



Dear Analyst,

I am pleased to report on Sasken Group's business performance for Q2 Fiscal 2024, ended September 30<sup>th</sup>, 2023. As always, we must highlight that certain statements made here or subsequently in response to your queries concerning our future growth prospects are forward-looking statements. Please refer to Safe Harbor clause in the second slide of our presentation for full details.

### **Quarter-on -Quarter (Sequential)**

Let me begin by walking you through our financials for Q2 FY24. The consolidated revenues for the Sasken Group went up by 4.1% over the previous quarter to ₹ 102.51 crores. Consolidated Earnings before Interest and Taxes were ₹ 12.71 crores, an increase of 71.0% sequentially. Consolidated PAT was at ₹ 18.08 crores, down by 29.7% over the previous quarter. PAT margin was at 17.6%. Consolidated earnings per share was ₹ 12.01 for the quarter. Cash and cash equivalents were approximately ₹ 642 crores as of September 30, 2023.

### **Quarter-on -Quarter (Comparable quarter of the previous year)**

In Q2 FY24, the consolidated revenues for the Sasken Group went down by 14.6% to ₹ 102.51 crores. Consolidated Earnings before Interest and Taxes were ₹ 12.71 crores, a decrease of 55.2%. Consolidated PAT was at ₹ 18.08 crores, down by 49.7%.

### **Year on Year (Comparable previous half year)**

In H1 FY 2023-24, the consolidated revenues for the Sasken Group went down by 9.2% YoY to ₹ 201.00 crores. Consolidated Earnings before Interest and Taxes for H1 fiscal '24 were ₹20.15 crores, decrease of 62.9% YoY. Consolidated PAT for H1 fiscal '24 was at ₹ 43.78 crores, down by 14.4% YoY. PAT margin for H1 fiscal '24 was at 21.8 %. Consolidated earnings per share, was ₹ 29.09 for H1 FY 2023-24 as against ₹34.02 for H1 FY 2022-23.

### **People**

As of September 30, 2023, the Sasken Group had 1381 employees and a 17% LTM attrition rate. Our efforts to promote retention have improved, resulting in a steady drop in attrition. Over the past months, we have been committed to improving our employees' experience with initiatives to boost employee engagement, skill development, learning, provide competitive hikes, enriched total benefit, career development for our talent pool.





# SASKEN

Our performance-focused culture drives Sasken's people practices emphasizing meritocracy, customer-centricity, innovation, learning and respect for individuals. Using single minded focus, we have driven culture transformation programs to instill excellence at all levels and enabled our talent to deliver the best for our customers globally.

**It brings us immense pride to announce that Sasken has been honored with this prestigious award, marking our place as one of the top '100 Best Companies for Women in India' along with the 'exemplars most inclusive company index, India 2023'.** This accolade is not just a testament to our policies and initiatives, but a reflection of our unwavering commitment to fostering an inclusive environment that empowers every individual, irrespective of gender. Committed to growth and development, we are embarking on a journey of culture which embraces evolving principles that foster growth mindset where collaboration, innovation, and inclusivity thrive.

## **Customers**

We currently have 48 active customers.

## **Business Highlights**

We are committed to remaining a differentiated enterprise in the face of continuous technological disruptions. While we are proud to be a trusted partner to our customers, we remain mindful of our modest size. The changing landscape driven by communications, computing, cloud, and cognition has reshaped businesses in all sectors. The exponential growth of data bandwidth in communication networks, driven by advancements in Direct-To-Cell (NTN IoT) connectivity, 5G networks and broadband capabilities in multi-orbit satellites, is enabling ubiquitous digital connectivity, which is now the backbone of commercial and social enterprises including IoT using NTN. This data explosion, known as the era of Chip-to-Cognition, has revolutionized decision-making processes, making it easier to develop capabilities that mimic human abilities.

**In the Communication & Devices segment,** we are continuously attracting new customers who appreciate our extensive experience and the knowledge of wireless protocols including Non-Terrestrial Networks (NTN) features that is driving satellite communication into main communication streamline. Our main goal is to not only expand our current business relationships but also generate excitement in the market through our exceptional product engineering services across devices and access networks.



**Android has two mature offerings on Software Refresh and Security Patch Management** which continues to generate business in the Consumer, Industrial and Automotive domain. With increasing adoption of Android and Open-Source Software in general, we have recently added new business in NPI and have pipeline opportunities in Software refresh and Security Patch Management. Our differentiator in the Long-Life Software refresh programs is process uniqueness, hence we are enhancing it to also include custom “over the air solution” and accelerators for enabling “Camera” technology. We have further invested in our Camera Solution lab to help OEM’s future ready use cases across the verticals.

We are building new offerings, Solution accelerators and Differentiators in the IoT space. Our collaboration with Qualcomm through the IoT Accelerator Program underscores our commitment to shaping the future of connected devices and services. The collaboration will help accelerate the creation of robust, security-rich, and efficient IoT offerings that can transform industries, business models, and experiences.

**In the satellite segment,** Non-Terrestrial Networks (NTN) is going to grow as many commercial devices will continue to support direct to cell, two ways texts and voice services, by 2024/25 and NTN New Radio (NR) broadband support by 2026/27. Apart from NTN, broadband growth continues, and many operators are planning next generation network. We are foreseeing a strong and sustained demand across multi-orbit connectivity, although it is important to note that sales cycles in this industry can be extended. Despite these factors, we view the satellite market as strategically significant and important for our business.

We are actively investing in R&D to enhance our capabilities in satellite technology and services. By staying at the forefront of technological advancements, understanding the evolving needs of the satellite market, and fostering strategic partnerships and collaborations with industry influencers and key stakeholders to strengthen our foothold in the satellite segment.

**In the automotive domain,** we have onboarded new customers world-wide and witnessing substantial momentum and recognition for the successful programs we have delivered in the recent times. We are seeing demands in newer domains such as Software Defined Vehicle along with connected vehicle applications. We are working with our strong partner ecosystem to build expertise and successfully deliver right and customized solutions to our esteemed customers. We also see supplier consolidations in the industry and vehicle OEMs are taking more charge and engaging directly with service providers. This positive industry traction is motivating us to leverage our strengths and make strategic investments for the future. With our in-depth expertise in semiconductor engineering, communication technology, distributed middleware we are actively forging partnerships within the ecosystem. These collaborations offer us exciting prospects to expand our reach and sell our solutions through strategic partners across various domains.



As we gear up for the future, our focus remains on solving unique customer challenges. By leveraging our extensive offerings in the automotive, wireless comms domains, underpinned by our capabilities on digital, cloud and quality engineering services, we are committed to addressing the unique customer needs. Through innovative solutions and cutting-edge technology, we aim to provide value-driven outcomes and establish ourselves as a trusted partner in the automotive industry.

**In the Digital space**, we have been successfully expanding our range of services and attracting new opportunities. Our efforts have paid off, as we have recently secured partnerships with automotive and industrial clients, solidifying our position in these industries. We have won new logos and secured wins from existing customers. With our extensive expertise in technologies such as AI, IoT, cloud computing, DevOps, App Development and data analytics, across industries, including automotive, industrial, healthcare and telecommunications, Sasken is well poised to provide tailored solutions that drive growth, efficiency, and competitive advantage for its customers.

#### **Dividend**

The Board has declared an interim dividend of Rs. 12 per equity share for FY 2023-24 at its meeting held on October 20, 2023.

Overall, we are confident about Sasken's future growth prospects. We appreciate the trust reposed in us and are committed to driving value for all our stakeholders.

Sincerely,

ABHIJIT  
GANGADHAR  
R KABRA

Digitally signed by  
ABHIJIT  
GANGADHAR KABRA  
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**Abhijit Kabra**  
Chief Executive Officer  
Sasken Technologies Limited

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**Rajiv C Mody**  
Chairman and Managing Director  
Sasken Technologies Limited