

Sasken Communication Technologies Ltd.
Consolidated Key Metrics

	Q1 FY08	Q2 FY08	Q3 FY08	Q4 FY08	FY 08	Q1 FY09
Employee Metrics						
Employees, period end						
Total Employees (Consolidated)	3,513	3,656	3,602	3,623	3,623	3,495
Services S/W, Product S/W and technical professionals	3,182	3,308	3,257	3,298	3,298	3,199
Support Staff	331	348	345	325	325	296
Hiring Metrics						
Gross Adds	199	476	228	285	1,188	202
Net Adds	(98)	143	(54)	21	12	(128)
Attrition % Annualized (Based on Voluntary attrition only)	20.4%	30.5%	26.0%	20.9%	24.3%	28.8%
Attrition % LTM (Based on Voluntary attrition only)	22.5%	23.2%	24.4%	24.3%	24.3%	27.2%
Revenue by geography - Consolidated (in %)						
North America	28%	35%	26%	22%	27%	23%
EMEA	49%	44%	53%	54%	51%	49%
India	19%	19%	19%	20%	19%	24%
APAC	4%	2%	2%	4%	3%	4%
Client Concentration (In %)						
Top 5 client contribution to revenues	76.5%	74.2%	77.5%	72.3%	75%	71.8%
Top 10 client contribution to revenues	87.8%	85.4%	85.7%	84.0%	85%	82.5%
Relationships with Tier 1 Customers - Services+Products						
< 1 Million dollar customers - Trailing 12 months	14	13	13	12	12	11
1 < >3 Million dollar customers - Trailing 12 months	3	3	3	4	4	4
3 < >10 Million dollar customers - Trailing 12 months	2	3	3	3	3	3
10 < >20 Million dollar customers - Trailing 12 months	1	1	1	1	1	1
> 20 Million dollar customers - Trailing 12 months	3	3	3	3	3	3
Utilization, including trainees (Services Only - In %)	72.5%	76.2%	79.2%	76.7%	76.1%	76.0%
Revenue Split (Products Only) (In Rs. Millions)						
License fees	52.41	65.63	22.57	46.81	187.42	45.62
Royalties	19.79	15.00	12.49	42.65	89.92	29.01
Customization	14.33	19.83	60.17	88.04	182.37	108.69
Revenue split (Services Only) (In Rs. Millions)						
Onsite	401.31	373.75	468.05	534.71	1,777.82	582.46
Offshore, including FPP	786.95	949.47	843.44	856.25	3,436.11	912.72
Test Lab	8.93	8.50	5.12	3.19	25.74	2.58
Revenue by Project Type (Services Only) (In Rs. Millions)						
Time and Material (including compensation)	1,147.83	1,258.62	1,239.47	1,309.24	4,955.16	1,436.56
Fixed Price	40.43	64.61	72.02	81.72	258.78	58.62
Test Lab	8.93	8.50	5.12	3.19	25.74	2.58