



sasken

Bombay Stock Exchange Ltd.
Dept of Corporate Services - CRD
PJ Towers, Dalal Street
Mumbai 400 001

April 27, 2011.

Fax: 022 2272 2037/39/41/61

National Stock Exchange of India Ltd.
Exchange Plaza,
Bandra - Kurla Complex,
Bandra (E),
Mumbai - 400 051

Fax: 022 6641 8125/26

Dear Sirs,

Ref: Scrip Code 532663 / SASKEN

Audited Financial Results

We are sending herewith the audited financial results of the Company for the year ended 31st March 2011 as taken on record at our Board Meeting held today. Please also find enclosed a copy of the Press Release being issued.

As provided under Clause 41 of the Listing Agreement, we will be publishing the consolidated financial results in the newspapers. However, the stand alone financial results will be posted on the Company's website www.sasken.com.

Dividend

The Board of Directors has recommended a final dividend of Rs.4.50 per equity share of Rs.10 each for the financial ended March 31, 2011 amounting to Rs. 1,178.36 lakhs. This is subject to approval of shareholders, and if so approved, the total dividend for the year will amount to Rs. 7.00 per equity share (including interim dividend of Rs. 2.50 per share).

Thanking you,

Yours faithfully
For Sasken Communication Technologies Ltd.

R. Vittal
Vice President - Company Secretary & Compliance Officer

(Rs. in Lakhs except share data)

Sl. No.	Description	For the Year ended March 31, 2011	For the Year ended March 31, 2010
1	Revenue from Software Services , Software Products & Other Services	39,419.62	40,150.89
2	Cost of Revenue	25,021.64	27,177.03
3	Research & Development Expenses	8.94	-
4	Gross Profit	14,389.04	12,973.86
5	Selling and Marketing Expenses	1,178.50	653.87
6	Administrative and General Expenses	3,815.93	3,572.44
7	Profit from operations before Depreciation and Amortisation	9,394.61	8,747.55
8	Amortisation	-	34.71
9	Depreciation	1,687.92	2,094.08
10	Other Income	869.58	634.45
11	Exchange gain/(loss), Net	868.16	1,749.69
12	Investment write off / Provision for / (reversal of) diminution in value of investments	103.76	(42.63)
13	Profit Before Tax	9,340.67	9,045.53
14	Provision for Income Tax (Current & Deferred)	849.22	1,442.96
15	Minimum Alternate Tax Credit	(476.53)	-
16	Profit after Taxes	8,967.98	7,602.57
17	Paid-up equity share capital (at par value of Rs.10 each)	2,618.58	2,711.11
18	Reserves excluding revaluation reserves	37,844.29	45,426.84
19	Basic and diluted EPS (par value of Rs. 10 per share)		
	Basic EPS	32.91	28.04
	Diluted EPS	31.75	26.80
20	Interim and Proposed Dividend for the year	1,868.82	1,636.36
21	Aggregate of Public Shareholding *		
	Number of shares	18,590,844	19,525,027
	Percentage of shareholding	71.00%	72.02%
22	Promoters and promoter group shareholdings		
	a) Pledged/Encumbered		
	- Number of shares	-	5,000
	- Percentage of shares (as a % of the total shareholding of promoters and promoter group)	-	0.07%
	- Percentage of shares (as a % of the total share capital of the company)	-	0.02%
	b) Non-encumbered		
	- Number of shares	7,594,949	7,581,024
	- Percentage of shares (as a % of the total shareholding of promoters and promoter group)	100.00%	99.93%
	- Percentage of shares (as a % of the total share capital of the company)	29.00%	27.96%

* Public shareholding as classified under category B in the shareholding pattern in Clause 35/40A of the Listing Agreement.



SASKEN COMMUNICATION TECHNOLOGIES LIMITED
 139/25, RING ROAD, DOMLUR, BANGALORE 560 071
 AUDITED FINANCIAL RESULTS FOR THE YEAR ENDED MARCH 31, 2011

Other Information :

Rs in Lakhs

	For the Year ended March 31, 2011	For the Year ended March 31, 2010
Staff Cost	21,524.88	21,591.78
Items exceeding 10% of aggregate expenditure		
Details of Other Income :		
Dividend received on current investments (non trade)	700.70	390.25
Net gain on sale of current investments (non trade)	2.26	0.93
Interest income on bank deposits (gross)	49.04	112.83
Interest on loan to subsidiary companies	46.39	21.81
Other interest income (interest on income tax refund)	-	46.99
Write back of unclaimed balances	34.95	25.19
Profit on Sale of Fixed Assets	13.45	-
Miscellaneous income	22.79	36.45
Total	869.58	634.45



UNAUDITED FINANCIAL RESULTS FOR THE YEAR ENDB MARCH 31, 2011

(Rs. in Lakh)

Sl. No.	Description	For the year ended March 31, 2011	For the year ended March 31, 2010
1	Segment Revenue		
a.	Software Services	3,685.92	3,736.21
b.	Software Products	,721.84	,041.91
c.	Other Service	11.86	372.7
	Net Sales/Income from Operations	3,419.62	4,150.81
2	Segment Results (Profit+)/Loss(-) before tax and interest from each segment		
a.	Software Services	1,036.26	,511.41
b.	Software Products	,871.09	,373.6
c.	Other Service	1.75	93.11
	Total	1,909.10	1,978.31
	Less: Interest	-	-
	i) Other un-allocable expenditure net of un-allocable income	,332.83	,725.11
	ii) Exchange gain/(loss)	868.16	,749.61
	v) Investment Write off and Provision or / (reversal of) diminution in value of investments	103.76	(42.6)
	Total Profit before tax	,340.67	,045.51
3	Capital Employed (Segment Assets - Segment Liabilities)		
a.	Software Services	,193.15	,048.31
b.	Software Products	7.40	(42.3)
c.	Other Service	4.35	(30.6)
	Sub total	,205.00	,975.41
d.	Unallocated Corporate Assets	3,020.27	4,982.4
	Less Corporate Liabilities	(611.8)	,687.91
	Total Capital Employed	4,613.47	4,269.91



SASKEN COMMUNICATION TECHNOLOGIES LIMITED
 139/25, RING ROAD, DOMLUR, BANGALORE 560 071
 AUDITED STATEMENT OF ASSETS AND LIABILITIES AS AT MARCH 31, 2011

Amount in Rs. Lakhs

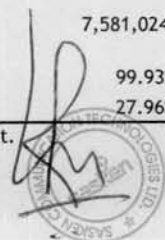
Particulars	As at March 31 2011	As at March 31 2010
Shareholders' Funds		
a) Share Capital	2,618.58	2,711.11
b) Share Application Money	150.54	132.00
c) Employee Stock Options Outstanding	732.37	393.62
d) Reserves and Surplus	37,111.92	45,033.22
Total	40,613.41	48,269.95
Fixed Assets (net)	6,309.68	6,923.40
Investments	21,177.49	32,857.24
Deferred Tax Asset	628.03	-
Current Assets, Loans and Advances		
a) Inventories	95.09	166.55
b) Sundry Debtors	7,492.63	6,699.25
c) Cash and Bank Balances	3,338.89	2,398.36
d) Other Current Assets	1,388.72	1,162.67
e) Loans and advances	7,755.68	7,592.87
Less: Current liabilities and Provisions		
Current Liabilities	4,522.35	6,339.94
Provisions	3,050.45	3,190.45
Net Current Assets	12,498.21	8,489.31
Total	40,613.41	48,269.95



(Rs. in Lakhs except share data)

Sl. No.	Description	For the Year ended March 31, 2011	For the Year ended March 31, 2010
1	Revenue from Software Services, Software Products & Network Engineering Services	54,637.97	57,419.31
2	Cost of Revenue	37,212.10	39,932.17
3	Research & Development Expenses	8.94	-
4	Gross Profit	17,416.93	17,487.14
5	Selling and Marketing Expenses	1,912.44	1,373.84
6	Administrative and General Expenses	5,866.97	5,925.64
7	Profit from operations before Interest, Depreciation and Amortisation	9,637.52	10,187.66
8	Amortisation	491.23	213.06
9	Interest	113.35	261.35
10	Depreciation	2,725.35	2,952.95
11	Other Income	1,026.10	767.37
12	Exchange gain/(loss), Net	741.79	1,679.21
13	Investment write off / Provision for / (reversal of) diminution in value of investments	(45.30)	(85.35)
14	Profit before Tax	8,120.78	9,292.23
15	Provision for Income Tax (Current & Deferred)	1,356.08	1,740.50
16	Minimum Alternate Tax Credit	(563.49)	-
17	Profit After Taxes	7,328.19	7,551.73
18	Paid-up equity share capital (at par value of Rs.10 each)	2,618.58	2,711.11
19	Reserves excluding revaluation reserves	39,884.97	49,515.01
20	Basic and diluted EPS (par value of Rs. 10 each)		
	Basic EPS	26.89	27.85
	Diluted EPS	25.94	26.62
21	Interim and Proposed Dividend for the year	1,868.82	1,636.36
22	Aggregate of Public Shareholding *		
	Number of shares	18,590,844	19,525,027
	Percentage of shareholding	71.00%	72.02%
23	Promoters and promoter group shareholdings		
	a) Pledged/Encumbered		
	- Number of shares	-	5,000
	- Percentage of shares (as a % of the total shareholding of promoters and promoter group)	-	0.07%
	- Percentage of shares (as a % of the total share capital of the company)	-	0.02%
	b) Non-encumbered		
	- Number of shares	7,594,949	7,581,024
	- Percentage of shares (as a % of the total shareholding of promoters and promoter group)	100.00%	99.93%
	- Percentage of shares (as a % of the total share capital of the company)	29.00%	27.96%

* Public shareholding as classified under category B in the shareholding pattern in Clause 35/40A of the Listing Agreement.



SASKEN COMMUNICATION TECHNOLOGIES LIMITED

139/25, RING ROAD, DOMLUR, BANGALORE 560 071

AUDITED CONSOLIDATED FINANCIAL RESULTS FOR YEAR ENDED MARCH 31, 2011

Other Information :

Rs in Lakhs

	For the Year ended March 31, 2011	For the Year ended March 31, 2010
Staff Cost	33,631.05	35,029.82
Items exceeding 10% of aggregate expenditure	-	-
Details of Other Income:		
Dividend received on current investments (non trade)	700.70	392.51
Net gain on sale of current investments (non trade)	8.34	0.98
Interest income on bank deposits (gross)	60.71	143.27
Interest income on Income tax Refund	-	78.68
Other interest income	-	0.07
Write back of unclaimed balances/ provisions	35.65	45.70
Profit on sale of Fixed Assets	37.05	1.80
Gain on dillution of investment in joint venture	100.27	-
Miscellaneous income	83.38	104.36
Total	1,026.10	767.37



SANKEN COMMUNICATION TECHNOLOGIES LIMITED
 13/25, RIN ROAD, DMLUR, BANGALORE 560 071
 AUDITED CONSOLIDATED FINANCIAL RESULTS FOR YEAR ENDED MARCH 31, 2011

(Rs. in Lakhs)

No.	Description	For the Year ended March 31, 2011	For the Year ended March 31, 2010
1	Segment Revenue		
a.	Software Services	44,6009	50,60.01
b.	Software Products	5,6000	2,60.71
c.	Automotive Utilities and Industrial	4025	81.58
d.	Network Engineering Services	4,4403	4,17.01
	Total	55,0637	57,19.31
	Less: Inter-segment Revenue	4240	-
	Total Sales/Income from Operations	54,6397	57,19.31
2	Segment Results (Profit/(Loss(-)) before tax and interest on each segment		
a.	Software Services	10,1238	12,30.45
b.	Software Products	3,4450	40.99
c.	Automotive Utilities and Industrial	(3676)	(51.09)
d.	Network Engineering Services	1,2408	1,79.82
	Total	14,4410	14,00.17
	Less: i) Interest	1135	61.35
	ii) Other un-allocable expenditure net of unallocable Income	6,9906	6,11.15
	iii) Change in / to	(7479)	(1,79.21)
	iv) Investment write off and Provision for / reversal of diminution in value of investments	(430)	85.35
	Total Profit before tax	8,1208	9,92.23
3	Capital Employed - (Segment Assets - Segment Liabilities)		
a.	Software Services	14,1075	28,33.28
b.	Software Products	7602	05.27
c.	Automotive Utilities and Industrial	999	32.94
d.	Network Engineering Services	1,7241	1,54.96
	So total	16,6817	31,36.45
e.	Unallocable Corporate Assets	32,3379	30,92.34
	Less: Corporate Liabilities	(6,3687)	(9,20.67)
	Total Capital Employed	42,6549	52,58.12



SASKEN COMMUNICATION TECHNOLOGIES LIMITED
 139/25, RING ROAD, DOMLUR, BANGALORE 560 071

AUDITED CONSOLIDATED STATEMENT OF ASSETS AND LIABILITIES AS AT MARCH 31, 2011

Amount in Rs. Lakhs

Particulars	As at March 31 2011	As at March 31 2010
Shareholders' Funds		
a) Share Capital	2,618.58	2,711.11
b) Share Application Money	150.54	132.00
c) Employee Stock Options Outstanding	732.37	393.62
d) Reserves and Surplus	39,152.60	49,121.39
Loan Funds - Secured loans	1,249.23	3,405.52
Total	43,903.32	55,763.64
Fixed Assets including Goodwill on Consolidation (net)	13,401.63	28,930.27
Investments	14,872.48	15,906.60
Deferred Tax Asset	828.00	404.51
Current Assets, Loans and Advances		
a) Inventories	418.07	284.68
b) Sundry Debtors	9,703.85	9,779.22
c) Cash and Bank Balances	4,874.53	3,730.46
d) Other Current Assets	2,381.69	2,761.06
e) Loans and advances	8,354.55	6,207.08
Less: Current liabilities and Provisions		
Current Liabilities	5,998.46	7,786.00
Provisions	4,933.02	4,454.24
Net Current Assets	14,801.21	10,522.26
Total	43,903.32	55,763.64



NOTES:

1) The above audited results were taken on record by the Board of Directors of the Company at its meeting held on April 27, 2011.

2) The results are based on the consolidated financial statements which have been prepared by the Company's management in accordance with the requirements of Accounting Standard (AS) 21 - Consolidated Financial Statements ("AS 21") and Accounting Standard (AS) 27 - Financial Reporting of Interests in Joint Ventures ("AS 27") (notified by Companies Accounting Standards Rules, 2006). The standalone financial results are made available to the Stock Exchanges where the Company's securities are listed and will also be posted on the Company's website www.sasken.com.

3) The following are the particulars of the Company (for the year, on a standalone basis):

Turnover:	Rs. 39,419.62 lakhs
Profit before Tax:	Rs. 9,340.67 lakhs
Profit after tax:	Rs. 8,967.98 lakhs

4) Regarding Subsidiaries and Joint Venture companies:

a) The results of the following companies are consolidated in the above results:

Sasken Network Engineering Ltd. and its subsidiary Sasken Network Solutions Inc, USA, Sasken Communication Technologies Mexico S.A. de C.V., Sasken Communication Technologies (Shanghai) Co. Ltd., Sasken Japan KK, Sasken Communication Technologies Oy, Finland and its subsidiary Sasken Finland Oy, Sasken Inc, USA - all wholly owned subsidiaries; and ConnectM Technology Solutions Pvt. Ltd. - Joint Venture company.

b) The shareholders of TACO Sasken Automotive Electronics Limited (TSAE), a joint venture company, have resolved that TSAE be wound up voluntarily. Requisite documents have been filed with the Registrar of Companies. As a result, the financial statements of TSAE have not been consolidated.

c) During the quarter, the Company made the following investments in its Subsidiaries/Joint Ventures:

Investee Company	Details	Amount (Rs. In lakhs)
Sasken Communication Technologies Oy	Unrestricted Equity	527.97

d) As at the end of the period, the following amounts are due from/ (payable to) Subsidiaries:

Company	Loans (Rs. in lakhs)	Other Balances(Net) (Rs. in lakhs)
Sasken Network Engineering Ltd.	-	8.02
Sasken Communication Technologies Mexico S.A. de C.V.	-	(2.83)
Sasken Finland Oy	-	(300.85)
Sasken Communication Technologies (Shanghai) Co. Ltd.	-	(37.42)
Sasken Inc	1,349.48	858.58
Sasken Network Solutions Inc	-	(1.77)
Sasken Japan KK	-	21.54



e) The Board of Directors of Sasken Mexico has, in its meeting held on January 19, 2011, decided to discontinue the operations of the Company. Accordingly its financial statements have not been prepared under the going concern assumption and all assets have been considered at realizable values and all liabilities have been considered at their estimated payouts.

Other Notes:

5) Accounting for derivatives:

Effective April 1, 2010, the Group has adopted the principles of AS 30 'Financial Instruments: Recognition and Measurement' for forward exchange contracts that are not covered by AS 11 'The effects of changes in foreign exchange rates' and that relate to a firm commitment or a highly probable forecast transaction. In the previous year, the Group had accounted for such contracts in accordance with the guidance in the Announcement of Institute of Chartered Accountant of India (the 'ICAI') dated March 29, 2008. Had the Group accounted for these contracts in accordance with the aforesaid ICAI Announcement, Mark to Market net gain of Rs.81.55 lakhs would not have been recognized in the Profit and Loss Account, consequently the profits for the year would have been lower to that extent and hedging reserve would have decreased by Rs.156.17 lakhs.

6) Scheme of Arrangement:

The Company had approached the High Court of Karnataka, Bangalore to create a Business Restructuring Reserve to be carved out from Securities Premium account in terms of a Scheme under Section 391 / 394 of the Companies Act, whereby the Business Restructuring Expenses (as covered by the scheme) will be adjusted against the said Reserve. Pursuant to the Scheme and as approved by the High Court of Karnataka, Bangalore vide its order dated March 31, 2010, a sum of Rs. 14,578.08 lakhs, has been transferred from the Securities Premium Account and credited to Business Restructuring Reserve Account during the year ended March, 31,2010.

Further during the year ended March 31, 2010, impairment loss on capitalized software amounting to Rs. 1,519.70 lakhs, which was charged to Profit and Loss Account in the previous year as exceptional item, being considered as a Restructuring Expense incurred after the Appointed Date, i.e., April 1, 2008, was adjusted against the Business Restructuring Reserve Account.

During the year ended March 31, 2011, the company has evaluated its investment in subsidiaries and joint ventures for the purpose of determination of potential diminution in value. Based on such evaluation and considering the underlying factors including downturn in the business of Sasken Finland and the decrease in related activities/businesses, the company has identified and recognized a provision for diminution in the value of investments/goodwill in Sasken Communication Technologies Oy amounting to Rs. 13,058.38 lakhs. The diminution in value of such investments/goodwill being considered as a restructuring expense incurred after the Appointed Date, i.e., April 1, 2008, has been adjusted against the Business Restructuring Reserve Account in accordance with the scheme.



Had the Scheme not prescribed the aforesaid treatment, the amounts would be as under:

(i) In the Profit and Loss Account:

Item	Amount in Rs. Lakhs	
	For the year ended March 31, 2011	For the year ended March 31, 2010
Impairment loss of Goodwill	13,058.38	-
Profit /(Loss) after Tax	(5,730.19)	7,551.73
Add: Balance brought forward	18,266.18	13,377.82
Profit available for appropriation	12,535.99	20,929.55

(ii) In the Balance Sheet:

Item	Amount in Rs. Lakhs	
	As at March 31, 2011	As at March 31, 2010
Reserves & Surplus:		
Securities Premium Account	27,367.29	29,156.16
Business Restructuring Reserve Account	-	-
Profit and Loss Account Balance	9,453.18	18,266.18

Consequent to the aforesaid adjustment, the entire amount in BRR has been utilized by the Group during the year ended March 31, 2011.

7) Employee Stock Option Plan

During the quarter ended March 31, 2011, (a) the Company has issued 50,000 options under Employee Stock Option Scheme 2006, to its employees and (b) Employees have exercised 33,850 options.

8) In terms of decision of the Board of Directors dated October 21, 2010 and in accordance with the provisions of the Companies Act, 1956 and the Securities and Exchange Board of India (Buy-back of Securities) Regulations, 1998, the Company offered to buy-back its equity shares of face value of Rs.10/- each, up to a maximum amount of Rs.3,454 lakhs at a maximum price of Rs.260/- per share from open market. The Company commenced the buy-back on December 02, 2010. As at March 31, 2011 the Company has bought back 1,432,633 equity shares at an average price of Rs.158.22 per share, utilizing a sum of Rs.2,266.70 lakhs. The amount paid towards buy-back of shares, in excess of the face value, has been appropriated out of Securities Premium Account. In terms of the provisions of Section 77A of the Companies Act, 1956 and SEBI (Buy Back of Securities) Regulations 1998, as at March 31, 2011 the Company has extinguished 1,432,633 shares. On account of buy back of shares, the Company has created Capital Redemption Reserve of Rs.143.26 lakhs towards the face value of 1,432,633 shares of Rs.10/- each by way of appropriation against Securities Premium Account.



9) Previous period figures have been re-grouped/re-arranged, wherever necessary to conform to the current period presentation.

10) The Board of Directors has recommended a final dividend of Rs.4.50 per equity share of Rs.10 each for the financial ended March 31, 2011 amounting to Rs. 1,170.26 lakhs. This is subject to approval of shareholders, and if so approved, the total dividend for the year will amount to Rs. 7.00 per equity share (including interim dividend of Rs. 2.50 per share)

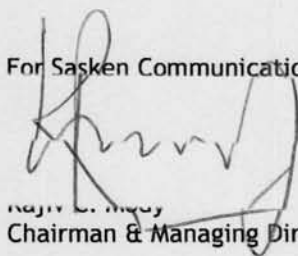
11) Information on investor complaints for the quarter:

Nature of complaints received	Opening Balance	Additions	Disposal	Closing Balance
Non receipt of Dividend	Nil	5	5	Nil

Place: Bangalore
Date: April 27, 2011



For Sasken Communication Technologies Ltd.


Rajiv L. Mehta
Chairman & Managing Director

Media Release - FOR IMMEDIATE RELEASE

Sasken Q4 and full year FY 11 Results

Bangalore, 27 April 2011: Sasken Communication Technologies Limited (BSE: 532663, NSE: SASKEN) today announced its consolidated results according to Indian GAAP for the fourth quarter and financial year ended March 31, 2011.

Performance Snapshot for the quarter Q4 2011

- Consolidated Revenues for Q4 FY 11 at Rs. 128.5 Crore
 - Down 7.1 % sequentially over the previous quarter
 - Down 16.5 % YoY from Q4 FY 10
- Consolidated EBIDTA for Q4 FY 11 at Rs. 17.1 Crore
 - Down 36.6 % sequentially over the previous quarter
 - Down 37.4 % YoY from Q4 FY 10
- Consolidated PAT for Q4 FY 11 at Rs. 18.8 Crores
 - Up 19.3 % sequentially over the previous quarter
 - Down 13.9 % YoY from Q4 FY 10
 - PAT Margins for the quarter at 14.6 %.

Performance Snapshot for the Financial Year 2011

- Consolidated Revenues for FY 11 at Rs. 546.3 Crore
 - Down 4.8 % YoY from FY 10
- Consolidated EBIDTA for FY 11 at Rs. 96.4 Crore
 - Down 5.4 % from FY 10
 - Consolidated EBIDTA Margins at 17.6 %
- Consolidated PAT for FY 11 at Rs. 73.3 Crore
 - Down 3% from FY 10
 - PAT Margins are at 13.4 % for the year

Key Business metrics for the quarter: Q4 FY 11

- Software services revenues for Q4 FY 11 at Rs. 116.7 Crore
 - Up 0.7 % sequentially over the previous quarter
 - Down 18.7 % YoY from Q4 FY 10
- Products group revenues for Q4 FY 11 at Rs.8.73 Crore
 - Down 59.6 % sequentially over the previous quarter
 - Down 12.8 % YoY from Q4 FY 10
- Consolidated EBIDTA margins were at 13.3 %.
 - Services EBIDTA margins for the quarter was at 13.1 %.



- from Top 10 customers at 71.0 %
- Average realized rate for the quarter Rs 45.55 per US\$
- Consolidated EPS was at Rs. 7.05 for the quarter
- 11 new customers added during the quarter taking the total of active customers to 127

Key Business Metrics for the year: FY 11

- Software services revenues for FY 11 at Rs. 486.2 Crore
 - Down 11.2 % YoY from FY 10
- Products group revenues for FY 11 at Rs. 56.1 Crore
 - Up 119 % YoY from FY 10
- Consolidated EBIDTA margins were at 17.6%.
 - Services EBIDTA margins for the year was 14.8 %.
 - Products EBIDTA margins were at 52.8 %.
- PAT margins for the year was at 13.4 %
- Consolidated EPS was at Rs. 26.89 for the year

Speaking on the results, Mr Rajiv Mody said, "Our business environment remains challenging due to changes in the strategic direction of large customers and the rapid pace of change in consumer devices and related technologies. Despite that we have been able to improve Profit over taxes over the previous quarter and hold on to the revenues. We hope to see improvement in the coming financial year due to reduced volatility."

A fact sheet providing the operating metrics for the company and a presentation for analysts can be downloaded from the investor section of the corporate website www.sasken.com.



Sasken Communication Technologies Ltd.
Consolidated Key Metrics

	Q1 FY 10	Q2 FY 10	Q3 FY 10	Q4 FY 10	Q1 FY 11	Q2 FY 11	Q3 FY 11	Q4 FY 11
Employee Metrics								
Employees, period end								
Total Employees (Consolidated)	3,191	3,081	3,051	3,153	3,284	3,471	3,477	3,508
Services S/W, Product S/W and technical professionals	3,010	2,892	2,862	2,951	3,074	3,230	3,235	3,201
Support Staff	181	189	189	202	210	241	242	307
Hiring Metrics								
Gross Adds	148	112	233	431	465	539	401	376
Net Adds	(86)	(113)	(30)	102	131	187	6	31
Attrition % Annualized (Based on Voluntary attrition only)								
Attrition % LTM (Based on Voluntary attrition only)	26.0%	20.6%	23.2%	29.4%	35.4%	37.2%	34.8%	31.4%
Attrition % LTM (Based on Voluntary attrition only)	24.6%	22.6%	23.1%	24.4%	26.6%	30.6%	34.6%	35.3%
Revenue by geography - Consolidated (in %)								
North America	18%	21%	22%	18%	19%	18%	15%	16%
EMEA	53%	47%	46%	48%	45%	44%	44%	42%
India	27%	26%	28%	27%	28%	29%	28%	31%
APAC	2%	6%	4%	7%	8%	8%	15%	11%
Client Concentration (In %)								
Top 5 client contribution to revenues	70%	66%	64%	63%	61%	59%	55%	56%
Top 10 client contribution to revenues	85%	81%	81%	79%	78%	78%	78%	71%
Relationships with Tier 1 Customers - Services+Products								
< 1 Million dollar customers - Trailing 12 months	14	16	15	17	13	13	15	16
1 < >3 Million dollar customers - Trailing 12 months	5	1	4	5	5	5	7	4
3 < >10 Million dollar customers - Trailing 12 months	5	6	5	4	6	6	4	4
10 < >20 Million dollar customers - Trailing 12 months	1	2	2	2	1	1	1	1
> 20 Million dollar customers - Trailing 12 months	2	1	1	1	1	1	1	1
Utilization, including trainees (Services Only - In %)								
Utilization, including trainees (Services Only - In %)	79.5%	78.4%	79.9%	82.4%	77.6%	65.3%	62.4%	62.1%
Revenue Split (Products Only) (In Rs. Millions)								
License fees	0	13	24	20	40	39	90	11
Royalties	2	50	39	78	81	90	114	69
Customization		6	13	2	2	4	12	7
Revenue split (Services Only) (In Rs. Millions)								
Onsite	373	328	431	403	369	301	353	360
Offshore	1,010	959	941	1,033	965	900	806	808
Test Lab	-	-	-	-	-	-	-	-
Revenue by Project Type (Services Only) (In Rs. Millions)								
Time and Material (including compensation)	1,181	1,105	1,122	1,111	1,064	981	982	872
Fixed Price	202	183	250	325	270	220	177	295
Test Lab								

