

Sasken Communication Technologies Ltd.

Consolidated Key Metrics

	Q3 FY 11	Q4 FY 11	Q1 FY 12	Q2 FY 12	Q3 FY 12
Employee Metrics					
Employees, period end					
Total Employees (Consolidated)	3,477	3,508	3,413	3,193	3,060
Services S/W, Product S/W and technical professionals	3,235	3,253	3,139	2,917	2,784
Support Staff	242	255	274	276	276
Hiring Metrics					
Gross Adds	401	376	229	162	141
Net Adds	6	31	(95)	(220)	(133)
Attrition % Annualized (Based on Voluntary attrition only)	34.8%	31.4%	30.2%	34.9%	28.2%
Attrition % LTM (Based on Voluntary attrition only)	34.6%	35.3%	34.4%	33.8%	32.0%
Revenue by geography - Consolidated (in %)					
North America	15%	16%	18%	17%	18%
EMEA	44%	42%	44%	40%	45%
India	28%	31%	29%	31%	25%
APAC	15%	11%	9%	12%	12%
Client Concentration (In %)					
Top 5 client contribution to revenues	55%	56%	56%	53%	53%
Top 10 client contribution to revenues	78%	71%	76%	73%	72%
Relationships with Tier 1 Customers - Services+Products					
< 1 Million dollar customers - Trailing 12 months	15	16	17	16	15
1 < >3 Million dollar customers - Trailing 12 months	9	5	4	6	7
3 < >10 Million dollar customers - Trailing 12 months	5	5	6	5	6
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 %)	62.4%	62.1%	64.8%	69.6%	71.7%
Revenue Split (Products Only) (In Rs. Millions)					
License fees	90	11	38	11	25
Royalties	114	69	41	56	78
Customization	12	7	4	3	6
Revenue split (Services Only) (In Rs. Millions)					
Onsite	353	360	421	337	359
Offshore	806	808	773	891	809
Test Lab					
Revenue by Project Type (Services Only) (In Rs. Millions)					
Time and Material (including compensation)	982	873	889	925	909
Fixed Price	177	295	305	303	259
Test Lab					