$Sasken\ Communication\ Technologies\ Ltd.$

Key Metrics

Hiring metrics gross adds net adds	Consolidated Metrics	Q1 FY05	Q2 FY05	Q3 FY05	Q4 FY05	Q1 FY06	Q2 FY06	Q3 FY06
Employees, period end Total Employees (Consolidated) 1,580 1,882 2,086 2,121 2,159 2,466 2,505 Eliring metrics gross adds net adds 228 326 338 141 221 474 18 net adds Attrition % (Based on Voluntary attrition only) 22.8% 24.6% 24.9% 26.3% 24.9% 23.4% 20.5 Attrition % (Based on Voluntary attrition only) 22.8% 24.6% 24.9% 26.3% 24.9% 23.4% 20.5 Attrition % (Based on Voluntary attrition only) 22.8% 24.6% 24.9% 26.3% 24.9% 23.4% 20.5 Attrition % (Based on Voluntary attrition only) 22.8% 24.6% 24.9% 26.3% 24.9% 23.4% 20.5 Attrition % (Based on Voluntary attrition only) 22.8% 24.6% 24.9% 26.3% 24.9% 23.4% 20.5 Attrition % (Based on Voluntary attrition only) 22.8% 24.6% 24.9% 26.3% 24.9% 23.4% 24.9% 25.3% 26.3% 24.9% 25.3% 26.3% 24.9% 25.3% 26.3	Employee Metrics							
Total Employees (Consolidated) 1,580 1,580 1,580 1,580 1,580 1,580 2,086 2,121 2,159 2,466 2,566 Hiring metrics gross adds net adds 228 326 338 141 221 474 18 18 18 Attrition % (Based on Voluntary attrition only) 22.8% 24.6% 24.9% 26.3% 24.9% 23.4% 20.5 Revenue by geography - Consolidated (in %) North America 34.2% 36.1% 35.4% 30.1% 37.6% 35.3% 36.8 India 35.9% 36.1% 35.4% 30.1% 37.6% 35.3% 36.8 India 55.9% 7.1% 8.9% 13.6% 20.1% 17.9% 22.1 APAC 94.8% 72.9% 74.8% 75.7 74.9% 75.7 76.9% 86.4% 87.6% 86.5% 87.0% 88.3% 86.6% Number of active clients 31 33 37 43 40 46 48 52 75.7 Top 10 client contribution to revenues 85.9% 86.4% 87.6% 86.5% 87.6% 86.5% 87.0% 88.3% 86.6% Number of active clients 31 33 37 43 40 46 46 48 52 75.7 10 Million dollar customers - Trailing 12 months 1 1 2 2 2 1 2 2 2 2 2 2 2 2 2 2 2 2 2	* *							
gross adds net adds 228 326 338 141 221 474 18 net adds 126 302 204 35 38 307 3 Attrition % (Based on Voluntary attrition only) 22.8% 24.6% 24.9% 26.3% 24.9% 23.4% 20.5 Revenue by geography - Consolidated (in %) North America 34.2% 36.1% 35.4% 30.1% 37.6% 35.3% 38.3% Revenue by geography - Consolidated (in %) North America 50.9% 49.6% 49.2% 39.4% 41.0% 30.5% 38.4% APAC 50.9% 7.1% 8.0% 13.6% 20.1% 17.9% 22.1 APAC 94.6% 7.2% 7.4% 17.0% 1.2% 16.3% 30.1% APAC Client concentration (Groupin %) Top 5 client contribution to revenues 85.9% 86.4% 87.6% 86.5% 87.9% 83.8% 86.6 Number of active clients 31 33 37 43 40 46 48 Customer Profile of all customers 1 willion dollar customers - Trailing 12 months 1 2 2 2 1 2 2 Revenue Split (Products Only) (In Rs. Millions) License fees 31.52 24.17 28.14 72.44 23.12 123.86 14.6 Royalties 7.73 7.00 9.73 9.69 10.66 6.84 0.8 Royalties 7.73 7.00 9.73 9.69 10.66 6.84 0.8 Customization 54.15 29.98 41.74 23.07 20.42 24.47 6.5 Cuttilization measures (Services Only) 64.4% 64.1% 57.2% 71.0% 74.9% 72.8% 74.37 127.4 Revenue split (Services Only) (Rs. Millions) Onsite Onsite Onsite Onsite 108.29 134.67 100.52 120.14 118.77 143.71 127.4 Offshore		1,580	1,882	2,086	2,121	2,159	2,466	2,504
New net adds	Hiring metrics							
Attrition % (Based on Voluntary attrition only) 22.8% 24.6% 24.9% 26.3% 24.9% 23.4% 20.5 Revenue by geography - Consolidated (in %) North America 34.2% 36.1% 35.4% 30.1% 37.6% 35.3% 36.5% 30.1% 37.6% 38.3% 36.5% 38.4 India 5.5% 7.1% 8.0% 13.6% 20.1% 17.9% 22.1 APAC 9.4% 7.2% 7.4% 17.0% 1.2% 16.3% 36.5% 38.4 APAC 9.4% 7.2% 7.4% 17.0% 1.2% 16.3% 36.5% 38.4 APAC 17.0% 1.2% 16.3% 36.5% 38.4 APAC 9.4% 7.2% 7.4% 17.0% 1.2% 16.3% 36.5% 37.0% 37.0% 37.0% 37.0% 38.4% 38.4% 38.6% 38.8% 38.6% 38.8% 38.6% 38.8% 38.6% 38.8% 38.6% 38.8% 38.6% 38.8% 38.6% 38.8% 38.6% 38.8% 38.6% 38.8% 38.6% 38.8% 38.6% 38.8% 38.6% 38.8% 38.6% 38.8% 38.6% 38.8% 38.6% 38.8% 38.6% 38.8% 38.6% 38.8% 38.6% 38.8% 38.6% 38.6% 38.8% 38.6% 38.8% 38.6% 38.8% 38.6% 38.8% 38.6% 38.8% 38.6	gross adds	228	326	338	141	221	474	188
Revenue by geography - Consolidated (in %) 34.2% 36.1% 35.4% 30.1% 37.6% 35.3% 36.5	net adds	126	302	204	35	38	307	38
North America 34.2% 36.1% 35.4% 30.1% 37.6% 35.3% 36.5 Europe 50.9% 49.6% 49.2% 39.4% 41.0% 30.5% 38.4 India 55.5% 7.1% 8.0% 13.6% 20.1% 17.9% 22.1 APAC 9.4% 7.2% 7.4% 17.0% 1.2% 16.3% 3.0 Client concentration (Groupin %) Top 5 client contribution to revenues 85.9% 86.4% 87.6% 86.5% 87.0% 83.8% 86.0 Number of active clients 31 33 37 43 40 46 48 52 1 < > 3 <	Attrition % (Based on Voluntary attrition only)	22.8%	24.6%	24.9%	26.3%	24.9%	23.4%	20.9%
Europe 50.9% 49.6% 49.2% 39.4% 41.0% 30.5% 38.4 India 5.5% 7.1% 8.0% 13.6% 20.1% 17.9% 22.1 APAC 9.4% 7.2% 7.4% 17.0% 1.2% 16.3% 30.6 30	Revenue by geography - Consolidated (in %)							
India	North America	34.2%	36.1%	35.4%	30.1%	37.6%	35.3%	36.5%
APAC 9.4% 7.2% 7.4% 17.0% 1.2% 16.3% 3.0 Client concentration (Groupin %) Top 5 client contribution to revenues 72.2% 73.0% 71.5% 69.1% 76.2% 74.2% 75.7 Top 10 client contribution to revenues 85.9% 86.4% 87.6% 86.5% 87.0% 83.8% 86.0 Number of active clients 31 33 37 43 40 46 46 Customer Profile of all customers <1 Million dollar customers - Trailing 12 months 7 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5	Europe	50.9%	49.6%	49.2%	39.4%	41.0%	30.5%	38.4%
Client concentration (Groupin %) Top 5 client contribution to revenues 72.2% 73.0% 71.5% 69.1% 76.2% 74.2% 75.7 Top 10 client contribution to revenues 85.9% 86.4% 87.6% 86.5% 87.0% 83.8% 86.0 Number of active clients 31 33 37 43 40 46 48 52 Customer Profile of all customers <1 Million dollar customers - Trailing 12 months 1 < 2 < 1 < 2 < 1 < 2 < 3 < 1 < 2 < 2 < 2 < 2 < 1 < 2 < 2 < 2 < 2	India	5.5%	7.1%	8.0%	13.6%	20.1%	17.9%	22.1%
Top 5 client contribution to revenues Top 10 client contribution to revenues S5.9% S6.4% S7.0% S7.0% S7.0% S8.8% S8.6% S7.0% S8.8% S8.6% S8.6% S8.0% S8.8% S8.6%	APAC	9.4%	7.2%	7.4%	17.0%	1.2%	16.3%	3.0%
Number of active clients	Client concentration (Groupin %)							
Number of active clients 31 33 37 43 40 46 46 Customer Profile of all customers <1 Million dollar customers - Trailing 12 months 45 44 44 46 48 52 1 < 3 Million dollar customers - Trailing 12 months 7 5 5 5 5 5 5 5 5 3 < 10 Million dollar customers - Trailing 12 months 1 2 2 1 1 2 3 1 2 2 2 1 2 2 2 2 2 2 2 2	Top 5 client contribution to revenues	72.2%	73.0%	71.5%	69.1%	76.2%	74.2%	75.7%
Customer Profile of all customers < 1 Million dollar customers - Trailing 12 months 45 44 44 46 48 52 1 < >3 Million dollar customers - Trailing 12 months 3 < >10 Million dollar customers - Trailing 12 months 1 2 2 1 2 3 3 > 10 Million dollar customers - Trailing 12 months 1 1 1 1 2 2 2 1 2 3 Revenue Split (Products Only) (In Rs. Millions) License fees 31.52 24.17 28.14 72.44 23.12 123.86 14.0 Royalties 7.73 7.00 9.73 9.69 10.66 6.84 0.7 Customization 54.15 29.98 41.74 23.07 20.42 24.47 6.7 Utilization measures (Services Only) 64.4% 64.1% 57.2% 71.0% 74.9% 72.8% 74.3 Revenue split (Services Only) (Rs. Millions) Onsite 108.29 134.67 100.52 120.14 118.77 143.71 127.0 Offshore 239.14 286.40 292.83 348.35 420.94 484.21 566.2	Top 10 client contribution to revenues	85.9%	86.4%	87.6%	86.5%	87.0%	83.8%	86.0%
<1 Million dollar customers - Trailing 12 months 45 44 44 46 48 52 5 7	Number of active clients	31	33	37	43	40	46	42
1 <>3 Million dollar customers - Trailing 12 months 7 5 5 5 5 5 3 <>10 Million dollar customers - Trailing 12 months 1 2 2 1 2 3 > 10 Million dollar customers - Trailing 12 months 1 1 1 2 2 2 2 Revenue Split (Products Only) (In Rs. Millions) License fees 31.52 24.17 28.14 72.44 23.12 123.86 14.0 Royalties 7.73 7.00 9.73 9.69 10.66 6.84 0.7 Customization 54.15 29.98 41.74 23.07 20.42 24.47 6.5 Utilization measures (Services Only) 64.4% 64.1% 57.2% 71.0% 74.9% 72.8% 74.3 Revenue split (Services Only) (Rs. Millions) Onsite 108.29 134.67 100.52 120.14 118.77 143.71 127.0 Offshore 239.14 286.40 292.83 348.35 420.94 484.21 566.2	Customer Profile of all customers							
3 <>10 Million dollar customers - Trailing 12 months 1 2 2 1 1 2 3 3 > 10 Million dollar customers - Trailing 12 months 1 1 1 1 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	< 1 Million dollar customers - Trailing 12 months	45	44	44	46	48	52	51
> 10 Million dollar customers - Trailing 12 months 1 1 1 1 2 2 2 2 2 Revenue Split (Products Only) (In Rs. Millions) License fees 31.52 24.17 28.14 72.44 23.12 123.86 14.0 Royalties 7.73 7.00 9.73 9.69 10.66 6.84 0.7 Customization 54.15 29.98 41.74 23.07 20.42 24.47 6.7 Utilization measures (Services Only) 64.4% 64.1% 57.2% 71.0% 74.9% 72.8% 74.3 Revenue split (Services Only) (Rs. Millions) Onsite 108.29 134.67 100.52 120.14 118.77 143.71 127.0 Offshore 239.14 286.40 292.83 348.35 420.94 484.21 566.2	1 <>3 Million dollar customers - Trailing 12 months	7	5	5	5	5	5	7
Revenue Split (Products Only) (In Rs. Millions) 31.52 24.17 28.14 72.44 23.12 123.86 14.0 Royalties 7.73 7.00 9.73 9.69 10.66 6.84 0.7 Customization 54.15 29.98 41.74 23.07 20.42 24.47 6.7 Utilization measures (Services Only) 64.4% 64.1% 57.2% 71.0% 74.9% 72.8% 74.3 Revenue split (Services Only) (Rs. Millions) 108.29 134.67 100.52 120.14 118.77 143.71 127.0 Offshore 239.14 286.40 292.83 348.35 420.94 484.21 566.2	3 <> 10 Million dollar customers - Trailing 12 months	1	2	2	1	2	3	2
License fees 31.52 24.17 28.14 72.44 23.12 123.86 14.0 Royalties 7.73 7.00 9.73 9.69 10.66 6.84 0.7 Customization 54.15 29.98 41.74 23.07 20.42 24.47 6.7 Utilization measures (Services Only) 64.4% 64.1% 57.2% 71.0% 74.9% 72.8% 74.3 Revenue split (Services Only) (Rs. Millions) 0nsite 108.29 134.67 100.52 120.14 118.77 143.71 127.0 Offshore 239.14 286.40 292.83 348.35 420.94 484.21 566.2	> 10 Million dollar customers - Trailing 12 months	1	1	1	2	2	2	2
Royalties 7.73 7.00 9.73 9.69 10.66 6.84 0.7 Customization 54.15 29.98 41.74 23.07 20.42 24.47 6.7 Utilization measures (Services Only) 64.4% 64.1% 57.2% 71.0% 74.9% 72.8% 74.3 Revenue split (Services Only) (Rs. Millions) 0nsite 108.29 134.67 100.52 120.14 118.77 143.71 127.0 Offshore 239.14 286.40 292.83 348.35 420.94 484.21 566.2	Revenue Split (Products Only) (In Rs. Millions)							
Customization 54.15 29.98 41.74 23.07 20.42 24.47 6.7 Utilization measures (Services Only) 64.4% 64.1% 57.2% 71.0% 74.9% 72.8% 74.3 Revenue split (Services Only) (Rs. Millions) 0nsite 108.29 134.67 100.52 120.14 118.77 143.71 127.0 Offshore 239.14 286.40 292.83 348.35 420.94 484.21 566.2	License fees	31.52	24.17	28.14	72.44	23.12	123.86	14.07
Utilization measures (Services Only) 64.4% 64.1% 57.2% 71.0% 74.9% 72.8% 74.3 Revenue split (Services Only) (Rs. Millions) Onsite 108.29 134.67 100.52 120.14 118.77 143.71 127.0 Offshore 239.14 286.40 292.83 348.35 420.94 484.21 566.2	Royalties	7.73	7.00	9.73	9.69	10.66	6.84	0.71
Revenue split (Services Only) (Rs. Millions) 108.29 134.67 100.52 120.14 118.77 143.71 127.0 Offshore 239.14 286.40 292.83 348.35 420.94 484.21 566.2	Customization	54.15	29.98	41.74	23.07	20.42	24.47	6.74
Onsite 108.29 134.67 100.52 120.14 118.77 143.71 127.0 Offshore 239.14 286.40 292.83 348.35 420.94 484.21 566.2	Utilization measures (Services Only)	64.4%	64.1%	57.2%	71.0%	74.9%	72.8%	74.3%
Offshore 239.14 286.40 292.83 348.35 420.94 484.21 566.2	Revenue split (Services Only) (Rs. Millions)							
	Onsite	108.29	134.67	100.52	120.14	118.77	143.71	127.02
Fixed price 61.73 107.41 107.04 171.82 83.52 80.85 44.5	Offshore	239.14	286.40	292.83	348.35	420.94	484.21	566.28
1 1 1 1 1 1	Fixed price	61.73	107.41	107.04	171.82	83.52	80.85	44.58