

Consolidated Results

for quarter and year ended
March 31, 2015



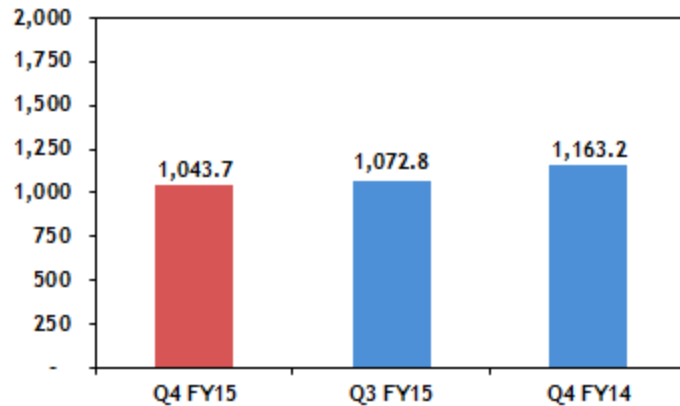
Safe Harbor Clause

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.



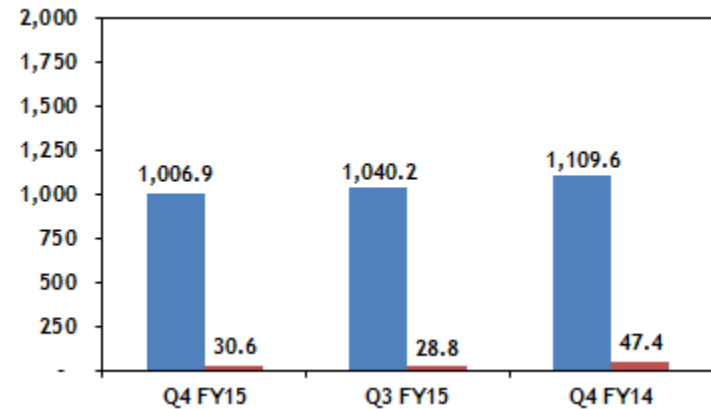
Performance Snapshot - Q4 FY15 - Consolidated

Consolidated Revenues (₹. Million)



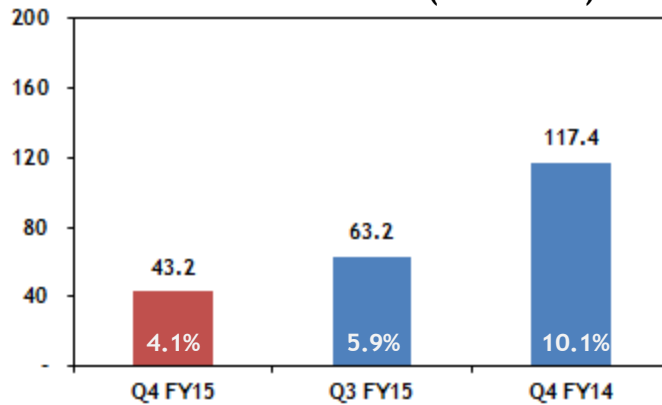
QoQ Growth: -2.7% ; YoY Growth: - 10.3%

Services - Products Revenue Mix (₹. Million)



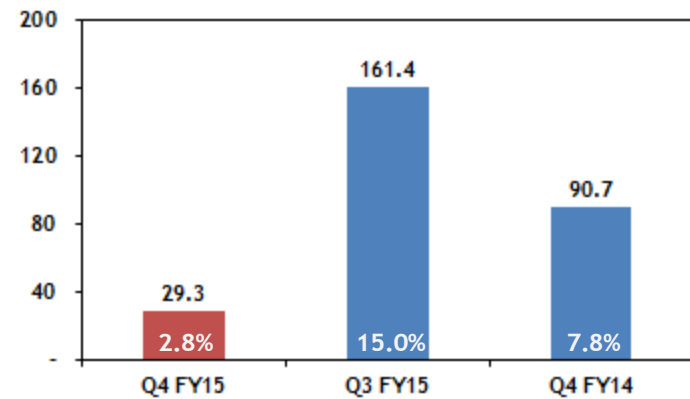
Services - QoQ: -3.2%; YoY: -9.3%
Products - QoQ:6.3%; YoY: -35.4%

Consolidated EBITDA (₹. Million)



QoQ Growth: -31.6%; YoY Growth: -63.2%

Consolidated PAT *incl. exceptional item* (₹. Million)



QoQ Growth: -81.8%; YoY Growth: -67.7%

Income Statement Summary - Q4 FY15 - Consolidated

(₹. Million)

	Q4 FY15	%	Q3 FY15	%	Q4 FY14	%	Growth over	
							Q3 FY15	Q4 FY14
Revenues	1,043.74	100.0%	1,072.78	100.0%	1,163.16	100.0%	-2.7%	-10.3%
Cost of Revenue	819.86	78.6%	813.58	75.8%	824.25	70.9%	-0.8%	0.5%
Gross Profit	223.88	21.4%	259.20	24.2%	338.91	29.1%	-13.6%	-33.9%
SG&A	180.63	17.3%	196.03	18.3%	221.54	19.0%	7.9%	18.5%
EBITDA	43.25	4.1%	63.17	5.9%	117.37	10.1%	-31.6%	-63.2%
Depreciation and amortisation expense	17.67	1.7%	29.58	2.8%	24.54	2.1%	40.3%	28.0%
EBIT	25.58	2.4%	33.59	3.1%	92.83	8.0%	-23.8%	-72.4%
Other Income	68.98	6.6%	55.72	5.2%	29.74	2.5%	23.8%	131.9%
Interest Expense	0.24	0.0%	0.33	0.0%	0.14	0.0%	27.3%	-71.4%
PBT before exceptional items	94.31	9.0%	88.98	8.3%	122.43	10.5%	6.0%	-23.0%
Exeptional Items	34.90	3.3%	(135.41)	-12.6%	-	-	-125.8%	
PBT after exceptional items	59.42	5.7%	224.39	20.9%	122.43	10.5%	-73.5%	-51.5%
Taxes	30.14	2.9%	63.04	5.9%	31.70	2.7%	52.2%	4.9%
PAT	29.27	2.8%	161.35	15.0%	90.73	7.8%	-81.8%	-67.7%



Segmental Results - Q4 FY15 - Consolidated

(₹. Million)

	Q4 FY15	Q3 FY15	Q4 FY14	Growth over	
				Q3 FY15	Q4 FY14
				(QoQ)	(YoY)
Revenues	1,043.74	1,072.78	1,163.16	-2.7%	-10.3%
Services	1,006.91	1,040.25	1,109.59	-3.2%	-9.3%
Products	30.58	28.82	47.42	6.3%	-35.4%
Automotive, Utilities and Industrial	6.25	3.72	6.15	68.0%	1.6%
EBITDA	43.25	63.17	117.37	-31.5%	-63.2%
Services	70.67	69.96	139.79	1.0%	-49.4%
Products	(13.25)	(4.26)	(21.04)	-211.0%	37.0%
Automotive, Utilities and Industrial	(14.18)	(2.53)	(1.38)	-460.5%	-927.5%
EBITDA %	4.1%	5.9%	10.1%		
Services	7.0%	6.7%	12.6%		
Products	-43.3%	-14.8%	-44.4%		
Automotive, Utilities and Industrial	-226.7%	-68.0%	-22.4%		
Depreciation and Amortization %	1.7%	2.7%	2.1%		
Services	1.7%	2.8%	2.1%		
Products	1.9%	1.9%	1.3%		
Automotive, Utilities and Industrial	0.9%	0.5%	1.7%		
EBIT%	2.4%	3.2%	8.0%		
Services	5.3%	3.9%	10.5%		
Products	-45.2%	-16.7%	-45.7%		
Automotive, Utilities and Industrial	-227.6%	-68.5%	-24.1%		



Income Statement Summary - Q4 FY15 - Consolidated

Nature wise

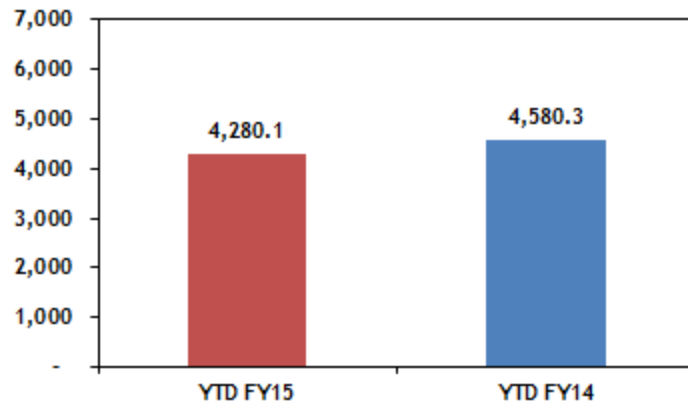
(₹. Million)

Particulars	Q4 FY15	%	Q3 FY15	%	Q4 FY14	%	Growth over	
							Q3 FY15	Q4 FY14
Revenue from Operations	1,043.74	100.0%	1,072.78	100.0%	1,163.16	100.0%	-2.7%	-10.3%
Other Income	68.98	6.6%	55.72	5.2%	29.74	2.5%	23.8%	131.9%
Total Revenue	1,112.72	106.6%	1,128.50	105.2%	1,192.90	102.5%	-1.4%	-6.7%
Employee benefit expense	766.11	73.4%	809.88	75.5%	786.51	67.6%	5.4%	2.6%
Increase/(decrease) of work-in-progress, stores	12.11	1.2%	4.42	0.4%	2.59	0.2%	-174.0%	-367.6%
Other expenses	222.28	21.3%	195.32	18.2%	256.69	22.1%	-13.8%	13.4%
Depreciation and amortization expense	17.67	1.7%	29.58	2.8%	24.54	2.1%	40.3%	28.0%
Finance cost	0.24	0.0%	0.33	0.0%	0.14	0.0%	27.3%	-71.4%
Total Expenses	1,018.41	97.6%	1,039.52	96.9%	1,070.47	92.0%	2.0%	4.9%
Profit/(loss) before tax	94.31	9.0%	88.98	8.3%	122.43	10.5%	6.0%	-23.0%
Exceptional Items	34.90	3.3%	(135.41)	-12.6%			-125.8%	
PBT after exceptional items	59.41	5.7%	224.39	20.9%	122.43	10.5%	-73.5%	-51.5%
Tax Expenses	30.14	2.9%	63.04	5.9%	31.70	2.7%	52.2%	4.9%
Profit After Tax	29.27	2.8%	161.35	15.0%	90.73	7.8%	-81.8%	-67.7%



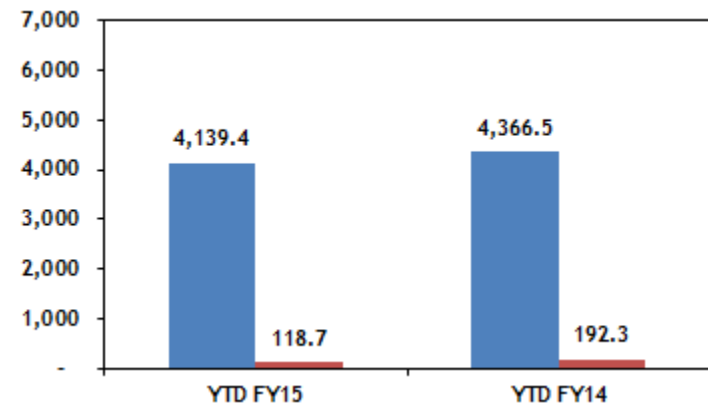
Performance Snapshot - FY15 - Consolidated

Consolidated Revenues (₹. Million)



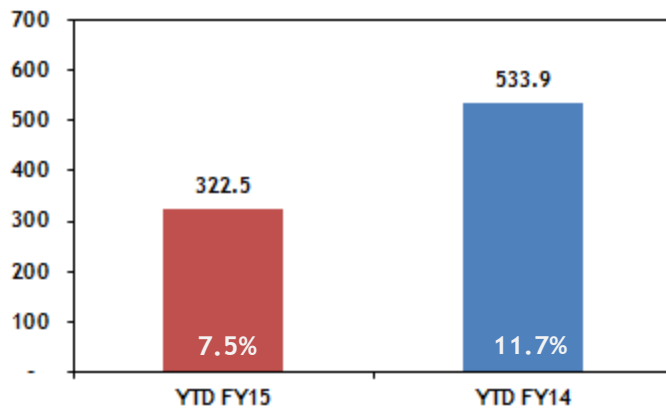
YoY Growth: -6.6%

Services - Products Revenue Mix (₹. Million)



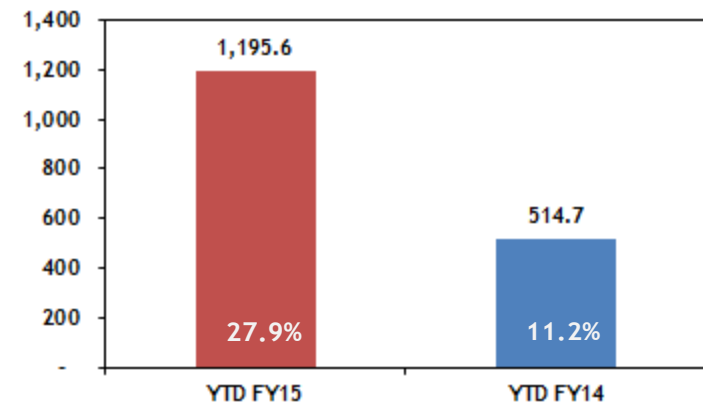
Services YoY: -5.2%
Products YoY: -38.2%

Consolidated EBITDA (₹. Million)



YoY Growth: -39.6%

Consolidated PAT *incl. exceptional item* (₹. Million)



YoY Growth: 132.3%

Income Statement Summary - YTD FY15 - Consolidated

(₹. Million)

	YTD FY15	%	YTD FY14	%	Growth over YTD FY14
Revenues	4,280.10	100.0%	4,580.29	100.0%	-6.6%
Cost of Revenue	3,191.57	74.6%	3,205.61	70.0%	0.4%
Gross Profit	1,088.53	25.4%	1,374.68	30.0%	-20.8%
SG&A	766.07	17.9%	840.80	18.4%	8.9%
EBITDA	322.46	7.5%	533.88	11.6%	-39.6%
Depreciation and amortisation expense	111.98	2.6%	125.42	2.7%	10.7%
EBIT	210.48	4.9%	408.46	8.9%	-48.5%
Other Income	219.38	5.1%	315.30	6.9%	-30.4%
Interest	1.39	0.0%	2.03	0.0%	31.5%
PBT	428.47	10.0%	721.73	15.8%	-40.6%
Exepectional Items	(1,733.33)	-40.5%			
PBT after exceptional items	2,161.80	50.5%	721.73	15.8%	199.5%
Taxes	966.16	22.6%	207.01	4.6%	-366.7%
PAT	1,195.64	27.9%	514.72	11.2%	132.3%



Segmental Results - YTD FY15 - Consolidated

(₹. Million)

	YTD FY15	YTD FY14	Growth over YTD FY14 (YoY)
Revenues	4,280.10	4,580.29	-6.6%
Services	4,139.42	4,366.49	-5.2%
Products	118.75	192.29	-38.2%
Automotive, Utilities and Industrial	21.93	21.51	2.0%
EBITDA	322.46	533.88	-39.6%
Services	350.95	592.95	-40.8%
Products	(10.41)	(52.01)	80.0%
Automotive, Utilities and Industrial	(18.08)	(7.06)	-156.1%
EBITDA %	7.5%	11.6%	
Services	8.5%	13.6%	
Products	-8.8%	-27.0%	
Automotive, Utilities and Industrial	-82.4%	-32.8%	
Depreciation and Amortization %	2.6%	2.7%	
Services	2.6%	2.8%	
Products	2.4%	1.4%	
Utilities and Industrial	0.7%	2.2%	
EBIT%	4.9%	8.9%	
Services	5.8%	10.8%	
Products	-11.2%	-28.4%	
Automotive, Utilities and Industrial	-83.1%	-35.0%	



Income Statement Summary - YTD FY15 - Consolidated

Nature wise

(₹. Million)

Particulars	YTD FY15	%	YTD FY14	%	Growth Over YTD FY14
Revenue from Operations	4,280.10	100.0%	4,580.29	100.0%	-6.6%
Other Income	219.38	5.1%	315.30	6.9%	-30.4%
Total Revenue	4,499.48	105.1%	4,895.59	106.9%	-8.1%
Employee benefit expense	3,150.03	73.6%	3,060.44	66.8%	-2.9%
Increase/(decrease) of work-in-progress, stores	17.78	0.4%	25.53	0.6%	30.4%
Other operational expense	789.84	18.5%	960.44	21.0%	17.8%
Depreciation and amortization expense	111.98	2.6%	125.42	2.7%	10.7%
Finance cost	1.39	0.0%	2.03	0.0%	31.5%
Total Expenses	4,071.01	95.1%	4,173.86	91.1%	2.5%
Profit/(loss) before tax	428.47	10.0%	721.73	15.8%	-40.6%
Exceptional items	(1,733.33)	-40.5%			
PBT after exceptional items	2,161.80	50.5%	721.73	15.8%	199.5%
Tax Expenses	966.16	22.6%	207.01	4.6%	-366.7%
Profit After Tax	1,195.64	27.9%	514.72	11.2%	132.3%



Balance Sheet Summary - Consolidated

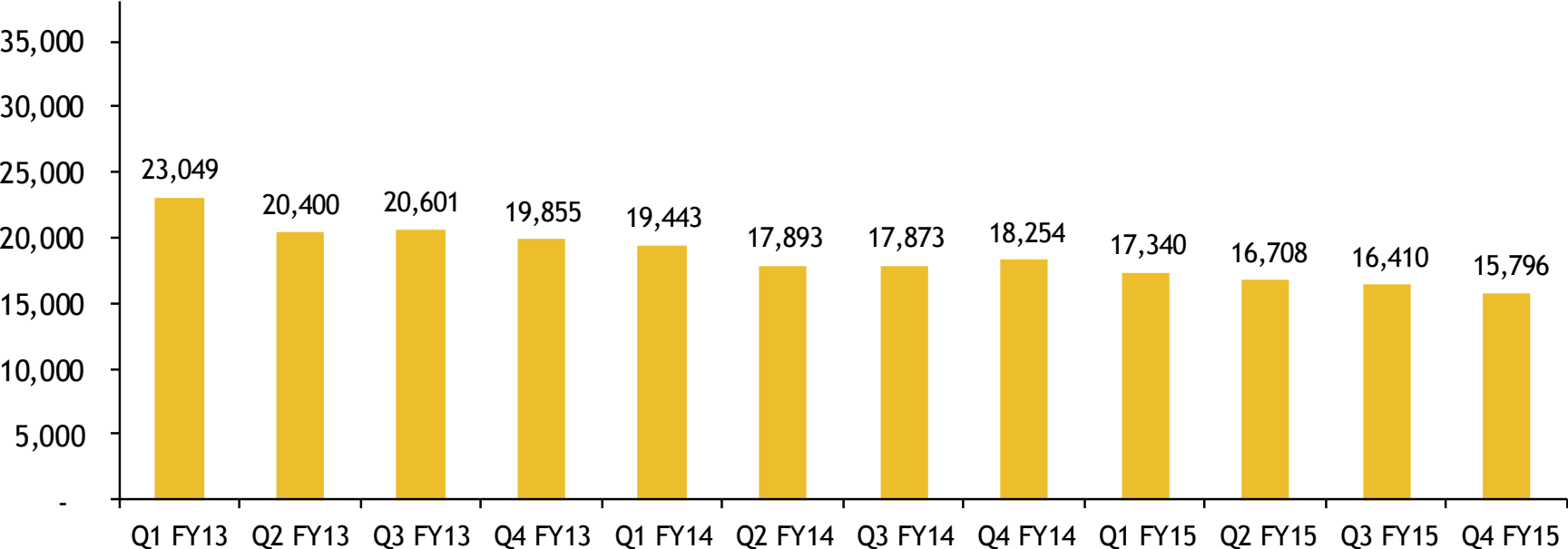
(₹. Million)

	March 31, 2015	%	March 31, 2014	%
EQUITY AND LIABILITIES				
Share Capital	213.45	3.8%	212.78	4.3%
Reserves and surplus	4,255.97	76.2%	3,826.96	76.9%
Money received against share warrants	-	0.0%	36.08	0.7%
Non-current liabilities	69.09	1.2%	77.10	1.5%
Current liabilities	1,050.98	18.8%	825.31	16.6%
Total	5,589.49	100.0%	4,978.23	100.0%
ASSETS				
<i>Non current assets</i>				
Fixed assets (net)	424.62	7.6%	1,268.61	25.5%
Non current investments	723.13	12.9%	299.55	6.0%
Deferred tax assets (net)	127.57	2.3%	111.77	2.3%
Other Non current assets	703.08	12.6%	580.07	11.7%
<i>Current assets</i>				
Current investments	1,228.38	22.0%	1,035.55	20.8%
Inventories	4.50	0.1%	20.94	0.4%
Trade receivables	699.29	12.5%	927.61	18.6%
Cash and bank balances	1,258.97	22.5%	340.63	6.8%
Other current assets	419.96	7.5%	393.50	7.9%
Total	5,589.49	100.0%	4,978.23	100.0%



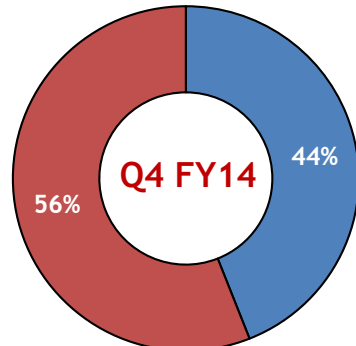
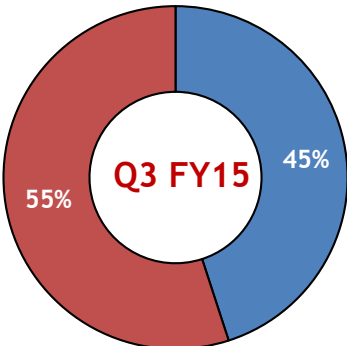
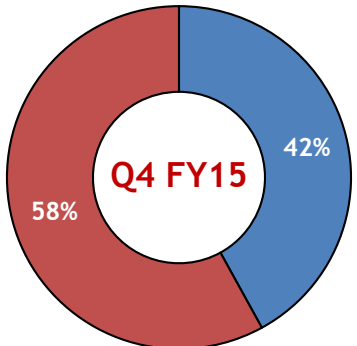
Revenue trend: Services (Consolidated)

(KUS\$)



Services Metrics

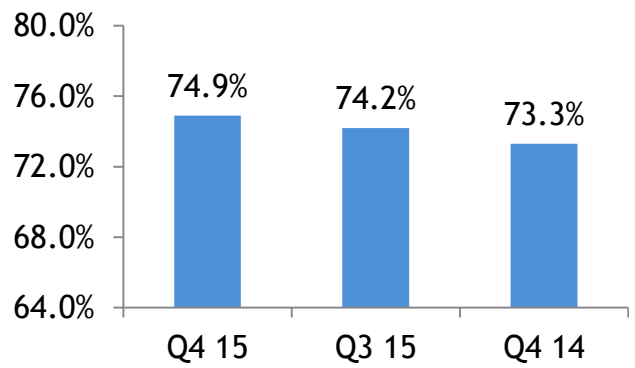
Services Revenue Mix - Delivery



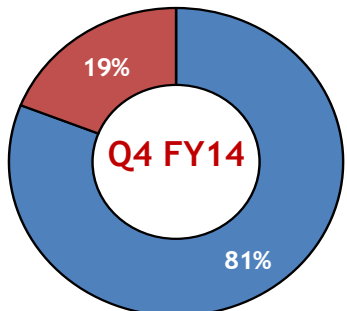
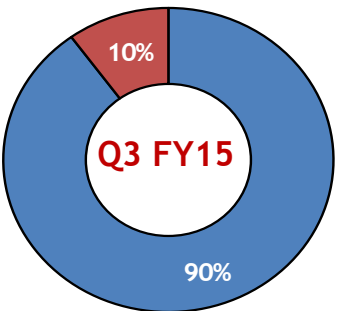
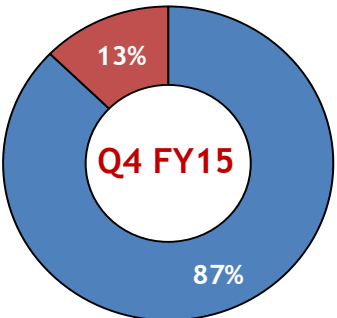
Offshore

Onsite

Services Utilization



Services Revenue Mix - Project Type



T&M

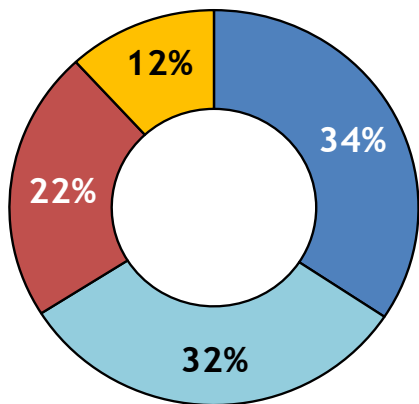
FPP

Note: Services Utilization rehased including Management numbers for Utilization calculations.

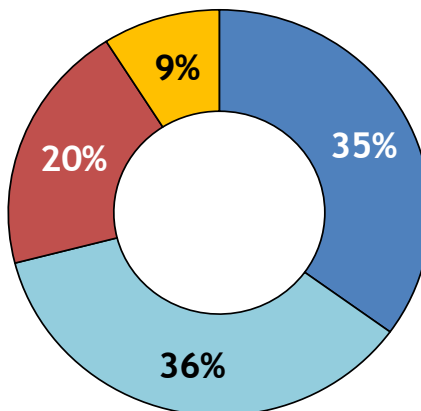


Geography Wise Revenue

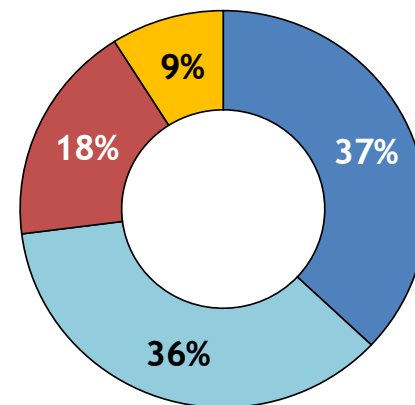
Q4 FY15



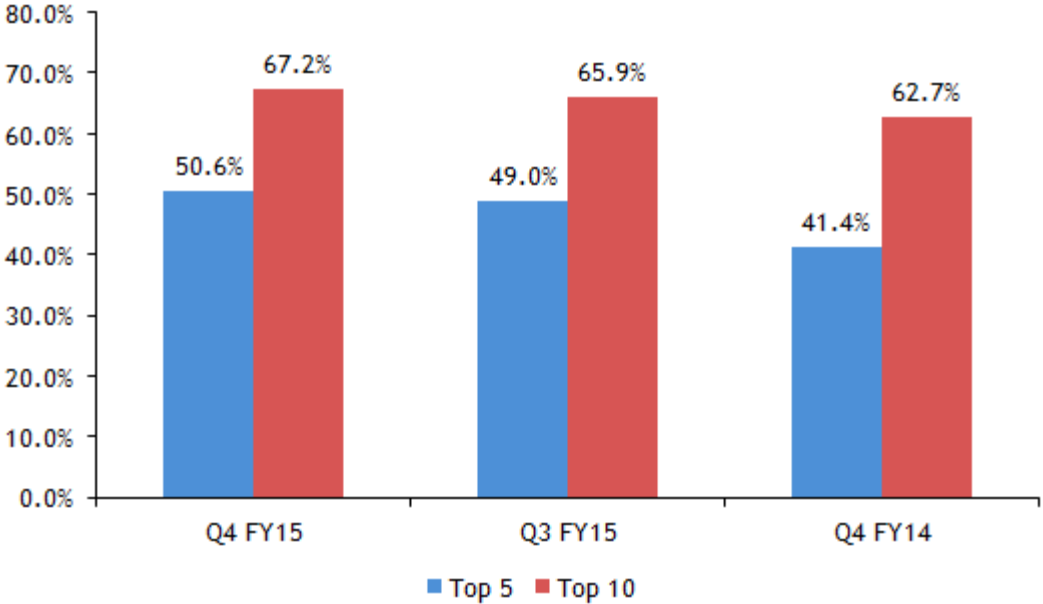
Q3 FY15



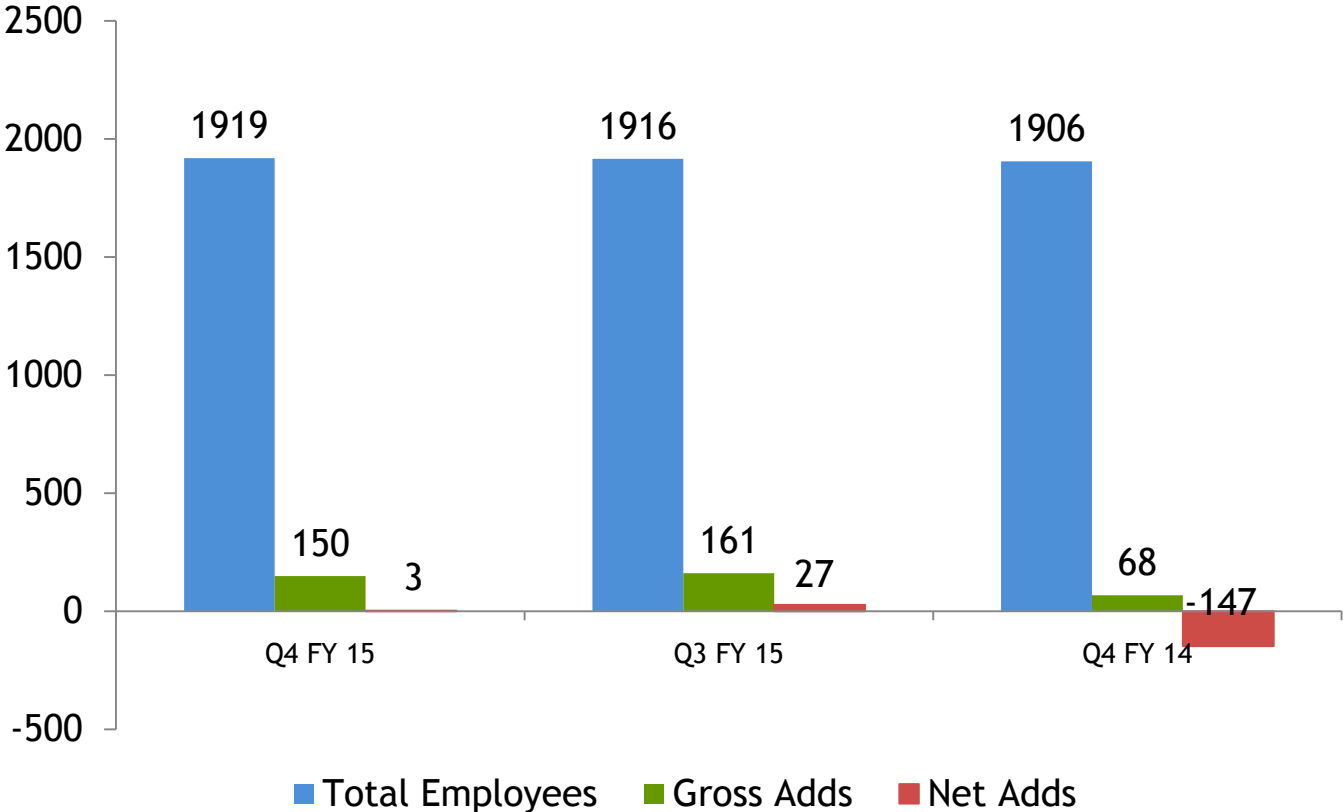
Q4 FY14



Customer Concentration



Human Resources Metrics



Attrition %	Q4 FY15	Q3 FY15	Q4 FY14
Attrition LTM %	23.8%	24.8%	30.3%
Annualised Attrition Quarterly %	25.0%	23.9%	27.5%



Thank You

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