

Consolidated Results

for the year and quarter
ended March 31, 2014



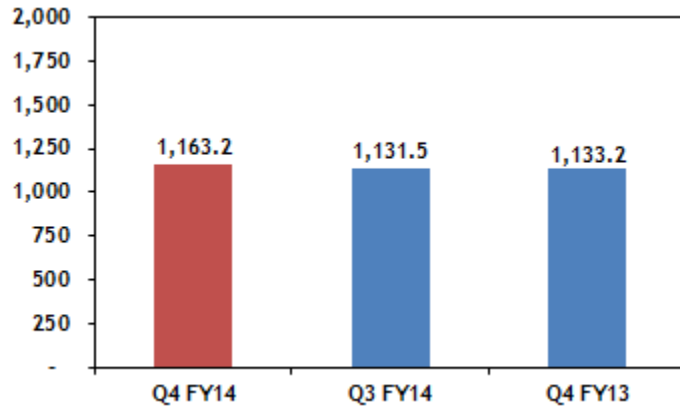
Safe Harbor Clause

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.



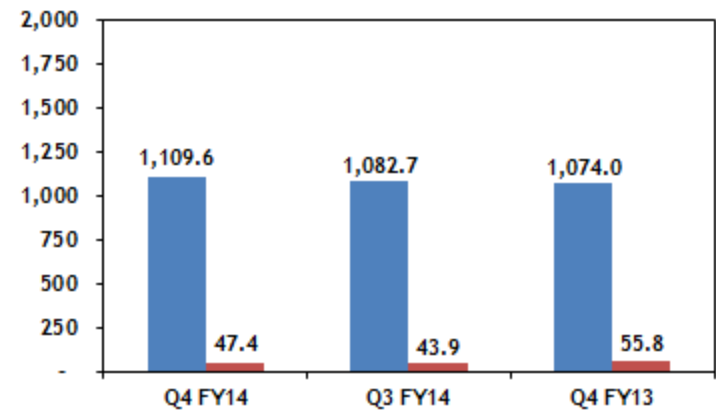
Performance Snapshot - Q4 FY14 - Consolidated

Consolidated Revenues (₹. Million)



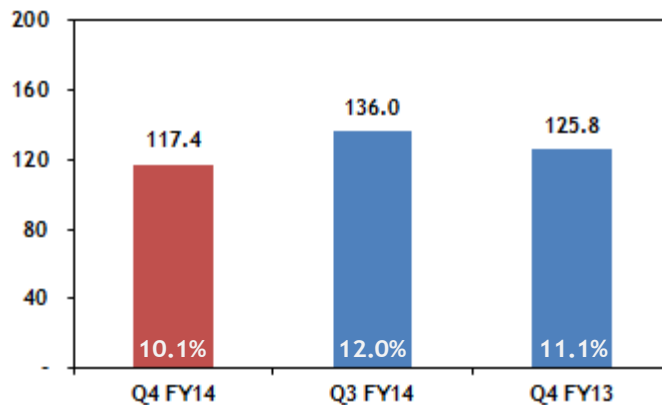
QoQ Growth: 2.8% ; YoY Growth: 2.6%

Services - Products Revenue Mix (₹. Million)



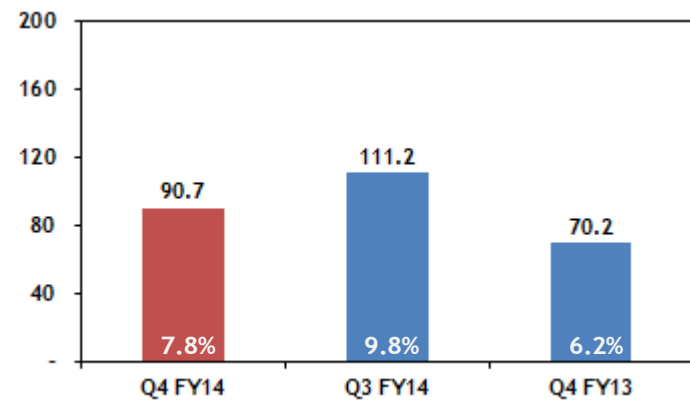
Services - QoQ: 2.5%; YoY: 3.3%
 Products - QoQ: 8.0%; YoY: -15.0%

Consolidated EBITDA (₹. Million)



QoQ Growth: -13.7%; YoY Growth: -6.7%

Consolidated Profit After Tax (₹. Million)



QoQ Growth: -18.4%; YoY Growth: 29.2%



Income Statement Summary - Q4 FY14 - Consolidated

(₹. Million)

	Q4 FY14	%	Q3 FY14	%	Q4 FY13	%	Growth over	
							Q3 FY14	Q4 FY13
Revenues	1,163.16	100.0%	1,131.49	100.0%	1,133.22	100.0%	2.8%	2.6%
Cost of Revenue	824.25	70.9%	778.39	68.8%	834.64	73.7%	-5.9%	1.2%
Gross Profit	338.91	29.1%	353.10	31.2%	298.58	26.3%	-4.0%	13.5%
SG&A	221.54	19.0%	217.14	19.2%	172.81	15.2%	-2.0%	-28.2%
EBITDA	117.37	10.1%	135.96	12.0%	125.77	11.1%	-13.7%	-6.7%
Depreciation and amortisation expense	24.54	2.1%	30.78	2.7%	53.86	4.8%	20.3%	54.4%
EBIT	92.83	8.0%	105.18	9.3%	71.91	6.3%	-11.7%	29.1%
Other Income	29.74	2.5%	63.53	5.6%	9.65	0.9%	-53.2%	208.2%
Interest Expense	0.14	0.0%	0.58	0.1%	0.84	0.1%	75.9%	83.3%
PBT	122.43	10.5%	168.13	14.8%	80.72	7.1%	-27.2%	51.7%
Taxes	31.70	2.7%	56.91	5.0%	10.49	0.9%	44.3%	-202.2%
PAT	90.73	7.8%	111.22	9.8%	70.23	6.2%	-18.4%	29.2%



Segmental Results - Q4 FY14 - Consolidated

(₹. Million)

	Q4 FY14	Q3 FY14	Q4 FY13	Growth over	
				Q3 FY14	Q4 FY13
				(QoQ)	(YoY)
Revenues	1,163.16	1,131.49	1,133.22	2.8%	2.6%
Services	1,109.59	1,082.66	1,074.02	2.5%	3.3%
Products	47.42	43.92	55.76	8.0%	-15.0%
Automotive, Utilities and Industrial	6.15	4.91	3.44	25.3%	78.8%
EBITDA	117.37	135.96	125.77	-13.7%	-6.7%
Services	139.79	163.95	106.67	-14.7%	31.0%
Products	(21.04)	(26.65)	23.84	21.1%	-188.3%
Automotive, Utilities and Industrial	(1.38)	(1.34)	(4.74)	-3.0%	70.9%
EBITDA %	10.1%	12.0%	11.1%		
Services	12.6%	15.1%	9.9%		
Products	-44.4%	-60.7%	42.8%		
Automotive, Utilities and Industrial	-22.4%	-27.3%	-137.8%		
Depreciation and Amortization %	2.1%	2.7%	4.8%		
Services	2.1%	2.8%	2.8%		
Products	1.3%	1.5%	1.8%		
Automotive, Utilities and Industrial	1.7%	2.4%	4.4%		
EBIT%	8.0%	9.3%	6.3%		
Services	10.5%	12.3%	7.1%		
Products	-45.7%	-62.2%	41.0%		
Automotive, Utilities and Industrial	-24.1%	-29.7%	-142.2%		



Income Statement Summary - Q4 FY14 - Consolidated

Nature wise

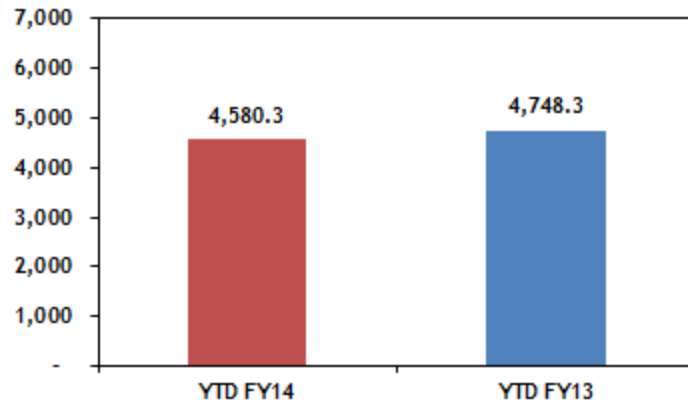
(₹. Million)

Particulars	Q4 FY14	%	Q3 FY14	%	Q4 FY13	%	Growth over	
							Q3 FY14	Q4 FY13
Revenue from Operations	1,163.16	100.0%	1,131.49	100.0%	1,133.22	100.0%	2.8%	2.6%
Other Income	29.74	2.5%	63.53	5.6%	9.65	0.9%	-53.2%	208.2%
Total Revenue	1,192.90	102.5%	1,195.02	105.6%	1,142.87	100.9%	-0.2%	4.4%
Employee benefit expense	786.51	67.6%	764.51	67.6%	761.48	67.2%	-2.9%	-3.3%
Increase/(decrease) of work-in-progress, stores	2.59	0.2%	10.30	0.9%	(7.11)	-0.6%	74.9%	-136.4%
Other expenses	256.69	22.1%	220.72	19.5%	253.08	22.3%	-16.3%	-1.4%
Depreciation and amortization expense	24.54	2.1%	30.78	2.7%	53.86	4.8%	20.3%	54.4%
Finance cost	0.14	0.0%	0.58	0.1%	0.84	0.1%	75.9%	83.3%
Total Expenses	1,070.47	92.0%	1,026.89	90.8%	1,062.15	93.8%	-4.2%	-0.8%
Profit/(loss) before tax	122.43	10.5%	168.13	14.8%	80.72	7.1%	-27.2%	51.7%
Tax Expenses	31.70	2.7%	56.91	5.0%	10.49	0.9%	44.3%	-202.2%
Profit After Tax	90.73	7.8%	111.22	9.8%	70.23	6.2%	-18.4%	29.2%



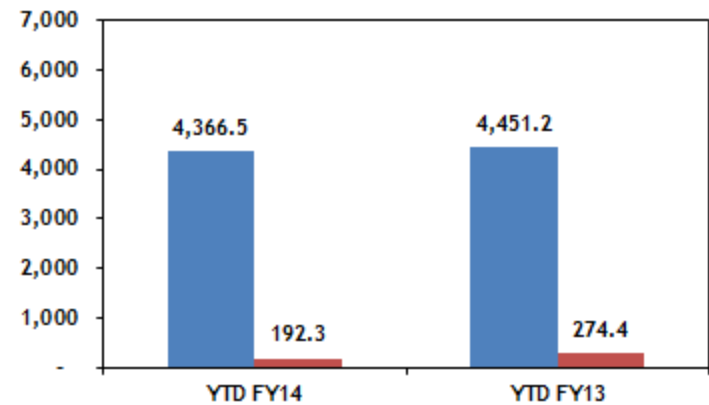
Performance Snapshot - FY14 - Consolidated

Consolidated Revenues (₹. Million)



YoY Growth: -3.5%

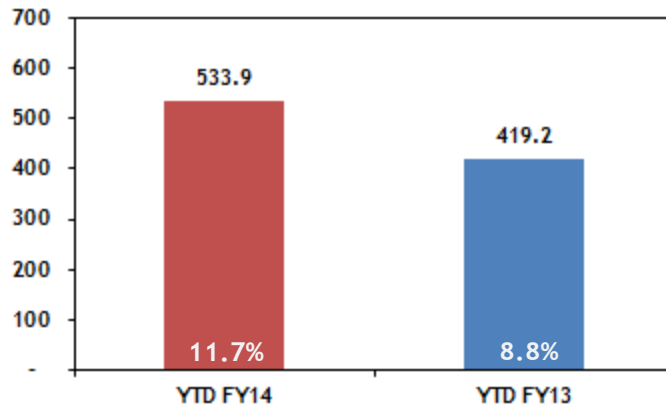
Services - Products Revenue Mix (₹. Million)



Services - YoY: -1.9%

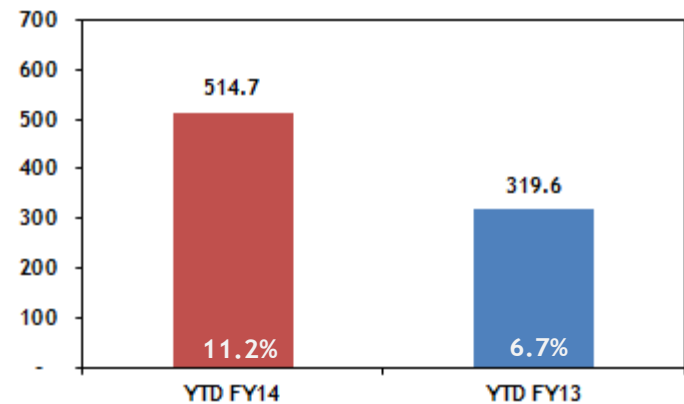
Products - YoY: -29.9%

Consolidated EBITDA (₹. Million)



YoY Growth: 27.4%

Consolidated Profit After Tax (₹. Million)



YoY Growth: 61.1%



Income Statement Summary - FY14 - Consolidated

(₹. Million)

	YTD FY14	%	YTD FY13	%	Growth over YTD FY13
Revenues	4,580.29	100.0%	4,748.31	100.0%	-3.5%
Cost of Revenue	3,205.61	70.0%	3,563.20	75.0%	10.0%
Gross Profit	1,374.68	30.0%	1,185.11	25.0%	16.0%
SG&A	840.80	18.4%	765.92	16.2%	-9.8%
EBITDA	533.88	11.6%	419.19	8.8%	27.4%
Depreciation and amortisation expense	125.42	2.7%	194.15	4.1%	35.4%
EBIT	408.46	8.9%	225.04	4.7%	81.5%
Other Income	315.30	6.9%	176.37	3.7%	78.8%
Interest	2.03	0.0%	4.13	0.0%	50.8%
PBT	721.73	15.8%	397.28	8.4%	81.7%
Taxes	207.01	4.6%	77.69	1.7%	-166.5%
PAT	514.72	11.2%	319.59	6.7%	61.1%



Segmental Results - FY14 - Consolidated

(₹. Million)

	YTD FY14	YTD FY13	Growth over YTD FY13 (YoY)
Revenues	4,580.29	4,748.31	-3.5%
Services	4,366.49	4,451.19	-1.9%
Products	192.29	274.44	-29.9%
Automotive, Utilities and Industrial	21.51	22.68	-5.2%
EBITDA	533.88	419.19	27.4%
Services	592.95	305.82	93.9%
Products	(52.01)	128.51	-140.5%
Automotive, Utilities and Industrial	(7.06)	(15.14)	53.4%
EBITDA %	11.6%	8.8%	
Services	13.6%	6.9%	
Products	-27.0%	-46.8%	
Automotive, Utilities and Industrial	-32.8%	-66.8%	
Depreciation and Amortization %	2.7%	4.1%	
Services	2.8%	3.3%	
Products	1.4%	1.2%	
Utilities and Industrial	2.2%	3.0%	
EBIT%	8.9%	4.7%	
Services	10.8%	3.6%	
Products	-28.4%	-48.0%	
Automotive, Utilities and Industrial	-35.0%	-69.8%	



Income Statement Summary - FY14 - Consolidated

Nature wise

(₹. Million)

Particulars	YTD FY14	%	YTD FY13	%	Growth Over YTD FY13
Revenue from Operations	4,580.29	100.0%	4,748.31	100.0%	-3.5%
Other Income	315.30	6.9%	176.37	3.7%	78.8%
Total Revenue	4,895.59	106.9%	4,924.68	103.7%	-0.6%
Employee benefit expense	3,060.44	66.8%	3,243.16	68.3%	5.6%
Increase/(decrease) of work-in-progress, stores	25.53	0.6%	(0.90)	0.0%	-2936.7%
Other operational expense	960.44	21.0%	1,086.86	22.9%	11.6%
Depreciation and amortization expense	125.42	2.7%	194.15	4.1%	35.4%
Finance cost	2.03	0.0%	4.13	0.0%	50.8%
Total Expenses	4,173.86	91.1%	4,527.40	95.3%	7.8%
Profit/(loss) before tax	721.73	15.8%	397.28	8.4%	81.7%
Tax Expenses	207.01	4.6%	77.69	1.7%	-166.5%
Profit After Tax	514.72	11.2%	319.59	6.7%	61.1%



Balance Sheet Summary - FY 14 - Consolidated

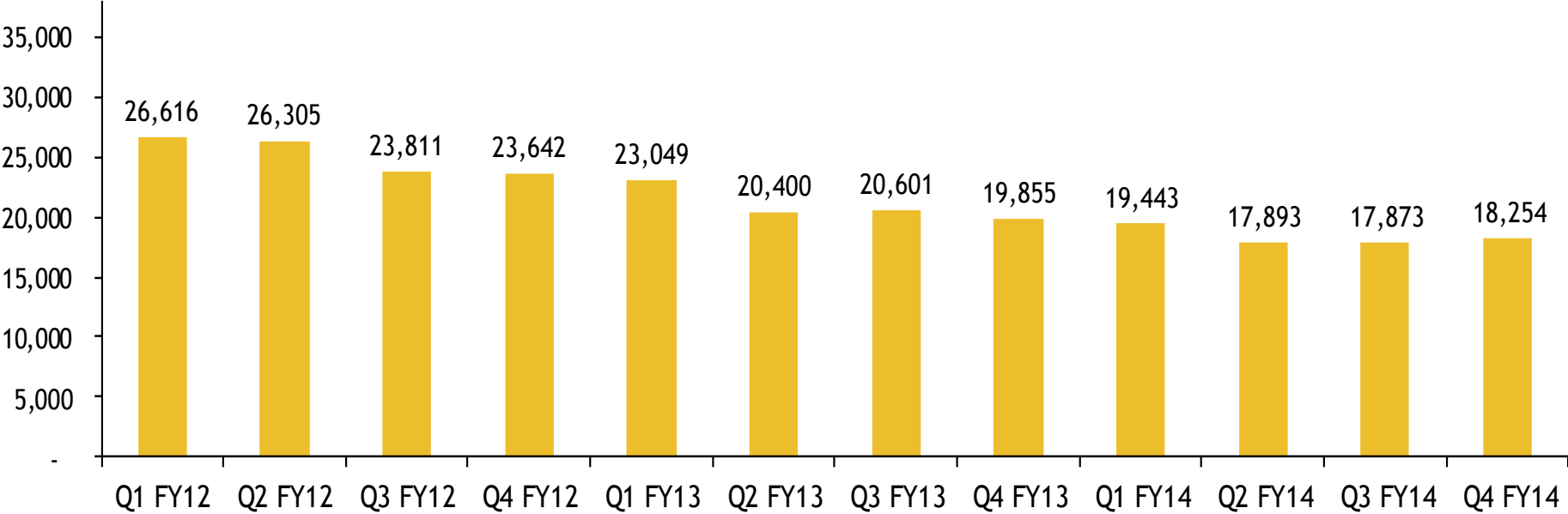
(₹. Million)

	March 31, 2014	%	March 31, 2013	%
EQUITY AND LIABILITIES				
Share Capital	212.78	4.3%	209.60	4.2%
Reserves and surplus	3,826.96	76.9%	3,983.07	79.0%
Money received against share warrants	36.08	0.7%	-	0.0%
Share application money pending allotment	-	0.0%	3.02	0.1%
Non-current liabilities	77.10	1.5%	79.88	1.6%
Current liabilities	825.31	16.6%	760.73	15.1%
Total	4,978.23	100.0%	5,036.30	100.0%
ASSETS				
<i>Non current assets</i>				
Fixed assets (net)	1,268.61	25.5%	1,229.07	24.4%
Non current investments	299.55	6.0%	230.78	4.6%
Deferred tax assets (net)	111.77	2.3%	108.89	2.2%
Other Non current assets	580.07	11.7%	595.59	11.8%
<i>Current assets</i>				
Current investments	1,035.55	20.8%	1,160.65	23.0%
Inventories	20.94	0.4%	34.54	0.7%
Trade receivables	927.61	18.6%	902.36	17.9%
Cash and bank balances	340.63	6.8%	329.17	6.5%
Other current assets	393.50	7.9%	445.25	8.9%
Total	4,978.23	100.0%	5,036.30	100.0%



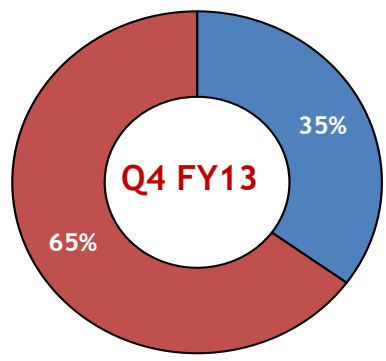
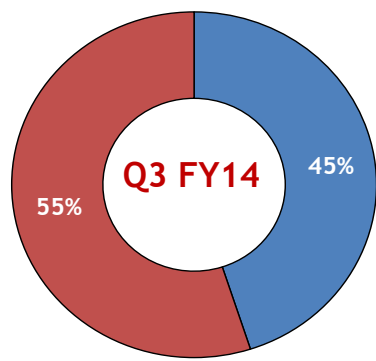
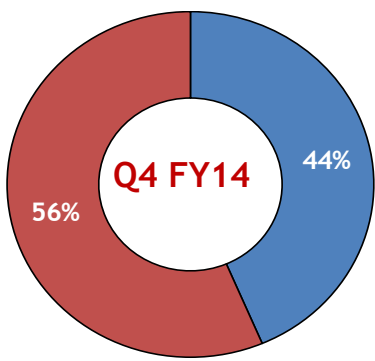
Revenue trend: Services (Consolidated)

(KUS\$)



Services Metrics

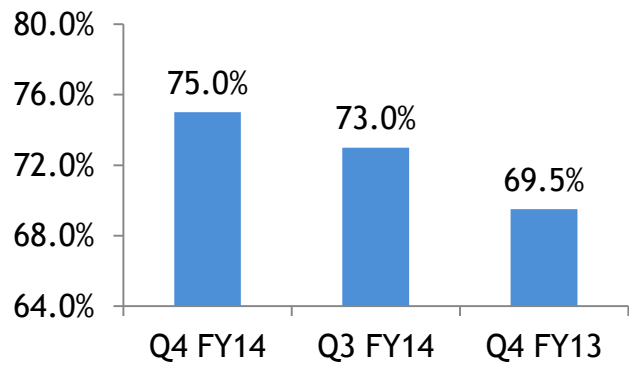
Services Revenue Mix - Delivery



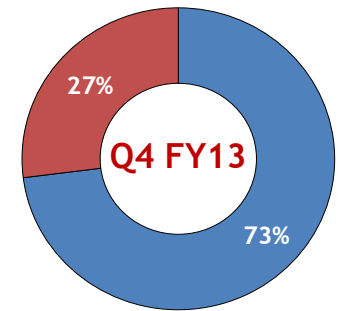
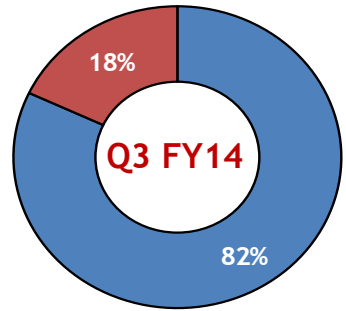
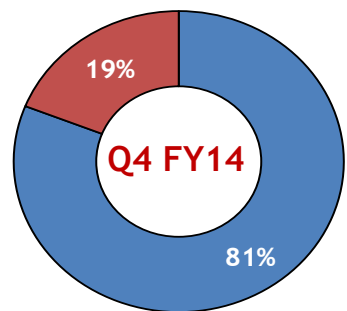
Offshore

Onsite

Services Utilization



Services Revenue Mix - Project Type



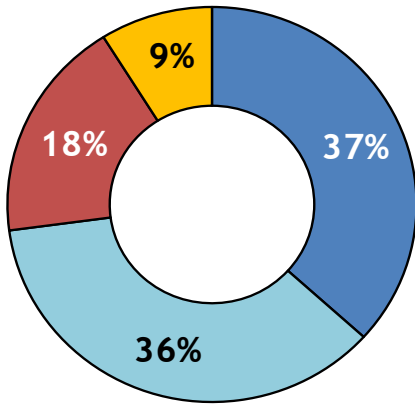
T&M

FPP

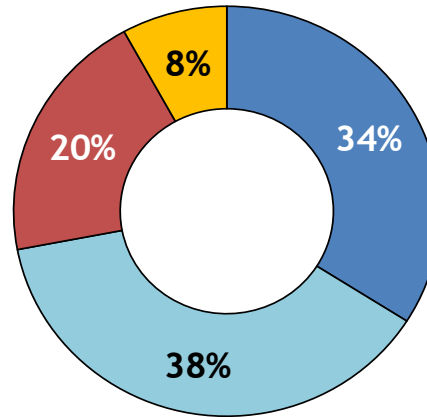


Geography Wise Revenue

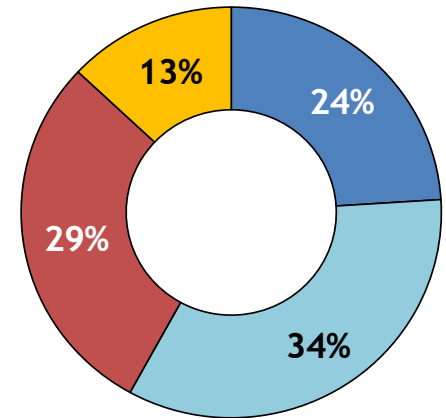
Q4 FY14



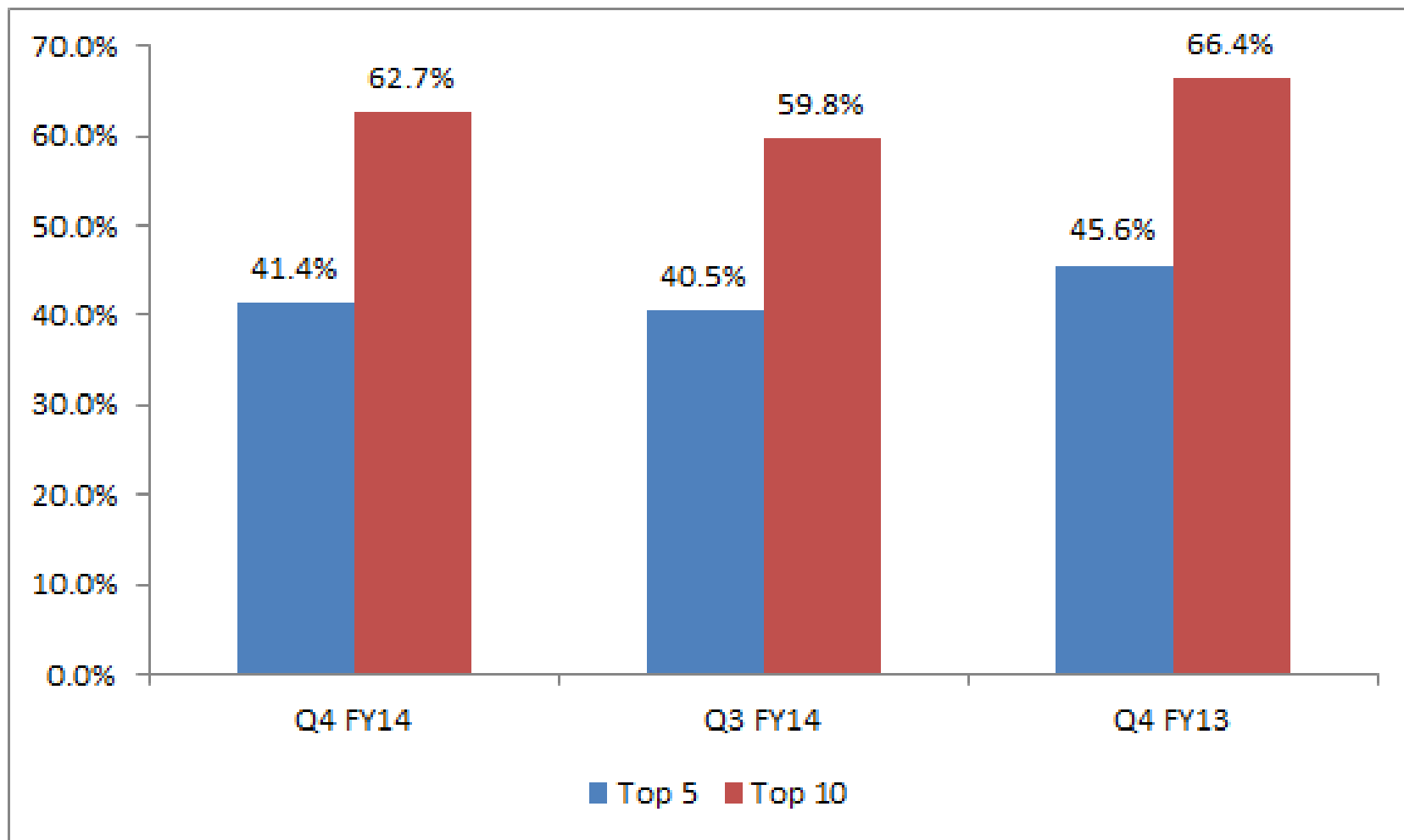
Q3 FY14



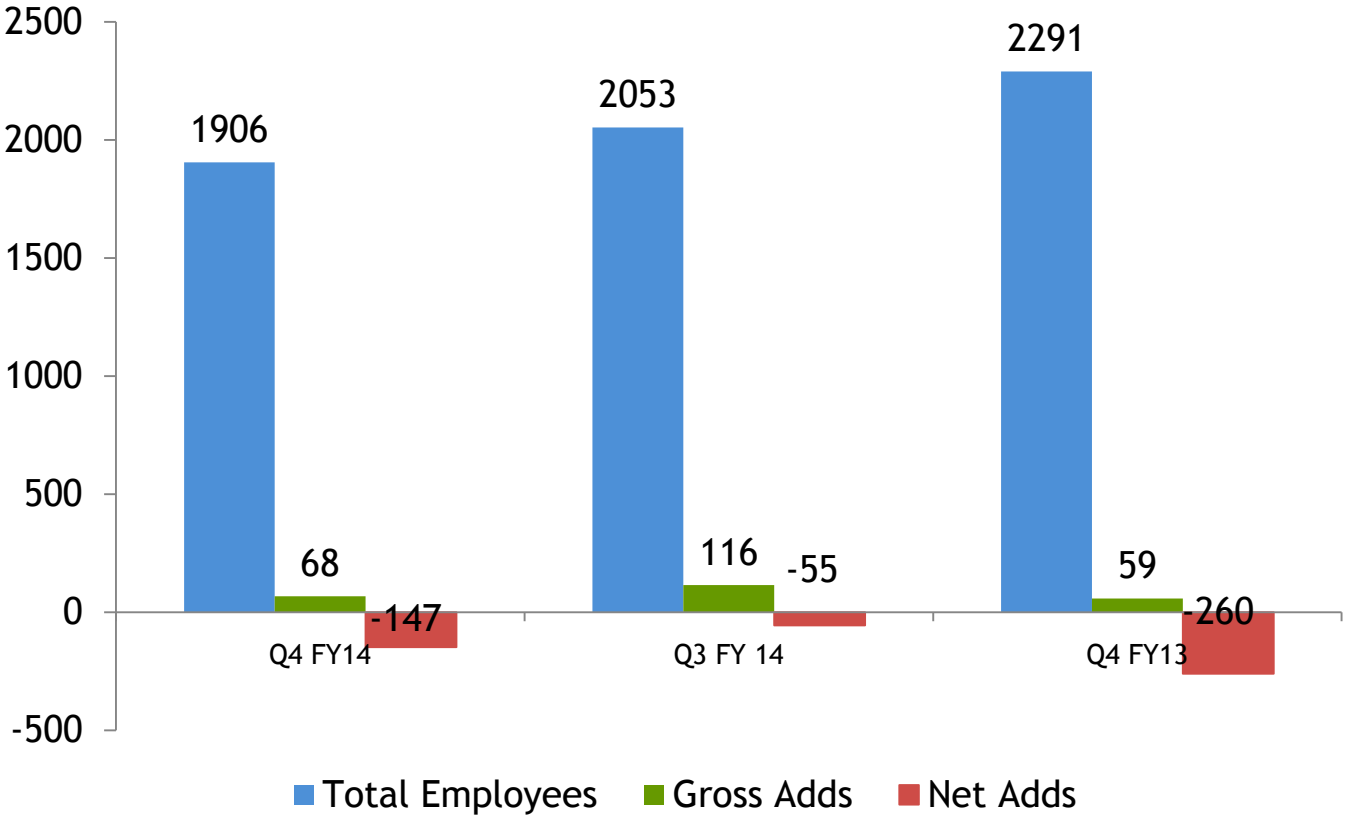
Q4 FY13



Customer Concentration



Human Resources Metrics



Attrition %	Q4 FY14	Q3 FY14	Q4 FY13
Attrition LTM %	30.3%	31.4%	34.7%
Annualised Attrition Quarterly %	27.5%	28.3%	36.8%



Thank you

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