

Media Release - FOR IMMEDIATE RELEASE

Sasken FY13 revenues at ₹.474.83 Crores, PAT at ₹.31.96 Crores.

Bangalore, 27 April 2013: 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, 2013.

Performance Snapshot for the quarter Q4 FY 13

- Consolidated Revenues for Q4 FY 13 at ₹. 113.32 Crores
 - Down 2.9 % sequentially over the previous quarter
 - Down 13.0 % YoY from Q4 FY 12
- Consolidated EBIDTA for Q4 FY 13 at ₹. 12.58 Crores
 - Down 2.4 % sequentially over the previous quarter
 - Down 50.4 % YoY from Q4 FY 12
- Consolidated PAT for Q4 FY 13 at ₹. 7.02 Crores
 - Down 33.2 % sequentially over the previous quarter
 - Down 60.4 % YoY from Q4 FY 12
 - PAT Margins for the quarter at 6.2 %.

Performance Snapshot for the Financial Year 2013

- Consolidated Revenues for FY 13 at ₹. 474.83 Crores
 - Down 8.7 % YoY from FY 12
- Consolidated EBIDTA for FY 13 at ₹. 41.91 Crores
 - Down 45.2 % from FY 12
 - Consolidated EBIDTA Margins at 8.8 %
- Consolidated PAT for FY 13 at ₹. 31.96 Crores
 - Down 50.1% from FY 12
 - PAT Margins are at 6.7 % for the year

Key Business metrics for the quarter: Q4 FY 13

- Software services revenues for Q4 FY 13 at ₹. 107.40 Crores
 - Down 3.6 % sequentially over the previous quarter
 - Down 7.3 % YoY from Q4 FY 12
- Products group revenues for Q4 FY 13 at ₹.5.58 Crores
 - Up 19.7 % sequentially over the previous quarter
 - Down 58.2 % YoY from Q4 FY 12
- Consolidated EBIDTA margins were at 11.1 %.
 - Services EBIDTA margins for the quarter was at 9.9 %.
 - Products EBIDTA margins were at 42.8 %.
- Revenue contribution from
 - the Top five customers stood at 45.6 % and
 - from Top 10 customers at 66.4 %
- Average realized rate for the quarter ₹. 54.10 per US\$
- Consolidated EPS was at ₹. 3.23 for the quarter
- 7 new customers added during the quarter taking the total of active customers to 127



Indian GAAP Financial Release - Q4 FY 13 and full year FY 13

Key Business Metrics for the year: FY 13

- Software services revenues for FY 13 at ₹. 445.12 Crores
 - Down 6.3 % YoY from FY 12
- Products group revenues for FY 13 at ₹. 27.44 Crores
 - Down 30.5 % YoY from FY 12
- Consolidated EBIDTA margins were at 8.8%.
 - Services EBIDTA margins for the year was 6.9%.
 - Products EBIDTA margins were at 46.8%.
- PAT margins for the year were at 6.7 %
- Consolidated EPS was at ₹. 13.26 for the year

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.

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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Sasken Communication Technologies Ltd.
Consolidated Key Metrics

	Q4 FY 13	Q3 FY 13	Q2 FY 13	Q1 FY 13	Q4 FY 12	Q3 FY 12	Q2 FY 12	Q1 FY 12
Employee Metrics								
Employees, period end								
Total Employees (Consolidated)	2,291	2,560	2,762	2,960	3,026	3,060	3,193	3,413
Services S/W, Product S/W and technical professionals	2,050	2,308	2,505	2,684	2,758	2,784	2,917	3,139
Support Staff	241	252	257	276	268	276	276	274
Hiring Metrics								
Gross Adds	59	109	110	237	252	141	162	229
Net Adds	(269)	(202)	(198)	(66)	(34)	(133)	(220)	(95)
Attrition % Annualized (Based on Voluntary attrition only)	36.8%	28.7%	34.3%	35.4%	30.9%	28.2%	34.9%	30.2%
Attrition % LTM (Based on Voluntary attrition only)	34.7%	33.3%	32.4%	31.6%	30.7%	32.0%	33.8%	34.4%
Revenue by geography - Consolidated (In %)								
North America	24%	24%	25%	22%	18%	18%	17%	18%
EMEA	34%	34%	33%	36%	41%	45%	40%	44%
India	29%	29%	32%	26%	29%	25%	31%	29%
APAC	13%	13%	10%	15%	12%	12%	12%	9%
Client Concentration (In %)								
Top 5 client contribution to revenues	45.6%	49.0%	50.6%	50.9%	51.8%	53.1%	52.9%	56.0%
Top 10 client contribution to revenues	66.4%	69.7%	72.5%	73.5%	74.7%	72.1%	73.2%	76.4%
Relationships with Tier 1 Customers - Services+Products								
< 1 Million dollar customers - Trailing 12 months	11	11	11	14	15	15	16	17
1 < > 3 Million dollar customers - Trailing 12 months	8	8	8	6	6	7	6	4
3 < > 10 Million dollar customers - Trailing 12 months	8	6	6	7	7	6	5	6
10 < > 20 Million dollar customers - Trailing 12 months	1	2	2	1	1	1	1	1
> 20 Million dollar customers - Trailing 12 months				1	1	1	1	1
Utilization, including trainees (Services Only - In %)	69.5%	67.9%	64.5%	66.9%	72.4%	71.7%	69.6%	64.8%
Revenue Split (Products Only) (In ₹ Million)								
License fees	33	26	18	11	6	25	11	38
Royalties	19	18	30	107	125	78	56	41
Customization	4	2	2	5	3	6	3	4
Revenue Split (Services Only) (In ₹ Million)								
Onsite	373	354	309	382	359	359	337	421
Offshore	701	763	756	816	800	809	891	773
Revenue by Project Type (Services Only) (In ₹ Million)								
Time and Material (including compensation)	786	862	862	944	914	909	925	889
Fixed Price	288	255	203	254	245	259	303	305

