# INVESTOR PRESENTATION

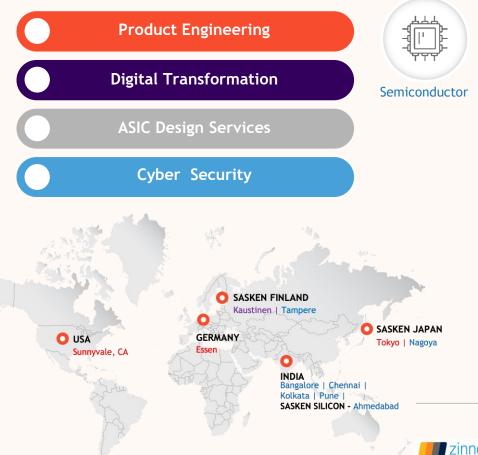
Q4 2024-25



#### 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 which have an impact on our business activities or investments, changes in the laws and regulations that apply to the 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 for IT professionals, the loss of significant customers, the monetary policies in India and globally, 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. The Company may, from time to time, make additional written and oral forward-looking statements, including statements contained in the Company's filings with the Stock Exchanges and our reports to shareholders. 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.

## Sasken Group at a glance







Communication & Devices



Automotive & Off-Highway



SatCom



**Enterprise Grade Devices** 



Industrials



**Transportation** 

35+ Years

leadership in Engineering R&D

**90+** clients including Fortune 500 Companies.

**CSAT** of avg: **4.5 on 5.0** 

70+ patents

**200+** unique products are shipped with Sasken IP and services

#### Listed on BSE/NSE

Cash Positive Debt Free Profitable

**Global Footprint** Coverage in 5 Continents

1800+ **Engineers Globally** 

#### **Delivery & Sales Centres**

North America, Asia, and Europe

#### Innovation **Centre Finland**

Anechoic chamber Acoustic Lab, RF/Antenna Labs

#### Sasken Management Systems Compliance



PEAK MATRIX ASPIRANT

**DIGITAL SERVICES** 

Privacy regulations

India Data Privacy Act

Automotive

ISO 26262













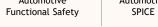
Information Security



Software Engineering &



Project Management



EU-GDPR | CCPA



ISO 9001:2015

ISO 14001:2015 ISO/IEC 27001:2013

**Global Certifications** 

CMMi-L3

ISO/SEC 27701:2019

Privacy

Serving Clients across 5 Continents (23 Countries)

Center

Development

Hardware

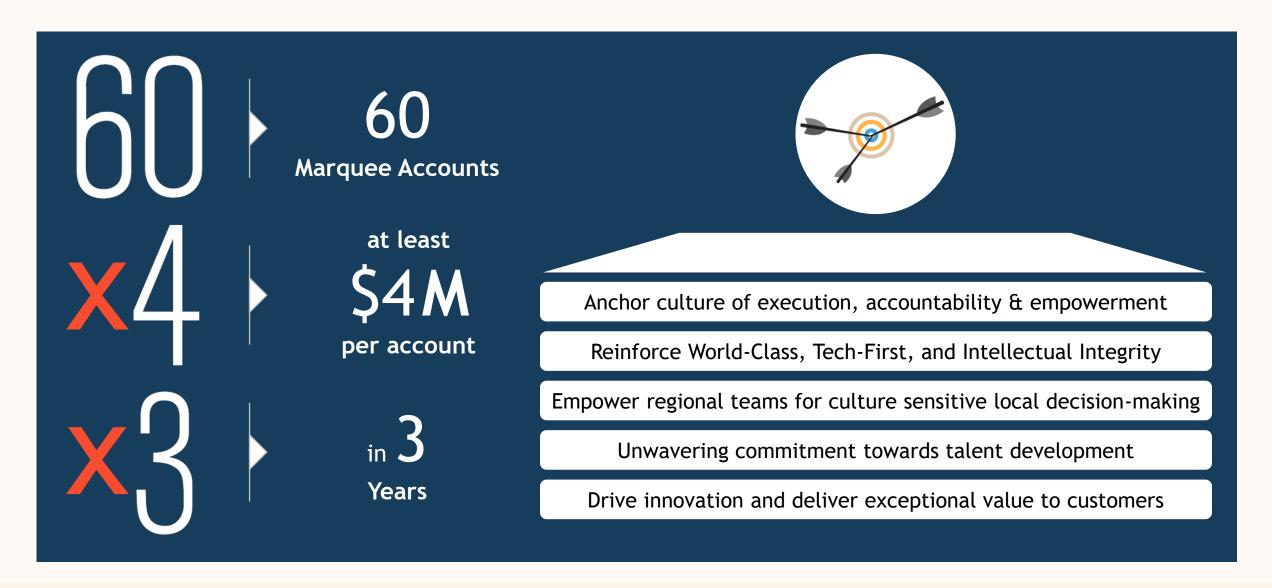
Capabilities

www.sasken.com | © Sasken Technologies Ltd.

**Customer Proximity** 

Centers/Sales Offices

## 60x4x3: Our strategy to accelerate growth



## Our Commitment To Society (ESG)



# ENVIRONMENTAL GOVERNANCE

- Environmental Goals
- Water Impact
- Energy Management
- Greenhouse Gas Emission
- GHG Management
- Sustainable Sourcing
- Environmental Stewardship

## SOCIAL GOVERNANCE

- Social Goals
- Diversity & Inclusion
- Human Rights
- Women Empowerment
- Safe and Inclusive Workplace
- Investing in Our People
- Well-being
- Inclusive Growth Equitable Development

# CORPORATE GOVERNANCE

- Governance Goal
- Sustainability Governance
- Sustainability Governance Strategy
- Sustainability Governance Leadership Model
- Sustainability Governance Pillars
- Core Sustainability Governance Programs
- Integrity, Ethics & Transparency
- Data privacy, Cyber Security
- Value to Customers

## Snapshot of our FY25 ESG achievements



69%

reduction in GHG emissions versus 2018/19(YoY 7% improvement from 23 to 24) 100%

power replenished by sustainable energy 100%

of all light fittings in LED 4,045

kilo litres of waste-water recycled 1404KL

Water psitive in Corporate campus

15.5

kgs/per person/annum waste



0

wage disputes, child labour, discrimination, forced labour



13,089

students benefited from morning nutrition program 1055

Students' skill Devlopment program, with 52% being girls\



0%

breach on data privacy

0%

breach on cyber security

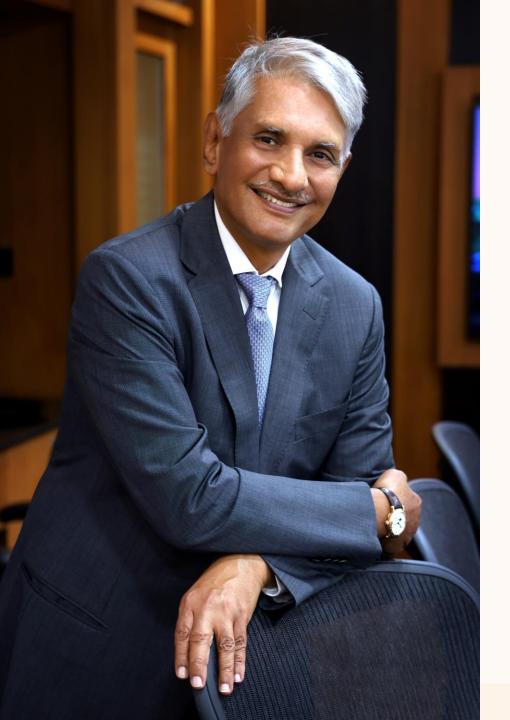
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disaster Incidents 99%

antivirus and security patch compliance

Q4 FY25
PERFORMANCE
HIGHLIGHTS





## MESSAGE FROM THE MANAGEMENT

"Our Q4 performance reemphasizes the resilience and strength of our business mode. and our commitment to sustained, quality growth. We delivered healthy sequential improvements in revenue and profitability, while staying focused on our 60x4x3 mission of scaling impact, innovation, and value. The Borqs acquisition has expanded our solution stack and extended our global footprint. With Sasken Silicon, we are well-positioned to capitalize on the growing demand in semiconductor design, bringing deep domain expertise to this dynamic sector. As we look ahead, we remain committed to capability building, innovation, and creating lasting value for our customers, employees, and shareholders."

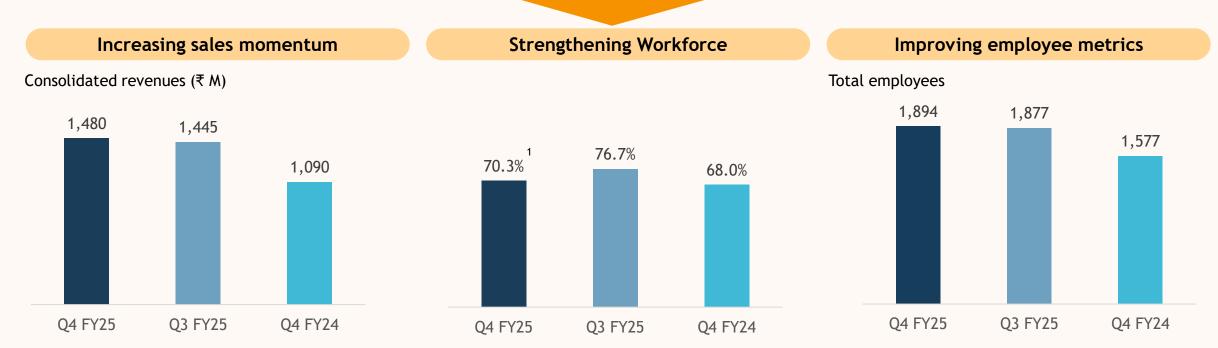
### Rajiv C Mody

Chairperson, Managing Director & CEO

## Financial and operational summary

Our 60x4x3 strategy yielded results in this quarter with improvements in both financial and operational metrics





1 - Utilization includes trainees. Utilization excluding Trainees is at 76.3%

All data unless specified is on a consolidated basis

## **Key Business Updates**

#### MAJOR ORDER WINS

- °<u>T°</u> ODC engagement with a U.S.
- telecom major for Android maintenance and security patch delivery across a large handset portfolio.
- Major deal with U.S. tech leader for Chrome OS testing—Wifi, power, performance, and platform automation.
- Android-based IVI Wireless App **Development** for a top European OEM.
- Robo Taxi System Validation for North American robo-taxi OEM
- Secured analog design, AMS, and digital verification contract with major semiconductor MNC.

#### TECHNOLOGY **GROWTH LEVERS**



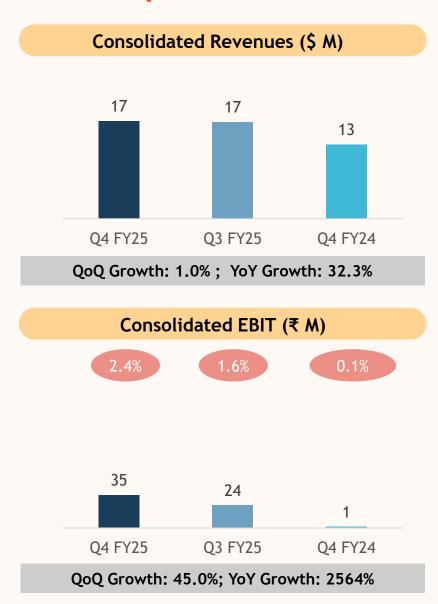
- Continued investments in product **security** to navigate newer security challenges (SDV, AI, IOT) and regulations (EU-CRA, UK-PSTI)
- R&D focus continuing developing assets leveraging Generative-Al spanning Agentic application, workflow automation and developer productivity tools
- Investment in virtualization involving QNX on AWS Graviton, enabling OEMs and Tier-1 suppliers to accelerate the shift-left approach in automotive cockpit solutions.

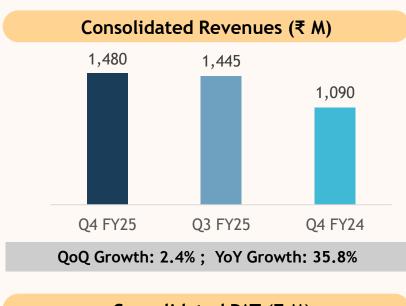
#### PEOPLE AND **PROCESSES**

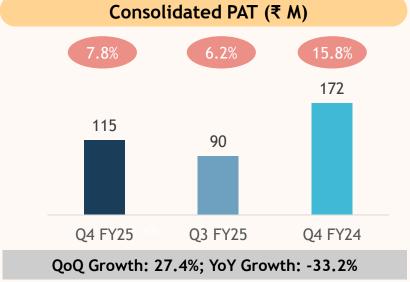


- Sasken has been certified for "Capability Level and Maturity Level 3 on ASPICE v3.1"
- Q4 FY25 witnessed an all-time low LTM attrition level of 5.7% and 7.78% annualized
- Sasken certified as Great Place to Work for the 2<sup>nd</sup> consecutive year
- Sasken's Digital BU manager Jayaprakash N named among GMI's Top 100 Great Managers in India
- Ongoing focus on people development resulted in 9,672 training hours across 248 employees.

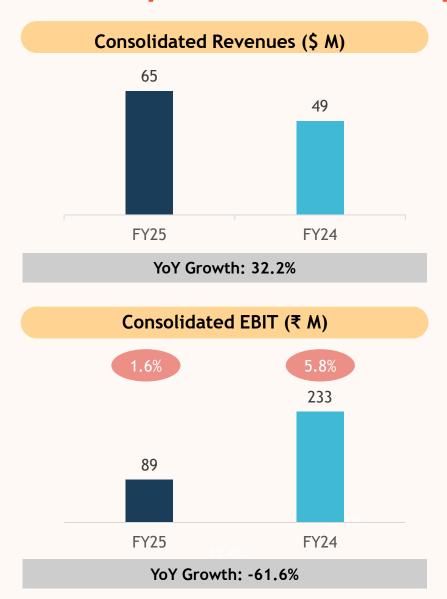
## Financial performance snapshot (quarterly)

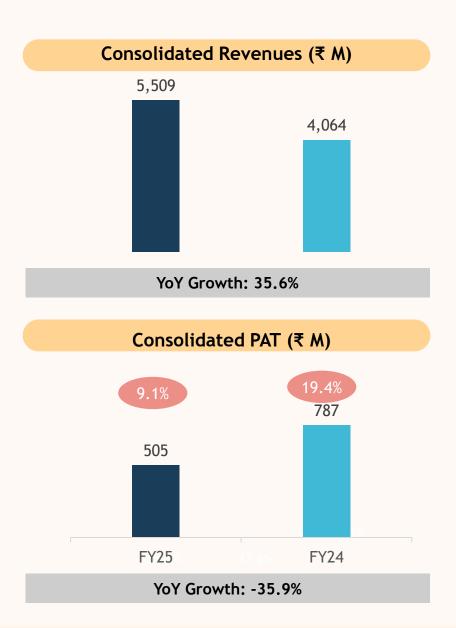






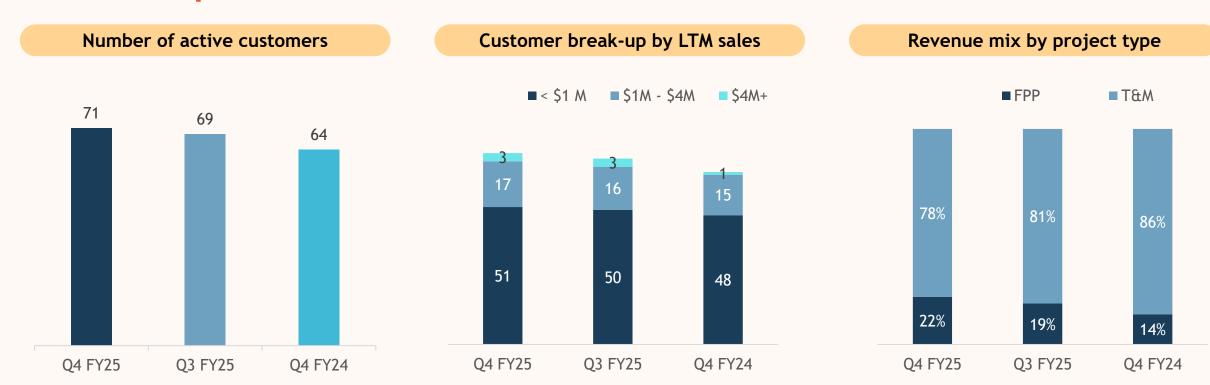
## Financial performance snapshot (FY25)





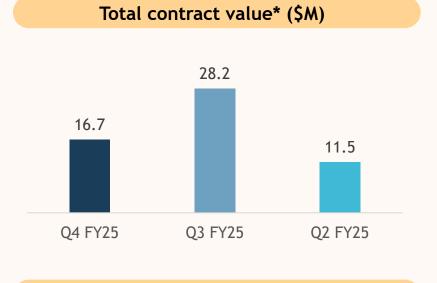
Adjusted EBIT excluding M&A costs is 157.4M (EBIT % 2.9%)

## **Customer profile**



- Number of active customers has been increasing over the last twelve months
- The contribution from FPP projects towards total sales has been increasing over the last twelve months

## Order booking status

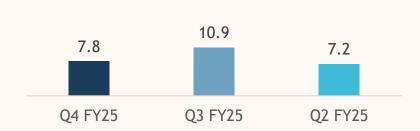


#### Annual contract value\* (\$M)

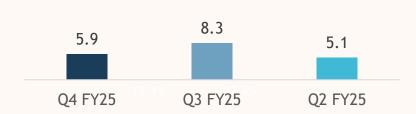


<sup>\*</sup> Includes new and renewal bookings

#### Total contract value - New (\$M)



#### Annual contract value - New (\$M)



Q4 FY25
NEWS AND
ACHIEVEMENTS



## Participation in global events





Sasken demonstrated its end-to end product engineering and digital engineering prowess at Ken TechFest 2025. We welcomed over 150+ customers in our Bengaluru campus.





Sasken participated in the world's most prestigious mobility conference - Mobile World Congress 2025, in Barcelona. Our team exhibited the cutting-edge product engineering and digital transformation capabilities at the event.

## Participation in global events





Sasken demonstrated its end-to end silicon design and development capabilities at CES 2025 and had productive conversations with leading Tier-1s.





This marked the fourth most significant event that Sasken participated in Q4. Our team exhibited its transformation satcom and connectivity capabilities at the SATShow in Washington DC. The event offered great brand exposure and productive conversations with business prospects.

# Completed Acquisition of BORQS Technologies

- Sasken completed the Acquisition of Borqs on April 8, 2025.
- Sasken's integration of Borqs is intended to accelerate its Chip-to-Cognition journey by combining large-scale specialized design capabilities with existing investments in semiconductors, artificial intelligence, and cybersecurity.
- As part of the integration process, Mr. Hareesh Ramana—co-founder of Borqs Technologies and Managing Director of Borqs India—will join Sasken's leadership team.
- The acquisition further enhanced Sasken's innovatively designed capabilities in India and China, where around 300 design engineers are under Borqs.





# Sasken Technologies Completes Acquisition of Borqs Technologies



This acquisition reflects our commitment to expanding our technological footprint and delivering advanced solutions to meet the evolving demands of our customers. By integrating Borqs' capabilities, we will strengthen our portfolio, improve our competitiveness, and drive future growth in high-demand markets like Automotive, SatCom, Consumer, Industrial, IoT, and 5G.



#### Rajiv C. Mody

Chairperson, Managing Director, and CEO Sasken Technologies

## Awards In Q4 FY25



LinkedIn Top 10 Companies in India 2025



Great Place to Work 2025 Certification



ICAI Sustainability Reporting - Small Cap-Service Section

## Awards In Q4 FY25



Official Member of the United Nations Global Compact



'Winner' in the "Climate Action (GHG Emission)" category at the 2nd edition of the BCIC ESG Awards 2025

## Share price performance



Q4 FY25
FINANCIAL
DETAILS AND
KEY METRICS



## Income statement summary - consolidated (quarterly)

(₹ M)

Doublestone	0.4 5//05	04 FV2F %	02 5/25			01	Growth over	
Particulars	Q4 FY25	%	Q3 FY25	%	Q4 FY24	%	Q3 FY25	Q4 FY24
Revenue from Operations	1,480.11	100.0%	1,445.16	100.0%	1,089.90	100.0%	2.4%	35.8%
Cost of Revenue	1,097.23	74.1%	1,043.84	72.2%	772.89	71.0%	-5.1%	-42.0%
Gross Profit	382.88	25.9%	401.32	27.8%	317.01	29.0%	-4.6%	20.8%
SG&A	312.07	21.1%	340.42	23.6%	296.70	27.2%	8.3%	-5.2%
EBITDA	70.81	4.8%	60.90	4.2%	20.31	1.8%	16.3%	248.6%
Depreciation and amortisation expense	36.18	2.4%	37.01	2.6%	19.01	1.7%	2.2%	-90.3%
EBIT	34.63	2.4%	23.89	1.6%	1.30	0.1%	45.0%	2563.8%
Other Income	99.02	6.7%	92.78	6.4%	208.99	19.2%	6.7%	-52.6%
Interest Expense	7.14	0.5%	7.47	0.5%	0.86	0.1%	-4.4%	-730.2%
Profit Before Tax	126.51	8.6%	109.20	7.5%	209.43	19.2%	15.9%	-39.6%
Tax Expenses	11.45	0.8%	18.90	1.3%	37.31	3.4%	39.4%	69.3%
Profit After Tax	115.06	7.8%	90.30	6.2%	172.12	15.8%	27.4%	-33.2%
Attributable to owners of the Company	110.26	95.8%	90.57	100.3%	171.91	99.9%	21.7%	-35.9%
Attributable to non-controlling interests	4.80	4.2%	(0.27)	-0.3%	0.21	0.1%	-1877.8%	2185.7%

## Income statement summary - consolidated nature wise (quarterly)

(₹ M)

Particulars	Q4 FY25	%	Q3 FY25	%	Q4 FY24	%	Growth over	
rai titulai S	Q4F123	/0	Q3 F1Z3	/0	Q4 F124	/0	Q3 FY25	Q4 FY24
Revenue from Operations	1,480.11	100.0%	1,445.16	100.0%	1,089.90	100.0%	2.4%	35.8%
Other Income	99.02	6.7%	92.78	6.4%	208.99	19.2%	6.7%	-52.6%
Total Revenue	1,579.13	106.7%	1,537.94	106.4%	1,298.89	119.2%	2.7%	21.6%
Employee benefit expense	1,153.14	77.9%	1,137.24	78.7%	870.14	79.9%	-1.4%	-32.5%
Other expenses	256.16	17.3%	247.02	17.1%	199.45	18.3%	-3.7%	-28.4%
Depreciation and amortization expense	36.18	2.4%	37.01	2.6%	19.01	1.7%	2.2%	-90.3%
Finance cost	7.14	0.5%	7.47	0.5%	0.86	0.1%	4.4%	-730.2%
Total Expenses	1,452.62	98.1%	1,428.74	98.9%	1,089.46	100.0%	-1.7%	-33.3%
Profit Before Tax	126.51	8.6%	109.20	7.5%	209.43	19.2%	15.9%	-39.6%
Tax Expenses	11.45	0.8%	18.90	1.3%	37.31	3.4%	39.4%	69.3%
Profit After Tax	115.06	7.8%	90.30	6.2%	172.12	15.8%	27.4%	-33.2%
Attributable to owners of the Company	110.26	95.8%	90.57	100.3%	171.91	99.9%	21.7%	-35.9%
Attributable to non-controlling interests	4.80	4.2%	(0.27)	-0.3%	0.21	0.1%	-1877.8%	2185.7%

## Income statement summary - FY25 consolidated

(₹ M)

Particulars	FY 25	%	FY 24	%	Growth over
					FY 24
Revenue from Operations	5,509.14	100.0%	4,064.27	100.0%	35.6%
Cost of Revenue	3,936.69	71.5%	2,700.13	66.4%	-45.8%
Gross Profit	1,572.45	28.5%	1,364.14	33.6%	15.3%
SG&A	1,343.35	24.4%	1,057.15	26.0%	-27.1%
EBITDA	229.10	4.1%	306.99	7.6%	-25.4%
Depreciation and amortisation expense	139.64	2.5%	74.32	1.8%	-87.9%
EBIT	89.46	1.6%	232.67	5.8%	-61.6%
Other Income	558.35	10.1%	708.61	17.4%	-21.2%
Interest Expenses	27.74	0.5%	3.28	0.1%	748.3%
Profit Before Tax	620.07	11.2%	938.00	23.1%	-33.9%
Tax Expenses	114.99	2.1%	150.61	3.7%	23.7%
Profit Ater Tax	505.08	9.1%	787.39	19.4%	-35.9%
Attributable to owners of the Company	502.81	99.6%	787.18	100.0%	-36.1%
Attributable to non-controlling interests	2.27	0.4%	0.21	0.0%	961.9%

Adjusted EBIT excluding M&A costs is 157.4M (EBIT % - 2.9%)

## Income statement summary - FY25 consolidated nature wise

(₹ M)

Particulars	FY 25	%	FY 24	%	Growth over
					FY 24
Revenue from Operations	5,509.14	100.0%	4,064.27	100.0%	35.6%
Other Income	558.35	10.1%	708.61	17.4%	-21.2%
Total Revenue	6,067.49	110.1%	4,772.88	117.4%	27.1%
Employee benefit expense	4,295.22	78.0%	3,110.13	76.5%	-38.1%
Other expenses	984.82	17.9%	647.15	15.9%	-52.2%
Depreciation and amortization expense	139.64	2.5%	74.32	1.8%	-87.8%
Finance cost	27.74	0.5%	3.28	0.1%	-745.7%
Total Expenses	5,447.42	98.9%	3,834.88	94.3%	-42.0%
Profit Before Tax	620.07	11.2%	938.00	23.1%	-33.9%
Tax Expenses	114.99	2.1%	150.61	3.7%	23.7%
Profit After Tax	505.08	9.1%	787.39	19.4%	-35.9%
Attributable to owners of the Company	502.81	99.6%	787.18	100.0%	-36.1%
Attributable to non-controlling interests	2.27	0.4%	0.21	0.0%	961.9%

## Balance sheet summary - consolidated (1 of 2)

(₹ M)

Particulars	March 31, 2025	%	March 31, 2024	%
ASSETS				
Non current assets				
Property, plant and equipment (incl CWIP)	358.52	3.7%	327.53	3.5%
Right to use assets	245.41	2.6%	77.22	0.8%
Intangible assets	64.87	0.7%	78.71	0.9%
Goodwill	100.47	1.0%	100.47	1.1%
Financial assets				
(a) Investments	3,931.76	41.0%	6,102.18	65.9%
(b) Other financial assets	49.90	0.5%	32.03	0.3%
Deferred tax assets	42.58	0.4%	40.61	0.4%
Income tax assets	737.75	7.8%	567.16	6.2%
Other non-current assets	-	0.0%	3.45	0.0%
Total non-current assets	5,531.26	57.7%	7,329.36	79.1%
Current assets				
Financial assets				
(a) Investments	1,982.33	20.7%	213.76	2.3%
(b) Trade receivables	1,064.60	11.1%	657.68	7.1%
(c) Unbilled revenue and contract assets	401.21	4.2%	310.11	3.4%
(d) Cash and cash equivalents	387.63	4.0%	551.57	6.0%
(e) Derivative assets	8.23	0.1%	8.66	0.1%
(f) Other financial assets	64.09	0.7%	54.50	0.6%
Other current assets	144.17	1.5%	130.78	1.4%
Total current assets	4,052.26	42.3%	1,927.06	20.9%
Total	9,583.52	100.0%	9,256.42	100.0%

## Balance sheet summary - consolidated (2 of 2)

(₹ M)

Particulars	March 31, 2025	%	March 31, 2024	%
EQUITY AND LIABILITIES				
Equity share capital	151.22	1.6%	150.78	1.6%
Other equity	7,725.25	80.6%	7,537.46	81.4%
Total Equity	7,876.47	82.2%	7,688.24	83.0%
Non-controlling interests	156.79	1.6%	154.57	1.7%
Liabilities				
Non-current liabilites				
Financial liabilities				
(a) Lease liabilities	200.83	2.1%	59.74	0.7%
(b) Other financial laibilities	55.32	0.6%	64.62	0.7%
Provisions	94.33	1.0%	58.02	0.6%
Total non-current liabilities	350.48	3.7%	182.38	2.0%
Current liabilities				
Financial liabilities				
(a) Trade payables	154.99	1.6%	162.78	1.8%
(b) Lease liabilities	54.99	0.6%	20.24	0.2%
(c) Other financial liabilities	187.69	2.0%	176.28	<b>1.9</b> %
(d) Derivative liabilities	15.01	0.2%	-	0.0%
Deferred revenue	88.42	0.9%	277.54	3.0%
Other current liabilities	248.97	2.5%	214.07	2.3%
Provisions	237.96	2.5%	175.94	1. <b>9</b> %
Income tax liabilities	211.75	2.2%	204.38	2.2%
Total current liabilities	1,199.78	12.5%	1,231.23	13.3%
Total	9,583.52	100.0%	9,256.42	100.0%

## Key metrics (1 of 2)

Customer Metrics	Q4 FY 25	Q3 FY 25	Q4 FY 24
Revenue by geography - Consolidated (In %)			
North America	44%	38%	43%
EMEA	21%	25%	29%
India	29%	27%	22%
APAC	6%	10%	6%
Client Concentration (In %)			
Top 5 client contribution to revenues	37%	33%	34%
Top 10 client contribution to revenues	59%	57%	58%
Relationships with Customers (TTM)	20	19	16
\$1M -\$4M clients	17	16	15
\$4M + clients	3	3	1
Revenue Metrics	Q4 FY 25	Q3 FY 25	Q4 FY 24
Revenue Split (In ₹ Million)	1,480	1,445	1,090
Onsite	411	326	289
Offshore	1,069	1,119	801
Revenue by Project Type (In ₹ Million)	1,480	1,445	1,090
Time and Material	1,163	1,167	934
Fixed Price	317	278	156

## Key metrics (2 of 2)

Employee Metrics	Q4 FY 25	Q3 FY 25	Q4 FY 24
Total Employees (Consolidated)	1,894	1,877	1,577
Engineering	1,653	1,628	1,366
Corporate	249	249	211
Hiring Metrics			
Gross Adds	92	237	245
Net Adds	17	170	189
Attrition			
Attrition % Annualized (Based on Voluntary attrition only)	5.7%	6.7%	7.6%
Attrition % LTM (Based on Voluntary attrition only)	7.8%	8.3%	10.6%
Utilization			
Utilization, including trainees (In %)	70.3%	76.7%	68.0%

# **THANK YOU** SASKEN