

Sasken Communication Technologies Ltd.
Consolidated Key Metrics



	Q4 FY 15	Q3 FY 15	Q2 FY 15	Q1 FY 15	Q4 FY 14	Q3 FY 14	Q2 FY 14	Q1 FY 14
Employee Metrics								
Employees, period end								
Total Employees (Consolidated)	1,919	1,916	1,889	1,858	1,906	2,053	2,108	2,122
Services S/W, Product S/W and technical professionals	1,706	1,704	1,687	1,658	1,701	1,827	1,868	1,892
Support Staff	213	212	202	200	205	226	240	230
Hiring Metrics								
Gross Adds	150	161	151	103	68	116	150	76
Net Adds	3	27	31	(48)	(147)	(55)	(15)	(169)
Attrition % Annualized (Based on Voluntary attrition only)	25.0%	24.0%	21.8%	25.5%	27.5%	28.3%	28.0%	37.2%
Attrition % LTM (Based on Voluntary attrition only)	23.8%	24.8%	26.7%	29.3%	30.3%	31.4%	31.5%	34.0%
Revenue by geography - Consolidated (In %)								
North America	34%	35%	34%	38%	37%	34%	33%	28%
EMEA	32%	36%	36%	34%	36%	38%	36%	37%
India	22%	20%	20%	20%	18%	20%	23%	23%
APAC	12%	9%	10%	8%	9%	8%	8%	12%
Client Concentration (In %)								
Top 5 client contribution to revenues	50.6%	49.0%	46.4%	40.8%	41.4%	40.5%	42.0%	42.0%
Top 10 client contribution to revenues	67.2%	65.9%	64.7%	56.1%	62.7%	59.8%	60.0%	64.0%
Relationships with Tier 1 Customers - Services+Products								
< 1 Million dollar customers - Trailing 12 months	13	10	9	12	9	13	11	11
1 < >3 Million dollar customers - Trailing 12 months	5	7	7	7	8	8	7	8
3 < >10 Million dollar customers - Trailing 12 months	6	6	7	7	9	7	10	9
10 < >20 Million dollar customers - Trailing 12 months								
> 20 Million dollar customers - Trailing 12 months								
Utilization, including trainees (Services Only - In %)*	74.9%	74.2%	72.1%	70.3%	73.3%	71.6%	72.2%	72.3%
Revenue Split (Products Only) (In ₹ Million)								
License fees	2	-	-	1	2	4	5	10
Royalties	15	16	13	17	19	12	13	21
Customization	13	12	22	6	27	29	28	25
Revenue Split (Services Only) (In ₹ Million)								
Onsite	422	465	473	514	490	492	423	421
Offshore	585	575	568	537	620	590	657	674
Revenue by Project Type (Services Only) (In ₹ Million)								
Time and Material (including compensation)	881	936	928	930	892	890	865	854
Fixed Price	126	104	113	121	218	192	215	241