Sasken Communication Technologies Ltd.
Consolidated Key Metrics

	Q1 FY 10	Q2 FY 10	Q3 FY 10	Q4 FY 10	Q1 FY 11	Q2 FY 11	Q3 FY 11	Q4 FY 11
Employee Metrics								
Employees, period end								
Total Employees (Consolidated)	**3,191**	**3,081**	**3,051**	**3,153**	**3,284**	**3,471**	**3,477**	**3,508**
Services S/W, Product S/W and technical professionals	3,010	2,892	2,862	2,951	3,074	3,230	3,235	3,253
Support Staff	181	189	189	202	210	241	242	255
Hiring Metrics								
Gross Adds	148	112	233	431	465	539	401	376
Net Adds	(86)	(113)	(30)	102	131	187	6	31
Attrition % Annualized (Based on Voluntary attrition only)	26.0%	20.6%	23.2%	29.4%	35.4%	37.2%	34.8%	31.4%
Attrition % LTM (Based on Voluntary attrition only)	24.6%	22.6%	23.1%	24.4%	26.6%	30.6%	34.6%	35.3%
Revenue by geography - Consolidated (in %)								
North America	18%	21%	22%	18%	19%	18%	15%	16%
EMEA	53%	47%	46%	48%	45%	44%	44%	42%
India	27%	26%	28%	27%	28%	29%	28%	31%
APAC	2%	6%	4%	7%	8%	8%	15%	11%
Client Concentration (In %)								
Top 5 client contribution to revenues	70%	66%	64%	63%	61%	59%	55%	56%
Top 10 client contribution to revenues	85%	81%	81%	79%	78%	78%	78%	71%
Relationships with Tier 1 Customers - Services+Products								
< 1 Million dollar customers - Trailing 12 months	14	16	15	17	13	13	15	16
1 < >3 Million dollar customers - Trailing 12 months	5	1	4	5	5	5	7	4
3 < >10 Million dollar customers - Trailing 12 months	5	6	5	4	6	6	4	4
10 < >20 Million dollar customers - Trailing 12 months	1	2	2	2	1	1	1	1
> 20 Million dollar customers - Trailing 12 months	2	1	1	1	1	1	1	1
Utilization, including trainees (Services Only - In %)	79.5%	78.4%	79.9%	82.4%	77.6%	65.3%	62.4%	62.1%
Revenue Split (Products Only) (In Rs. Millions)								
License fees	0	13	24	20	40	39	90	11
Royalties	2	50	39	78	81	90	114	69
Customization		6	13	2	2	4	12	7
Revenue split (Services Only) (In Rs. Millions)								
Onsite	373	328	431	403	369	301	353	360
Offshore	1,010	959	941	1,033	965	900	806	808
Test Lab	-							
Revenue by Project Type (Services Only) (In Rs. Millions)								
Time and Material (including compensation)	1,181	1,105	1,122	1,111	1,064	981	982	872
Fixed Price	202	183	250	325	270	220	177	295
Test Lab								