



SASKEN

# Consolidated Results for the quarter ended June 30, 2018

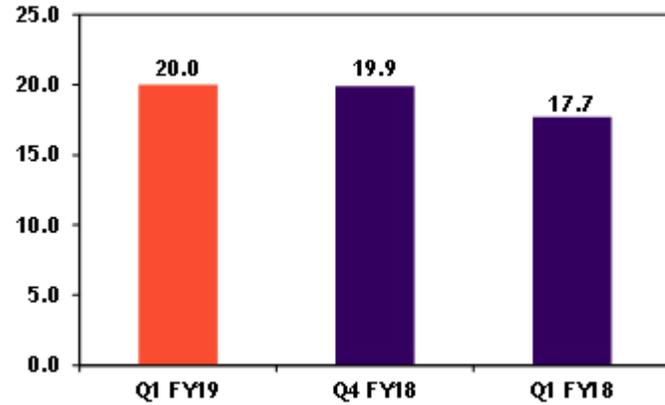
# Safe Harbor Clause

*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 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.*



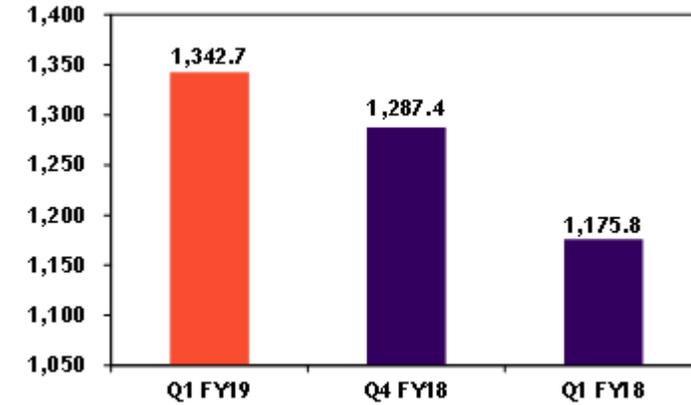
# Performance Snapshot - Q1 FY19 - Consolidated

Consolidated Revenues ( \$. Million)



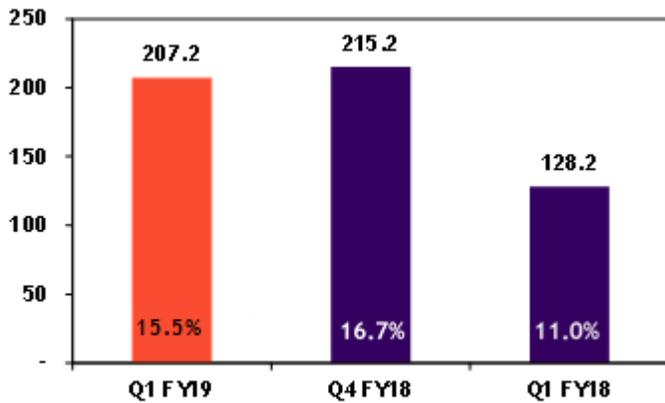
QoQ Growth: 0.6% ; YoY Growth: 13.1%

Consolidated Revenues ( ₹. Million)



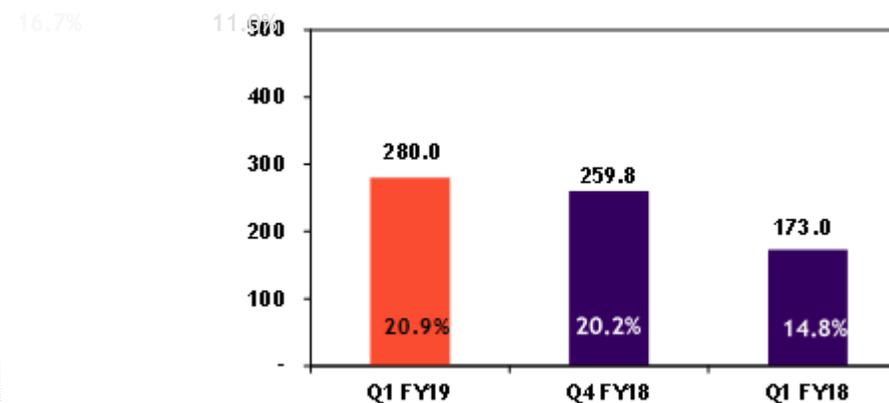
QoQ Growth: 4.3% ; YoY Growth: 14.2%

Consolidated EBITDA ( ₹. Million)



QoQ Growth: -3.7%; YoY Growth: 61.6%

Consolidated PAT ( ₹. Million)



QoQ Growth: 7.8%; YoY Growth: 61.9%



# Income Statement Summary - Q1 FY19 - Consolidated

(₹. Million)

Particulars	Q1 FY19	%	Q4 FY18	%	Q1 FY18	%	Growth over	
							Q4 FY18	Q1 FY18
Revenues	1,342.72	100.0%	1,287.37	100.0%	1,175.80	100.0%	4.3%	14.2%
Cost of Revenue	874.55	65.1%	822.79	63.9%	795.42	67.6%	-6.3%	-9.9%
Gross Profit	468.17	34.9%	464.58	36.1%	380.38	32.4%	0.8%	23.1%
SG&A	261.00	19.4%	249.40	19.4%	252.19	21.4%	-4.7%	-3.5%
EBITDA	207.17	15.5%	215.18	16.7%	128.19	11.0%	-3.7%	61.6%
Depreciation and amortisation expense	15.72	1.2%	15.32	1.2%	15.05	1.3%	-2.6%	-4.5%
EBIT	191.45	14.3%	199.86	15.5%	113.14	9.7%	-4.2%	69.2%
Other Income	176.36	13.1%	97.78	7.6%	94.30	8.0%	80.4%	87.0%
Profit/(loss) before tax	367.81	27.4%	297.64	23.1%	207.44	17.7%	23.6%	77.3%
Taxes	87.79	6.5%	37.82	2.9%	34.45	2.9%	-132.1%	-154.8%
PAT	280.02	20.9%	259.82	20.2%	172.99	14.8%	7.8%	61.9%



# Income Statement Summary - Q1 FY19 - Consolidated

Nature wise

(₹. Million)

Particulars	Q1 FY19	%	Q4 FY18	%	Q1 FY18	%	Growth over	
							Q4 FY18	Q1 FY18
Revenue from Operations	1,342.72	100.0%	1,287.37	100.0%	1,175.80	100.0%	4.3%	14.2%
Other Income	176.36	13.1%	97.78	7.6%	94.30	8.0%	80.4%	87.0%
<b>Total Revenue</b>	<b>1,519.08</b>	<b>113.1%</b>	<b>1,385.15</b>	<b>107.6%</b>	<b>1,270.10</b>	<b>108.0%</b>	<b>9.7%</b>	<b>19.6%</b>
Employee benefit expense	906.86	67.5%	862.69	67.0%	840.25	71.4%	-5.1%	-7.9%
Other expenses	228.69	17.0%	209.50	16.3%	207.36	17.6%	-9.2%	-10.3%
Depreciation and amortization expense	15.72	1.2%	15.32	1.2%	15.05	1.3%	-2.6%	-4.5%
<b>Total Expenses</b>	<b>1,151.27</b>	<b>85.7%</b>	<b>1,087.51</b>	<b>84.5%</b>	<b>1,062.66</b>	<b>90.3%</b>	<b>-5.9%</b>	<b>-8.3%</b>
<b>Profit/(loss) before tax</b>	<b>367.81</b>	<b>27.4%</b>	<b>297.64</b>	<b>23.1%</b>	<b>207.44</b>	<b>17.7%</b>	<b>23.6%</b>	<b>77.3%</b>
Tax Expenses	87.79	6.5%	37.82	2.9%	34.45	2.9%	-132.1%	-154.8%
<b>Profit After Tax</b>	<b>280.02</b>	<b>20.9%</b>	<b>259.82</b>	<b>20.2%</b>	<b>172.99</b>	<b>14.8%</b>	<b>7.8%</b>	<b>61.9%</b>



# Balance Sheet Summary - Consolidated ( 1 of 2 )

(₹. Million)

Particulars	June 30, 2018	%	March 31, 2018	%
<b>ASSETS</b>				
Property, plant and equipment ( incl CWIP)	381.79	5.1%	369.16	5.0%
Intangible assets	2.45	0.0%	3.56	0.0%
Financial assets				
(a) Investments	4,525.33	59.9%	4,494.41	61.3%
(b) Other financial assets	29.83	0.4%	30.08	0.4%
Deferred tax assets	88.85	1.2%	73.36	1.0%
Other tax assets	563.17	7.5%	582.34	8.0%
Other non-current assets	2.09	0.0%	9.78	0.1%
<b>Total non-current assets</b>	<b>5,593.51</b>	<b>74.1%</b>	<b>5,562.69</b>	<b>75.8%</b>
(a) Investments	271.08	3.6%	97.90	1.3%
(b) Trade receivables	706.19	9.4%	786.92	10.8%
(c) Cash and cash equivalents	235.63	3.1%	434.32	5.9%
(d) Unbilled revenue	198.15	2.6%	328.25	4.5%
(e) Derivative assets	-	0.0%	0.15	0.0%
(e) Other financial assets	152.69	2.0%	47.03	0.6%
Contract assets	311.32	4.1%	-	0.0%
Other current assets	82.99	1.1%	80.66	1.1%
<b>Total current assets</b>	<b>1,958.05</b>	<b>25.9%</b>	<b>1,775.23</b>	<b>24.2%</b>
<b>Total</b>	<b>7,551.56</b>	<b>100.0%</b>	<b>7,337.92</b>	<b>100.0%</b>



# Balance Sheet Summary - Consolidated ( 2 of 2 )

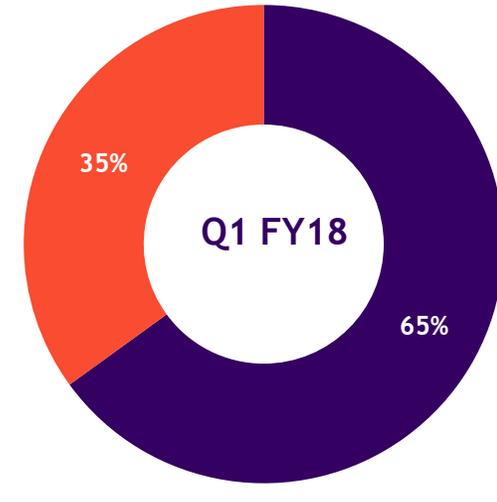
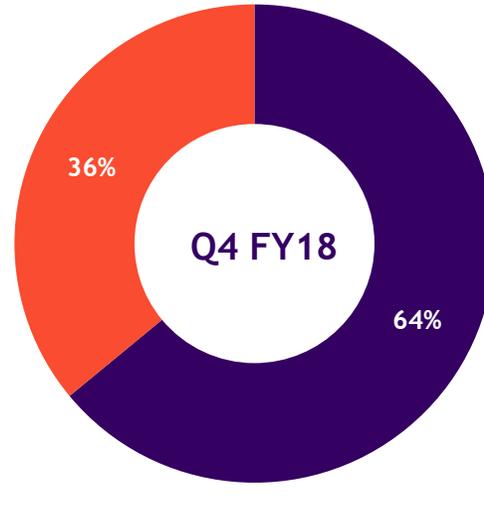
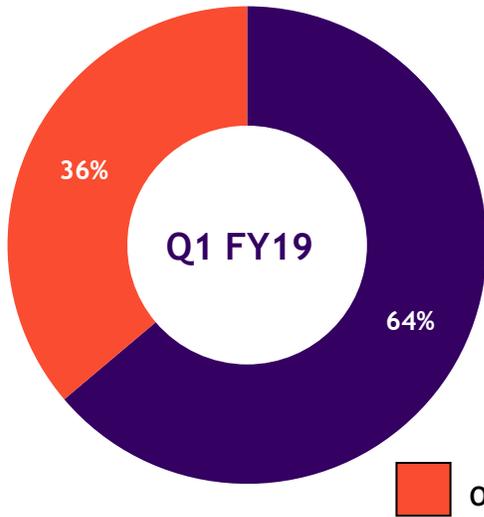
(₹. Million)

Particulars	June 30, 2018	%	March 31, 2018	%
<b>EQUITY AND LIABILITIES</b>				
Equity share capital	171.10	2.3%	171.10	2.3%
Other equity	6,313.48	83.6%	6,039.11	82.4%
<b>Total Equity</b>	<b>6,484.58</b>	<b>85.9%</b>	<b>6,210.21</b>	<b>84.7%</b>
Provisions	79.04	1.0%	81.18	1.1%
<b>Total non-current liabilities</b>	<b>79.04</b>	<b>1.0%</b>	<b>81.18</b>	<b>1.1%</b>
Financial liabilities	436.15	5.7%	410.50	5.6%
Deferred revenue	50.85	0.7%	140.31	1.9%
Other current liabilities	112.23	1.5%	126.67	1.7%
Provisions	162.90	2.2%	182.20	2.5%
Current tax liabilities	225.81	3.0%	186.85	2.5%
<b>Total current liabilities</b>	<b>987.94</b>	<b>13.1%</b>	<b>1,046.53</b>	<b>14.2%</b>
<b>Total</b>	<b>7,551.56</b>	<b>100.0%</b>	<b>7,337.92</b>	<b>100.0%</b>



# Metrics

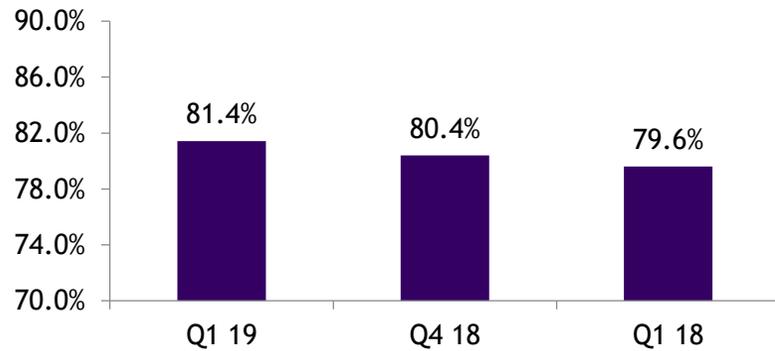
## Revenue Mix - Delivery



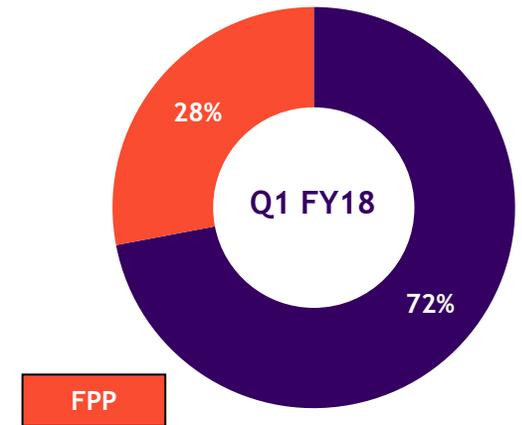
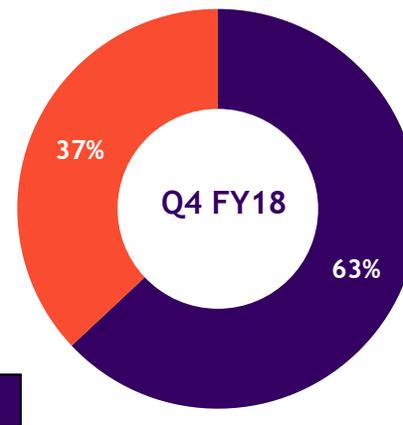
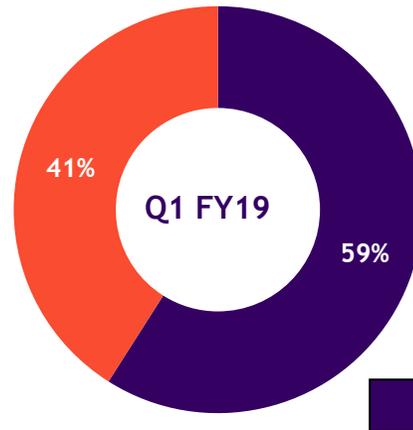
Onsite

Offshore

## Utilization



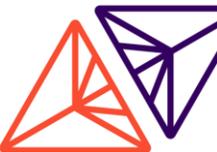
## Revenue Mix - Project Type



T&M

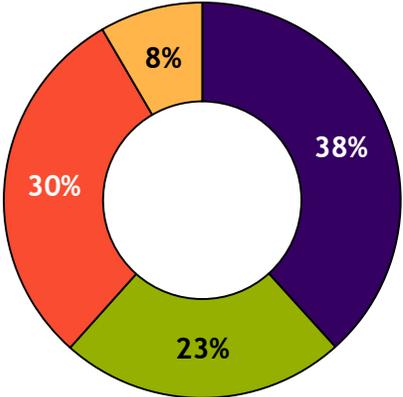
FPP

\*FPP includes all non T&M revenues

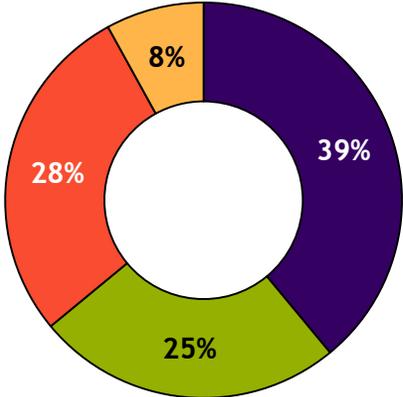


# Geography Wise Revenue

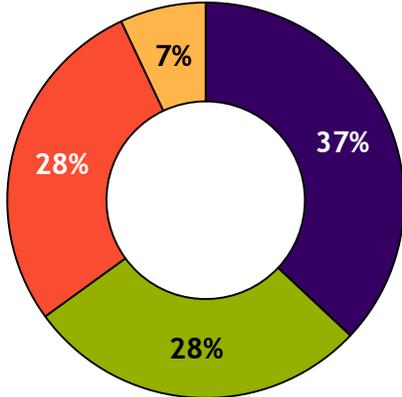
Q1 FY19



Q4 FY18



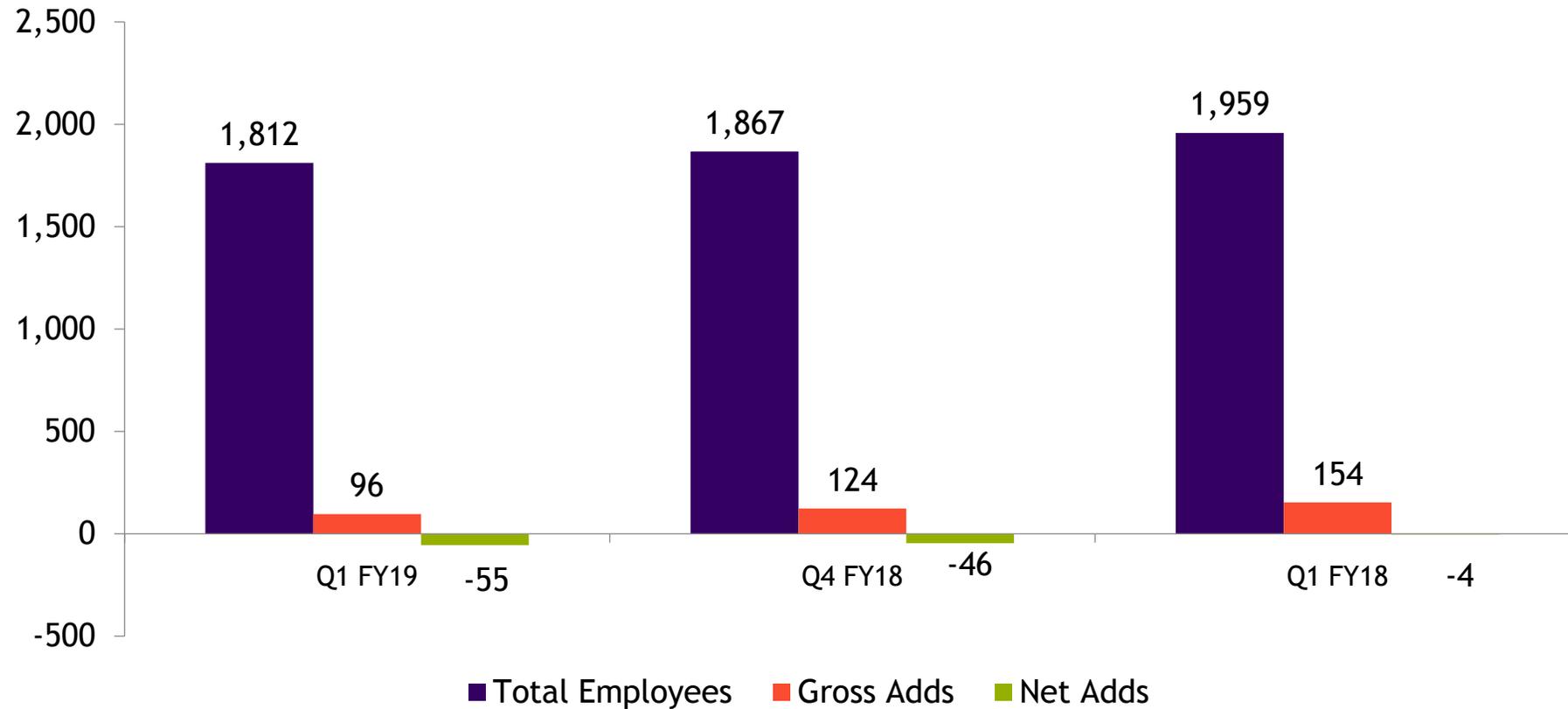
Q1 FY18



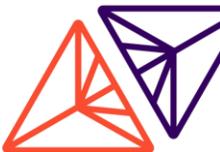
North America    EMEA    India    APAC



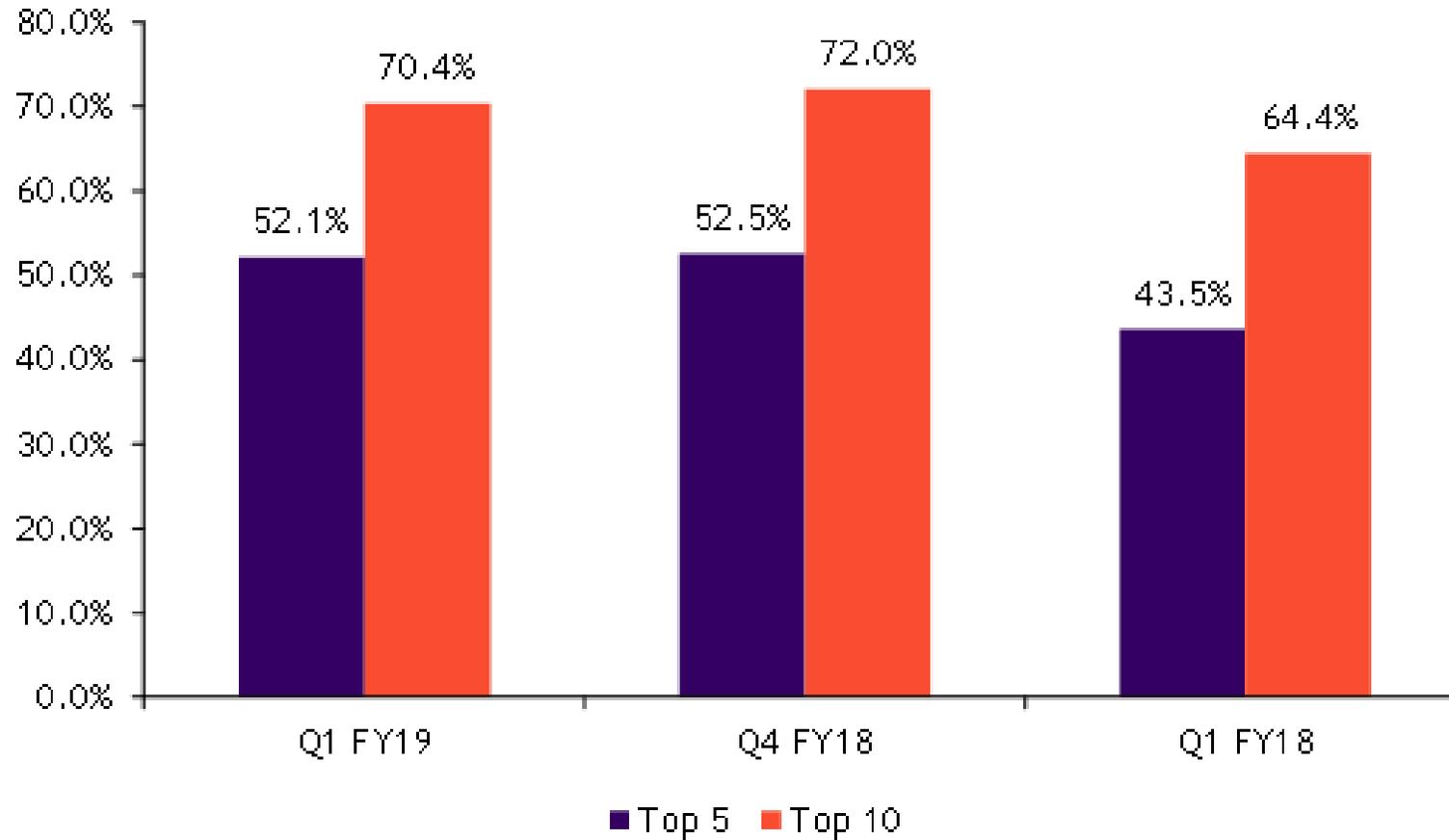
# Human Resources Metrics



Attrition %	Q1 FY19	Q4 FY18	Q1 FY18
Attrition LTM %	21.59%	21.04%	21.16%
Annualised Attrition Quarterly %	25.22%	22.65%	22.85%



# Customer Concentration





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# Thank You

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