



SASKEN

	Q3 FY 22	Q2 FY 22	Q1 FY 22	Q4 FY 21	Q3 FY 21	Q2 FY 21	Q1 FY 21	Q4 FY 20	Q3 FY 20	Q2 FY 20	Q1 FY 20	Q4 FY 19	Q3 FY 19	Q2 FY 19
Employee Metrics														
Employees, period end														
Total Employees (Consolidated)	1,318	1,276	1,306	1,395	1,444	1,508	1,520	1,554	1,628	1,734	1,802	1,833	1,780	1,781
Engineering	1,125	1,094	1,126	1,219	1,259	1,313	1,319	1,349	1,402	1,495	1,572	1,600	1,552	1,552
Corporate	193	182	180	176	185	195	201	205	226	239	230	233	228	229
Hiring Metrics														
Gross Adds	182	147	64	61	57	74	44	69	58	96	137	213	148	137
Net Adds	42	(30)	(89)	(49)	(64)	(12)	(34)	(74)	(106)	(68)	(31)	53	(1)	(31)
Attrition % Annualized (Based on Voluntary attrition only)	39.8%	48.6%	39.4%	23.7%	29.5%	13.7%	18.5%	29.4%	24.0%	22.0%	24.0%	30.3%	29.4%	30.7%
Attrition % LTM (Based on Voluntary attrition only)	36.4%	34.7%	26.8%	21.4%	23.1%	22.0%	25.1%	25.1%	26.0%	27.0%	29.0%	28.2%	26.6%	24.6%
Revenue by geography - Consolidated (In %)														
North America	29.0%	30.0%	33.0%	33.0%	33.3%	33.4%	41.0%	39.0%	41.0%	40.0%	40.0%	43.0%	39.0%	36.0%
EMEA	25.0%	20.0%	21.0%	17.0%	19.9%	17.6%	19.0%	22.0%	20.0%	22.0%	20.0%	21.0%	23.0%	24.0%
India	31.0%	33.0%	30.0%	30.0%	28.6%	30.2%	27.0%	26.0%	25.0%	22.0%	27.0%	24.0%	27.0%	31.0%
APAC	15.0%	17.0%	16.0%	20.0%	18.2%	18.8%	13.0%	13.0%	14.0%	16.0%	13.0%	12.0%	11.0%	9.0%
Client Concentration (In %)														
Top 5 client contribution to revenues	45.0%	48.0%	41.0%	40.9%	42.3%	42.7%	43.0%	39.0%	39.0%	41.0%	49.8%	56.3%	52.2%	55.4%
Top 10 client contribution to revenues	65.0%	69.0%	64.0%	65.2%	64.8%	65.4%	63.0%	60.0%	58.0%	59.0%	65.9%	70.1%	68.8%	71.3%
Relationships with Customers (TTM)														
\$1M+ clients	10	9	9	11	11	12	15	17	18	13	10	11	11	10
\$3M+ clients	6	7	7	6	5	6	4	3	3	3	4	5	5	5
\$10M+ clients	-	-	-	-	-	-	-	1	1	1	1	1	1	1
Utilization, including trainees (In %)*														
Revenue Split (In ₹ Million)	83.4%	87.3%	85.7%	79.6%	82.0%	81.7%	73.9%	74.8%	74.1%	72.3%	76.4%	75.7%	76.4%	77.5%
Onsite	196	174	214	271	257	226	295	330	359	331	423	495	400	309
Offshore	867	912	884	835	882	847	835	798	831	926	923	860	814	821
Revenue by Project Type (In ₹ Million)														
Time and Material (including compensation)	786	792	814	818	799	758	656	814	799	812	793	743	743	764
Fixed Price	277	294	284	288	340	314	475	315	391	446	554	612	471	367

