

DISCLAIMER:

The Company strongly encourages investors to read its annual and quarterly filings with the Securities and Exchange Commission (the "SEC Filings"), including the financial statements and description of risk factors therein.

Although certain information included in this chart is intended to be identical to information in the SEC Filings, in the event of a conflict between information included in the SEC Filings and in this chart, the SEC Filings should be relied upon.

Other information included in this chart represents financial metrics compiled by the Company for internal use in analyzing certain aspects of its business (the "Internal Metrics").

The Company disclaims any obligation to update this chart to reflect future events or circumstances or to correct inaccuracies in historical information.

All numbers in \$ 000 Unless otherwise noted	2013 (1)				2012 (1)				Full Year (1)		
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1	2013	2012	2011
Service Revenue											
Consolidated	\$ 328,653	\$ 323,793	\$ 314,334	\$ 292,638	\$ 293,175	\$ 288,467	\$ 278,989	\$ 260,379	\$ 1,259,418	\$ 1,121,010	\$ 1,021,083
Y/Y Growth Rate	12%	12%	13%	12%	12%	10%	10%	8%	12%	10%	24%
Q/Q Growth Rate	2%	3%	7%	0%	2%	3%	7%	-1%	N/A	N/A	N/A
Y/Y in Constant Currency	13%	13%	13%	13%	11%	11%	11%	8%	13%	11%	22%
Q/Q in Constant Currency	1%	3%	8%	0%	1%	3%	7%	-1%	N/A	N/A	N/A
Geographic Region											
US	\$ 208,418	\$ 211,271	\$ 196,444	\$ 182,201	\$ 177,778	\$ 177,064	\$ 173,007	\$ 162,732	\$ 798,334	\$ 690,581	\$ 625,025
International	\$ 120,235	\$ 112,522	\$ 117,890	\$ 110,437	\$ 115,397	\$ 111,403	\$ 105,982	\$ 97,647	\$ 461,084	\$ 430,429	\$ 396,058
Industry as % of Total											
Technology & Communication	7%	9%	8%	7%	7%	7%	8%	9%	8%	8%	12%
Energy Services	9%	9%	9%	9%	8%	8%	7%	8%	9%	8%	8%
Government, Health & Education	11%	10%	11%	10%	10%	10%	10%	11%	11%	10%	11%
Financial Services	32%	31%	30%	32%	33%	32%	30%	28%	31%	31%	31%
Consumer, Travel and Automotive	41%	41%	42%	42%	42%	42%	45%	45%	41%	43%	38%
Other Information											
Top 5 Clients	16%	16%	19%	21%	21%	21%	21%	20%	18%	21%	19%
Top 10 Clients	28%	29%	33%	36%	36%	35%	35%	35%	31%	35%	33%
Long Term and Retainer Revenues (2)	48%	50%	51%	55%	51%	55%	51%	50%	51%	52%	48%
Operating Expenses, Gross Margin, Operating Profit, Net Income											
GAAP											
Project Personnel	65.9%	67.8%	67.5%	70.9%	67.1%	67.9%	69.5%	71.1%	67.9%	68.9%	68.3%
Gross Margin	34.1%	32.2%	32.5%	29.1%	32.9%	32.1%	30.5%	28.9%	32.1%	31.1%	31.7%
Sales & Marketing	4.2%	3.7%	4.1%	4.0%	3.9%	3.9%	4.0%	4.1%	4.0%	4.0%	3.8%
General & Administrative	17.0%	16.2%	17.1%	18.5%	17.3%	16.2%	17.3%	18.0%	17.0%	17.1%	16.9%
Income from Operations	\$ 37,995	\$ 37,593	\$ 33,524	\$ 11,222	\$ 28,895	\$ 30,757	\$ 22,287	\$ 14,082	\$ 120,334	\$ 96,021	\$ 97,235
As % of Revenue	11.6%	11.6%	10.7%	3.8%	9.9%	10.7%	8.0%	5.4%	9.6%	8.6%	9.5%
Net Income attributable to Sapient Corporation	\$ 22,674	\$ 26,345	\$ 22,793	\$ 5,915	\$ 17,973	\$ 20,064	\$ 13,070	\$ 7,712	\$ 77,727	\$ 58,819	\$ 66,757
As % of Revenue	6.9%	8.1%	7.3%	2.0%	6.1%	7.0%	4.7%	3.0%	6.2%	5.2%	6.6%
Diluted Earnings Per Share	\$ 0.16	\$ 0.19	\$ 0.16	\$ 0.04	\$ 0.13	\$ 0.14	\$ 0.09	\$ 0.05	\$ 0.54	\$ 0.41	\$ 0.47
Non-GAAP (3)											
Project Personnel	64.4%	66.3%	65.9%	69.4%	65.7%	66.6%	68.0%	69.8%	66.4%	67.5%	67.0%
Gross Margin	35.6%	33.7%	34.1%	30.6%	34.3%	33.4%	32.0%	30.2%	33.6%	32.5%	33.0%
Sales & Marketing	4.2%	3.6%	4.0%	3.9%	3.8%	3.9%	3.9%	4.0%	3.9%	3.9%	3.7%
General & Administrative	16.2%	15.3%	16.3%	17.7%	16.7%	15.6%	16.6%	17.4%	16.3%	16.6%	16.7%
Income from Operations	\$ 49,930	\$ 48,052	\$ 43,306	\$ 26,443	\$ 40,388	\$ 40,376	\$ 31,951	\$ 22,901	\$ 167,731	\$ 135,616	\$ 128,172
As % of Revenue	15.2%	14.8%	13.8%	9.0%	13.8%	14.0%	11.5%	8.8%	13.3%	12.1%	12.6%
Net Income attributable to Sapient Corporation	\$ 30,351	\$ 33,118	\$ 29,372	\$ 16,348	\$ 25,867	\$ 26,614	\$ 19,638	\$ 13,788	\$ 109,189	\$ 85,907	\$ 87,405
As % of Revenue	9.2%	10.2%	9.3%	5.6%	8.8%	9.2%	7.0%	5.3%	8.7%	7.7%	8.6%
Diluted Earnings Per Share	\$ 0.21	\$ 0.23	\$ 0.21	\$ 0.11	\$ 0.18	\$ 0.19	\$ 0.14	\$ 0.10	\$ 0.77	\$ 0.60	\$ 0.62
Weighted Average Shares Diluted	143,087	142,261	142,901	142,206	140,877	140,158	143,512	143,916	142,636	142,109	141,996
Book Income Tax Rate %	43%	33%	34%	51%	40%	36%	44%	52%	38%	42%	36%
Balance Sheet, Cash Flow											
Cash Flow from Operations	\$ 79,830	\$ 35,069	\$ 49,790	\$ (9,407)	\$ 68,697	\$ 38,244	\$ 17,671	\$ (13,809)	\$ 155,282	\$ 110,803	\$ 131,868
Net Cash Flow for the Period	\$ 64,874	\$ 23,233	\$ 35,473	\$ (19,988)	\$ 34,517	\$ 39,562	\$ (37,002)	\$ (15,445)	\$ 103,592	\$ 21,632	\$ (7,042)
Cash Equivalents and Marketable Securities	\$ 345,588	\$ 282,209	\$ 258,033	\$ 226,022	\$ 253,501	\$ 212,405	\$ 173,047	\$ 208,695	\$ 345,588	\$ 253,501	\$ 225,649
Accounts Receivable, Net	\$ 184,174	\$ 175,618	\$ 156,182	\$ 158,354	\$ 168,951	\$ 174,334	\$ 149,907	\$ 137,626	\$ 184,174	\$ 168,951	\$ 156,109
Days Sales Outstanding	63	69	62	65	63	67	66	69	NA	NA	NA
Segment Revenues and Contribution Margin											
SapientNitro											
Revenues	\$ 222,723	\$ 219,784	\$ 212,695	\$ 195,846	\$ 200,189	\$ 196,298	\$ 194,221	\$ 181,175	\$ 851,048	\$ 771,883	\$ 685,719
Y/Y Growth Rate	11%	12%	10%	8%	9%	10%	15%	17%	10%	13%	33%
Q/Q Growth Rate	1%	3%	9%	-2%	2%	1%	7%	-2%	N/A	N/A	N/A
Y/Y in Constant Currency	12%	13%	10%	9%	9%	11%	17%	18%	11%	13%	31%
Q/Q in Constant Currency	1%	4%	9%	-2%	2%	1%	8%	-2%	N/A	N/A	N/A
Contribution Margin	\$ 76,736	\$ 73,668	\$ 69,873	\$ 55,724	\$ 64,015	\$ 63,516	\$ 61,280	\$ 52,688	\$ 276,001	\$ 241,498	\$ 222,564
Contribution Margin %	34%	34%	33%	28%	32%	32%	32%	29%	32%	31%	32%
Sapient Global Markets											
Revenues	\$ 91,485	\$ 88,666	\$ 87,542	\$ 83,056	\$ 80,819	\$ 79,591	\$ 71,564	\$ 66,134	\$ 350,749	\$ 298,108	\$ 282,981
Y/Y Growth Rate	13%	11%	22%	26%	21%	13%	-1%	-10%	18%	5%	9%
Q/Q Growth Rate	3%	1%	5%	3%	2%	11%	8%	-1%	N/A	N/A	N/A
Y/Y in Constant Currency	14%	12%	23%	26%	21%	14%	0%	-9%	18%	6%	7%
Q/Q in Constant Currency	3%	2%	6%	3%	1%	11%	9%	-1%	N/A	N/A	N/A
Contribution Margin	\$ 30,962	\$ 27,900	\$ 27,550	\$ 24,013	\$ 25,192	\$ 25,405	\$ 20,578	\$ 17,502	\$ 110,425	\$ 88,678	\$ 84,660
Contribution Margin %	34%	31%	31%	29%	31%	32%	29%	26%	31%	30%	30%
Sapient Government Services											
Revenues	\$ 14,445	\$ 15,343	\$ 14,097	\$ 13,736	\$ 12,167	\$ 12,578	\$ 13,204	\$ 13,070	\$ 57,621	\$ 51,019	\$ 52,383
Y/Y Growth Rate	19%	22%	7%	5%	4%	-7%	-3%	-3%	13%	-3%	8%
Q/Q Growth Rate	-6%	9%	3%	13%	-3%	-5%	1%	11%	N/A	N/A	N/A
Y/Y in Constant Currency	19%	22%	7%	5%	4%	-7%	-3%	-3%	13%	-3%	8%
Q/Q in Constant Currency	-6%	9%	3%	13%	-3%	-5%	1%	11%	N/A	N/A	N/A
Contribution Margin	\$ 4,154	\$ 4,840	\$ 3,926	\$ 3,890	\$ 3,420	\$ 3,555	\$ 3,801	\$ 3,315	\$ 16,810	\$ 14,091	\$ 13,745
Contribution Margin %	29%	31%	28%	28%	28%	28%	29%	25%	29%	28%	26%
People											
Ending People Count	11,868	11,595	11,143	11,087	10,709	10,411	10,134	10,144	11,868	10,709	9,950
Net Change over prior quarter (year for FY)	273	452	56	378	298	277	(10)	194	1,159	759	935
Total Delivery People	10,634	10,401	9,969	9,904	9,530	9,223	8,949	8,983	10,634	9,530	8,836
The Americas	2,680	2,584	2,527	2,500	2,402	2,286	2,187	2,165	2,680	2,402	2,034
Europe	861	877	870	901	887	885	888	893	861	887	857
Asia Pacific	7,093	6,940	6,572	6,503	6,241	6,052	5,874	5,925	7,093	6,241	5,945
Annualized Voluntary Turnover	14.7%	17.5%	17.6%	13.7%	12.0%	16.7%	16.3%	13.2%	15.8%	14.4%	18.8%
Average Utilization (4)	72%	72%	72%	71%	74%	73%	73%	70%	72%	73%	71%

(1) The Company has restated its consolidated financial statements for the years ended December 31, 2012 and 2011 and its unaudited quarterly financial information for each of the quarters in the year ended December 31, 2012 and for the first three quarters in the year ended December 31, 2013, to correct primarily the manner in which the Company recorded certain tax liabilities resulting from the movement of our employees globally. As disclosed previously in the Company's Quarterly Report on Form 10-Q for the quarter ended March 31, 2013, the Company identified certain prior period errors which affected the interim and annual periods in the years ended December 31, 2006 through 2012. The prior period errors primarily relate to the Company's unrecorded corporate income and employment tax liabilities resulting from cross-border mobility of employees into various countries in prior periods. More specifically, the Company concluded that during those prior periods several of its subsidiaries had created previously unrecognized permanent establishments in foreign tax jurisdictions as a result of employees working in those foreign countries, which triggered corporate income tax liabilities for those subsidiaries and individual-tax liabilities for some of those employees. The Company also has corrected certain other immaterial prior period errors in the Company's consolidated financial statements into the periods in which they originated. For additional information please refer to our annual Form 10-K for the year ended December 31, 2013, Note 21 - Restatement.

(2) Long-Term and Retainer Revenues are revenues from contracts with durations of at least twelve months, as well as revenues from applications management and long-term support projects, which are cancelable.

(3) Non-GAAP expenses exclude: Stock-Based Compensation, Amortization of Intangible Assets, Restructuring, Acquisition costs and related expenses, Stock based compensation review and restatement expenses and benefits and other one time events.

(4) Excludes people of DAD, Second Story, (m)Phasize, iThink, La Comunidad and the Asia Pacific region from the Nitro Group acquisition.