

Consolidated Results

for Quarter and full year ended
March 31, 2016



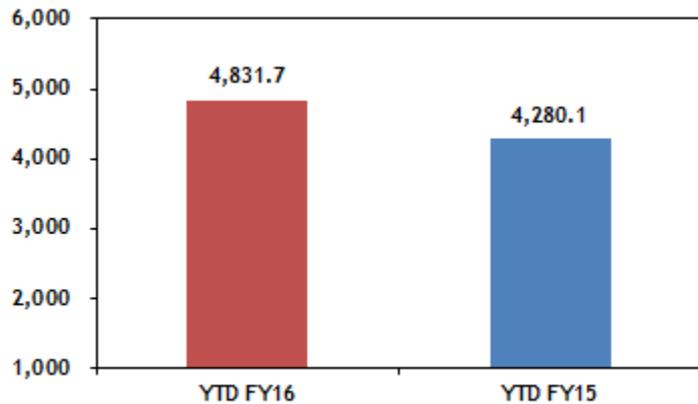
Safe Harbor Clause

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. In the following slides, Services refers to Software Services, Products refers to Software Products. Previous period/year amounts have been re-grouped /re-arranged, wherever necessary to conform to the current period's/year's presentation.



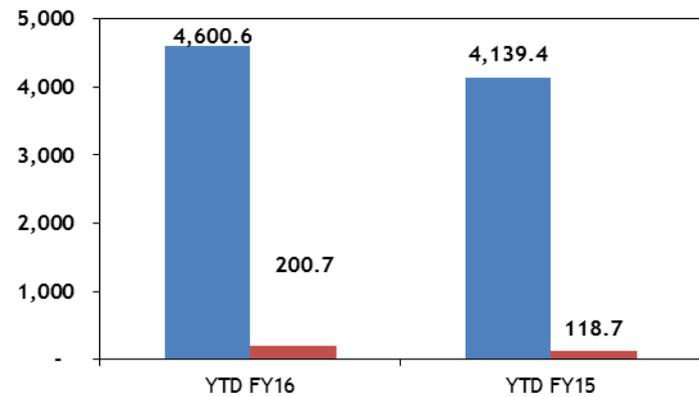
Performance Snapshot - FY 16- Consolidated

Consolidated Revenues (₹. Million)



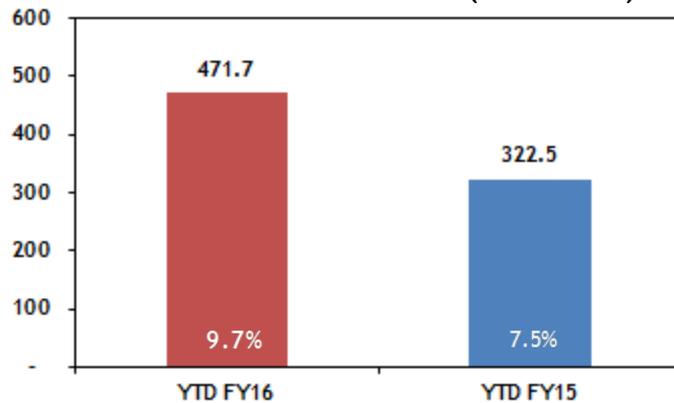
YoY Growth: 12.9%

Services - Products Revenue Mix (₹. Million)



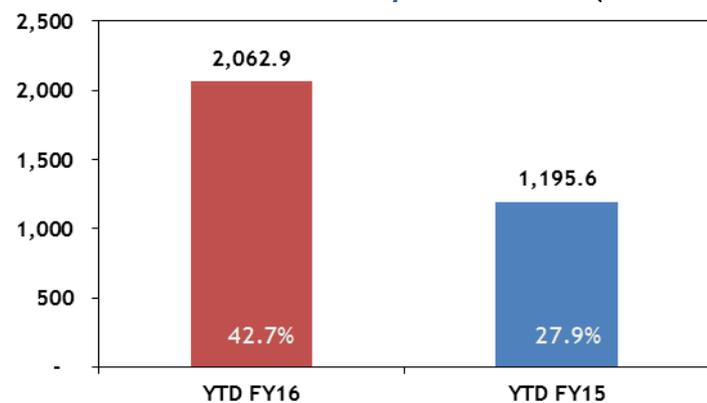
Services YoY: 11.1%
Products YoY: 69.1%

Consolidated EBITDA (₹. Million)



YoY Growth: 46.3%

Consolidated PAT *incl. exceptional item* (₹. Million)



YoY Growth: 72.5%

Income Statement Summary - FY 16- Consolidated

(₹. Million)

Particulars	YTD FY16	%	YTD FY15	%	Growth Over YTD FY15
Revenue from Operations	4,831.67	100.0%	4,280.10	100.0%	12.9%
Other Income	162.03	3.4%	219.38	5.1%	-26.1%
Total Revenue	4,993.70	103.4%	4,499.48	105.1%	11.0%
Employee benefit expense	3,427.56	70.9%	3,150.03	73.6%	-8.8%
Increase/(decrease) of work-in-progress, stores	(18.43)	-0.4%	17.78	0.4%	203.7%
Other operational expense	950.85	19.7%	789.84	18.5%	-20.4%
Depreciation and amortization expense	66.01	1.4%	111.98	2.6%	41.1%
Finance cost	1.89	0.0%	1.39	0.0%	-36.0%
Total Expenses	4,427.87	91.7%	4,071.01	95.1%	-8.8%
Profit/(loss) before tax	565.83	11.7%	428.47	10.0%	32.1%
Exceptional items	(2,329.43)	-48.2%	(1,733.33)	-40.5%	34.4%
PBT after exceptional items	2,895.26	59.9%	2,161.80	50.5%	33.9%
Tax Expenses	832.33	17.2%	966.16	22.6%	13.9%
Profit After Tax	2,062.93	42.7%	1,195.64	27.9%	72.5%



Segmental Results - FY 16 - Consolidated

(₹. Million)

Particulars	YTD FY16	YTD FY15	Growth over
			YTD FY15
			(YoY)
Revenues	4,831.67	4,280.10	12.9%
Services	4,600.61	4,139.42	11.1%
Products	200.75	118.75	69.1%
Others	30.31	21.93	38.2%
EBITDA	471.71	322.46	46.3%
Services	497.56	350.95	41.8%
Products	(25.15)	(10.41)	-141.6%
Others	(0.70)	(18.08)	96.1%
EBITDA %	9.8%	7.5%	
Services	10.8%	8.5%	
Products	-12.5%	-8.8%	
Others	-2.3%	-82.4%	
Depreciation and Amortization %	1.4%	2.6%	
Services	1.4%	2.6%	
Products	1.0%	2.4%	
Others	0.2%	0.7%	
EBIT%	8.4%	4.9%	
Services	9.5%	5.8%	
Products	-13.5%	-11.2%	
Others	-2.5%	-83.1%	



Income Statement Summary - FY 16 - Consolidated

Nature wise

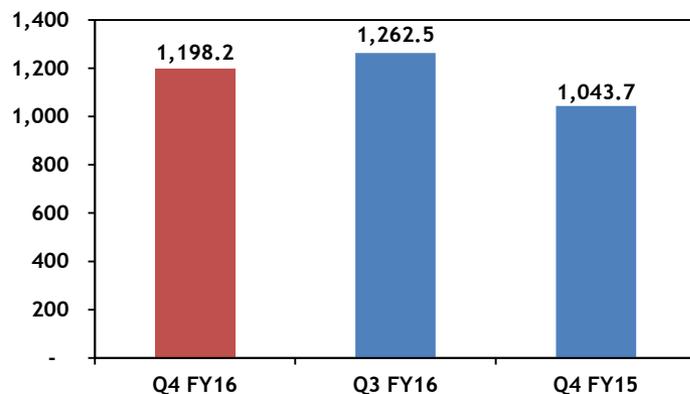
(₹. Million)

Particulars	YTD FY16	%	YTD FY15	%	Growth over
					YTD FY15
Revenues	4,831.67	100.0%	4,280.10	100.0%	12.9%
Cost of Revenue	3,353.59	69.4%	3,191.57	74.6%	-5.1%
Gross Profit	1,478.08	30.6%	1,088.53	25.4%	35.8%
SG&A	1,006.37	20.8%	766.07	17.9%	-31.4%
EBITDA	471.71	9.8%	322.46	7.5%	46.3%
Depreciation and amortisation expense	66.01	1.4%	111.98	2.6%	41.1%
EBIT	405.70	8.4%	210.48	4.9%	92.7%
Other Income	162.03	3.4%	219.38	5.1%	-26.1%
Interest	1.89	0.0%	1.39	0.0%	-36.0%
PBT	565.83	11.7%	428.47	10.0%	32.1%
Exceptional Items	(2,329.43)	-48.2%	(1,733.33)	-40.5%	34.4%
PBT after exceptional items	2,895.26	59.9%	2,161.80	50.5%	33.9%
Taxes	832.33	17.2%	966.16	22.6%	13.9%
PAT	2,062.93	42.7%	1,195.64	27.9%	72.5%



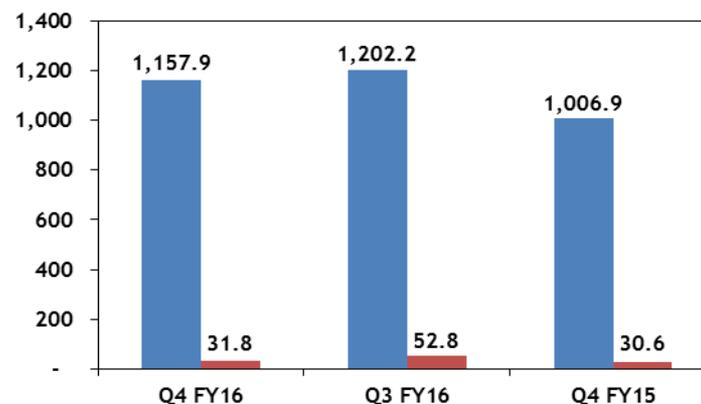
Performance Snapshot - Q4 FY16 - Consolidated

Consolidated Revenues (₹. Million)



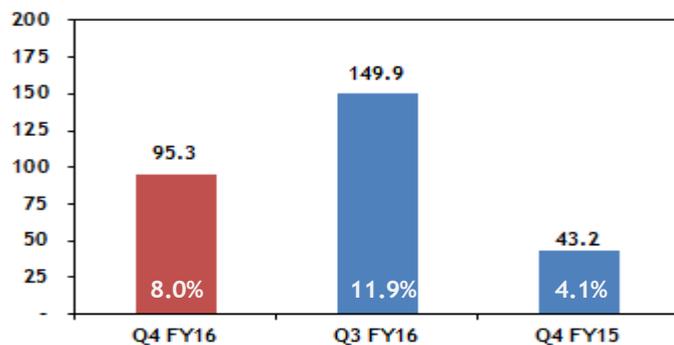
QoQ Growth: -5.1% ; YoY Growth: 14.8%

Services - Products Revenue Mix (₹. Million)



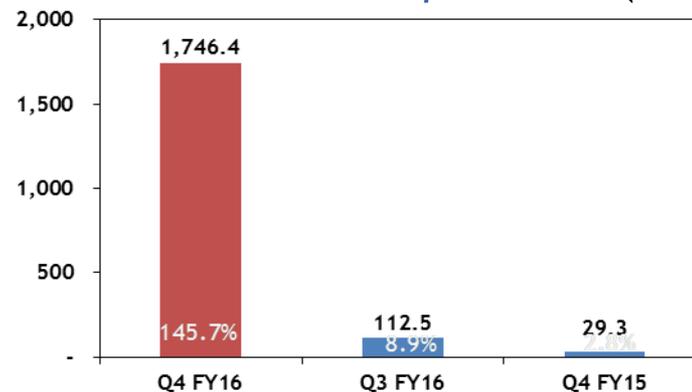
Services - QoQ: -3.7%; YoY: 15.0%
Products - QoQ: -39.8%; YoY: 4.0%

Consolidated EBITDA (₹. Million)



QoQ Growth: -36.4%; YoY Growth: 14.8%

Consolidated PAT *incl. exceptional item* (₹. Million)



QoQ Growth: 1451.8%; YoY Growth: 5866.4%

Income Statement Summary - Q4 FY16 - Consolidated (₹. Million)

Particulars	Q4 FY16	%	Q3 FY16	%	Q4 FY15	%	Growth over	
							Q3 FY16	Q4 FY15
Revenues	1,198.22	100.0%	1,262.53	100.0%	1,043.74	100.0%	-5.1%	14.8%
Cost of Revenue	847.17	70.7%	866.92	68.7%	819.86	78.6%	2.3%	-3.3%
Gross Profit	351.05	29.3%	395.61	31.3%	223.88	21.4%	-11.3%	56.8%
SG&A	255.74	21.3%	245.74	19.4%	180.63	17.3%	-4.1%	-41.6%
EBITDA	95.31	8.0%	149.87	11.9%	43.25	4.1%	-36.4%	120.4%
Depreciation and amortisation expense	16.88	1.4%	16.04	1.3%	17.67	1.7%	-5.2%	4.5%
EBIT	78.43	6.6%	133.83	10.7%	25.58	2.5%	-41.4%	206.6%
Other Income	35.55	3.0%	24.70	2.0%	68.98	6.6%	43.9%	-48.5%
Interest Expense	0.79	0.1%	0.36	0.0%	0.24	0.0%	-119.4%	-229.2%
PBT before exceptional items	113.19	9.5%	158.17	12.5%	94.31	9.0%	-28.4%	20.0%
Exceptional Items	(2,329.43)	-194.4%	0.00		34.90	3.3%		-6774.6%
PBT after exceptional items	2,442.62	203.9%	158.17	12.5%	59.42	5.7%	1444.3%	4010.8%
Taxes	696.26	58.2%	45.63	3.6%	30.14	2.9%	-1425.9%	-2210.1%
PAT	1,746.36	145.7%	112.54	8.9%	29.27	2.8%	1451.8%	5866.4%

Segmental Results - Q4 FY16 - Consolidated

(₹. Million)

Particulars	Q4 FY16	Q3 FY16	Q4 FY15	Growth over	
				Q3 FY16	Q4 FY15
				(QoQ)	(YoY)
Revenues	1,198.22	1,262.53	1,043.74	-5.1%	14.8%
Services	1,157.92	1,202.23	1,006.91	-3.7%	15.0%
Products	31.80	52.81	30.58	-39.8%	4.0%
Others	8.49	7.49	6.25	13.4%	35.8%
EBITDA	95.31	149.87	43.25	-36.4%	120.4%
Services	125.21	172.40	70.67	-27.4%	77.2%
Products	(27.59)	(23.20)	(13.25)	-18.9%	-108.2%
Others	(2.32)	0.67	(14.18)	446.3%	83.6%
EBITDA %	8.0%	11.9%	4.1%		
Services	10.8%	14.3%	7.0%		
Products	-86.7%	-43.9%	-43.3%		
Others	-27.3%	8.9%	-226.7%		
Depreciation and Amortization %	1.4%	1.3%	1.7%		
Services	1.4%	1.3%	1.7%		
Products	1.3%	0.8%	1.9%		
Others	0.0%	0.3%	0.9%		
EBIT%	6.6%	10.6%	2.4%		
Services	9.4%	13.0%	5.3%		
Products	-88.0%	-44.7%	-45.2%		
Others	-27.3%	8.6%	-227.6%		



Income Statement Summary - Q4 FY16 - Consolidated

Nature wise

(₹. Million)

Particulars	Q4 FY16	%	Q3 FY16	%	Q4 FY15	%	Growth over	
							Q3 FY16	Q4 FY15
Revenue from Operations	1,198.22	100.0%	1,262.53	100.0%	1,043.74	100.0%	-5.1%	14.8%
Other Income	35.55	3.0%	24.70	2.0%	68.98	6.6%	43.9%	-48.5%
Total Revenue	1,233.77	103.0%	1,287.23	102.0%	1,112.72	106.6%	-4.2%	10.9%
Employee benefit expense	860.49	71.8%	880.09	69.7%	766.11	73.4%	2.2%	-12.3%
Increase/(decrease) of work-in-progress, stores	(14.25)	-1.2%	2.69	0.2%	12.11	1.2%	629.7%	217.7%
Other expenses	256.67	21.4%	229.89	18.2%	222.28	21.3%	-11.6%	-15.5%
Depreciation and amortization expense	16.88	1.4%	16.04	1.3%	17.67	1.7%	-5.2%	4.5%
Finance cost	0.79	0.1%	0.36	0.0%	0.24	0.0%	-119.4%	-229.2%
Total Expenses	1,120.57	93.5%	1,129.06	89.5%	1,018.41	97.6%	0.8%	-10.0%
Profit/(loss) before tax	113.19	9.5%	158.17	12.5%	94.31	9.0%	-28.4%	20.0%
Exceptional Items	(2,329.43)	-194.4%	-	0.0%	34.90	3.3%	0.0%	-6774.6%
PBT after exceptional items	2,442.62	203.9%	158.17	12.5%	59.41	5.7%	1444.3%	4011.5%
Tax Expenses	696.26	58.2%	45.63	3.6%	30.14	2.9%	-1425.9%	-2210.1%
Profit After Tax	1,746.36	145.7%	112.54	8.9%	29.27	2.8%	1451.8%	5866.4%



Balance Sheet Summary - Consolidated

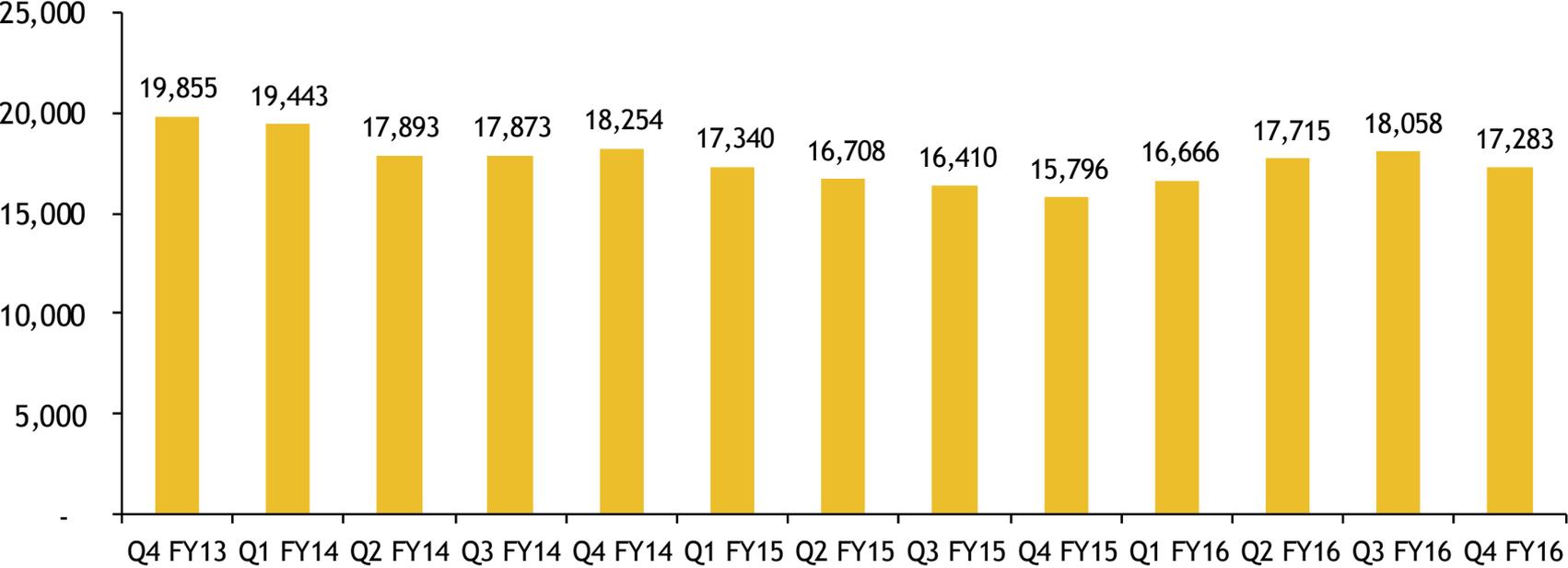
(₹. Million)

Particulars	March 31, 2016	%	March 31, 2015	%
EQUITY AND LIABILITIES				
Share Capital	177.20	2.8%	213.45	3.8%
Reserves and surplus	4,812.91	75.5%	4,255.97	76.2%
Non current liabilities	56.68	0.9%	69.09	1.2%
Current liabilities	1,329.98	20.8%	1,050.98	18.8%
Total	6,376.77	100.0%	5,589.49	100.0%
ASSETS				
<i>Non current assets</i>				
Fixed assets (net)	403.16	6.3%	424.62	7.6%
Non current investments	1,831.90	28.7%	723.13	12.9%
Deferred tax assets (net)	113.96	1.8%	127.57	2.3%
Other Non current assets	694.67	10.9%	703.08	12.6%
<i>Current assets</i>				
Current investments	1,682.68	26.4%	1,228.38	22.0%
Inventories	24.68	0.4%	4.50	0.1%
Trade receivables	962.78	15.1%	699.29	12.5%
Cash and bank balances	233.83	3.7%	1,258.97	22.5%
Other current assets	429.11	6.7%	419.96	7.5%
Total	6,376.77	100.0%	5,589.49	100.0%



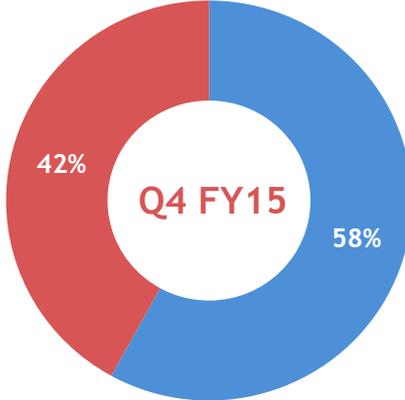
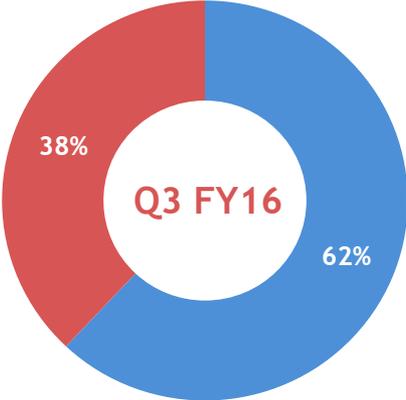
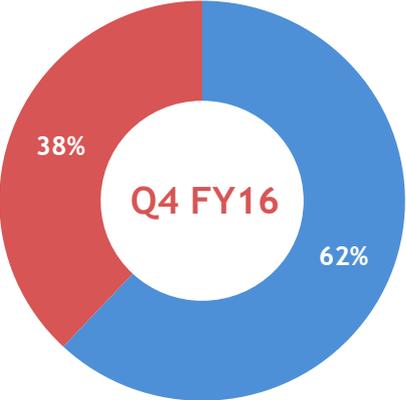
Revenue trend: Services (Consolidated)

(KUS\$)



Services Metrics

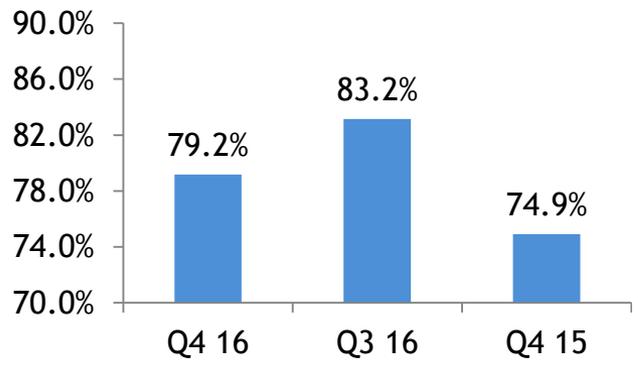
Services Revenue Mix - Delivery



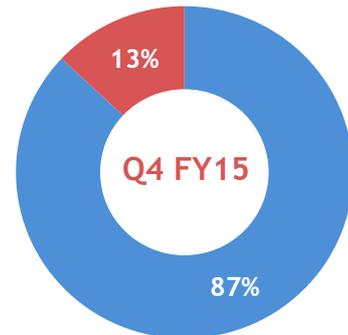
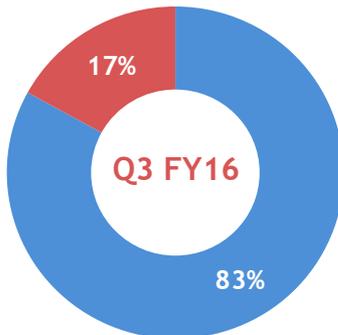
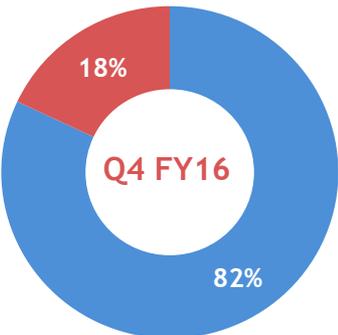
Onsite

Offshore

Services Utilization



Services Revenue Mix - Project Type



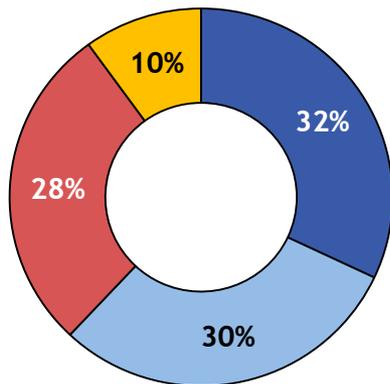
T&M

FPP

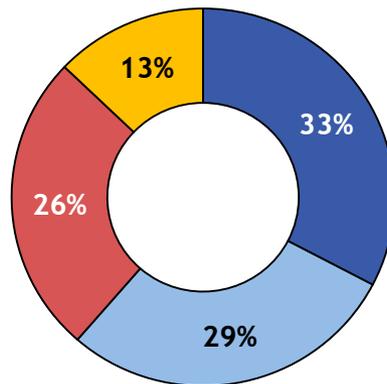


Geography Wise Revenue

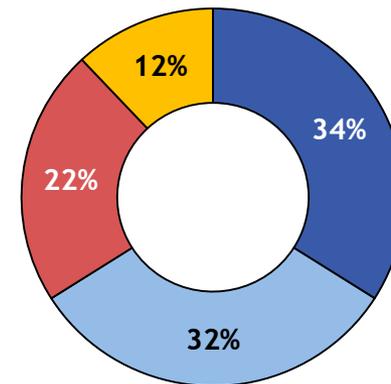
Q4 FY16



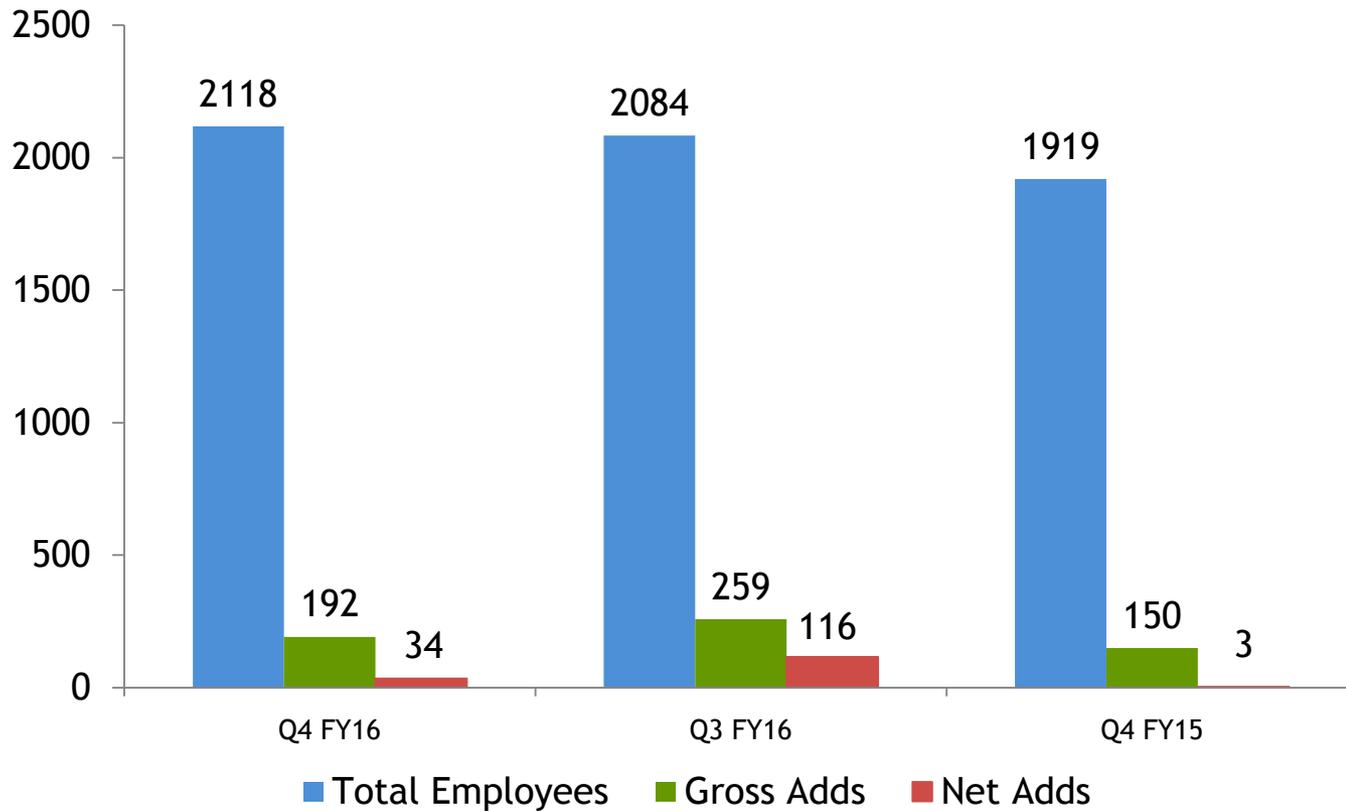
Q3 FY16



Q4 FY15



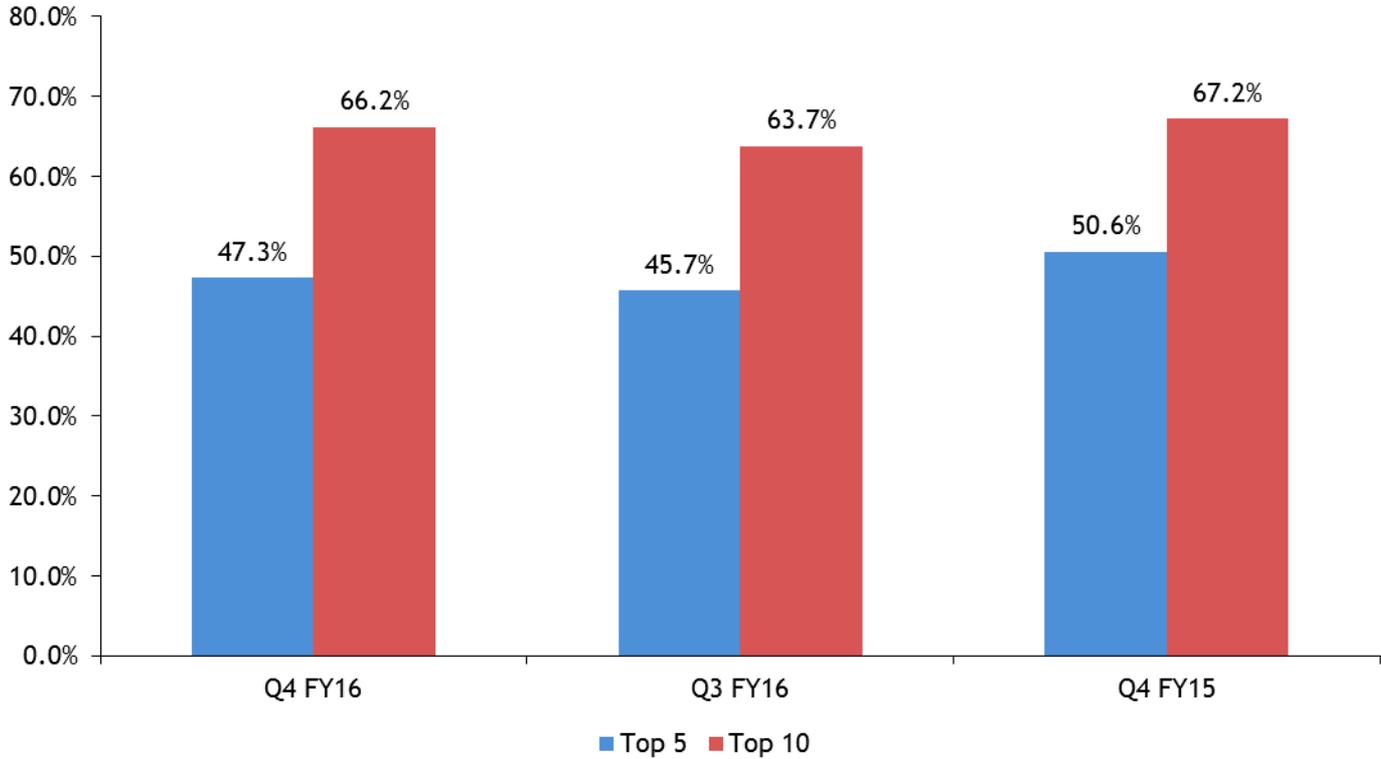
Human Resources Metrics



Attrition %	Q4 FY16	Q3 FY16	Q4 FY15
Attrition LTM %	20.3%	22.9%	23.8%
Annualised Attrition Quarterly %	20.6%	20.9%	25.0%



Customer Concentration



Thank You

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