



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	2012			2011			2010			2009			Full Year				
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1	2011	2010	2009
Service Revenue																	
Consolidated	\$ 278,989	\$ 260,622	\$ 262,154	\$ 262,730	\$ 254,616	\$ 241,340	\$ 222,880	\$ 217,057	\$ 200,351	\$ 183,223	\$ 183,450	\$ 165,541	\$ 147,534	\$ 142,359	\$ 1,020,840	\$ 823,511	\$ 638,884
Y/Y Growth Rate	10%	8%	18%	21%	27%	32%	21%	31%	36%	29%	11%	-7%	-11%	-8%	24%	29%	-4%
Q/Q Growth Rate	7%	-1%	0%	3%	6%	8%	3%	8%	9%	0%	11%	12%	4%	-14%	N/A	N/A	N/A
Y/Y in Constant Currency	11%	8%	18%	19%	24%	30%	22%	32%	36%	24%	8%	-3%	-4%	2%	22%	28%	1%
Q/Q in Constant Currency	7%	-1%	1%	4%	5%	8%	1%	7%	11%	1%	10%	10%	1%	-11%	N/A	N/A	N/A
Geographic Region																	
US	\$ 173,007	\$ 162,732	\$ 164,206	\$ 160,561	\$ 155,698	\$ 144,560	\$ 131,642	\$ 128,315	\$ 118,517	\$ 105,434	\$ 99,290	\$ 88,876	\$ 84,437	\$ 80,489	\$ 625,025	\$ 483,908	\$ 353,092
International	\$ 105,982	\$ 97,890	\$ 97,948	\$ 102,169	\$ 98,918	\$ 96,780	\$ 91,238	\$ 88,742	\$ 81,834	\$ 77,789	\$ 84,160	\$ 76,665	\$ 63,097	\$ 61,870	\$ 395,815	\$ 339,603	\$ 285,792
Industry as % of Total																	
Technology & Communication	8%	8%	10%	12%	12%	13%	14%	14%	14%	15%	14%	16%	17%	17%	12%	14%	16%
Energy Services	7%	8%	8%	7%	8%	9%	9%	9%	9%	12%	14%	14%	13%	13%	8%	10%	13%
Government, Health & Education	10%	11%	11%	12%	11%	11%	11%	12%	13%	15%	14%	14%	14%	15%	11%	13%	14%
Financial Services	30%	28%	29%	30%	33%	33%	33%	33%	34%	29%	30%	32%	34%	35%	31%	32%	33%
Consumer, Travel and Automotive	45%	45%	42%	39%	37%	34%	33%	32%	30%	29%	28%	24%	22%	20%	38%	31%	24%
Other Information																	
Top 5 Clients	21%	20%	18%	19%	21%	21%	19%	20%	19%	21%	20%	21%	23%	22%	19%	19%	21%
Top 10 Clients	35%	34%	32%	33%	35%	35%	33%	35%	32%	35%	35%	35%	36%	36%	33%	33%	35%
Long Term and Retainer Revenues (1)	51%	50%	52%	48%	46%	47%	48%	46%	45%	45%	47%	44%	44%	41%	48%	46%	44%
Operating Expenses, Gross Margin, Operating Profit, Net Income																	
GAAP																	
Project Personnel	68.9%	70.4%	65.1%	67.2%	69.4%	69.1%	66.8%	68.2%	69.6%	69.7%	65.2%	69.0%	69.1%	70.4%	67.7%	68.5%	68.2%
Gross Margin	31.1%	29.6%	34.9%	32.8%	30.6%	30.9%	33.2%	31.8%	30.4%	30.3%	34.8%	31.0%	30.9%	29.6%	32.3%	31.5%	31.8%
Sales & Marketing	4.0%	4.1%	3.8%	4.1%	4.2%	4.2%	4.8%	4.3%	5.1%	4.7%	5.2%	4.9%	4.9%	5.0%	3.8%	4.7%	5.0%
General & Administrative	17.2%	17.9%	17.3%	16.9%	16.9%	16.2%	18.0%	17.7%	18.2%	19.6%	18.4%	18.2%	18.8%	18.5%	16.8%	18.3%	18.5%
Income from Operations	\$ 24,305	\$ 16,113	\$ 33,430	\$ 29,124	\$ 23,130	\$ 18,488	\$ 22,059	\$ 19,978	\$ 12,859	\$ 9,002	\$ 19,168	\$ 7,751	\$ 8,466	\$ 5,035	\$ 104,172	\$ 63,898	\$ 40,420
As % of Revenue	8.7%	6.2%	12.8%	11.1%	9.1%	7.7%	9.9%	9.2%	6.4%	4.9%	10.4%	4.7%	5.7%	3.5%	10.2%	7.8%	6.3%
Net Income	\$ 14,680	\$ 9,482	\$ 27,154	\$ 19,102	\$ 15,204	\$ 12,158	\$ 15,687	\$ 14,275	\$ 7,604	\$ 6,239	\$ 70,099	\$ 5,993	\$ 7,596	\$ 4,498	\$ 73,618	\$ 43,805	\$ 88,126
As % of Revenue	5.3%	3.6%	10.4%	7.3%	6.0%	5.0%	7.0%	6.6%	3.8%	3.4%	38.2%	3.6%	5.1%	3.2%	7.2%	5.3%	13.8%
Diluted Earnings Per Share	\$ 0.10	\$ 0.07	\$ 0.19	\$ 0.13	\$ 0.11	\$ 0.09	\$ 0.11	\$ 0.10	\$ 0.06	\$ 0.05	\$ 0.51	\$ 0.04	\$ 0.06	\$ 0.03	\$ 0.52	\$ 0.32	\$ 0.66
Non-GAAP (2)																	
Project Personnel	67.4%	69.0%	63.9%	65.8%	68.0%	68.0%	65.7%	66.9%	68.1%	68.6%	64.0%	67.7%	67.7%	69.0%	66.4%	67.2%	66.9%
Gross Margin	32.6%	31.0%	36.1%	34.2%	32.0%	32.0%	34.3%	33.1%	31.9%	31.4%	36.0%	32.3%	32.3%	31.0%	33.6%	32.8%	33.1%
Sales & Marketing	3.9%	4.0%	3.7%	3.2%	3.9%	4.1%	4.7%	4.3%	4.9%	4.6%	5.0%	4.7%	4.6%	4.7%	3.7%	4.6%	4.8%
General & Administrative	16.5%	17.4%	16.7%	16.5%	16.3%	17.2%	17.3%	17.0%	17.2%	18.7%	17.5%	17.4%	18.0%	18.4%	16.7%	17.5%	17.8%
Income from Operations	\$ 33,969	\$ 24,932	\$ 41,262	\$ 38,140	\$ 29,928	\$ 25,779	\$ 27,578	\$ 25,602	\$ 19,750	\$ 14,796	\$ 24,767	\$ 16,842	\$ 14,216	\$ 11,180	\$ 135,109	\$ 87,726	\$ 67,005
As % of Revenue	12.2%	9.6%	15.7%	14.5%	11.8%	10.7%	12.4%	12.0%	9.9%	8.1%	13.5%	10.2%	9.6%	7.9%	13.2%	10.7%	10.5%
Net Income	\$ 21,248	\$ 15,558	\$ 32,506	\$ 25,017	\$ 19,698	\$ 17,045	\$ 19,356	\$ 17,968	\$ 12,102	\$ 10,145	\$ 15,252	\$ 11,417	\$ 11,116	\$ 8,449	\$ 94,266	\$ 59,571	\$ 46,234
As % of Revenue	7.6%	6.0%	12.4%	9.5%	7.7%	7.1%	8.7%	8.3%	6.0%	5.5%	8.3%	6.9%	7.5%	5.9%	9.2%	7.2%	7.2%
Diluted Earnings Per Share	\$ 0.15	\$ 0.11	\$ 0.23	\$ 0.18	\$ 0.14	\$ 0.12	\$ 0.14	\$ 0.13	\$ 0.09	\$ 0.07	\$ 0.11	\$ 0.08	\$ 0.08	\$ 0.06	\$ 0.66	\$ 0.43	\$ 0.35
Weighted Average Shares Diluted	143,512	143,916	143,296	142,608	142,072	140,565	139,870	139,244	137,911	136,797	136,362	135,321	130,825	130,368	141,996	138,729	132,881
Book Income Tax Rate %	42%	47%	22%	39%	38%	39%	33%	32%	44%	36%	-253%	29%	18%	26%	33%	35%	-102%
Balance Sheet, Cash Flow																	
Cash Flow from Operations (3)	\$ 17,534	\$ (13,522)	\$ 69,669	\$ 43,516	\$ 38,397	\$ (18,974)	\$ 44,027	\$ 19,658	\$ 15,190	\$ (7,990)	\$ 20,995	\$ 16,835	\$ 30,404	\$ (29,522)	\$ 132,608	\$ 70,885	\$ 38,712
Net Cash Flow for the Quarter	\$ (37,002)	\$ (15,445)	\$ 57,112	\$ (73,064)	\$ 31,972	\$ (23,062)	\$ 29,519	\$ 28,660	\$ 19,202	\$ (53,611)	\$ 20,009	\$ 2,037	\$ 35,570	\$ (31,278)	\$ (7,042)	\$ 23,770	\$ 26,338
Cash Equivalents and Marketable Securities	\$ 173,047	\$ 208,695	\$ 225,649	\$ 169,016	\$ 242,567	\$ 210,299	\$ 234,087	\$ 193,890	\$ 171,911	\$ 159,597	\$ 215,823	\$ 195,919	\$ 194,867	\$ 159,490	\$ 225,649	\$ 234,087	\$ 215,823
Accounts Receivable, Net	\$ 149,907	\$ 137,626	\$ 156,109	\$ 145,846	\$ 141,474	\$ 139,817	\$ 136,300	\$ 121,158	\$ 116,652	\$ 104,850	\$ 111,987	\$ 93,443	\$ 94,636	\$ 81,818	\$ 156,109	\$ 136,300	\$ 111,987
Days Sales Outstanding	66	69	63	66	69	73	65	68	69	71	66	66	75	78	NA	NA	NA

Segment Revenues and Contribution Margin (4)																	
SapientNitro (5)																	
Revenues	\$ 194,221	\$ 181,235	\$ 183,940	\$ 178,745	\$ 168,654	\$ 154,320	\$ 138,648	\$ 134,840	\$ 125,547	\$ 115,692	\$ 116,906	\$ 103,380	\$ 94,770	\$ 89,966	\$ 685,659	\$ 514,727	\$ 405,022
Y/Y Growth Rate	15%	17%	33%	33%	34%	33%	19%	30%	32%	29%	10%	-15%	-22%	-21%	33%	27%	-12%
Q/Q Growth Rate	7%	-1%	3%	6%	9%	11%	3%	7%	9%	-1%	13%	9%	5%	-15%	N/A	N/A	N/A
Y/Y in Constant Currency	17%	18%	33%	30%	30%	31%	19%	31%	32%	24%	7%	-10%	-14%	-10%	31%	26%	-7%
Q/Q in Constant Currency	8%	-2%	4%	6%	8%	11%	1%	6%	10%	0%	12%	7%	2%	-13%	N/A	N/A	N/A
Contribution Margin (6)	\$ 62,315	\$ 53,804	\$ 65,337	\$ 60,679	\$ 53,678	\$ 46,533	\$ 44,088	\$ 41,359	\$ 35,539	\$ 29,442	\$ 39,761	\$ 28,626	\$ 27,049	\$ 20,031	\$ 226,227	\$ 150,429	\$ 115,467
Contribution Margin %	32%	30%	36%	34%	32%	30%	32%	31%	28%	25%	34%	28%	29%	22%	33%	29%	29%
Sapient Global Markets																	
Revenues	\$ 71,564	\$ 66,317	\$ 66,460	\$ 70,489	\$ 72,284	\$ 73,565	\$ 71,928	\$ 69,135	\$ 62,185	\$ 57,111	\$ 57,179	\$ 51,984	\$ 44,770	\$ 44,110	\$ 282,798	\$ 260,359	\$ 198,043
Y/Y Growth Rate	-1%	-10%	-8%	2%	16%	29%	33%	39%	29%	11%	5%	18%	32%	9%	31%	15%	
Q/Q Growth Rate	8%	0%	-6%	-2%	-2%	2%	4%	11%	9%	0%	10%	16%	1%	-14%	N/A	N/A	
Y/Y in Constant Currency	0%	-9%	-7%	0%	13%	27%	27%	35%	39%	24%	8%	10%	26%	43%	7%	31%	
Q/Q in Constant Currency	8%	0%	-4%	-2%	-3%	2%	3%	10%	10%	2%	9%	14%	-2%	-12%	N/A	N/A	
Contribution Margin	\$ 21,324	\$ 18,441	\$ 21,220	\$ 23,419	\$ 20,569	\$ 21,740	\$ 23,343	\$ 21,637	\$ 19,288	\$ 20,706	\$ 18,251	\$ 19,043	\$ 14,139	\$ 13,883	\$ 86,948	\$ 84,974	\$ 65,316
Contribution Margin %	30%	28%	32%	33%	28%	30%	32%	31%	31%	36%	32%	37%	32%	31%	31%	33%	33%
Sapient Government Services																	
Revenues	\$ 13,204	\$ 13,070	\$ 11,754	\$ 13,496	\$ 13,678	\$ 13,455	\$ 12,304	\$ 13,082	\$ 12,619	\$ 10,420	\$ 9,365	\$ 10,177	\$ 7,994	\$ 8,283	\$ 52,383	\$ 48,425	\$ 35,819
Y/Y Growth Rate	-3%	-3%	-4%	3%	8%	29%	31%	29%	58%	26%	35%	41%	17%	14%	8%	35%	
Q/Q Growth Rate	1%	11%	-13%	-1%	2%	9%	-6%	4%	21%	11%	-8%	27%	-3%	19%	N/A	N/A	
Y/Y in Constant Currency	-3%	-3%	-4%	3%	8%	29%	31%	29%	58%	26%	35%	41%	17%	14%	8%	35%	
Q/Q in Constant Currency	1%	11%	-13%	-1%	2%	9%	-6%	4%	21%	11%	-8%	27%	-3%	19%	N/A	N/A	
Contribution Margin (6)	\$ 3,801	\$ 3,315	\$ 3,074	\$ 3,830	\$ 3,374	\$ 3,466	\$ 3,619	\$ 3,732	\$ 3,625	\$ 2,772	\$ 2,645	\$ 3,619	\$ 1,657	\$ 2,381	\$ 13,745	\$ 13,749	\$ 10,302
Contribution Margin %	29%	25%	26%	28%	25%	26%	29%	29%	29%	27%	28%	36%	21%	29%	26%	28%	29%
People																	
Ending People Count	10,134	10,144	9,950	9,754	9,561	9,454	9,015	8,537	7,822	7,344	7,052	6,748	6,009	5,922	9,950	9,015	7,052
Net Change over prior quarter (year for FY)	(10)	194	196	193	107	439	478	715	478	292	304	739	87	(438)	935	1,963	692
Total Delivery People	8,949	8,983	8,836	8,644	8,517	8,441	8,053	7,579	6,904	6,436	6,165	5,884	5,205	5,107	8,836	8,053	6,165
North America	2,187	2,165	2,034	2,013	1,969	1,912	1,831	1,800	1,711	1,565	1,476	1,444	1,316	1,299	2,034	1,831	1,476
Europe	888	893	857	857	655	657	637	609	599	597	578	570	525	536	857	637	578
Asia Pacific	5,874	5,925	5,945	5,774	5,893	5,872	5,585	5,170	4,594	4,274	4,111	3,870	3,364	3,272	5,945	5,585	4,111
Annualized Voluntary Turnover	16.3%	13.2%	17.4%	21.5%	17.8%	18.0%	18.1%	28.2%	27.7%	17.9%	15.8%	14.2%	11.9%	9.1%	18.8%	22.7%	12.2%
Average Utilization (7)	73%	70%	70%	72%	71%	71%	72%	75%	78%	75%	76%	80%	81%	73%	71%	75%	77%

(1) 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.

(2) Non-GAAP expenses exclude: Stock-Based Compensation, Amortization of Intangible Assets, Restructuring, Acquisition costs and related expenses, India Fringe Benefit Tax, Stock based compensation review and restatement expenses and other one time events including Q4 '09 release of Income Tax Valuation Allowance.

(3) For quarterly data: Sales and maturities of marketable securities classified as "Trading" of \$1,850, \$7,750 and \$6,825 have been reclassified from Cash Flow from Operations to Cash Flow from Investing Activities for Q1 2010, Q2 2010 and Q3 2010, respectively. For annual data: Sales and maturities of marketable securities classified as "Trading" of \$16,425 have been reclassified from Cash Flow from Operations to Cash Flow from Investing Activities for 2010.

(4) Segment results of 2009 are an approximation of Revenues and Expenses based on an allocation methodology, as the business was not managed in this Segment structure.

(5) SapientNitro historical segment information includes a portion of traditional IT services revenues not associated with marketing.

(6) Segment contribution margins and contribution margin percentages for Q1, Q2 and Q3 of 2011 have been re-cast to correct an error in the classification of certain labor costs which were included in SapientNitro results or in costs relating to centrally managed functions during those quarters, but which should have been included in Government Services results. The error was corrected in Q4 of 2011, did not have any impact on the Company's consolidated results of operations for any periods, and did not have any impact on any previous periods.

(7) Excludes people of DAD and the Asia Pacific region from the Nitro Group acquisition