

**Media Release - FOR IMMEDIATE RELEASE**

**Sasken Q4 revenue up 1.2% QoQ and EBITDA up 37.9% sequentially**

**Bangalore, 26 April 2012:** Sasken Communication Technologies Limited (BSE: 532663, NSE: SASKEN) today announced its consolidated results according to Indian GAAP for the fourth quarter and financial year ended March 31, 2012.

**Performance Snapshot for the quarter Q4 FY 12**

- Consolidated Revenues for Q4 FY 12 at Rs. 130.3 Crore
  - Up 1.2 % sequentially over the previous quarter
  - Up 1.4 % YoY from Q4 FY 11
- Consolidated EBIDTA for Q4 FY 12 at Rs. 25.4 Crore
  - Up 37.9 % sequentially over the previous quarter
  - Up 51.4 % YoY from Q4 FY 11
- Consolidated PAT for Q4 FY 12 at Rs. 17.7 Crore
  - Down 4.8 % sequentially over the previous quarter
  - Down 5.6 % YoY from Q4 FY 11
  - PAT Margins for the quarter at 13.6 %.

**Performance Snapshot for the Financial Year 2012**

- Consolidated Revenues for FY 12 at Rs. 519.9 Crore
  - Down 4.8 % YoY from FY 11
- Consolidated EBIDTA for FY 12 at Rs. 76.5 Crore
  - Down 20.7 % from FY 11
  - Consolidated EBIDTA Margins at 14.7 %
- Consolidated PAT for FY 12 at Rs. 64.0 Crore
  - Down 12.7% from FY 11
  - PAT Margins are at 12.3 % for the year

**Key Business metrics for the quarter: Q4 FY 12**

- Software services revenues for Q4 FY 12 at Rs. 115.9 Crore
  - Down 0.7 % sequentially over the previous quarter
  - Down 0.7 % YoY from Q4 FY 11
- Products group revenues for Q4 FY 12 at Rs.13.3 Crore
  - Up 23.1 % sequentially over the previous quarter
  - Up 52.8 % YoY from Q4 FY 11

## Indian GAAP Financial Release - Q4 FY 12 and full year FY 12

- Consolidated EBIDTA margins were at 19.5 %.
  - Services EBIDTA margins for the quarter was at 15.7 %.
  - Products EBIDTA margins were at 59 %.
- Revenue contribution from
  - the Top five customers stood at 51.8 % and
  - from Top 10 customers at 74.7 %
- Average realized rate for the quarter Rs. 49.06 per US\$
- Consolidated EPS was at Rs. 6.85 for the quarter
- 7 new customers added during the quarter taking the total of active customers to 119

### Key Business Metrics for the year: FY 12

- Software services revenues for FY 12 at Rs. 474.9 Crore
  - Down 2.3 % YoY from FY 11
- Products group revenues for FY 12 at Rs. 39.4 Crore
  - Down 29.6 % YoY from FY 11
- Consolidated EBIDTA margins were at 14.8%.
  - Services EBIDTA margins for the year was 13.1%.
  - Products EBIDTA margins were at 42.9%.
- PAT margins for the year were at 12.3 %
- Consolidated EPS was at Rs. 24.82 for the year

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 Communication Technologies Limited (BSE: 532663 & NSE: SASKEN) is an embedded communications solutions company that helps businesses across the communication value chain accelerate product development life cycles.

Sasken offers a unique combination of research and development consultancy, wireless software products, software services and network engineering services, and works with Network OEMs, Semiconductor Vendors, Terminal Device OEMs and Operators across the world. Global Fortune 500 and Tier 1 companies in these segments are part of Sasken's customer profile.

Established in 1989, Sasken employs over 3,000 people at its offices in India, China, Finland, Japan, Korea, UK and USA. For further information please visit [www.sasken.com](http://www.sasken.com)

## Indian GAAP Financial Release - Q4 FY 12 and full year FY 12

### 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.

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