

Sasken Communication Technologies Ltd.

Consolidated Key Metrics

	FY 07	Q3 FY08	Q4 FY08	FY 08	Q1 FY09	Q2 FY09	Q3 FY09
<b>Employee Metrics</b>							
Employees, period end							
Total Employees (Consolidated)	<b>3,611</b>	<b>3,602</b>	<b>3,623</b>	<b>3,623</b>	<b>3,495</b>	<b>3,637</b>	<b>3,555</b>
Services S/W, Product S/W and technical professionals	<b>3,252</b>	3,257	3,298	<b>3,298</b>	3,199	3,350	3,286
Support Staff	<b>359</b>	345	325	<b>325</b>	296	287	269
<b>Hiring Metrics</b>							
Gross Adds	<b>1,784</b>	228	285	<b>1,188</b>	202	457	239
Net Adds	<b>1,036</b>	(54)	21	<b>12</b>	(128)	133	(82)
Attrition % Annualized (Based on Voluntary attrition only)	<b>21.5%</b>	26.0%	20.9%	<b>24.3%</b>	28.8%	30.5%	25.6%
Attrition % LTM (Based on Voluntary attrition only)	<b>21.5%</b>	24.4%	24.3%	<b>24.3%</b>	27.2%	26.13%	26.5%
<b>Revenue by geography - Consolidated (in %)</b>							
North America	<b>29%</b>	26%	22%	<b>27%</b>	23%	22%	16%
EMEA	<b>43%</b>	53%	54%	<b>51%</b>	49%	50%	54%
India	<b>22%</b>	19%	20%	<b>19%</b>	24%	22%	23%
APAC	<b>6%</b>	2%	4%	<b>3%</b>	4%	6%	7%
<b>Client Concentration (In %)</b>							
Top 5 client contribution to revenues	<b>74%</b>	74%	70%	<b>73%</b>	69%	64%	71%
Top 10 client contribution to revenues	<b>86%</b>	85%	83%	<b>84%</b>	82%	81%	84%
<b>Relationships with Tier 1 Customers - Services+Products</b>							
< 1 Million dollar customers - Trailing 12 months	<b>14</b>	13	12	<b>12</b>	11	12	12
1 < >3 Million dollar customers - Trailing 12 months	<b>3</b>	3	4	<b>4</b>	4	4	4
3 < >10 Million dollar customers - Trailing 12 months	<b>3</b>	3	3	<b>3</b>	3	4	4
10 < >20 Million dollar customers - Trailing 12 months	<b>1</b>	1	1	<b>1</b>	1	2	2
> 20 Million dollar customers - Trailing 12 months	<b>2</b>	3	3	<b>3</b>	3	2	2
Utilization, including trainees (Services Only - In %)	<b>75.0%</b>	79.2%	76.7%	<b>76.1%</b>	76.0%	74.9%	71.9%
<b>Revenue Split (Products Only) (In Rs. Millions)</b>							
License fees	<b>126.05</b>	22.57	46.81	<b>187.42</b>	45.62	30.94	20.37
Royalties	<b>52.09</b>	12.49	42.65	<b>89.92</b>	29.01	70.52	31.82
Customization	<b>49.20</b>	60.17	88.04	<b>182.37</b>	108.69	105.98	64.97
<b>Revenue split (Services Only) (In Rs. Millions)</b>							
Onsite	<b>1,251.69</b>	468.05	534.71	<b>1,777.82</b>	582.46	595.58	676.89
Offshore, including FPP	<b>3,272.52</b>	843.44	856.25	<b>3,436.11</b>	912.72	955.74	1,054.72
Test Lab	<b>19.73</b>	5.12	3.19	<b>25.74</b>	2.58	2.83	0.69
<b>Revenue by Project Type (Services Only) (In Rs. Millions)</b>							
Time and Material (including compensation)	<b>4,275.34</b>	1,239.47	1,309.24	<b>4,955.16</b>	1,436.56	1461.27	1,605.44
Fixed Price	<b>248.87</b>	72.02	81.72	<b>258.78</b>	58.62	89.79	126.17
Test Lab	<b>19.73</b>	5.12	3.19	<b>25.74</b>	2.58	2.83	0.69