

**Media Release - FOR IMMEDIATE RELEASE**

**Bangalore, 22 April 2016:** Sasken Communication Technologies Limited (BSE: 532663, NSE: SASKEN) today announced its consolidated results according to Indian GAAP for the quarter and year ended March 31, 2016.

“The performance on an annualized basis is encouraging and we have been able to post a smart growth in our services business. We believe this is a result of our sharp focus to expand our business to market adjacencies that leverages our expertise in product engineering. In addition, we continue to address opportunities in the physical to digital space and are encouraged by the market traction we are seeing.” Rajiv Mody, Chairman, Managing Director and CEO, Sasken Communication Technologies said.

“We expect the growth trajectory to continue in the coming fiscal and we will be enhancing our offering portfolio to achieve this. In addition, we will continue to relentlessly manage costs and work to improve our operating margins” added Mr. Mody.

**Performance Snapshot for the Quarter: Q4 FY 16**

- Consolidated Revenues for Q4 FY 16 at ₹ 119.82 Crore
  - Down 5.1 % over the previous quarter
  - Up 14.8 % YoY from Q4 FY 15
- Consolidated EBIDTA for Q4 FY 16 at ₹ 9.53 Crore
  - Down 36.4 % sequentially over the previous quarter
  - Up 120.4 % YoY from Q4 FY 15
- Consolidated PAT for Q4 FY 16 at ₹ 174.64 Crore
  - Up 1451.8 % sequentially over the previous quarter
  - Up 5866.4 % YoY from Q4 FY 15
  - PAT Margins for the quarter at 145.7 %

**Performance Snapshot for the Financial Year 2016**

- Consolidated Revenues for FY 16 at ₹. 483.17 Crore
  - Up 12.9 % YoY from FY 15
- Consolidated EBIDTA for FY 16 at ₹. 47.17 Crore
  - Up 46.3 % from FY 15
  - Consolidated EBIDTA Margins at 9.8 %
- Consolidated PAT for FY 16 at ₹. 206.29 Crore
  - UP 72.5 % from FY 15
  - PAT Margins are 42.7% for the year

**Key Business metrics for the Quarter: Q4 FY 16**

- Software services revenues for Q4 FY 16 at ₹ 115.79 Crore
  - Down 3.7 % sequentially over the previous quarter
  - Up 15.0 % YoY from Q4 FY 15
- Products group revenues for Q4 FY 16 at ₹ 3.18 Crore
  - Down 39.8 % sequentially over the previous quarter
  - Up 4.0 % YoY from Q4 FY 15
- Consolidated EBIDTA margins were at 8.0 %.
  - Services EBIDTA margins were at 10.8 %
  - Products EBIDTA margins were at (86.7) %
- Revenue contribution from
  - the Top five customers stood at 47.3 % and
  - from Top 10 customers at 66.2 %



- Consolidated EPS was ₹ 2.20 for the quarter before exceptional items, and Rs.98.55 for the quarter including the exceptional items.
- Added 12 new customers during the quarter taking the total number of active customers to 134

#### **Key Business metrics for the Financial Year 2016**

- Software services revenues for FY 16 at ₹ 460.06 Crore
  - Up 11.1 % YoY from Q4 FY 15
- Products group revenues for FY 16 at ₹ 20.07 Crore
  - Up 69.1 % YoY from Q4 FY 15
- Consolidated EBIDTA margins were at 9.8 %.
  - Services EBIDTA margins were at 10.8 %
  - Products EBIDTA margins were at (12.5) %
- For the year, Consolidated EPS before exceptional items was at Rs.18.46 and Rs.107.14 including the exceptional items.

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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