

Media Release - FOR IMMEDIATE RELEASE

SASKEN posts EBIDTA and PAT growth in H1, FY 2014

Bangalore, 28 October 2013: Sasken Communication Technologies Limited (BSE: 532663, NSE: SASKEN) today announced its consolidated results according to Indian GAAP for the second quarter and half year ended September 30, 2013.

Performance Snapshot for the Half Year: H1 FY 14

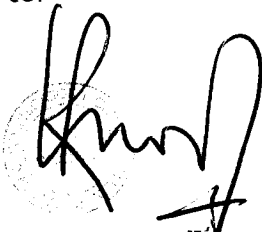
- Consolidated Revenues for H1 FY 14 at ₹. 228.56 Crore
 - Down 6.6 % YoY from H1 FY 13
- Consolidated EBIDTA for H1 FY 14 at ₹. 28.04 Crore
 - Up 70.6 % YoY from H1 FY 13
- Consolidated PAT for H1 FY 14 at ₹. 31.28 Crores
 - Up 116.9 % YoY from H1 FY 13
 - PAT Margins for the half year at 13.7 %

Key Business metrics for the half year: H1 FY 14

- Software services revenues for H1 FY 14 at ₹. 217.42 Crore
 - Down 3.9 % YoY from H1 FY 13
- Products group revenues for H1 FY 14 at ₹.10.09 Crore
 - Down 41.3 % YoY from H1 FY 13
- Consolidated EBIDTA margins were at 12.3 %.
 - Services EBIDTA margins were at 13.3 %
 - Products EBIDTA margins were at -4.3 %

Performance Snapshot for the Quarter: Q2 FY 14

- Consolidated Revenues for Q2 FY 14 at ₹. 113.14 Crore
 - Down 2.0 % sequentially over the previous quarter
 - Up 1.0 % YoY from Q2 FY 13
- Consolidated EBIDTA for Q2 FY 14 at ₹. 9.61 Crore
 - Down 47.9 % sequentially over the previous quarter
 - Up 295% YoY from Q2 FY 13
- Consolidated PAT for Q2 FY 14 at ₹. 13.76 Crores
 - Down 21.4 % sequentially over the previous quarter
 - Up 5,562.6% YoY from Q2 FY 13
 - PAT Margins for the quarter at 12.2 %

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Indian GAAP Financial Release - H1 FY 14

Key Business metrics for the Quarter: Q2 FY 14

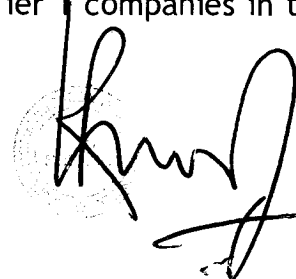
- Software services revenues for Q2 FY 14 at ₹. 107.97 Crore
 - Down 1.4 % sequentially over the previous quarter
 - Up 1.4% YoY from Q2 FY 13
- Products group revenues for Q2 FY 14 at ₹.4.59 Crore
 - Down 16.5 % sequentially over the previous quarter
 - Down 6.6% YoY from Q2 FY 13
- Consolidated EBIDTA margins were at 8.5 %.
 - Services EBIDTA margins were at 12.1 %
 - Products EBIDTA margins were at -67.4 %
- Revenue contribution from
 - the Top five customers stood at 42.0 % and
 - from Top 10 customers at 60.0 %
- Consolidated EPS was at ₹. 6.51 for the quarter
- 8 new customers added during the quarter making the total of active customers to 144
- There has been an increase in legal expenses on account of an ongoing litigation

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.

Speaking of the results, Mr. Rajiv Mody, Chairman and Managing Director, Sasken said “We are pleased to announce that the Board has approved the declaration of an interim dividend of ₹. 2.50 per equity share of face value Rs.10. In addition, to celebrate our 25th year since incorporation, the Board has approved a special dividend of ₹. 2.50 per equity share of face value Rs. 10, added Mr. Mody.

About Sasken:

Sasken (www.sasken.com) is an R&D Technology Solutions company that helps businesses across the Communication & Consumer value chain accelerate product development life cycles. Sasken offers a unique combination of R&D Consultancy, Wireless Software products, Solutions & Services for Consumer Electronics & Network Engineering Services and works with Network OEMs, Semiconductor Vendors, Terminal Device OEMs, Consumer Electronics OEMs and Operators across the world. Global Fortune 500 and Tier 1 companies in these segments are part of Sasken's customer profile.



Indian GAAP Financial Release - H1 FY 14

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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	Q2 FY 14	Q1 FY 14	Q4 FY 13	Q3 FY 13	Q2 FY 13	Q1 FY 13
Employee Metrics						
Employees, period end						
Total Employees (Consolidated)	2,108	2,122	2,291	2,560	2,762	2,960
Services S/W, Product S/W and technical professionals	1,868	1,892	2,050	2,308	2,505	2,684
Support Staff	240	230	241	252	257	276
Hiring Metrics						
Gross Adds	150	76	59	109	110	237
Net Adds	(15)	(169)	(269)	(202)	(198)	(66)
Attrition % Annualized (Based on Voluntary attrition only)	28.0%	37.2%	36.8%	28.7%	34.3%	35.4%
Attrition % LTM (Based on Voluntary attrition only)	31.5%	34.0%	34.7%	33.3%	32.4%	31.6%
Revenue by geography - Consolidated (In %)						
North America	33%	28%	24%	24%	25%	22%
EMEA	36%	37%	34%	34%	33%	36%
India	23%	23%	29%	29%	32%	26%
APAC	8%	12%	13%	13%	10%	13%
Client Concentration (In %)						
Top 5 client contribution to revenues	42.0%	42.0%	45.6%	49.0%	50.6%	50.9%
Top 10 client contribution to revenues	60.0%	64.0%	66.4%	69.7%	72.5%	73.5%
Relationships with Tier 1 Customers - Services+Products						
< 1 Million dollar customers - Trailing 12 months	11	11	11	11	11	14
1 < >3 Million dollar customers - Trailing 12 months	7	8	8	8	8	6
3 < >10 Million dollar customers - Trailing 12 months	10	9	8	6	6	7
10 < >20 Million dollar customers - Trailing 12 months			1	2	2	1
> 20 Million dollar customers - Trailing 12 months						1
Utilization, including trainees (Services Only - In %)	74.6%	75.6%	69.5%	67.9%	64.5%	66.9%
Revenue Split (Products Only) (In ₹ Million)						
License fees	5	10	33	26	18	11
Royalties	13	21	19	18	30	107
Customization	28	25	4	2	2	5
Revenue Split (Services Only) (In ₹ Million)						
Onsite	423	421	373	354	309	382
Offshore	657	674	701	763	756	816
Revenue by Project Type (Services Only) (In ₹ Million)						
Time and Material (including compensation)	865	854	786	862	862	944
Fixed Price	215	241	288	255	203	254