

Sasken Communication Technologies Ltd.

Key Metrics

Consolidated Metrics	Q1 FY05	Q2 FY05	Q3 FY05	Q4 FY05	Q1 FY06	Q2 FY06	Q3 FY06
Employee Metrics							
Employees, period end							
Total Employees (Consolidated)	1,580	1,882	2,086	2,121	2,159	2,466	2,504
Hiring metrics							
gross adds	228	326	338	141	221	474	188
net adds	126	302	204	35	38	307	38
Attrition % (Based on Voluntary attrition only)	22.8%	24.6%	24.9%	26.3%	24.9%	23.4%	20.9%
Revenue by geography - Consolidated (in %)							
North America	34.2%	36.1%	35.4%	30.1%	37.6%	35.3%	36.5%
Europe	50.9%	49.6%	49.2%	39.4%	41.0%	30.5%	38.4%
India	5.5%	7.1%	8.0%	13.6%	20.1%	17.9%	22.1%
APAC	9.4%	7.2%	7.4%	17.0%	1.2%	16.3%	3.0%
Client concentration (Groupin %)							
Top 5 client contribution to revenues	72.2%	73.0%	71.5%	69.1%	76.2%	74.2%	75.7%
Top 10 client contribution to revenues	85.9%	86.4%	87.6%	86.5%	87.0%	83.8%	86.0%
Number of active clients	31	33	37	43	40	46	42
Customer Profile of all customers							
< 1 Million dollar customers - Trailing 12 months	45	44	44	46	48	52	51
1 <>3 Million dollar customers - Trailing 12 months	7	5	5	5	5	5	7
3 <>10 Million dollar customers - Trailing 12 months	1	2	2	1	2	3	2
> 10 Million dollar customers - Trailing 12 months	1	1	1	2	2	2	2
Revenue Split (Products Only) (In Rs. Millions)							
License fees	31.52	24.17	28.14	72.44	23.12	123.86	14.07
Royalties	7.73	7.00	9.73	9.69	10.66	6.84	0.71
Customization	54.15	29.98	41.74	23.07	20.42	24.47	6.74
Utilization measures (Services Only)	64.4%	64.1%	57.2%	71.0%	74.9%	72.8%	74.3%
Revenue split (Services Only) (Rs. Millions)							
Onsite	108.29	134.67	100.52	120.14	118.77	143.71	127.02
Offshore	239.14	286.40	292.83	348.35	420.94	484.21	566.28
Fixed price	61.73	107.41	107.04	171.82	83.52	80.85	44.58