

Sasken Communication Technologies Ltd.
Consolidated Key Metrics

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