

Sasken Communication Technologies Ltd.

Consolidated Key Metrics

	Q1 FY09	Q2 FY09	Q3 FY09	Q4 FY09	FY 09	Q1 FY 10	Q2 FY 10	Q3 FY 10	Q4 FY 10	Q1 FY 11
Employee Metrics										
Employees, period end										
Total Employees (Consolidated)	3,495	3,637	3,555	3,277	3,277	3,191	3,081	3,051	3,153	3,284
Services S/W, Product S/W and technical professionals	3,199	3,350	3,286	3,099	3,099	3,010	2,892	2,862	2,951	3,074
Support Staff	296	287	269	178	178	181	189	189	202	210
Hiring Metrics										
Gross Adds	202	457	239	34	932	148	112	233	431	465
Net Adds	(128)	133	(82)	(278)	(355)	(86)	(113)	(30)	102	131
Attrition % Annualized (Based on Voluntary attrition only)										
Attrition % Annualized (Based on Voluntary attrition only)	28.8%	30.5%	25.6%	21.9%	26.3%	26.0%	20.6%	23.2%	29.4%	35.4%
Attrition % LTM (Based on Voluntary attrition only)										
Attrition % LTM (Based on Voluntary attrition only)	27.2%	26.13%	26.5%	26.3%	26.3%	24.6%	22.6%	23.1%	24.4%	26.6%
Revenue by geography - Consolidated (in %)										
North America	23%	22%	16%	20%	20%	18%	21%	22%	18%	19%
EMEA	49%	50%	54%	54%	52%	53%	47%	46%	48%	45%
India	24%	22%	23%	23%	23%	27%	26%	28%	27%	28%
APAC	4%	6%	7%	3%	5%	2%	6%	4%	7%	8%
Client Concentration (In %)										
Top 5 client contribution to revenues	69%	64%	71%	66%	67%	70%	66%	64%	63%	61%
Top 10 client contribution to revenues	82%	81%	84%	84%	82%	85%	81%	81%	79%	78%
Relationships with Tier 1 Customers - Services+Products										
< 1 Million dollar customers - Trailing 12 months	11	12	13	14	14	14	16	15	17	13
1 < >3 Million dollar customers - Trailing 12 months	4	4	5	4	4	5	1	4	5	5
3 < >10 Million dollar customers - Trailing 12 months	3	4	4	5	5	5	6	5	4	6
10 < >20 Million dollar customers - Trailing 12 months	1	2	2	2	2	1	2	2	2	1
> 20 Million dollar customers - Trailing 12 months	3	2	2	2	2	2	1	1	1	1
Utilization, including trainees (Services Only - In %)										
Utilization, including trainees (Services Only - In %)	76.0%	74.9%	71.9%	73.8%	74.1%	79.5%	78.4%	79.9%	82.4%	77.6%
Revenue Split (Products Only) (In Rs. Millions)										
License fees	46	31	20	33	130	0	13	24	20	40
Royalties	29	71	32	55	186	2	50	39	78	81
Customization	109	106	65	19	299		6	13	2	2
Revenue split (Services Only) (In Rs. Millions)										
Onsite	595	592	676	549	2,412	373	328	431	403	369
Offshore	901	959	1,055	1,025	3,939	1,010	959	941	1,033	965
Test Lab	3	3	1	-	6	-				
Revenue by Project Type (Services Only) (In Rs. Millions)										
Time and Material (including compensation)	1,437	1,461	1,605	1,431	5,934	1,181	1,105	1,122	1,111	1,064
Fixed Price	59	90	126	142	417	202	183	250	325	270
Test Lab	3	3	1		6					