

Sasken Communication Technologies Ltd.
Consolidated Key Metrics

	Q1 FY 12	Q2 FY 12	Q3 FY 12	Q4 FY 12	Q1 FY 13
Employee Metrics					
Employees, period end					
Total Employees (Consolidated)	3,413	3,193	3,060	3,026	2,960
Services S/W, Product S/W and technical professionals	3,139	2,917	2,784	2,758	2,684
Support Staff	274	276	276	268	276
Hiring Metrics					
Gross Adds	229	162	141	252	237
Net Adds	(95)	(220)	(133)	(34)	(66)
Attrition % Annualized (Based on Voluntary attrition only)	30.2%	34.9%	28.2%	30.9%	35.4%
Attrition % LTM (Based on Voluntary attrition only)	34.4%	33.8%	32.0%	30.7%	31.6%
Revenue by geography - Consolidated (in %)					
North America	18%	17%	18%	18%	22%
EMEA	44%	40%	45%	41%	36%
India	29%	31%	25%	29%	26%
APAC	9%	12%	12%	12%	15%
Client Concentration (In %)					
Top 5 client contribution to revenues	56%	53%	53%	52%	51%
Top 10 client contribution to revenues	76%	73%	72%	75%	74%
Relationships with Tier 1 Customers - Services+Products					
< 1 Million dollar customers - Trailing 12 months	17	16	15	15	14
1 < >3 Million dollar customers - Trailing 12 months	4	6	7	6	6
3 < >10 Million dollar customers - Trailing 12 months	6	5	6	7	7
10 < >20 Million dollar customers - Trailing 12 months	1	1	1	1	1
> 20 Million dollar customers - Trailing 12 months	1	1	1	1	1
Utilization, including trainees (Services Only - In %)	64.8%	69.6%	71.7%	72.4%	66.9%
Revenue Split (Products Only) (In ₹ Millions)					
License fees	38	11	25	6	11
Royalties	41	56	78	125	107
Customization	4	3	6	3	5
Revenue Split (Services Only) (In ₹ Millions)					
Onsite	421	337	359	359	382
Offshore	773	891	809	800	816
Revenue by Project Type (Services Only) (In ₹ Millions)					
Time and Material (including compensation)	889	925	908	914	944
Fixed Price	305	303	259	245	254