

Sasken Communication Technologies Ltd.

Consolidated Key Metrics

	Q1 FY 12	Q2 FY 12	Q3 FY 12	Q4 FY 12	Q1 FY 13	Q2FY13
Employee Metrics						
Employees, period er						
Total Employees (Consolidate	3,413	3,193	3,060	3,026	2,960	2,762
Services S/W, Product S/W and technical professor	3,139	2,917	2,784	2,758	2,684	2,505
Support Staf	274	276	276	268	276	257
Hiring Metric:						
Gross Add:	229	162	141	252	237	110
Net Add:	(95)	(220)	(133)	(34)	(66)	(198)
Attrition % Annualized (Based on Voluntary attrition only)	30.2%	34.9%	28.2%	30.9%	35.4%	34.3%
Attrition % LTM (Based on Voluntary attrition only)	34.4%	33.8%	32.0%	30.7%	31.6%	32.4%
Revenue by geography - Consolidated (in %)						
North America	18%	17%	18%	18%	22%	25%
EMEA	44%	40%	45%	41%	36%	33%
India	29%	31%	25%	29%	26%	32%
APAC	9%	12%	12%	12%	15%	10%
Client Concentration (In %)						
Top 5 client contribution to reven	56%	53%	53%	52%	51%	51%
Top 10 client contribution to reven	76%	73%	72%	75%	74%	73%
Relationships with Tier 1 Customers - Services+Product						
< 1 Million dollar customers - Trailing 12 mon	17	16	15	15	14	11
1 < >3 Million dollar customers - Trailing 12 mor	4	6	7	6	6	8
3 < >10 Million dollar customers - Trailing 12 mor	6	5	6	7	7	6
10 < >20 Million dollar customers - Trailing 12 mor	1	1	1	1	1	2
> 20 Million dollar customers - Trailing 12 mon	1	1	1	1	1	
Utilization, including trainees (Services Only - In %)	64.8%	69.6%	71.7%	72.4%	66.9%	64.5%
Revenue Split (Products Only) (In ₹ Millions)						
License fee	38	11	25	6	11	18
Royalties	41	56	78	125	107	30
Customization	4	3	6	3	5	2
Revenue Split (Services Only) (In ₹ Millions)						
Onsite	421	337	359	359	382	309
Offshore	773	891	809	800	816	756
Revenue by Project Type (Services Only) (In ₹ Millions)						
Time and Material (including compensatic	889	925	908	914	944	862
Fixed Price	305	303	259	245	254	202