

## Media Release - FOR IMMEDIATE RELEASE

Speaking on the results Mr. Rajiv C Mody, Chairman, Managing Director and CEO said, “We have sharpened our focus on acquiring business from global innovation centers of large transnational companies. Early indication shows a promise in volume growth however, there are pricing pressures. We have put together a strategy to enhance the value we deliver to customers to mitigate margin pressures in the coming quarters.” Our traditional strength in embedded systems will see continued demand due to the increasing proliferation of smart devices and the world of Internet of Things (IOT). Further, our unique combination of Embedded and IT Services offerings for the retail and insurance industries are being well received. We expect dividends from these investments in coming fiscal year.” “On behalf of board of directors, I am pleased to announce an interim dividend Rs.2.50 per equity share.” added Mr. Mody.

**Bangalore, 19 January 2015:** Sasken Communication Technologies Limited (BSE: 532663, NSE: SASKEN) today announced its consolidated results according to Indian GAAP for the third quarter ended December 31, 2014.

### Performance Snapshot for the Quarter: Q3 FY 15

- Consolidated Revenues for Q3 FY 15 at ₹. 107.28 Crore
  - Down 0.8 % over the previous quarter
  - Down 5.2 % YoY from Q3 FY 14
- Consolidated EBIDTA for Q3 FY 15 at ₹. 6.32 Crore
  - Down 35.5 % sequentially over the previous quarter
  - Down 53.5 % YoY from Q3 FY 14
- Consolidated PAT for Q3 FY 15 at ₹. 16.14 Crore
  - Down 82.5 % sequentially over the previous quarter
  - Up 45.1 % YoY from Q3 FY 14
  - PAT Margins for the quarter at 15.0 %

### Key Business metrics for the Quarter: Q3 FY 15

- Software services revenues for Q3 FY 15 at ₹. 104.03 Crore
  - Down 0.1 % sequentially over the previous quarter
  - Down 3.9 % YoY from Q3 FY 14
- Products group revenues for Q3 FY 15 at ₹.2.88 Crore
  - Down 18.1 % sequentially over the previous quarter
  - Down 34.4 % YoY from Q3 FY 14
- Consolidated EBIDTA margins were at 5.9 %.
  - Services EBIDTA margins were at 6.7 %
  - Products EBIDTA margins were at -14.8 %
- Revenue contribution from
  - the Top five customers stood at 49.0 % and
  - from Top 10 customers at 65.9 %
- For the quarter, Consolidated EPS before exceptional items was at ₹.3.38 and after exceptional items was at ₹.7.57
- For details on exceptional items, kindly refer notes to Clause 41 financials

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 [www.sasken.com](http://www.sasken.com)



## **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](http://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:**

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