

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	2014			2013 (1)				2012 (1)				Full Year (1)		
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1	2013	2012	2011	
Service Revenue														
Consolidated	\$ 362,187	\$ 341,541	\$ 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	15%	17%	12%	12%	13%	12%	12%	10%	10%	8%	12%	10%	24%	
Q/Q Growth Rate	6%	4%	2%	3%	7%	0%	2%	3%	7%	-1%	N/A	N/A	N/A	
Y/Y in Constant Currency	14%	16%	13%	13%	13%	13%	11%	11%	11%	8%	13%	11%	22%	
Q/Q in Constant Currency	6%	4%	1%	3%	8%	0%	1%	3%	7%	-1%	N/A	N/A	N/A	
Geographic Region														
US	\$ 223,429	\$ 210,073	\$ 208,418	\$ 211,271	\$ 196,444	\$ 182,201	\$ 177,778	\$ 177,064	\$ 173,007	\$ 162,732	\$ 798,334	\$ 690,581	\$ 625,025	
International	\$ 138,758	\$ 131,468	\$ 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	5%	5%	7%	9%	8%	7%	7%	7%	8%	9%	8%	8%	12%	
Energy Services	9%	9%	9%	9%	9%	9%	8%	8%	7%	8%	9%	8%	8%	
Government, Health & Education	12%	12%	11%	10%	11%	10%	10%	10%	10%	11%	11%	10%	11%	
Financial Services	30%	31%	32%	31%	30%	32%	33%	32%	30%	28%	31%	31%	31%	
Consumer, Travel and Automotive	44%	43%	41%	41%	42%	42%	42%	42%	45%	45%	41%	43%	38%	
Other Information														
Top 5 Clients	15%	17%	16%	16%	19%	21%	21%	21%	21%	20%	18%	21%	19%	
Top 10 Clients	27%	29%	28%	29%	33%	36%	36%	35%	35%	35%	31%	35%	33%	
Long Term and Retainer Revenues (2)	47%	47%	48%	50%	51%	55%	51%	55%	51%	50%	51%	52%	48%	
Operating Expenses, Gross Margin, Operating Profit, Net Income														
GAAP														
Project Personnel	68.0%	71.6%	65.9%	67.8%	67.5%	70.9%	67.1%	67.9%	69.5%	71.1%	67.9%	68.9%	68.3%	
Gross Margin	32.0%	28.4%	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%	4.6%	4.2%	3.7%	4.1%	4.0%	3.9%	3.9%	4.0%	4.1%	4.0%	4.0%	3.8%	
General & Administrative	16.4%	17.0%	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	\$ 35,342	\$ 19,836	\$ 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	9.8%	5.8%	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	\$ 23,286	\$ 13,625	\$ 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	6.4%	4.0%	6.9%	8.1%	7.3%	2.0%	6.1%	7.0%	4.7%	3.0%	6.2%	5.2%	6.5%	
Diluted Earnings Per Share	\$ 0.16	\$ 0.09	\$ 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	66.7%	69.3%	64.4%	66.3%	65.9%	69.4%	65.7%	66.6%	68.0%	69.8%	66.4%	67.5%	67.0%	
Gross Margin	33.3%	30.7%	35.6%	33.7%	34.1%	30.6%	34.3%	33.4%	32.0%	30.2%	33.6%	32.5%	33.0%	
Sales & Marketing	4.1%	4.5%	4.2%	3.6%	4.0%	3.9%	3.8%	3.8%	3.9%	4.0%	3.9%	3.9%	3.7%	
General & Administrative	15.6%	16.2%	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	\$ 49,208	\$ 34,212	\$ 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	13.6%	10.0%	15.2%	14.8%	13.8%	8.4%	13.8%	14.0%	11.5%	8.8%	13.3%	12.1%	12.6%	
Net Income attributable to Sapient Corporation	\$ 32,456	\$ 22,595	\$ 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	9.0%	6.6%	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	\$ 0.23	\$ 0.16	\$ 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														
	144,052	143,513	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 %														
	36.6%	36.8%	42.6%	32.6%	34.5%	51.5%	39.6%	36.4%	44.1%	51.5%	38.1%	41.5%	35.6%	
Balance Sheet, Cash Flow														
Cash Flow from Operations	\$ 25,548	\$ (42,528)	\$ 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	\$ 11,845	\$ (68,338)	\$ 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	\$ 289,152	\$ 277,544	\$ 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	\$ 210,114	\$ 191,200	\$ 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	71	71	63	69	62	65	63	67	66	69	NA	NA	NA	
Segment Revenues and Contribution Margin														
SapientNitro														
Revenues	\$ 241,518	\$ 227,784	\$ 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	14%	16%	11%	12%	10%	8%	9%	10%	15%	17%	10%	13%	33%	
Q/Q Growth Rate	6%	2%	1%	3%	9%	-2%	2%	1%	7%	-2%	N/A	N/A	N/A	
Y/Y in Constant Currency	12%	16%	12%	13%	10%	9%	9%	11%	17%	18%	11%	13%	31%	
Q/Q in Constant Currency	6%	2%	1%	4%	9%	-2%	2%	1%	8%	-2%	N/A	N/A	N/A	
Contribution Margin (3)	\$ 81,779	\$ 68,764	\$ 76,736	\$ 73,668	\$ 69,873	\$ 55,724	\$ 64,015	\$ 63,516	\$ 61,280	\$ 52,688	\$ 276,001	\$ 241,498	\$ 222,564	
Contribution Margin % (3)	34%	30%	34%	34%	33%	28%	32%	32%	32%	29%	32%	31%	32%	
Sapient Global Markets														
Revenues	\$ 98,506	\$ 93,789	\$ 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%	13%	11%	11%	22%	26%	13%	13%	-1%	-10%	18%	5%	9%	
Q/Q Growth Rate	5%	3%	3%	1%	5%	3%	2%	11%	8%	-1%	N/A	N/A	N/A	
Y/Y in Constant Currency	12%	13%	14%	12%	23%	26%	21%	14%	0%	-9%	18%	6%	7%	
Q/Q in Constant Currency	5%	2%	3%	2%	6%	3%	1%	11%	9%	-1%	N/A	N/A	N/A	
Contribution Margin (3)	\$ 28,705	\$ 27,078	\$ 30,962	\$ 27,900	\$ 27,550	\$ 24,013	\$ 25,192	\$ 25,405	\$ 20,578	\$ 17,502	\$ 110,425	\$ 88,678	\$ 84,660	
Contribution Margin % (3)	29%	29%	34%	31%	31%	29%	31%	32%	29%	26%	31%	30%	30%	
Sapient Government Services														
Revenues	\$ 22,163	\$ 19,968	\$ 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	57%	45%	19%	22%	7%	5%	4%	-7%	-3%	-3%	13%	-3%	8%	
Q/Q Growth Rate	11%	38%	-6%	9%	3%	13%	-3%	-5%	1%	11%	N/A	N/A	N/A	
Y/Y in Constant Currency	57%	45%	19%	22%	7%	5%	4%	-7%	-3%	-3%	13%	-3%	8%	
Q/Q in Constant Currency	11%	38%	-6%	9%	3%	13%	-3%	-5%	1%	11%	N/A	N/A	N/A	
Contribution Margin (3)	\$ 4,130	\$ 3,714	\$ 4,154	\$ 4,840	\$ 3,926	\$ 3,890	\$ 3,420	\$ 3,555	\$ 3,801	\$ 3,315	\$ 16,810	\$ 14,091	\$ 13,745	
Contribution Margin % (3)	19%	19%	29%	31%	28%	28%	28%	28%	29%	25%	29%	28%	26%	
People														
Ending People Count	12,857	12,414	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)	443	546	273	452	56	378	298	277	-10	194	1,159	759	935	
Total Delivery People	11,540	11,128	10,634	10,401	9,969	9,904	9,530	9,223	8,949	8,983	10,634	9,530	8,836	
The Americas	2,829	2,812	2,680	2,584	2,527	2,500	2,402	2,286	2,187	2,165	2,680	2,402	2,034	
Europe	858	861	861	877	870	901	887	885	888	893	861	887	857	
Asia Pacific	7,853	7,455	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	18.9%	14.5%	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)	71%	73%	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 cancellable.

(3) Non-GAAP expenses and Contribution Margins exclude: Stock-based compensation expense, certain restructuring and other related charges (benefits), amortization of purchased intangible assets, acquisition costs and other related charges, impairment of intangible assets, and any other items identified as non-GAAP in the Company's publicly filed financial statements on Forms 10-K and 10-Qs

(4) Excludes people of DAD, Second Story, (m)Phasize, iThink, La Comunidad and OnPoint acquisitions.