

Sasken Communication Technologies Ltd.
Consolidated Key Metrics

	FY 08	Q3 FY09	Q4 FY09	FY 09	Q1 FY 10	Q2 FY 10	Q3 FY 10	Q4 FY 10
Employee Metrics								
Employees, period end								
Total Employees (Consolidated)	3,623	3,555	3,277	3,277	3,191	3,081	3,051	3,153
Services S/W, Product S/W and technical professionals	3,298	3,286	3,099	3,099	3,010	2,892	2,862	2,951
Support Staff	325	269	178	178	181	189	189	202
Hiring Metrics								
Gross Adds	1,188	239	34	932	148	112	233	431
Net Adds	12	(82)	(278)	(355)	(86)	(113)	(30)	102
Attrition % Annualized (Based on Voluntary attrition only)	24.3%	25.6%	21.9%	26.3%	26.0%	20.6%	23.2%	29.4%
Attrition % LTM (Based on Voluntary attrition only)	24.3%	26.5%	26.3%	26.3%	24.6%	22.6%	23.1%	24.4%
Revenue by geography - Consolidated (in %)								
North America	27%	16%	20%	20%	18%	21%	22%	18%
EMEA	51%	54%	54%	52%	53%	47%	46%	48%
India	19%	23%	23%	23%	27%	26%	28%	27%
APAC	3%	7%	3%	5%	2%	6%	4%	7%
Client Concentration (In %)								
Top 5 client contribution to revenues	75%	71%	66%	67%	70%	66%	64%	63%
Top 10 client contribution to revenues	85%	84%	84%	82%	85%	81%	81%	79%
Relationships with Tier 1 Customers - Services+Products								
< 1 Million dollar customers - Trailing 12 months	12	13	14	14	14	16	15	17
1 < >3 Million dollar customers - Trailing 12 months	4	5	4	4	5	1	4	5
3 < >10 Million dollar customers - Trailing 12 months	3	4	5	5	5	6	5	4
10 < >20 Million dollar customers - Trailing 12 months	1	2	2	2	1	2	2	2
> 20 Million dollar customers - Trailing 12 months	3	2	2	2	2	1	1	1
Utilization, including trainees (Services Only - In %)	76.1%	71.9%	73.8%	74.1%	79.5%	78.4%	79.9%	82.4%
Revenue Split (Products Only) (In Rs. Millions)								
License fees	187	20	33	130	0	13	24	20
Royalties	90	32	55	186	2	50	39	78
Customization	182	65	19	299		6	13	2
Revenue split (Services Only) (In Rs. Millions)								
Onsite	1,778	676	549	2,412	373	328	431	403
Offshore	3,436	1,055	1,025	3,939	1,010	959	941	1,033
Test Lab	26	1	-	6	-			
Revenue by Project Type (Services Only) (In Rs. Millions)								
Time and Material (including compensation)	4,955	1,605	1,431	5,934	1,181	1,105	1,122	1,111
Fixed Price	259	126	142	417	202	183	250	325
Test Lab	26	1		6				