

Sasken Communication Technologies Ltd.

Key Metrics

| Consolidated Metrics | Q1 FY05 | Q2 FY05 | Q3 FY05 | Q4 FY05 | FY 05 | Q1 FY06 | Q2 FY06 | Q3 FY06 | Q4 FY06 | FY 06 |
|--|---------|---------|---------|---------|----------|---------|---------|---------|---------|----------|
| Employee Metrics | | | | | | | | | | |
| Employees, period end | | | | | | | | | | |
| Total Employees (Consolidated) | 1,580 | 1,882 | 2,086 | 2,121 | 2,121 | 2,159 | 2,466 | 2,504 | 2,575 | 2,575 |
| Hiring metrics | | | | | | | | | | |
| gross adds | 228 | 326 | 338 | 141 | 1,033 | 221 | 474 | 188 | 203 | 1,086 |
| net adds | 126 | 302 | 204 | 35 | 667 | 38 | 307 | 38 | 71 | 454 |
| Attrition % (Based on Voluntary attrition only) | 22.8% | 24.6% | 24.9% | 26.3% | 24.3% | 24.9% | 23.4% | 20.9% | 23.3% | 23.2% |
| Revenue by geography - Consolidated (in %) | | | | | | | | | | |
| North America | 34.2% | 36.1% | 35.4% | 30.1% | 33.7% | 37.6% | 35.3% | 36.5% | 30.6% | 34.9% |
| Europe | 50.9% | 49.6% | 49.2% | 39.3% | 46.6% | 41.0% | 30.5% | 38.4% | 37.3% | 36.5% |
| India | 5.5% | 7.1% | 8.0% | 13.6% | 9.0% | 20.1% | 17.9% | 22.1% | 25.9% | 21.5% |
| APAC | 9.4% | 7.2% | 7.4% | 17.0% | 10.7% | 1.2% | 16.3% | 3.0% | 6.2% | 7.1% |
| Client concentration (Groupin %) | | | | | | | | | | |
| Top 5 client contribution to revenues | 72.2% | 73.0% | 71.5% | 69.1% | 70.3% | 76.2% | 74.2% | 75.7% | 76.3% | 72.4% |
| Top 10 client contribution to revenues | 85.9% | 86.4% | 87.6% | 86.5% | 82.3% | 87.0% | 83.8% | 86.0% | 88.6% | 84.0% |
| Relationships with Tier 1 Customers | | | | | | | | | | |
| < 1 Million dollar customers - Trailing 12 months | 5 | 4 | 5 | 9 | 9 | 13 | 13 | 13 | 13 | 13 |
| 1 <>3 Million dollar customers - Trailing 12 months | 1 | 3 | 3 | 2 | 2 | 1 | 2 | 2 | 1 | 1 |
| 3 <>10 Million dollar customers - Trailing 12 months | 1 | 1 | 1 | | | 1 | 1 | 1 | 2 | 2 |
| 10 <>20 Million dollar customers - Trailing 12 months | 1 | 1 | 1 | 2 | 2 | 2 | 1 | 1 | 1 | 1 |
| > 20 Million dollar customers - Trailing 12 months | | | | | | | 1 | 1 | 1 | 1 |
| Utilization measures (Services Only) | 64.4% | 64.1% | 57.2% | 71.0% | 64.4% | 74.9% | 72.8% | 74.3% | 77.7% | 75.7% |
| Revenue Split (Products Only) (In Rs. Millions) | | | | | | | | | | |
| License fees | 31.52 | 24.16 | 28.14 | 72.44 | 156.26 | 23.12 | 123.86 | 14.07 | 20.35 | 181.40 |
| Royalties | 7.73 | 7.00 | 9.73 | 9.70 | 34.16 | 10.66 | 6.84 | 0.71 | 9.86 | 28.07 |
| Customization | 54.15 | 29.98 | 41.74 | 23.07 | 148.94 | 20.42 | 24.47 | 6.74 | 14.00 | 65.63 |
| Revenue split (Services Only) (Rs. Millions) | | | | | | | | | | |
| Onsite | 108.29 | 134.67 | 100.52 | 120.14 | 463.61 | 118.77 | 143.71 | 127.02 | 103.40 | 492.90 |
| Offshore | 239.14 | 286.40 | 292.83 | 348.35 | 1,166.73 | 420.94 | 484.21 | 566.28 | 570.26 | 2,041.69 |
| Fixed price | 61.73 | 107.41 | 107.04 | 171.82 | 448.00 | 83.52 | 80.85 | 44.58 | 62.65 | 271.60 |