

Sasken Communication Technologies Ltd.

Consolidated Key Metrics

	Q2 FY 11	Q3 FY 11	Q4 FY 11	Q1 FY 12	Q2 FY 12
Employee Metrics					
Employees, period end					
Total Employees (Consolidated)	3,471	3,477	3,508	3,413	3,193
Services S/W, Product S/W and technical professionals	3,230	3,235	3,253	3,139	2,917
Support Staff	241	242	255	274	276
Hiring Metrics					
Gross Adds	539	401	376	229	162
Net Adds	187	6	31	(95)	(220)
Attrition % Annualized (Based on Voluntary attrition only)	37.2%	34.8%	31.4%	30.2%	34.9%
Attrition % LTM (Based on Voluntary attrition only)	30.6%	34.6%	35.3%	34.4%	33.8%
Revenue by geography - Consolidated (in %)					
North America	18%	15%	16%	18%	17%
EMEA	44%	44%	42%	44%	40%
India	30%	28%	31%	29%	31%
APAC	8%	15%	11%	9%	12%
Client Concentration (In %)					
Top 5 client contribution to revenues	59%	55%	56%	56%	53%
Top 10 client contribution to revenues	78%	78%	71%	76%	73%
Relationships with Tier 1 Customers - Services+Products					
< 1 Million dollar customers - Trailing 12 months	13	15	16	16	15
1 < >3 Million dollar customers - Trailing 12 months	5	7	4	3	5
3 < >10 Million dollar customers - Trailing 12 months	6	4	4	4	3
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 %)	65.3%	62.4%	62.1%	64.8%	69.6%
Revenue Split (Products Only) (In Rs. Millions)					
License fees	39	90	11	38	11
Royalties	90	114	69	41	56
Customization	4	12	7	4	3
Revenue split (Services Only) (In Rs. Millions)					
Onsite	301	353	360	421	337
Offshore	900	806	808	773	891
Test Lab					
Revenue by Project Type (Services Only) (In Rs. Millions)					
Time and Material (including compensation)	981	982	872	889	925
Fixed Price	220	177	295	305	303
Test Lab					