



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

April 22, 2016

National Stock Exchange of India Ltd. 'Exchange Plaza', C-1, Block - G, Bandra - Kurla Complex, Bandra (E), <u>Mumbai - 400 051</u>

By Web upload

Dear Sirs,

Sub: Outcome of the Board Meeting held today from 1.30 p.m. to 6.15 p.m.

Ref: Scrip Code 532663 / SASKEN

#### **Financials**

We are sending herewith the audited financial results (both consolidated and standalone) of the Company for the quarter and year ended March 31, 2016 as taken on record at the Board Meeting held today from 1.30 p.m. to 6.15 p.m.

Please also find enclosed a copy each of the following:

- Auditors' Report on (a) stand alone and (b) consolidated financial results as per Regulation 33 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('SEBI Listing Regulations').
- Form A (2 Nos.) in respect of Standalone and Consolidated Financial Results.
- Media Release which is being issued on this occasion.
- Communication to Analysts on Sasken's Business Performance for the quarter ended March 31, 2016.

As provided under Regulation 47(1)(b) of SEBI Listing Regulations, we will be publishing the extract of the audited consolidated financial results in the newspapers. The full format of the Quarterly Financial Results will be made available on the Company's website at <a href="www.sasken.com">www.sasken.com</a>. We will be uploading the Financial Results on the Stock Exchanges websites: BSE Limited (www.bseindia.com) and National Stock Exchange of India Limited (www.nseindia.com).

Thanking you,

Yours faithfully

For Sasken Communication Technologies Ltd.

S. Prasad

Associate Vice President & Company Secretary

Encl.

(Rs. in lakhs)

Sl. No.	Particulars		Quarter ended	Year er	nded	
SI. NO.		March 31, 2016	December 31, 2015	March 31, 2015	March 31, 2016	March 31, 2015
1	Net Sales/Income from Operations	10,112.01	10,452.09	8,623.77	40,192.40	34,676.38
2	Expenditure					
	a. Cost of materials consumed	- [	-	- 1	- 1	-
	b. Purchases of Stock-In-Trade	-	-	-	-	-
	c. Changes in Work-In-Progress	(150.06)	25.43	81.34	(203.16)	66.76
	d. Employee benefits expense	7,283.68	7,464.35	6,409.59	29,058.35	25,860.2
	e. Depreciation and amortization expense	150.41	143.34	157.69	586.04	1,039.23
	f. Other expenses	2,292.86	2,078.09	1,809.85	8,267.82	6,486.80
,	Total	9,576.89	9,711.21	8,458.47	37,709.05	33,453.0
3	Profit/(Loss) from Operations before Other Income, finance costs and Exceptional Items (1-2)	535.12	740.88	165.30	2,483.35	1,223.32
4	Other Income	911.61	221.89	578.75	3,132.99	2,443.32
5	Profit before finance costs and Exceptional Items (3+4)	1,446.73	962.77	744.05	5,616.34	3,666.6
6	Finance costs			-	· -	
7	Profit after finance costs but before Exceptional Items (5-6)	1,446.73	962.77	744.05	5,616.34	3,666.6
6.	Exceptional income/(expenses)	·			· ·	
	Consideration for Assignment of IP Rights	29,812.50		-	29,812.50	-
	Revenue and interest from litigated items	· -		60.08	· •	26,752.9
	Employee related payments (CY includes managerial remuneration of Rs 784.38 lakhs )	(2,884.38)	-	-	(2,884.38)	(1,500.0
	Diminution in value of investments in Subsidiaries/others	(3,594.85)	-	-	(3,594.85)	(3,536.8
	Total	23,333.27	-	60.08	23,333.27	21,716.1
9	Profit from Ordinary Activities before tax (7+8)	24,780.00	962.77	804.13	28,949.61	25,382.7
10	Tax expense	6,924.22	336.53	263.07	8,055.22	9,503.7
11	Net Profit from Ordinary Activities after tax (9-10)	17,855.78	626.24	541.06	20,894.39	15,879.0
12	Extraordinary Item (net of tax expense)	-	-	-	-	-
13	Net Profit for the period (11-12)	17,855.78	626.24	541.06	20,894.39	15,879.0
14	Paid-up equity share capital (at par Value of Rs.10 each)	1,771.98	1,771.98	2,134.49	1,771.98	2,134.4
15	Reserves excluding revaluation reserves	48,103.29	35,920.05	42,544.66	48,103.29	42,544.6
16	Earnings Per Share (EPS) (not annualised) (In Rs.)					
	a) Basic and diluted EPS before Exceptional items					
	- Basic	4.19	3.54	2.35	19.64	12.8
	- Diluted	4.19	3.54	2.35	19.64	12.8
	b) Basic and diluted EPS after Exceptional items					
	- Basic	100.77	3.54	2.54	108.51	74.5
	- Diluted	100.77	3.54	2.53	108.51	T4.4



### SASKEN COMMUNICATION TECHNOLOGIES LIMITED

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

AUDITED FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED MARCH 31, 2016

(Rs. in lakhs)

Sl. No.			Quarter ended	Year ended		
		March 31, 2016	December 31, 2015	March 31, 2015	March 31, 2016	March 31, 2015
1	Segment Revenue				·	
a.	Software Services	10,061.65	10,425.02	8,523.51	40,018.87	34,343.55
b.	Software Products	50.36	27.07	100.26	173.53	332.83
	Total	10,112.01	10,452.09	8,623.77	40,192.40	34,676.38
	Less :Inter segment revenue	-	-	-		-
	Net Sales/Income from Operations	10,112.01	10,452.09	8,623.77	40,192.40	34,676.38
2	Segment Results (Profit(+)/Loss(-) before tax and interest from each segment)					
· .	Software Services	2,893.20	3,058.28	1,626.11	11,872.71	7,794.97
( +	Software Products	3.90	(26.41)	39.19	(46.41)	183.05
1.	Total	2,897.10	3,031.87	1,665.30	11,826.30	7,978.02
	Less: i) Finance costs	-	-	-	-	-
	ii) Other un-allocable expenditure net of un-allocable Income	1,503.74	2,114.02	1,030.17	6,512.85	4,724.75
	iii) Exchange (gain)/loss	(53.37)	(44.92)	(108.92)	(302.89)	(413.37)
	Add: Exceptional income/(expenses) Consideration for Assignment of IP Rights Revenue and interest from litigated items	29,812.50		60.08	29,812.50	- 26.752.99
	Employee related payments (CY includes managerial remuneration of Rs 784.38 lakhs )	(2,884.38)	-	-	(2,884.38)	(1,500.00)
	Diminution in value of investments in Subsidiaries/others	(3,594.85)	-	-	(3,594.85)	(3,536.89)
	Total	23,333.27	-	60.08	23,333.27	21,716.10
	Total Profit before tax	24,780.00	962.77	804.13	28,949.61	25,382.74
3	Capital Employed (Segment Assets - Segment Liabilities)					
a.	Software Services	4,058.09	6,349.98	4,138.80	4,058.09	4,138.80
- )	Software Products	(41.03)	(32.85)	(28.37)	(41.03)	(28.37)
1. 1	Sub total	4,017.06	6,317.13	4,110.43	4,017.06	4,110.43
c.	Unallocated Corporate Assets	52,078.30	35,732.47	46,292.68	52,078.30	46,292.68
	Less : Corporate Liabilities	(6,220.09)	(4,357.57)	(5,723.96)	(6,220.09)	(5,723.96)
	Total Capital Employed	49,875.27	37,692.03	44,679.15	49,875.27	44,679.15





# SASKEN COMMUNICATION TECHNOLOGIES LIMITED 139/25, RING ROAD, DOMLUR, BANGALORE 560 071 AUDITED STATEMENT OF ASSETS AND LIABILITIES AS AT MARCH 31, 2016

Amount in Rs. Lakhs

		Amount in Rs. Lakns
	As at	As at
Particulars	March 31, 2016	March 31, 2015
A. EQUITY AND LIABILITIES		
1. Shareholders' Funds		
a) Share Capital	1,771.98	2,134.49
b) Reserves and surplus	48,103.29	42,544.66
Sub-total - Shareholders' funds	49,875.27	44,679.15
2. Non-current liabilities		
a) Long term provisions	553.12	671.75
Sub-total - Non-current liabilities	553.12	671.75
3. Current liabilities		
a) Trade payables	6,280.13	2,241.65
b) Other current liabilities	1,444.54	1,708.63
c) Short term provisions	4,604.22	5,164.57
Sub-total - Current liabilities	12,328.89	9,114.85
TOTAL - EQUITY AND LIABILITIES	62,757.28	54,465.75
B. ASSETS		
1. Non current assets		
a) Fixed assets (net)	3,924.32	4,124.35
b) Non current investments	22,011.22	11,092.99
c) Deferred tax assets (net)	1,063.57	1,178.32
d) Long-term loans and advances	6,234.47	6,247.50
e) Other non current assets	-	250.00
Sub-total - Non-current assets	33,233.58	22,893.16
2. Current assets		
a) Current investments	16,650.35	11,235.68
b) Inventories	218.84	15.68
c) Trade receivables	8,003.68	6,038.29
d) Cash and bank balances	1,345.66	11,000.42
e) Short-term loans and advances	1,407.35	1,555.07
f) Other current assets	1,897.82	1,727.45
Sub-total - Current assets	29,523.70	31,572.59
TOTAL - ASSETS	62,757.28	54,465.75
the state of the s		



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

AUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED MARCH 31, 2016

(Rs. in lakhs)

PART						
			Quarter ended		Year e	nded
Sl. No.	Particulars	March 31, 2016	December 31, 2015	March 31, 2015	March 31, 2016	March 31, 2015
1	Net Sales/Income from Operations	11,982.19	12,625.30	10,437.43	48,316.74	42.800.9
2	Expenditure			·		
	a. Cost of materials consumed	7.56	1.46	36.37	18.84	45.9
	b. Purchases of Stock-In-Trade		-	-	-	
	c. Changes in Work-In-Progress and Stock-In-Trade	(150.06)	25.43	84.76	(203.16)	131.
	d. Employee benefit expense	8,604.95	8,800.86	7,661.08	34,275.58	31,500
	e. Depreciation and amortisation expense	168.78	160.40	176.72	660.08	1,119.
	f. Other expenses	2,566.74	2,298.86	2,222.76	9,508.50	7,898.
	Total	11,197.97	11,287.01	10,181.69	44,259.84	40,696
3	Profit/(Loss) from Operations before Other Income, Finance costs and Exceptional Items (1-2)	784.22	1,338.29	255.74	4,056.90	2,104.
4	Other Income	355.46	247.03	689.81	1,620.29	2,193
5,	Profit before finance costs and Exceptional Items (3+4)	1,139.68	1,585.32	945.55	5,677.19	4,298
	Finance costs	7.87	3.59	2.43	18.89	13
7	Profit after finance costs but before Exceptional Items (5-6)	1,131.81	1,581.73	943.12	5,658.30	4,284
8	Exceptional income/(expenses)	,	ŕ			
	Consideration for Assignment of IP Rights	29,812.50	-	-	29,812.50	
	Revenue and interest from litigated items	-	-	60.08	-	26,752
	Employee related payments (CY includes managerial remuneration of Rs 784.38 lakhs)	(2,884.38)	-	-	(2,884.38)	(1,500
	Impairment of investment/ goodwill and other receivables	(3,633.85)	-	(409.05)	(3,633.85)	(7,919
	Total	23,294.27	-	(348.97)	23,294.27	17,33
9	Profit from Ordinary Activities before tax (7+8)	24,426.08	1,581.73	594.15	28,952.57	21,618
10	Tax expense	6,962.60	456.29	301.43	8,323.32	9,661
11	Net Profit from Ordinary Activities after tax (9-10)	17,463.48	1,125.44	292.72	20,629.25	11,95
12	Extraordinary Item (net of tax expense)	-	-		-	
13	Net Profit for the period (11-12)	17,463.48	1,125.44	292.72	20,629.25	11,95
14	Paid-up equity share capital (at par Value of Rs. 10 each)	1,771.98	1,771.98	2,134.49	1,771.98	2,134
15	Reserves excluding revaluation reserves	48,129.05	36,354.25	42,559.71	48,129.05	42,55
16	Earnings Per Share (EPS) (not annualised) (In Rs.)					
	a) Basic and diluted EPS before Exceptional items					
	- Basic	2.20	6.35	3.10	18.46	1:
	- Diluted	2.20	6.35	3.10	18.46	1
	(b) Basic and diluted EPS after Exceptional items		1			
'ب	- Basic	98.55	6.35	1.37	107.14	5
	- Diluted	98.55	6.35	1.37	107.14	50
		70.00	0.00			•



#### SASKEN COMMUNICATION TECHNOLOGIES LIMITED

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

AUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED MARCH 31, 2016

(Rs. in lakhs)

Sl. No.			Quarter ended		Year ended		
		March 31, 2016	December 31, 2015	March 31, 2015	March 31, 2016	March 31, 2015	
1	Segment Revenue						
a.	Software Services	11,731.50	12,379.22	10,134.82	47,271.26	41,814.62	
b.	Software Products	318.02	528.11	305.81	2,007.49	1,187.47	
c.	Others	84.95	74.93	62.54	303.06	219.30	
	Total	12,134.47	12,982.26	10,503.17	49,581.81	43,221.4	
	Less: Inter segment revenue	152.28	356.96	65.74	1,265.07	420.4	
	Net Sales/Income from Operations	11,982.19	12,625.30	10,437.43	48,316.74	42,800.99	
2	   Segment Results						
	(Profit(+)/Loss(-) before tax and interest from each segment)						
a.	Software Services	3,144.13	3,445.30	2,036.94	12,870.67	9,610.0	
b.	Software Products	226.87	353.42	33.03	1,289.61	393.7	
c.	Others	10.94	26.48	0.28	81.13	17.6	
	Total	3,381.94	3,825.20	2,070.25	14,241.41	10,021.4	
	Less: i) Finance costs	7.87	3.59	2.43	18.89	13.8	
	ii) Other un-allocable expenditure net off un-allocable Income	2,265.07	2,288.69	1,350.34	8,719.57	6,467.6	
	iii) Exchange loss/ (gain) Add: Exceptional income/(expenses)	(22.81)	(48.81)	(225.64)	(155.35)	(744.7	
	Consideration for Assignment of IP Rights	29,812.50	-		29,812.50	-	
	Revenue and interest from litigated items	-	-	60.08	-	26,752.9	
	Employee related payments (CY includes managerial remuneration of Rs 784.38 lakhs)	(2,884.38)	-	•	(2,884.38)	(1,500.0	
	Impairment of investment/ goodwill and other receivables	(3,633.85)	-	(409.05)	(3,633.85)	(7,919.6	
	Total	23,294.27	-	(348.97)	23,294.27	17,333.30	
	Total Profit/(Loss) before tax	24,426.08	1,581.73	594.15	28,952.57	21,618.0	
3	Capital Employed - (Segment Assets - Segment Liabilities)						
a.	Software Services	6,956.88	9,009.23	6,581.23	6,956.88	6,581.2	
b.	Software Products	253.44	346.87	86.24	253.44	86.2	
c.	Others	26.46	40.38	35.75	26.46	35.7	
٠.	Sub total	7,236.78	9,396.48	6,703.22	7,236.78	6,703.2	
d.	Unallocable Corporate Assets	49,166.52	33,469.68	43,893.49	49,166.52	43,893.4	
u.	Less:Corporate Liabilities	(6,502.27)	(4,739.93)	(5,902.51)	(6,502.27)	(5,902.5	
	Total Capital Employed	49,901.03	38,126.23	44,694.20	49,901.03	44,694.2	





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

AUDITED CONSOLIDATED STATEMENT OF ASSETS AND LIABILITIES AS AT MARCH 31, 2016

Amount in Rs. Lakhs

		Amount in Rs. Lakiis	
Particulars	As at March 31, 2016	As at March 31, 2015	
A. EQUITY AND LIABILITIES	March 31, 2010	March 31, 2013	
A. EQUIT AND EIGHEITIES			
1. Shareholders' Funds			
a) Share Capital	1,771.98	2,134.49	
b) Reserves and surplus	48,129.05	42,559.71	
Sub-total - Shareholders' funds	49,901.03	44,694.20	
2. Non-current liabilities			
a) Long term provisions	566.78	690.91	
Sub-total - Non-current liabilities	566.78	690.91	
Sub cotat Holl current diablificas	300.78	070.71	
3. Current liabilities			
a) Trade payables	6,316.40	2,470.86	
b) Other current liabilities	1,730.42	2,099.40	
c) Short term provisions	5,253.05	5,939.51	
Sub-total - Current liabilities	13,299.87	10,509.77	
	13,277.07	10,507177	
TOTAL - EQUITY AND LIABILITIES	63,767.68	55,894.88	
B. ASSETS			
1. Non current assets		İ	
a) Fixed assets (net)	4,031.57	4,246.23	
b) Non current investments	18,319.04	7,231.32	
c) Deferred tax assets (net)	1,139.61	1,275.65	
d) Long-term loans and advances	6,945.90	6,771.42	
e) Other non current assets	0.80	259.39	
Sub-total - Non-current assets	30,436.92	19,784.01	
2. Current assets			
a) Current investments	16,826.79	12,283.75	
b) Inventories	246.83	44.95	
c) Trade receivables	9,627.84	6,992.91	
d) Cash and bank balances	2,338.26	12,589.69	
e) Short-term loans and advances	1,559.35	1,650.02	
f) Other current assets	2,731.69	2,549.55	
,	2,731.07	2,317.33	
Sub-total - Current assets	33,330.76	36,110.87	
TOTAL ASSETS	63,767.68	55,894.88	



#### **NOTES:**

- 1) The above audited results were taken on record by the Board of Directors of the Company at its meeting held on April 22, 2016.
- 2) The results are based on the consolidated financial statements prepared by the Company's management in accordance with the accounting principles generally accepted in India, including the Accounting Standards specified under Section 133 of the Companies Act 2013. The standalone financial results are made available to the Stock Exchanges where the Company's securities are listed and are posted on the Company's website www.sasken.com.
- 3) Following are the particulars of the Company (on a standalone basis):

Amount in Rs. Lakhs

		Quarter ende	d	Year ended		
Particulars	March 31, 2016	December 31, 2015	March 31, 2015	March 31, 2016	March 31, 2015	
Turnover	10,112.01	10,452.09	8,623.77	40,192.40	34,676.38	
Profit before Tax	24,780.00	962.77	804.13	28,949.61	25,382.74	
Profit after Tax	17,855.78	626.24	541.06	20,894.39	15,879.04	

4) The following amounts are due from/ (payable to) subsidiaries:

#### Details of Intercompany payables Receivable (Net) as at March 31, 2016

Amount in Rs. Lakhs

	~~~	odiit iii its. caisis
Company	As at March 31, 2016	As at March 31, 2015
Company		L
	Other Balan	ces (Net)
Sasken Network Engineering Ltd.	(69.55)	(96.02)
Sasken Communication Technologies Mexico S.A. de C.V.	(1.90)	(1.79)
Sasken Communication Technologies (Shanghai) Co. Ltd.	(139.90)	(131.97)
Sasken Inc	(67.31)	275.92

5) Employee Stock Option Plan: There are no options outstanding as at March 31, 2016.

Bengaluru

6) Exceptional income/expenses

#### Previous year

The Company had received a favourable arbitration award of Rs. 26,752.99 lakhs for royalty and interest income in respect of Software product license granted to a non-Indian licensee, who had purportedly claimed non-usage of the licensed IPR after initial acceptance, which was successfully contested by the Company, and the same was recognized as exceptional revenue. In relation to the above, a provision towards employee payments amounting to Rs. 1,500.00 lakhs was recorded as an exceptional item.

The Company had evaluated its investment in Sasken Finland Oy and Sasken Communication Technologies Mexico S. A. DE C. V. for the purpose of determination of potential diminution in value of investment and based on such evaluation and determination, the Company had recognized further provision for diminution in the value of investment for the year ended March 31, 2015 amounting to Rs.3,360.14 lakhs and Rs.176.75 lakhs respectively and disclosed the same as an

exceptional item. Consequently, the Group had also recognised a provision for diminution in the value of goodwill related to investment in Sasken Finland Oy amounting to Rs. 7,256.82 lakhs and disclosed the same as exceptional item in the consolidated financial statements.

Sasken Inc., a wholly owned subsidiary, had evaluated its long term investments for the purpose of determination of potential diminution in value of investment and based on such evaluation and determination, a provision for diminution in the value of investment as at March 31, 2015 amounting to Rs. 409.17 lakhs was recorded as an exceptional item.

Further, certain dues receivable from statutory authorities in an overseas jurisdiction, amounting to Rs. 253.62 lakhs were considered impaired and provided for and disclosed as an exceptional item.

#### Current year

The Company had initiated another arbitration proceeding with one of its customer and both parties had preferred certain claims. In March 2016, the two parties entered into a settlement agreement whereby both parties mutually agreed to stop the arbitration proceedings and the Company received a consideration of USD 45 million (equivalent to Rs. 29,812.50 lakhs) for assignment of its rights in the independently owned IPR and foreground information, which has been recognized as an exceptional item. Further, in relation to the above, a provision towards employee payments amounting to Rs. 2,100.00 lakhs and managerial remuneration amounting to Rs. 784.38 lakhs has been also been recorded as an exceptional item.

During the current year, the Company has evaluated certain long term investments for the purpose of determination of potential diminution in value of investments and based on such evaluation and determination, a provision for diminution in the value of investment as at March 31, 2016 amounting to Rs. 3,594.85 lakhs/Rs.3,633.85 lakhs, respectively, has been recorded as an exceptional item in the standalone and consolidated financial statements.

Sasken Inc., a wholly owned subsidiary, has evaluated its long term investment for the purpose of determination of potential diminution in value of investment and based on such evaluation and determination, a provision for diminution in the value of investment as at March 31, 2016 amounting to USD 5.064 million (Rs.3,393.98 lakhs) has been recorded as an exceptional item.

- 7) An application for the merger of Sasken Network Engineering Limited (SNEL), a wholly owned subsidiary of Sasken Communication Technologies Limited (SCTL), with the holding company was filed in the Hon'ble High Court of Karnataka on March 30, 2016. The Hon'ble High Court of Karnataka on April 01, 2016 passed orders dispensing with the meetings of the equity shareholders and unsecured creditors of SNEL for approving the Scheme of Amalgamation. SNEL is now permitted to file a petition within two weeks of receipt of certified copy of the order for which necessary application has been made.
- 8) <u>Co-option of a Director:</u> The Board of Directors at their meeting held on February 16, 2016 co-opted Mr. Sunirmal Talukdar as an Additional Director on the Board as an Independent director of the Company with immediate effect.
- 9) Interim & Special Dividend: A 2<sup>nd</sup> interim dividend of Rs.4 per equity share and a special dividend of Rs.25 per equity share, aggregating Rs.29 per equity share of Rs.10 each was declared on March 17, 2016 and the same was paid on and from March 31, 2016.



- 10) Figures of the quarter ended March 31, 2016 and March 31, 2015 are the derived figures between audited figures in respect of the full financial year and published year to date figures up to the third quarter of the relevant financial year.
- 11) Previous period/year figures have been re-grouped/re-arranged, wherever necessary to conform to the current period's/year's presentation.

For Saskeh Communication Technologies Ltd.

Place: Bengaluru Date: April 22, 2016 Rajiv C Mody \* Chairman and Managing Director

DIN: 00092037



## S.R. BATLIBOI & ASSOCIATES LLP

Chartered Accountants

12th & 13th Floor "UB City" Canberra Block No. 24, Vittal Mallya Road Bengaluru-560 001, India

Tel: +91 80 6727 5000 Fax: +91 80 2210 6000

Auditor's Report on Quarterly Financial Results and Year to Date Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

## To Board of Directors of Sasken Communication Technologies Limited

- We have audited the quarterly financial results of Sasken Communication Technologies Limited ('the Company') for the quarter ended March 31, 2016 and the financial results for the year ended March 31, 2016, attached herewith, being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. The quarterly financial results are the derived figures between the audited figures in respect of the year ended March 31, 2016 and the published year-to-date figures up to December 31, 2015, being the date of the end of the third quarter of the current financial year, which were audited by us. The financial results for the quarter ended March 31, 2016 have been prepared on the basis of the financial results for the nine-month period ended December 31, 2015, the audited annual financial statements as at and for the year ended March 31, 2016, and the relevant requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and are the responsibility of the Company's management and have been approved by the Board of Directors of the Company. Our responsibility is to express an opinion on these financial results based on our audit of the financial results for the nine-month period ended December 31, 2015 which was prepared in accordance with the recognition and measurement principles laid down in Accounting Standard (AS) 25, "Interim Financial Reporting", specified under Section 133 of the Companies Act 2013, read with Rule 7 of the Companies (Accounts) Rules, 2014 and other accounting principles generally accepted in India; our audit of the annual financial statements as at and for the year ended March 31, 2016; and the relevant requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations,
- 2. We conducted our audit in accordance with the auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial results are free of material misstatement(s). An audit includes examining, on a test basis, evidence supporting the amounts disclosed as financial results. An audit also includes assessing the accounting principles used and significant estimates made by management. We believe that our audit provides a reasonable basis for our opinion.
- 3. In our opinion and to the best of our information and according to the explanations given to us these quarterly financial results as well as the year to date results:
  - i. are presented in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015; and
  - ii. give a true and fair view of the net profit and other financial information for the quarter ended March 31, 2016 and for the year ended March 31, 2016.
- 4. Further, read with paragraph 1 above, we report that the figures for the quarter ended March 31, 2016 represent the derived figures between the audited figures in respect of the financial year ended March 31, 2016 and the published year-to-date figures up to December 31, 2015, being the date of the end of the third quarter of the current financial year, as required under Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

For S.R. BATLIBOI & ASSOCIATES LLP

**Chartered Accountants** 

ICAI Firm registration number: 101049W

per Chandra Kumar Rampuria

Partner

Membership No.: 055729



## S.R. BATLIBOI & ASSOCIATES LLP

**Chartered Accountants** 

12th & 13th Floor "UB City" Canberra Block No. 24, Vittal Mallya Road Bengaluru-560 001, India

Tel: +91 80 6727 5000 Fax: +91 80 2210 6000

Auditor's Report on Quarterly Consolidated Financial Results and Year to Date Consolidated Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

#### To Board of Directors of Sasken Communication Technologies Limited

- 1. We have audited the quarterly consolidated financial results of Sasken Communication Technologies Limited ('the Company') for the quarter ended March 31, 2016 and the consolidated financial results for the year ended March 31, 2016, attached herewith, being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. The quarterly consolidated financial results are the derived figures between the audited figures in respect of the year ended March 31, 2016 and the published year-to-date figures up to December 31, 2015, being the date of the end of the third quarter of the current financial year, which were audited by us. The consolidated financial results for the quarter ended March 31, 2016 have been prepared on the basis of the consolidated financial results for the nine-month period ended December 31, 2015, the audited annual consolidated financial statements as at and for the year ended March 31, 2016, and the relevant requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and are the responsibility of the Company's management and have been approved by the Board of Directors of the Company. Our responsibility is to express an opinion on these consolidated financial results based on our audit of the consolidated financial results for the nine-month period ended December 31, 2015 which was prepared in accordance with the recognition and measurement principles laid down in Accounting Standard (AS) 25, "Interim Financial Reporting", specified under Section 133 of the Companies Act 2013, read with Rule 7 of the Companies (Accounts) Rules, 2014 and other accounting principles generally accepted in India; our audit of the annual consolidated financial statements as at and for the year ended March 31, 2016; and the relevant requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.
- 2. We conducted our audit in accordance with the auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial results are free of material misstatement(s). An audit includes examining, on a test basis, evidence supporting the amounts disclosed as financial results. An audit also includes assessing the accounting principles used and significant estimates made by management. We believe that our audit provides a reasonable basis for our opinion.
- 3. We did not audit the financial statements of two subsidiaries and a joint venture included in the consolidated quarterly financial results and consolidated year to date results, whose consolidated financial statements reflect total assets of Rs. 3,117.86 lakhs as at March 31, 2016; as well as the total revenue (including other income) of Rs. 5,188.31 lakhs for the year ended March 31, 2016 and Rs. 1,225.14 lakhs for the quarter ended March 31, 2016. These financial statements and other financial information have been audited by other auditors whose reports have been furnished to us, and our opinion on the quarterly financial results and the year to date results, to the extent they have been derived from such financial statements is based solely on the report of such other auditors.
- 4. In our opinion and to the best of our information and according to the explanations given to us these quarterly consolidated financial results as well as consolidated year to date results:
  - include the quarterly financial results and year-to-date financial results of the following entities:
    - a) Sasken Communication Technologies Limited ('Sasken' or 'the Company'),
    - b) Sasken Network Engineering Limited ('SNEL'),
    - c) Sasken Communication Technologies (Shanghai) Co. Ltd. ('Sasken China'),
    - d) Sasken Communication Technologies Mexico, S.A. De C.V ('Sasken Mexico')
    - e) Sasken Finland Oy ('Sasken Finland')
    - f) Sasken Inc. USA ('Sasken USA'), and
    - g) ConnectM Technology Solutions Pvt. Ltd. ('Connect M')



## S.R. BATLIBOI & ASSOCIATES LLP

#### **Chartered Accountants**

- ii. are presented in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015; and
- iii. give a true and fair view of the net profit and other financial information for the quarter ended March 31, 2016 and for the year ended March 31, 2016.
- 5. Further, read with paragraph 1 above, we report that the figures for the quarter ended March 31, 2016 represent the derived figures between the audited figures in respect of the financial year ended March 31, 2016 and the published year-to-date figures up to December 31, 2015, being the date of the end of the third quarter of the current financial year, as required under Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

For S.R. BATLIBOI & ASSOCIATES LLP

Chartered Accountants

ICAI Firm registration number: 101049W

per Chandra Kumar Rampuria

Partner

Membership No.: 055729



# Form A In respect of Standalone Financial Results

1.	Name of the Company:	Sasken Communication Technologies Limited
2.	Address	139/25, Ring Road, Domlur, Bengaluru - 560 071
3.	Scrip Code	532663/SASKEN
4.	Annual financial statements for the year ended	March 31, 2016
5.	Type of Audit observation	Un-qualified ^
6.	Frequency of observation	Not Applicable
7.	Chairman and Managing Director Rajiv C. Mody DIN: 00092037	Sasken Co
	Whole Time Director & CFO Neeta S. Revankar DIN: 00145580	Neeto (sasken) (s
	Auditor of the Company Chandra Kumar Rampuria, Partner S. R. Batliboi & Associates LLP Membership Number: 055729	Bengaluru ci si *
	Audit Committee Chairman Bansi S. Mehta DIN: 00035019	mang (sasker)

Form A
In respect of Consolidated Financial Results

1.	Name of the Company:	Sasken Communication Technologies Limited	i				
2.	Address	139/25, Ring Road, Domlur, Bengaluru - 560 071	ı				
3.	Scrip Code	532663/SASKEN	ı				
4.	Annual financial statements for the year ended	March 31, 2016	:				
5.	Type of Audit observation	Un-qualified					
6.	Frequency of observation	Not Applicable					
7.	Chairman and Managing Director Rajiv C. Mody DIN: 00092037	sasken)	<u>;</u> )				
	Whole Time Director & CFO Neeta S. Revankar DIN: 00145580	Netto Sasken					
	Auditor of the Company Chandra Kumar Rampuria, Partner S. R. Batliboi & Associates LLP Membership Number: 055729	Bengal di n	luru K				
	Audit Committee Chairman Bansi S. Mehta DIN: 00035019	Smell (sasken)					



#### Media Release - FOR IMMEDIATE RELEASE

Bangalore, 22 April 2016: Sasken Communication Technologies Limited (BSE: 532663, NSE: SASKEN) today announced its consolidated results according to Indian GAAP for the quarter and year ended March 31, 2016.

"The performance on an annualized basis is encouraging and we have been able to post a smart growth in our services business. We believe this is a result of our sharp focus to expand our business to market adjacencies that leverages our expertise in product engineering. In addition, we continue to address opportunities in the physical to digital space and are encouraged by the market traction we are seeing." Rajiv Mody, Chairman, Managing Director and CEO, Sasken Communication Technologies said.

"We expect the growth trajectory to continue in the coming fiscal and we will be enhancing our offering portfolio to achieve this. In addition, we will continue to relentless manage costs and work to improve our operating margins" added Mr. Mody.

#### Performance Snapshot for the Quarter: Q4 FY 16

- Consolidated Revenues for Q4 FY 16 at ₹ 119.82 Crore
  - Down 5.1 % over the previous quarter
  - Up 14.8 % YoY from Q4 FY 15
- Consolidated EBIDTA for Q4 FY 16 at ₹ 9.53 Crore
  - o Down 36.4 % sequentially over the previous quarter
  - Up 120.4 % YoY from Q4 FY 15
- Consolidated PAT for Q4 FY 16 at ₹ 174.64 Crore
  - Up 1451.8 % sequentially over the previous quarter
  - Up 5866.4 % YoY from Q4 FY 15
  - PAT Margins for the quarter at 145.7 %

#### Performance Snapshot for the Financial Year 2016

- Consolidated Revenues for FY 16 at ₹. 483.17 Crore
  - Up 12.9 % YoY from FY 15
- Consolidated EBIDTA for FY 16 at ₹. 47.17 Crore
  - o Up 46.3 % from FY 15
  - Consolidated EBIDTA Margins at 9.8 %
- Consolidated PAT for FY 16 at ₹. 206.29 Crore
  - o UP 72.5 % from FY 15
  - o PAT Margins are 42.7% for the year

#### Key Business metrics for the Quarter: Q4 FY 16

- Software services revenues for Q4 FY 16 at ₹ 115.79 Crore
  - Down 3.7 % sequentially over the previous quarter
  - Up 15.0 % YoY from Q4 FY 15
- Products group revenues for Q4 FY 16 at ₹3.18 Crore
  - Down 39.8 % sequentially over the previous quarter
  - Up 4.0 % YoY from Q4 FY 15
- Consolidated EBIDTA margins were at 8.0 %.
  - Services EBIDTA margins were at 10.8 %
  - Products EBIDTA margins were at (86.7) %
- Revenue contribution from
  - o the Top five customers stood at 47.3 % and
  - from Top 10 customers at 66.2 %

sasken) 5



- Consolidated EPS was ₹ 2.20 for the quarter before exceptional items, and Rs.98.55 for the quarter including the exceptional items.
- Added 12 new customers during the quarter taking the total number of active customers to 134

#### Key Business metrics for the Financial Year 2016

- Software services revenues for FY 16 at ₹ 460.06 Crore
  - Up 11.1 % YoY from Q4 FY 15
- Products group revenues for FY 16 at ₹ 20.07 Crore
  - Up 69.1 % YoY from Q4 FY 15
- Consolidated EBIDTA margins were at 9.8 %.
  - Services EBIDTA margins were at 10.8 %
  - o Products EBIDTA margins were at (12.5) %
- For the year, Consolidated EPS before exceptional items was at Rs.18.46 and Rs.107.14 including the exceptional items.

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 <a href="https://www.sasken.com">www.sasken.com</a>

#### About Sasken:

Sasken is a global leader in providing embedded R&D services, comprehensive testing services, IT infrastructure services and application development & data services to device OEMs, network OEMs, semiconductor vendors, operators and retail & insurance enterprises across the world. Global Fortune 500 and Tier 1 companies in these segments are part of Sasken's customer profile.

Sasken's solutions are backed by ISO 9001:2000, ISO 27001 and TL 9000 certifications. Sasken's proprietary quality management systems strengthen our business offerings and ensure client satisfaction. Sasken's commitment to environment is highlighted by its ISO 14001 certification.

For further information please visit www.sasken.com

#### Disclaimer on Forward Looking Statements:

Certain statements in this release concerning our future growth prospects are forward-looking statements, which involve a number of risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements due to risks or uncertainties associated with our expectations with respect to, but not limited to, our ability to successfully implement our strategy and our growth and expansion plans, technological changes, our exposure to market risks, general economic and political conditions in India which have an impact on our business activities or investments, changes in the laws and regulations that apply to the Indian IT services industry, including with respect to tax incentives and export benefits, adverse changes in foreign laws, including those relating to outsourcing and immigration, increasing competition in and the conditions of the Indian and global IT services industry, the prices we are able to obtain for our services, wage levels in India for IT professionals, the loss of significant customers the monetary and interest policies of India, inflation, deflation, unanticipated turbulence in interest rates, foreign exchange rates, equity prices or other rates or prices, the performance of the financial markets in India and globally, changes in domestic and foreign laws, regulations and taxes and changes in competition in the information technology/ telecommunication industries. Additional risks that could affect our future operating results are more fully described in our Red herring filing. The company does not undertake to update any forward-looking statement that may be made from time to time by or on behalf of the Company.

Spokesperson: Swami Krishnan VP & Head Marketing E: pr@sasken.com T: +91 9743979264

							20	32KEU
	Q4 FY 16	Q3 FY 16	Q2 FY 16	Q1 FY 16	Q4 FY 15	Q3 FY 15	Q2 FY 15	O1 FY 15
Employee Metrics	***************************************				CONTRACTOR CONTRACTOR NEGROSSION			
Employees, period end	!							
Total Employees (Consolidated)	2,118	2,084	1,968	1,925	1,919	1,916	1,889	1,858
Services S/W, Product S/W and technical professionals	1,887	1,833	1,714	1,675	1,706	1,704	1,687	1,658
Corporate	231	251	254	250	213	212	202	200
Hiring Metrics								
Gross Adds	400	250	400	454	450	444	151	103
Net Adds	192	259	199	151	150	161		
	34	116	43	6	3	27	31	(48)
Attrition % Annualized (Based on Voluntary attrition only)	20.6%	20.9%	25.1%	25.0%	25.0%	24.0%	21.8%	25.5%
Attrition % LTM (Based on Voluntary attrition only)	20.3%	. 22.9%	24.4%	23.7%	23.8%	24.8%	26.7%	29.3%
Revenue by geography - Consolidated (In %)								
North America	32%	33%	30%	31%	34%	35%	34%	38%
EMEA	30%	29%	35%	35%	32%	36%	36%	34%
India	28%	26%	26%	24%	22%	20%	20%	20%
APAC	10%	13%	9%	10%	12%	9%	10%	8%
	10/0	13/0	7/0	10/6	12/6	7/0	10%	0,0,
Client Concentration (In %)								
Top 5 client contribution to revenues	47.3%	45.7%	49.0%	50.2%	50.6%	49.0%	46.4%	40.8%
Top 10 client contribution to revenues	66.2%	63.7%	69.0%	67.1%	67.2%	65.9%	64.7%	56.1%
Relationships with Tier 1 Customers - Services+Products								
< 1 Million dollar customers - Trailing 12 months	12	12	12	12	13	10	9	12
1 < >3 Million dollar customers - Trailing 12 months	5	5	6	6	5	7	7	7
3 < >10 Million dollar customers - Trailing 12 months	5	6	5	5	6	6	7	7
10 < >20 Million dollar customers - Trailing 12 months	1	1	1	1	٥	۰	·	·
> 20 Million dollar customers - Trailing 12 months	"	'	•	'				
-					= . =	7.00	70.40	70.30
Utilization, including trainees (Services Only - In %)*	79.2%	83.2%	82.0%	78.1%	74.9%	74.2%	72.1%	70.3%
Revenue Split (Products Only) ( In ₹ Million)							ĺ	
License fees				-	2	-	-	1
Royalties	16	13	14	17	15	16	13	17
Customization	16	40	86	•	13	12	22	6
Revenue Split (Services Only) ( In ₹ Million)								
Onsite	450	459	468	432	422	465	473	514
Offshore	725	743	711	637	585	575	568	537
,	'23	, 43	,,,,	337	303	,,,,	"	
Revenue by Project Type (Services Only) ( In ₹ Million)							630	930
Time and Material (including compensation)	968	996	997	918	881	936	928	
Fixed Price	206	206	182	151	126	104	113	121
					I	i		1

<sup>\*</sup>Note: Services Utilization rehashed including Management numbers for Utilization calculations retrospectively; excludes exceptional item unless explicitly stated



#### Dear Analyst,

It is my pleasure to highlight the business performance of the Sasken Group for the fourth quarter ended 31<sup>st</sup> March 2016.

We must point out that certain statements made here or those we make subsequently in response to your queries concerning our future growth prospects are forward-looking statements. Please read the Safe Harbor clause in the second slide of *our presentation* for full details.

Let me begin by walking you through our financials for the Fourth Quarter Fiscal 2016. In the Fourth Quarter of Fiscal '16 the consolidated revenues for the Sasken Group declined by 5.1% over the previous quarter to Rs. 119.82 crores. Consolidated Earnings before Interest, Depreciation, Taxes and Amortization cost for the fourth quarter fiscal '16 were Rs. 9.53 crores, a decline of 36.4% sequential. Consolidated PAT for Q4 fiscal '16 was at Rs. 174.63 crores, up by 1,451.5% over the previous quarter. PAT margins for the quarter were 145.7%. Software Services revenue for the quarter were at Rs. 115.79 crores, a decline of 3.7% over the previous quarter. Software product revenues for the quarter were Rs. 3.18 crores, a decrease of 39.8% over the previous quarter. Services EBITDA margin for the quarter was at 10.8%. Product EBITDA margin was at -86.7%. For the financial year 2016, the consolidated revenues were at Rs. 483.17 crores, up by 12.9% over the fiscal 2015. Earnings before interest, taxes, depreciation, and amortization charges were Rs. 47.17 crores, up by 46.3% over the previous financial year. The consolidated profits after taxes for the fiscal '16 were Rs. 206.29 crores, up by 72.5% over the previous financial year. PAT margin for the full year were at 42.7%. For the full year, software services revenues were Rs. 460.06 crores, up by 11.1% over the previous year and products revenues were Rs. 200.7 crores, up by 69.1% over the previous financial year. EBITDA margins for the services business was at 10.8% and for products business was at -12.5% for the full financial year for fiscal 2016. Consolidated earnings per share for the 4th quarter were approximately Rs. 98.55 and for the full year, EPS works out to be Rs. 107.14. Cash and cash equivalents were approximately Rs. 372.84 crores as of March 31st, 2016.

#### Litigation

Your Company has reached a settlement with a Non-Indian Licensee in connection with the unauthorized use of Sasken's Protocol Stack IP by them. This settlement brought to an end, the ongoing arbitration and terminated all ongoing obligations of the parties under the relevant agreements. Towards this end, your Company has received a sum of USD 45 million in March, 2016.

#### People

On the people front, the headcount for the Sasken Group stood at 2,118 as of March 31, 2016. We continue to attract and retain talent comprising both freshmen and laterals. Our effort in increasing employee engagement is expected to stem attrition, which currently stands at 20.3 % for trailing twelve months. We will continue to invest in our people and maintain their technology edge to ensure our talent is the best in the market.

Utilization for the quarter averaged 79.2% and is expected to marginally improve in the coming quarters.

#### Customers

We have successfully added 12 new customers during the quarter taking the total number of active customers to 134.

I will now provide key highlights related to our services business.

We continue to consolidate and build on our reputation as a leader in providing engineering research and development services to a wide spectrum of global corporations. Our deep roots in the semiconductor industry combined with an unparalleled knowledge of 'connectivity', 'multimedia', 'modems' and 'device software' puts us in a unique position to engage with several segments, downstream from the inception of silicon platforms. We have made progress in entrenching our position in the Devices segment, while building a strong customer base in the Auto

and IoT segments. A stellar example of such a project is the auto grade Linux based IVI system we are developing for one of the largest semiconductor vendors. In Auto electronics, we continue to engage with multiple Tier 1 auto OEMs and support the development and enhancement of several auto infotainment and telematics platforms.

On the devices side, our portfolio of offering covers all device categories from smart to rugged devices. We are working with one of the largest rugged device OEMs to build next generation products on new silicon platforms. Additionally, we are enabling upgradation of their existing products to the latest release of the Android Operating System for another OEM. In the wireless network space we continue to develop, enhance and maintain radio networks for railways based on the GSM-R technology. In the satellite segment we continue to be entrusted with turnkey product development of the next generation satellite terminals.

In Fiscal 2017 the rejuvenation of our portfolio of offerings based on the outcome of strategy consulting engagement with a globally leading consultant will gain momentum and open new vistas for growth.

Testing plays a pivotal role in shortening product commercialization timeframes and enhancing reliability both of which are of fundamental importance in the hypercompetitive markets. Our ability to offer a bouquet of Independent Testing Services that are supported by our test automation platform is highly valued by our customers. We are providing testing and product quality assurance services for a leading multilingual messaging services provider across all mobile platforms. OEMs spanning from smart to rugged devices and semiconductor vendors continue to rely on our services for comprehensive product quality, inter-operability and field testing of devices. In the Digital IT arena, we are engaged with a large Greenfield telco to test and ensure the reliability of their application and messaging platforms. We have begun to address the test requirements emerging from next-gen Industrial Automation and IoT platforms and expect customer traction to increase in these areas.

In the Digital IT space, we continue to chip away and make inroads in Application Development and Data Analytics. We have been entrusted with the development of Fleet Management mobile application by a large and diversified conglomerate servicing global auto OEMs. We have made forays in the point of sales market and work with a diversified Japanese corporation to build mobile Point of Sale (mPOS) tablet applications. Our insights platform based offerings continues to help a leading European MVNO achieve a significant reduction in operational cost. We have entered into partnerships with a leader in cross-platform development software and another who is a front-runner in data visualization products. As we continue to widen our ecosystem, we will be better positioned to scale and grow our business especially as bridging the physical and digital world becomes a business imperative in the era of platforms.

We thank you for your interest in Sasken and your continued support. My team and I are committed to always hold all our stakeholders in trust.

Rajiv C Mody

Chairmax Managing Director and CEO

Sasken Communication Technologies Limited

