

Sasken Communication Technologies Ltd.
Consolidated Key Metrics

| | Q4 FY 11 | Q1 FY 12 | Q2 FY 12 | Q3 FY 12 | Q4 FY 12 |
|---|----------|----------|----------|----------|----------|
| Employee Metrics | | | | | |
| Employees, period end | | | | | |
| Total Employees (Consolidated) | 3,508 | 3,413 | 3,193 | 3,060 | 3,026 |
| Services S/W, Product S/W and technical professionals | 3,253 | 3,139 | 2,917 | 2,784 | 2,758 |
| Support Staff | 255 | 274 | 276 | 276 | 268 |
| Hiring Metrics | | | | | |
| Gross Adds | 376 | 229 | 162 | 141 | 252 |
| Net Adds | 31 | (95) | (220) | (133) | (34) |
| Attrition % Annualized (Based on Voluntary attrition only) | 31.4% | 30.2% | 34.9% | 28.2% | 30.9% |
| Attrition % LTM (Based on Voluntary attrition only) | 35.3% | 34.4% | 33.8% | 32.0% | 30.7% |
| Revenue by geography - Consolidated (in %) | | | | | |
| North America | 16% | 18% | 17% | 18% | 18% |
| EMEA | 42% | 44% | 40% | 45% | 41% |
| India | 31% | 29% | 31% | 25% | 29% |
| APAC | 11% | 9% | 12% | 12% | 12% |
| Client Concentration (In %) | | | | | |
| Top 5 client contribution to revenues | 56% | 56% | 53% | 53% | 52% |
| Top 10 client contribution to revenues | 71% | 76% | 73% | 72% | 75% |
| Relationships with Tier 1 Customers - Services+Products | | | | | |
| < 1 Million dollar customers - Trailing 12 months | 16 | 17 | 16 | 15 | 15 |
| 1 < >3 Million dollar customers - Trailing 12 months | 5 | 4 | 6 | 7 | 6 |
| 3 < >10 Million dollar customers - Trailing 12 months | 5 | 6 | 5 | 6 | 7 |
| 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 %) | 62.1% | 64.8% | 69.6% | 71.7% | 72.4% |
| Revenue Split (Products Only) (In ₹ Millions) | | | | | |
| License fees | 11 | 38 | 11 | 25 | 6 |
| Royalties | 69 | 41 | 56 | 78 | 125 |
| Customization | 7 | 4 | 3 | 6 | 3 |
| Revenue Split (Services Only) (In ₹ Millions) | | | | | |
| Onsite | 360 | 421 | 337 | 359 | 359 |
| Offshore | 808 | 773 | 891 | 809 | 800 |
| Revenue by Project Type (Services Only) (In ₹ Millions) | | | | | |
| Time and Material (including compensation) | 872 | 889 | 925 | 908 | 914 |
| Fixed Price | 295 | 305 | 303 | 259 | 245 |