

Sasken Communication Technologies Ltd.
Consolidated Key Metrics

	FY 08	Q1 FY09	Q2 FY09	Q3 FY09	Q4 FY09	FY 09	Q1 FY 10
Employee Metrics							
Employees, period end							
Total Employees (Consolidated)	3,623	3,495	3,637	3,555	3,277	3,277	3,191
Services S/W, Product S/W and technical professionals	3,298	3,199	3,350	3,286	3,099	3,099	3,010
Support Staff	325	296	287	269	178	178	181
Hiring Metrics							
Gross Adds	1,188	202	457	239	34	932	148
Net Adds	12	(128)	133	(82)	(278)	(355)	(86)
Attrition % Annualized (Based on Voluntary attrition only)							
Attrition % LTM (Based on Voluntary attrition only)	24.3%	28.8%	30.5%	25.6%	21.9%	26.3%	26.0%
Attrition % LTM (Based on Voluntary attrition only)	24.3%	27.2%	26.13%	26.5%	26.3%	26.3%	24.6%
Revenue by geography - Consolidated (in %)							
North America	27%	23%	22%	16%	20%	20%	18%
EMEA	51%	49%	50%	54%	54%	52%	53%
India	19%	24%	22%	23%	23%	23%	27%
APAC	3%	4%	6%	7%	3%	5%	2%
Client Concentration (In %)							
Top 5 client contribution to revenues	75%	69%	64%	71%	66%	67%	70%
Top 10 client contribution to revenues	85%	82%	81%	84%	84%	82%	85%
Relationships with Tier 1 Customers - Services+Products							
< 1 Million dollar customers - Trailing 12 months	12	11	12	13	14	14	14
1 < >3 Million dollar customers - Trailing 12 months	4	4	4	5	4	4	5
3 < >10 Million dollar customers - Trailing 12 months	3	3	4	4	5	5	5
10 < >20 Million dollar customers - Trailing 12 months	1	1	2	2	2	2	1
> 20 Million dollar customers - Trailing 12 months	3	3	2	2	2	2	2
Utilization, including trainees (Services Only - In %)							
Utilization, including trainees (Services Only - In %)	76.1%	76.0%	74.9%	71.9%	73.8%	74.1%	79.5%
Revenue Split (Products Only) (In Rs. Millions)							
License fees	187	46	31	20	33	130	2
Royalties	90	29	71	32	55	186	
Customization	182	109	106	65	19	299	8
Revenue split (Services Only) (In Rs. Millions)							
Onsite	1,778	595	592	676	549	2,412	373
Offshore, including FPP	3,436	901	959	1,055	1,025	3,939	1,010
Test Lab	26	3	3	1	-	6	-
Revenue by Project Type (Services Only) (In Rs. Millions)							
Time and Material (including compensation)	4,955	1,437	1,461	1,605	1,431	5,934	1,181
Fixed Price	259	59	90	126	142	417	202
Test Lab	26	3	3	1	-	6	-