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.
We are Persistent.

A trusted Digital Engineering and Enterprise Modernization partner.

$765.6M
FY22 Revenue
+35.2% YoY

$869.3M
Annualized revenue run rate based on Q4FY22
+42.2% YoY

$217.3M
Q4FY22 Revenue
+53.2% YoY

₹6.9B
FY22 PAT*
+115% YoY

$4.3B
Market cap**
+36% YoY

18,599
Employees
+35.2% YoY

*1 USD = INR 75.91; ** Market cap as on March 31, 2022.
Strong global presence with 18,500+ team members across key geographies

**North & Central America**
- **78.6%** Revenue
- **1,932** Employees

**Europe**
- **8.4%** Revenue
- **362** Employees

**India**
- **11.0%** Revenue
- **16,094** Employees

**Rest of the world**
- **2.0%** Revenue
- **211** Employees
Our core strengths in Digital Engineering fuel the next wave of transformation for our clients

**Software, Hi-Tech & Emerging Industries**
- Product & Platform Engineering
- CX & Design-Led Transformation
- Data & Artificial Intelligence
- Cloud-enabled Enterprise Modernization

**Banking, Financial Services & Insurance**

**Healthcare & Life Sciences**

**Outcomes**
- Accelerate
  - Time to Market
- Enable
  - Business Agility
- Unlock
  - Growth
- Maximize
  - Value Creation
- Drive
  - Enterprise Simplification
We’ve bolstered expertise, solutions and partnerships across the cloud hyperscaler ecosystem

Google Cloud partners have a significant opportunity to support businesses’ digital transformations and to deliver critical services to help customers thrive in a digital world. Persistent and Media Agility offer deep expertise in business transformation across multiple industries, and hundreds of Google Cloud certified professionals in key transformation areas like collaboration and machine learning. We look forward to working together to help customers succeed.

Thomas Kurian
Chief Executive Officer, Google Cloud

Businesses and governments are seeking reliable technology partners to help them navigate the rapid digital proliferation. By establishing a business unit focusing on Microsoft Azure, Persistent builds on our longstanding relationship to develop competencies and solutions to serve customers with their Azure and Microsoft technology needs.

Anant Maheshwari
President, Microsoft India
We are helping market leaders transform their industries

**14 of 30**
Most Innovative US Companies
As rated by Boston Consulting Group

**45+**
Global Fortune 500 Companies

**8 of 10**
Largest Banks in both US & India

**25+**
Global FinTechs

**6 of 10**
Top Medical Device Companies

**4 of 10**
Top US Health Systems & Payors

**3 of 5**
Top CROs & Analytical Instrument Companies

**5 of 10**
Top Pharmaceutical Companies

Banking

Healthcare & Life Sciences
We continue to be recognized for our customer excellence and expertise.

Our 2021 awards build on our previous recognition from ISG. Persistent was recognized in 2020 as the leader for Customer and Delivery Excellence in BFSI, HCLS, North America and APAC.
We are building on our long-term growth journey

16.1%
Revenue CAGR since IPO

23.5%
Revenue CAGR since FY20
Delivering consistent growth in revenue and margins

### Quarterly Revenue ($M), % QoQ and % YoY Growth

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Quarterly Revenue ($M)</th>
<th>% QoQ Growth</th>
<th>% YoY Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1FY21</td>
<td>131.0</td>
<td>3.1%</td>
<td></td>
</tr>
<tr>
<td>Q2FY21</td>
<td>136.1</td>
<td>3.9%</td>
<td></td>
</tr>
<tr>
<td>Q3FY21</td>
<td>146.2</td>
<td>7.4%</td>
<td></td>
</tr>
<tr>
<td>Q4FY21</td>
<td>152.8</td>
<td>4.6%</td>
<td></td>
</tr>
<tr>
<td>Q1FY22</td>
<td>166.8</td>
<td>27.3%</td>
<td></td>
</tr>
<tr>
<td>Q2FY22</td>
<td>182.3</td>
<td>34.0%</td>
<td></td>
</tr>
<tr>
<td>Q3FY22</td>
<td>199.1</td>
<td>36.2%</td>
<td></td>
</tr>
<tr>
<td>Q4FY22</td>
<td>217.3</td>
<td>42.2%</td>
<td></td>
</tr>
</tbody>
</table>

### EBIT and PAT Margin %

<table>
<thead>
<tr>
<th>Quarter</th>
<th>EBIT%</th>
<th>PAT%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1FY21</td>
<td>10.4%</td>
<td></td>
</tr>
<tr>
<td>Q2FY21</td>
<td>12.1%</td>
<td></td>
</tr>
<tr>
<td>Q3FY21</td>
<td>12.7%</td>
<td></td>
</tr>
<tr>
<td>Q4FY21</td>
<td>13.2%</td>
<td></td>
</tr>
<tr>
<td>Q1FY22</td>
<td>13.5%</td>
<td></td>
</tr>
<tr>
<td>Q2FY22</td>
<td>13.9%</td>
<td></td>
</tr>
<tr>
<td>Q3FY22</td>
<td>14.0%</td>
<td></td>
</tr>
<tr>
<td>Q4FY22</td>
<td>14.0%</td>
<td></td>
</tr>
</tbody>
</table>
On account of broad-based growth across all industry segments

Quarterly Revenue ($M), % YoY Growth

**Software, Hi-Tech and Emerging Industries**

- Q1FY21: 40.4, 13.2%
- Q2FY21: 43.5%
- Q3FY21: 71.5
- Q4FY22: 43.5%

**Banking, Financial Services & Insurance**

- Q1FY21: 41.7
- Q2FY21: 26.0%
- Q3FY21: 70.5
- Q4FY22: 53.1%

**Healthcare & Life Sciences**

- Q1FY21: 25.8
- Q2FY21: 14.1%
- Q3FY21: 45.0
- Q4FY22: 52.3%

* This chart excludes revenue from the top client
Leading to lower client concentration, broad-based growth

### Client Concentration
Top 10 clients as % of total revenue

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Q1FY21</th>
<th>Q2FY21</th>
<th>Q3FY21</th>
<th>Q4FY21</th>
<th>Q1FY22</th>
<th>Q2FY22</th>
<th>Q3FY22</th>
<th>Q4FY22</th>
</tr>
</thead>
<tbody>
<tr>
<td>%</td>
<td>50.5%</td>
<td>47.0%</td>
<td>46.7%</td>
<td>45.0%</td>
<td>45.4%</td>
<td>46.3%</td>
<td>46.7%</td>
<td>45.4%</td>
</tr>
</tbody>
</table>

### Large Client Count
>$5M Annual Revenue

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Q1FY21</th>
<th>Q2FY21</th>
<th>Q3FY21</th>
<th>Q4FY21</th>
<th>Q1FY22</th>
<th>Q2FY22</th>
<th>Q3FY22</th>
<th>Q4FY22</th>
</tr>
</thead>
<tbody>
<tr>
<td>Count</td>
<td>15</td>
<td>16</td>
<td>17</td>
<td>17</td>
<td>21</td>
<td>22</td>
<td>24</td>
<td>25</td>
</tr>
</tbody>
</table>
Creating significant shareholder value

Persistent’s Total Shareholder Return

<table>
<thead>
<tr>
<th>Period</th>
<th>Persistent</th>
<th>Nifty 50</th>
<th>NIFTY IT Index</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 year return</td>
<td>143.3%</td>
<td>1.3%</td>
<td></td>
</tr>
<tr>
<td>3 year return</td>
<td>658.6%</td>
<td>8.7%</td>
<td></td>
</tr>
<tr>
<td>5 year return</td>
<td>700.8%</td>
<td>12.8%</td>
<td></td>
</tr>
</tbody>
</table>

Persistent 1-Year Stock Performance*

vs NIFTY 50 & NIFTY IT Index

* Stock performance till Mar 31, 2022
Performance Highlights
Growth and grit defined this year for Persistent Systems. Amidst global uncertainty, we've remained focused and flexible in driving client success as a leader in Digital Engineering and Enterprise Modernization.

Persistent's sustained growth underscores the values and commitment of our entire team to confidently transform new ideas into tangible business results.

Anand Deshpande
Founder, Chairman and Managing Director
FY22 was a banner year for Persistent with 35.2% year-over-year growth. Our ability to identify emerging industry and technology trends and deliver value to clients through our expertise has given us a significant competitive advantage in the market. We are grateful to our clients, partners, employees, and other stakeholders for their continued trust in our team and ongoing collaboration.

In addition to delivering industry leading growth, we’ve future-proofed our business to fuel the next phase of our growth through strategic investments, acquisitions and leadership hiring. These moves have bolstered our Digital Engineering skills, enhanced our partnerships across the hyperscaler ecosystem, and deepened our expertise in our core industries. With this foundation, we remain focused on expanding the business outcomes we deliver to our clients and look forward to building the next phase of Persistent.

Sandeep Kalra
Chief Executive Officer and Executive Director
## Financial highlights for Q4 FY22

<table>
<thead>
<tr>
<th></th>
<th>Revenue ($ million)</th>
<th>Revenue (₹ million)</th>
<th>EBIT (₹ million)</th>
<th>PAT (₹ million)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>↑ 9.1% Q-o-Q</td>
<td>↑ 9.8% Q-o-Q</td>
<td>↑ 10.4% Q-o-Q</td>
<td>↑ 13.9% Q-o-Q</td>
</tr>
<tr>
<td>Q4FY21</td>
<td>152.82</td>
<td>11,133.6</td>
<td>1,464.2</td>
<td>1,377.6</td>
</tr>
<tr>
<td>Q3FY22</td>
<td>199.12</td>
<td>14,917.2</td>
<td>2,083.0</td>
<td>1,764.0</td>
</tr>
<tr>
<td>Q4FY22</td>
<td>217.32</td>
<td>16,378.5</td>
<td>2,300.4</td>
<td>2,009.9</td>
</tr>
</tbody>
</table>

Margins:

- **Q4FY21**: 13.2% Revenue, 14.0% EBIT, 14.0% PAT
- **Q3FY22**: 14.0% Revenue, 14.0% EBIT, 11.8% PAT
- **Q4FY22**: 14.0% Revenue, 14.0% EBIT, 12.3% PAT

Y-o-Y growth:

- **Revenue**: 42.2% Q4FY21 to Q4FY22, 47.1% Q4FY21 to Q4FY22
- **EBIT**: 57.1% Q4FY21 to Q4FY22
- **PAT**: 45.9% Q4FY21 to Q4FY22
TCV and ACV bookings in Q4FY22

**Trailing Twelve Month TCV* $1,222.6M**

<table>
<thead>
<tr>
<th>Q1FY22</th>
<th>Q2FY22</th>
<th>Q3FY22</th>
<th>Q4FY22</th>
</tr>
</thead>
<tbody>
<tr>
<td>244.8</td>
<td>282.5</td>
<td>334.3</td>
<td>361.0</td>
</tr>
</tbody>
</table>

**Trailing Twelve Month ACV* $943.1M**

<table>
<thead>
<tr>
<th>Q1FY22</th>
<th>Q2FY22</th>
<th>Q3FY22</th>
<th>Q4FY22</th>
</tr>
</thead>
<tbody>
<tr>
<td>188.8</td>
<td>201.1</td>
<td>291.3</td>
<td>261.9</td>
</tr>
</tbody>
</table>

**Trailing Twelve Month TCV (New) $649.8M**

<table>
<thead>
<tr>
<th>Q1FY22</th>
<th>Q2FY22</th>
<th>Q3FY22</th>
<th>Q4FY22</th>
</tr>
</thead>
<tbody>
<tr>
<td>147.7</td>
<td>149.3</td>
<td>157.6</td>
<td>195.1</td>
</tr>
</tbody>
</table>

**Trailing Twelve Month ACV (New) $461.9M**

<table>
<thead>
<tr>
<th>Q1FY22</th>
<th>Q2FY22</th>
<th>Q3FY22</th>
<th>Q4FY22</th>
</tr>
</thead>
<tbody>
<tr>
<td>93.5</td>
<td>108.8</td>
<td>128.6</td>
<td>131.0</td>
</tr>
</tbody>
</table>

*Includes renewal and new bookings
## FY22 full year performance

<table>
<thead>
<tr>
<th>Metric</th>
<th>FY21</th>
<th>FY22</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue ($ million)</strong></td>
<td>566.1</td>
<td>765.6</td>
<td>+35.2%</td>
</tr>
<tr>
<td><strong>Revenue (₹ million)</strong></td>
<td>41,878.9</td>
<td>57,107.5</td>
<td>+36.4%</td>
</tr>
<tr>
<td><strong>EBIT (₹ million)</strong></td>
<td>5,074.7</td>
<td>7,921.6</td>
<td>+56.1%</td>
</tr>
<tr>
<td><strong>PAT (₹ million)</strong></td>
<td>4,506.8</td>
<td>6,903.9</td>
<td>+53.2%</td>
</tr>
<tr>
<td><strong>Margin %</strong></td>
<td>12.1%</td>
<td>13.9%</td>
<td></td>
</tr>
<tr>
<td><strong>Margin %</strong></td>
<td>10.8%</td>
<td>12.1%</td>
<td></td>
</tr>
</tbody>
</table>
Notable News and Achievements
Key wins for the quarter

**Software, Hi-Tech & Emerging Industries**
- Launching product engineering center of excellence to drive efficiency and reduce time to market for a pioneer in no-code technology
- Managing and modernizing end-to-end IT operations for a company that builds telecom expense management software
- Designing, building and managing a hybrid multi-cloud infrastructure transformation program for a leading global media company

**Banking, Financial Services & Insurance**
- Modernizing Core and Enterprise Data platforms and migrating to cloud for a payments network provider
- Scaling technology operations while executing digital transformation initiatives for a leading wealth-tech company that provides financial advisor software for businesses
- Providing advisory and consulting services to drive process efficiency and vendor consolidation for one of the largest US banks

**Healthcare & Life Sciences**
- Engineering the next generation platform to scale diagnostics and drug discovery business for a leader in immune-driven medicine
- Enhancing patient relationship management and experience with Salesforce for a global biopharmaceutical company
- Transforming traditional supply chain into a modern network powered by patient demand for a multinational pharmaceutical company
Persistent Board of Directors recommended a final dividend of ₹11 per share. This along with an interim dividend of ₹20 per share makes total dividend of ₹31* on the face value of ₹10 each for the Financial Year 2021-2022. Dividend recommended by the Board is subject to the approval of the members during the ensuing Annual General Meeting.

*Compared to full year dividend of ₹20 for FY21.
Acquisitions in FY22 enhanced our expertise and relationships across our partner ecosystem

Acquired MediaAgility, building on our existing partnership with Google and laying the foundation for a dedicated Google business unit.

Tentative closing in first week of May 2022

Acquired Data Glove, forming a new Microsoft business unit to enhance our partnership and expand our expertise in Azure-based Digital Transformation.

March 2022

Acquired Software Corporation International adding Payments expertise and forming new Payments unit.

October 2021

Acquired assets from Shree Partners to bolster Cloud and IT Management capabilities.

November 2021

Acquired assets from Sureline Systems to bolster Cloud Migration capabilities.

May 2021
We continued to strengthen our leadership to fuel the next wave of our growth

**Announcing**

- Sameer Bendre
  - Chief of Operations (ESG, EIS, Risk Management & Admin)

**Joining our team**

- Merlyn Mathew
  - Head of Delivery Excellence & Talent Management
- Yogesh Patgaonkar
  - Chief People Officer
- Larry Modder
  - Vice President of Sourcing Advisory
- Siba Padhy
  - Senior Vice President, Salesforce

**Advisor Network**

- Phil Fasano
  - Former CIO of AIG & Kaiser Permanente joins the Persistent Advisor Network
OutSystems names Persistent Partner of the Year in Americas for 3rd consecutive year

For the 4th year in a row, Persistent named to Constellation Shortlist™ for Innovation Services and Engineering

9 years of Zinnov leadership — Persistent takes top position in 2021 Engineering Research and Development Services ratings

Forbes
The Three Phases Of ‘Sustained’ Software Engineering

with Karthik Balasubramanian

Agile transformation: 5 ways to measure progress

with Vikas Gupta
Financial Details
## Sequential Q4FY22 vs Q3FY22

<table>
<thead>
<tr>
<th>Particulars</th>
<th>Q4FY22</th>
<th>Q3FY22</th>
<th>Change QoQ</th>
<th>Expenses / Sales % Q4FY22</th>
<th>Expenses / Sales % Q3FY22</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue ($ M)</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Services</td>
<td>197.91</td>
<td>172.68</td>
<td>14.6%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>IP Led</td>
<td>19.41</td>
<td>26.44</td>
<td>-26.6%</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Revenue ($ M)</strong></td>
<td>217.32</td>
<td>199.12</td>
<td>9.1%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Avg. Exchange Rate ₹ / US$</td>
<td>75.37</td>
<td>74.92</td>
<td>0.6%</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Revenue (₹ M)</strong></td>
<td>16,378.54</td>
<td>14,917.17</td>
<td>9.8%</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Cost of Revenue Rs. M</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Employee Related Expenses</td>
<td>10,629.69</td>
<td>9,683.14</td>
<td>9.8%</td>
<td>64.9%</td>
<td>64.9%</td>
</tr>
<tr>
<td>Purchase / Royalty</td>
<td>153.06</td>
<td>141.50</td>
<td>8.2%</td>
<td>0.9%</td>
<td>0.9%</td>
</tr>
<tr>
<td>Project Related Travel Expenses</td>
<td>76.74</td>
<td>55.70</td>
<td>37.8%</td>
<td>0.5%</td>
<td>0.4%</td>
</tr>
<tr>
<td>Total Direct Costs</td>
<td>10,859.49</td>
<td>9,880.34</td>
<td>9.9%</td>
<td>66.3%</td>
<td>66.2%</td>
</tr>
<tr>
<td><strong>Gross Profit</strong></td>
<td>5,519.05</td>
<td>5,036.83</td>
<td>9.6%</td>
<td>33.7%</td>
<td>33.8%</td>
</tr>
<tr>
<td>Sales &amp; Marketing Expenses</td>
<td>1,337.72</td>
<td>1,291.26</td>
<td>3.6%</td>
<td>8.2%</td>
<td>8.7%</td>
</tr>
<tr>
<td>Admin. &amp; Other Expenses</td>
<td>1,349.60</td>
<td>1,206.48</td>
<td>11.9%</td>
<td>8.2%</td>
<td>8.1%</td>
</tr>
<tr>
<td>Doubtful Debt Provision</td>
<td>(25.69)</td>
<td>13.26</td>
<td>-293.7%</td>
<td>-0.2%</td>
<td>0.1%</td>
</tr>
<tr>
<td>CSR Activities</td>
<td>45.68</td>
<td>15.00</td>
<td>204.5%</td>
<td>0.3%</td>
<td>0.1%</td>
</tr>
<tr>
<td>Total SGA</td>
<td>2,707.31</td>
<td>2,526.00</td>
<td>7.2%</td>
<td>16.5%</td>
<td>16.9%</td>
</tr>
<tr>
<td><strong>EBITDA</strong></td>
<td>2,811.74</td>
<td>2,510.83</td>
<td>12.0%</td>
<td>17.2%</td>
<td>16.8%</td>
</tr>
<tr>
<td>Depreciation</td>
<td>231.18</td>
<td>187.41</td>
<td>23.4%</td>
<td>1.4%</td>
<td>1.3%</td>
</tr>
<tr>
<td>Amortization</td>
<td>280.17</td>
<td>240.44</td>
<td>16.5%</td>
<td>1.7%</td>
<td>1.6%</td>
</tr>
<tr>
<td><strong>EBIT</strong></td>
<td>2,300.39</td>
<td>2,082.98</td>
<td>10.4%</td>
<td>14.0%</td>
<td>14.0%</td>
</tr>
<tr>
<td>Other Income / (Loss)</td>
<td>251.28</td>
<td>251.25</td>
<td>0.0%</td>
<td>1.5%</td>
<td>1.7%</td>
</tr>
<tr>
<td>Exchange Gain / (Loss)</td>
<td>120.16</td>
<td>29.89</td>
<td>302.0%</td>
<td>0.7%</td>
<td>0.2%</td>
</tr>
<tr>
<td><strong>PBT</strong></td>
<td>2,671.83</td>
<td>2,364.12</td>
<td>13.0%</td>
<td>16.3%</td>
<td>15.8%</td>
</tr>
<tr>
<td>Tax</td>
<td>661.93</td>
<td>600.17</td>
<td>10.3%</td>
<td>4.0%</td>
<td>4.0%</td>
</tr>
<tr>
<td><strong>PAT</strong></td>
<td>2,009.90</td>
<td>1,763.95</td>
<td>13.9%</td>
<td>12.3%</td>
<td>11.8%</td>
</tr>
</tbody>
</table>
## YoY Comparison Q4FY22 vs Q4FY21

<table>
<thead>
<tr>
<th>Particulars</th>
<th>Q4FY22</th>
<th>Q4FY21</th>
<th>Change YoY</th>
<th>Expenses / Sales % Q4FY22</th>
<th>Expenses / Sales % Q4FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue ($ M)</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Services</td>
<td>197.91</td>
<td>129.99</td>
<td>52.3%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>IP Led</td>
<td>19.41</td>
<td>22.83</td>
<td>-15.0%</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Revenue ($ M)</strong></td>
<td>217.32</td>
<td>152.82</td>
<td>42.2%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Avg. Exchange Rate ₹ / US$</td>
<td>75.37</td>
<td>72.85</td>
<td>3.4%</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Revenue (₹ M)</strong></td>
<td>16,378.54</td>
<td>11,133.58</td>
<td>47.1%</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Cost of Revenue</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Employee Related Expenses</td>
<td>10,629.69</td>
<td>7,173.48</td>
<td>48.2%</td>
<td>64.9%</td>
<td>64.4%</td>
</tr>
<tr>
<td>Purchase / Royalty</td>
<td>153.06</td>
<td>150.52</td>
<td>1.7%</td>
<td>0.9%</td>
<td>1.4%</td>
</tr>
<tr>
<td>Project Related Travel Expenses</td>
<td>76.74</td>
<td>39.04</td>
<td>96.6%</td>
<td>0.5%</td>
<td>0.4%</td>
</tr>
<tr>
<td><strong>Total Direct Costs</strong></td>
<td>10,859.49</td>
<td>7,363.04</td>
<td>47.5%</td>
<td>66.3%</td>
<td>66.1%</td>
</tr>
<tr>
<td><strong>Gross Profit</strong></td>
<td>5,519.05</td>
<td>3,770.54</td>
<td>46.4%</td>
<td>33.7%</td>
<td>33.9%</td>
</tr>
<tr>
<td>Sales &amp; Marketing Expenses</td>
<td>1,337.72</td>
<td>990.98</td>
<td>35.0%</td>
<td>8.2%</td>
<td>8.9%</td>
</tr>
<tr>
<td>Admin. &amp; Other Expenses</td>
<td>1,349.60</td>
<td>889.65</td>
<td>51.7%</td>
<td>8.2%</td>
<td>8.0%</td>
</tr>
<tr>
<td>Doubtful Debt Provision</td>
<td>(25.69)</td>
<td>4.73</td>
<td>-643.1%</td>
<td>-0.2%</td>
<td>0.0%</td>
</tr>
<tr>
<td>CSR Activities</td>
<td>45.68</td>
<td>1.89</td>
<td>2316.9%</td>
<td>0.3%</td>
<td>0.0%</td>
</tr>
<tr>
<td><strong>Total SGA</strong></td>
<td>2,707.31</td>
<td>1,887.25</td>
<td>43.5%</td>
<td>16.5%</td>
<td>17.0%</td>
</tr>
<tr>
<td><strong>EBITDA</strong></td>
<td>2,811.74</td>
<td>1,883.29</td>
<td>49.3%</td>
<td>17.2%</td>
<td>16.9%</td>
</tr>
<tr>
<td>Depreciation</td>
<td>231.18</td>
<td>124.68</td>
<td>85.4%</td>
<td>1.4%</td>
<td>1.1%</td>
</tr>
<tr>
<td>Amortization</td>
<td>280.17</td>
<td>294.37</td>
<td>-4.8%</td>
<td>1.7%</td>
<td>2.6%</td>
</tr>
<tr>
<td><strong>EBIT</strong></td>
<td>2,300.39</td>
<td>1,464.24</td>
<td>57.1%</td>
<td>14.0%</td>
<td>13.2%</td>
</tr>
<tr>
<td>Other Income / (Loss)</td>
<td>251.28</td>
<td>210.77</td>
<td>19.2%</td>
<td>1.5%</td>
<td>1.9%</td>
</tr>
<tr>
<td>Exchange Gain / (Loss)</td>
<td>120.16</td>
<td>173.77</td>
<td>-30.9%</td>
<td>0.7%</td>
<td>1.6%</td>
</tr>
<tr>
<td><strong>PBT</strong></td>
<td>2,671.83</td>
<td>1,848.78</td>
<td>44.5%</td>
<td>16.3%</td>
<td>16.6%</td>
</tr>
<tr>
<td>Tax</td>
<td>661.93</td>
<td>471.19</td>
<td>40.5%</td>
<td>4.0%</td>
<td>4.2%</td>
</tr>
<tr>
<td><strong>PAT</strong></td>
<td>2,009.90</td>
<td>1,377.59</td>
<td>45.9%</td>
<td>12.3%</td>
<td>12.4%</td>
</tr>
</tbody>
</table>
## Annual Comparison FY22 vs FY21

<table>
<thead>
<tr>
<th>Particulars</th>
<th>FY22 ($M)</th>
<th>FY21 ($M)</th>
<th>Change YoY</th>
<th>Expenses / Sales % FY22</th>
<th>Expenses / Sales % FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue ($M)</td>
<td>765.59</td>
<td>566.08</td>
<td>35.2%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Avg. Exchange Rate ₹ / US$</td>
<td>74.59</td>
<td>73.98</td>
<td>0.8%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Revenue (₹ M)</td>
<td>57,107.46</td>
<td>41,878.88</td>
<td>36.4%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cost of Revenue</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Employee Related Expenses</td>
<td>37,017.33</td>
<td>26,468.18</td>
<td>39.9%</td>
<td>64.8%</td>
<td>63.2%</td>
</tr>
<tr>
<td>Purchase / Royalty</td>
<td>610.36</td>
<td>1,012.65</td>
<td>-39.7%</td>
<td>1.1%</td>
<td>2.4%</td>
</tr>
<tr>
<td>Project Related Travel Expenses</td>
<td>267.25</td>
<td>169.41</td>
<td>57.8%</td>
<td>0.5%</td>
<td>0.4%</td>
</tr>
<tr>
<td>Total Direct Costs</td>
<td>37,894.94</td>
<td>27,650.24</td>
<td>37.1%</td>
<td>66.4%</td>
<td>66.0%</td>
</tr>
<tr>
<td>Gross Profit</td>
<td>19,212.52</td>
<td>14,228.64</td>
<td>35.0%</td>
<td>33.6%</td>
<td>34.0%</td>
</tr>
<tr>
<td>Sales &amp; Marketing Expenses</td>
<td>4,898.17</td>
<td>3,703.01</td>
<td>32.3%</td>
<td>8.6%</td>
<td>8.8%</td>
</tr>
<tr>
<td>Admin. &amp; Other Expenses</td>
<td>4,656.65</td>
<td>3,369.80</td>
<td>38.2%</td>
<td>8.2%</td>
<td>8.0%</td>
</tr>
<tr>
<td>Doubtful Debt Provision</td>
<td>(39.79)</td>
<td>121.62</td>
<td>-132.7%</td>
<td>-0.1%</td>
<td>0.3%</td>
</tr>
<tr>
<td>CSR Activities</td>
<td>115.78</td>
<td>204.06</td>
<td>-43.3%</td>
<td>0.2%</td>
<td>0.5%</td>
</tr>
<tr>
<td>Total SGA</td>
<td>9,630.81</td>
<td>7,398.49</td>
<td>30.2%</td>
<td>16.9%</td>
<td>17.7%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>9,581.71</td>
<td>6,830.15</td>
<td>40.3%</td>
<td>16.8%</td>
<td>16.3%</td>
</tr>
<tr>
<td>Depreciation</td>
<td>720.10</td>
<td>466.78</td>
<td>54.3%</td>
<td>1.3%</td>
<td>1.1%</td>
</tr>
<tr>
<td>Amortization</td>
<td>940.02</td>
<td>1,288.72</td>
<td>-27.1%</td>
<td>1.6%</td>
<td>3.1%</td>
</tr>
<tr>
<td>EBIT</td>
<td>7,921.59</td>
<td>5,074.65</td>
<td>56.1%</td>
<td>13.9%</td>
<td>12.1%</td>
</tr>
<tr>
<td>Other Income / (Loss)</td>
<td>1,051.79</td>
<td>985.97</td>
<td>6.7%</td>
<td>1.8%</td>
<td>2.4%</td>
</tr>
<tr>
<td>Exchange Gain / (Loss)</td>
<td>269.41</td>
<td>33.81</td>
<td>696.8%</td>
<td>0.5%</td>
<td>0.1%</td>
</tr>
<tr>
<td>PBT</td>
<td>9,242.79</td>
<td>6,094.43</td>
<td>51.7%</td>
<td>16.2%</td>
<td>14.6%</td>
</tr>
<tr>
<td>Tax</td>
<td>2,338.93</td>
<td>1,587.66</td>
<td>47.3%</td>
<td>4.1%</td>
<td>3.8%</td>
</tr>
<tr>
<td>PAT</td>
<td>6,903.86</td>
<td>4,506.77</td>
<td>53.2%</td>
<td>12.1%</td>
<td>10.8%</td>
</tr>
</tbody>
</table>
## Balance Sheet

<table>
<thead>
<tr>
<th>Particulars</th>
<th>As on March 31, 2022</th>
<th>As on March 31, 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>PPE and Intangible assets</td>
<td>16,406.93</td>
<td>4,691.23</td>
</tr>
<tr>
<td>Non-Current Assets</td>
<td>5,513.71</td>
<td>1,613.85</td>
</tr>
<tr>
<td>Cash and Investments</td>
<td>17,372.57</td>
<td>19,830.98</td>
</tr>
<tr>
<td>Other Current Assets</td>
<td>14,847.76</td>
<td>10,519.18</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>54,140.97</td>
<td>36,655.24</td>
</tr>
<tr>
<td><strong>Equity and Liabilities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Equity</td>
<td>33,682.20</td>
<td>27,956.66</td>
</tr>
<tr>
<td>Non-Current Liabilities</td>
<td>6,249.22</td>
<td>1,001.38</td>
</tr>
<tr>
<td>Current Liabilities</td>
<td>14,209.55</td>
<td>7,697.20</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>54,140.97</td>
<td>36,655.24</td>
</tr>
</tbody>
</table>

All figures in INR millions
Fact Sheet
## Fact Sheet

### Revenue Mix

<table>
<thead>
<tr>
<th>Description / %</th>
<th>Q4FY22</th>
<th>Q3FY22</th>
<th>Q2FY22</th>
<th>Q1FY22</th>
<th>Q4FY21</th>
<th>FY22</th>
<th>FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Services</td>
<td>91.1%</td>
<td>86.7%</td>
<td>87.5%</td>
<td>86.9%</td>
<td>85.1%</td>
<td>88.2%</td>
<td>83.4%</td>
</tr>
<tr>
<td>IP Led</td>
<td>8.9%</td>
<td>13.3%</td>
<td>12.5%</td>
<td>13.1%</td>
<td>14.9%</td>
<td>11.8%</td>
<td>16.6%</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>

### Segment Revenue Mix

<table>
<thead>
<tr>
<th>Description / %</th>
<th>Q4FY22</th>
<th>Q3FY22</th>
<th>Q2FY22</th>
<th>Q1FY22</th>
<th>Q4FY21</th>
<th>FY22</th>
<th>FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td>BFSI</td>
<td>32.4%</td>
<td>32.2%</td>
<td>30.7%</td>
<td>30.8%</td>
<td>30.1%</td>
<td>31.6%</td>
<td>30.8%</td>
</tr>
<tr>
<td>Healthcare &amp; Life Sciences</td>
<td>20.7%</td>
<td>20.7%</td>
<td>21.2%</td>
<td>20.5%</td>
<td>19.3%</td>
<td>20.8%</td>
<td>19.3%</td>
</tr>
<tr>
<td>Software, Hi-Tech &amp; Emerging Industries</td>
<td>46.9%</td>
<td>47.1%</td>
<td>48.1%</td>
<td>48.7%</td>
<td>50.6%</td>
<td>47.6%</td>
<td>49.9%</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>

### Revenue

<table>
<thead>
<tr>
<th>Nos. / %</th>
<th>Q4FY22</th>
<th>Q3FY22</th>
<th>Q2FY22</th>
<th>Q1FY22</th>
<th>Q4FY21</th>
<th>FY22</th>
<th>FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue from Operations, USD M</td>
<td>217.3</td>
<td>199.1</td>
<td>182.3</td>
<td>166.8</td>
<td>152.8</td>
<td>765.6</td>
<td>566.0</td>
</tr>
<tr>
<td>% Q-o-Q growth</td>
<td>9.1%</td>
<td>9.2%</td>
<td>9.3%</td>
<td>9.2%</td>
<td>4.6%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>% Y-o-Y growth</td>
<td>42.2%</td>
<td>36.2%</td>
<td>34.0%</td>
<td>27.3%</td>
<td>20.3%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Revenue from Operations, INR M</td>
<td>16,379</td>
<td>14,917</td>
<td>13,512</td>
<td>12,299</td>
<td>11,134</td>
<td>57,107</td>
<td>41,879</td>
</tr>
<tr>
<td>% Q-o-Q growth</td>
<td>9.8%</td>
<td>10.4%</td>
<td>9.9%</td>
<td>10.5%</td>
<td>3.5%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>% Y-o-Y growth</td>
<td>47.1%</td>
<td>38.7%</td>
<td>34.1%</td>
<td>24.1%</td>
<td>20.2%</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### % Q-o-Q growth

- Services: 9.1%
- IP Led: 9.8%
- Total: 100.0%

### % Y-o-Y growth

- Services: 42.2%
- IP Led: 47.1%
- Total: 100.0%
## Fact Sheet

### Geography

<table>
<thead>
<tr>
<th>Description / %</th>
<th>Q4FY22</th>
<th>Q3FY22</th>
<th>Q2FY22</th>
<th>Q1FY22</th>
<th>Q4FY21</th>
<th>FY22</th>
<th>FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td>North America</td>
<td>78.6%</td>
<td>79.2%</td>
<td>78.7%</td>
<td>78.9%</td>
<td>79.2%</td>
<td>78.8%</td>
<td>80.8%</td>
</tr>
<tr>
<td>Europe</td>
<td>8.4%</td>
<td>8.3%</td>
<td>8.8%</td>
<td>9.5%</td>
<td>10.0%</td>
<td>8.7%</td>
<td>9.2%</td>
</tr>
<tr>
<td>India</td>
<td>11.0%</td>
<td>10.9%</td>
<td>10.5%</td>
<td>9.8%</td>
<td>8.9%</td>
<td>10.6%</td>
<td>8.4%</td>
</tr>
<tr>
<td>ROW</td>
<td>2.0%</td>
<td>1.6%</td>
<td>2.0%</td>
<td>1.8%</td>
<td>1.9%</td>
<td>1.9%</td>
<td>1.6%</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>

### Revenue Concentration

<table>
<thead>
<tr>
<th>Description / %</th>
<th>Q4FY22</th>
<th>Q3FY22</th>
<th>Q2FY22</th>
<th>Q1FY22</th>
<th>Q4FY21</th>
<th>FY22</th>
<th>FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Top 1</td>
<td>14.0%</td>
<td>17.5%</td>
<td>16.9%</td>
<td>17.0%</td>
<td>17.9%</td>
<td>16.2%</td>
<td>18.4%</td>
</tr>
<tr>
<td>Top 5</td>
<td>32.5%</td>
<td>36.1%</td>
<td>35.8%</td>
<td>36.5%</td>
<td>36.4%</td>
<td>35.1%</td>
<td>38.7%</td>
</tr>
<tr>
<td>Top 10</td>
<td>42.1%</td>
<td>45.0%</td>
<td>45.4%</td>
<td>46.7%</td>
<td>46.3%</td>
<td>44.6%</td>
<td>47.7%</td>
</tr>
</tbody>
</table>

### Revenue by Delivery Centers

<table>
<thead>
<tr>
<th>Description / %</th>
<th>Q4FY22</th>
<th>Q3FY22</th>
<th>Q2FY22</th>
<th>Q1FY22</th>
<th>Q4FY21</th>
<th>FY22</th>
<th>FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Global Development Centers</td>
<td>34.5%</td>
<td>31.4%</td>
<td>30.4%</td>
<td>31.4%</td>
<td>30.4%</td>
<td>32.1%</td>
<td>31.8%</td>
</tr>
<tr>
<td>India</td>
<td>56.6%</td>
<td>55.3%</td>
<td>57.1%</td>
<td>55.5%</td>
<td>54.7%</td>
<td>56.1%</td>
<td>51.6%</td>
</tr>
<tr>
<td>IP Led</td>
<td>8.9%</td>
<td>13.3%</td>
<td>12.5%</td>
<td>13.1%</td>
<td>14.9%</td>
<td>11.8%</td>
<td>16.6%</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>
## Fact Sheet

### Clients Billed

<table>
<thead>
<tr>
<th></th>
<th>Q4FY22</th>
<th>Q3FY22</th>
<th>Q2FY22</th>
<th>Q1FY22</th>
<th>Q4FY21</th>
<th>FY22</th>
<th>FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Services</td>
<td>678</td>
<td>625</td>
<td>596</td>
<td>568</td>
<td>558</td>
<td>845</td>
<td>722</td>
</tr>
<tr>
<td>IP Led</td>
<td>125</td>
<td>122</td>
<td>130</td>
<td>132</td>
<td>140</td>
<td>237</td>
<td>239</td>
</tr>
</tbody>
</table>

### Client Engagement Size

<table>
<thead>
<tr>
<th></th>
<th>Q4FY22</th>
<th>Q3FY22</th>
<th>Q2FY22</th>
<th>Q1FY22</th>
<th>Q4FY21</th>
<th>FY22</th>
<th>FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Large &gt; USD 5M</td>
<td>25</td>
<td>24</td>
<td>22</td>
<td>21</td>
<td>17</td>
<td>25</td>
<td>17</td>
</tr>
<tr>
<td>Medium, USD 1M to USD 5M</td>
<td>93</td>
<td>90</td>
<td>84</td>
<td>76</td>
<td>66</td>
<td>93</td>
<td>66</td>
</tr>
</tbody>
</table>

### People Numbers

<table>
<thead>
<tr>
<th></th>
<th>Q4FY22</th>
<th>Q3FY22</th>
<th>Q2FY22</th>
<th>Q1FY22</th>
<th>Q4FY21</th>
<th>FY22</th>
<th>FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Technical</td>
<td>17,283</td>
<td>15,721</td>
<td>14,657</td>
<td>13,833</td>
<td>12,706</td>
<td>17,283</td>
<td>12,706</td>
</tr>
<tr>
<td>Sales and Business Development</td>
<td>317</td>
<td>294</td>
<td>296</td>
<td>308</td>
<td>273</td>
<td>317</td>
<td>273</td>
</tr>
<tr>
<td>Others</td>
<td>999</td>
<td>974</td>
<td>926</td>
<td>763</td>
<td>701</td>
<td>999</td>
<td>701</td>
</tr>
<tr>
<td>Total</td>
<td>18,599</td>
<td>16,989</td>
<td>15,879</td>
<td>14,904</td>
<td>13,680</td>
<td>18,599</td>
<td>13,680</td>
</tr>
</tbody>
</table>
## Fact Sheet

### Linear Revenue Per Billed PM*

<table>
<thead>
<tr>
<th></th>
<th>Q4FY22</th>
<th>Q3FY22</th>
<th>Q2FY22</th>
<th>Q1FY22</th>
<th>Q4FY21</th>
<th>FY22</th>
<th>FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Global Delivery Centers</td>
<td>16,383</td>
<td>16,043</td>
<td>16,544</td>
<td>17,004</td>
<td>16,603</td>
<td>16,459</td>
<td>16,851</td>
</tr>
<tr>
<td>India</td>
<td>4,317</td>
<td>4,252</td>
<td>4,307</td>
<td>4,286</td>
<td>4,203</td>
<td>4,291</td>
<td>4,250</td>
</tr>
</tbody>
</table>

### Attrition Rate

<table>
<thead>
<tr>
<th></th>
<th>Q4FY22</th>
<th>Q3FY22</th>
<th>Q2FY22</th>
<th>Q1FY22</th>
<th>Q4FY21</th>
<th>FY22</th>
<th>FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td>TTM Basis</td>
<td>26.6%</td>
<td>26.9%</td>
<td>23.6%</td>
<td>16.6%</td>
<td>11.7%</td>
<td>26.6%</td>
<td>11.7%</td>
</tr>
</tbody>
</table>

### IP Led

<table>
<thead>
<tr>
<th></th>
<th>Q4FY22</th>
<th>Q3FY22</th>
<th>Q2FY22</th>
<th>Q1FY22</th>
<th>Q4FY21</th>
<th>FY22</th>
<th>FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td>IP Led Person Months</td>
<td>3,225</td>
<td>3,911</td>
<td>4,000</td>
<td>3,918</td>
<td>3,546</td>
<td>15,055</td>
<td>15,076</td>
</tr>
</tbody>
</table>

### DSO

<table>
<thead>
<tr>
<th></th>
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<th>Q3FY22</th>
<th>Q2FY22</th>
<th>Q1FY22</th>
<th>Q4FY21</th>
<th>FY22</th>
<th>FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Days</td>
<td>59</td>
<td>58</td>
<td>55</td>
<td>54</td>
<td>55</td>
<td>59</td>
<td>55</td>
</tr>
</tbody>
</table>
## Efforts and Utilization Mix — Linear

<table>
<thead>
<tr>
<th>Description / Nos. / %</th>
<th>Q4FY22</th>
<th>Q3FY22</th>
<th>Q2FY22</th>
<th>Q1FY22</th>
<th>Q4FY21</th>
<th>FY22</th>
<th>FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Billable Person Months</strong></td>
<td>41,025</td>
<td>35,938</td>
<td>33,212</td>
<td>30,807</td>
<td>28,670</td>
<td>140,982</td>
<td>99,264</td>
</tr>
<tr>
<td><strong>Global Delivery Centers</strong></td>
<td>5,260</td>
<td>4,519</td>
<td>3,840</td>
<td>3,480</td>
<td>3,345</td>
<td>17,099</td>
<td>12,595</td>
</tr>
<tr>
<td><strong>India</strong></td>
<td>35,766</td>
<td>31,419</td>
<td>29,372</td>
<td>27,327</td>
<td>25,325</td>
<td>123,883</td>
<td>86,669</td>
</tr>
<tr>
<td><strong>Billed Person Months</strong></td>
<td>33.050</td>
<td>29.819</td>
<td>27.503</td>
<td>24.676</td>
<td>22.686</td>
<td>115,048</td>
<td>79,357</td>
</tr>
<tr>
<td><strong>Global Delivery Centers</strong></td>
<td>4,578</td>
<td>3,891</td>
<td>3,354</td>
<td>3,080</td>
<td>2,794</td>
<td>14,903</td>
<td>10,687</td>
</tr>
<tr>
<td><strong>India</strong></td>
<td>28,472</td>
<td>25,928</td>
<td>24,149</td>
<td>21,596</td>
<td>19,892</td>
<td>100,145</td>
<td>68,670</td>
</tr>
<tr>
<td><strong>Linear Utilization</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Blended</strong></td>
<td>80.6%</td>
<td>83.0%</td>
<td>82.8%</td>
<td>80.1%</td>
<td>79.1%</td>
<td>81.6%</td>
<td>79.9%</td>
</tr>
<tr>
<td><strong>Global Delivery Centers</strong></td>
<td>87.0%</td>
<td>86.1%</td>
<td>87.3%</td>
<td>88.5%</td>
<td>83.5%</td>
<td>87.2%</td>
<td>84.8%</td>
</tr>
<tr>
<td><strong>India</strong></td>
<td>79.6%</td>
<td>82.5%</td>
<td>82.2%</td>
<td>79.0%</td>
<td>78.5%</td>
<td>80.8%</td>
<td>79.2%</td>
</tr>
</tbody>
</table>