

BSE Limited

Dept. of Corporate Services - CRD

Pheeroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001

National Stock Exchange of India Limited Exchange Plaza, C-1, Block-G, Bandra Kurla Complex, Bandra (East) Mumbai – 400 051

By web upload

Dear Sirs,

Sub: Outcome of the Board Meeting held today from 11.00 a.m. to 1.40 p.m.

Ref: Scrip Code 532663 / SASKEN

Financials

We are enclosing herewith the audited financial results (both consolidated and standalone) of the Company for the quarter ended June 30, 2020 as taken on record at the Board Meeting held today.

Please also find enclosed a copy of each of the following documents:

- Auditor's Report on (a) standalone and (b) consolidated financial results as per Regulation 33 of the SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015 (Listing Regulations).
- Media release being issued on this occasion.
- ➤ Communication to Analysts on Sasken's Business Performance.

As provided under Regulation 47(1) (b) of the Listing Regulations, we will be publishing the extract of the audited consolidated financial results in the newspaper. The full format of the Financial Results will be made available on the Company's website (www.sasken.com). We will be uploading the Financial Results on the Stock Exchanges website: BSE Limited (www.bseindia.com) and National Stock Exchange of India Limited (www.nseindia.com).

Kindly take the same on record and disseminate this information to the public.

Thanking you,

Yours faithfully, For Sasken Technologies Limited

S. Prasad

Associate Vice President & Company Secretary

Encl.: as above Sasken Technologies Limited

(Formerly Sasken Communication Technologies Ltd.)
139 / 25, Ring Road,

Domlur, Bengaluru 560 071, India CIN - L72100KA1989PLC014226 **T** +91 80 6694 3000 **F** +91 80 2535 1133

E info@sasken.com www.sasken.com





Chartered Accountants

Floor 6, No. 5, Prestige Khoday Tower Raj Bhayan Road Bengaluru 560001, INDIA Tei: +91 80 6815 0000

Independent Auditor's Report on Quarterly Consolidated Financial Results pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015

To the Board of Directors of Sasken Technologies Limited

Report on the Audit of Consolidated Financial Results

Opinion

We have audited the accompanying consolidated financial results of Sasken Technologies Limited (hereinafter referred to as the 'Holding Company') and its subsidiaries (Holding Company and its subsidiaries together referred to as the "the Group"), for the quarter ended June 30, 2020 ('the Statement'), attached herewith, being submitted by the Holding Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended ('Listing Regulations').

In our opinion and to the best of our information and according to the explanations given to us, the aforesaid Statement:

(i) includes the results of the following entities:

Sr. No	Name of the Entity	Relationship with the Holding Company
1	Sasken Communication Technologies (Shanghai) Co. Ltd. ('Sasken China')	Subsidiary
2	Sasken Communication Technologies Mexico S.A. de C.V ('Sasken Mexico')	Subsidiary
3	Sasken Finland Oy. ('Sasken Finland')	Subsidiary
4	Sasken Inc. ('Sasken USA')	Subsidiary
5	Sasken Foundation	Controlled trust
6	Sasken Employees Welfare Trust	Controlled trust

- (ii) is presented in accordance with the requirements of Regulation 33 of the Listing Regulations in this regard; and
- (iii) gives a true and fair view in conformity with the recognition and measurement principles laid down in the Indian Accounting Standards 34 "Interim Financial Reporting" (Ind AS 34) prescribed under Section 133 of the Companies Act, 2013 ("the Act") read with relevant rules issued thereunder and other accounting principles generally accepted in India, of the net profit and other comprehensive income and other financial information of the Group for the quarter ended June 30, 2020

Head Office: Floor 3, Enterprise Centre, Nehru Road, Near Domestic Airport, Vite Parte (E), Mumbai 400099, iNDIA, Tel: +91 22 3358 9800 Regd. No. 105047W.] Ahmedabad | Bengaluru | Chennai | Goa | Gurugram | Hyderabad | Kochi | Kolkata | Mumbai | Pune www.mska.jn



Basis for Opinion

We conducted our audit in accordance with the Standards on Auditing (SAs) specified under section 143(10) of the Act. Our responsibilities under those Standards are further described in the Auditor's Responsibilities for the Audit of the Consolidated Financial Results section of our report. We are independent of the Group in accordance with the Code of Ethics issued by the Institute of Chartered Accountants of India ("ICAI") together with the ethical requirements that are relevant to our audit of the Consolidated Financial Results under the provisions of the Act and the Rules thereunder, and we have fulfilled our other ethical responsibilities in accordance with these requirements and ICAI's Code of Ethics.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion on the Statement.

Board of Directors' Responsibilities for the Consolidated Financial Results

This Statement has been prepared on the basis of the interim condensed consolidated financial statements. The Holding Company's Board of Directors are responsible for the preparation and presentation of this Statement that give a true and fair view of the net profit and other comprehensive income and other financial information of the Group in accordance with the recognition and measurement principles laid down in Ind AS 34 'Interim Financial Reporting', prescribed under Section 133 of the Act, read with relevant rules issued thereunder and other recognized accounting principles generally accepted in India and in compliance with Regulation 33 of the Listing Regulations. The respective Board of Directors of the companies included in the Group are responsible for maintenance of adequate accounting records in accordance with the provisions of the Act for safeguarding of the assets of the Group and for preventing and detecting frauds and other irregularities; selection and application of appropriate accounting policies; making judgments and estimates that are reasonable and prudent; and the design, implementation and maintenance of adequate internal financial controls, that were operating effectively for ensuring accuracy and completeness of the accounting records, relevant to the preparation and presentation of the Statement that give a true and fair view and are free from material misstatement, whether due to fraud or error, which have been used for the purpose of preparation of the Statement by the Directors of the Holding Company, as aforesaid.

In preparing the Statement, the respective Board of Directors of the companies included in the Group are responsible for assessing the ability of the Group to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the respective Board of Directors either intends to liquidate the Group or to cease operations, or has no realistic alternative but to do so.

The respective Board of Directors of the companies included in the Group are responsible for overseeing the financial reporting process of the Group.





Auditor's Responsibilities for the Audit of the Consolidated Financial Results

Our objectives are to obtain reasonable assurance about whether the consolidated financial results as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with SAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of this Statement.

As part of an audit in accordance with SAs, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the Statement, whether due to
 fraud or error, design and perform audit procedures responsive to those risks, and obtain
 audit evidence that is sufficient and appropriate to provide a basis for our opinion. The
 risk of not detecting a material misstatement resulting from fraud is higher than for one
 resulting from error, as fraud may involve collusion, forgery, intentional omissions,
 misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit
 procedures that are appropriate in the circumstances, but not for the purpose of
 expressing an opinion on the effectiveness of the company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the Board of Directors.
- Conclude on the appropriateness of the Board of Directors use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the ability of the Group to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the Statement or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Group to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the Statement, including the
 disclosures, and whether the Statement represent the underlying transactions and events
 in a manner that achieves fair presentation.
- Obtain sufficient appropriate audit evidence regarding the financial results of the entities
 within the Group to express an opinion on the Statement. We are responsible for the
 direction, supervision and performance of the audit of financial information of such
 entities included in the Statement of which we are the independent auditors. We remain
 solely responsible for our audit opinion.



We communicate with those charged with governance of the Holding Company and such other entities included in the Statement of which we are the independent auditors regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

Other Matter

The Statement includes results of the Group for the quarter and year ended March 31, 2020 and quarter ended June 30, 2019, which were audited by another auditor whose report dated April 27, 2020 and July 18, 2019 respectively, expressed an unmodified opinion on those statements.

Our opinion is not modified in respect of this matter.

For MSKA & Associates Chartered Accountants

ICAl Firm Registration No.105047W

Debastin Des fupta

Debashis Dasgupta

Partner

Membership No.: 053681 UDIN: 20053681AAAAAF9624

Date: July 29, 2020 Place: Bengaluru

AUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER ENDED JUNE 30, 2020

			Quarter ended		Year ended
SI. No.	Particulars	June 30, 2020	March 31, 2020	June 30, 2019	March 31, 2020
1	Revenue from operations	11,306.19	11,285.25	13,465.72	49,222.22
П	Other income	892.15	(267.05)	1,147.65	3,574.89
III	Total income (I+II)	12,198.34	11,018.20	14,613.37	52,797.11
IV	EXPENSES				
~~~	Employee benefits expense	6,693.56	7,421.70	8,758.85	32,166.65
	Finance costs	6.46	16.54	15.78	70.50
	Depreciation and amortization expense	294.56	293.83	251.99	1,115.87
	Other expenses	1,366.78	1,663.70	2,242.81	8,247.50
	Total expenses (IV)	8,361.36	9,395.77	11,269.43	41,600.52
٧	Profit before tax (III-IV)	3,836.98	1,622.43	3,343.94	11,196.59
VI	Tax expense:	1,009.28	677.54	1,025.73	3,313.84
	(1) Current tax	892.25	1,172.09	980.77	3,867.47
	(2) Deferred tax	117.03	(494.55)	44.96	(553.63
VII	Profit after tax (V-VI)	2,827.70	944.89	2,318.21	7,882.75
VIII	Other comprehensive income	528.44	(1,242.93)	71.84	(1,972.27
	A (i) Items that will not be reclassified to profit or loss- remeasurement gain on defined benefit plans	253.01	(927.53)	36.11	(1,073.52)
	(ii) Income tax relating to items that will not be reclassified to profit or loss	(63.68)	228.45	(12.62)	279.46
	B (i) Items that will be reclassified to profit or loss- Net change in fair value of forward contracts designated as cash flows hedges	440.14	(1,035.58)	111.32	(1,820.15)
	Exchange differences in translating financial statements of foreign operations	12.34	212.93	(23.80)	89.13
	(ii) Income tax relating to items that will be reclassified to profit or loss	(113.37)	278.80	(39.17)	552.81
IX	Total comprehensive income for the period (VII+VIII) (comprising profit and other comprehensive income for the period)	3,356.14	(298.04)	2,390.05	5,910.48
Χ	Paid up equity share capital (face value: Rs 10 per share)	1,505.09	1,505.09	1,711.01	1,505.09
XI	Other equity				46,040.84
XII	Earnings per equity share				
	(1) Basic	18.83	6.29	13.60	48.57
	(2) Diluted	18.83	6.29	13.60	48.57

#### NOTES:

The audited consolidated financial results for the quarter ended June 30, 2020, have been
prepared in accordance with the Indian Accounting Standards ("Ind AS") 34, Interim Financial
Reporting under section 133 of the Companies Act, 2013 read with relevant rules issued
thereunder, as amended, have been approved by the Board of Directors of the Company at its
meeting held on July 29, 2020. The statutory auditors have expressed an unqualified opinion on
these standalone financial results.

## 2. Segment Reporting

The Chairman and Managing Director of the Company has been identified as the Chief Operating Decision Maker (CODM) as defined by Ind AS 108, "Operating Segments". The Company operates in one segment only i.e. "Software Services". The CODM evaluates performance of the Company based on revenue and operating income from "Software Services". Accordingly, segment information has not been separately disclosed.

For Sasken/Technologies Ltd.

Rajiv Mody Chairman and Managing Director DIN: 0092037

Place: Bengaluru Date: July 29, 2020



Floor 6, No. 5, Prestige Khoday Tower Raj Bhavan Road Bengaluru 560001, INDIA Tel: +91 80 6815 0000

Independent Auditor's Report on Quarterly Standalone Financial Results pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015

To the Board of Directors of Sasken Technologies Limited

Report on the Audit of Standalone Financial Results

#### Opinion

We have audited the accompanying standalone quarterly financial results of Sasken Technologies Limited ('the Company') for the quarter ended June 30, 2020 ('the Statement'), attached herewith, being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended ('Listing Regulations').

In our opinion and to the best of our information and according to the explanations given to us, the aforesaid Statement:

- (i) is presented in accordance with the requirements of Regulation 33 of the Listing Regulations in this regard; and
- (ii) give a true and fair view in conformity with the recognition and measurement principles laid down in the Indian Accounting Standards 34 "Interim Financial Reporting" (Ind AS 34) prescribed under Section 133 of the Companies Act, 2013 ("the Act") read with relevant rules issued thereunder and other accounting principles generally accepted in India, of the net profit and other comprehensive income and other financial information of the Company for the quarter ended June 30, 2020.

#### **Basis for Opinion**

We conducted our audit in accordance with the Standards on Auditing (SAs) specified under section 143(10) of the Act. Our responsibilities under those Standards are further described in the Auditor's Responsibilities for the Audit of the Standalone Financial Results section of our report. We are independent of the Company in accordance with the Code of Ethics issued by the Institute of Chartered Accountants of India ("ICAI") together with the ethical requirements that are relevant to our audit of the standalone financial results under the provisions of the Act and the Rules thereunder, and we have fulfilled our other ethical responsibilities in accordance with these requirements and Code of Ethics.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion on the Statement.

### Board of Directors' Responsibilities for the Standalone Financial Results

This Statement has been prepared on the basis of the interim condensed standalone financial statements. The Company's Board of Directors are responsible for the preparation and presentation of this Statement that give a true and fair view of the net profit and other comprehensive income in accordance with the recognition and measurement principles laid down

Head Office: Floor 3, Enterprise Centre, Nehru Road, Near Domestic Airport, Vile Parte (E), Mumbai 400099, INDIA, Tel: +91 22 3358 9800 Regd. No. 105047W | Ahmedabad | Bengaluru | Chennai | Goa | Gurugram | Hyderabad | Kochi | Kolkata | Mumbai | Pune www.mska.in



in Ind AS 34 'Interim Financial Reporting', prescribed under Section 133 of the Act, read with relevant rules issued thereunder and other recognized accounting principles generally accepted in India and in compliance with Regulation 33 of the Listing Regulations. The Board of Directors of the Company are responsible for maintenance of adequate accounting records in accordance with the provisions of the Act for safeguarding of the assets of the Company and for preventing and detecting frauds and other irregularities; selection and application of appropriate accounting policies; making judgments and estimates that are reasonable and prudent; and the design implementation and maintenance of adequate internal financial controls, that were operating effectively for ensuring accuracy and completeness of the accounting records, relevant to the preparation and presentation of the Statement that give a true and fair view and are free from material misstatement, whether due to fraud or error, which have been used for the purpose of preparation of the Statement by the Directors of the Company, as aforesaid.

in preparing the Statement, the Board of Directors of the Company are responsible for assessing the ability of the Company to continue as a going concern, disclosing, as applicable; matters related to going concern and using the going concern basis of accounting unless the Board of Directors either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

The Board of Directors of the Company are responsible for overseeing the financial reporting process of the Company.

## Auditor's Responsibilities for the Audit of the Standalone Financial Results

Our objectives are to obtain reasonable assurance about whether the standalone financial results as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with SAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these standalone financial results.

As part of an audit in accordance with SAs, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the standaione financial results, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit
  procedures that are appropriate in the circumstances, but not for the purpose of
  expressing an opinion on the effectiveness of the Company's Internal Control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the Board of Directors.





- Conclude on the appropriateness of the Board of Directors use of the going concern basis
  of accounting and, based on the audit evidence obtained, whether a material uncertainty
  exists related to events or conditions that may cast significant doubt on the ability of the
  Company to continue as a going concern. If we conclude that a material uncertainty exists,
  we are required to draw attention in our auditor's report to the related disclosures in the
  Statement or, if such disclosures are inadequate, to modify our opinion. Our conclusions
  are based on the audit evidence obtained up to the date of our auditor's report. However,
  future events or conditions may cause the Company to cease to continue as a going
  concern.
- Evaluate the overall presentation, structure and content of the Statement, including the
  disclosures, and whether the standalone financial results represent the underlying
  transactions and events in a manner that achieves fair presentation.

We communicate with those charged with governance of the Company of which we are the independent auditors regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

### Other Matter

The statement includes results of the Company for the quarter and year ended March 31, 2020 and quarter ended June 30, 2019, which were audited by another auditor whose report dated April 27, 2020 and July 18, 2019 respectively, expressed an unmodified opinion on those statements. Our opinion is not modified in respect of this matter.

For MSKA & Associates Chartered Accountants

ICAI Firm Registration No. 105047W

**Debashis Dasgupta** 

Partner

Membership No.: 053681 UDIN: 20053681AAAAAE4729

Date: July 29, 2020 Place: Bengaluru

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139/25, Ring Road, Domlur, Bengaluru - 560 071

# AUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER ENDED JUNE 30, 2020

			Quarter ended		Year ended
SI. No.	Particulars	June 30, 2020	March 31, 2020	June 30, 2019	March 31, 2020
1	Revenue from operations	9,978.86	9,695.50	11,060.31	41,670.76
Ш	Other income	915.52	(40.67)	1,093.06	3,924.18
III	Total income (I+II)	10,894.38	9,654.83	12,153.37	45,594.94
IV	EXPENSES				
	Employee benefits expense	5,831.29	6,299.77	7,190.10	26,824.59
	Finance costs	7.52	14.48	13.82	62.49
	Depreciation and amortization expense	260.51	262.23	221.84	993.91
	Other expenses	949.58	1,330.48	1,657.44	6,136.96
	Total expenses (IV)	7,048.90	7,906.96	9,083.20	34,017.95
٧	Profit before tax (III-IV)	3,845.48	1,747.87	3,070.17	11,576.99
VI	Tax expense:	991.88	696.52	968.68	3,345.93
	(1) Current tax	888.46	1,170.23	951.68	3,864.21
	(2) Deferred tax	103.42	(473.71)	17.00	(518.28)
VII	Profit after tax (V-VI)	2,853.60	1,051.35	2,101.49	8,231.06
VIII	Other comprehensive income	516.10	(1,455.86)	95.64	(2,061.39)
	A (i) Items that will not be reclassified to profit or loss- remeasurement gain on defined benefit plans	253.01	(927.53)	36.11	(1,073.52)
	(ii) Income tax relating to items that will not be reclassified to profit or loss	(63.68)	228.45	(12.62)	279.47
	B (i) Items that will be reclassified to profit or loss- Net change in fair value of forward contracts designated as cash flows hedges	440.14	(1,035.58)	111.32	(1,820.15)
	(ii) Income tax relating to items that will be reclassified to profit or loss	(113.37)	278.80	(39.17)	552.81
IX	Total comprehensive income for the period (VII+VIII) (comprising profit and other comprehensive income for the period)	3,369.70	(404.51)	2,197.13	6,169.67
Х	Paid up equity share capital (face value: Rs 10 per share)	1,505.09	1,505.09	1,711.01	1,505.09
XI	Other equity				46,434.70
XII	Earnings per equity share	100000000000000000000000000000000000000			
	(1) Basic	18.96	6.99	12.28	51.41
	(2) Diluted	18.96	6.99	12.28	51.41



#### NOTES:

The audited standalone financial results for the quarter ended June 30, 2020, have been
prepared in accordance with the Indian Accounting Standards ("Ind AS") 34, Interim Financial
Reporting under section 133 of the Companies Act, 2013 read with relevant rules issued
thereunder as amended, have been approved by the Board of Directors of the Company at its
meeting held on July 29, 2020. The statutory auditors have expressed an unqualified opinion on
these standalone financial results.

## 2. Segment Reporting

Place: Bengaluru

Date: July 29, 2020

The Chairman and Managing Director of the Company has been identified as the Chief Operating Decision Maker (CODM) as defined by Ind AS 108, "Operating Segments". The Company operates in one segment only i.e. "Software Services". The CODM evaluates performance of the Company based on revenue and operating income from "Software Services". Accordingly, segment information has not been separately disclosed.

For Sasken Technologies Ltd.

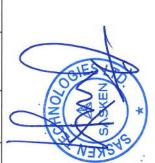
Rajiv C Mody

Chairman and Managing Director

DIN: 0092037



	01 FY 21	04 FY 20	03 FY 20	02 FY 20	01 FY 20	04 FY 19	03 FY 19	02 EY 19	01 FY 19	04 FV 18	03 EV 18	02 EV 18	01 EV 18	04 EV 17
					,				,	:		}		,
Employee Metrics														
Employees, period end														
Total Employees (Consolidated)	1,520	1,554	1,628	1,734	1,802	1,833	1,780	1,781	1,812	1,867	1,913	2,018	1,959	1,963
Engineering	1,319	1,349	1,402	1,495	1,572	1,600	1,552	1,552	1,580	1,637	1,685	1,785	1,729	1,728
Corporate	201	205	226	239	230	233	228	525	232	230	228	233	230	235
Hiring Metrics														
Gross Adds	4	69	58	96	137	213	148	137	96	124	130		154	131
Net Adds	(34)	(74)	(106)	(89)	(31)	53	(1)	(31)	(55)	(46)	(105)	59	(4)	(13)
Attrition % Annualized (Based on Voluntary attrition only)	18.5%	29.4%	24.0%	22.0%	24.0%	30.3%	29.4%	30.7%	25.2%	22.7%	21.6%	15.7%	21.3%	17.7%
Attrition % LTM (Based on Voluntary attrition only)	25.1%	25.1%	26.0%	27.0%	29.0%	28.2%	26.6%	24.6%	21.6%	21.0%	19.5%			21.0%
Revenue by geography - Consolidated (In %)														
North America	41%	39%	41%	40%	40%	43%	39%	36%	36%	36%	40%			32%
EMEA	19%	22%	20%	22%	20%	21%	23%	24%	23%	25%	23%	25%	0.000	34%
India	27%	798	25%	22%	27%	24%	27%	31%	30%	28%	30%			26%
APAC	13%	13%	14%	16%	13%	12%	11%	%6	%0	80	7%		7%	%8
Client Concentration (In %)														
Top 5 client contribution to revenues	43.0%	39.0%	39.0%	41.0%	49.8%	56.3%	52.2%	55.4%	52.1%	52.5%	43.3%	42.7%	43.5%	44.1%
Top 10 client contribution to revenues	63.0%	60.0%	58.0%	29.0%	%6.59	70.1%	68.8%	71.3%	70.4%	72.0%	64.0%	64.5%	64.4%	63.1%
Relationships with Customers (TTM)														
\$1M + clients	15	17	18	13	10	1	Ξ	10	10	12	. 12	10	11	7
\$3M + clients	4	3	3	3	4	5	5	5	9	9	9	9	9	9
\$10M + clients	•	-	~	-	-	-	-	_	-	-	-	-	•	-
Utilization, including trainees (In %)*	73.9%	74.8%	74.1%	72.3%	76.4%	75.7%	76.4%	77.5%	81.4%	80.4%	80.0%	77.2%	29.6%	78.6%
Revenue Split (In ₹ Million)														
Onsite	295	330	359	331	423	495	400	309	464	465	467	403	411	401
Offshore	835	798	831	926	923	860	814	821	849	823	852	845	292	776
Revenue by Project Type (In ₹ Million)														
Time and Material (including compensation)	808	814	799	812	793	743	743	764	785	811	880	874	844	826
Fixed Price	321	315	391	446	554	612	471	367	258	476	439	374	332	351



Sasken Technologies Ltd. Consolidated Key Metrics



#### Media Release – FOR IMMEDIATE RELEASE

Bengaluru, July 29, 2020: Sasken Technologies (BSE: 532663, NSE: SASKEN) today announced its consolidated results as per Ind AS for the quarter ended June 30, 2020.

Rajiv C Mody, Chairman, Managing Director & CEO, Sasken Technologies Limited remarked: The advent of the COVID 19 pandemic is softening demand and may result in our customers reducing the volume of business they outsource to companies like ours till the macro environment stabilizes. As of date, it is not possible to ascertain when the geographies in which our customers are situated would return to normalcy. We have put in place business continuity measures and approximately 95% of our employee work from home. We have institutionalized measures to protect our customer's and our data via a robust IT and infosec risk assessment mechanisms.

We are doing the best to pursue and execute business opportunities from our enviable list of customers. Our leadership team evaluates the situation and suggests actionable steps to help us navigate the uncertain environment in which we operate. We are confident of tiding over this situation and hope to emerge stronger once this pandemic dissipates.

## Performance Snapshot for the Quarter: Q1 FY 21

- Consolidated Revenues for Q1 FY 21 at ₹ 113.06 Crore
  - Up 0.2 % sequentially over the previous quarter
  - o Down 16.0 % YoY from Q1 FY 20
- Consolidated EBIT for Q1 FY 21 at ₹ 29.51 Crore
  - Up 54.8 % sequentially over the previous quarter
  - Up 33.4 % YoY from Q1 FY 20
- Consolidated PAT for Q1 FY 21 at ₹ 28.28 Crore
  - Up 199.2 % sequentially over the previous quarter
  - o Up 22.0 % YoY from Q1 FY 20
  - o PAT Margins for the quarter at 25.0 %

#### Key Business metrics for the Quarter: Q1 FY 21

- Software services revenues for Q1 FY 21 at ₹ 113.06 Crore
  - Up 0.2 % sequentially over the previous quarter
- Down 16.0 % YoY from Q1 FY 20
- Consolidated EBIT margins were at 26.1 %.
- Revenue contribution from
  - The Top five customers stood at 43.0 % and
  - o From Top 10 customers at 63.0 %
- Consolidated EPS was at ₹ 18.83 for the quarter
- Added 4 new customers during the quarter taking the total number of active customers to 87

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 <a href="https://www.sasken.com">www.sasken.com</a>

## About Sasken:

Sasken is a specialist in Product Engineering and Digital Transformation providing concept-to-market, chip-to-cognition R&D services to global leaders in Semiconductor, Automotive, Industrials, Consumer Electronics, Enterprise Devices, SatCom, and Transportation industries. For over 30 years and with multiple patents, Sasken has transformed the businesses of 100+ Fortune 500 companies, powering more than a billion devices through its services and IP.



# **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: Swami Krishnan

**VP Marketing and Communications** 

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## Dear Analyst,

It is my pleasure to highlight the business performance of the Sasken Group for the first quarter of FY 2020-21, ending June 30, 2020.

We must point out that certain statements made here or those we make subsequently in response to your queries concerning our future growth prospects are forward-looking statements. Please read the Safe Harbor clause in the second slide of *our presentation* for full details

Let me begin by walking you through our financials for Q1 Fiscal 2021. In Q1 FY 2020-21, the consolidated revenues for the Sasken Group were up over the previous quarter to ₹113.06 crores. Consolidated Earnings before Interest and Taxes for Q1 fiscal '21 were ₹29.51 crores, an increase of 54.8% sequentially. Consolidated PAT for Q1 fiscal '21 was at ₹ 28.28 crores, up by 199.2% over the previous quarter. PAT margins for Q1 fiscal '21 were 25%. Consolidated earnings per share, was ₹18.83 for the quarter. Cash and cash equivalents were approximately ₹366.98 crores as of June 30, 2020.

### People

On the people front, the headcount for the Sasken Group stood at 1,520 as of June 30, 2020. The attrition currently stands at 25.05% for trailing twelve months. We continue to take all actions under our control to attract, retain, and nurture our talent pool.

Utilization for the quarter averaged 73.9 %

## Customers

We have successfully added 4 new customers during the quarter, taking the total number of active customers to 87.

## **Business highlights**

We continue to navigate the challenging business environment arising from the global pandemic. Our performance in Q1 is reasonably close to our expectations, which has been revised to reflect the uncertainty seen in the market. It is likely that we will face headwinds in the second half of the year. We are closely monitoring the situation to ameliorate any negative impact.

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In the industrials space, we are providing product enhancements for a manufacturer of industrial machinery. Our engagement with a market leader in the enterprise device segment has expanded to include security management and software upgrades for Android devices. In the semiconductor segment, we are augmenting existing engagements on platforms with application in the automotive and consumer electronic spheres. In addition, we have commenced work with a Japanese automotive Tier-1 providing 5G network access support for their V2X platform.

# **Operational Management**

Given the volatility in the business environment, we rigorously monitor our performance on both revenue and cost fronts. We continue to monitor and manage our operational expenses, especially the largest component which is our people cost. These actions endeavour to keep our costs in in line with business needs. In addition, we have made a judicious choice to optimise space and other associated costs, as working from home is likely to be the norm in the medium term.

My team and I are grateful for the trust reposed in us and wish to assure you of our commitment to

Rajiv C Mody

Chairman, Managing Director, and CEO

Sasken Technologies Limited

Extract of audited consolidated financial results of Sasken and its subsidiaries for the quarter ended June 30, 2020

(Rs. In lakhs)

Sl.No.	Particulars	Quarter ended June 30, 2020	Quarter ended March 31, 2020	Quarter ended June 30, 2019	Year ended March 31, 2020
1	Total income from operations	12,198.34	11,018.20	14,613.37	52,797.11
2	Net profit for the period (before tax)	3,836.98	1,622.43	3,343.94	11,196.59
3	Net profit for the period after tax	2,827.70	944.89	2,318.21	7,882.75
4	Total comprehensive income for the period [comprising profit for the period (after tax) and other comprehensive income (after tax)]	3,356.14	(298.04)	2,390.05	5,910.48
5	Paid up equity share capital	1,505.09	1,505.09	1,711.01	1,505.09
6	Reserves (excluding revaluation reserve) as shown in the audited balance sheet of FY20		-	2	46,040.84
7	Earnings Per Share (of Rs. 10/- each)				
	1. Basic:	18.83	6.29	13.60	48.57
	2. Diluted:	18.83	6.29	13.60	48.57
8	Total income *	10,894.38	9,654.83	12,153.37	45,594.94
9	Profit before tax *	3,845.48	1,747.87	3,070.17	11,576.99
10	Profit after tax *	2,853.60	1,051.35	2,101.49	8,231.06

^{*} information pertains to Sasken Technologies Limited on a standalone basis.

#### Note:

The above is an extract of the detailed format of Quarterly Financial Results filed with the Stock Exchanges under Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. The full format of the Quarterly Financial Results are available on the websites of the Stock Exchange(s) and the Company.