



Investor Presentation

Q1 2024-25



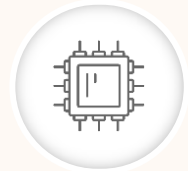
SASKEN

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 which have an impact on our business activities or investments, changes in the laws and regulations that apply to the 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 for IT professionals, the loss of significant customers, the monetary policies in India and globally, 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. The Company may, from time to time, make additional written and oral forward-looking statements, including statements contained in the Company's filings with the Stock Exchanges and our reports to shareholders. 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.

Sasken at a glance

- Product Engineering
- Digital Transformation
- ASIC Design Services
- Cyber Security



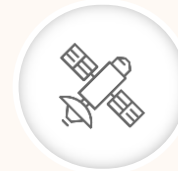
Semiconductor



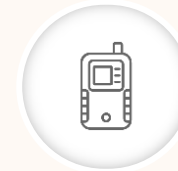
Communication & Devices



Automotive & Off-Highway



SatCom



Enterprise Grade Devices



Industrials



Transportation



- Customer Proximity Centers/Sales Offices
- Development Center
- Hardware Capabilities

Serving Clients across 5 Continents (23 Countries)

35+ Years
leadership in Engineering R&D

90+ clients including Fortune 500 Companies.

CSAT of avg : 4.5 on 5.0

70+ patents

200+ unique products are shipped with Sasken IP and services

Listed on BSE/NSE
Cash Positive
Debt Free
Profitable

Global Footprint
Coverage in 5 Continents

1600+ Engineers Globally

Delivery & Sales Centres
North America, Asia, and Europe

Innovation Centre Finland
Anechoic chamber
Acoustic Lab, RF/Antenna Labs



Sasken Management Systems Compliance



Data Protection Regulations



Automotive Functional Safety

ISO 26262



Automotive SPICE

ASPICE L3.0



Quality

ISO 9001:2015



Environment

ISO 14001:2015



Information Security

ISO/IEC 27001:2013



Software Engineering & Project Management

CMMi-L3

Global Certifications

60x4x3: Our strategy to accelerate growth

60

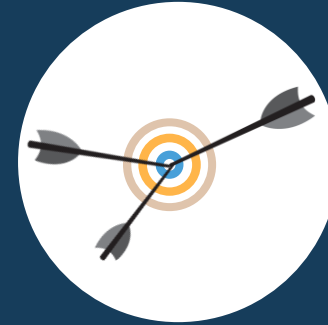
60
Marquee Accounts

x4

at least
\$4M
per account

x3

in 3
Years



Anchor culture of execution, accountability & empowerment

Reinforce World-Class, Tech-First, and Intellectual Integrity

Empower regional teams for culture sensitive local decision-making

Unwavering commitment towards talent development

Drive innovation and deliver exceptional value to customers

Our Commitment To Society (ESG)

Environmental Governance

- Environmental Goals
- Water Impact
- Energy Management
- Greenhouse Gas Emission
- GHG Management
- Sustainable Sourcing
- Environmental Stewardship



Social Governance

- Social Goals
- Diversity & Inclusion
- Human Rights
- Women Empowerment
- Safe and Inclusive Workplace
- Investing in Our People
- Well-being
- Inclusive Growth Equitable Development



Corporate Governance

- Governance Goal
- Sustainability Governance
- Sustainability Governance Strategy
- Sustainability Governance Leadership Model
- Sustainability Governance Pillars
- Core Sustainability Governance Programs
- Integrity, Ethics & Transparency
- Data privacy, Cyber Security
- Value to Customers



Snapshot of our FY24 ESG achievements



Environment

51%
reduction in
GHG emissions
versus 2018/19

85%
power replenished
by sustainable
energy

100%
of all light
fittings in LED

4,500
kilo litres of
waste -water
recycled

72%
of water
requirements
met from
ground rain

20
kgs/per
person/annum
waste reduction
compared to 2022



Social

0
wage disputes,
child labour,
discrimination,
forced labour



83%
of employees
affirm a culture
of inclusion

87%
of woman
using flexi hour
benefits

4,577
students
benefitting from
morning nutrition
program

100
students'
scholarships with
53% for girls



Governance

0%
breach on
data privacy

0%
breach on
cyber security

0
disaster
Incidents

99%
antivirus and
patch
compliance

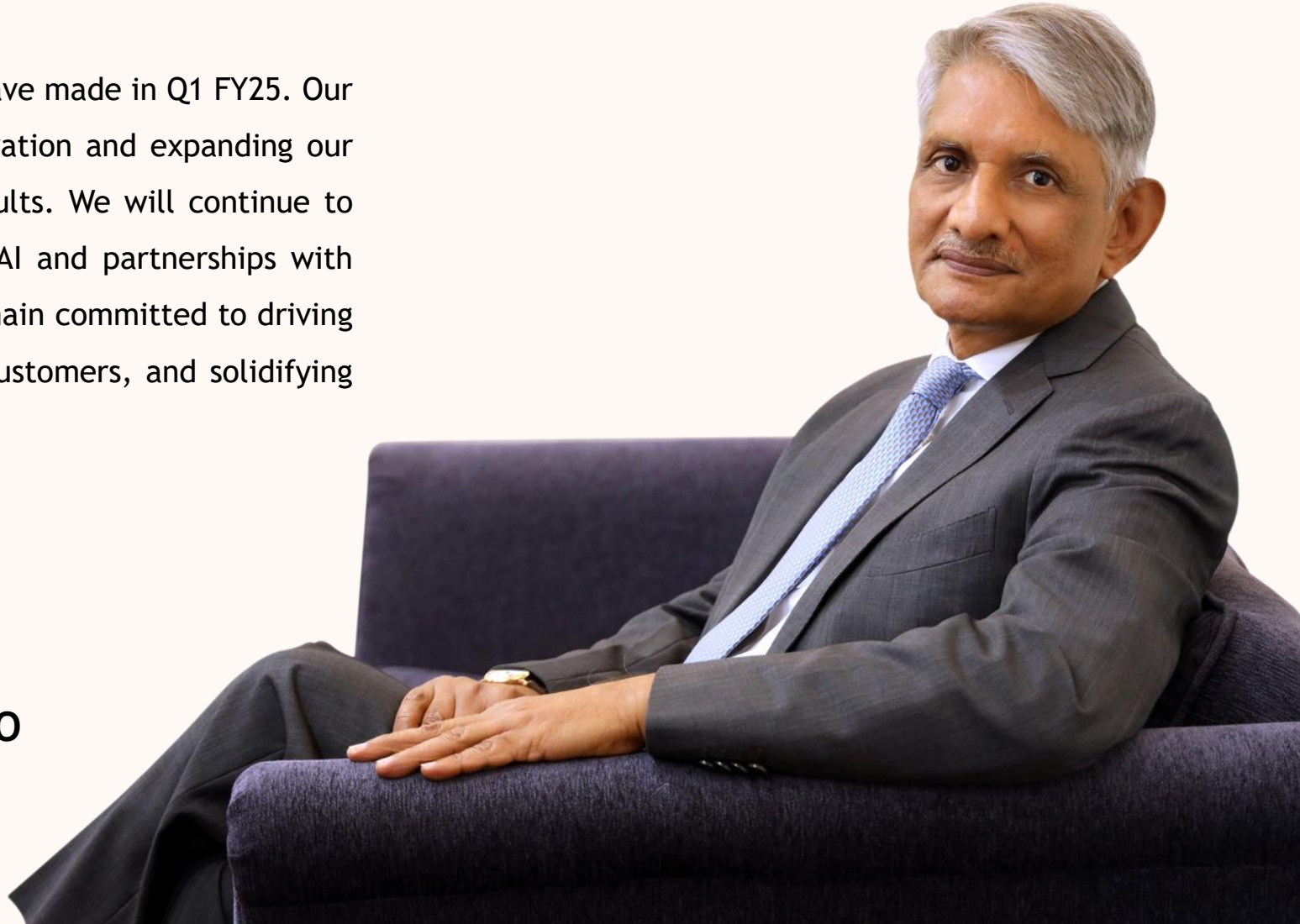
Q1 FY25 performance highlights



Message from the management

“ We are extremely pleased with the progress we have made in Q1 FY25. Our 60x4x3 strategy, combined with a focus on innovation and expanding our customer base has started yielding excellent results. We will continue to make investment in advanced technologies like AI and partnerships with industry leaders to enhance our offerings. We remain committed to driving innovation, delivering exceptional value to our customers, and solidifying our position in the market ”

Rajiv C Mody
Chairperson, Managing Director & CEO



Financial and operational summary

A quarter in which our ongoing strategic investments in people and technologies started yielding results

₹1,234 M
Revenue (↑13.2% QoQ)

4.2%
EBITDA

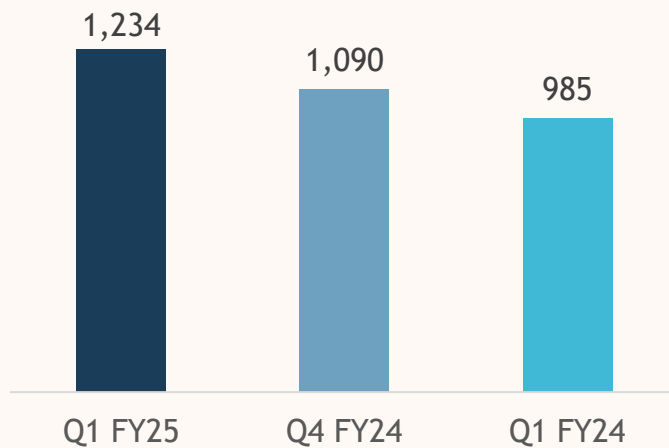
1.8%
EBIT

14.3%
PAT

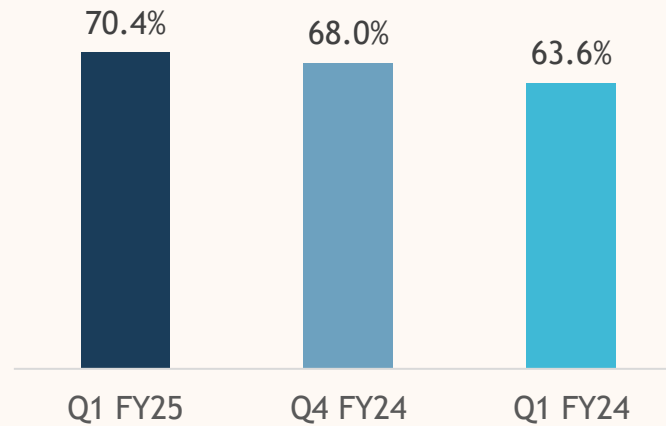
₹12.03
EPS (↑5.3% QoQ)

Increasing sales momentum

Consolidated revenues (₹ M)

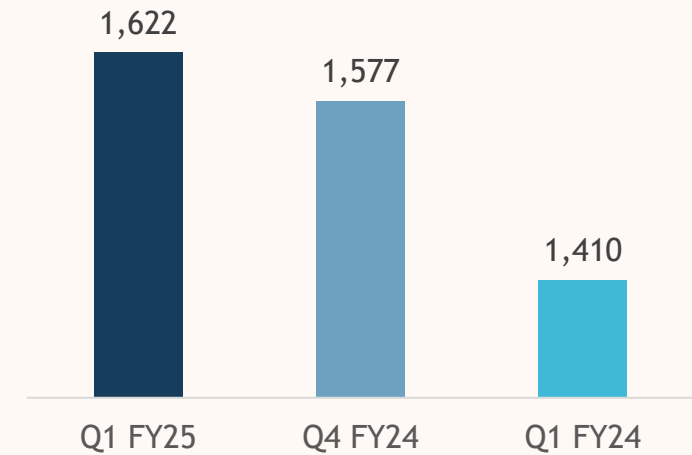


Growing utilization



Improving employee metrics

Total employees



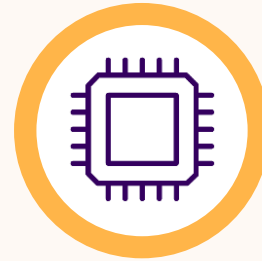
All data unless specified is on a consolidated basis

Key business updates



Major order wins

- Confidential SaaS model compute solutions for a global leader in semiconductors
- Digital project with a major satellite communication provider
- Integrated cockpit development project for a global technology company in the mobility space
- Critical Layer1 & Layer2 features development for a pioneering 5G Open RAN provider



Technology growth levers

- Invested in Anups Silicon Services to tap the silicon & IP-led design and foundry services markets
- Launched Japan CoE for catering to the local market
- Investment in our inhouse automotive test framework to cut down “on road” testing needs
- Investment in a dedicated Cyber Security Center of Excellence to reaffirm our commitment to secure by design product services

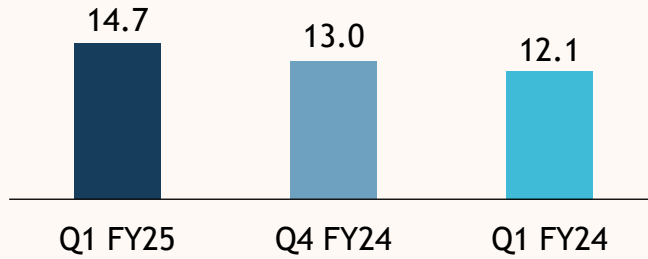


People and processes

- Received Great Place to Work certification
- Rolled out Great Manager Institute survey to gauge employee experience
- Launched 'Aspiring Manager Development Program'
- Achieved ASPICE v3.1 compliance
- Certified our Bengaluru and Kolkata sites for TISAX - AL3

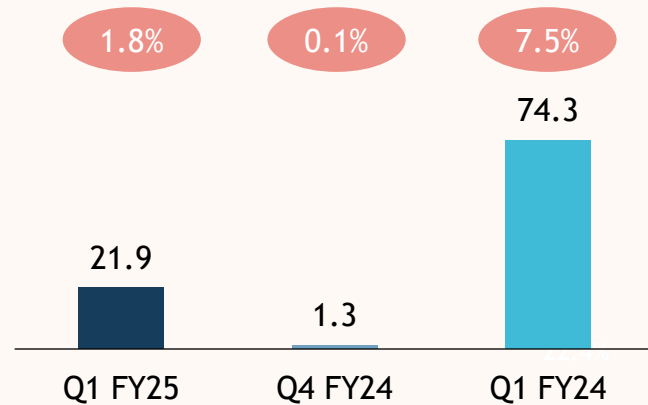
Financial performance snapshot

Consolidated Revenues (\$ M)



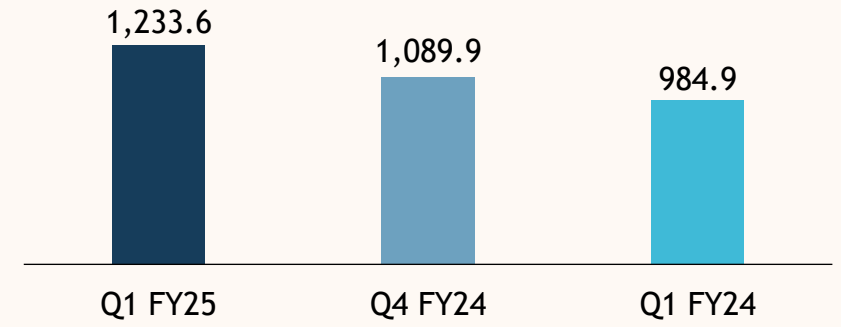
QoQ Growth: 13.0% ; YoY Growth: 21.1%

Consolidated EBIT (₹ M)



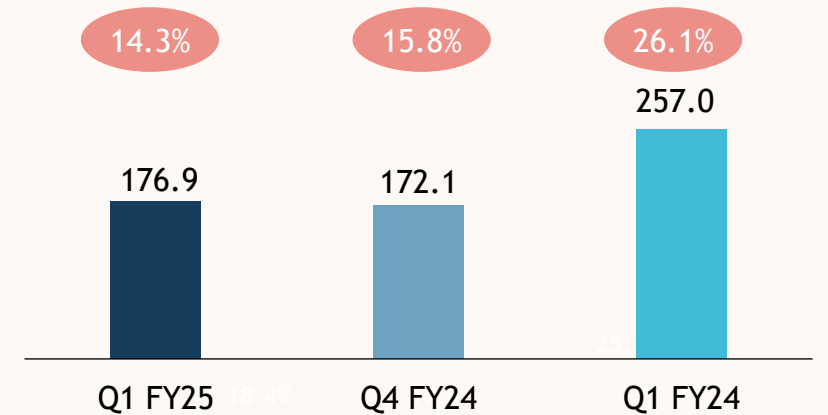
QoQ Growth: 1584.6%; YoY Growth: -70.5%

Consolidated Revenues (₹ M)



QoQ Growth: 13.2% ; YoY Growth: 25.3%

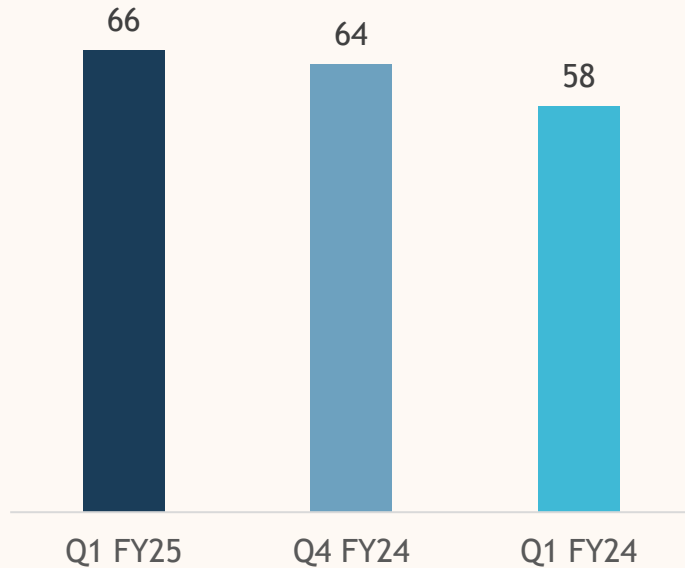
Consolidated PAT (₹ M)



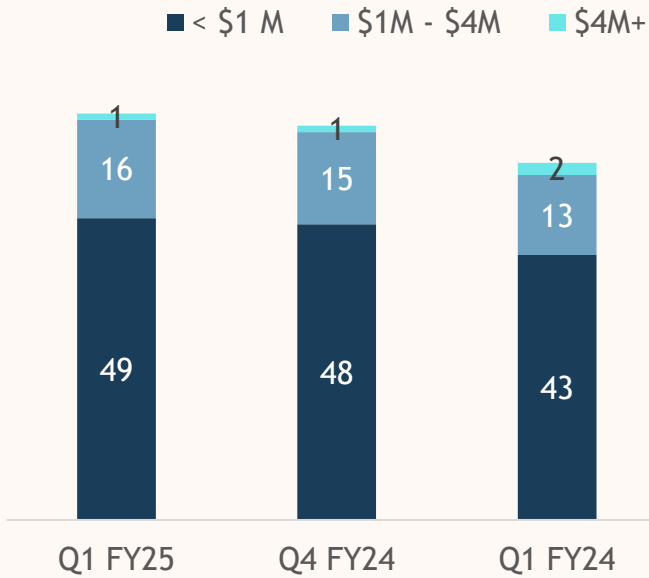
QoQ Growth: 2.7%; YoY Growth: -31.2%

Customer profile

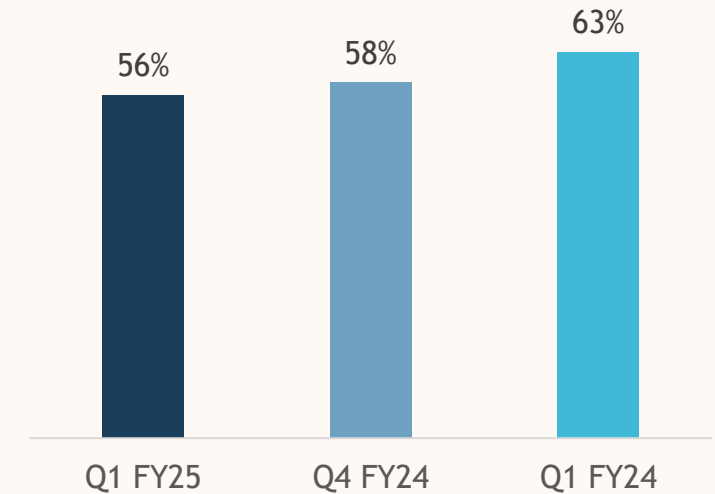
Number of active customers



Customer break-up by LTM sales



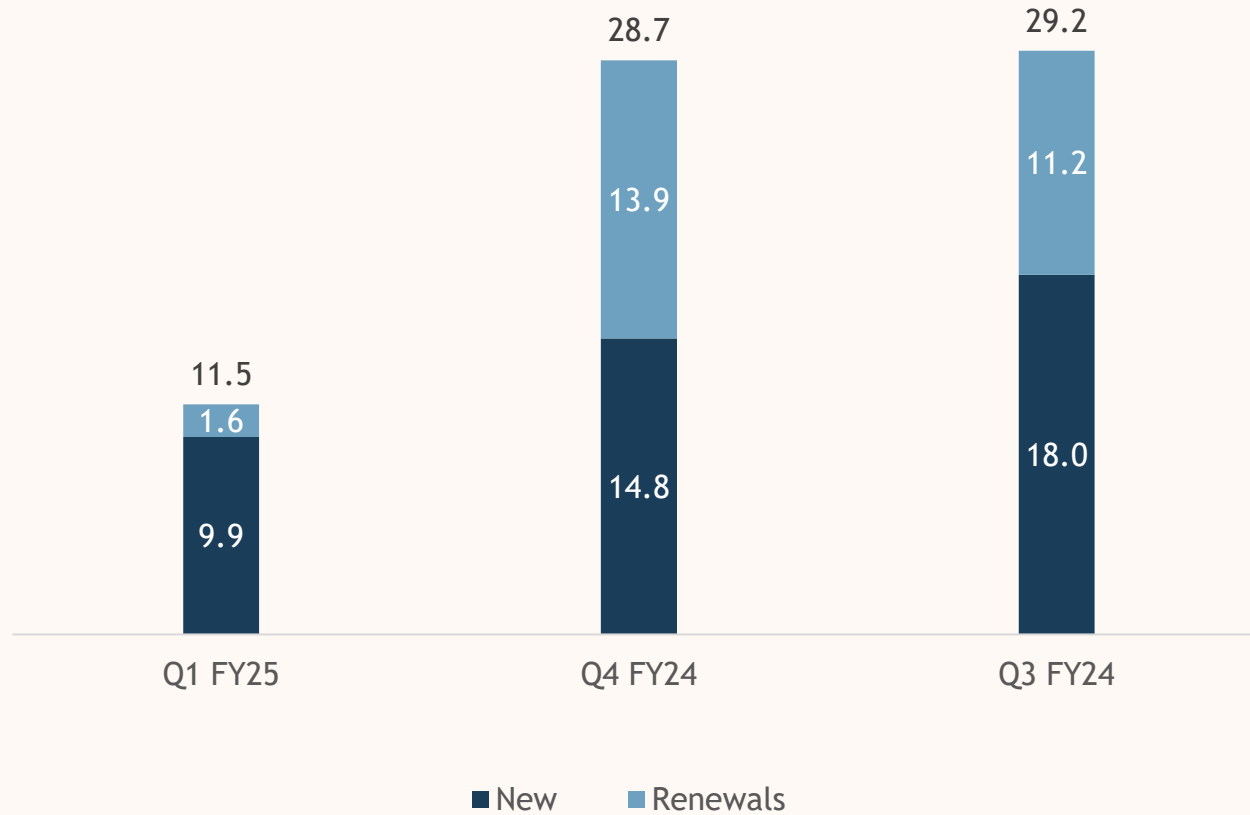
Top 10 customer concentration



- Number of active customers has been on an increasing trend
- Customers with \$1M+ ARR increased from 15 in Q1 FY24 to 17 in Q1 FY25
- Customer concentration with respect to the top 10 accounts has been declining since Q1 FY24

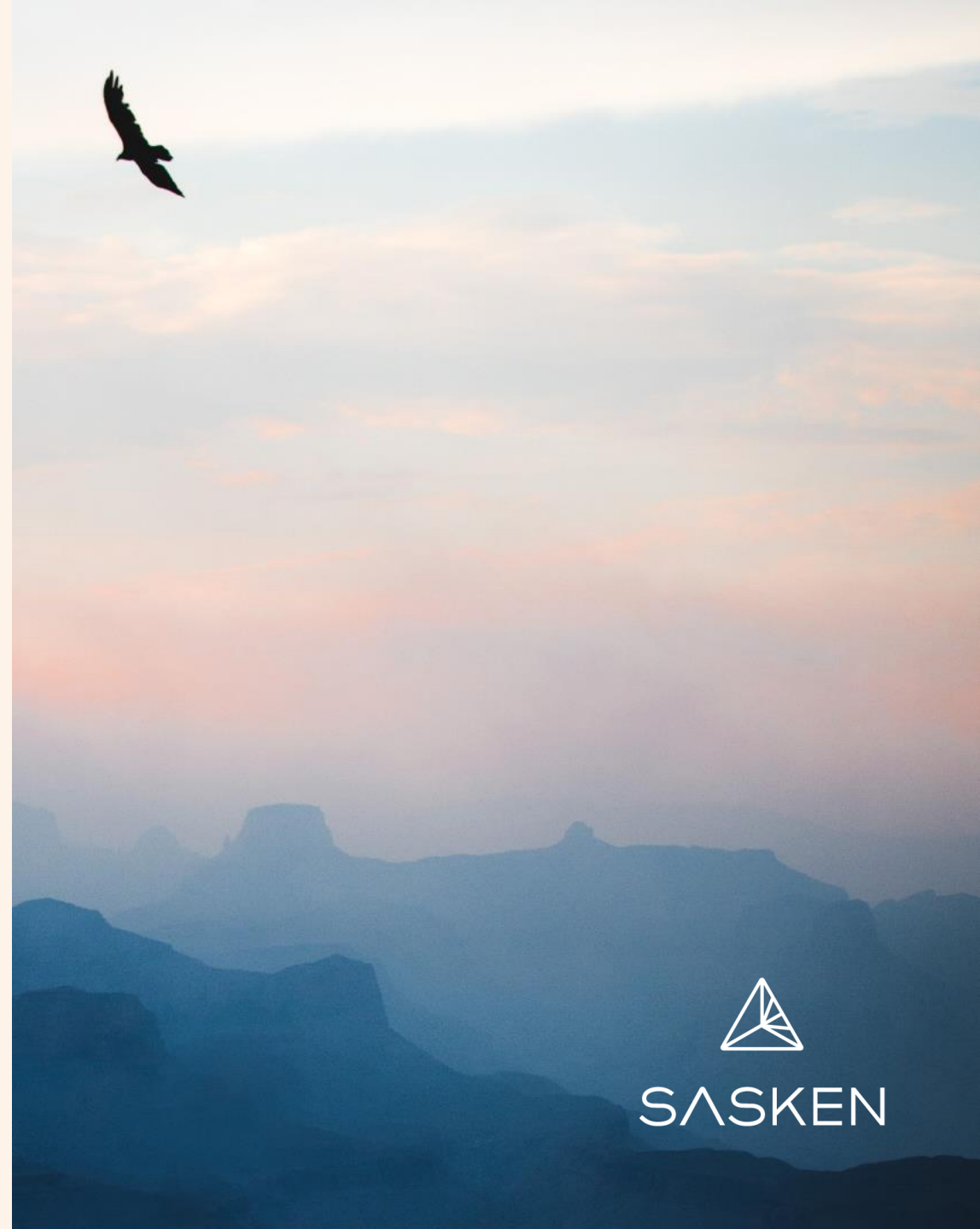
Order booking status

Total Contract Value in \$ M



Out of the total contract value of \$11.5M in Q1 FY25, the annual contract value is \$7.8M

Q1 FY25 news and achievements



SASKEN

Recent awards & recognitions



Great Place to Work



iNFHRA's Corporate EXcellence Conference
(Excellence in Energy Management / Waste / Water / Pollution Management)



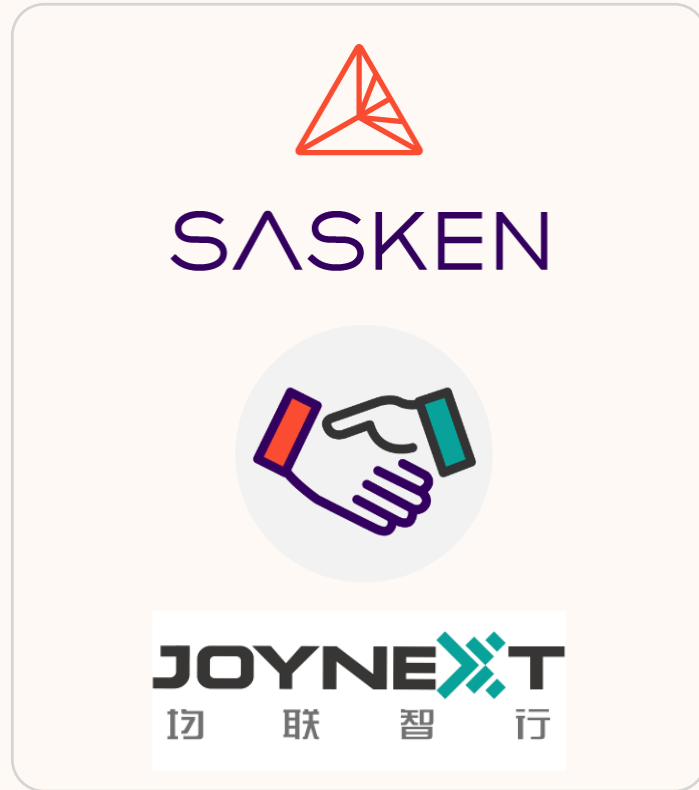
iNFHRA's Corporate EXcellence Conference
(Excellence in ESG)



Mercer Mettl HRedge Award
(Best skill transformation initiative within the IT industry)



Partnership with JOYNEXT



The partnership aims to accelerate innovation in connected car technologies and expand each other's footprint in the automotive market

- Combine each other's strengths in automotive including chip-to-cloud cognitive engineering and cybersecurity
- JOYNEXT to tap Sasken's deep domain knowledge for enhancing its connectivity solutions for automotive OEMs
- Initial focus on automotive software maintenance, ASPICE compliance, and enhancements for new products
- To also address EV challenges such as range anxiety and integration with ADAS systems

Additions to our leadership team

Alwyn is a dynamic and entrepreneurial leader with over 18 years of experience in the technology and engineering services sectors. Prior to joining Sasken, he has held senior leadership roles at TCS, ITC Infotech, and most recently served as Deputy CEO at FPT Software Americas. Known for his proven track record in driving profitable and sustainable growth, Alwyn has successfully built high-growth, people, and customer-centric organizations.

Alwyn holds an Engineering degree from the College of Engineering, Guindy, and has completed the executive management program in Strategy and Innovation at the prestigious Massachusetts Institute of Technology.

Alwyn joins as the President & COO and will be instrumental in driving our 60x4x3 strategy.



Alwyn Joseph Premkumar
President & COO, Sasken

Share price performance

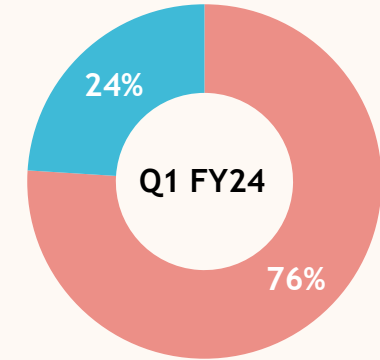
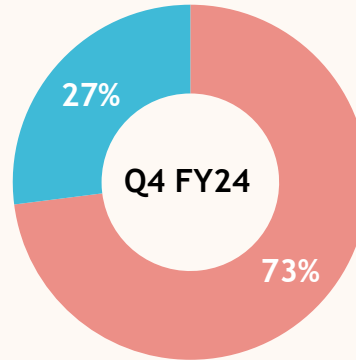
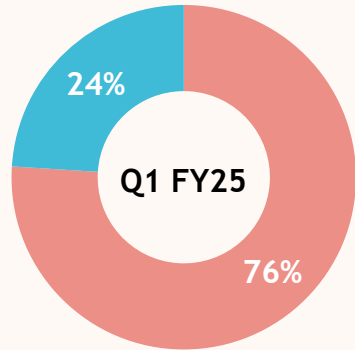


Q1 FY25 financial details and key metrics



Key metrics (1 of 3)

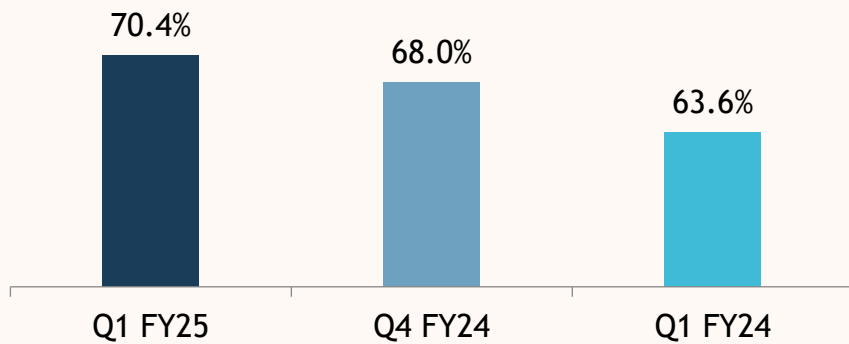
Revenue Mix - Delivery



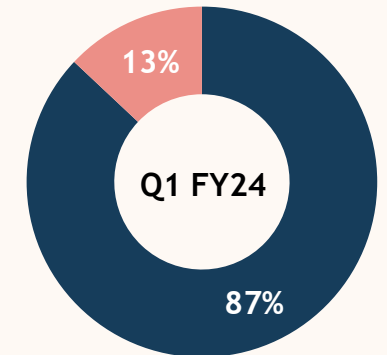
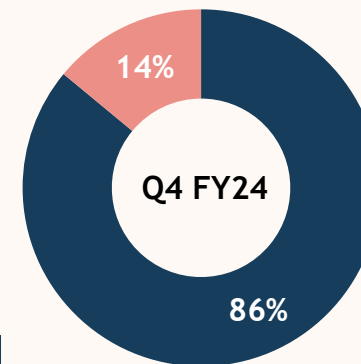
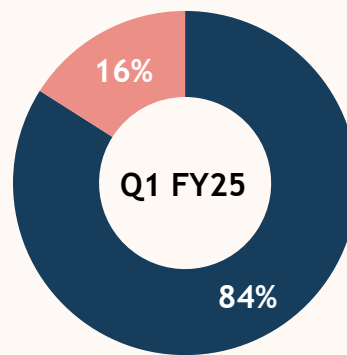
■ Onsite

■ Offshore

Utilization



Revenue Mix - Project Type



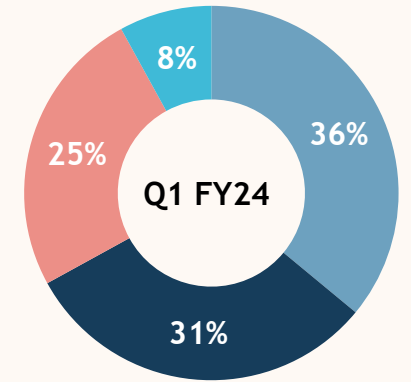
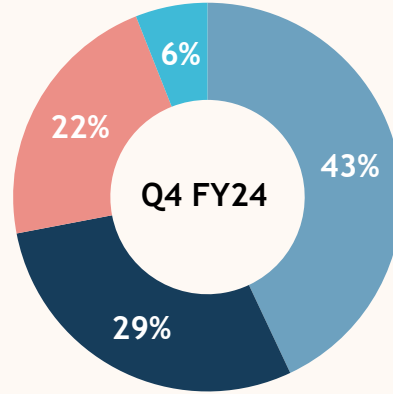
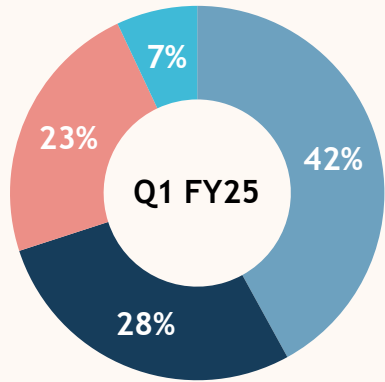
■ T&M

■ FPP

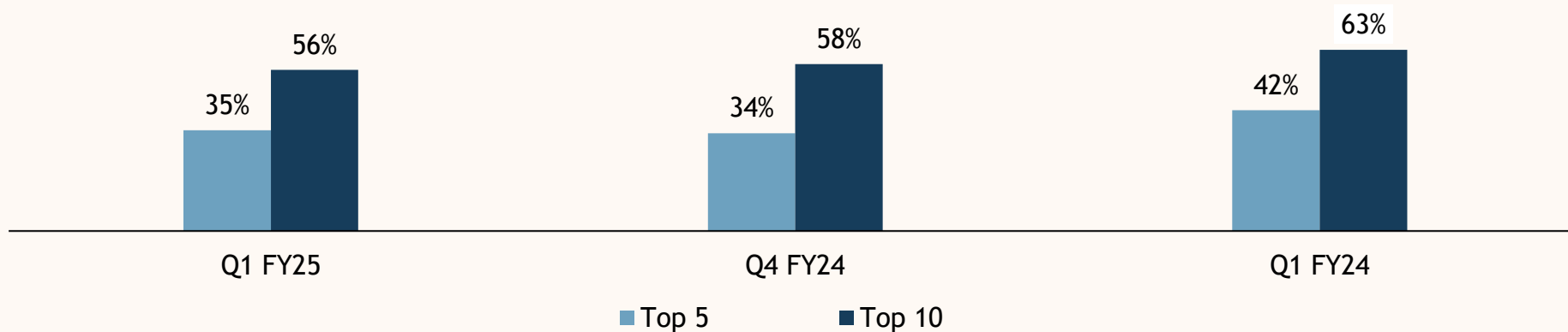
FPP includes all non T&M revenues

Key metrics (2 of 3)

Geography wise revenues

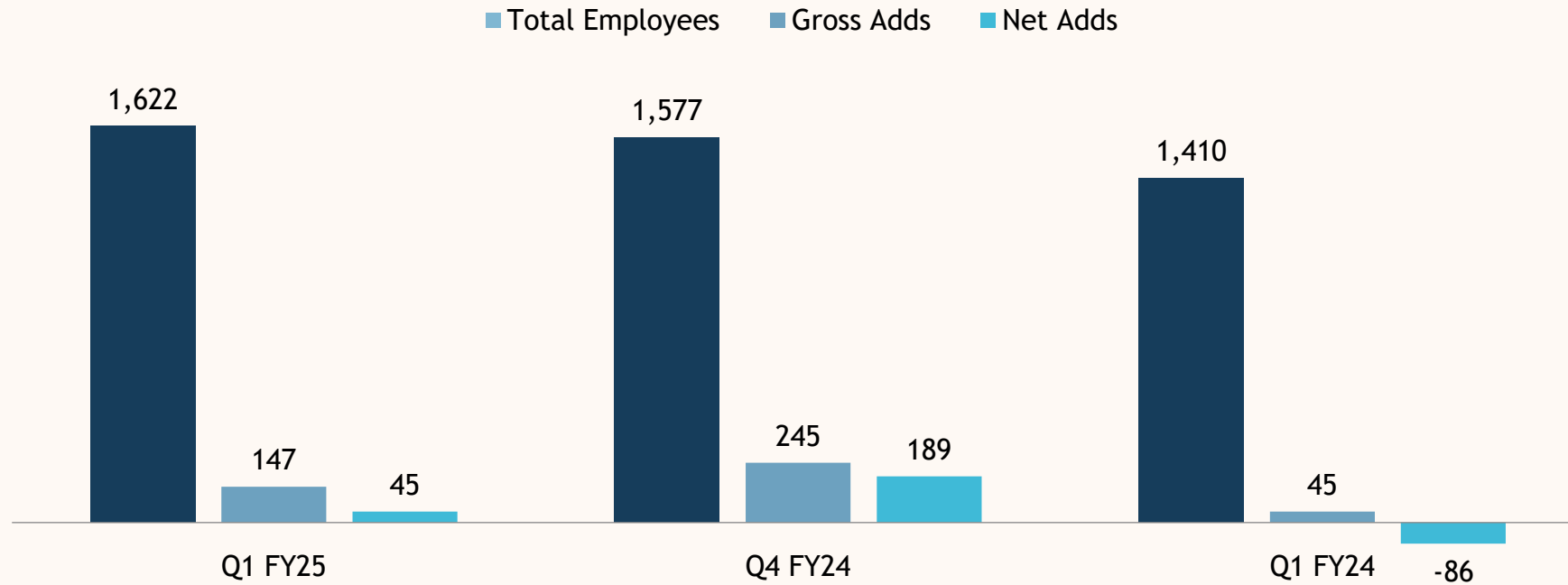


Customer concentration



Key metrics (3 of 3)

Human resource metrics



Attrition %	Q1 FY25	Q4 FY24	Q1 FY24
Attrition LTM %	9.6%	10.6%	21.3%
Annualised Attrition Quarterly %	9.3%	7.6%	14.9%

Income statement summary - consolidated

(₹ M)

Particulars	Q1 FY25	%	Q4 FY24	%	Q1 FY24	%	Growth over	
							Q4 FY24	Q1 FY24
Revenues	1,233.58	100.0%	1,089.90	100.0%	984.89	100.0%	13.2%	25.3%
Cost of Revenue	856.39	69.4%	772.89	71.0%	634.70	64.4%	-10.8%	-34.9%
Gross Profit	377.19	30.6%	317.01	29.0%	350.19	35.6%	19.0%	7.7%
SG&A	325.22	26.4%	296.70	27.2%	257.20	26.2%	-9.6%	-26.4%
EBITDA	51.97	4.2%	20.31	1.8%	92.99	9.4%	155.9%	-44.1%
Depreciation and amortisation expense	30.07	2.4%	19.01	1.7%	18.65	1.9%	-58.2%	-61.2%
EBIT	21.90	1.8%	1.30	0.1%	74.34	7.5%	1584.6%	-70.5%
Other Income	174.45	14.1%	208.99	19.2%	215.05	21.9%	-16.5%	-18.9%
Interest Expense	5.66	0.5%	0.86	0.1%	0.84	0.1%	558.1%	-573.8%
Profit before tax	190.69	15.4%	209.43	19.2%	288.55	29.3%	-8.9%	-33.9%
Taxes	13.84	1.1%	37.31	3.4%	31.56	3.2%	62.9%	56.1%
PAT	176.85	14.3%	172.12	15.8%	256.99	26.1%	2.7%	-31.2%
Attributable to owners of the Company	181.46	102.6%	171.91	99.9%	256.99	100.0%	5.6%	-29.4%
Attributable to Non-controlling interests	(4.61)	-2.6%	0.21	0.1%	-	-	-2295.2%	-

Income statement summary - consolidated nature wise

(₹ M)

Particulars	Q1 FY25	%	Q4 FY24	%	Q1 FY24	%	Growth over	
							Q4 FY24	Q1 FY24
Revenue from Operations	1,233.58	100.0%	1,089.90	100.0%	984.89	100.0%	13.2%	25.3%
Other Income	174.45	14.1%	208.99	19.2%	215.05	21.9%	-16.5%	-18.9%
Total Revenue	1,408.03	114.1%	1,298.89	119.2%	1,199.94	121.9%	8.4%	17.3%
Employee benefit expense	948.61	76.9%	870.14	79.9%	748.07	76.0%	-9.0%	-26.8%
Other expenses	233.00	18.9%	199.45	18.3%	143.83	14.6%	-16.8%	-62.0%
Depreciation and amortization expense	30.07	2.4%	19.01	1.7%	18.65	1.9%	-58.2%	-61.2%
Finance cost	5.66	0.5%	0.86	0.1%	0.84	0.1%	-558.1%	-573.8%
Total Expenses	1,217.34	98.7%	1,089.46	100.0%	911.39	92.6%	-11.7%	-33.6%
Profit before tax	190.69	15.4%	209.43	19.2%	288.55	29.3%	-8.9%	-33.9%
Tax Expenses	13.84	1.1%	37.31	3.4%	31.56	3.2%	62.9%	56.1%
Profit After Tax	176.85	14.3%	172.12	15.8%	256.99	26.1%	2.7%	-31.2%
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Attributable to Non-controlling interests	(4.61)	-2.6%	0.21	0.1%	-	-	-2295.2%	-

Balance sheet summary - consolidated (1 of 2)

(₹ M)

Particulars	June 30, 2024	%	March 31, 2024	%
ASSETS				
Non-current assets				
Property, plant and equipment (incl CWIP)	324.99	3.4%	327.53	3.5%
Right to use assets	196.37	2.1%	77.22	0.8%
Intangible assets	75.14	0.8%	78.71	0.9%
Goodwill	100.47	1.1%	100.47	1.1%
Financial assets				
(a) Investments	6,466.79	67.8%	6,102.18	65.9%
(b) Other financial assets	48.87	0.5%	32.03	0.3%
Deferred tax assets	50.10	0.5%	40.61	0.4%
Income tax assets	581.44	6.1%	567.16	6.2%
Other non-current assets	3.70	0.0%	3.45	0.0%
Total non-current assets	7,847.87	82.3%	7,329.36	79.1%
Current assets				
Financial assets				
(a) Investments	184.42	1.9%	213.76	2.3%
(b) Trade receivables	762.65	8.0%	657.68	7.1%
(c) Unbilled revenue and contract assets	329.68	3.4%	310.11	3.4%
(d) Cash and cash equivalents	216.14	2.3%	551.57	6.0%
(e) Derivative assets	13.77	0.1%	8.66	0.1%
(f) Other financial assets	96.65	1.0%	54.50	0.6%
Other current assets	92.47	1.0%	130.78	1.4%
Total current assets	1,695.78	17.7%	1,927.06	20.9%
Total	9,543.65	100.0%	9,256.42	100.0%

Balance sheet summary - consolidated (2 of 2)

(₹ M)

Particulars	June 30, 2024	%	March 31, 2024	%
EQUITY AND LIABILITIES				
Equity share capital	150.78	1.6%	150.78	1.6%
Other equity	7,739.87	81.1%	7,537.46	81.4%
Total Equity	7,890.65	82.7%	7,688.24	83.0%
Non-controlling interests	149.66	1.6%	154.57	1.7%
Liabilities				
Non-current liabilities				
Financial liabilities				
(a) Lease liabilities	157.37	1.6%	59.74	0.7%
(b) Other financial liabilities	61.73	0.6%	64.62	0.7%
Provisions	65.46	0.7%	58.02	0.6%
Total non-current liabilities	284.56	2.9%	182.38	2.0%
Current liabilities				
Financial liabilities				
(a) Trade payables	240.78	2.5%	162.78	1.8%
(b) Lease liabilities	45.75	0.5%	20.24	0.2%
(c) Other financial liabilities	119.92	1.3%	176.28	1.9%
Deferred revenue	182.29	1.9%	277.54	3.0%
Other current liabilities	234.08	2.5%	214.07	2.3%
Provisions	181.85	1.9%	175.94	1.9%
Income tax liabilities	214.11	2.2%	204.38	2.2%
Total current liabilities	1,218.78	12.8%	1,231.23	13.3%
Total	9,543.65	100.0%	9,256.42	100.0%



Thank You!



SASKEN