Sasken Communication Technologies Consolidated Results - Q4 FY10



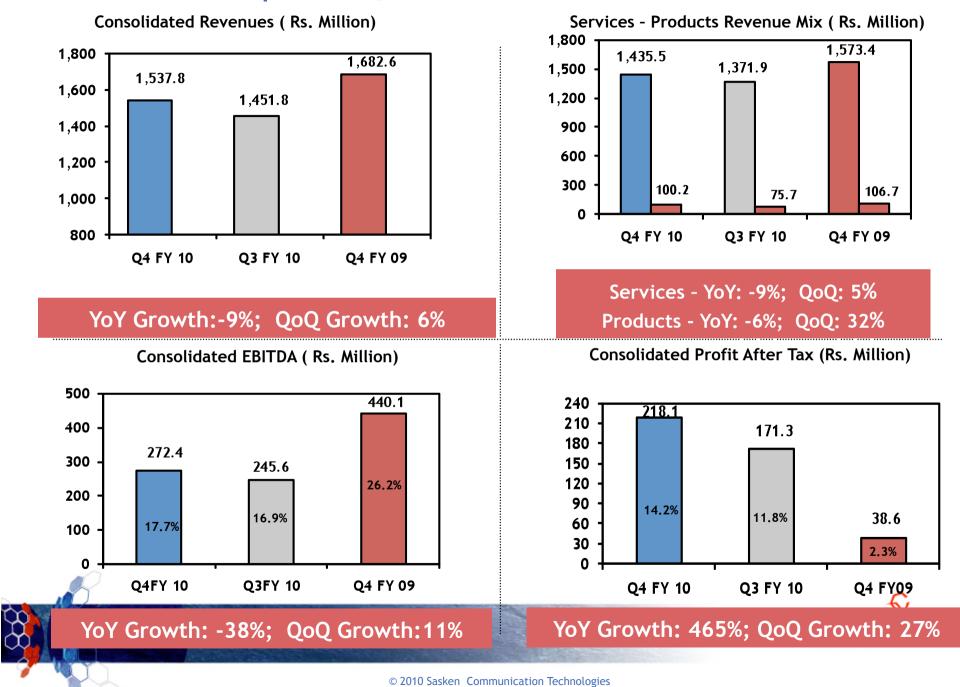
Safe Harbor Clause

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.





Performance Snapshot - Q4 FY10 - Consolidated



Income Statement Summary (Consol)-Q4 FY 10

	Q4 FY 10	%	Q3 FY 10	%	Q4 FY 09	%	Growth over	
							Q3 FY 10	Q4 FY 09
Revenues	1,537.79	100.0%	1,451.83	100.0%	1,682.68	100.0%	5.9%	-8.6%
Cost of Revenue	1,059.54	68.9%	1,006.42	69.3%	996.61	59.2%	-5.3%	-6.3%
R&D	-		-					
Gross Profit	478.25	31.1%	445.41	30.7 %	686.06	40.8%	7.4%	-30.3%
SG&A	205.81	13.4%	199.82	13.8%	246.00	14.6%	-3.0%	16.3%
EBITDA	272.44	17.7%	245.59	16.9 %	440.06	26.2%	10.9%	-38.1%
Depreciation	67.74	4.4%	70.43	4.9%	91.08	5.4%	3.8%	25.6%
Amortization	16.88	1.1%	1.30	0.1%	1.16	0.1%	-1198.8%	-1355.6%
EBIT	187.81	12.2%	173.86	12.0%	347.82	20.7%	8.0%	-46.0%
Other Income, net of provision for dimunition in value of investment	31.72	2.1%	20.23	1.4%	22.19	1.3%	56.8%	42.9%
Exchange gain/(loss)	40.41	2.6%	23.59	1.6%	(81.58)	-4.8%	71.3%	149.5%
Interest	4.65	0.3%	5.49	0.4%	8.41	0.5%	15.3%	44.7%
Exceptional item					151.97			100.0%
PBT	255.29	16.6%	212.19	14.6 %	128.05	7.6%	20.3%	99.4%
Taxes	37.17	2.4%	40.87	2.8%	89.41	5.3%	-9.1%	-58.4%
PAT	218.12	14.2%	171.32	11.8 %	38.64	2.3%	27.3%	464.5%



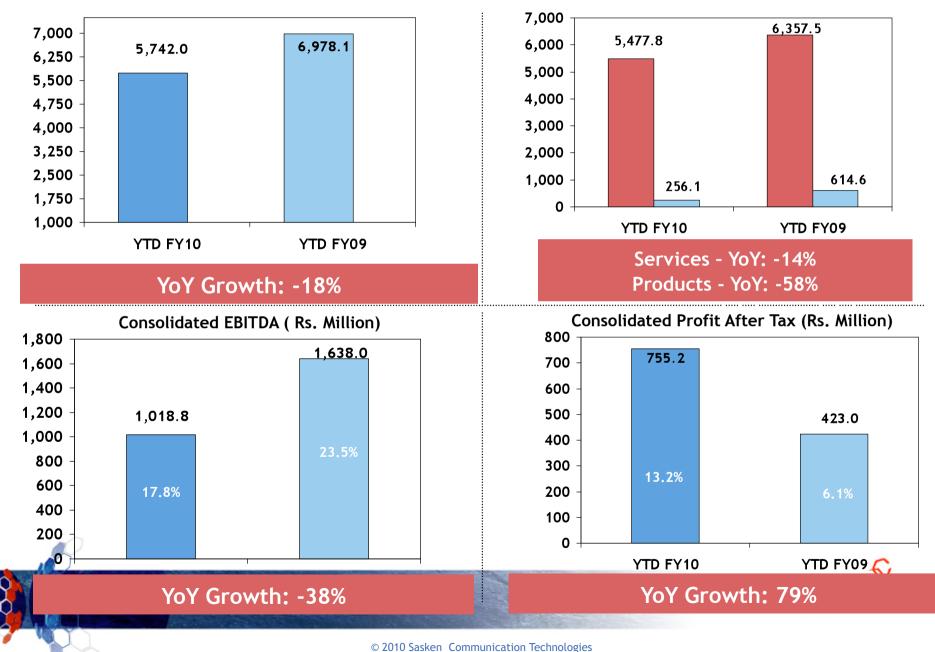
Segmental Results - Q4 FY 10

	Q4 FY 10	Q3 FY 10	Q4 FY 09	Growt	h over	
				Q3 FY 10	Q4 FY 09	
				(QoQ)	(YoY)	
Revenues	1,537.79	1,451.83	1,682.68	5.9 %	-8.6%	
Software Services	1,435.50	1,371.96	1,573.52	4.6 %	-8.8%	
Software Products	100.17	75.71	106.71	32.3%	-6.1%	
Automotive, Utilities and Industrial	2.12	4.16	2.45	-49.1%	-13.5%	
EBITDA	272.44	245.59	440.06	10.9 %	-38.1%	
Software Services	275.85	243.16	367.24	13.4%	-24.9%	
Software Products	6.65	9.18	80.35	-27.5%	-91.7%	
Automotive, Utilities and Industrial	(10.06)	(6.75)	(7.53)	-167.1%	-174.8%	
EBITDA %	17.7%	16.9%	26.2 %			
Software Services	19.2%	17.7%	23.3%			
Software Products	6.6%	12.1%	75.3%			
Automotive, Utilities and Industrial	-475.0%	-162.5%	-307.3%			
Depreciation and Amortization %	5.5%	4.9 %	5.5%			
Software Services	4.3%	4.8%	5.4%			
Software Products	22.9%	6.4%	5.5%			
Automotive, Utilities and Industrial	29.0%	5.8%	34.3%			
EBIT%	12.2%	12.0%	20.7 %			
Software Services	14.9%	12.9%	17.9%			
Software Products	-16.3%	5.7%	69.8%			
Automotive, Utilities and Industrial	-504.1%	-168.3%	-341.6%			



Performance Snapshot - Year ended 31st March 2010 Consolidated

Consolidated Revenues (Rs. Million)



Services - Products Revenue Mix (Rs. Million)

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Income Statement Summary (FY 10 Consol) Rs. Million

	FY10	%	FY09	%	Growth over	
					FY09	
Revenues	5,741.93	100.0%	6,978.13	100.0%	-17.7%	
Cost of Revenue	3,993.22	69.5%	4,384.21	62.8%	8.9%	
R&D	-		33.52	0.5%	100.0%	
Gross Profit	1,748.71	30.5%	2,560.40	36.7%	-31.7%	
SG&A	729.95	12.7%	922.37	13.2%	20.9%	
EBITDA	1,018.77	17.7%	1,638.03	23.5%	-37.8%	
Depreciation	295.30	5.1%	305.74	4.4%	3.4%	
Amortization	21.31	0.4%	68.17	1.0%	68.7%	
EBIT	702.17	12.2%	1,264.13	18.1%	-44.5%	
Other Income, net of provision for dimunition in value of investment	85.27	1.5%	60.43	0.9%	41.1%	
Exchange gain/(loss)	167.92	2.9%	(426.15)	-6.1%	139.4%	
Interest	26.14	0.5%	38.18	0.5%	31.5%	
Exceptional item			151.97		100.0%	
РВТ	929.22	16.2%	708.26	10.1%	31.2%	
Taxes	174.05	3.0%	285.23	4.1%	39.0%	
PAT	755.17	13.2%	423.03	6.1%	78.5%	





Segmental Results - FY Consol (FY 10)

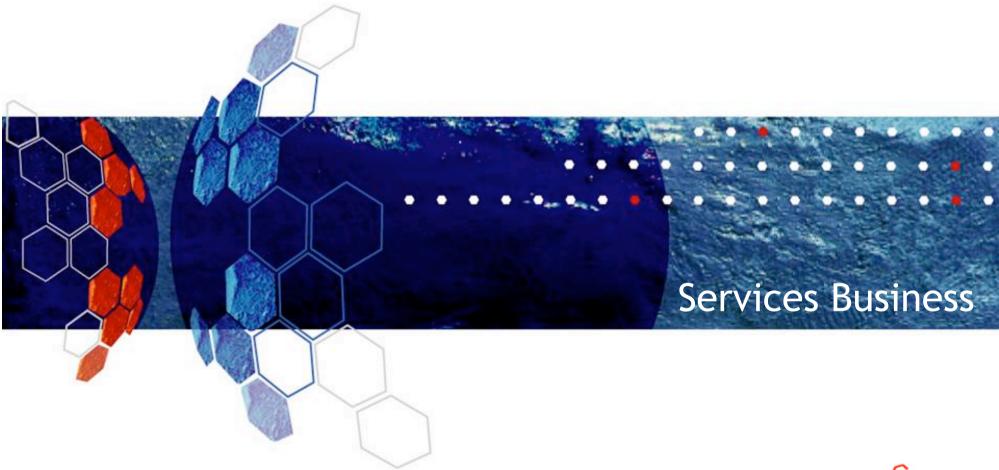
	FY 10	FY 09	Growth over		
			FY 09		
			(YoY)		
Revenues	5,741.93	6,978.13	-17.7%		
Software Services	5,477.70	6,357.45	-13.8%		
Software Products	256.07	614.64	-58.3%		
Automotive, Utilities and Industrial	8.16	6.04	35.1%		
EBITDA	1,018.77	1,638.03	-37.8 %		
Software Services	995.51	1,449.42	-31.3%		
Software Products	59.60	261.56	-77.2%		
Automotive, Utilities and Industrial	(36.34)	(72.95)	50.2%		
EBITDA %	17.7 %	23.5%			
Software Services	18.2%	22.8%			
Software Products	23.3%	42.6%			
Automotive, Utilities and Industrial	-445.4%	-1207.8%			
Depreciation and Amortization %	5.5%	5.4 %			
Software Services	5.1%	4.4%			
Software Products	13.8%	15.4%			
Utilities and Industrial	25.1%	48.0%			
EBIT%	12.2%	18.1 %			
Software Services	13.1%	18.4%			
Software Products	9.5%	27.2%			
Automotive, Utilities and Industrial	-470.5%	-1255.8%			



Balance Sheet Summary (Consolidated)

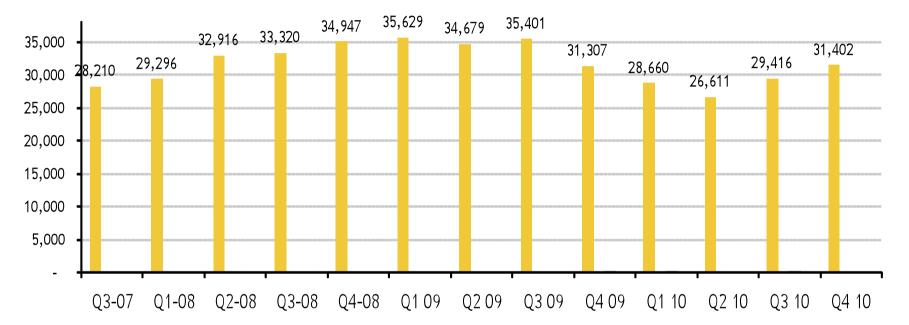
	March 31, 2010	%	March 31, 2009	%
Liabilities				
Share capital (including share application)	284.31	5.1%	271.11	5.0%
ESOP Outstanding	39.36	0.7%	27.36	0.5%
Reserves & Surplus	4,912.14	88.1%	4,530.56	82.9 %
Borrowing	340.55	6.1%	637.20	11.7%
Total Liabilities	5,576.36	100%	5,466.23	100.0%
Assets				
Net Fixed Assets	2,893.03	51.9 %	3,197.80	58.5%
Investments	1,590.66	28.5%	202.00	3.7%
Deferred Tax Asset	40.45	0.7%	21.67	0.4%
Current Assets				
Cash and equivalents	373.05	6.7%	1,171.53	21.4%
Receivables	977.92	17.5%	1,389.68	25.4%
Other current assets	872.48	15.6%	859.00	15.7%
Total Current Assets	2,223.45	39.9 %	3,420.21	62.6%
Current Liabilities	1,171.22	21.0%	1,375.44	25.2%
Net Current Assets	1,052.23	1 8.9 %	2,044.77	37.4%
Total Assets	5,576.36	100.0%	5,466.23	100.0%







Revenue trend: Services (Consolidated)

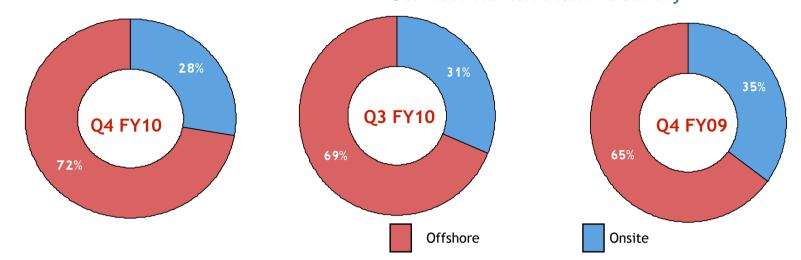




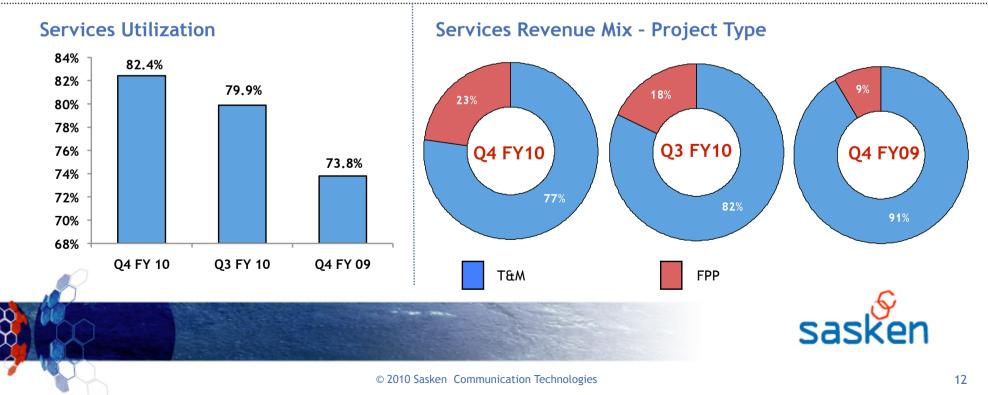
(KUS\$)

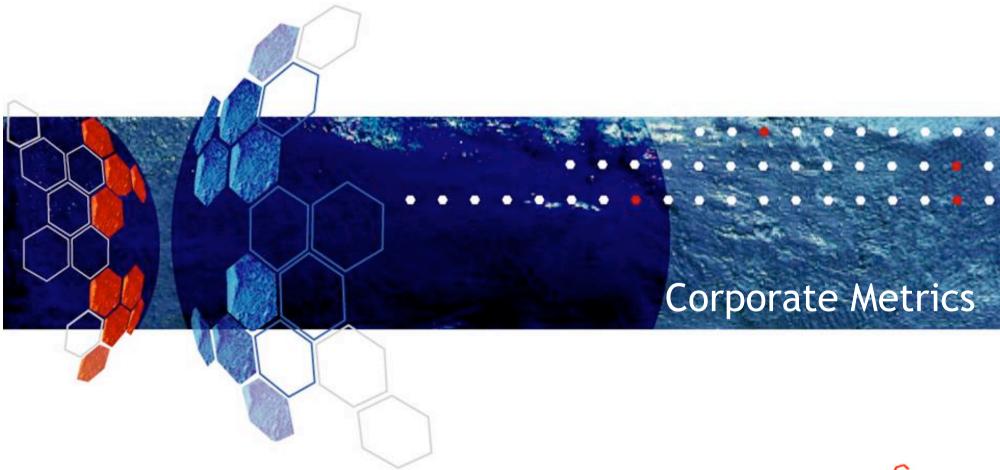
Services Metrics

Services Revenue Mix - Delivery



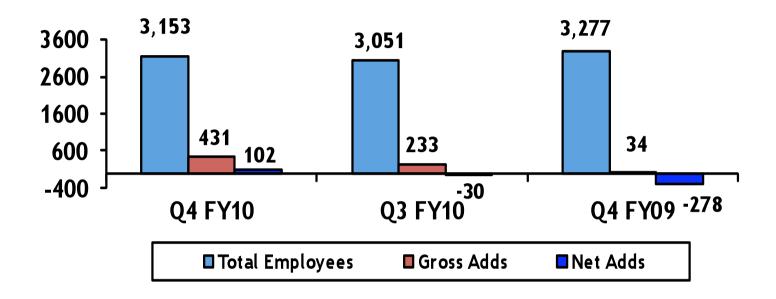
Sasken Finland revenues are treated as onsite revenues from Q2 FY07, Test labs are combined with Offshore revenues





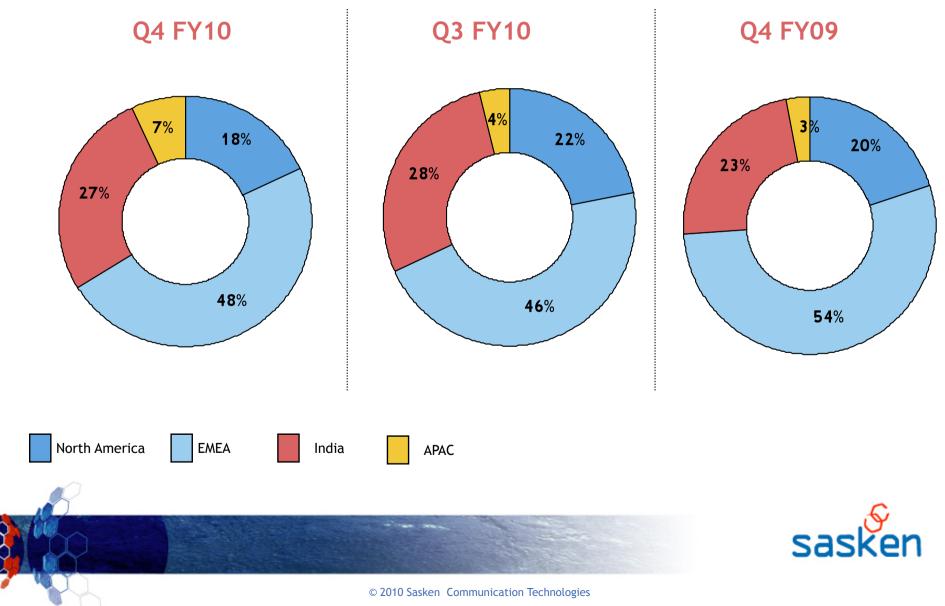


Human Resources Metrics





Geography Wise Revenue



Customer Concentration

(in %)

