

## Appendix I

### Comparison Of Frontline Software Companies On Financial & Operational Parameters

Parameters	For Q1 FY07			
	Infosys	TCS	Wipro	Satyam
<b>Financial Data</b>				
Consolidated Revenue (Rs. in Crore)	3,015.00	4,227.19	3,194.00	1,442.93
Growth over corresponding quarter of previous year (%)	45.60	46.27	39.81	36.29
Total Expenses - Excluding Int. Dep. & Tax (Rs. in Crore)	2,126.00	3,156.95	2,475.20	1,087.92
PAT (Rs. in Crore)	800.00	882.66	620.39	354.12
Growth over corresponding quarter of previous year (%)	49.20	34.99	44.95	86.18
PAT Margin (%)	26.53	20.88	19.42	24.54
Face Value of Shares (Rs.)	5.00	1.00	2.00	2.00
Basic EPS (Rs. - Annualised) (Without bonus Impact)	114.84	72.16	17.48	43.48
No. of Employees added during the quarter (Net)	5,694	4,698	2,841	1,123
Total No. of Employees	58,409	71,190	40,496	27,634
Revenue per employee (Rs. - Annualised)	2,064,750	2,375,159	3,154,879	2,088,630
Expenses per employee (Rs. - Annualised)	1,455,940	1,773,817	2,444,883	1,574,756
Market Price (25.07.2006)	1,610.00	1,846.00	470.00	731.00
Price Earning Ratio (TTM)	33.05	31.73	30.13	20.33
<b>Revenue by Verticals (%)</b>				
BFSI	36.4	41.2	22.9	29.7
Manufacturing	14.5	16.0	10.0	27.8
Telecom & Technology	17.7	16.5	5.8	19.1
Life Science & Healthcare	0.0	4.1	0.0	6.5
Energy & Utilities	5.4	2.6	9.8	0.0
Retail, Transport & Logistics	13.0	10.3	18.3	5.4
Services	8.7	0.0	30.6	0.0
Others	4.3	9.3	2.6	11.5
	100.0	100.0	100.0	100.0
<b>Revenue by Services (%)</b>				
Application Development & Maintenance	53.8	68.9	59.6	48.5
Package Implementation	16.5	25.3	10.7	0.0
Others	29.7	5.8	29.7	51.5
	100.0	100.0	100.0	100.0
<b>Revenue by Geographical Segments (%)</b>				
U.S.A.	64.0	56.1	62.7	65.9
Europe	26.2	27.7	32.6	17.6
Others	9.8	16.2	4.7	16.5
	100.0	100.0	100.0	100.0
<b>Revenue by Project Type (%)</b>				
Fixed Price	26.9	43.6	21.9	37.9
Time & Materials	73.1	56.4	78.1	62.1
	100.0	100.0	100.0	100.0
<b>Revenue by Client Type</b>				
No. of Active Clients	469	764	565	489
Clients added during the quarter	38	62	60	34
Top Client	5.80%	4.00%	3.60%	7.12%
Top 5 Client	19.50%	17%	15.80%	22.68%
Top 10 Clients	31.70%	26.80%	27.10%	34.43%
Repeat Business	97.00%	98.80%	99.40%	87%
US\$ 1 Mn. Clients	221	258	139	142
US\$ 5 Mn. Clients	94	97	36	51
US\$ 10 Mn. Clients	136	108	58	33
<b>Revenue by Operational Site (%)</b>				
Onsite	50.5	58.7	53.4	52.8
Offshore	49.5	38.1	46.6	47.2
	100.0	96.8	100.0	100.0