


Mahindra Satyam

All Metrics are on Stand Alone Basis (SA)

Geography wise Revenue Break-up	Q3FY12	Q2FY12	Q3FY11
Americas	50%	52%	52%
Europe	25%	24%	29%
ROW	25%	24%	18%
Total	100%	100%	100%

Vertical wise Revenue Break-up	Q3FY12	Q2FY12	Q3FY11
Manufacturing	32%	32%	31%
TME #	19%	21%	19%
BFSI	21%	19%	19%
Retail, T&L	11%	11%	11%
Healthcare & Life Sciences	6%	7%	9%
Others	11%	10%	11%
Total	100%	100%	100%

Technology, Media & Entertainment

Location wise Revenue Break-up	Q3FY12	Q2FY12	Q3FY11
Onsite	51%	52%	59%
Offshore	49%	48%	41%
Total	100%	100%	100%

Revenue Break-up by Contract Type	Q3FY12	Q2FY12	Q3FY11
T&M	49%	52%	54%
Fixed Price	51%	48%	46%
Total	100%	100%	100%

Client Details	Q3FY12	Q2FY12	Q3FY11
Total Active Clients	217	228	217
No. of million dollar clients			
US\$ 1 Mn Clients	125	124	121
US\$ 5 Mn Clients	46	47	45
US\$ 10 Mn Clients	30	35	31
US\$ 20 Mn Clients	16	16	10
US\$ 50 Mn Clients	3	3	2

Client Contribution	Q3FY12	Q2FY12	Q3FY11
Top Client	11%	10%	10%
Top 5 Clients	27%	27%	27%
Top 10 Clients	41%	39%	40%
Top 20 Clients	59%	57%	57%

Manpower Details	Q3FY12	Q2FY12	Q3FY11
Technical (including sub cons)	25449	25405	22,505
Support	2712	2634	2,504
Subsidiary	4119	4053	3,823
BPO	2847	2807	2,657
Total (including Subsidiaries)	32280	32092	28,832
Attrition % - IT (SA)	16%	16%	25%

