

Sasken Communication Technologies Ltd.
Consolidated Key Metrics

	FY 06	FY 07	Q1 FY08	Q2 FY08	Q3 FY08	Q4 FY08	FY 08
Employee Metrics							
Employees, period end							
Total Employees (Consolidated)	2,575	3,611	3,513	3,656	3,602	3,623	3,623
Services S/W, Product S/W and technical professionals	2,348	3,252	3,182	3,308	3,257	3,298	3,298
Support Staff	227	359	331	348	345	325	325
Hiring Metrics							
Gross Adds	1,086	1,784	199	476	228	285	1,188
Net Adds	454	1,036	(98)	143	(54)	21	12
Attrition % Annualized (Based on Voluntary attrition only)	23.2%	21.5%	20.4%	30.5%	26.0%	20.9%	24.3%
Attrition % LTM (Based on Voluntary attrition only)		21.5%	22.5%	23.2%	24.4%	24.3%	24.3%
Revenue by geography - Consolidated (in %)							
North America	35%	29%	28%	35%	26%	22%	27%
EMEA	37%	43%	49%	44%	53%	54%	51%
India	22%	22%	19%	19%	19%	20%	19%
APAC	7%	6%	4%	2%	2%	4%	3%
Client Concentration (In %)							
Top 5 client contribution to revenues	72%	74%	76.5%	74.2%	77.5%	72.3%	75%
Top 10 client contribution to revenues	84%	86%	87.8%	85.4%	85.7%	84.0%	85%
Relationships with Tier 1 Customers - Services+Products							
< 1 Million dollar customers - Trailing 12 months	12	14	14	13	13	12	12
1 < >3 Million dollar customers - Trailing 12 months	4	3	3	3	3	4	4
3 < >10 Million dollar customers - Trailing 12 months	2	3	2	3	3	3	3
10 < >20 Million dollar customers - Trailing 12 months	1	1	1	1	1	1	1
> 20 Million dollar customers - Trailing 12 months	1	2	3	3	3	3	3
Utilization, including trainees (Services Only - In %)	75.7%	75.0%	72.5%	76.2%	79.2%	76.7%	76.1%
Revenue Split (Products Only) (In Rs. Millions)							
License fees	181.40	126.05	52.41	65.63	22.57	46.81	187.42
Royalties	28.07	52.09	19.79	15.00	12.49	42.65	89.92
Customization	65.63	49.20	14.33	19.83	60.17	88.04	182.37
Revenue split (Services Only) (In Rs. Millions)							
Onsite	492.89	1,251.69	401.31	373.75	468.05	534.71	1,777.82
Offshore, including FPP	2,313.29	3,292.25	795.88	957.97	848.56	859.44	3,461.85
Revenue by Project Type (Services Only) (In Rs. Millions)							
Time and Material (including compensation)	2,534.58	4,275.34	1,147.83	1,258.62	1,239.47	1,309.24	4,955.16
Fixed Price	271.60	268.60	49.36	73.11	77.14	84.91	284.52