Fact Sheet Q1 FY 11

PERSISTENT
Partners in Innovation

Fact Sheet

PERSISTENT

		Q1 FY 11	Q4 FY 10	Q3 FY 10	Q2 FY 10	Q1 FY 10	FY 10	FY 09
Revenue	Total Revenue, US $ Mn	39.49	37.33	33.96	28.73	27.28	127.30	127.92
	%, q-o-q/ y-o-y growth	5.8%	9.9%	18.2%	5.3%	-7.9%	-0.5%	20.9%
	Revenue from Operations, INR Mn	1,810.89	1,717.44	1,583.52	1,390.17	1,320.44	6,011.56	5,938.31
	%, q-o-q	5.4%	8.5%	13.9%	5.3%	-11.4%	1.2%	39.8%

	%	Q1 FY 11	Q4 FY 10	Q3 FY 10	Q2 FY 10	Q1 FY 10	FY 10	FY 09
Segments	Telecom	18.5%	20.3%	23.0%	24.9%	24.0%	22.8%	20.9%
	Infrastructure and Systems	71.7%	69.7%	66.5%	63.9%	62.7%	66.0%	66.7%
	Life Sciences	9.7%	10.0%	10.5%	11.2%	13.3%	11.1%	12.4%
	Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

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PERSISTENT

Geography	%	Q1 FY 11	Q4 FY 10	Q3 FY 10	Q2 FY 10	Q1 FY 10	FY 10	FY 09
	North Americas	85.1%	87.0%	82.0%	85.1%	84.9%	84.8%	87.3%
	Europe	6.5%	6.4%	8.2%	8.5%	10.4%	8.2%	8.6%
	Asia-Pacific	8.4%	6.6%	9.8%	6.3%	4.7%	7.0%	4.0%
	Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Onsite: Offshore Mix	%	Q1 FY 11	Q4 FY 10	Q3 FY 10	Q2 FY 10	Q1 FY 10	FY 10	FY 09
	Onsite	19.3%	18.2%	11.6%	10.5%	8.7%	12.7%	14.2%
	Offshore	80.7%	81.8%	88.4%	89.5%	91.3%	87.3%	85.8%
	Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

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Revenue Mix	%	Q1 FY 11	Q4 FY 10	Q3 FY 10	Q2 FY 10	Q1 FY 10	FY 10	FY 09
	T&E	81.3%	80.6%	74.3%	77.4%	76.4%	77.3%	80.5%
	FPP	9.8%	11.7%	16.9%	16.9%	17.5%	15.5%	14.3%
	IP driven	8.9%	7.8%	8.9%	5.7%	6.1%	7.2%	5.2%
	Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Repeat Business	%	Q1 FY 11	Q4 FY 10	Q3 FY 10	Q2 FY 10	Q1 FY 10	FY 10	FY 09
		98.8%	88.6%	87.8%	93.0%	97.5%	91.3%	90.3%

Clients Billed	Nos.	Q1 FY 11	Q4 FY 10	Q3 FY 10	Q2 FY 10	Q1 FY 10	FY 10	FY 09
		196	195	195	196	210	293	297

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Client Engagement Size	Nos.	Q1 FY 11	Q4 FY 10	Q3 FY 10	Q2 FY 10	Q1 FY 10	FY 10	FY 09
	Large > $ 3Mn	9	8	8	7	7	6	7
	Medium > $ 1Mn, < $ 3Mn	22	23	19	15	18	16	19
	Small Upto $ 1 Mn	165	164	168	174	185	271	271
	Total	196	195	195	196	210	293	297

DSO	Days	Q1 FY 11	Q4 FY 10	Q3 FY 10	Q2 FY 10	Q1 FY 10	FY 10	FY 09
		61	67	64	59	66	67	58

Billing Rates	USD/p.p.m	Q1 FY 11	Q4 FY 10	Q3 FY 10	Q2 FY 10	Q1 FY 10	FY 10	FY 09
	Onsite	12,470	12,564	12,052	12,379	12,408	12,379	13,054
	Offshore	3,608	3,546	3,616	3,548	3,497	3,553	3,625

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Yield	USD/p.p.m	Q1 FY 11	Q4 FY 10	Q3 FY 10	Q2 FY 10	Q1 FY 10	FY 10	FY 09
		3,263	3,190	3,080	2,801	2,631	2,937	2,970

Revenue Concentration	%.	Q1 FY 11	Q4 FY 10	Q3 FY 10	Q2 FY 10	Q1 FY 10	FY 10	FY 09
	Top 1	13.6%	14.7%	10.1%	10.5%	9.3%	11.0%	9.3%
	Top 5	38.2%	41.5%	33.7%	30.0%	28.3%	33.3%	26.4%
	Top 10	49.2%	51.7%	46.0%	42.5%	40.5%	43.8%	37.4%

People Numbers	Nos.	Q1 FY 11	Q4 FY 10	Q3 FY 10	Q2 FY 10	Q1 FY 10	FY 10	FY 09
	Technical	4,554	4,321	4,190	3,977	3,757	4,321	3,900
	Sales & Business Development	79	71	67	70	68	71	64
	Rest	278	270	261	258	256	270	245
	Grand Total	4,911	4,662	4,518	4,305	4,081	4,662	4,209

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Investment in IP Led work	%	Q1 FY 11	Q4 FY 10	Q3 FY 10	Q2 FY 10	Q1 FY 10	FY 10	FY 09
	Technical time spent	4.3%	4.3%	4.8%	4.8%	4.7%	4.9%	5.1%

Utilization	%	Q1 FY 11	Q4 FY 10	Q3 FY 10	Q2 FY 10	Q1 FY 10	FY 10	FY 09
		76.8%	76.5%	72.6%	72.0%	68.9%	72.6%	72.6%

Attrition Rate	%	Q1 FY 11	Q4 FY 10	Q3 FY 10	Q2 FY 10	Q1 FY 10	FY 10	FY 09
		16.3%	13.7%	10.8%	10.5%	12.4%	13.7%	13.6%