Sasken Communication Technologies Ltd.
Consolidated Key Metrics

	Q2 FY 15*	Q1 FY 15	Q4 FY 14	Q3 FY 14	Q2 FY 14	Q1 FY 14
Employee Metrics						
Employees, period end						
Total Employees (Consolidated)	**1,889**	**1,858**	**1,906**	**2,053**	**2,108**	**2,122**
Services S/W, Product S/W and technical professionals	1,687	1,658	1,701	1,827	1,868	1,892
Support Staff	202	200	205	226	240	230
Hiring Metrics						
Gross Adds	151	103	68	116	150	76
Net Adds	31	(48)	(147)	(55)	(15)	(169)
Attrition % Annualized (Based on Voluntary attrition only)	21.8%	25.5%	27.5%	28.3%	28.0%	37.2%
Attrition % LTM (Based on Voluntary attrition only)	26.7%	29.3%	30.3%	31.4%	31.5%	34.0%
Revenue by geography - Consolidated (In %)						
North America	34%	38%	37%	34%	33%	28%
EMEA	36%	34%	36%	38%	36%	37%
India	20%	20%	18%	20%	23%	23%
APAC	10%	8%	9%	8%	8%	12%
Client Concentration (In %)						
Top 5 client contribution to revenues	46.4%	40.8%	41.4%	40.5%	42.0%	42.0%
Top 10 client contribution to revenues	64.7%	56.1%	62.7%	59.8%	60.0%	64.0%
Relationships with Tier 1 Customers - Services+Products						
< 1 Million dollar customers - Trailing 12 months	9	12	9	13	11	11
1 < >3 Million dollar customers - Trailing 12 months	7	7	8	8	7	8
3 < >10 Million dollar customers - Trailing 12 months	7	7	9	7	10	9
10 < >20 Million dollar customers - Trailing 12 months						
> 20 Million dollar customers - Trailing 12 months						
Utilization, including trainees (Services Only - In %)**	72.1%	70.3%	73.3%	71.6%	72.2%	72.3%
Revenue Split (Products Only) (In ₹ Million)						
License fees	-	1	2	4	5	10
Royalties	13	17	19	12	13	21
Customization	22	6	27	29	28	25
Revenue Split (Services Only) (In ₹ Million)						
Onsite	473	514	490	492	423	421
Offshore	568	537	620	590	657	674
Revenue by Project Type (Services Only) (In ₹ Million)						
Time and Material (including compensation)	928	930	892	890	865	854
Fixed Price	113	121	218	192	215	241

* excludes impact of exceptional items

**Services utilization calculations revised for earlier periods in line with current computation methodoly