

Consolidated Results

for quarter ended June 30, 2014



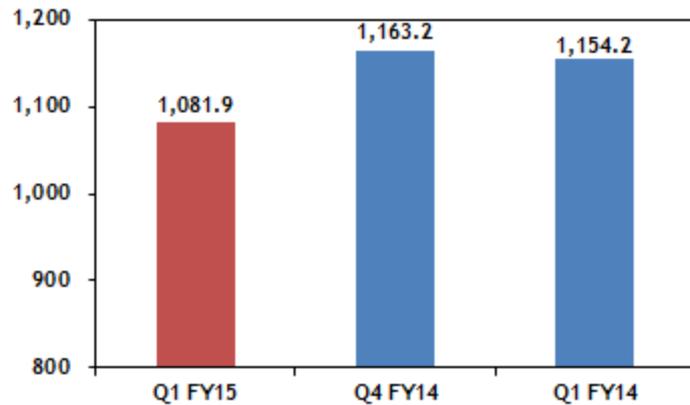
Safe Harbor Clause

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.



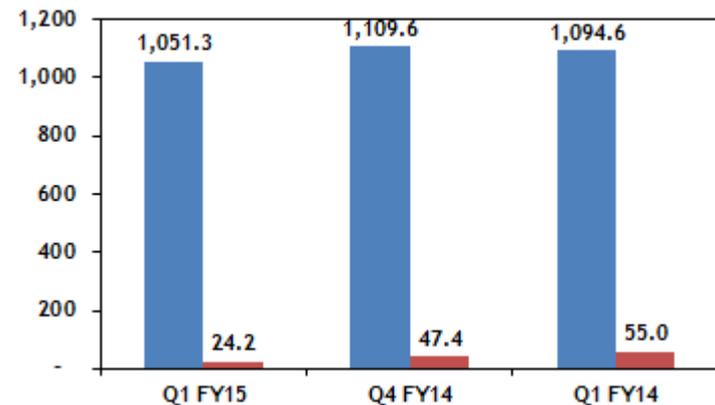
Performance Snapshot - Q1 FY15 - Consolidated

Consolidated Revenues (₹. Million)



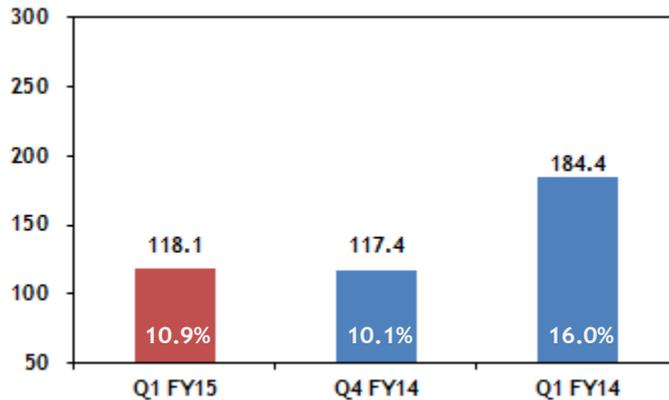
QoQ Growth: -7.0% ; YoY Growth: - 6.3%

Services - Products Revenue Mix (₹. Million)



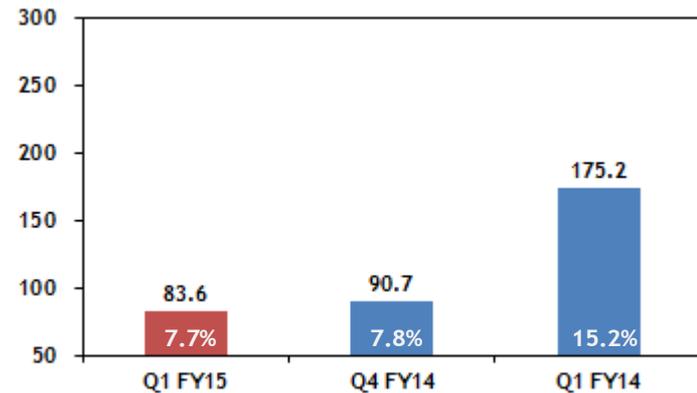
Services - QoQ: -5.3%; YoY: -4.0%
 Products - QoQ:-49.1%; YoY: -56.1%

Consolidated EBITDA (₹. Million)



QoQ Growth: 0.6%; YoY Growth: -36.0%

Consolidated Profit After Tax (₹. Million)



QoQ Growth: -7.8%; YoY Growth: -52.3%



Income Statement Summary - Q1 FY15 - Consolidated

(₹. Million)

	Q1 FY15	%	Q4 FY14	%	Q1 FY14	%	Growth over	
							Q4 FY14	Q1 FY14
Revenues	1,081.94	100.0%	1,163.16	100.0%	1,154.20	100.0%	-7.0%	-6.3%
Cost of Revenue	774.35	71.6%	824.25	70.9%	796.70	69.0%	6.1%	2.8%
Gross Profit	307.59	28.4%	338.91	29.1%	357.50	31.0%	-9.2%	-14.0%
SG&A	189.53	17.5%	221.54	19.0%	173.14	15.0%	14.4%	-9.5%
EBITDA	118.06	10.9%	117.37	10.1%	184.36	16.0%	0.6%	-36.0%
Depreciation and amortisation expense	35.21	3.3%	24.54	2.1%	39.61	3.4%	-43.5%	11.1%
EBIT	82.85	7.6%	92.83	8.0%	144.75	12.6%	-10.8%	-42.8%
Other Income	24.06	2.2%	29.74	2.5%	89.73	7.8%	-19.1%	-73.2%
Interest Expense	0.41	0.0%	0.14	0.0%	0.73	0.1%	-192.9%	43.8%
PBT	106.50	9.8%	122.43	10.5%	233.75	20.3%	-13.0%	-54.4%
Taxes	22.89	2.1%	31.70	2.7%	58.59	5.1%	27.8%	60.9%
PAT	83.61	7.7%	90.73	7.8%	175.16	15.2%	-7.8%	-52.3%



Segmental Results - Q1 FY15 - Consolidated

(₹. Million)

	Q1 FY15	Q4 FY14	Q1 FY14	Growth over	
				Q4 FY14	Q1 FY14
				(QoQ)	(YoY)
Revenues	1,081.94	1,163.16	1,154.20	-7.0%	-6.3%
Services	1,051.28	1,109.59	1,094.58	-5.3%	-4.0%
Products	24.15	47.42	55.00	-49.1%	-56.1%
Automotive, Utilities and Industrial	6.51	6.15	4.62	5.9%	40.9%
EBITDA	118.06	117.37	184.36	0.6%	-36.0%
Services	118.51	139.79	158.22	-15.2%	-25.1%
Products	(0.05)	(21.04)	26.63	99.8%	-100.2%
Automotive, Utilities and Industrial	(0.40)	(1.38)	(0.49)	71.0%	18.4%
EBITDA %	10.9%	10.1%	16.0%		
Services	11.3%	12.6%	14.5%		
Products	-0.2%	-44.4%	48.4%		
Automotive, Utilities and Industrial	-6.1%	-22.4%	-10.6%		
Depreciation and Amortization %	3.3%	2.1%	3.4%		
Services	3.2%	2.1%	3.5%		
Products	4.6%	1.3%	1.4%		
Automotive, Utilities and Industrial	0.7%	1.7%	2.6%		
EBIT%	7.6%	8.0%	12.6%		
Services	8.1%	10.5%	11.0%		
Products	-4.8%	-45.7%	47.0%		
Automotive, Utilities and Industrial	-6.8%	-24.1%	-13.2%		



Income Statement Summary - Q1 FY15 - Consolidated

Nature wise

(₹. Million)

Particulars	Q1 FY15	%	Q4 FY14	%	Q1 FY14	%	Growth over	
							Q4 FY14	Q1 FY14
Revenue from Operations	1,081.94	100.0%	1,163.16	100.0%	1,154.20	100.0%	-7.0%	-6.3%
Other Income	24.06	2.2%	29.74	2.6%	89.73	7.8%	-19.1%	-73.2%
Total Revenue	1,106.00	102.2%	1,192.90	102.6%	1,243.93	107.8%	-7.3%	-11.1%
Employee benefit expense	779.27	72.0%	786.51	67.6%	734.06	63.6%	0.9%	-6.2%
Increase/(decrease) of work-in-progress, stores	7.06	0.7%	2.59	0.2%	7.39	0.6%	-172.6%	-4.5%
Other expenses	177.54	16.4%	256.69	22.1%	228.39	19.8%	30.8%	22.3%
Depreciation and amortization expense	35.21	3.3%	24.54	2.1%	39.61	3.4%	-43.5%	11.1%
Finance cost	0.41	0.0%	0.14	0.0%	0.73	0.1%	-192.9%	43.8%
Total Expenses	999.49	92.4%	1,070.47	92.0%	1,010.18	87.6%	6.6%	1.1%
Profit/(loss) before tax	106.50	9.8%	122.43	10.4%	233.75	20.3%	-13.0%	-54.4%
Tax Expenses	22.89	2.1%	31.70	2.7%	58.59	5.1%	27.8%	60.9%
Profit After Tax	83.61	7.7%	90.73	7.8%	175.16	15.2%	-7.8%	-52.3%



Balance Sheet Summary - Consolidated

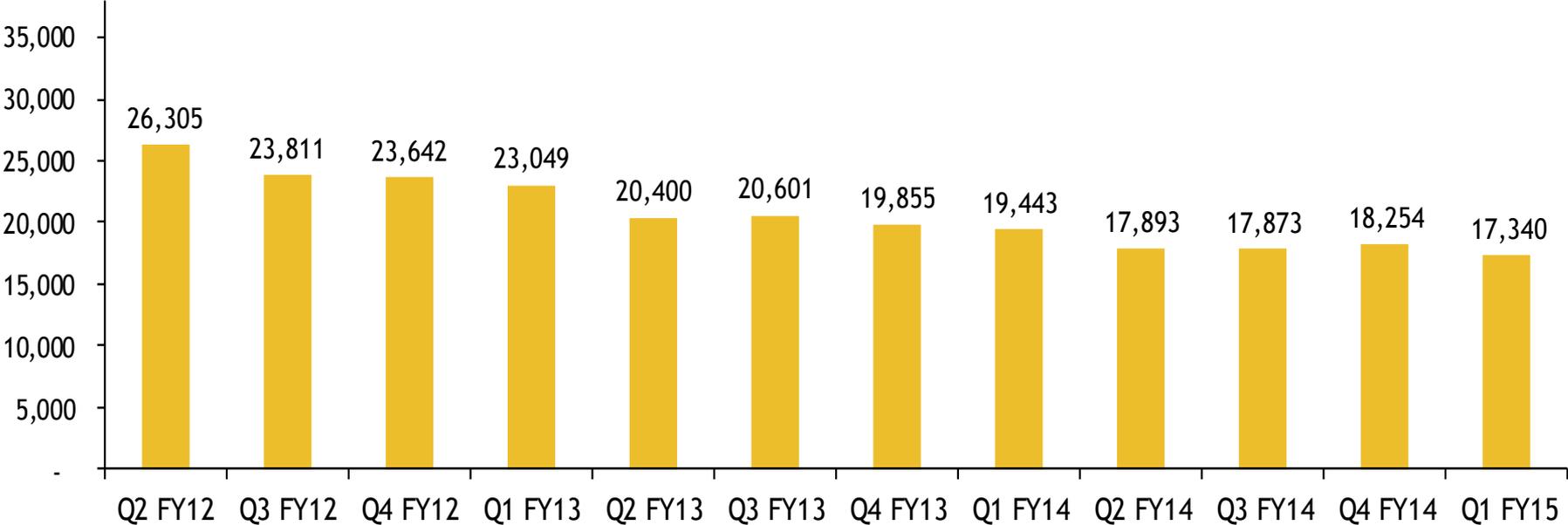
(₹. Million)

	June 30, 2014	%	March 31, 2014	%
EQUITY AND LIABILITIES				
Share Capital	212.81	4.3%	212.78	4.3%
Reserves and surplus	3,898.50	78.8%	3,826.96	76.9%
Money received against share warrants	36.08	0.7%	36.08	0.7%
Share application money pending allotment	1.05	0.0%	-	0.0%
Non-current liabilities	85.31	1.7%	77.10	1.5%
Current liabilities	712.96	14.5%	825.31	16.6%
Total	4,946.72	100.0%	4,978.23	100.0%
ASSETS				
<i>Non current assets</i>				
Fixed assets (net)	1,236.63	25.0%	1,268.61	25.5%
Non current investments	300.85	6.0%	299.55	6.0%
Deferred tax assets (net)	121.75	2.5%	111.77	2.3%
Other Non current assets	584.55	11.8%	580.07	11.7%
<i>Current assets</i>				
Current investments	1,224.77	24.8%	1,035.55	20.8%
Inventories	13.91	0.3%	20.94	0.4%
Trade receivables	738.40	14.9%	927.61	18.6%
Cash and bank balances	299.62	6.1%	340.63	6.8%
Other current assets	426.24	8.6%	393.50	7.9%
Total	4,946.71	100.0%	4,978.23	100.0%



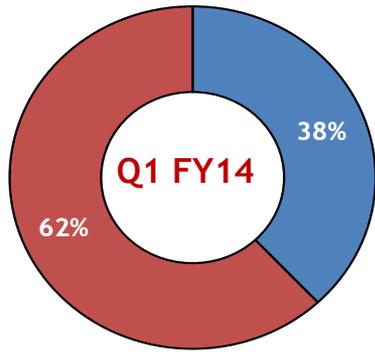
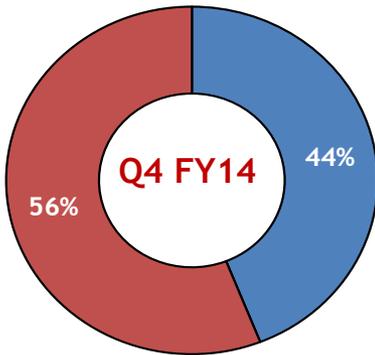
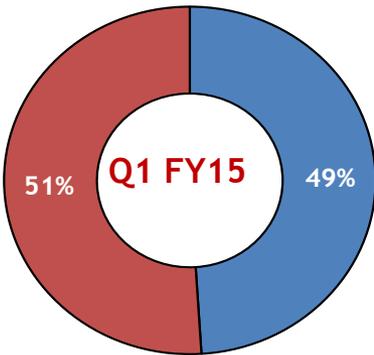
Revenue trend: Services (Consolidated)

(KUS\$)



Services Metrics

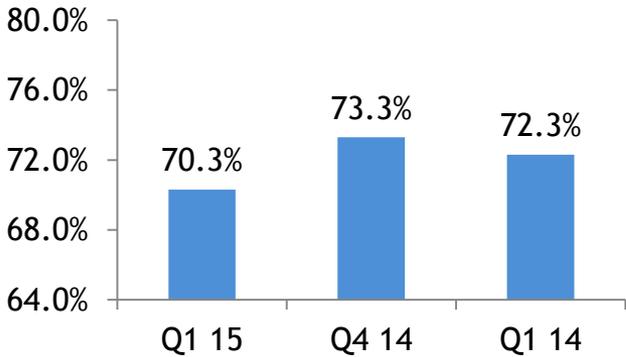
Services Revenue Mix - Delivery



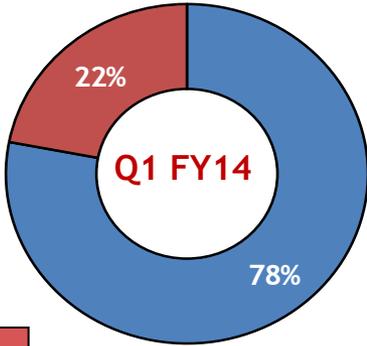
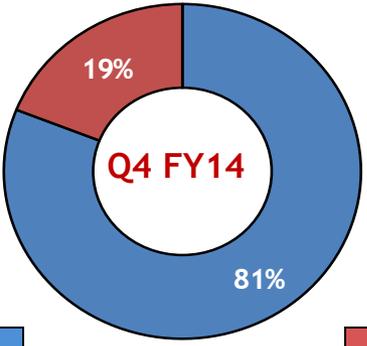
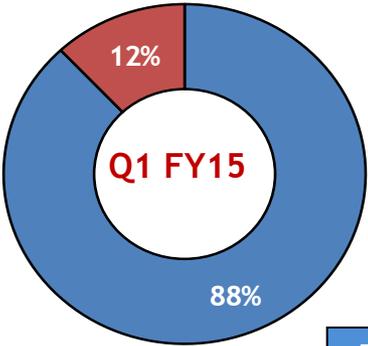
Offshore

Onsite

Services Utilization



Services Revenue Mix - Project Type



T&M

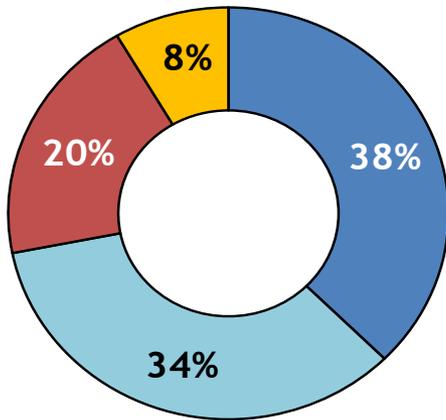
FPP

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

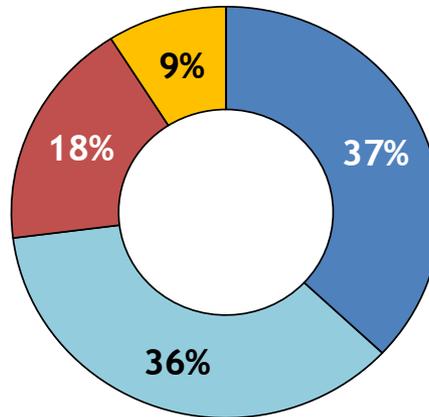


Geography Wise Revenue

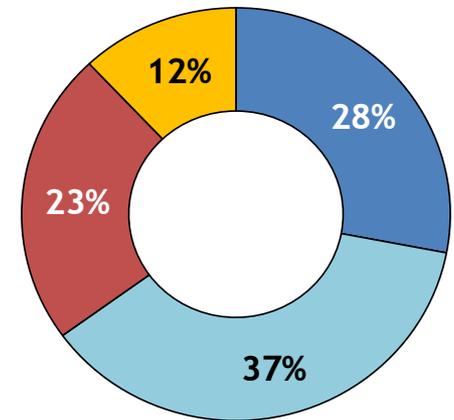
Q1 FY15



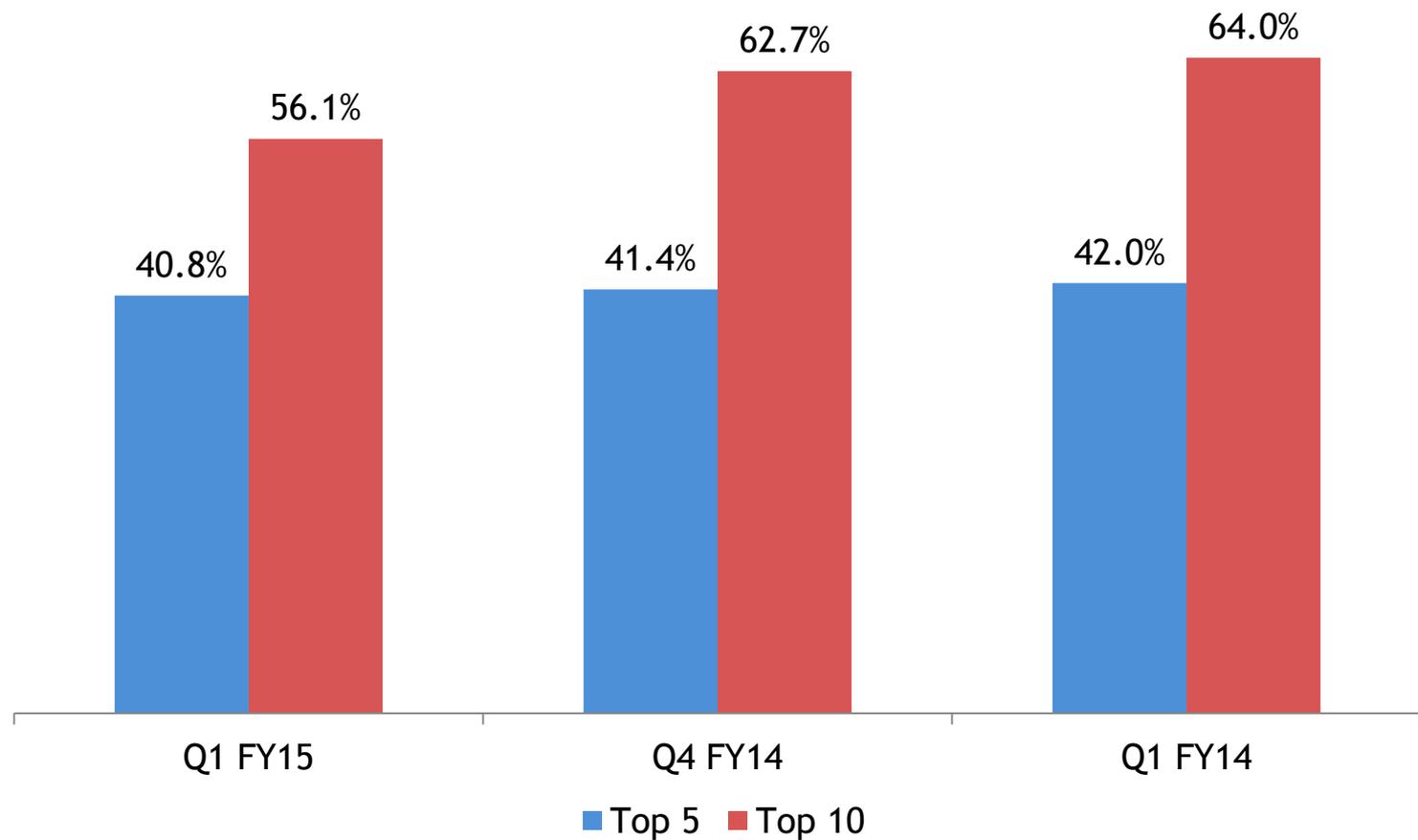
Q4 FY14



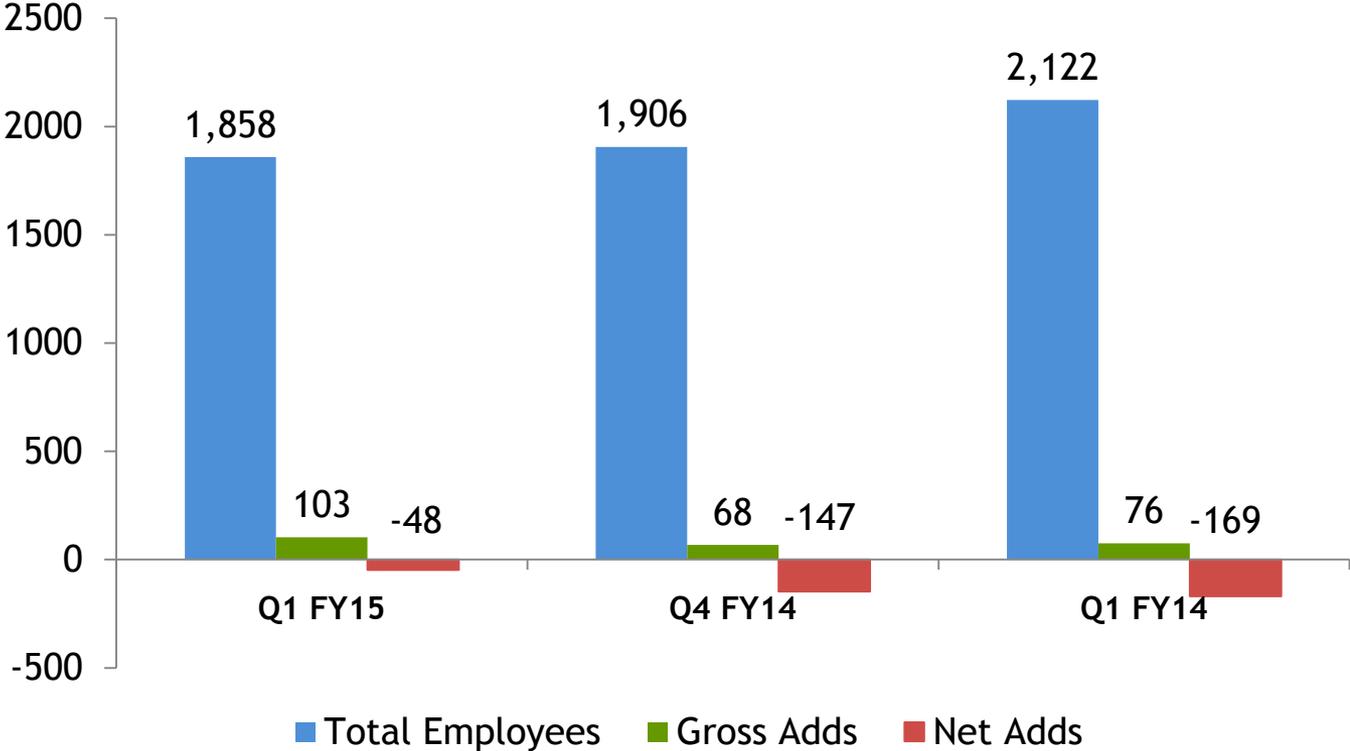
Q1 FY14



Customer Concentration



Human Resources Metrics



Attrition %	Q1 FY15	Q4 FY14	Q1 FY14
Attrition LTM %	29.3%	30.3%	34.0%
Annualised Attrition Quarterly %	25.5%	27.5%	37.2%



Thank you

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