
<tbody>
<tr>
<td>Technical</td>
<td>Nos.</td>
<td>7,861</td>
<td>7,664</td>
<td>7,447</td>
<td>7,271</td>
<td>7,349</td>
<td>7,861</td>
<td>7,349</td>
</tr>
<tr>
<td>Sales &amp; Business Development</td>
<td>Nos.</td>
<td>224</td>
<td>208</td>
<td>212</td>
<td>202</td>
<td>150</td>
<td>224</td>
<td>150</td>
</tr>
<tr>
<td>Others</td>
<td>Nos.</td>
<td>421</td>
<td>424</td>
<td>408</td>
<td>403</td>
<td>358</td>
<td>421</td>
<td>358</td>
</tr>
<tr>
<td>Total</td>
<td>Nos.</td>
<td>8,506</td>
<td>8,296</td>
<td>8,067</td>
<td>7,876</td>
<td>7,857</td>
<td>8,506</td>
<td>7,857</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>DSO</th>
<th>Nos.</th>
<th>Q4FY 15</th>
<th>Q3FY 15</th>
<th>Q2FY 15</th>
<th>Q1FY 15</th>
<th>Q4 FY 14</th>
<th>FY 15</th>
<th>FY 14</th>
</tr>
</thead>
<tbody>
<tr>
<td>Days</td>
<td>Nos.</td>
<td>64</td>
<td>65</td>
<td>65</td>
<td>69</td>
<td>63</td>
<td>64</td>
<td>63</td>
</tr>
</tbody>
</table>

25 years of bringing software to life and life to software
### Efforts Mix - Linear

<table>
<thead>
<tr>
<th>Nos.</th>
<th>Q4FY 15</th>
<th>Q3FY 15</th>
<th>Q2FY 15</th>
<th>Q1FY 15</th>
<th>Q4 FY 14</th>
<th>FY 15</th>
<th>FY 14</th>
</tr>
</thead>
<tbody>
<tr>
<td>Billable Person Months</td>
<td>16,063</td>
<td>16,031</td>
<td>16,015</td>
<td>16,139</td>
<td>16,155</td>
<td>64,248</td>
<td>62,091</td>
</tr>
<tr>
<td>- Onsite</td>
<td>1,551</td>
<td>1,518</td>
<td>1,403</td>
<td>1,283</td>
<td>1,246</td>
<td>5,754</td>
<td>4,585</td>
</tr>
<tr>
<td>- Offshore</td>
<td>14,512</td>
<td>14,513</td>
<td>14,612</td>
<td>14,856</td>
<td>14,909</td>
<td>58,493</td>
<td>57,506</td>
</tr>
<tr>
<td>Billed Person Months</td>
<td>11,999</td>
<td>11,916</td>
<td>11,254</td>
<td>10,925</td>
<td>11,183</td>
<td>46,094</td>
<td>44,033</td>
</tr>
<tr>
<td>- Onsite</td>
<td>1,383</td>
<td>1,343</td>
<td>1,259</td>
<td>1,128</td>
<td>1,083</td>
<td>5,113</td>
<td>3,980</td>
</tr>
<tr>
<td>- Offshore</td>
<td>10,616</td>
<td>10,573</td>
<td>9,995</td>
<td>9,797</td>
<td>10,100</td>
<td>40,981</td>
<td>40,053</td>
</tr>
<tr>
<td>Linear Utilization (Blended)</td>
<td>74.7%</td>
<td>74.3%</td>
<td>70.3%</td>
<td>67.7%</td>
<td>69.2%</td>
<td>71.7%</td>
<td>70.9%</td>
</tr>
<tr>
<td>Onsite Utilization %</td>
<td>89.2%</td>
<td>88.5%</td>
<td>89.7%</td>
<td>88.0%</td>
<td>86.9%</td>
<td>88.9%</td>
<td>86.8%</td>
</tr>
<tr>
<td>Offshore Utilization%</td>
<td>73.2%</td>
<td>72.9%</td>
<td>68.4%</td>
<td>65.9%</td>
<td>67.7%</td>
<td>70.1%</td>
<td>69.7%</td>
</tr>
</tbody>
</table>

### IP Led

<table>
<thead>
<tr>
<th>Nos.</th>
<th>Q4FY 15</th>
<th>Q3FY 15</th>
<th>Q2FY 15</th>
<th>Q1FY 15</th>
<th>Q4 FY 14</th>
<th>FY 15</th>
<th>FY 14</th>
</tr>
</thead>
<tbody>
<tr>
<td>IP Led Person Months</td>
<td>2,672</td>
<td>2,620</td>
<td>2,496</td>
<td>2,419</td>
<td>2,343</td>
<td>10,207</td>
<td>9,148</td>
</tr>
</tbody>
</table>
Thank you