

Sasken Communication Technologies Ltd.

Consolidated Key Metrics

	FY 05	FY 06	Q1 FY07	Q2 FY07	Q3 FY07	Q4 FY07	FY 07	Q1 FY08
<b>Employee Metrics</b>								
Employees, period end								
Total Employees (Consolidated)	2,121	2,575	2,897	3,373	3,504	3,611	3,611	3,513
Services S/W and technical professionals	1,673	2,055	2,383	2,821	2,928	2,997	2,997	2,937
Products S/W and technical professionals	249	293	292	284	282	255	255	245
Support Staff	199	227	222	268	294	359	359	331
<b>Hiring Metrics</b>								
Gross Adds	1,033	1,086	469	675	350	290	1,784	199
Net Adds	667	454	322	476	131	107	1,036	(98)
Attrition % Annualized (Based on Voluntary attrition only)	24.3%	23.2%	21.0%	23.2%	21.3%	19.6%	21.5%	20.4%
Attrition % LTM (Based on Voluntary attrition only)						21.5%	21.5%	22.5%
<b>Revenue by geography - Consolidated (in %)</b>								
North America	34%	35%	35%	32%	25%	25%	29%	28%
EMEA	47%	37%	33%	39%	49%	49%	43%	49%
India	9%	22%	28%	24%	20%	19%	22%	19%
APAC	11%	7%	5%	6%	6%	8%	6%	4%
<b>Client Concentration (In %)</b>								
Top 5 client contribution to revenues	70%	72%	77%	77%	81%	75%	74%	76.5%
Top 10 client contribution to revenues	82%	84%	87%	87%	89%	87%	86%	87.8%
<b>Relationships with Tier 1 Customers - Services+Products</b>								
< 1 Million dollar customers - Trailing 12 months	9	12	12	12	13	14	14	14
1 < >3 Million dollar customers - Trailing 12 months	3	4	5	4	4	3	3	3
3 < >10 Million dollar customers - Trailing 12 months	-	2	2	3	2	3	3	2
10 < >20 Million dollar customers - Trailing 12 months	2	1	1	1	2	1	1	1
> 20 Million dollar customers - Trailing 12 months	-	1	1	1	1	2	2	3
Utilization, including trainees (Services Only - In %)	64.4%	75.7%	79.1%	74.4%	73.6%	71.5%	75.0%	72.5%
<b>Revenue Split (Products Only) (In Rs. Millions)</b>								
License fees	156.27	181.40	19.12	47.54	27.59	31.80	126.05	52.41
Royalties	34.16	28.07	13.89	12.82	6.66	18.72	52.09	19.79
Customization	148.93	65.63	2.97	2.19	7.30	36.75	49.20	14.33
<b>Revenue split (Services Only) (In Rs. Millions)</b>								
Onsite	463.61	484.99	128.23	251.10	431.66	440.70	1,251.69	401.31
Offshore, including FPP	1,166.73	2,202.60	767.48	855.56	830.89	818.59	3,272.52	786.95
Test Lab				6.24	6.08	7.41	19.73	8.93
<b>Revenue by Project Type (Services Only) (In Rs. Millions)</b>								
Time and Material	2,155.50	2,437.34	846.27	1,026.21	1,201.69	1,201.17	4,275.34	1,147.83
Fixed Price	989.04	250.24	49.45	80.44	60.86	58.12	248.87	40.43
Test Lab				6.24	6.08	7.41	19.73	8.93