

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				2012 (1) (2)				2011 (1) (2)				2010 (1) (2)				Full Year (1) (2)		
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1	2012	2011	2010			
Service Revenue																			
Consolidated	\$ 292,638	\$ 293,175	\$ 288,467	\$ 278,989	\$ 260,379	\$ 262,397	\$ 262,730	\$ 254,616	\$ 241,340	\$ 222,880	\$ 217,057	\$ 200,314	\$ 183,260	\$ 1,121,010	\$ 1,021,083	\$ 823,511			
Y/Y Growth Rate	12%	12%	10%	10%	8%	18%	21%	27%	32%	21%	31%	36%	29%	10%	24%	29%			
Q/Q Growth Rate	0%	2%	3%	7%	-1%	0%	3%	6%	8%	3%	8%	9%	0%	N/A	N/A	N/A			
Y/Y in Constant Currency	13%	11%	11%	11%	8%	18%	19%	24%	30%	22%	32%	36%	24%	11%	22%	28%			
Q/Q in Constant Currency	0%	1%	3%	7%	-1%	1%	4%	5%	8%	1%	7%	11%	1%	N/A	N/A	N/A			
Geographic Region																			
US	\$ 182,201	\$ 177,778	\$ 177,064	\$ 173,007	\$ 162,732	\$ 164,206	\$ 160,561	\$ 155,698	\$ 144,560	\$ 131,642	\$ 128,315	\$ 118,517	\$ 105,434	\$ 690,581	\$ 625,025	\$ 483,908			
International	\$ 110,437	\$ 115,397	\$ 111,403	\$ 105,982	\$ 97,647	\$ 98,191	\$ 102,169	\$ 98,918	\$ 96,780	\$ 91,238	\$ 88,742	\$ 81,797	\$ 77,826	\$ 430,429	\$ 396,058	\$ 339,603			
Industry as % of Total																			
Technology & Communication	7%	7%	7%	8%	9%	10%	12%	12%	13%	14%	14%	14%	15%	8%	12%	14%			
Energy Services	9%	8%	8%	7%	8%	8%	7%	8%	9%	9%	9%	9%	10%	8%	8%	9%			
Government, Health & Education	10%	10%	10%	10%	11%	11%	12%	11%	11%	11%	12%	15%	16%	10%	11%	14%			
Financial Services	32%	33%	32%	30%	28%	29%	30%	33%	33%	33%	33%	32%	30%	31%	31%	32%			
Consumer, Travel and Automotive	42%	42%	42%	45%	45%	42%	39%	37%	34%	33%	32%	30%	29%	43%	38%	31%			
Other Information																			
Top 5 Clients	21%	21%	21%	21%	20%	18%	19%	21%	21%	19%	20%	19%	21%	21%	19%	19%			
Top 10 Clients	36%	36%	35%	35%	35%	32%	33%	35%	35%	33%	35%	32%	35%	35%	33%	33%			
Long Term and Retainer Revenues (3)	55%	51%	55%	51%	50%	52%	48%	46%	47%	48%	46%	45%	45%	52%	48%	46%			
Operating Expenses, Gross Margin, Operating Profit, Net Income																			
GAAP																			
Project Personnel	70.6%	66.7%	67.4%	69.0%	70.6%	65.2%	67.1%	69.9%	69.3%	66.8%	68.7%	69.7%	69.9%	68.4%	67.8%	68.7%			
Gross Margin	29.4%	33.3%	32.6%	31.0%	29.4%	34.8%	32.9%	30.1%	30.7%	33.2%	31.3%	30.3%	30.1%	31.6%	32.2%	31.3%			
Sales & Marketing	4.0%	3.9%	3.9%	4.0%	4.1%	3.8%	3.3%	4.1%	4.2%	4.8%	4.3%	5.1%	4.7%	4.0%	3.8%	4.7%			
General & Administrative	18.5%	17.3%	16.2%	17.3%	17.9%	17.3%	17.0%	17.0%	16.3%	18.1%	17.8%	18.3%	19.6%	17.2%	16.9%	18.4%			
Income from Operations	\$ 12,034	\$ 30,341	\$ 32,205	\$ 23,735	\$ 15,530	\$ 33,249	\$ 29,328	\$ 21,634	\$ 17,694	\$ 21,735	\$ 18,608	\$ 12,389	\$ 8,833	\$ 101,811	\$ 101,905	\$ 61,565			
As % of Revenue	4.1%	10.3%	11.4%	8.5%	6.0%	12.7%	11.2%	8.5%	7.3%	9.8%	8.6%	6.2%	4.8%	9.1%	10.0%	7.5%			
Net Income attributable to Sapient Corporation	\$ 6,576	\$ 18,875	\$ 20,976	\$ 14,122	\$ 8,885	\$ 25,875	\$ 19,255	\$ 13,683	\$ 11,219	\$ 15,057	\$ 12,974	\$ 6,880	\$ 5,729	\$ 62,858	\$ 70,032	\$ 40,640			
As % of Revenue	2.2%	6.4%	7.3%	5.1%	3.4%	9.9%	7.3%	5.4%	4.6%	6.8%	6.0%	3.4%	3.1%	5.6%	6.9%	4.9%			
Diluted Earnings Per Share	\$ 0.05	\$ 0.13	\$ 0.15	\$ 0.10	\$ 0.06	\$ 0.18	\$ 0.14	\$ 0.10	\$ 0.08	\$ 0.11	\$ 0.09	\$ 0.05	\$ 0.04	\$ 0.44	\$ 0.49	\$ 0.29			
Non-GAAP (4)																			
Project Personnel	69.1%	65.3%	66.1%	67.5%	69.2%	64.0%	65.6%	68.5%	68.3%	65.7%	67.4%	68.2%	68.8%	67.0%	66.5%	67.4%			
Gross Margin	30.9%	34.7%	33.9%	32.5%	30.8%	36.0%	34.4%	31.5%	31.7%	34.3%	32.6%	31.8%	31.2%	33.0%	33.5%	32.6%			
Sales & Marketing	3.9%	3.8%	3.8%	3.9%	4.0%	3.7%	3.2%	3.9%	4.1%	4.7%	4.3%	4.9%	4.6%	3.9%	3.7%	4.6%			
General & Administrative	17.6%	16.6%	15.6%	16.6%	17.4%	16.7%	16.4%	16.4%	17.3%	17.2%	17.2%	17.3%	18.7%	16.5%	16.7%	17.6%			
Income from Operations	\$ 27,255	\$ 41,834	\$ 41,824	\$ 33,999	\$ 24,349	\$ 41,081	\$ 38,344	\$ 28,432	\$ 24,985	\$ 27,254	\$ 24,232	\$ 19,280	\$ 14,627	\$ 141,406	\$ 132,842	\$ 85,393			
As % of Revenue	9.3%	14.3%	14.5%	12.0%	9.4%	15.7%	14.6%	11.2%	10.4%	12.2%	11.2%	9.6%	8.0%	12.6%	13.0%	10.4%			
Net Income attributable to Sapient Corporation	\$ 17,009	\$ 26,769	\$ 27,526	\$ 20,690	\$ 14,961	\$ 31,227	\$ 25,170	\$ 18,177	\$ 16,106	\$ 18,726	\$ 16,667	\$ 11,378	\$ 9,635	\$ 89,946	\$ 90,680	\$ 56,406			
As % of Revenue	5.8%	9.1%	9.5%	7.4%	5.7%	11.9%	9.6%	7.1%	6.7%	8.4%	7.7%	5.7%	5.3%	8.0%	8.9%	6.8%			
Diluted Earnings Per Share	\$ 0.12	\$ 0.19	\$ 0.20	\$ 0.14	\$ 0.10	\$ 0.22	\$ 0.18	\$ 0.13	\$ 0.11	\$ 0.13	\$ 0.12	\$ 0.08	\$ 0.07	\$ 0.63	\$ 0.64	\$ 0.41			
Weighted Average Shares Diluted	142,206	140,877	140,158	143,512	143,916	143,296	142,608	142,072	140,565	139,870	139,244	137,911	136,797	142,109	141,996	138,729			
Book Income Tax Rate %	49%	40%	36%	43%	49%	28%	39%	40%	41%	34%	34%	48%	41%	41%	35%	38%			

All numbers in \$ 000 Unless otherwise noted	2012 (1) (2)				2011 (1) (2)				2010 (1) (2)				Full Year (1) (2)			
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1	2012	2011	2010
Balance Sheet, Cash Flow																
Cash Flow from Operations (5)	\$ (9,407)	\$ 65,443	\$ 38,244	\$ 17,671	\$ (13,809)	\$ 68,929	\$ 43,516	\$ 38,397	\$ (18,974)	\$ 44,027	\$ 19,658	\$ 15,190	\$ (7,785)	\$ 107,549	\$ 131,868	\$ 71,090
Net Cash Flow for the Quarter	\$ (19,988)	\$ 34,517	\$ 39,562	\$ (37,002)	\$ (15,445)	\$ 57,112	\$ (73,064)	\$ 31,972	\$ (23,062)	\$ 29,519	\$ 28,660	\$ 19,202	\$ (53,611)	\$ 21,632	\$ (7,042)	\$ 23,770
Cash Equivalents and Marketable Securities	\$ 226,023	\$ 253,501	\$ 212,405	\$ 173,047	\$ 208,695	\$ 225,649	\$ 169,016	\$ 242,567	\$ 210,299	\$ 234,087	\$ 193,890	\$ 171,911	\$ 159,597	\$ 253,501	\$ 225,649	\$ 234,087
Accounts Receivable, Net	\$ 158,354	\$ 168,951	\$ 174,334	\$ 149,907	\$ 137,626	\$ 156,109	\$ 145,846	\$ 140,624	\$ 139,817	\$ 136,300	\$ 121,158	\$ 117,478	\$ 105,393	\$ 168,951	\$ 156,109	\$ 136,300
Days Sales Outstanding	65	63	67	66	69	64	66	69	73	65	67	69	71	NA	NA	NA
Segment Revenues and Contribution Margin																
SapientNitro (6)																
Revenues	\$ 195,846	\$ 200,189	\$ 196,298	\$ 194,221	\$ 181,175	\$ 184,000	\$ 178,745	\$ 168,654	\$ 154,320	\$ 138,648	\$ 134,840	\$ 125,783	\$ 115,456	\$ 771,883	\$ 685,719	\$ 514,727
Y/Y Growth Rate	8%	9%	10%	15%	17%	33%	33%	34%	34%	19%	30%	33%	28%	13%	33%	27%
Q/Q Growth Rate	-2%	2%	1%	7%	-2%	3%	2%	9%	11%	3%	7%	9%	-1%	N/A	N/A	N/A
Y/Y in Constant Currency	9%	9%	11%	17%	18%	33%	30%	30%	32%	19%	31%	33%	24%	13%	31%	26%
Q/Q in Constant Currency	-2%	2%	1%	8%	-2%	4%	6%	8%	11%	1%	6%	11%	0%	N/A	N/A	N/A
Contribution Margin (7)	\$ 55,947	\$ 64,792	\$ 64,293	\$ 62,057	\$ 53,465	\$ 65,135	\$ 61,267	\$ 52,566	\$ 46,089	\$ 44,103	\$ 40,328	\$ 35,617	\$ 29,049	\$ 244,607	\$ 225,057	\$ 149,097
Contribution Margin %	29%	32%	33%	32%	30%	35%	34%	31%	30%	32%	30%	28%	25%	32%	33%	29%
Sapient Global Markets																
Revenues	\$ 83,056	\$ 80,819	\$ 79,591	\$ 71,564	\$ 66,134	\$ 66,643	\$ 70,489	\$ 72,284	\$ 73,565	\$ 71,928	\$ 69,135	\$ 61,912	\$ 57,384	\$ 298,108	\$ 282,981	\$ 260,359
Y/Y Growth Rate	26%	21%	13%	2%	-10%	-7%	2%	17%	28%	26%	33%	38%	30%	9%	9%	31%
Q/Q Growth Rate	3%	2%	11%	8%	-1%	-5%	-2%	-2%	2%	4%	12%	8%	0%	N/A	N/A	N/A
Y/Y in Constant Currency	26%	21%	14%	0%	-9%	-7%	0%	13%	26%	27%	35%	38%	25%	6%	7%	31%
Q/Q in Constant Currency	3%	1%	11%	9%	-1%	-4%	-2%	-3%	2%	3%	10%	9%	2%	N/A	N/A	N/A
Contribution Margin	\$ 24,395	\$ 25,828	\$ 26,041	\$ 21,214	\$ 18,138	\$ 21,291	\$ 23,307	\$ 20,457	\$ 21,644	\$ 23,255	\$ 21,549	\$ 18,927	\$ 20,877	\$ 91,221	\$ 86,699	\$ 84,608
Contribution Margin %	29%	32%	33%	30%	27%	32%	33%	28%	29%	32%	31%	31%	36%	31%	31%	32%
Sapient Government Services																
Revenues	\$ 13,736	\$ 12,167	\$ 12,578	\$ 13,204	\$ 13,070	\$ 11,754	\$ 13,496	\$ 13,678	\$ 13,455	\$ 12,304	\$ 13,082	\$ 12,619	\$ 10,420	\$ 51,019	\$ 52,383	\$ 48,425
Y/Y Growth Rate	5%	4%	-7%	-3%	-3%	-4%	3%	8%	29%	31%	29%	58%	26%	-3%	8%	35%
Q/Q Growth Rate	13%	-3%	-5%	1%	11%	-13%	-1%	2%	9%	-6%	4%	21%	11%	N/A	N/A	N/A
Y/Y in Constant Currency	5%	4%	-7%	-3%	-3%	-4%	3%	8%	29%	31%	29%	58%	26%	-3%	8%	35%
Q/Q in Constant Currency	13%	-3%	-5%	1%	11%	-13%	-1%	2%	9%	-6%	4%	21%	11%	N/A	N/A	N/A
Contribution Margin (7)	\$ 3,859	\$ 3,420	\$ 3,555	\$ 3,801	\$ 3,315	\$ 3,074	\$ 3,830	\$ 3,374	\$ 3,466	\$ 3,619	\$ 3,732	\$ 3,625	\$ 2,772	\$ 14,091	\$ 13,745	\$ 13,749
Contribution Margin %	28%	28%	28%	29%	25%	26%	28%	25%	26%	29%	29%	29%	27%	28%	26%	28%
People																
Ending People Count	11,087	10,709	10,411	10,134	10,144	9,950	9,754	9,561	9,454	9,015	8,537	7,822	7,344	10,709	9,950	9,015
Net Change over prior quarter (year for FY)	378	298	277	(10)	194	196	193	107	439	478	715	478	292	759	935	1,963
Total Delivery People	9,904	9,530	9,223	8,949	8,983	8,836	8,644	8,517	8,441	8,053	7,579	6,904	6,436	9,530	8,836	8,053
The Americas	2,500	2,402	2,286	2,187	2,165	2,034	2,013	1,969	1,912	1,831	1,800	1,711	1,565	2,402	2,034	1,831
Europe	901	887	885	888	893	857	857	655	657	637	609	599	597	887	857	637
Asia Pacific	6,503	6,241	6,052	5,874	5,925	5,945	5,774	5,893	5,872	5,585	5,170	4,594	4,274	6,241	5,945	5,585
Annualized Voluntary Turnover	13.7%	12.0%	16.7%	16.3%	13.2%	17.4%	21.5%	17.8%	18.0%	18.1%	28.2%	27.7%	17.9%	14.4%	18.8%	22.7%
Average Utilization (8)	71%	74%	73%	73%	70%	70%	72%	71%	71%	72%	75%	78%	75%	73%	71%	75%

(1) During the quarter ended September 30, 2012, the Company identified certain prior period errors which affected the interim period ended March 31, 2012, the interim and annual periods ended December 31, 2011 and 2010, and the interim and annual period ended December 31, 2009.

These prior period errors primarily impacted deferred tax assets and income tax expense. However, the correction of these prior period errors also impacted immaterially other balance sheet and income statement accounts. The Company has reflected above the correction of all identified prior period errors in the periods in which they originated. For additional information please refer to our annual Form 10-K for the year ended December 31, 2012, Note 2(a) – Principles of Consolidation and Basis of Presentation, Revision of Prior Period Financial Statements.

(2) During 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. These prior period errors primarily impacted project personnel expense, general & administrative expense, and income tax expense. However, the correction of these prior period errors also impacted immaterially other balance sheet and income statement accounts. The Company has reflected above the correction of all identified prior period errors in the periods in which they originated. For additional information please refer to our quarterly Form 10-Q for the three months ended March 31, 2013, Note 1 – Basis of Presentation, Revision of Prior Period Financial Statements.

(3) 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.

(4) 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 benefits and other one time events including Q4 '09 release of Income Tax Valuation Allowance.

(5) 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. Cash flow from Operations has been revised for the first three quarters of 2012 to reflect the impact on sales and expenses in operating assets and liabilities resulting from corrections to cash used for purchases of property and equipment.

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.

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

(7) Segment contribution margins and contribution margin percentages for Q1, Q2 and Q3 of 2011 have been revised 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.

(8) Excludes people of DAD, Second Story, (m)Phasize, IThink and the Asia Pacific region from the Nitro Group acquisition.