

Sasken Communication Technologies Ltd.
Consolidated Key Metrics

	Q4 FY 13	Q3 FY 13	Q2 FY 13	Q1 FY 13	Q4 FY 12	Q3 FY 12	Q2 FY 12	Q1 FY 12
Employee Metrics								
Employees, period end								
Total Employees (Consolidated)	2,291	2,560	2,762	2,960	3,026	3,060	3,193	3,413
Services S/W, Product S/W and technical professionals	2,050	2,308	2,505	2,684	2,758	2,784	2,917	3,139
Support Staff	241	252	257	276	268	276	276	274
Hiring Metrics								
Gross Adds	59	109	110	237	252	141	162	229
Net Adds	(269)	(202)	(198)	(66)	(34)	(133)	(220)	(95)
Attrition % Annualized (Based on Voluntary attrition only)								
Attrition % Annualized (Based on Voluntary attrition only)	36.8%	28.7%	34.3%	35.4%	30.9%	28.2%	34.9%	30.2%
Attrition % LTM (Based on Voluntary attrition only)								
Attrition % LTM (Based on Voluntary attrition only)	34.7%	33.3%	32.4%	31.6%	30.7%	32.0%	33.8%	34.4%
Revenue by geography - Consolidated (in %)								
North America	24%	24%	25%	22%	18%	18%	17%	18%
EMEA	34%	34%	33%	36%	41%	45%	40%	44%
India	29%	29%	32%	26%	29%	25%	31%	29%
APAC	13%	13%	10%	15%	12%	12%	12%	9%
Client Concentration (In %)								
Top 5 client contribution to revenues	45.6%	49.0%	50.6%	50.9%	51.8%	53.1%	52.9%	56.0%
Top 10 client contribution to revenues	66.4%	69.7%	72.5%	73.5%	74.7%	72.1%	73.2%	76.4%
Relationships with Tier 1 Customers - Services+Products								
< 1 Million dollar customers - Trailing 12 months	11	11	11	14	15	15	16	17
1 < >3 Million dollar customers - Trailing 12 months	8	8	8	6	6	7	6	4
3 < >10 Million dollar customers - Trailing 12 months	8	6	6	7	7	6	5	6
10 < >20 Million dollar customers - Trailing 12 months	1	2	2	1	1	1	1	1
> 20 Million dollar customers - Trailing 12 months				1	1	1	1	1
Utilization, including trainees (Services Only - In %)								
Utilization, including trainees (Services Only - In %)	69.5%	67.9%	64.5%	66.9%	72.4%	71.7%	69.6%	64.8%
Revenue Split (Products Only) (In ₹ Million)								
License fees	33	26	18	11	6	25	11	38
Royalties	19	18	30	107	125	78	56	41
Customization	4	2	2	5	3	6	3	4
Revenue Split (Services Only) (In ₹ Million)								
Onsite	373	354	309	382	359	359	337	421
Offshore	701	763	756	816	800	809	891	773
Revenue by Project Type (Services Only) (In ₹ Million)								
Time and Material (including compensation)	786	862	862	944	914	909	925	889
Fixed Price	288	255	203	254	245	259	303	305