

Sasken Communication Technologies Ltd.

Consolidated Key Metrics

	FY 09	Q1 FY 10	Q2 FY 10	Q3 FY 10	Q4 FY 10	Q1 FY 11	Q2 FY 11	Q3 FY 11
Employee Metrics								
Employees, period end								
Total Employees (Consolidated)	3,277	3,191	3,081	3,051	3,153	3,284	3,471	3,477
Services S/W, Product S/W and technical professionals	3,099	3,010	2,892	2,862	2,951	3,074	3,230	3,235
Support Staff	178	181	189	189	202	210	241	242
Hiring Metrics								
Gross Adds	932	148	112	233	431	465	539	401
Net Adds	(355)	(86)	(113)	(30)	102	131	187	6
Attrition % Annualized (Based on Voluntary attrition only)								
Attrition % Annualized (Based on Voluntary attrition only)	26.3%	26.0%	20.6%	23.2%	29.4%	35.4%	37.2%	34.8%
Attrition % LTM (Based on Voluntary attrition only)								
Attrition % LTM (Based on Voluntary attrition only)	26.3%	24.6%	22.6%	23.1%	24.4%	26.6%	30.6%	34.6%
Revenue by geography - Consolidated (in %)								
North America	20%	18%	21%	22%	18%	19%	18%	16%
EMEA	52%	53%	47%	46%	48%	45%	44%	41%
India	23%	27%	26%	28%	27%	28%	29%	28%
APAC	5%	2%	6%	4%	7%	8%	8%	15%
Client Concentration (In %)								
Top 5 client contribution to revenues	67%	70%	66%	64%	63%	61%	59%	59%
Top 10 client contribution to revenues	82%	85%	81%	81%	79%	78%	78%	78%
Relationships with Tier 1 Customers - Services+Products								
< 1 Million dollar customers - Trailing 12 months	14	14	16	15	17	13	13	15
1 < >3 Million dollar customers - Trailing 12 months	4	5	1	4	5	5	5	7
3 < >10 Million dollar customers - Trailing 12 months	5	5	6	5	4	6	6	4
10 < >20 Million dollar customers - Trailing 12 months	2	1	2	2	2	1	1	1
> 20 Million dollar customers - Trailing 12 months	2	2	1	1	1	1	1	1
Utilization, including trainees (Services Only - In %)								
Utilization, including trainees (Services Only - In %)	74.1%	79.5%	78.4%	79.9%	82.4%	77.6%	65.3%	62.4%
Revenue Split (Products Only) (In Rs. Millions)								
License fees	130	0	13	24	20	40	39	90
Royalties	186	2	50	39	78	81	90	114
Customization	299		6	13	2	2	4	12
Revenue split (Services Only) (In Rs. Millions)								
Onsite	2,412	373	328	431	403	369	301	353
Offshore	3,939	1,010	959	941	1,033	965	900	806
Test Lab	6	-						
Revenue by Project Type (Services Only) (In Rs. Millions)								
Time and Material (including compensation)	5,934	1,181	1,105	1,122	1,111	1,064	981	982
Fixed Price	417	202	183	250	325	270	220	177
Test Lab	6							