

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
Total	100.0	100.0	100.0	100.0	100.0

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
Total services	96.4	95.2	96.2	95.5	95.9
Products	3.6	4.8	3.8	4.5	4.1
Total revenues	100.0	100.0	100.0	100.0	100.0

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
Total	100.0	100.0	100.0	100.0	100.0

"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	37.4	37.0	36.9	37.7	36.7
Insurance	13.9	12.2	15.7	13.9	16.1
Banking & financial services	23.5	24.8	21.2	23.8	20.6
Manufacturing	15.6	15.1	16.4	16.2	16.7
Retail	11.6	11.1	11.6	11.4	12.4
Telecom	14.6	16.3	15.2	15.0	15.3
Energy & Utilities	3.5	3.5	2.4	3.2	2.1
Transportation & logistics	7.1	7.3	6.7	6.9	3.9
Others	10.2	9.7	10.8	9.6	12.9
Total	100.0	100.0	100.0	100.0	100.0

CLIENT CONCENTRATION

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

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