

Sasken Communication Technologies Ltd.

Consolidated Key Metrics

	FY 07	Q2 FY08	FY 08	Q1 FY09	Q2 FY09
<b>Employee Metrics</b>					
Employees, period end					
Total Employees (Consolidated)	3,611	3,656	3,623	3,504	3,637
Services S/W, Product S/W and technical professionals	3,252	3,308	3,298	3,208	3,350
Support Staff	359	348	325	296	287
<b>Hiring Metrics</b>					
Gross Adds	1,784	476	1,188	202	457
Net Adds	1,036	143	12	(128)	133
<b>Attrition % Annualized (Based on Voluntary attrition only)</b>					
Attrition % Annualized (Based on Voluntary attrition only)	21.5%	30.5%	24.3%	28.8%	30.5%
Attrition % LTM (Based on Voluntary attrition only)	21.5%	23.2%	24.3%	27.2%	26.1%
<b>Revenue by geography - Consolidated (in %)</b>					
North America	29%	35%	27%	23%	22%
EMEA	43%	44%	51%	49%	50%
India	22%	19%	19%	24%	22%
APAC	6%	2%	3%	4%	6%
<b>Client Concentration (In %)</b>					
Top 5 client contribution to revenues	74%	74.2%	75%	69.2%	64.1%
Top 10 client contribution to revenues	86%	85.4%	85%	82.1%	81.1%
<b>Relationships with Tier 1 Customers - Services+Products</b>					
< 1 Million dollar customers - Trailing 12 months	14	13	12	11	12
1 < >3 Million dollar customers - Trailing 12 months	3	3	4	4	4
3 < >10 Million dollar customers - Trailing 12 months	3	3	3	3	4
10 < >20 Million dollar customers - Trailing 12 months	1	1	1	1	2
> 20 Million dollar customers - Trailing 12 months	2	3	3	3	2
<b>Utilization, including trainees (Services Only - In %)</b>	<b>75.0%</b>	<b>76.2%</b>	<b>76.1%</b>	<b>76.0%</b>	<b>74.9%</b>
<b>Revenue Split (Products Only) (In Rs. Millions)</b>					
License fees	126.05	65.63	187.42	45.62	30.94
Royalties	52.09	15.00	89.92	29.01	70.52
Customization	49.20	19.83	182.37	108.69	105.98
<b>Revenue split (Services Only) (In Rs. Millions)</b>					
Onsite	1,251.69	373.75	1,777.82	582.46	595.58
Offshore, including FPP	3,272.52	949.47	3,436.11	912.72	955.74
Test Lab	19.73	8.50	25.74	2.58	2.83
<b>Revenue by Project Type (Services Only) (In Rs. Millions)</b>					
Time and Material (including compensation)	4,275.34	1,258.62	4,955.16	1,436.56	1,461.27
Fixed Price	248.87	64.61	258.78	58.62	89.79
Test Lab	19.73	8.50	25.74	2.58	2.83