

Sasken Communication Technologies Ltd.
Consolidated Key Metrics

	FY 09	Q2 FY 10	Q1 FY 11	Q2 FY 11
Employee Metrics				
Employees, period end				
Total Employees (Consolidated)	3,277	3,081	3,284	3,471
Services S/W, Product S/W and technical professionals	3,099	2,892	3,074	3,230
Support Staff	178	189	210	241
Hiring Metrics				
Gross Adds	932	112	465	539
Net Adds	(355)	(113)	131	187
Attrition % Annualized (Based on Voluntary attrition only)				
Attrition % LTM (Based on Voluntary attrition only)	26.3%	20.6%	35.4%	37.2%
Revenue by geography - Consolidated (in %)				
North America	20%	21%	19%	18%
EMEA	52%	47%	45%	44%
India	23%	26%	28%	29%
APAC	5%	6%	8%	8%
Client Concentration (In %)				
Top 5 client contribution to revenues	67%	66%	61%	59%
Top 10 client contribution to revenues	82%	81%	78%	78%
Relationships with Tier 1 Customers - Services+Products				
< 1 Million dollar customers - Trailing 12 months	14	16	13	13
1 < >3 Million dollar customers - Trailing 12 months	4	1	5	5
3 < >10 Million dollar customers - Trailing 12 months	5	6	6	6
10 < >20 Million dollar customers - Trailing 12 months	2	2	1	1
> 20 Million dollar customers - Trailing 12 months	2	1	1	1
Utilization, including trainees (Services Only - In %)				
	74.1%	78.4%	77.6%	65.3%
Revenue Split (Products Only) (In Rs. Millions)				
License fees	130	13	40	39
Royalties	186	50	81	90
Customization	299	6	2	4
Revenue split (Services Only) (In Rs. Millions)				
Onsite	2,412	328	369	301
Offshore	3,939	959	965	900
Test Lab	6			
Revenue by Project Type (Services Only) (In Rs. Millions)				
Time and Material (including compensation)	5,934	1,105	1,064	981
Fixed Price	417	183	270	220
Test Lab	6			



Media Release - FOR IMMEDIATE RELEASE

Sasken H1 FY 11 PAT at Rs 38.8 Crores, up 6% YoY Q2 FY 11 PAT at 15.7 Crores, down 3.9 % YoY

Bangalore, October 21, 2010: Sasken Communication Technologies Limited (BSE: 532663, NSE: SASKEN) today announced its consolidated results according to Indian GAAP for the second quarter and half year ended September 30, 2010.

Performance Snapshot for the Half Year H1 FY 11

- Consolidated Revenues for H1 FY 11 at Rs 279.5 Crores
 - Up 1.6 % YoY from H1 FY 10
- Consolidated EBIDTA for H1 FY 11 at Rs 52.3 Crore
 - Up 4.3 % YoY from H1 FY 10
- Consolidated PAT for H1 FY 11 at Rs 38.8 Crores
 - Up 6% YoY from H1 FY 10
- Sasken Consolidated EBIDTA margins at 18.7%

Key Financial Highlights for the quarter: H1 FY 11

- Services revenues were Rs 253.6 Crores, down 5% over H1 FY 10
- Products revenues was at Rs 25.7 Crores, up 221% over H1 FY 10
- Services EBIDTA margins for the half year was at 17.4%
- Products EBIDTA margins for the half year was at 42.8%
- Sasken group delivered an EPS of 14.7 for the half year.
- The services business delivered an EPS of 13.1 for the half year.

Performance Snapshot for the quarter Q2 FY 11

- Consolidated Revenues for Q2 FY 11 at Rs 133.8 Crores
 - Down 8.2 % sequentially over the previous quarter
 - Down 1.4 % YoY from Q2 FY 10
- Consolidated EBIDTA for Q2 FY 11 at Rs 24.2 Crore
 - Down 14.3 % sequentially over the previous quarter
 - Down 7.6 % YoY from Q2 FY 10
- Consolidated PAT for Q2 FY 11 at Rs 15.7 Crores
 - Down 31.8 % sequentially over the previous quarter
 - Down 3.9 % YoY from Q2 FY 10.



Indian GAAP Financial Release - Q2 FY 2011

- PAT Margins for the quarter at 11.7 %

Key Financial Highlights for the quarter: Q2 FY 11

- Services revenues were 120.1 crores for Q2 FY 11.
- Products revenues was at 13.4 crores for Q2 FY 11
- Consolidated EBIDTA margins were at 18.1 %. Services EBIDTA margins for the quarter was at 15.6 %.
- The products group posted margins of 52.5%.
- Revenue contribution from the Top five customers stood at 58,7 % and from Top 10 customers at 77.8 %
- Average realized rate for the quarter at 45.98 per US\$
- Sasken group delivered an EPS of 5.71 for the quarter.
- The services business delivered an EPS of 4.42 for the quarter.

Key Business Highlights for the quarter Q2 FY 11

- A Gross total of 539 employees were added in Q2 FY 11.
- Utilization on the services side stands at 65.3 % for the quarter
- 12 new customers added during the quarter taking the total of active customers to 116

Speaking on the results, Sasken CEO Mr. Rajiv Mody added, "Traditionally Q2 is a weak quarter for us owing to vacations in our European operations. But we are seeing a pickup in R&D spending that will translate to revenue growth for us in the latter half of the financial year. "

A fact sheet providing the operating metrics for the company and a presentation for analysts can be downloaded from the investor section of the corporate website www.sasken.com.

