

Consolidated Results

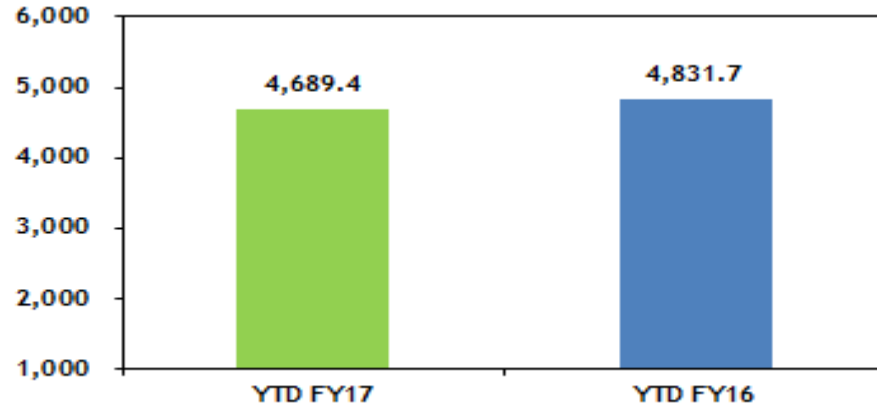
For the Quarter and Full year
ended Mar 31st, 2017

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. In the following slides, Services refers to Software Services, Products refers to Software Products. Previous period/year amounts have been re-grouped /re-arranged, wherever necessary to conform to the current period's/year's presentation.

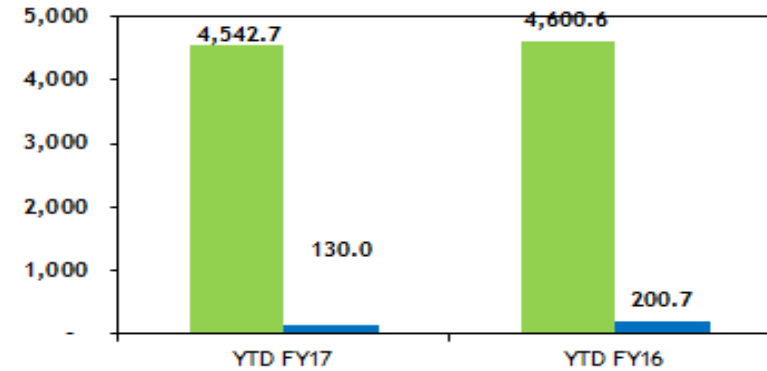
Performance Snapshot - FY 17 - Consolidated

Consolidated Revenues (₹. Million)



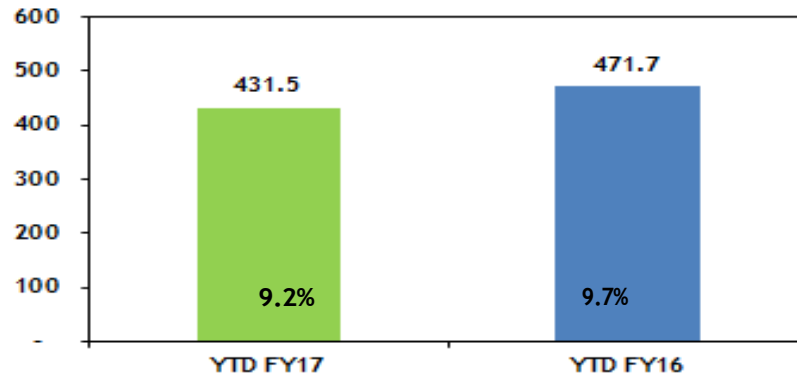
YoY Growth: -2.9%

Services - Products Revenue Mix (₹. Million)



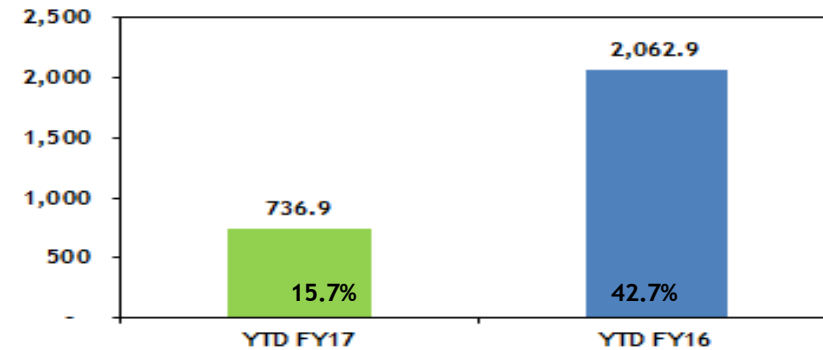
Services - YoY: -1.3%
Products -YoY: -35.2%

Consolidated EBITDA (₹. Million)



YoY Growth: -8.5%

Consolidated PAT (₹. Million)



YoY Growth: -64.3%

Income Statement Summary -FY 17 - Consolidated

(₹. Million)

Particulars	YTD FY17	%	YTD FY16	%	Growth Over YTD FY16
Revenue from Operations	4,689.42	100.0%	4,831.67	100.0%	-2.9%
Other Income	254.78	5.4%	162.03	3.4%	57.2%
Total Revenue	4,944.21	105.4%	4,993.70	103.4%	-1.0%
Employee benefit expense	3,387.92	72.2%	3,427.56	70.9%	1.2%
Increase/(decrease) of work-in-progress, stores	24.40	0.5%	(18.43)	-0.4%	232.4%
Other operational expense	845.60	18.1%	950.85	19.7%	11.1%
Depreciation and amortization expense	64.95	1.4%	66.01	1.4%	1.6%
Finance cost	0.92	0.0%	1.89	0.1%	51.3%
Total Expenses	4,323.79	92.2%	4,427.87	91.7%	2.4%
Profit/(loss) before tax	620.42	13.2%	565.83	11.7%	9.6%
Exceptional items	(202.50)	-4.3%	(2,329.43)	-48.2%	-91.3%
PBT after exceptional items	822.92	17.5%	2,895.26	59.9%	-71.6%
Tax Expenses	86.06	1.8%	832.33	17.2%	89.7%
Profit After Tax	736.86	15.7%	2,062.93	42.7%	-64.3%

Segmental Results - FY17 - Consolidated

(₹. Million)

Particulars	YTD FY17	YTD FY16	Growth over
			YTD FY16 (YoY)
Revenues	4,689.42	4,831.67	-2.9%
Services	4,542.74	4,600.61	-1.3%
Products	130.01	200.75	-35.2%
Others	16.67	30.31	-45.0%
EBITDA	431.51	471.71	-8.5%
Services	370.44	497.56	-25.5%
Products	65.18	(25.15)	-359.2%
Others	(4.11)	(0.70)	487.1%
EBITDA %	9.2%	9.8%	
Services	8.2%	10.8%	
Products	50.1%	-12.5%	
Others	-24.7%	-2.3%	
Depreciation and Amortization %	1.4%	1.4%	
Services	1.4%	1.4%	
Products	0.9%	1.0%	
Others	0.2%	0.2%	
EBIT%	7.8%	8.4%	
Services	6.8%	9.5%	
Products	49.3%	-13.5%	
Others	-24.9%	-2.5%	

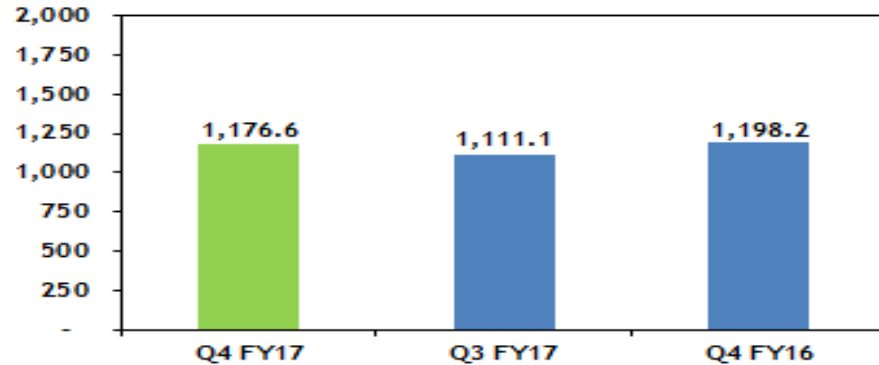
Income Statement Summary - FY 17 - Consolidated

(₹. Million)

Particulars	YTD FY17	%	YTD FY16	%	Growth over YTD FY16
Revenues	4,689.42	100.0%	4,831.67	100.0%	-2.9%
Cost of Revenue	3,394.73	72.4%	3,353.59	69.4%	-1.2%
Gross Profit	1,294.69	27.6%	1,478.08	30.6%	-12.4%
SG&A	863.18	18.4%	1,006.37	20.8%	14.2%
EBITDA	431.51	9.2%	471.71	9.8%	-8.5%
Depreciation and amortisation expense	64.95	1.4%	66.01	1.4%	1.6%
EBIT	366.56	7.8%	405.70	8.4%	-9.6%
Other Income	254.78	5.4%	162.03	3.4%	57.2%
Interest	0.92	0.0%	1.89	-0.1%	51.3%
PBT	620.42	13.2%	565.83	11.7%	9.6%
Exceptional Items	(202.50)	-4.3%	(2,329.43)	-48.2%	-91.3%
PBT after exceptional items	822.92	17.5%	2,895.26	59.9%	-71.6%
Taxes	86.06	1.8%	832.33	17.2%	89.7%
PAT	736.86	15.7%	2,062.93	42.7%	-64.3%

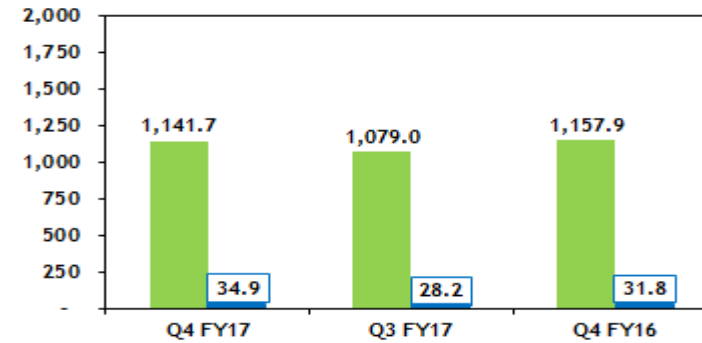
Performance Snapshot - Q4 FY17 - Consolidated

Consolidated Revenues (₹. Million)



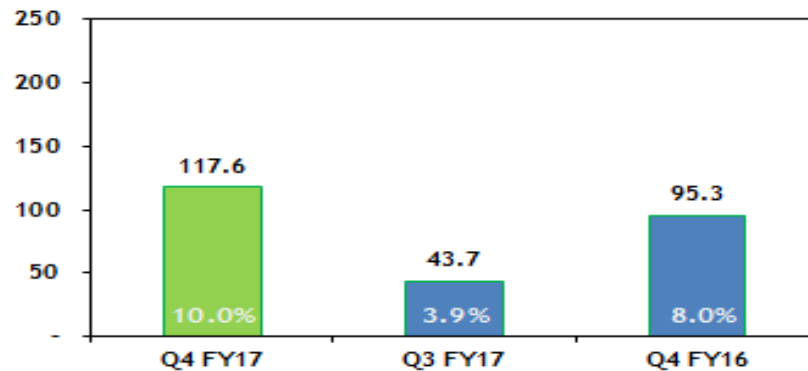
QoQ Growth: 5.9% ; YoY Growth: -1.8%

Services - Products Revenue Mix (₹. Million)



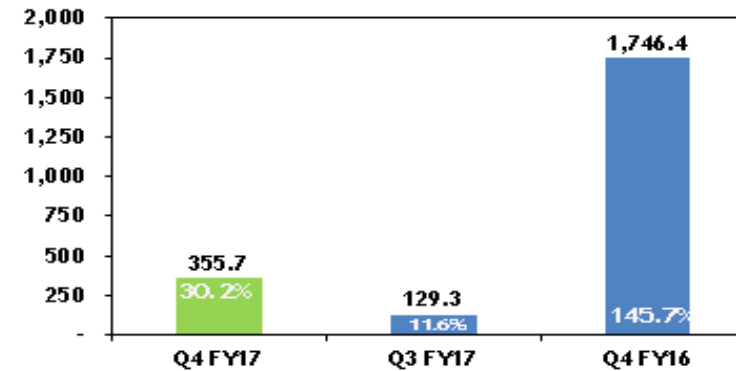
Services - QoQ: 5.8%; YoY:-1.4%
Products - QoQ: 23.9%; YoY: 9.7%

Consolidated EBITDA (₹. Million)



QoQ Growth: 169.0%; YoY Growth: 23.4%

Consolidated PAT (₹. Million)



QoQ Growth: 175.2%; YoY Growth: -79.6%

Income Statement Summary - Q4 FY17 - Consolidated

(₹. Million)

Particulars	Q4 FY17	%	Q3 FY17	%	Q4 FY16	%	Growth over	
							Q3 FY17	Q4 FY16
Revenues	1,176.58	100.0%	1,111.12	100.0%	1,198.22	100.0%	5.9%	-1.8%
Cost of Revenue	855.72	72.7%	843.26	75.9%	847.17	70.7%	-1.5%	-1.0%
Gross Profit	320.86	27.3%	267.86	24.1%	351.05	29.3%	19.8%	-8.6%
SG&A	203.29	17.3%	224.16	20.2%	255.74	21.3%	9.3%	20.5%
EBITDA	117.57	10.0%	43.70	3.9%	95.31	8.0%	169.0%	23.4%
Depreciation and amortisation expense	15.12	1.3%	15.46	1.4%	16.88	1.4%	2.2%	10.4%
EBIT	102.45	8.7%	28.23	2.5%	78.43	6.6%	262.9%	30.6%
Other Income	33.59	2.8%	106.11	9.5%	35.55	3.0%	-68.3%	-5.5%
Interest Expense	(0.00)	0.0%	0.23	0.0%	0.79	0.1%	-100.0%	100.0%
PBT before exceptional items	136.04	11.5%	134.11	12.0%	113.19	9.5%	1.4%	20.2%
Exceptional Items	(202.50)	-17.2%	-	-	(2,329.43)	-194.4%	-	-91.3%
PBT after exceptional items	338.54	28.7%	134.11	12.0%	2,442.62	203.9%	152.4%	-86.1%
Taxes	(17.20)	-1.5%	4.83	0.4%	696.26	58.2%	456.1%	102.5%
PAT	355.74	30.2%	129.28	11.6%	1,746.36	145.7%	175.2%	-79.6%

Segmental Results - Q4 FY17 - Consolidated

(₹. Million)

Particulars	Q4 FY17	Q3 FY17	Q4 FY16	Growth over	
				Q3 FY17	Q4 FY16
				(QoQ)	(YoY)
Revenues	1,176.58	1,111.12	1,198.22	5.9%	-1.8%
Services	1,141.68	1,078.98	1,157.92	5.8%	-1.4%
Products	34.90	28.16	31.80	23.9%	9.7%
Others	-	3.98	8.49	-100.0%	-100.0%
EBITDA	117.57	43.70	95.31	169.0%	23.4%
Services	96.62	29.80	125.21	224.2%	-22.8%
Products	20.95	14.64	(27.59)	43.1%	-175.9%
Others	-	(0.75)	(2.32)	100.0%	-100.0%
EBITDA %	10.0%	3.9%	8.0%		
Services	8.5%	2.8%	10.8%		
Products	60.0%	52.0%	-86.7%		
Others		-18.7%	-27.3%		
Depreciation and Amortization %	1.3%	1.4%	1.4%		
Services	1.3%	1.3%	1.4%		
Products	0.2%	0.9%	1.3%		
Others		0.3%	0.0%		
EBIT%	8.7%	2.5%	6.6%		
Services	7.2%	1.5%	9.4%		
Products	59.8%	51.1%	-88.0%		
Others		-19.0%	-27.3%		

Income Statement Summary - Q4 FY17 - Consolidated

Nature wise

(₹. Million)

Particulars	Q4 FY17	%	Q3 FY17	%	Q4 FY16	%	Growth over	
							Q3 FY17	Q4 FY16
Revenue from Operations	1,176.58	100.0%	1,111.12	100.0%	1,198.22	100.0%	5.9%	-1.8%
Other Income	33.59	2.9%	106.11	9.5%	35.55	3.0%	-68.3%	-5.5%
Total Revenue	1,210.18	102.9%	1,217.23	109.5%	1,233.76	103.0%	-0.6%	-1.9%
Employee benefit expense	858.27	73.1%	838.10	75.5%	860.49	71.8%	-2.4%	0.3%
Increase/(decrease) of work-in-progress, stores	13.24	1.1%	15.45	1.4%	(14.25)	-1.2%	14.3%	192.9%
Other expenses	187.51	15.9%	213.88	19.2%	256.67	21.4%	12.3%	26.9%
Depreciation and amortization expense	15.12	1.3%	15.46	1.4%	16.88	1.4%	2.2%	10.4%
Finance cost	-	0.0%	0.23	0.0%	0.79	0.1%	100.0%	100.0%
Total Expenses	1,074.14	91.4%	1,083.12	97.5%	1,120.57	93.5%	0.8%	4.1%
Profit/(loss) before tax	136.04	11.5%	134.11	12.0%	113.19	9.5%	1.4%	20.2%
Exceptional Items	(202.50)	-17.2%	-	0.0%	(2,329.43)	-194.4%	0.0%	-91.3%
PBT after exceptional items	338.54	28.7%	134.11	12.0%	2,442.62	203.9%	152.4%	-86.1%
Tax Expenses	(17.20)	-1.5%	4.83	0.4%	696.26	58.2%	456.1%	102.5%
Profit After Tax	355.74	30.2%	129.28	11.6%	1,746.36	145.7%	175.2%	-79.6%

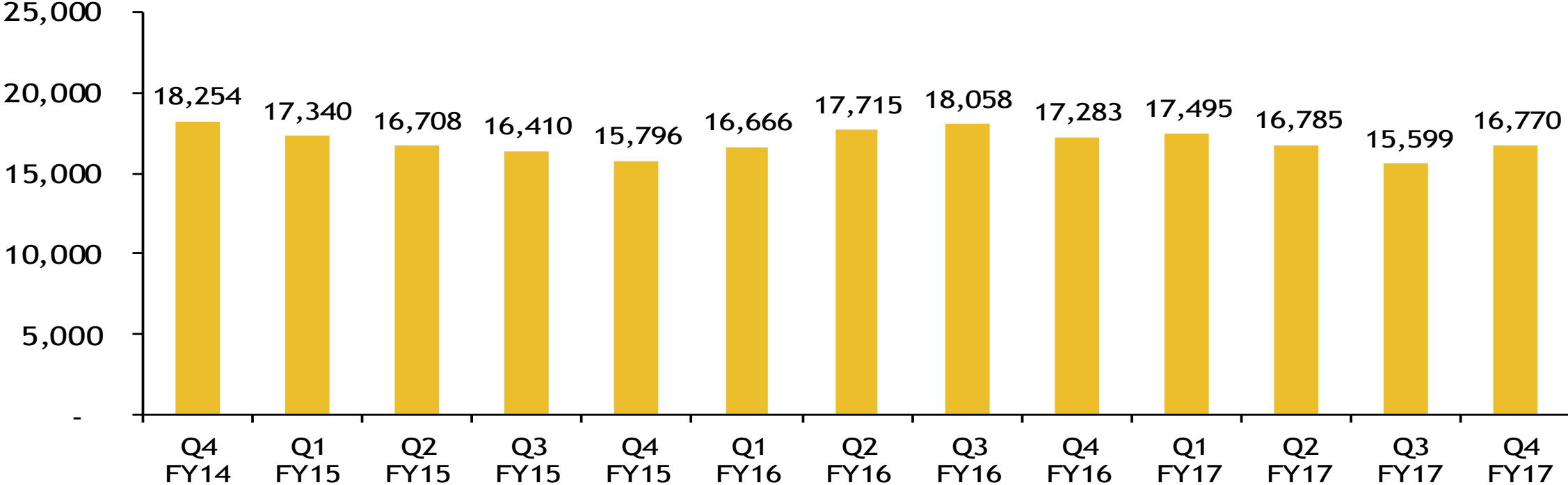
Balance Sheet Summary - Consolidated

(₹. Million)

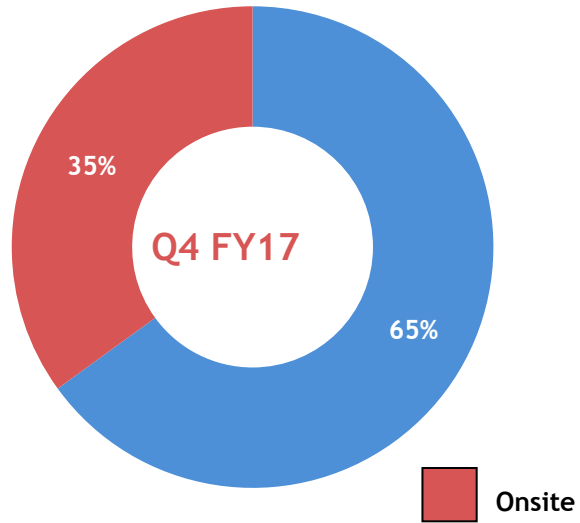
Particulars	March 31, 2017	%	March 31, 2016	%
EQUITY AND LIABILITIES				
Share Capital	171.10	2.7%	177.20	2.8%
Reserves and surplus	5,302.06	82.3%	4,812.91	75.5%
Non current liabilities	62.47	1.0%	56.68	0.9%
Current liabilities	909.92	14.0%	1,329.99	20.8%
Total	6,445.55	100.0%	6,376.77	100.0%
ASSETS				
<i>Non current assets</i>				
Fixed assets (net)	376.98	5.8%	403.16	6.3%
Non current investments	2,532.91	39.4%	1,831.90	28.7%
Deferred tax assets (net)	89.52	1.4%	113.96	1.8%
Other Non current assets	781.04	12.1%	694.67	10.9%
<i>Current assets</i>				
Current investments	987.40	15.3%	1,682.68	26.4%
Inventories	-	0.0%	24.68	0.4%
Trade receivables	777.41	12.1%	962.78	15.1%
Cash and bank balances	324.88	5.0%	233.83	3.7%
Other current assets	575.42	8.9%	429.11	6.7%
Total	6,445.55	100.0%	6,376.77	100.0%

Revenue trend: Services (Consolidated)

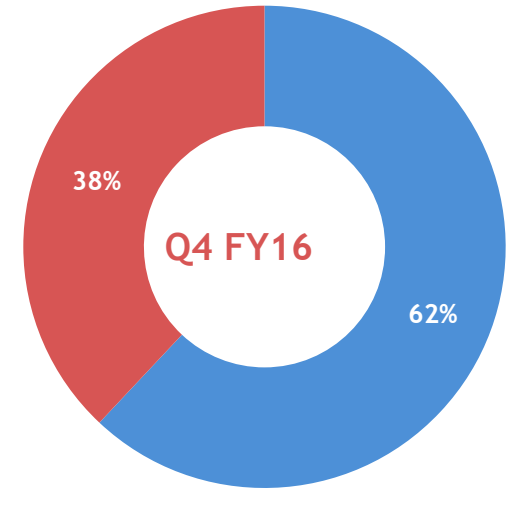
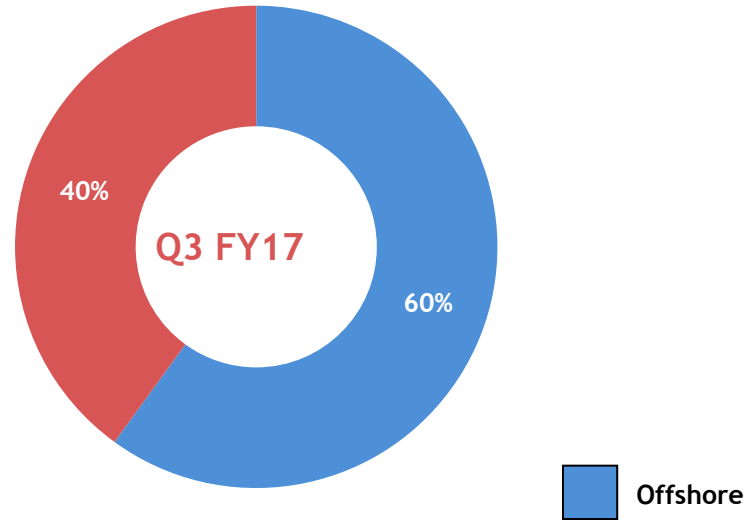
(KUS\$)



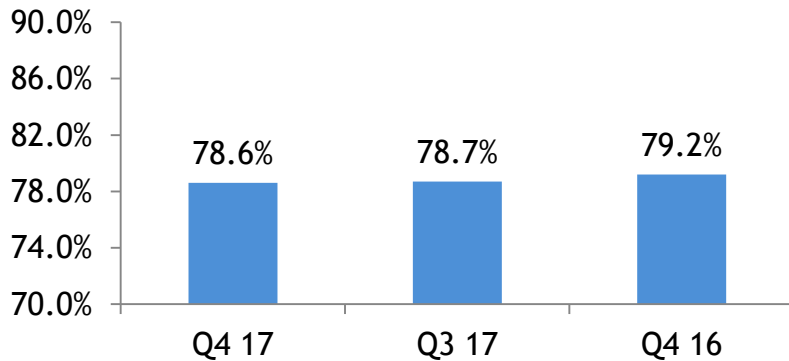
Services Metrics



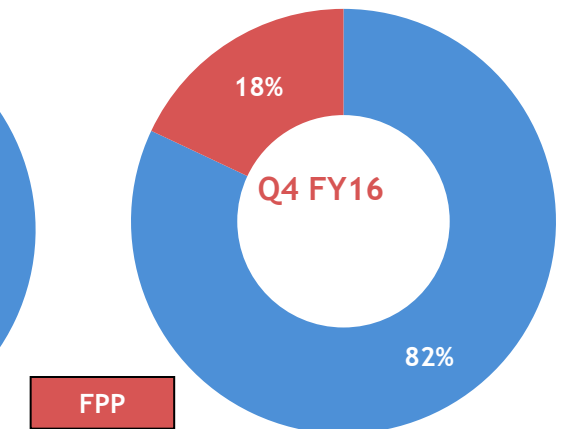
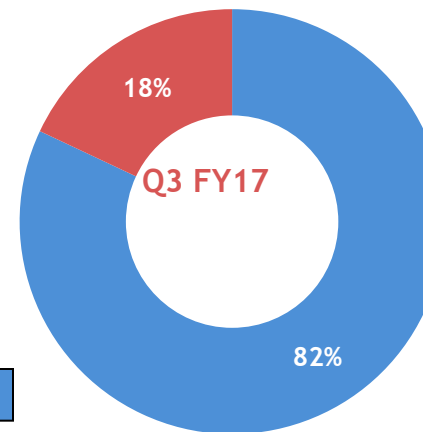
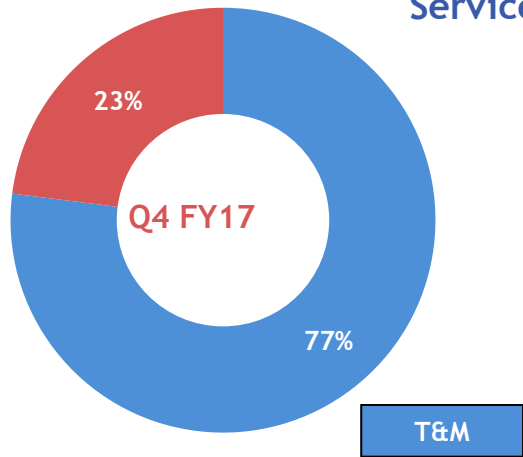
Services Revenue Mix - Delivery



Services Utilization

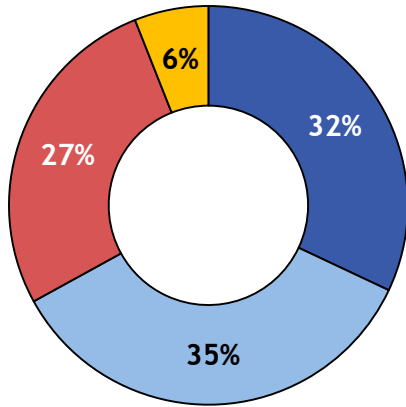


Services Revenue Mix - Project Type

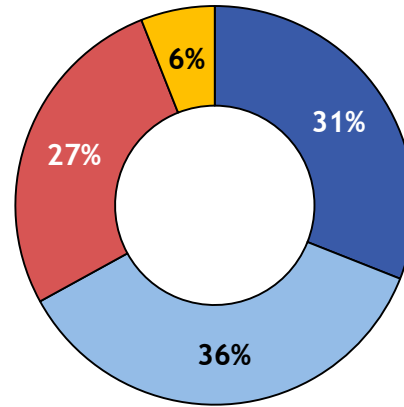


Geography Wise Revenue

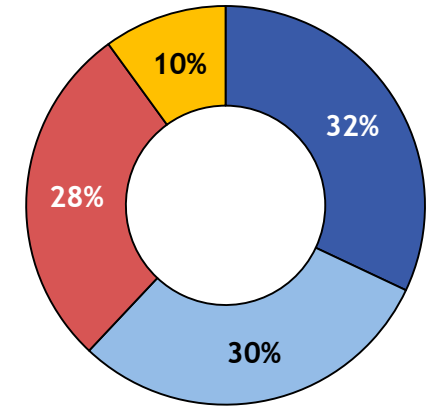
Q4 FY17



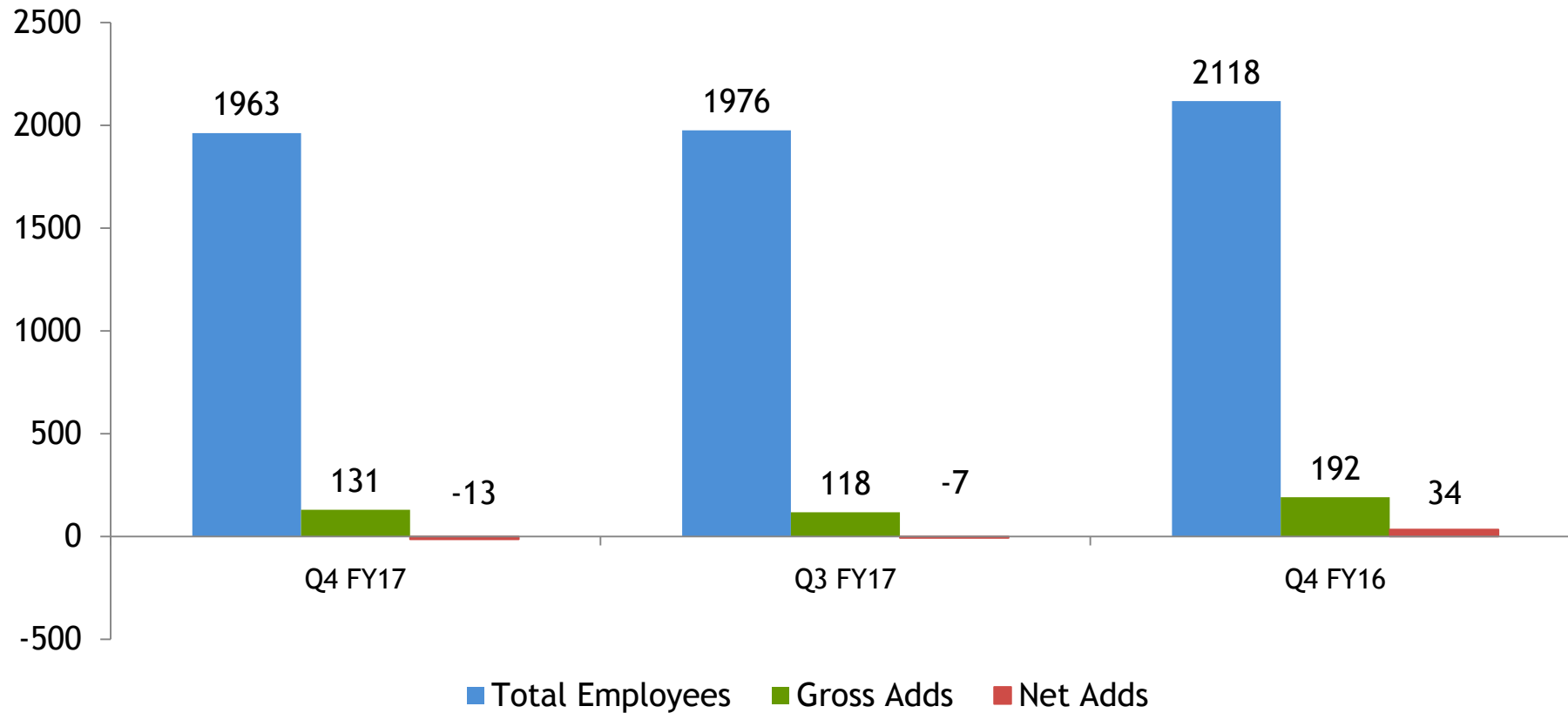
Q3 FY17



Q4 FY16

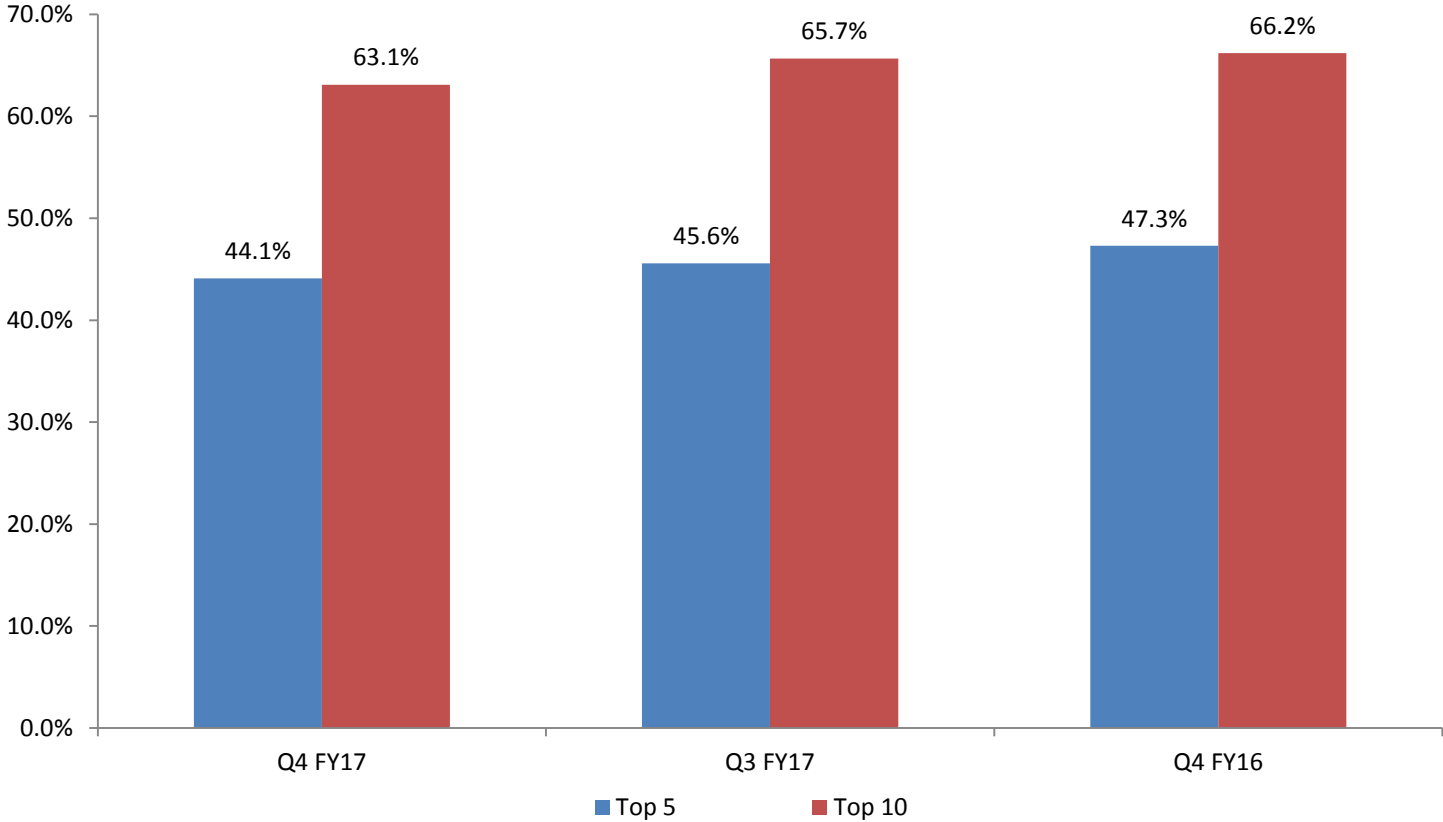


Human Resources Metrics



Attrition %	Q4 FY17	Q3 FY17	Q4 FY16
Attrition LTM %	21.0%	22.0%	20.3%
Annualised Attrition Quarterly %	17.7%	19.2%	20.6%

Customer Concentration





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