

Sasken Communication Technologies Ltd.  
Consolidated Key Metrics

	FY 08	Q3 FY09	Q4 FY09	FY 09	Q1 FY 10	Q2 FY 10	Q3 FY 10
<b>Employee Metrics</b>							
Employees, period end							
Total Employees (Consolidated)	3,623	3,555	3,277	3,277	3,191	3,081	3,051
Services S/W, Product S/W and technical professionals	3,298	3,286	3,099	3,099	3,010	2,892	2,862
Support Staff	325	269	178	178	181	189	189
<b>Hiring Metrics</b>							
Gross Adds	1,188	239	34	932	148	112	233
Net Adds	12	(82)	(278)	(355)	(86)	(113)	(30)
<b>Attrition % Annualized (Based on Voluntary attrition only)</b>							
Attrition % LTM (Based on Voluntary attrition only)	24.3%	25.6%	21.9%	26.3%	26.0%	20.6%	23.2%
	24.3%	26.5%	26.3%	26.3%	24.6%	22.6%	23.1%
<b>Revenue by geography - Consolidated (in %)</b>							
North America	27%	16%	20%	20%	18%	21%	22%
EMEA	51%	54%	54%	52%	53%	47%	46%
India	19%	23%	23%	23%	27%	26%	28%
APAC	3%	7%	3%	5%	2%	6%	4%
<b>Client Concentration (In %)</b>							
Top 5 client contribution to revenues	75%	71%	66%	67%	70%	66%	64%
Top 10 client contribution to revenues	85%	84%	84%	82%	85%	81%	81%
<b>Relationships with Tier 1 Customers - Services+Products</b>							
< 1 Million dollar customers - Trailing 12 months	12	13	14	14	14	16	15
1 < >3 Million dollar customers - Trailing 12 months	4	5	4	4	5	1	4
3 < >10 Million dollar customers - Trailing 12 months	3	4	5	5	5	6	5
10 < >20 Million dollar customers - Trailing 12 months	1	2	2	2	1	2	2
> 20 Million dollar customers - Trailing 12 months	3	2	2	2	2	1	1
<b>Utilization, including trainees (Services Only - In %)</b>							
	76.1%	71.9%	73.8%	74.1%	79.5%	78.4%	79.9%
<b>Revenue Split (Products Only) (In Rs. Millions)</b>							
License fees	187	20	33	130	0	13	24
Royalties	90	32	55	186	2	50	39
Customization	182	65	19	299		6	13
<b>Revenue split (Services Only) (In Rs. Millions)</b>							
Onsite	1,778	676	549	2,412	373	328	431
Offshore, including FPP	3,436	1,055	1,025	3,939	1,010	959	941
Test Lab	26	1	-	6	-		
<b>Revenue by Project Type (Services Only) (In Rs. Millions)</b>							
Time and Material (including compensation)	4,955	1,605	1,431	5,934	1,181	1,105	1,122
Fixed Price	259	126	142	417	202	183	250
Test Lab	26	1		6			