



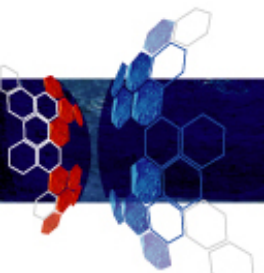
# Sasken Group Financial Results for Q4 and Full Year FY07

April 20, 2007



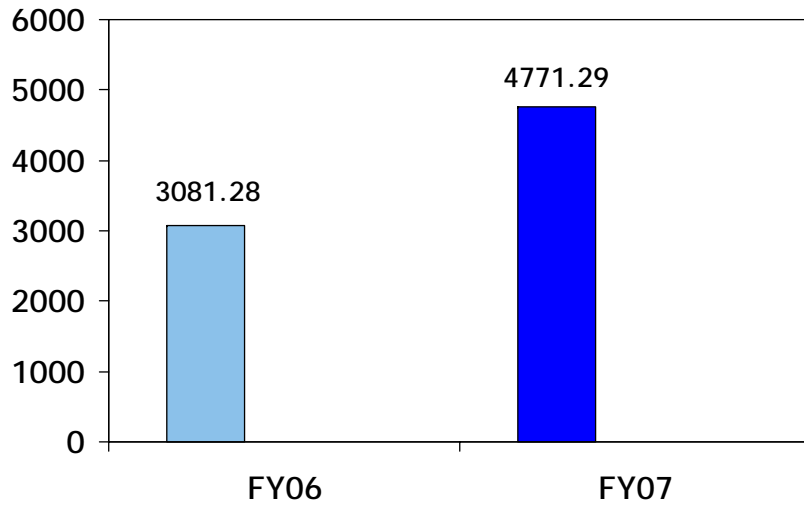
# Disclaimer

*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.*



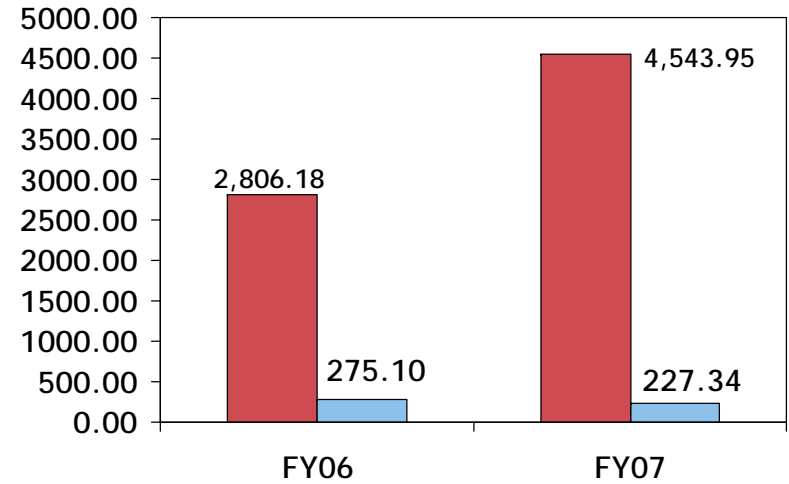
# Performance Snapshot - Full Year FY07 - Sasken Group

Consolidated Revenues (Rs. Million)



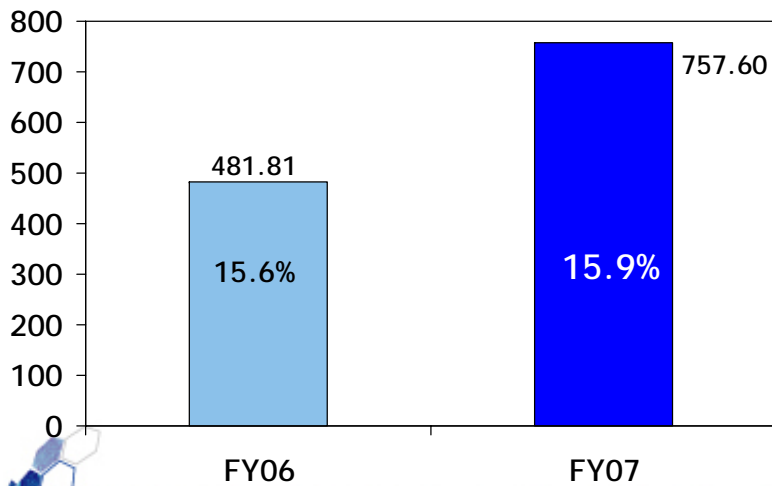
**Growth: 55%**

Services - Products Revenue Mix (Rs. Million)



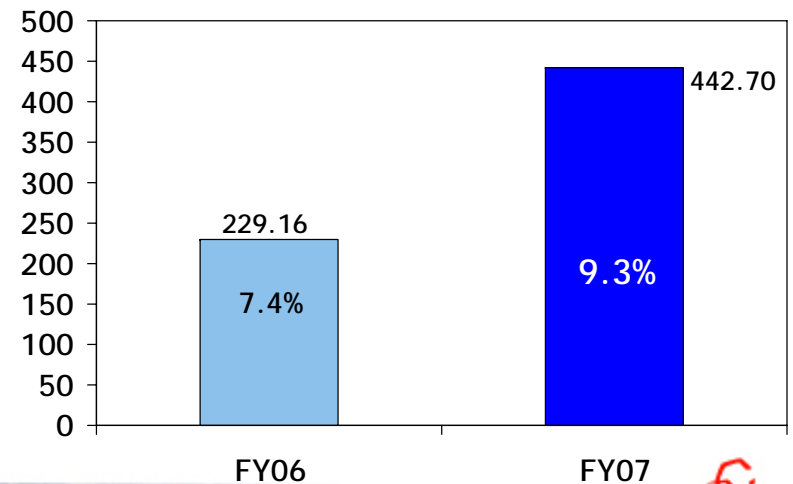
**Services: 62%**  
**Products: (17%)**

Consolidated EBITDA (Rs. Million)



**Growth: 57%**

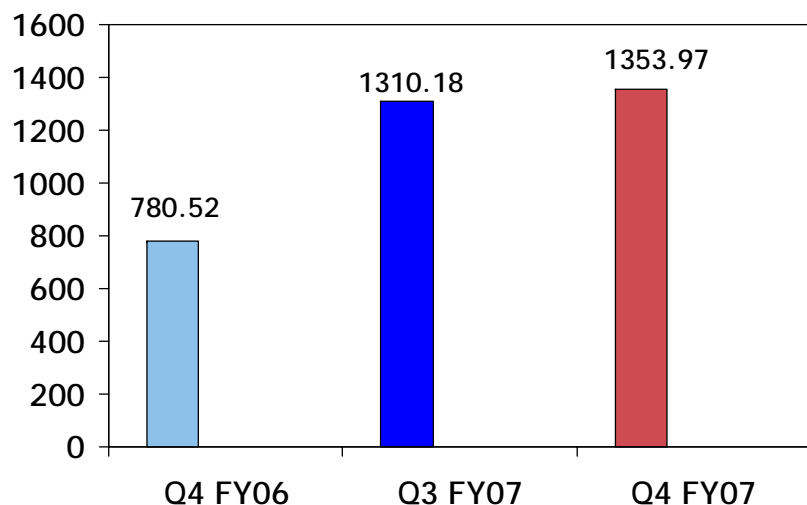
Consolidated PAT (Rs. Million)



**Growth: 93%**

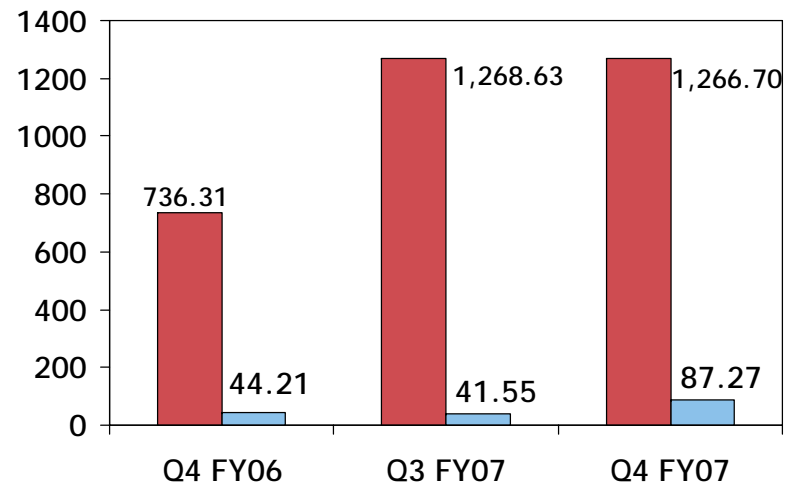
# Performance Snapshot - Q4 FY07 - Sasken Group

### Consolidated Revenues ( Rs. Million)



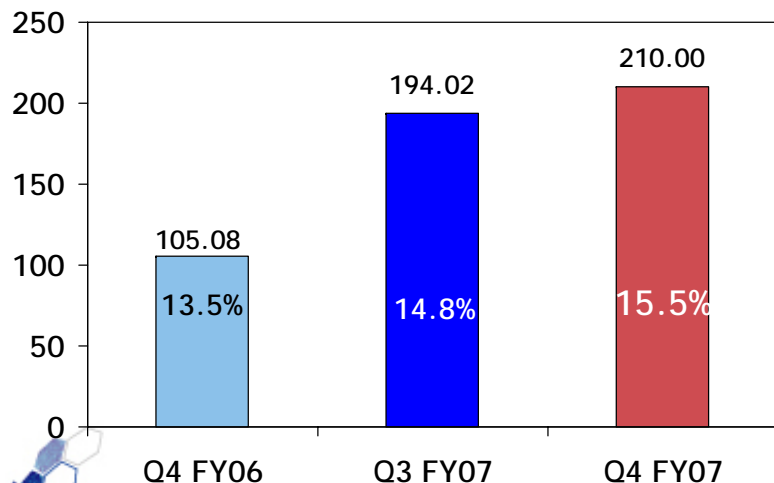
**YoY Growth: 73%; QoQ Growth: 3%**

### Services - Products Revenue Mix ( Rs. Million)



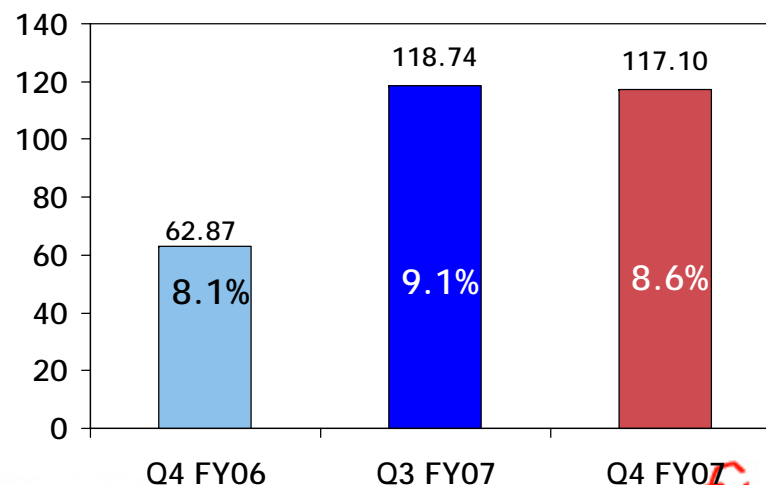
**Services - YoY: 72%; QoQ: 0%**  
**Products - YoY: 97%; QoQ: 110%**

### Consolidated EBITDA ( Rs. Million)

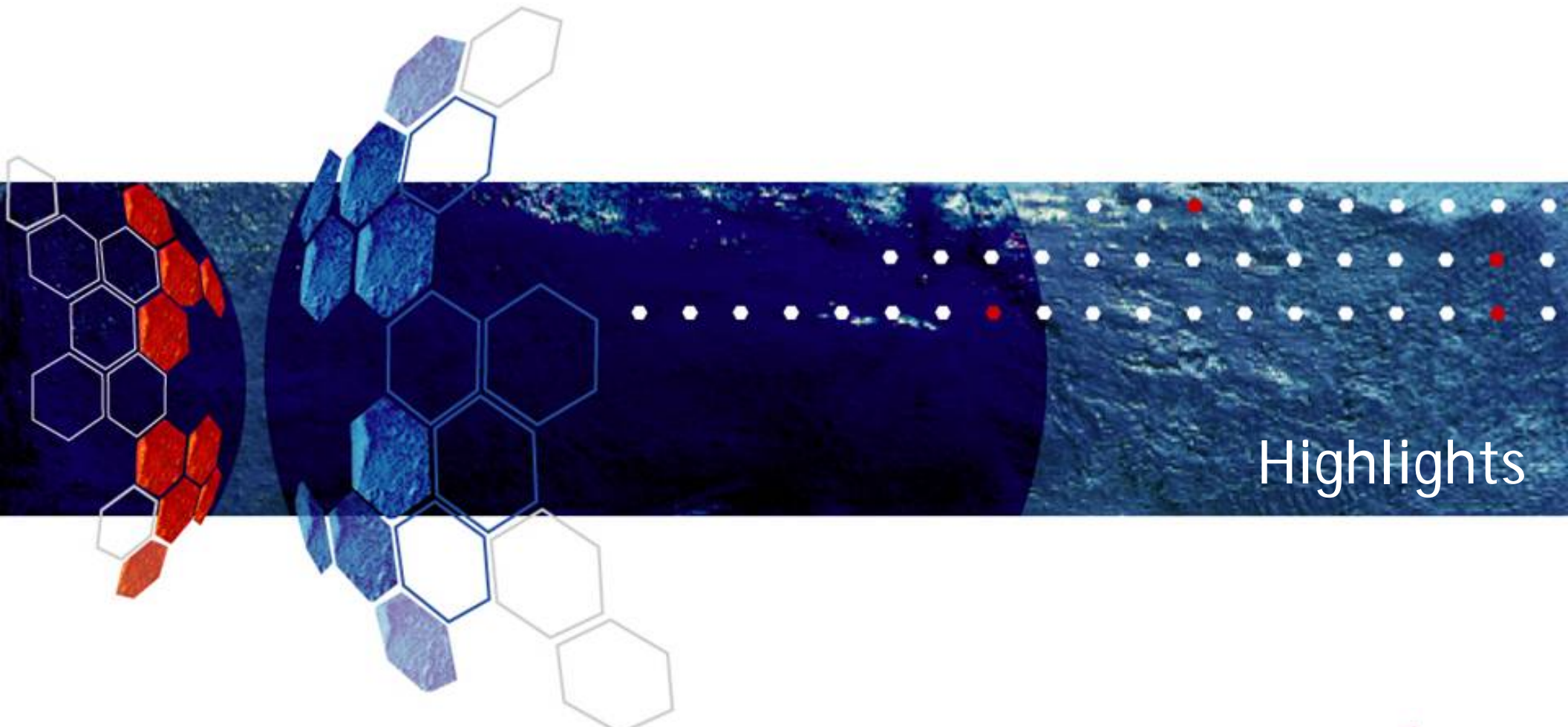


**YoY Growth: 100%; QoQ Growth 8%**

### Consolidated PAT (Rs. Million)



**YoY Growth: 86%; QoQ Growth: (1%)**



# Highlights



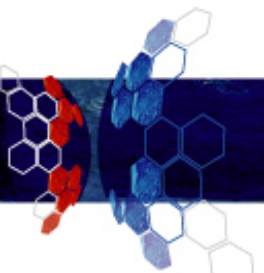
# FY 07 Highlights

## Corporate

- Consolidated EPS for the year was Rs 15.75/- vs Rs 9.08/- in FY06
- Began expansion of the management team with Srikanth Kannankote's induction as President and COO in Q2
- All members of the new Business Leadership Team in place by Q4
  - Poonacha Machaiah - Senior Vice President, Worldwide Sales
  - Rajesh Tyagi - Chief Technology Officer (Products and Services)
  - Ranganath Puranik - Senior Vice President (Global Strategy & Business Development) & Chief Strategy Officer (Products & Services)
  - Srinivasan Ramaraj - Senior Vice President, Services
- Certified for ISO 14001 (Environment Certification)
- Identified as one of the Top 20 Employers by *Dataquest*

## M&A

- Completed iSoftTech acquisition - added a new location (Chennai) and a new Centre of Excellence (Data Networks); financials consolidated from April 2006
- Completed Botnia acquisition; financials consolidated from September 2006 - added three offices in Finland - Global Centre of Excellence for Mechanical and Hardware Design



# FY 07 Highlights (contd...)

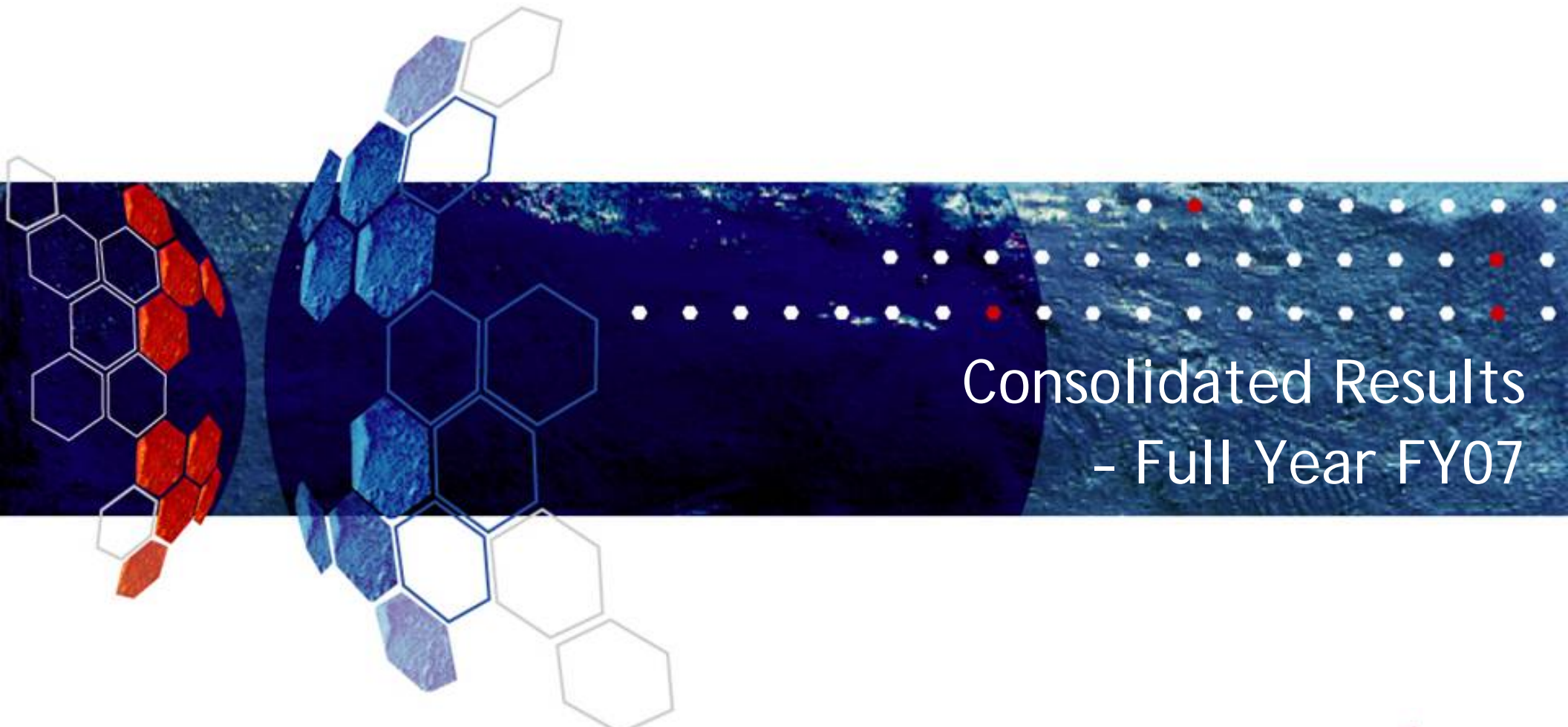
## Services

- Services business has crossed the US\$ 100M mark in Revenues
- Services business EPS for the year was Rs 26.84 vs Rs 20.85 in FY06
- Launched the Test Lab offering, with a Tier 1 semiconductor player as the lead customer. Second customer signed up in Q4 FY07
- Mexico center achieves cumulative profitability in Q3. Team strength has reached 64
- Creation of Test Services and Service Provider offerings to address new market segments
- Services Account Phasing
  - 2 customers are at cumulative revenues of greater than \$20M per annum
  - 1 customer between \$10M and \$20M per annum

## Products

- NTT DoCoMo N903i developed by NEC launched in Nov 2006 with Sasken's Multimedia Solutions - royalty bearing
- NTT DoCoMo has announced a new FOMA P903iX mobile handset developed by Panasonic (PMC) in Japan with Sasken's Multimedia Solutions - launched on April 19, 2007 - royalty bearing
- Sasken Application Framework fully integrated with TI Locosto and TI OMAP Vox platforms
- Sasken Application Framework lead customer sign-up with Lenovo mobile - April 2007





# Consolidated Results - Full Year FY07





# Income Statement Summary (Consolidated)

*Rs. Million*

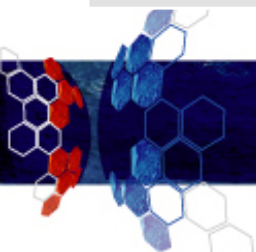
	FY07	%	FY06	%	Growth
Revenues	4,771.29	100.0	3,081.28	100.0	55%
Cost of Revenue	2,975.58	62.4	1,888.35	61.3	59%
R&D <sup>1</sup>	195.53	4.1	131.82	4.3	26%
Gross Profit	1,600.18	33.5	1,061.11	34.4	51%
SG&A	842.58	17.7	579.30	18.8	45%
EBITDA	757.60	15.9	481.81	15.6	57%
Depreciation	218.17	4.6	169.68	5.5	29%
Amortization	48.83	1.0	9.40	0.3	419%
EBIT	490.60	10.3	302.73	9.8	62%
Other Income	58.23	1.2	61.65	2.0	(6)%
Exchange gain/(loss)	39.23	0.8	2.42	0.1	-
Interest	44.72	0.9	1.43	-	-
Exceptional Item	-	-	67.61	2.2	-
Taxes	100.65	2.1	68.60	2.2	47%
PAT	442.70	9.3	229.16	7.4	93%

**sasken**

# Segmental Results (Consolidated)

*Rs. Million*

	FY07	FY06	Growth
<b>Revenues</b>	<b>4,771.29</b>	<b>3,081.28</b>	<b>55%</b>
Software Services	4,543.95	2,806.18	62%
Products	227.34	275.10	(17)%
<b>EBITDA</b>	<b>757.60</b>	<b>481.81</b>	<b>57%</b>
Software Services	1,024.37	655.79	56%
Products	(266.77)	(173.97)	
<b>EBITDA %</b>	<b>15.9%</b>	<b>15.6%</b>	
Software Services	22.5%	23.4%	
Products	(117.3)%	(63.2)%	
<b>Depreciation %</b>	<b>4.6%</b>	<b>5.5%</b>	
Software Services	4.0%	4.9%	
Products	15.9%	11.6%	
<b>EBITA %</b>	<b>11.3%</b>	<b>10.1%</b>	
Software Services	18.5%	18.4%	
Products	(133.3)%	(74.9)%	



# Balance Sheet Summary (Consolidated)

*Rs. Million*

	March 31, 2007	%	March 31, 2006	%
<b>Liabilities</b>				
Share capital	285.00	5.5	279.36	7.2
ESOP Outstanding	17.24	0.3	7.73	0.2
Reserves & Surplus	3,915.27	76.2	3,563.12	92.3
Deferred Tax Liability	0.71	-	-	-
Borrowing	918.50	17.9	11.50	0.3
<b>Total Liabilities</b>	<b>5,136.72</b>	<b>100.0</b>	<b>3,861.71</b>	<b>100.0</b>
<b>Assets</b>				
Net Fixed Assets	2,995.54	58.3	933.96	24.2
Capitalized software product costs (net of amortization)	277.52	5.4	141.35	3.7
Product Software*	55.22	1.1	77.22	2.0
Investments	368.06	7.2	1,865.10	48.3
<b>Current Assets</b>				
Cash and equivalents	348.76	6.8	151.45	0.9
Receivables	1,108.20	21.6	652.86	16.9
Other current assets	761.32	14.8	420.72	10.9
<b>Total Current Assets</b>	<b>2,218.28</b>	<b>43.2</b>	<b>1,225.03</b>	<b>31.7</b>
Current Liabilities	777.88	15.1	380.95	9.9
Net Current Assets	1,440.39	28.0	844.08	21.9
<b>Total Assets</b>	<b>5,136.72</b>	<b>100.0</b>	<b>3,861.71</b>	<b>100.0</b>
*Reclassified from Fixed Assets				

The background features a dark blue horizontal band with a grid of white and red dots. Above and below this band are stylized hexagonal patterns in red, blue, and white, resembling a honeycomb or molecular structure.

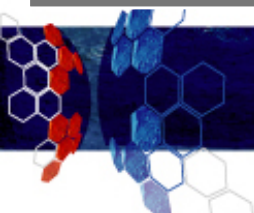
# Consolidated Results - Q4 FY07



# Income Statement Summary (Consolidated)

*Rs. Million*

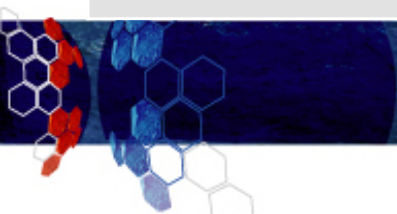
	Q4 FY07	%	Q3 FY07	%	Q4 FY06	%	Growth over	
							Q3 FY07 (QoQ)	Q4 FY06 (YoY)
Revenues	1,353.97	100.0	1,310.18	100.0	780.52	100.0	3.3%	73%
Cost of Revenue	828.30	61.2	826.75	63.1	513.69	65.8	0.2%	61%
R&D <sup>1</sup>	73.98	5.5	50.30	3.8	22.28	2.9	47.1%	232%
Gross Profit	451.69	33.3	433.13	33.1	244.56	31.3	4.3%	85%
SG&A	241.68	17.8	239.11	18.3	139.48	17.9	1.1%	73%
EBITDA	210.00	15.5	194.02	14.8	105.08	13.5	8.2%	100%
Depreciation	70.10	5.2	55.48	4.2	45.30	5.8	26.3%	55%
Amortization	32.55	2.4	5.47	0.4	3.13	0.4	494.8%	-
EBIT	107.35	7.9	133.07	10.2	56.65	7.3	(19.3)%	89%
Other Income	8.66	0.6	15.31	1.2	21.16	2.7	(43.4)%	(59)%
Exchange gain/(loss)	38.77	2.9	15.88	1.2	(3.97)	(0.5)	144.1%	-
Interest	10.50	0.7	10.40	0.8	0.34	-	1.0%	-
PBT	144.28	10.7	143.87	11.8	73.50	9.5	(6.2)%	96%
Taxes	27.18	2.0	35.13	2.7	10.63	1.4	(22.6)%	156%
Reported PAT	117.10	8.7	118.74	9.1	62.87	8.1	(1.4)%	86%



# Segmental Results (Consolidated)

*Rs. Million*

	Q4 FY07	Q3 FY07	Q4 FY06	Growth over	
				Q3 FY07 (QoQ)	Q4 FY06 (YoY)
<b>Revenues</b>	<b>1,353.97</b>	<b>1,310.18</b>	<b>780.52</b>	<b>3.3%</b>	
Software Services	1,266.70	1,268.63	736.31	0%	
Products	87.27	41.55	44.21	110%	
<b>EBITDA</b>	<b>210.00</b>	<b>194.02</b>	<b>105.08</b>	<b>4.3%</b>	
Software Services	262.32	290.22	179.30	(10%)	
Products	(52.33)	(96.20)	(74.22)	54%	
<b>EBITDA %</b>	<b>15.5%</b>	<b>14.8%</b>	<b>13.5%</b>		
Software Services	20.7%	22.9%	24.4%		
Products	(60.0)%	(231.5)%	(167.9)%		
<b>Depreciation %</b>	<b>5.2%</b>	<b>4.2%</b>	<b>5.8%</b>		
Software Services	4.4%	3.9%	5.0%		
Products	16.4%	13.3%	19.8%		
<b>EBITA %</b>	<b>10.3%</b>	<b>10.6%</b>	<b>7.7%</b>		
Software Services	16.3%	19.0%	19.4%		
Products	(76.3)%	(244.8)%	(187.7)%		

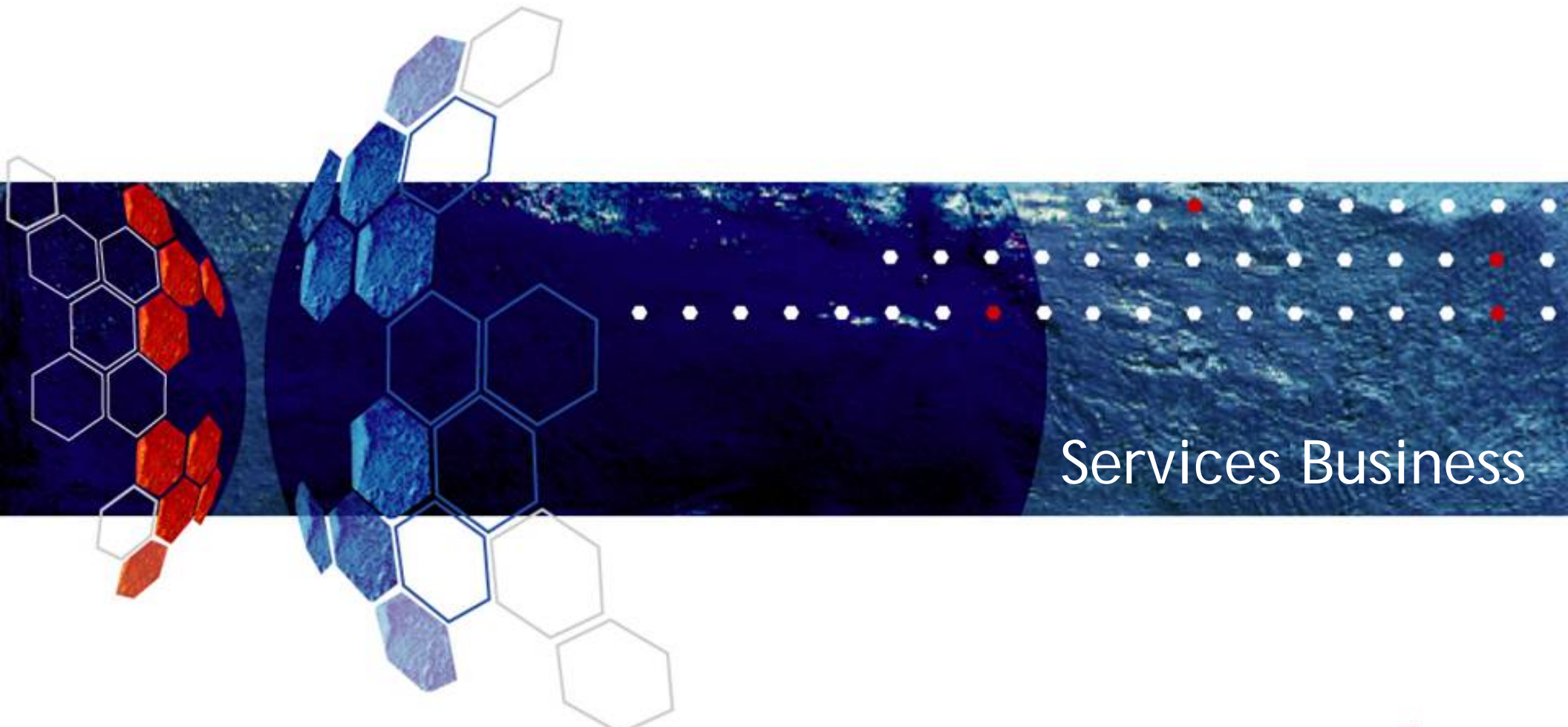


# Balance Sheet Summary (Consolidated)

*Rs. Million*

	March 31, 2007	%	Dec 31, 2006	%
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Share capital	285.00	5.5	282.18	5.6
ESOP Outstanding	17.24	0.3	13.54	0.3
Reserves & Surplus	3,915.27	76.2	3,831.14	76.0
Deferred Tax Liability	0.71	-	3.98	0.1
Borrowing	918.50	17.9	911.92	18.1
<b>Total Liabilities</b>	<b>5,136.72</b>	<b>100.0</b>	<b>5,042.75</b>	<b>100.0</b>
<b>Assets</b>				
Net Fixed Assets	2,995.54	58.3	2,939.36	58.3
Capitalized software product costs (net of amortization)	277.52	5.4	311.62	6.2
Product Software*	55.22	1.1	60.72	1.2
Investments	368.06	7.2	425.10	8.4
<b>Current Assets</b>				
Cash and equivalents	348.76	6.8	425.44	8.4
Receivables	1,108.20	21.6	1,039.37	20.6
Other current assets	761.32	14.8	530.17	10.5
<b>Total Current Assets</b>	<b>2,218.28</b>	<b>43.2</b>	<b>1,994.98</b>	<b>39.6</b>
Current Liabilities	777.88	15.1	689.03	13.7
Net Current Assets	1,440.39	28.0	1,305.95	25.9
<b>Total Assets</b>	<b>5,136.72</b>	<b>100.0</b>	<b>5,042.75</b>	<b>100.0</b>

\*Reclassified from Fixed Assets



# Services Business



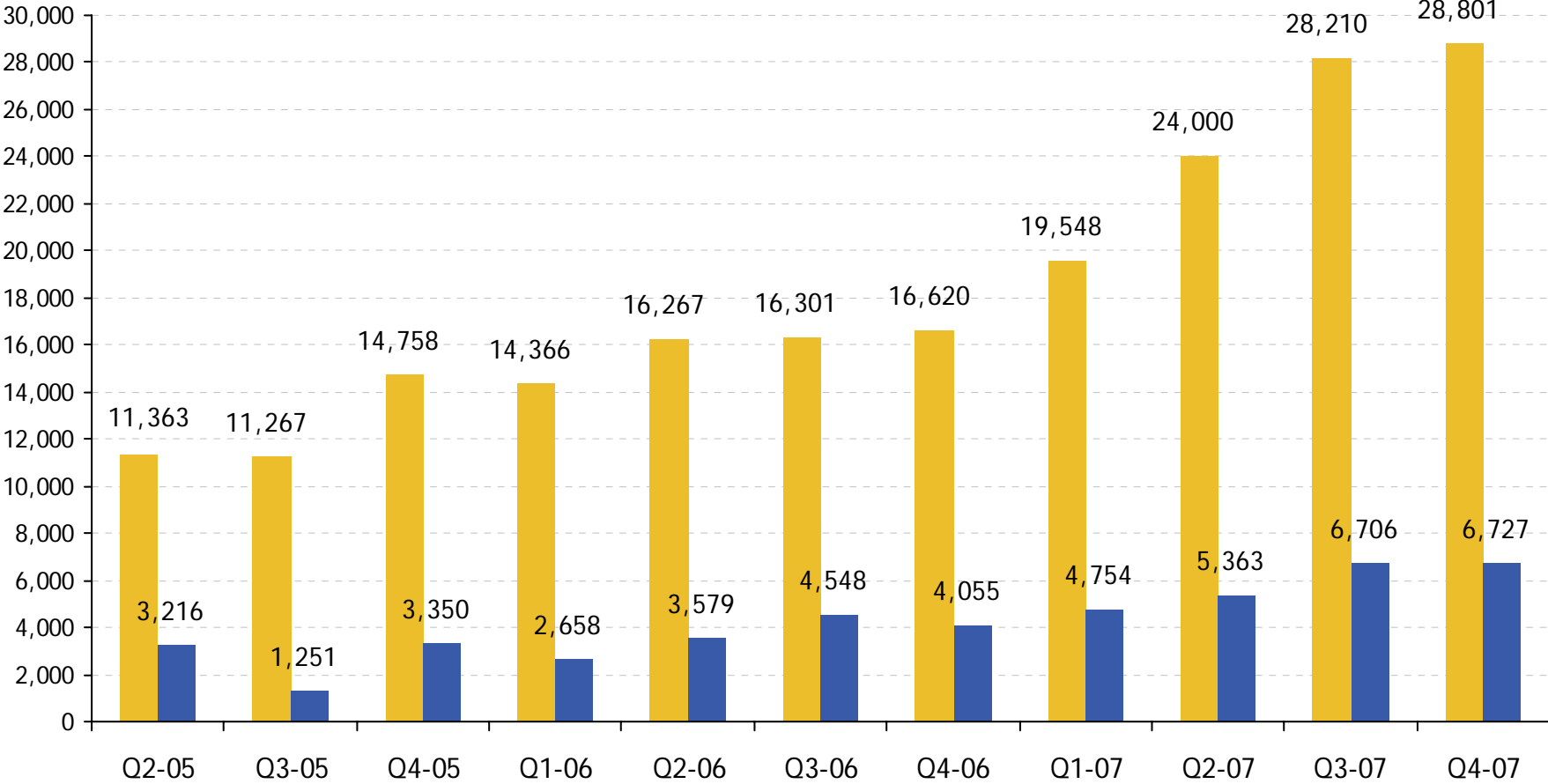


# Revenue and EBITDA trends: Services (Consolidated)

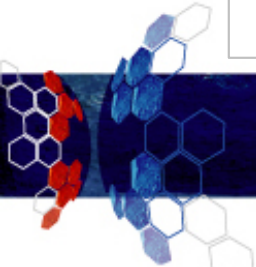
(K\$)

Rev CAGR : 40% over 2 Years

Rev CQGR : 10% over 10 Qtrs

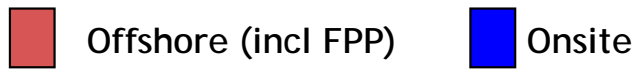
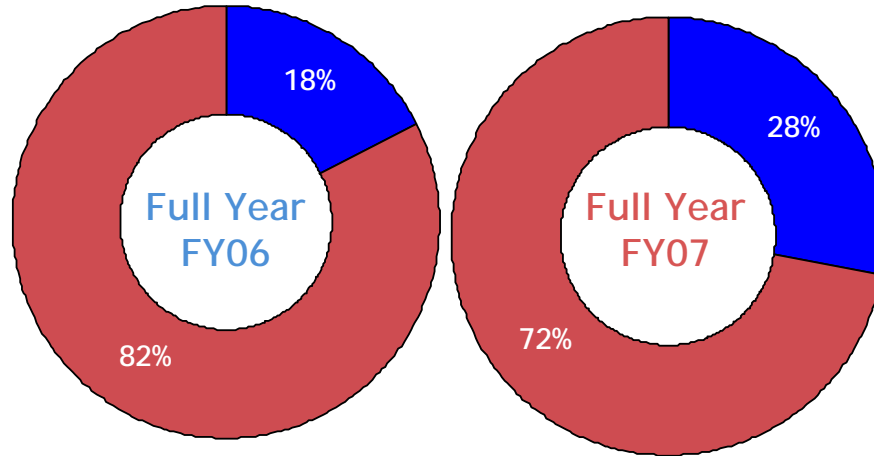


■ Revenue ■ EBITDA



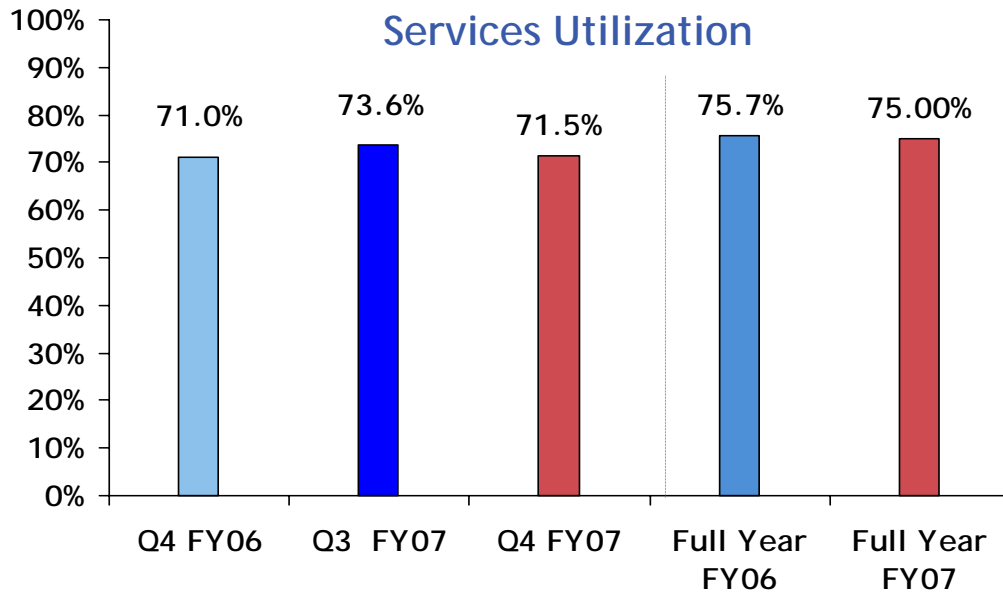
# Services Metrics

## Services Revenue Mix - Delivery

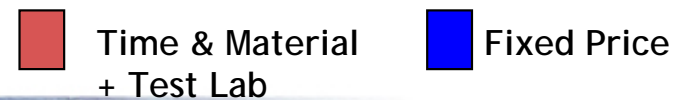
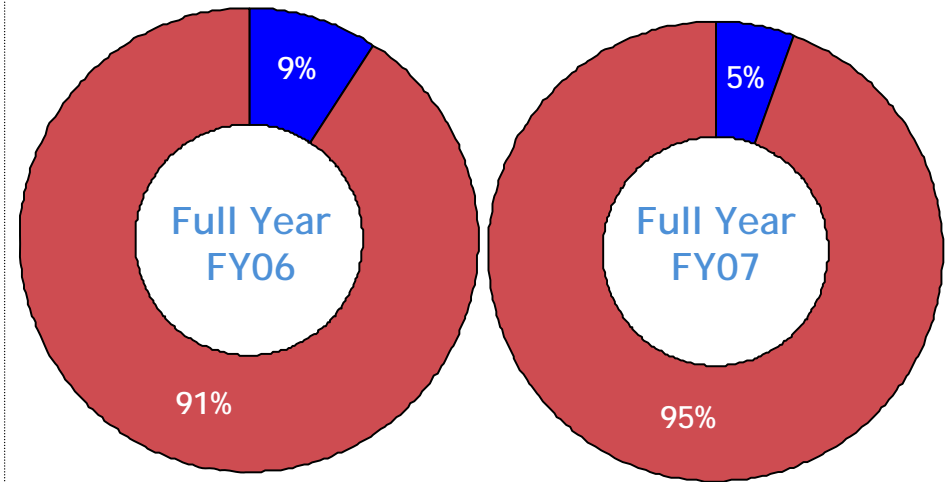


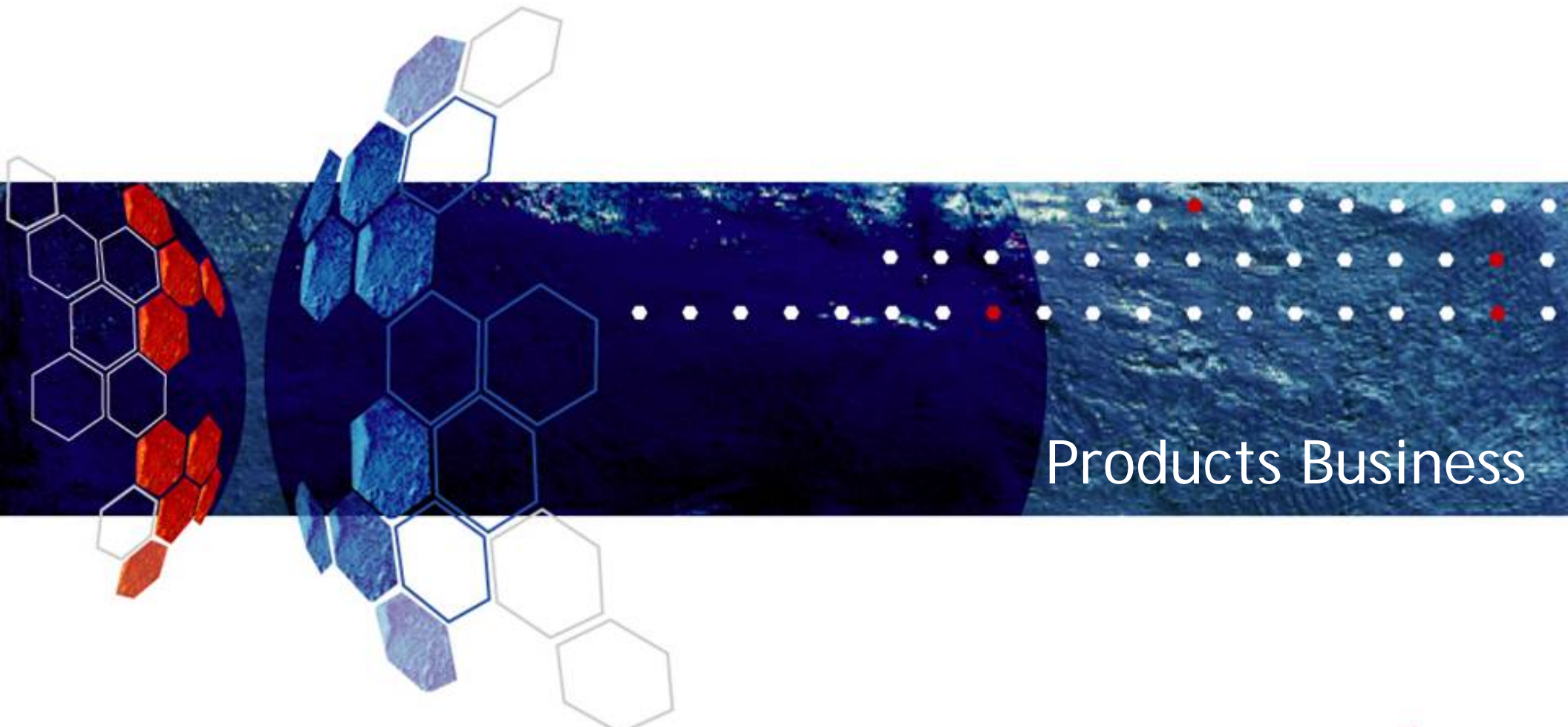
Revenues from Botnia Hightech, Finland are treated as onsite revenues from Q2 FY07

## Services Utilization



## Services Revenue Mix - Project Type



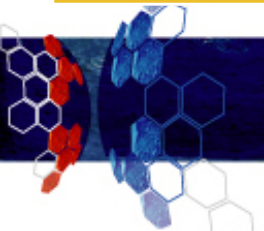


# Products Business



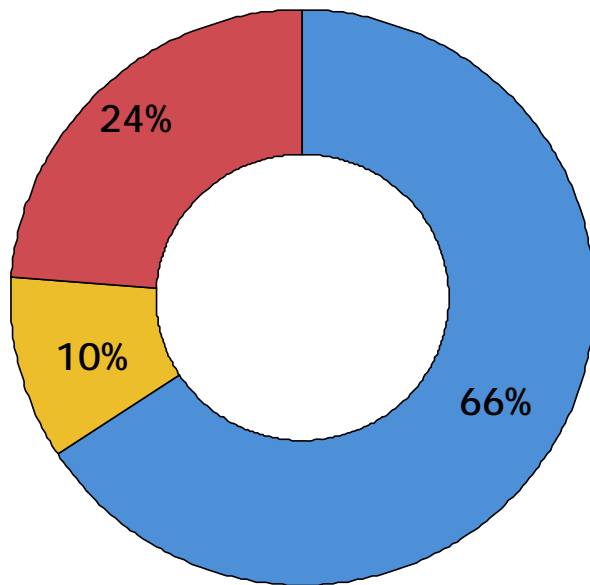
# Products - Milestone Targets and Status

Milestones	Application Framework	Wireless Protocol Stacks (2.5G)	Wireless Protocol Stacks (3G)	Multimedia Subsystems 3G
No of Platform Design-Ins as of date	1 - Lenovo Mobile (April 2007)	5	2	4 --> 5 (April 2007)
No of Phone Models Launched (Design-Wins) as of date	None	None	None	3 --> 4
<u>Tentative</u> Phone Shipments Schedule	<ul style="list-style-type: none"> <li>• First shipments in Q3/Q4 FY08</li> </ul>	<ul style="list-style-type: none"> <li>• First shipments in Q2 FY08</li> </ul>	<ul style="list-style-type: none"> <li>• Global Tier 1 - end Q2 /early Q3 FY08</li> <li>• Global Tier 2 - Q3 FY08</li> </ul>	<ul style="list-style-type: none"> <li>• NTT DoCoMo FOMA N903i (NEC) - <i>Shipping</i></li> <li>• NTT DoCoMo FOMA P903iX (PMC) - SHIPPED April 19, 2007</li> <li>• Global Tier 1 - May 2007</li> <li>• Wistron - Q1 FY08</li> </ul>

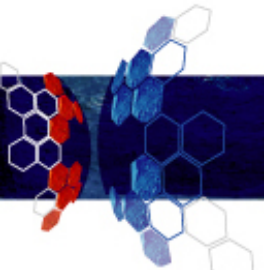
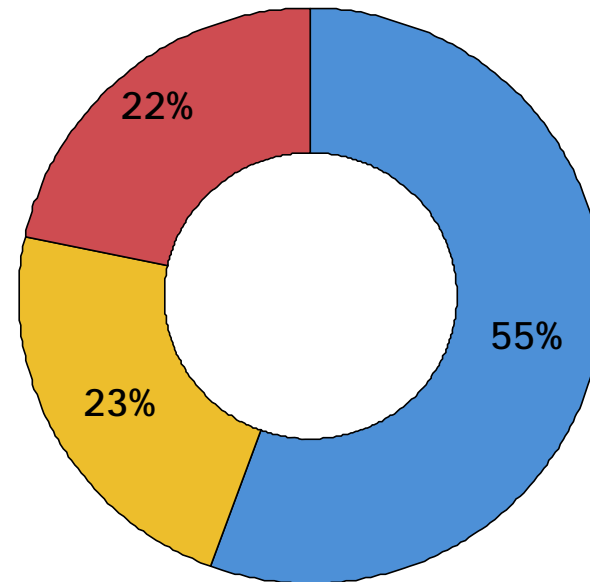


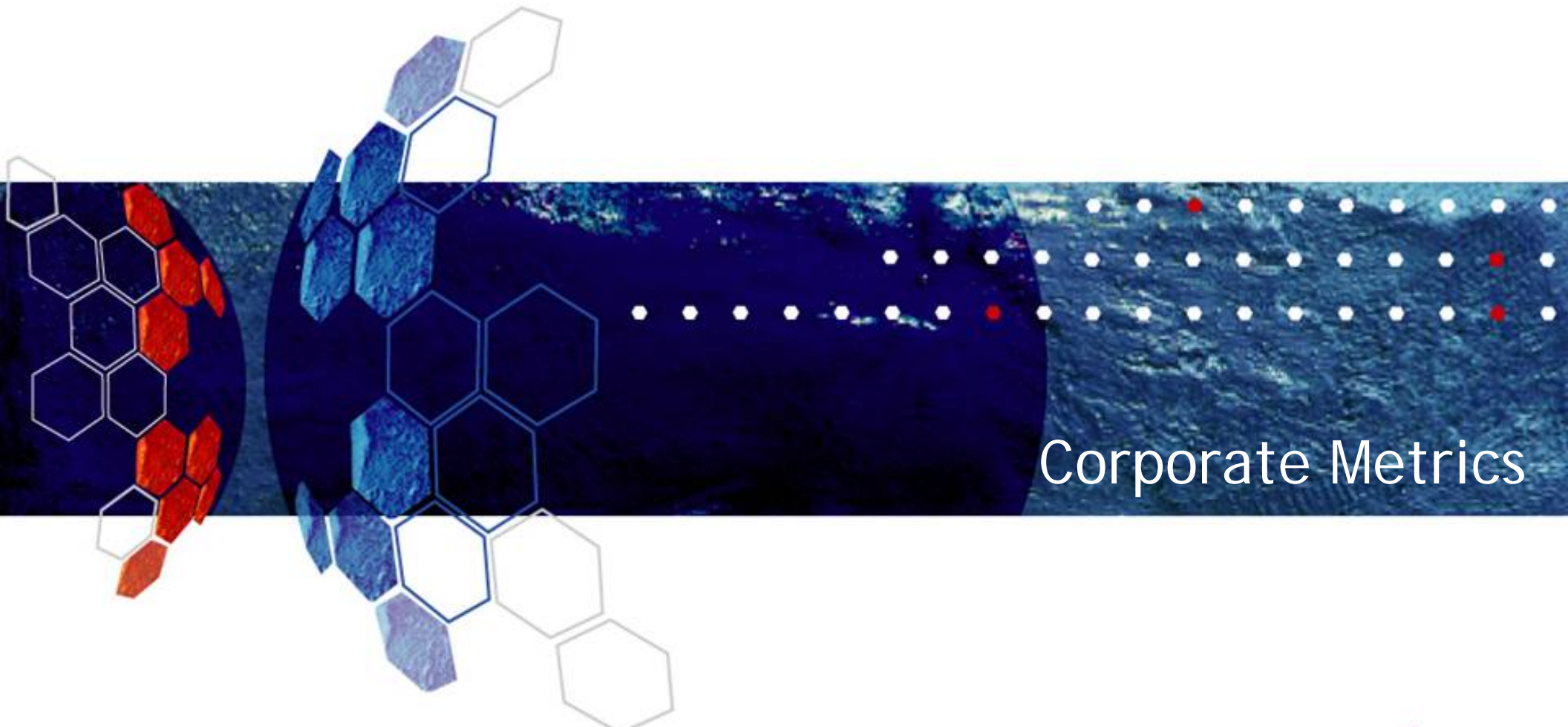
# Revenue Mix - Products

Full Year FY06



Full Year FY07

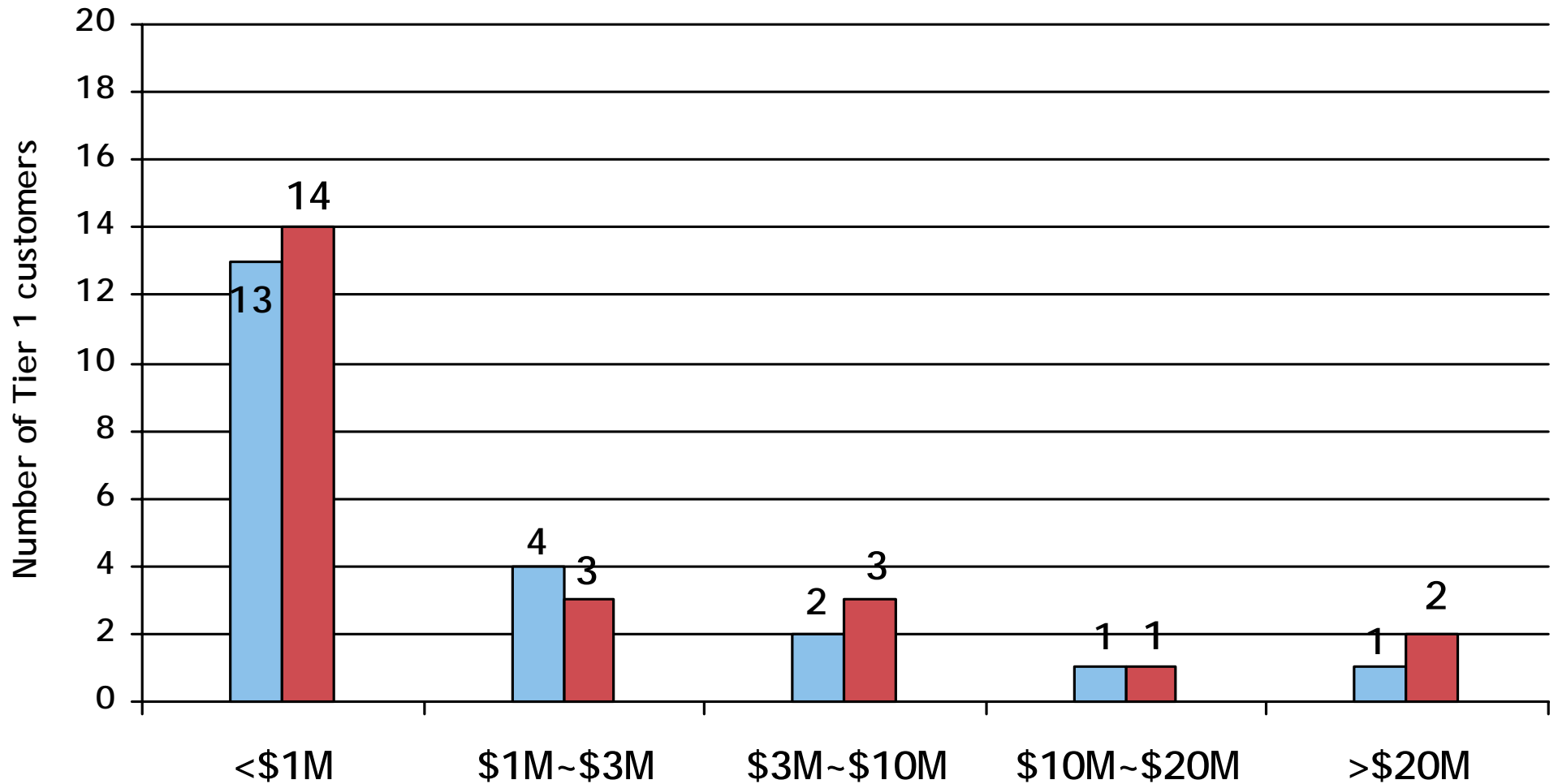




# Corporate Metrics

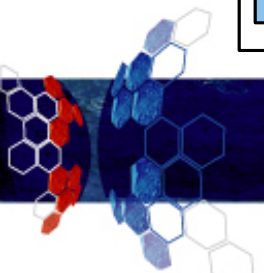


# Relationships with Tier 1 Customers - Services + Products

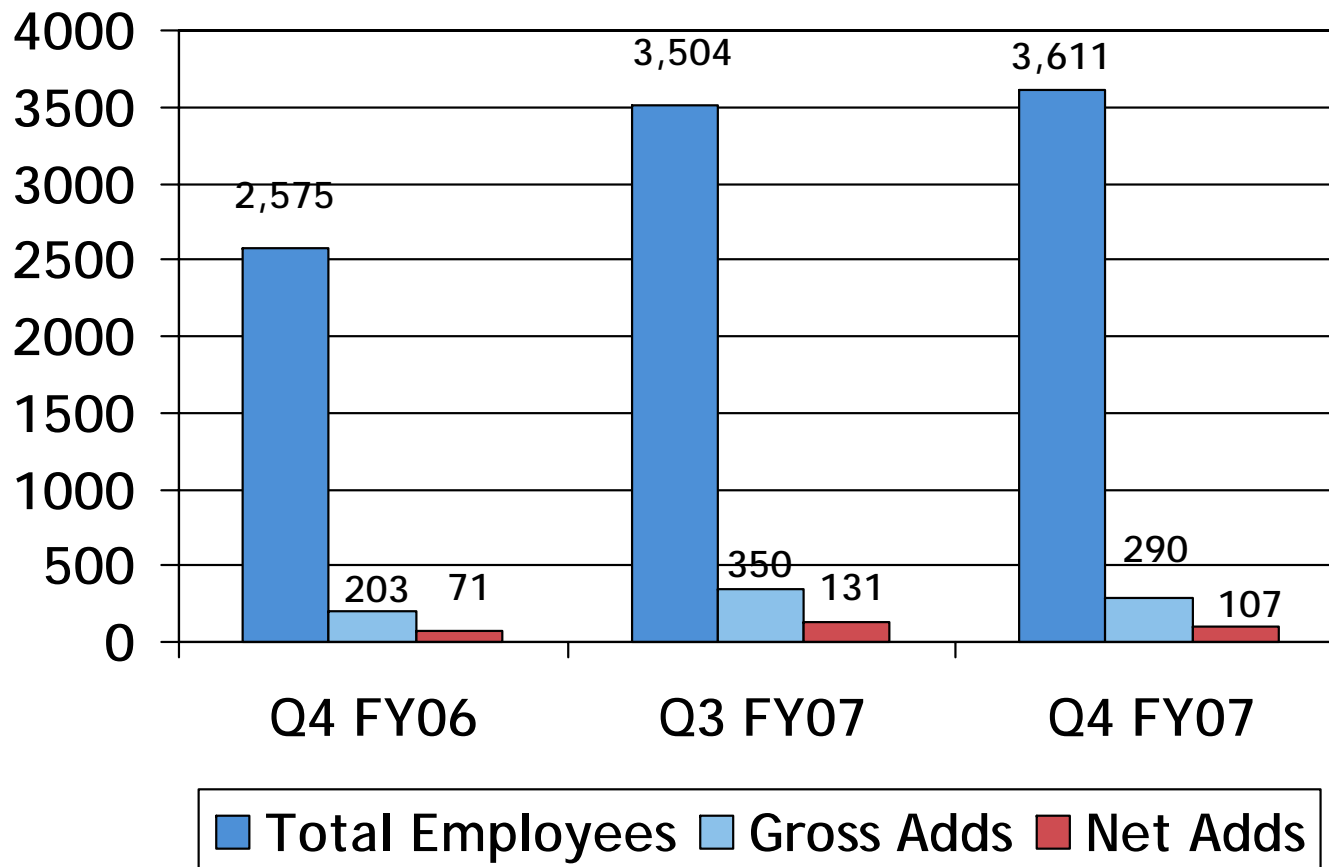


FY06 FY07

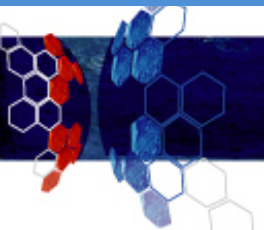
Based on trailing 12 months' revenues in USD



# Human Resources Metrics



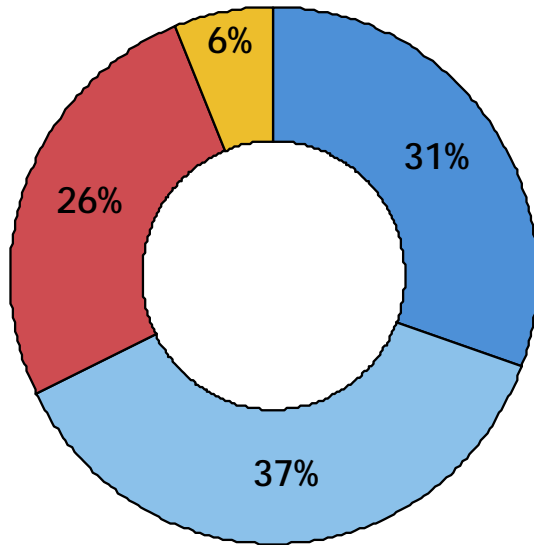
Voluntary Attrition % - 19.6% in Q4 FY07 and 21.5% for the Full Year FY07



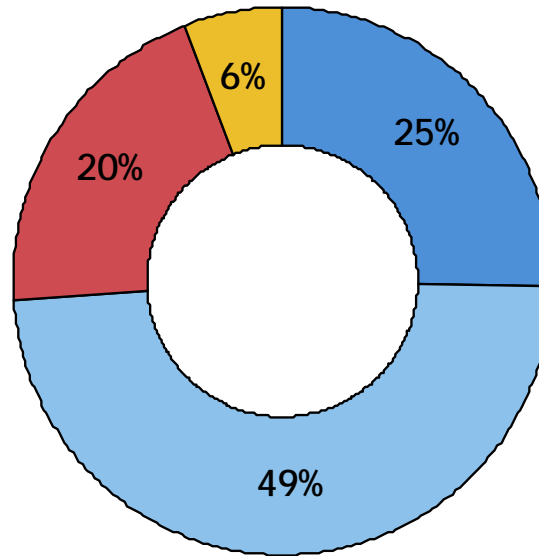


# Geography Wise Revenue

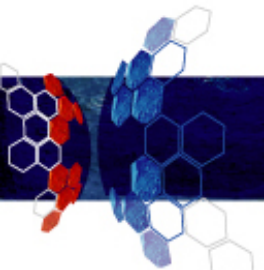
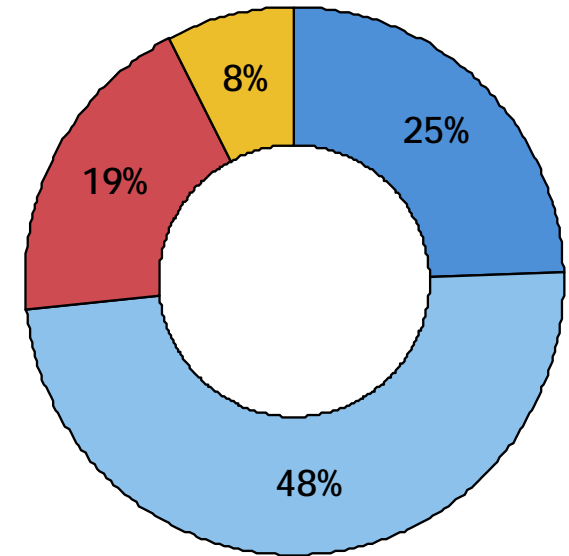
Q4 FY06



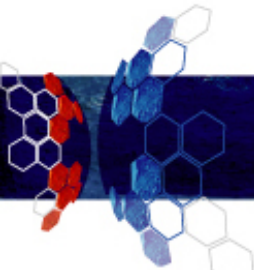
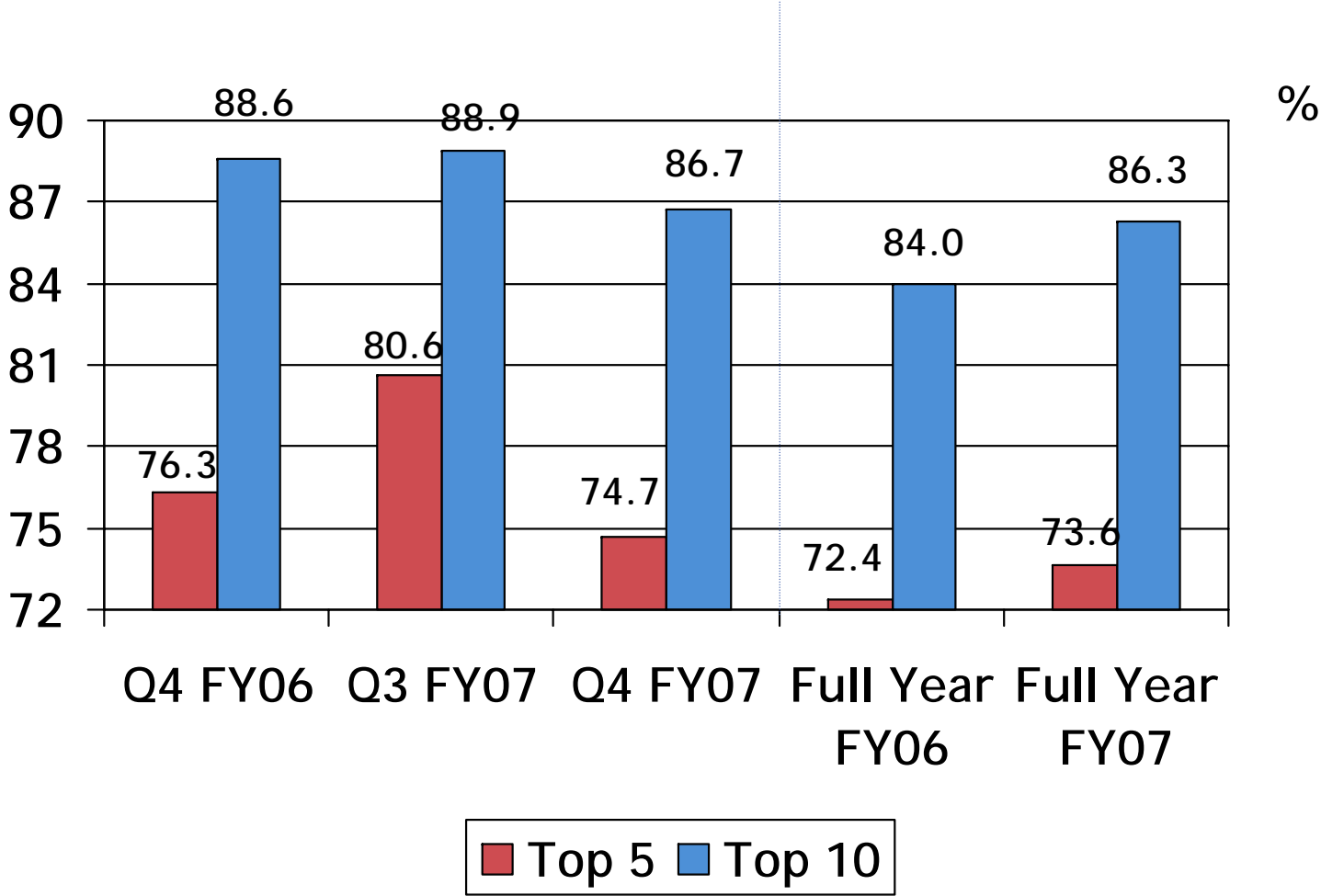
Q3 FY07

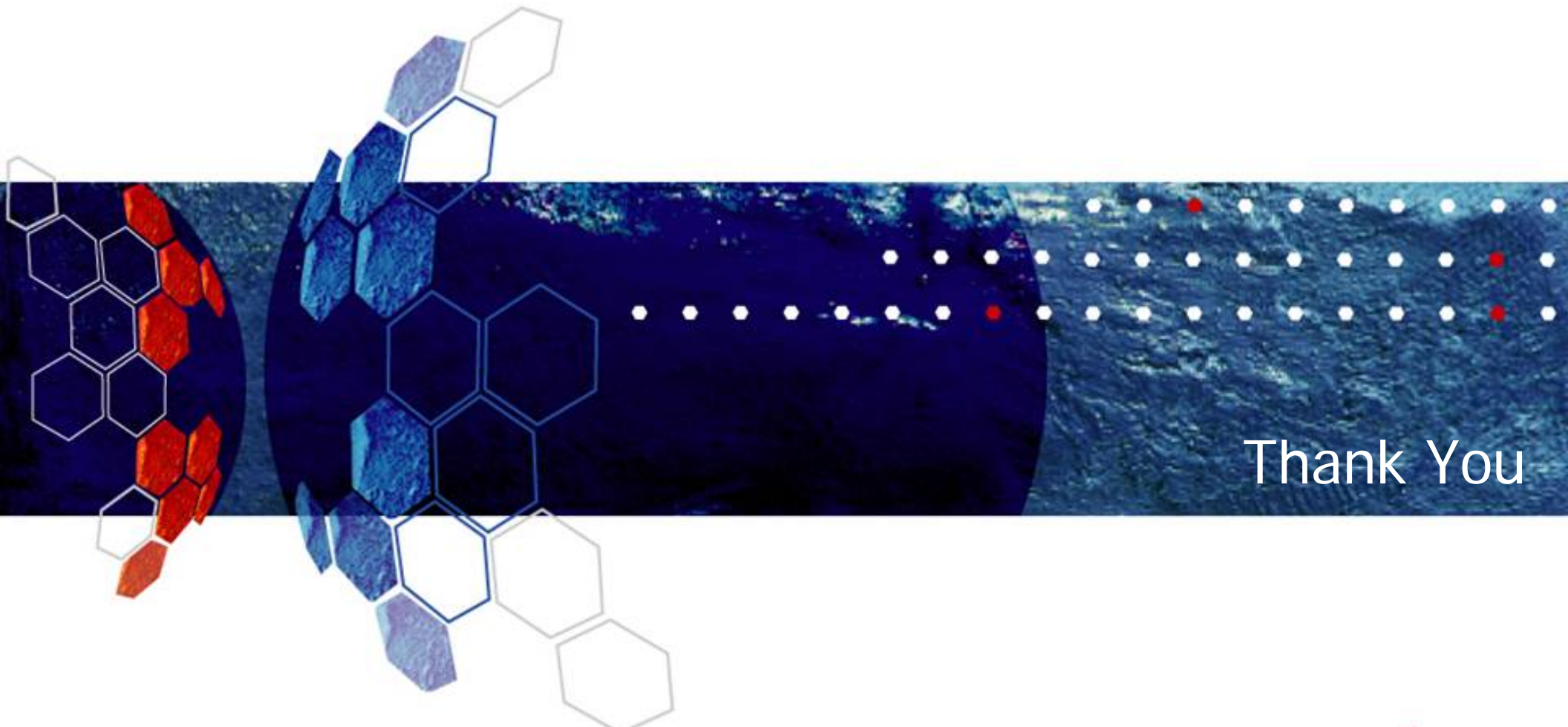


Q4 FY07



# Customer Concentration





Thank You

