

Consolidated Results

for the nine months and
quarter ended
December 31, 2013



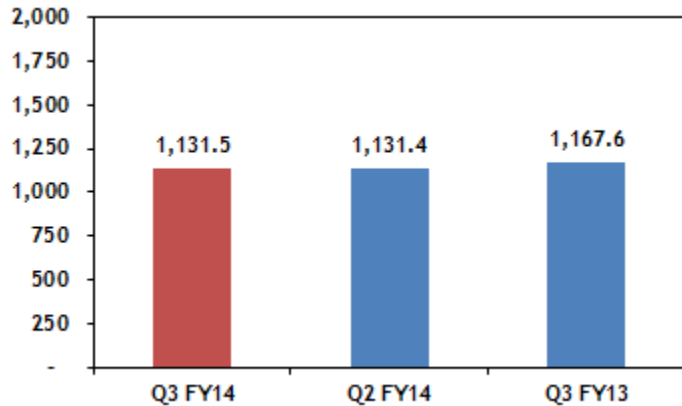
Safe Harbor Clause

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. Previous period/year amounts have been re-grouped /re-arranged, wherever necessary to conform to the current period's/year's presentation.



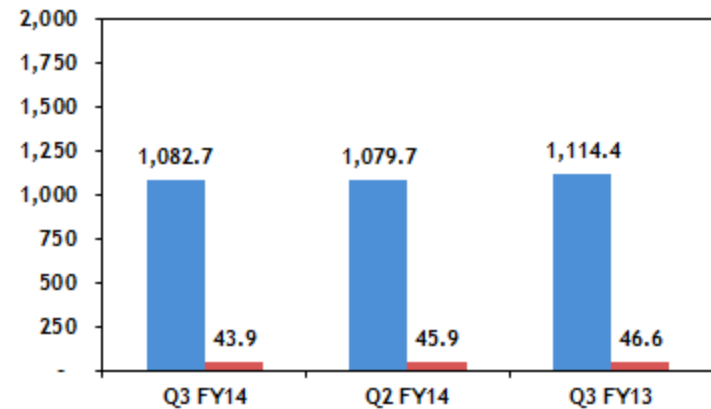
Performance Snapshot - Q3 FY14 - Consolidated

Consolidated Revenues (₹. Million)



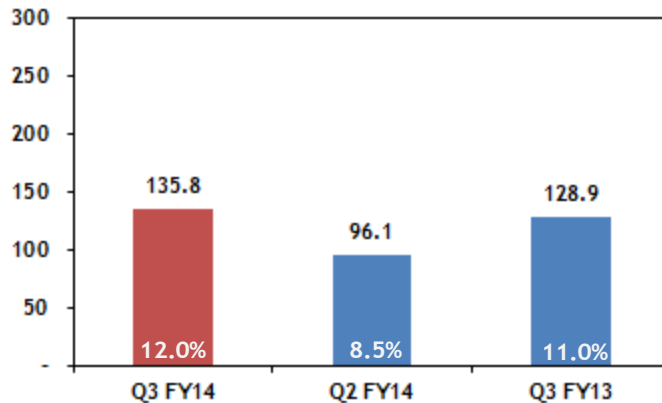
QoQ Growth: - ; YoY Growth: -3.1%

Services - Products Revenue Mix (₹. Million)



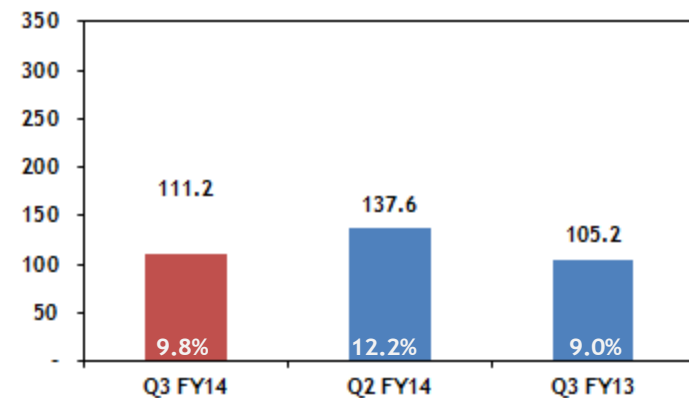
Services - QoQ: 0.3%; YoY: -2.8%
Products - QoQ: -4.4%; YoY: -5.7%

Consolidated EBITDA (₹. Million)



QoQ Growth: 41.4%; YoY Growth: 5.3%

Consolidated Profit After Tax (₹. Million)



QoQ Growth: -19.2%; YoY Growth: 5.8%



Income Statement Summary - Q3 FY14 - Consolidated

(₹. Million)

	Q3 FY14	%	Q2 FY14	%	Q3 FY13	%	Growth over	
							Q2 FY14	Q3 FY13
Revenues	1,131.49	100.0%	1,131.45	100.0%	1,167.59	100.0%	0.0%	-3.1%
Cost of Revenue	778.39	68.8%	806.27	71.3%	850.40	72.8%	3.5%	8.5%
Gross Profit	353.10	31.2%	325.18	28.7%	317.19	27.2%	8.6%	11.3%
SG&A	217.28	19.2%	229.11	20.2%	188.26	16.2%	5.2%	-15.4%
EBITDA	135.82	12.0%	96.07	8.5%	128.93	11.0%	41.4%	5.3%
Depreciation and amortisation expense	30.78	2.7%	30.48	2.7%	60.81	5.2%	-1.0%	49.4%
EBIT	105.04	9.3%	65.59	5.8%	68.12	5.8%	60.1%	54.2%
Other Income	63.67	5.6%	132.41	11.7%	54.03	4.6%	-51.9%	17.8%
Interest Expense	0.58	0.1%	0.58	0.1%	0.98	0.1%		40.8%
PBT	168.13	14.8%	197.42	17.4%	121.17	10.4%	-14.8%	38.8%
Taxes	56.91	5.0%	59.82	5.3%	16.02	1.4%	4.9%	-255.2%
PAT	111.22	9.8%	137.60	12.2%	105.15	9.0%	-19.2%	5.8%



Segmental Results - Q3 FY14 - Consolidated

(₹. Million)

	Q3 FY14	Q2 FY14	Q3 FY13	Growth over	
				Q2 FY14	Q3 FY13
				(QoQ)	(YoY)
Revenues	1,131.49	1,131.45	1,167.59	0.0%	-3.1%
Services	1,082.66	1,079.66	1,114.37	0.3%	-2.8%
Products	43.92	45.95	46.59	-4.4%	-5.7%
Automotive, Utilities and Industrial	4.91	5.84	6.63	-15.9%	-25.9%
EBITDA	135.82	96.07	128.93	41.4%	5.3%
Services	163.81	130.88	113.30	25.2%	44.6%
Products	(26.65)	(30.95)	17.91	13.9%	-248.8%
Automotive, Utilities and Industrial	(1.34)	(3.86)	(2.28)	65.3%	41.2%
EBITDA %	12.0%	8.5%	11.0%		
Services	15.1%	12.1%	10.2%		
Products	-60.7%	-67.4%	38.4%		
Automotive, Utilities and Industrial	-27.3%	-66.1%	-34.4%		
Depreciation and Amortization %	2.7%	2.7%	5.2%		
Services	2.8%	2.7%	3.4%		
Products	1.5%	1.5%	49.6%		
Automotive, Utilities and Industrial	2.4%	2.0%	2.5%		
EBIT%	9.3%	5.8%	5.8%		
Services	12.3%	9.4%	6.8%		
Products	-62.2%	-68.9%	-11.2%		
Automotive, Utilities and Industrial	-29.7%	-68.1%	-36.9%		



Income Statement Summary - Q3 FY14 - Consolidated

Nature wise

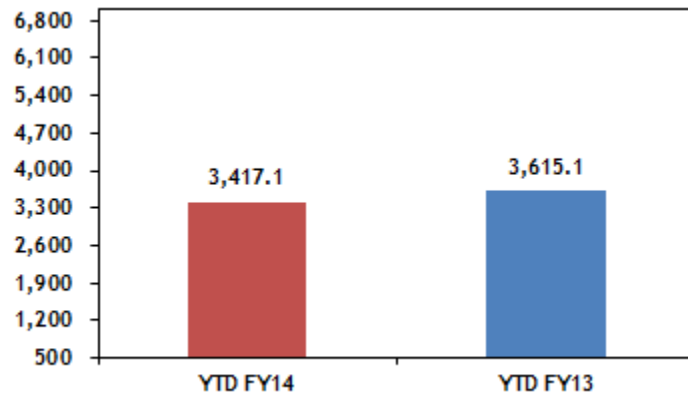
(₹. Million)

Particulars	Q3 FY14	%	Q2 FY14	%	Q3 FY13	%	Growth over	
							Q2 FY14	Q3 FY13
Revenue from Operations	1,131.49	100.0%	1,131.45	100.0%	1,167.59	100.0%	0.0%	-3.1%
Other Income	63.67	5.6%	132.41	11.7%	54.03	4.6%	-51.9%	17.8%
Total Revenue	1,195.16	105.6%	1,263.86	111.7%	1,221.62	104.6%	-5.4%	-2.2%
Employee benefit expense	764.51	67.6%	775.37	68.5%	777.22	66.6%	1.4%	1.6%
Increase/(decrease) of work-in-progress, stores	10.30	0.9%	5.25	0.5%	(2.32)	-0.2%	-96.2%	-544.0%
Other expenses	220.86	19.5%	254.76	22.5%	263.76	22.6%	13.3%	16.3%
Depreciation and amortization expense	30.78	2.7%	30.48	2.7%	60.81	5.2%	-1.0%	49.4%
Finance cost	0.58	0.1%	0.58	0.1%	0.98	0.1%	0.0%	40.8%
Total Expenses	1,027.03	90.8%	1,066.44	94.3%	1,100.45	94.2%	3.7%	6.7%
Profit/(loss) before tax	168.13	14.8%	197.42	17.4%	121.17	10.4%	-14.8%	38.8%
Tax Expenses	56.91	5.0%	59.82	5.3%	16.02	1.4%	4.9%	-255.2%
Profit After Tax	111.22	9.8%	137.60	12.2%	105.15	9.0%	-19.2%	5.8%



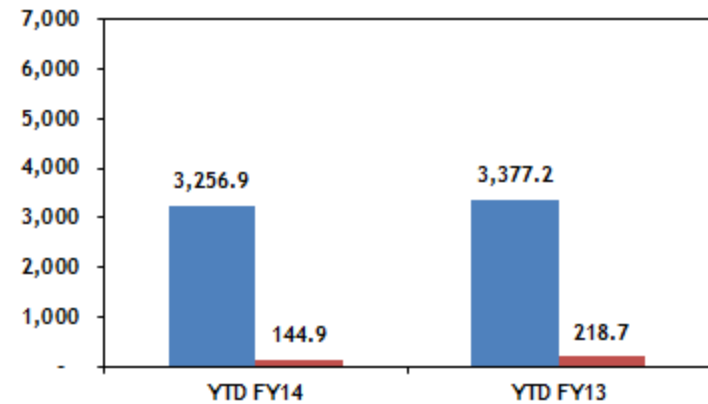
Performance Snapshot - YTD FY14 - Consolidated

Consolidated Revenues (₹. Million)



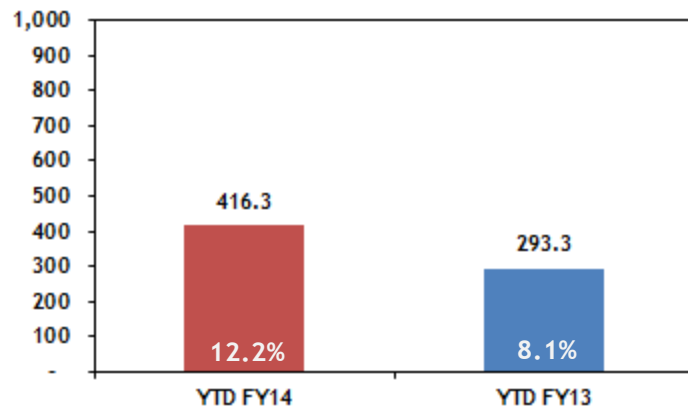
YoY Growth: -5.5%

Services - Products Revenue Mix (₹. Million)



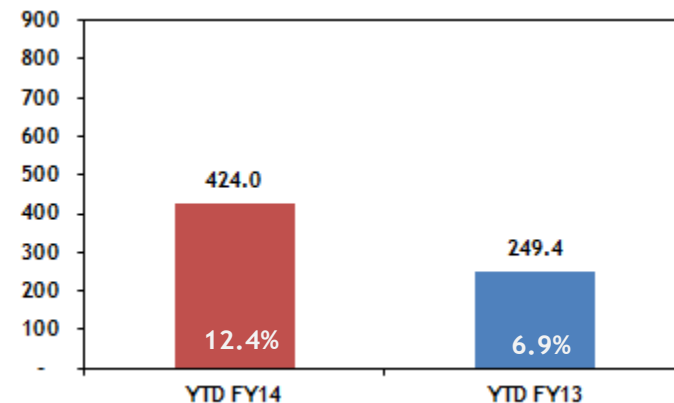
Services - YoY: -3.6%
Products - YoY: -33.8%

Consolidated EBITDA (₹. Million)



YoY Growth: 41.9%

Consolidated Profit After Tax (₹. Million)



YoY Growth: 70.0%



Income Statement Summary - YTD FY14 - Consolidated

(₹. Million)

	YTD FY14	%	YTD FY13	%	Growth over YTD FY13
Revenues	3,417.13	100.0%	3,615.08	100.0%	-5.5%
Cost of Revenue	2,381.36	69.7%	2,728.55	75.5%	12.7%
Gross Profit	1,035.77	30.3%	886.53	24.5%	16.8%
SG&A	619.51	18.1%	593.18	16.4%	-4.4%
EBITDA	416.26	12.2%	293.35	8.1%	41.9%
Depreciation and amortisation expense	100.88	3.0%	140.28	3.9%	28.1%
EBIT	315.38	9.2%	153.07	4.2%	106.0%
Other Income	285.80	8.4%	166.79	4.7%	71.4%
Interest	1.88	0.1%	3.29	0.1%	42.9%
PBT	599.30	17.5%	316.57	8.8%	89.3%
Taxes	175.31	5.1%	67.21	1.9%	-160.8%
PAT	423.99	12.4%	249.36	6.9%	70.0%



Segmental Results - YTD FY14 - Consolidated

(₹. Million)

	YTD FY14	YTD FY13	Growth over YTD FY13 (YoY)
Revenues	3,417.13	3,615.08	-5.5%
Services	3,256.90	3,377.17	-3.6%
Products	144.87	218.67	-33.7%
Automotive, Utilities and Industrial	15.36	19.24	-20.2%
EBITDA	416.26	293.35	41.9%
Services	452.92	199.08	127.5%
Products	(30.97)	104.67	-129.6%
Automotive, Utilities and Industrial	(5.69)	(10.40)	45.3%
EBITDA %	12.2%	8.1%	
Services	13.9%	5.9%	
Products	-21.4%	47.9%	
Automotive, Utilities and Industrial	-37.0%	-54.0%	
Depreciation and Amortization %	3.0%	3.9%	
Services	3.0%	3.4%	
Products	1.5%	11.3%	
Utilities and Industrial	2.3%	2.7%	
EBIT%	9.2%	4.2%	
Services	10.9%	2.5%	
Products	-22.9%	36.6%	
Automotive, Utilities and Industrial	-39.3%	-56.7%	



Income Statement Summary - YTD FY14 - Consolidated

Nature wise

(₹. Million)

Particulars	YTD FY14	%	YTD FY13	%	Growth Over
					YTD FY13
Revenue from Operations	3,417.13	100.0%	3,615.08	100.0%	-5.5%
Other Income	285.80	8.4%	166.79	4.6%	71.4%
Total Revenue	3,702.93	108.4%	3,781.87	104.6%	-2.1%
Employee benefit expense	2,273.93	66.5%	2,481.68	68.6%	8.4%
Increase/(decrease) of work-in-progress, stores	22.94	0.7%	6.20	0.2%	-270.0%
Other operational expense	704.00	20.6%	833.84	23.1%	15.6%
Depreciation and amortization expense	100.88	3.0%	140.28	3.9%	28.1%
Finance cost	1.88	0.1%	3.30	0.1%	42.9%
Total Expenses	3,103.63	90.8%	3,465.30	95.9%	10.4%
Profit/(loss) before tax	599.30	17.5%	316.57	8.8%	89.3%
Tax Expenses	175.31	5.1%	67.21	1.9%	-160.9%
Profit After Tax	423.99	12.4%	249.36	6.9%	70.0%



Balance Sheet Summary - Consolidated

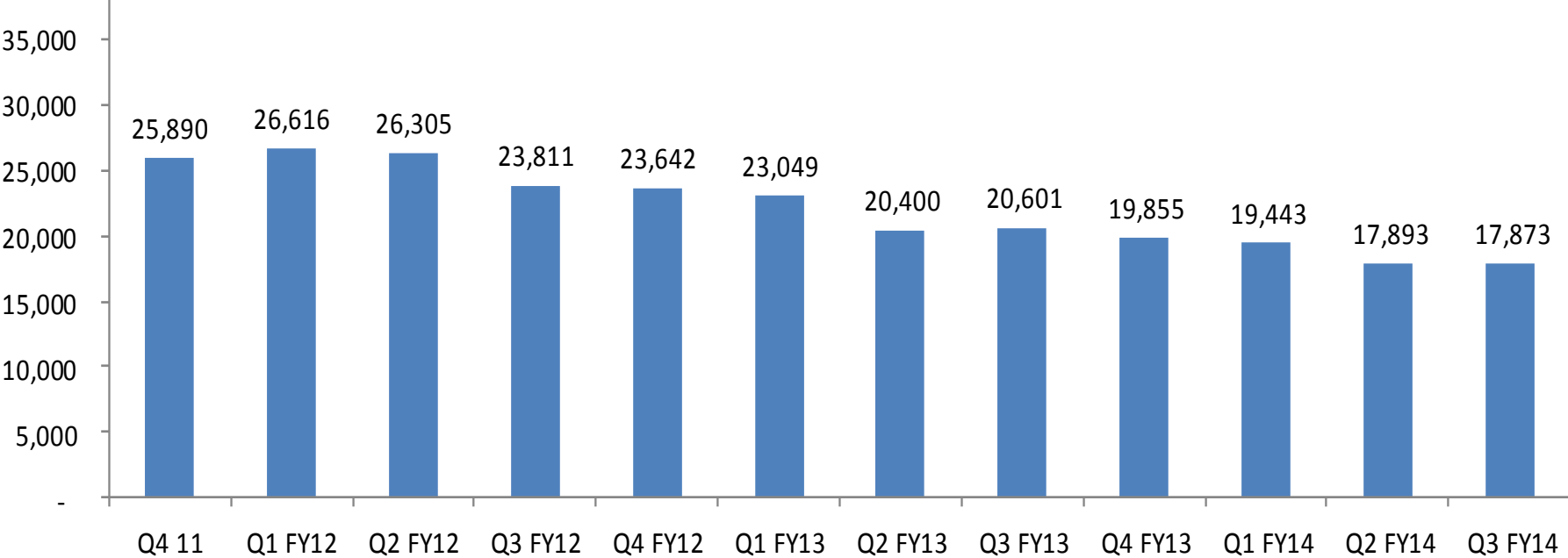
(₹. Million)

	December 31, 2013	%	March 31, 2013	%
EQUITY AND LIABILITIES				
Share Capital	212.42	3.9%	209.60	4.2%
Reserves and surplus	3,850.12	70.4%	3,983.07	78.9%
Money received against share warrants	36.07	0.7%		0.0%
Share application money pending allotment	-	0.0%	3.02	0.1%
Non-current liabilities	109.11	2.0%	79.88	1.6%
Current liabilities	1,260.89	23.0%	769.34	15.2%
Total	5,468.61	100.0%	5,044.91	100.0%
ASSETS				
<i>Non current assets</i>				
Fixed assets (net)	1,317.53	24.1%	1,229.07	24.3%
Non current investments	309.00	5.6%	230.78	4.6%
Deferred tax assets (net)	112.67	2.1%	108.89	2.2%
Other Non current assets	566.13	10.4%	595.59	11.8%
<i>Current assets</i>				
Current investments	1,409.96	25.8%	1,160.65	23.0%
Inventories	23.44	0.4%	34.54	0.7%
Trade receivables	873.78	16.0%	902.36	17.9%
Cash and bank balances	401.44	7.3%	329.17	6.5%
Other current assets	454.66	8.3%	453.86	9.0%
Total	5,468.61	100.0%	5,044.91	100.0%



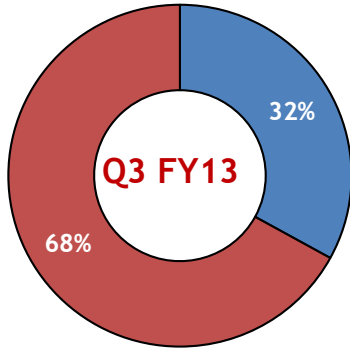
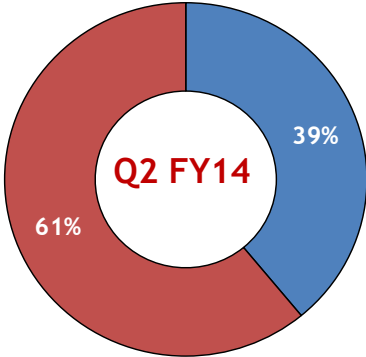
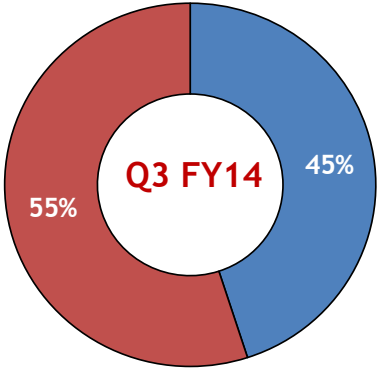
Revenue trend: Services (Consolidated)

(KUS\$)



Services Metrics

Services Revenue Mix - Delivery

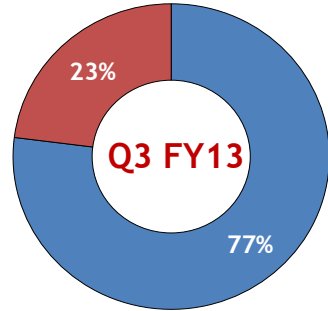
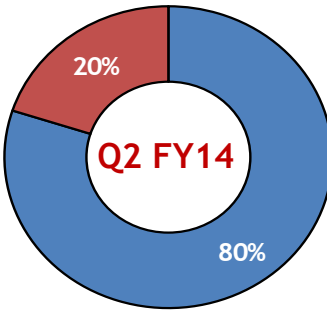
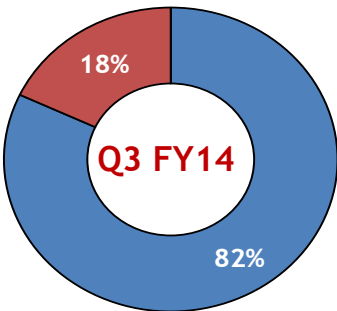
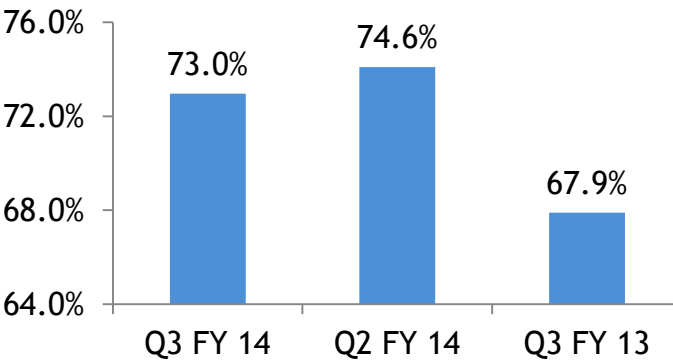


Offshore

Onsite

Services Utilization

Services Revenue Mix - Project Type



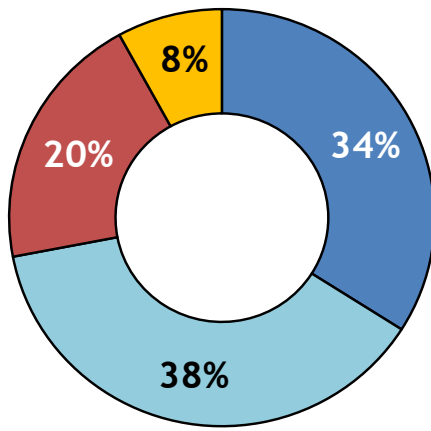
T&M

FPP

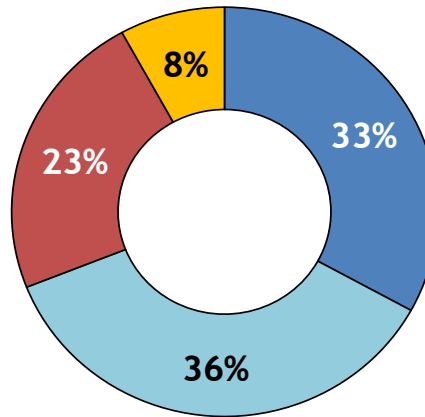


Geography Wise Revenue

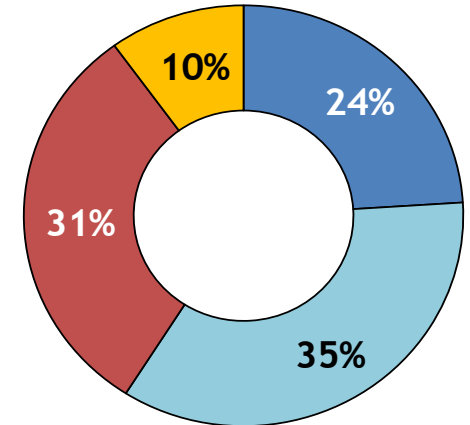
Q3 FY14



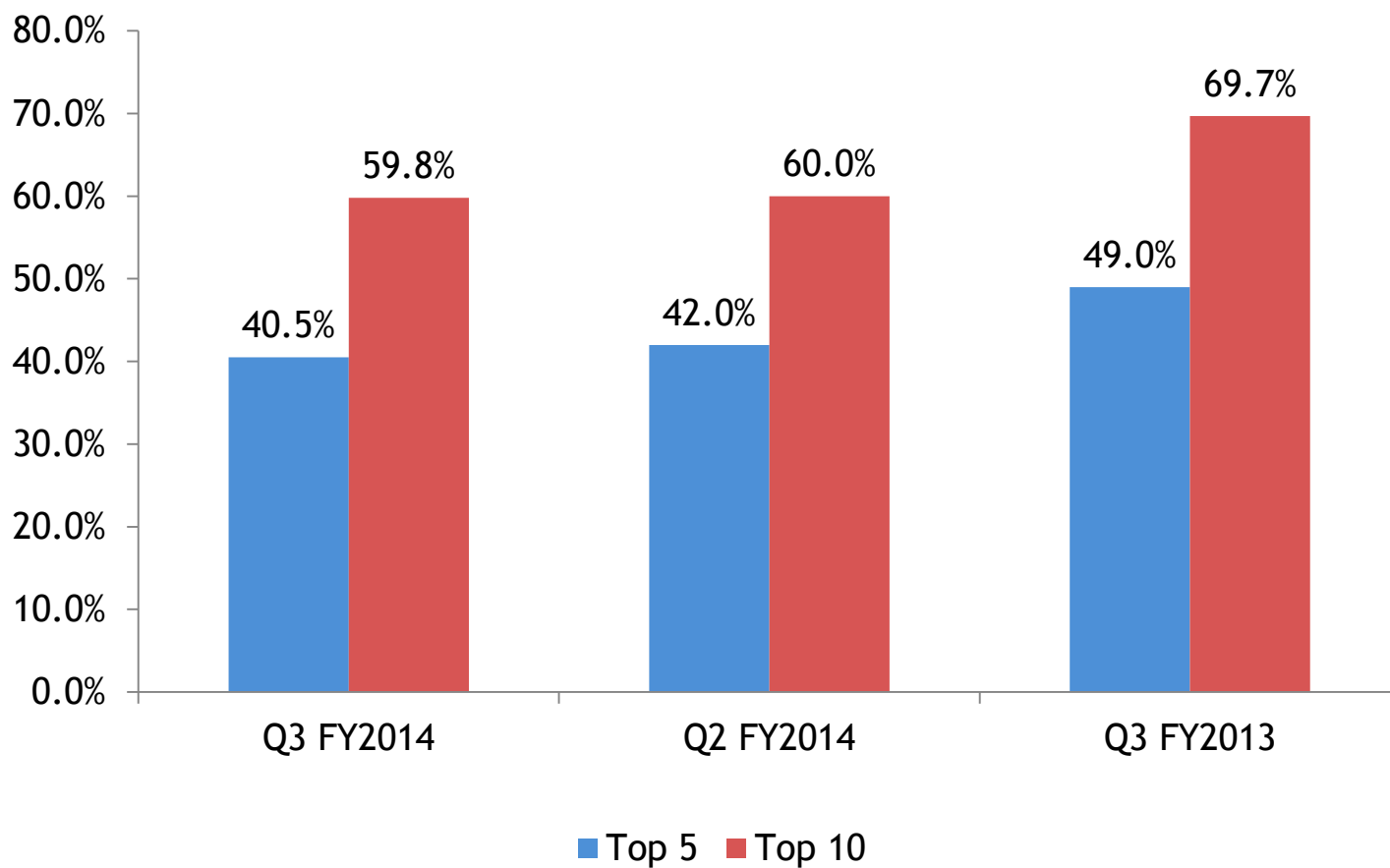
Q2 FY14



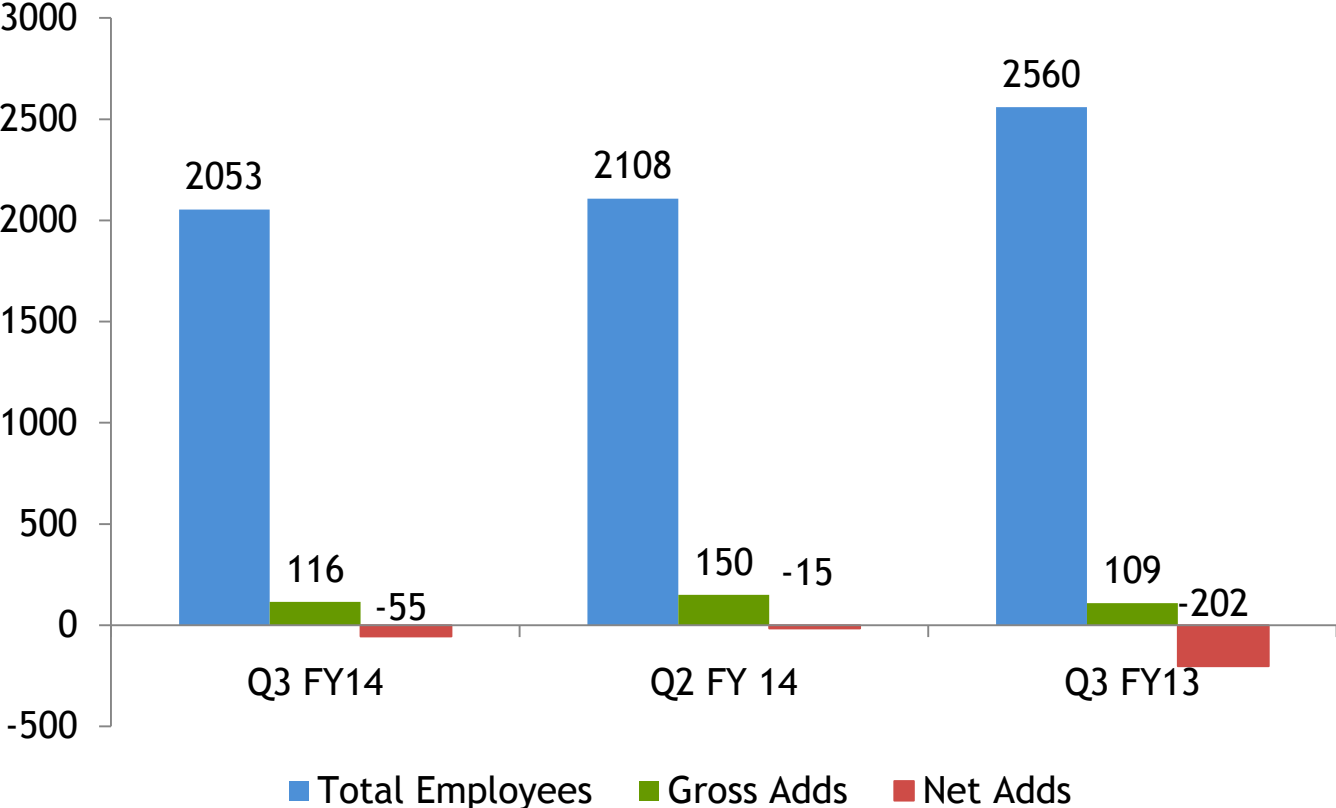
Q3 FY13



Customer Concentration



Human Resources Metrics



Attrition %	Q3 FY14	Q2 FY14	Q3 FY13
Attrition LTM %	31.4%	31.5%	33.3%
Annualised Attrition Quarterly %	28.3%	27.9%	28.7%



Thank you

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