

Sasken Communication Technologies Ltd.

Consolidated Key Metrics

	Q1 FY 14	Q4 FY 13	Q3 FY 13	Q2 FY 13	Q1 FY 13
Employee Metrics					
Employees, period end					
Total Employees (Consolidated)	2,122	2,291	2,560	2,762	2,960
Services S/W, Product S/W and technical professionals	1,892	2,050	2,308	2,505	2,684
Support Staff	230	241	252	257	276
Hiring Metrics					
Gross Adds	76	59	109	110	237
Net Adds	(169)	(269)	(202)	(198)	(66)
Attrition % Annualized (Based on Voluntary attrition only)	37.2%	36.8%	28.7%	34.3%	35.4%
Attrition % LTM (Based on Voluntary attrition only)	34.0%	34.7%	33.3%	32.4%	31.6%
Revenue by geography - Consolidated (in %)					
North America	28%	24%	24%	25%	22%
EMEA	37%	34%	34%	33%	36%
India	23%	29%	29%	32%	27%
APAC	12%	13%	13%	10%	15%
Client Concentration (In %)					
Top 5 client contribution to revenues	42.0%	45.6%	49.0%	50.6%	50.9%
Top 10 client contribution to revenues	64.0%	66.4%	69.7%	72.5%	73.5%
Relationships with Tier 1 Customers - Services+Products					
< 1 Million dollar customers - Trailing 12 months	11	11	11	11	14
1 < >3 Million dollar customers - Trailing 12 months	8	8	8	8	6
3 < >10 Million dollar customers - Trailing 12 months	9	8	6	6	7
10 < >20 Million dollar customers - Trailing 12 months		1	2	2	1
> 20 Million dollar customers - Trailing 12 months					1
Utilization, including trainees (Services Only - In %)	75.6%	69.5%	67.9%	64.5%	66.9%
Revenue Split (Products Only) (In ₹ Million)					
License fees	10	33	26	18	11
Royalties	21	19	18	30	107
Customization	25	4	2	2	5
Revenue Split (Services Only) (In ₹ Million)					
Onsite	421	373	354	309	382
Offshore	674	701	763	756	816
Revenue by Project Type (Services Only) (In ₹ Million)					
Time and Material (including compensation)	854	786	862	862	944
Fixed Price	241	288	255	203	254