

Sasken Communication Technologies Ltd.

Consolidated Key Metrics

	Q1 FY 11	Q2 FY 11	Q3 FY 11	Q4 FY 11	Q1 FY 12
Employee Metrics					
Employees, period end					
Total Employees (Consolidated)	3,284	3,471	3,477	3,508	3,413
Services S/W, Product S/W and technical professionals	3,074	3,230	3,235	3,253	3,139
Support Staff	210	241	242	255	274
Hiring Metrics					
Gross Adds	465	539	401	376	229
Net Adds	131	187	6	31	(95)
Attrition % Annualized (Based on Voluntary attrition only)	35.4%	37.2%	34.8%	31.4%	30.2%
Attrition % LTM (Based on Voluntary attrition only)	26.6%	30.6%	34.6%	35.3%	34.4%
Revenue by geography - Consolidated (in %)					
North America	19%	18%	15%	16%	18%
EMEA	45%	44%	44%	42%	44%
India	28%	29%	28%	31%	29%
APAC	8%	8%	15%	11%	9%
Client Concentration (In %)					
Top 5 client contribution to revenues	61%	59%	55%	56%	56%
Top 10 client contribution to revenues	78%	78%	78%	71%	76%
Relationships with Tier 1 Customers - Services+Products					
< 1 Million dollar customers - Trailing 12 months	13	13	15	16	17
1 < >3 Million dollar customers - Trailing 12 months	5	5	7	4	3
3 < >10 Million dollar customers - Trailing 12 months	6	6	4	4	4
10 < >20 Million dollar customers - Trailing 12 months	1	1	1	1	1
> 20 Million dollar customers - Trailing 12 months	1	1	1	1	1
Utilization, including trainees (Services Only - In %)	77.6%	65.3%	62.4%	62.1%	64.8%
Revenue Split (Products Only) (In Rs. Millions)					
License fees	40	39	90	11	38
Royalties	81	90	114	69	41
Customization	2	4	12	7	4
Revenue split (Services Only) (In Rs. Millions)					
Onsite	369	301	353	360	421
Offshore	965	900	806	808	773
Test Lab					
Revenue by Project Type (Services Only) (In Rs. Millions)					
Time and Material (including compensation)	1,064	981	982	872	889
Fixed Price	270	220	177	295	305
Test Lab					