

## Quarterly Results Analysis - First Quarter 2003 - 2004

REVENUE BY GEOGRAPHICAL AREA					
	This Quarter	Last Quarter	This Quarter last FY	LTM June 30, 2003	LTM June 30, 2002
	%	%	%	%	%
North America	74.7	71.7	72.3	73.6	71.3
Europe	17.4	18.7	19.3	17.3	19.3
India	2.1	2.8	1.8	2.2	1.8
Rest of the world	5.8	6.8	6.6	6.9	7.6
<b>Total</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>

REVENUE BY SERVICE OFFERING					
	This Quarter	Last Quarter	This Quarter last FY	LTM June 30, 2003	LTM June 30, 2002
	%	%	%	%	%
Development	27.8	31.2	33.3	30.6	32.1
Maintenance	26.9	26.3	30.4	27.4	29.5
Re-engineering	6.7	5.4	5.5	5.8	8.5
Package implementation	13.5	14.1	8.1	12.2	9.6
Consulting	4.4	3.9	4.2	4.3	4.0
Testing	4.4	3.7	3.4	3.7	3.0
Engineering services	2.6	2.4	3.0	2.5	2.8
Other services	10.1	8.2	8.3	9.0	6.4
<b>Total services</b>	<b>96.4</b>	<b>95.2</b>	<b>96.2</b>	<b>95.5</b>	<b>95.9</b>
Products	3.6	4.8	3.8	4.5	4.1
<b>Total revenues</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>

REVENUE BY PROJECT AREA					
	This Quarter	Last Quarter	This Quarter last FY	LTM June 30, 2003	LTM June 30, 2002
	%	%	%	%	%
Fixed Price	35.9	37.2	35.5	36.7	33.7
Time & Materials	64.1	62.8	64.5	63.3	66.3
<b>Total</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>

"This quarter" refers to the quarter ended June 30, 2003

"Last quarter" refers to the quarter ended March 31, 2003

"This quarter last FY" refers to the quarter ended June 30, 2002

LTM - Last Twelve Months

### REVENUE BY INDUSTRY CLASS

	This Quarter	Last Quarter	This Quarter last FY	LTM June 30, 2003	LTM June 30, 2002
	%	%	%	%	%
Insurance, banking & financial services	<b>37.4</b>	37.0	36.9	37.7	36.7
Insurance	<b>13.9</b>	12.2	15.7	13.9	16.1
Banking & financial services	<b>23.5</b>	24.8	21.2	23.8	20.6
Manufacturing	<b>15.6</b>	15.1	16.4	16.2	16.7
Retail	<b>11.6</b>	11.1	11.6	11.4	12.4
Telecom	<b>14.6</b>	16.3	15.2	15.0	15.3
Energy & Utilities	<b>3.5</b>	3.5	2.4	3.2	2.1
Transportation & logistics	<b>7.1</b>	7.3	6.7	6.9	3.9
Others	<b>10.2</b>	9.7	10.8	9.6	12.9
<b>Total</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>

### CLIENT CONCENTRATION

	This Quarter	Last Quarter
	%	%
Active Clients	<b>346</b>	345
Added during quarter	<b>22</b>	28
% revenue - top client	<b>5.7</b>	6.1
% revenue top-5 clients	<b>23.7</b>	24.2
% revenue top-10 clients	<b>36.7</b>	37.0
Clients accounting for >5% of revenue	<b>2</b>	2

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