

Sasken Communication Technologies Ltd.
Consolidated Key Metrics

	FY 06	Q1 FY07	Q2 FY07	Q3 FY07	Q4 FY07	FY 07	Q1 FY08	Q2 FY08
Employee Metrics								
Employees, period end								
Total Employees (Consolidated)	2,575	2,897	3,373	3,504	3,611	3,611	3,513	3,656
Services S/W and technical professionals	2,055	2,383	2,821	2,928	2,997	2,997	2,937	3,055
Products S/W and technical professionals	293	292	284	282	255	255	245	253
Support Staff	227	222	268	294	359	359	331	348
Hiring Metrics								
Gross Adds	1,086	469	675	350	290	1,784	199	476
Net Adds	454	322	476	131	107	1,036	(98)	143
Attrition % Annualized (Based on Voluntary attrition only)	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%	23.2%
Revenue by geography - Consolidated (in %)								
North America	35%	35%	32%	25%	25%	29%	28%	35%
EMEA	37%	33%	39%	49%	49%	43%	49%	44%
India	22%	28%	24%	20%	19%	22%	19%	19%
APAC	7%	5%	6%	6%	8%	6%	4%	2%
Client Concentration (In %)								
Top 5 client contribution to revenues	72%	77%	77%	81%	75%	74%	76.5%	74.2%
Top 10 client contribution to revenues	84%	87%	87%	89%	87%	86%	87.8%	85.4%
Relationships with Tier 1 Customers - Services+Products								
< 1 Million dollar customers - Trailing 12 months	12	12	12	13	14	14	14	13
1 < >3 Million dollar customers - Trailing 12 months	4	5	4	4	3	3	3	3
3 < >10 Million dollar customers - Trailing 12 months	2	2	3	2	3	3	2	3
10 < >20 Million dollar customers - Trailing 12 months	1	1	1	2	1	1	1	1
> 20 Million dollar customers - Trailing 12 months	1	1	1	1	2	2	3	3
Utilization, including trainees (Services Only - In %)	75.7%	79.1%	74.4%	73.6%	71.5%	75.0%	72.5%	76.2%
Revenue Split (Products Only) (In Rs. Millions)								
License fees	181.40	19.12	47.54	27.59	31.80	126.05	52.41	65.63
Royalties	28.07	13.89	12.82	6.66	18.72	52.09	19.79	15.00
Customization	65.63	2.97	2.19	7.30	36.75	49.20	14.33	19.83
Revenue split (Services Only) (In Rs. Millions)								
Onsite	492.89	128.23	251.10	431.66	440.70	1,251.69	401.31	373.75
Offshore, including FPP	2,313.29	767.48	855.56	830.89	818.59	3,272.52	786.95	949.47
Test Lab			6.24	6.08	7.41	19.73	8.93	8.50
Revenue by Project Type (Services Only) (In Rs. Millions)								
Time and Material (including compensation)	2,534.58	846.27	1,026.21	1,201.69	1,201.17	4,275.34	1,147.83	1,258.62
Fixed Price	271.60	49.45	80.44	60.86	58.12	248.87	40.43	64.61
Test Lab			6.24	6.08	7.41	19.73	8.93	8.50