

Sasken Communication Technologies Ltd.
Consolidated Key Metrics

	FY 05	Q1 FY06	Q2 FY06	Q3 FY06	Q4 FY06	FY 06	Q1 FY07	Q2 FY07
Employee Metrics								
Employees, period end								
Total Employees (Consolidated)	2,121	2,159	2,466	2,504	2,575	2,575	2,897	3,373
Services S/W and technical professionals	1,673	1,693	1,965	1,978	2,055	2,055	2,383	2,821
Products S/W and technical professionals	249	260	289	305	293	293	292	284
Support Staff	199	206	212	221	227	227	222	268
Hiring Metrics								
Gross Adds	1,033	221	474	188	203	1,086	469	675
Net Adds	667	38	307	38	71	454	322	476
Attrition % (Based on Voluntary attrition only)	24.3%	24.9%	23.4%	20.9%	23.3%	23.2%	21.0%	23.2%
Revenue by geography - Consolidated (in %)								
North America	34%	38%	35%	37%	31%	35%	35%	32%
Europe	47%	41%	31%	38%	37%	37%	33%	39%
India	9%	20%	18%	22%	26%	22%	28%	24%
APAC	11%	1%	16%	3%	6%	7%	5%	6%
Client Concentration (In %)								
Top 5 client contribution to revenues	70%	76%	74%	76%	76%	72%	77%	77%
Top 10 client contribution to revenues	82%	87%	84%	86%	89%	84%	87%	87%
Relationships with Tier 1 Customers								
< 1 Million dollar customers - Trailing 12 months	9	13	13	13	13	13	13	13
1 > 3 Million dollar customers - Trailing 12 months	2	1	2	2	1	1	1	0
3 > 10 Million dollar customers - Trailing 12 months		1	1	1	2	2	2	3
10 < > 20 Million dollar customers - Trailing 12 months	2	2	1	1	1	1	1	1
> 20 Million dollar customers - Trailing 12 months			1	1	1	1	1	1
Utilization measures (Services Only - In %)	64.4%	74.9%	72.8%	74.3%	77.7%	75.7%	79.1%	74.4%
Revenue Split (Products Only) (In Rs. Millions)								
License fees	156.27	23.12	123.86	14.07	20.35	181.40	19.12	47.54
Royalties	34.16	10.66	6.84	0.71	9.86	28.07	13.89	12.82
Customization	148.93	20.42	24.47	6.74	14.00	65.63	2.97	2.19
Revenue split (Services Only) (In Rs. Millions)								
Onsite	463.61	118.77	143.71	127.02	103.40	492.90	128.24	251.55
Offshore	1,166.73	420.94	484.21	566.28	570.26	2,041.69	697.58	782.22
Fixed price	448.00	83.52	80.85	44.58	62.65	271.60	49.45	79.13