

# Consolidated Results

For Quarter and half year ended  
Sep 30, 2016



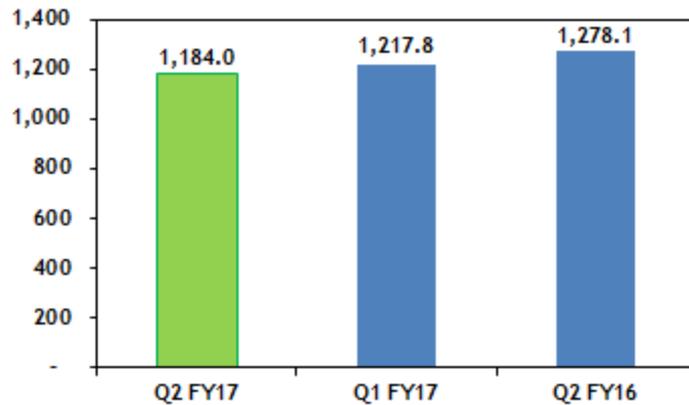
# Safe Harbor Clause

*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. In the following slides, Services refers to Software Services, Products refers to Software Products. Previous period/year amounts have been re-grouped /re-arranged, wherever necessary to conform to the current period's/year's presentation.*



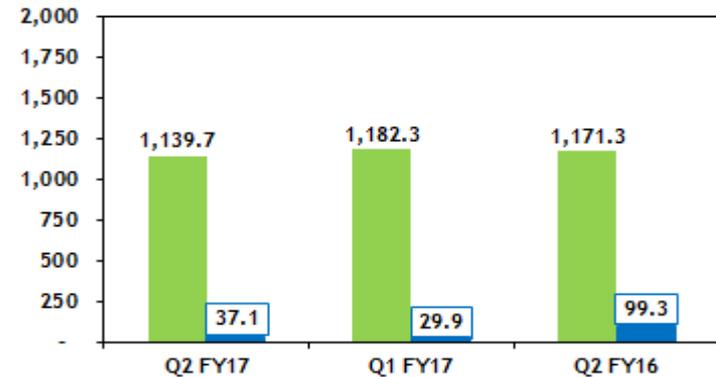
# Performance Snapshot - Q2 FY17 - Consolidated

Consolidated Revenues ( ₹. Million)



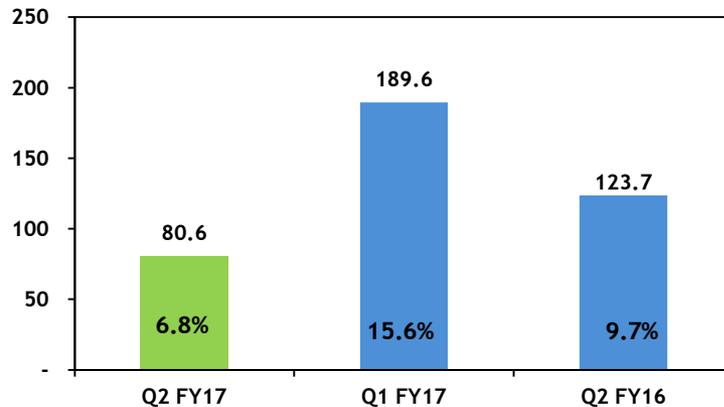
QoQ Growth: -2.8% ; YoY Growth: -7.4%

Services - Products Revenue Mix ( ₹. Million)



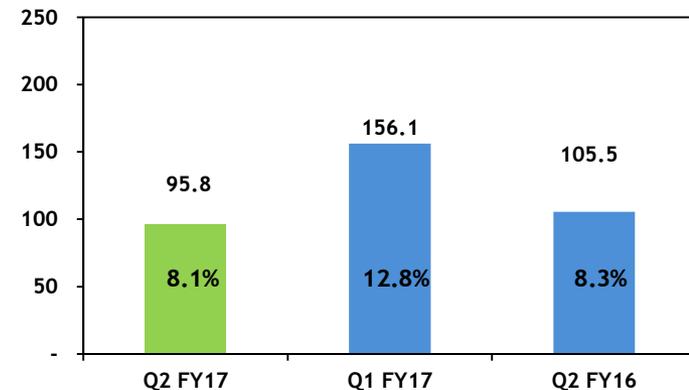
Services - QoQ: -3.6%; YoY: -2.7%  
 Products - QoQ: 24.0%; YoY: -62.7%

Consolidated EBITDA ( ₹. Million)



QoQ Growth: -57.5%; YoY Growth: -34.8%

Consolidated PAT ( ₹. Million)



QoQ Growth: -38.6%; YoY Growth: -9.2%

# Income Statement Summary - Q2 FY17 - Consolidated (₹. Million)

Particulars	Q2 FY17	%	Q1 FY17	%	Q2 FY16	%	Growth over	
							Q1 FY17	Q2 FY16
Revenues	1,183.97	100.0%	1,217.75	100.0%	1,278.14	100.0%	-2.8%	-7.4%
Cost of Revenue	846.73	71.5%	849.03	69.7%	872.38	68.3%	0.3%	2.9%
Gross Profit	337.24	28.5%	368.72	30.3%	405.76	31.7%	-8.5%	-16.9%
SG&A	256.65	21.7%	179.08	14.7%	282.04	22.0%	-43.3%	9.0%
EBITDA	80.59	6.8%	189.64	15.6%	123.72	9.7%	-57.5%	-34.8%
Depreciation and amortisation expense	16.69	1.4%	17.67	1.5%	15.77	1.2%	5.5%	-5.8%
EBIT	63.90	5.4%	171.97	14.1%	107.95	8.5%	-62.8%	-40.8%
Other Income	66.50	5.6%	48.58	4.0%	36.99	2.9%	36.9%	79.8%
Interest Expense	0.35	0.0%	0.35	0.0%	0.66	0.1%	0.0%	47.0%
PBT before exceptional items	130.06	11.0%	220.20	18.1%	144.28	11.3%	-40.9%	-9.9%
Taxes	34.30	2.9%	64.12	5.3%	38.79	3.0%	46.5%	11.6%
PAT	95.76	8.1%	156.08	12.8%	105.49	8.3%	-38.6%	-9.2%



# Segmental Results - Q2 FY17 - Consolidated

(₹. Million)

Particulars	Q2 FY17	Q1 FY17	Q2 FY16	Growth over	
				Q1 FY17	Q2 FY16
				(QoQ)	(YoY)
<b>Revenues</b>	<b>1,183.97</b>	<b>1,217.75</b>	<b>1,278.14</b>	-2.8%	-7.4%
Services	1,139.73	1,182.35	1,171.25	-3.6%	-2.7%
Products	37.06	29.89	99.29	24.0%	-62.7%
Others	7.18	5.51	7.60	30.3%	-5.5%
<b>EBITDA</b>	<b>80.59</b>	<b>189.64</b>	<b>123.72</b>	-57.5%	-34.8%
Services	65.45	178.56	80.06	-63.3%	-18.2%
Products	17.11	12.49	42.77	37.0%	-60.0%
Others	(1.96)	(1.40)	0.89	-40.0%	-320.2%
<b>EBITDA %</b>	<b>6.8%</b>	<b>15.6%</b>	<b>9.7%</b>		
Services	5.7%	15.1%	6.8%		
Products	46.2%	41.8%	43.1%		
Others	-27.3%	-25.5%	11.7%		
<b>Depreciation and Amortization %</b>	<b>1.4%</b>	<b>1.5%</b>	<b>1.2%</b>		
Services	1.4%	1.5%	1.3%		
Products	1.1%	1.3%	0.4%		
Others	0.2%	0.2%	0.2%		
<b>EBIT%</b>	<b>5.4%</b>	<b>14.1%</b>	<b>8.5%</b>		
Services	4.3%	13.6%	5.5%		
Products	45.1%	40.5%	42.7%		
Others	-27.5%	-25.7%	11.5%		



# Income Statement Summary - Q2 FY17 - Consolidated

*Nature wise*

(₹. Million)

Particulars	Q2 FY17	%	Q1 FY17	%	Q2 FY16	%	Growth over	
							Q1 FY17	Q2 FY16
Revenue from Operations	1,183.97	100.0%	1,217.75	100.0%	1,278.14	100.0%	-2.8%	-7.4%
Other Income	66.50	5.6%	48.58	4.0%	36.99	2.9%	36.9%	79.8%
<b>Total Revenue</b>	<b>1,250.47</b>	<b>105.6%</b>	<b>1,266.33</b>	<b>104.0%</b>	<b>1,315.14</b>	<b>102.9%</b>	<b>-1.3%</b>	<b>-4.9%</b>
Employee benefit expense	848.88	71.7%	842.67	69.2%	889.50	69.6%	-0.7%	4.6%
Increase/(decrease) of work-in-progress, stores	(7.11)	-0.6%	2.82	0.2%	(5.48)	-0.4%	352.1%	-29.7%
Other expenses	261.59	22.1%	182.62	15.0%	270.41	21.2%	-43.2%	3.3%
Depreciation and amortization expense	16.69	1.4%	17.67	1.5%	15.77	1.2%	5.5%	-5.8%
Finance cost	0.35	0.0%	0.35	0.0%	0.66	0.0%	0.0%	47.0%
<b>Total Expenses</b>	<b>1,120.41</b>	<b>94.6%</b>	<b>1,046.13</b>	<b>85.9%</b>	<b>1,170.85</b>	<b>91.6%</b>	<b>-7.1%</b>	<b>4.3%</b>
<b>Profit/(loss) before tax</b>	<b>130.06</b>	<b>11.0%</b>	<b>220.20</b>	<b>18.1%</b>	<b>144.29</b>	<b>11.3%</b>	<b>-40.9%</b>	<b>-9.9%</b>
Tax Expenses	34.30	2.9%	64.12	5.3%	38.80	3.0%	46.5%	11.6%
<b>Profit After Tax</b>	<b>95.76</b>	<b>8.1%</b>	<b>156.08</b>	<b>12.8%</b>	<b>105.49</b>	<b>8.3%</b>	<b>-38.6%</b>	<b>-9.2%</b>



# Balance Sheet Summary - Consolidated

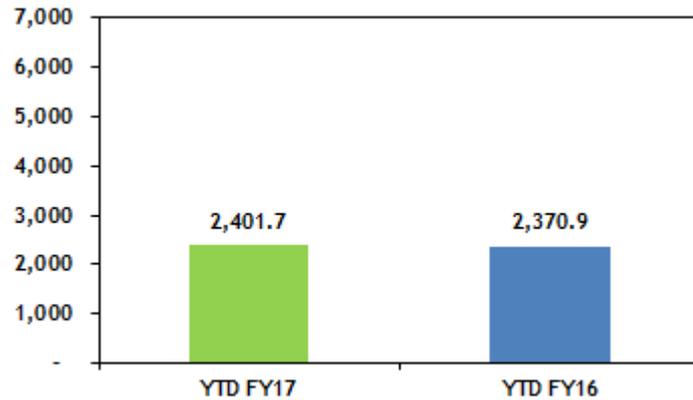
(₹. Million)

Particulars	September 30, 2016	%	March 31, 2016	%
<b>EQUITY AND LIABILITIES</b>				
Share Capital	177.20	2.7%	177.20	2.8%
Reserves and surplus	5,091.25	78.8%	4,812.91	75.5%
Non current liabilities	54.42	0.8%	56.68	0.9%
Current liabilities	1,136.96	17.7%	1,329.99	20.8%
<b>Total</b>	<b>6,459.83</b>	<b>100.0%</b>	<b>6,376.77</b>	<b>100.0%</b>
<b>ASSETS</b>				
<i>Non current assets</i>				
Fixed assets (net)	384.05	5.9%	403.16	6.3%
Non current investments	1,913.40	29.6%	1,831.90	28.7%
Deferred tax assets (net)	108.14	1.7%	113.96	1.8%
Other Non current assets	728.22	11.3%	694.67	10.9%
<i>Current assets</i>				
Current investments	1,760.77	27.3%	1,682.68	26.4%
Inventories	29.44	0.5%	24.68	0.4%
Trade receivables	855.88	13.2%	962.78	15.1%
Cash and bank balances	231.52	3.6%	233.83	3.7%
Other current assets	448.41	6.9%	429.11	6.7%
<b>Total</b>	<b>6,459.83</b>	<b>100.0%</b>	<b>6,376.77</b>	<b>100.0%</b>



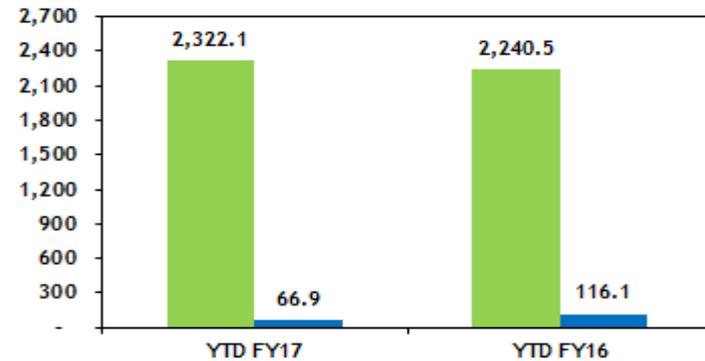
# Performance Snapshot - H1 FY17 - Consolidated

Consolidated Revenues ( ₹. Million)



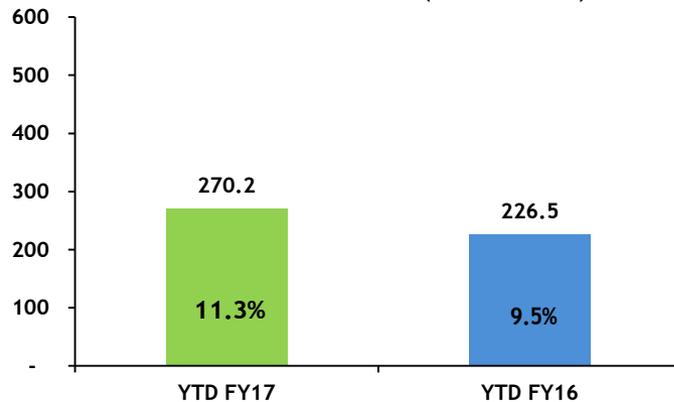
YoY Growth: 1.3%

Services - Products Revenue Mix ( ₹. Million)



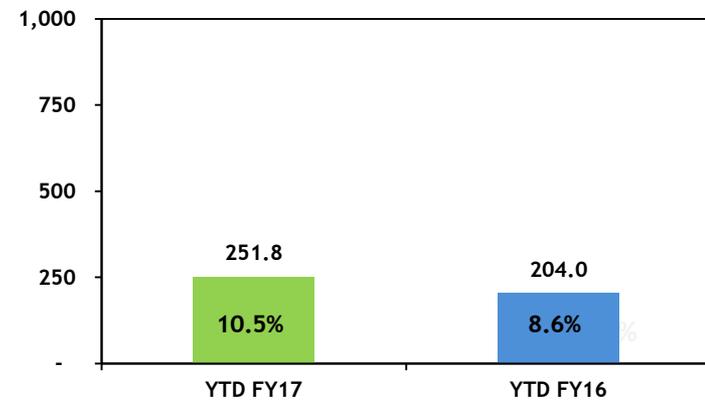
Services - YoY: 3.6%  
Products -YoY: -42.4%

Consolidated EBITDA ( ₹. Million)



YoY Growth: 19.3%

Consolidated PAT ( ₹. Million)



YoY Growth: 23.4%

# Income Statement Summary - H1 FY17 - Consolidated (₹. Million)

Particulars	YTD FY17	%	YTD FY16	%	Growth over YTD FY16
	Revenues	2,401.72	100.0%	2,370.92	100.0%
Cost of Revenue	1,695.75	70.6%	1,639.50	69.2%	-3.4%
Gross Profit	705.97	29.4%	731.42	30.8%	-3.5%
SG&A	435.73	18.1%	504.89	21.3%	13.7%
EBITDA	270.24	11.3%	226.53	9.5%	19.3%
Depreciation and amortisation expense	34.37	1.4%	33.09	1.4%	-3.9%
EBIT	235.87	9.8%	193.44	8.1%	21.9%
Other Income	115.08	4.8%	101.78	4.3%	13.1%
Interest	0.69	0.0%	0.74	0.0%	6.8%
PBT	350.26	14.6%	294.47	12.4%	18.9%
Taxes	98.42	4.1%	90.44	3.8%	-8.8%
PAT	251.83	10.5%	204.03	8.6%	23.4%



# Segmental Results - H1 FY17 - Consolidated

(₹. Million)

Particulars	YTD FY17	YTD FY16	Growth over
			YTD FY16 (YoY)
<b>Revenues</b>	<b>2,401.72</b>	<b>2,370.92</b>	<b>1.3%</b>
Services	2,322.08	2,240.46	3.6%
Products	66.95	116.14	-42.4%
Others	12.70	14.32	-11.3%
<b>EBITDA</b>	<b>270.24</b>	<b>226.53</b>	<b>19.3%</b>
Services	244.01	199.95	22.0%
Products	29.60	25.63	15.5%
Others	(3.37)	0.95	-454.7%
<b>EBITDA %</b>	<b>11.3%</b>	<b>9.5%</b>	
Services	10.5%	8.9%	
Products	44.2%	22.1%	
Others	-26.5%	6.6%	
<b>Depreciation and Amortization %</b>	<b>1.4%</b>	<b>1.4%</b>	
Services	1.4%	1.4%	
Products	1.2%	0.9%	
Others	0.2%	0.3%	
<b>EBIT%</b>	<b>9.8%</b>	<b>8.1%</b>	
Services	9.1%	7.5%	
Products	43.0%	21.2%	
Others	-26.7%	6.3%	



# Income Statement Summary - H1 FY17 - Consolidated

*Nature wise*

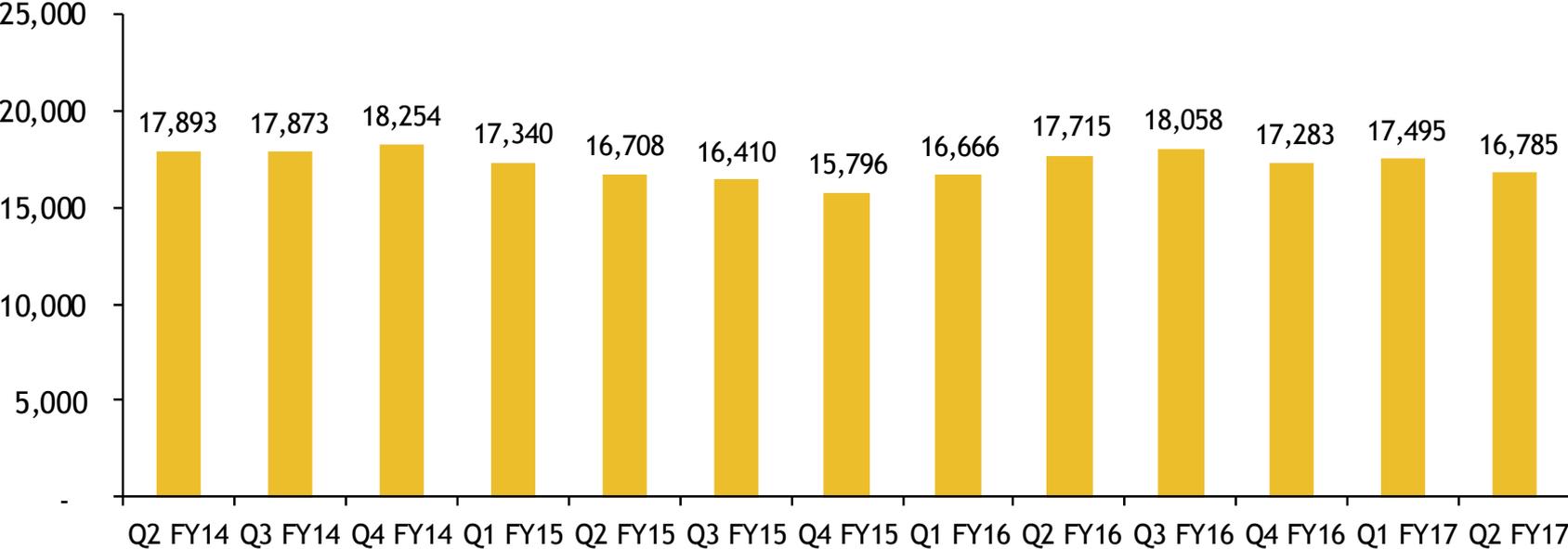
(₹. Million)

Particulars	YTD FY17	%	YTD FY16	%	Growth Over
					YTD FY16
Revenue from Operations	2,401.72	100.0%	2,370.92	100.0%	1.3%
Other Income	115.08	4.8%	101.78	4.3%	13.1%
<b>Total Revenue</b>	<b>2,516.80</b>	<b>104.8%</b>	<b>2,472.70</b>	<b>104.3%</b>	<b>1.8%</b>
Employee benefit expense	1,691.57	70.4%	1,686.98	71.2%	-0.3%
Increase/(decrease) of work-in-progress, stores	(4.29)	-0.2%	(6.87)	-0.3%	37.6%
Other operational expense	444.21	18.5%	464.29	19.6%	4.3%
Depreciation and amortization expense	34.37	1.4%	33.09	1.4%	-3.9%
Finance cost	0.69	0.0%	0.74	0.0%	6.8%
<b>Total Expenses</b>	<b>2,166.55</b>	<b>90.2%</b>	<b>2,178.23</b>	<b>91.9%</b>	<b>0.5%</b>
<b>Profit/(loss) before tax</b>	<b>350.26</b>	<b>14.6%</b>	<b>294.47</b>	<b>12.4%</b>	<b>18.9%</b>
Tax Expenses	98.42	4.1%	90.44	3.8%	-8.8%
<b>Profit After Tax</b>	<b>251.83</b>	<b>10.5%</b>	<b>204.03</b>	<b>8.6%</b>	<b>23.4%</b>



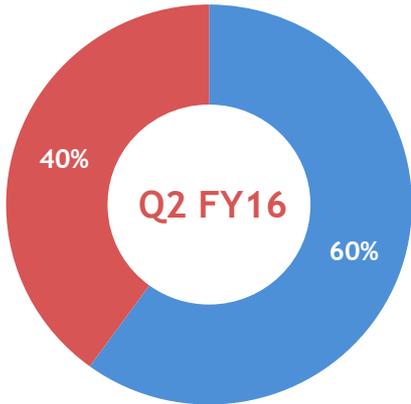
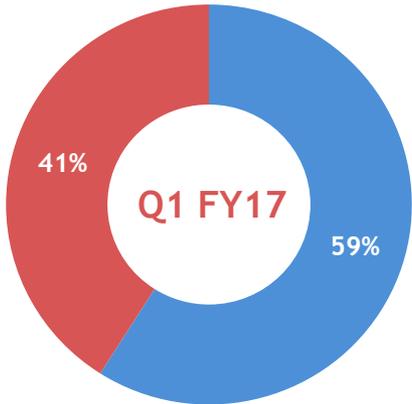
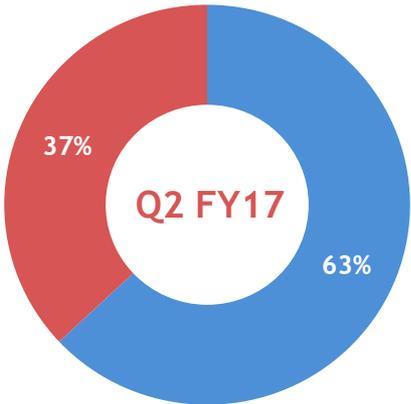
# Revenue trend: Services (Consolidated)

(KUS\$)



# Services Metrics

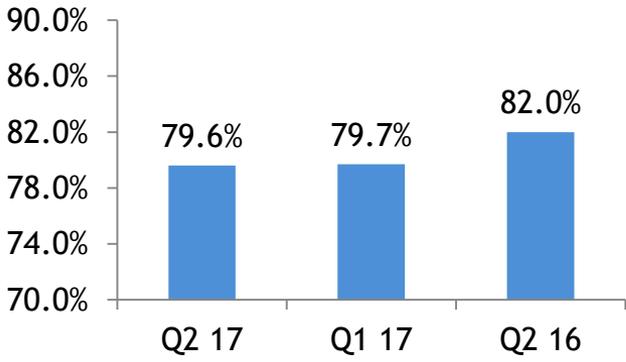
## Services Revenue Mix - Delivery



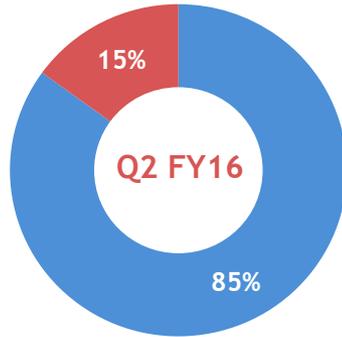
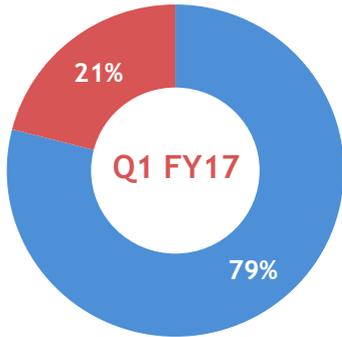
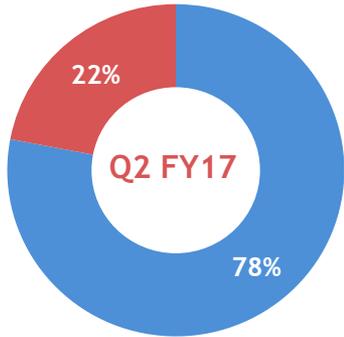
Onsite

Offshore

## Services Utilization



## Services Revenue Mix - Project Type



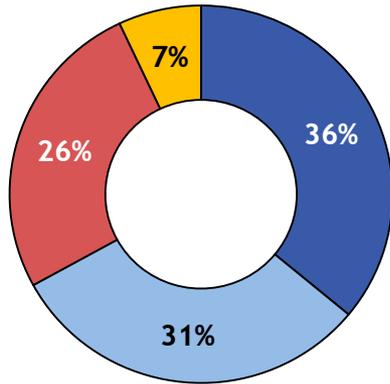
T&M

FPP

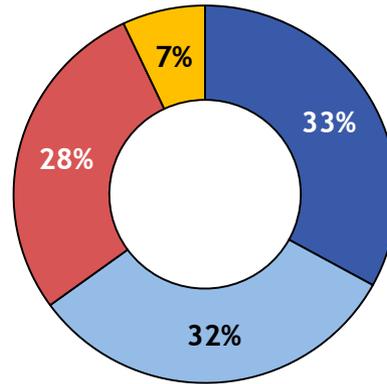


# Geography Wise Revenue

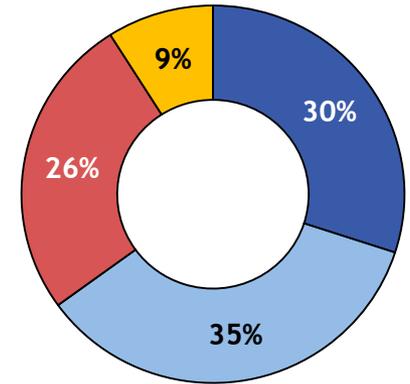
Q2 FY17



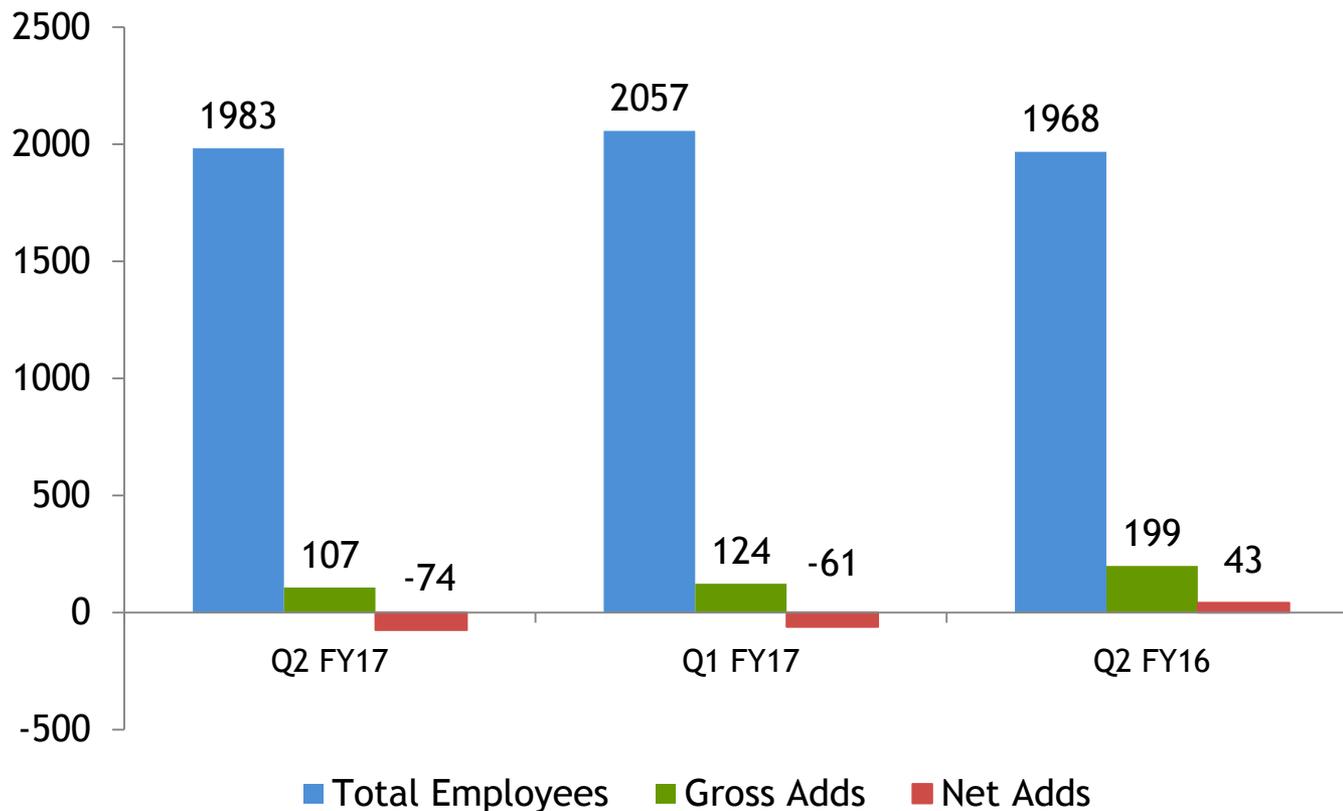
Q1 FY17



Q2 FY16



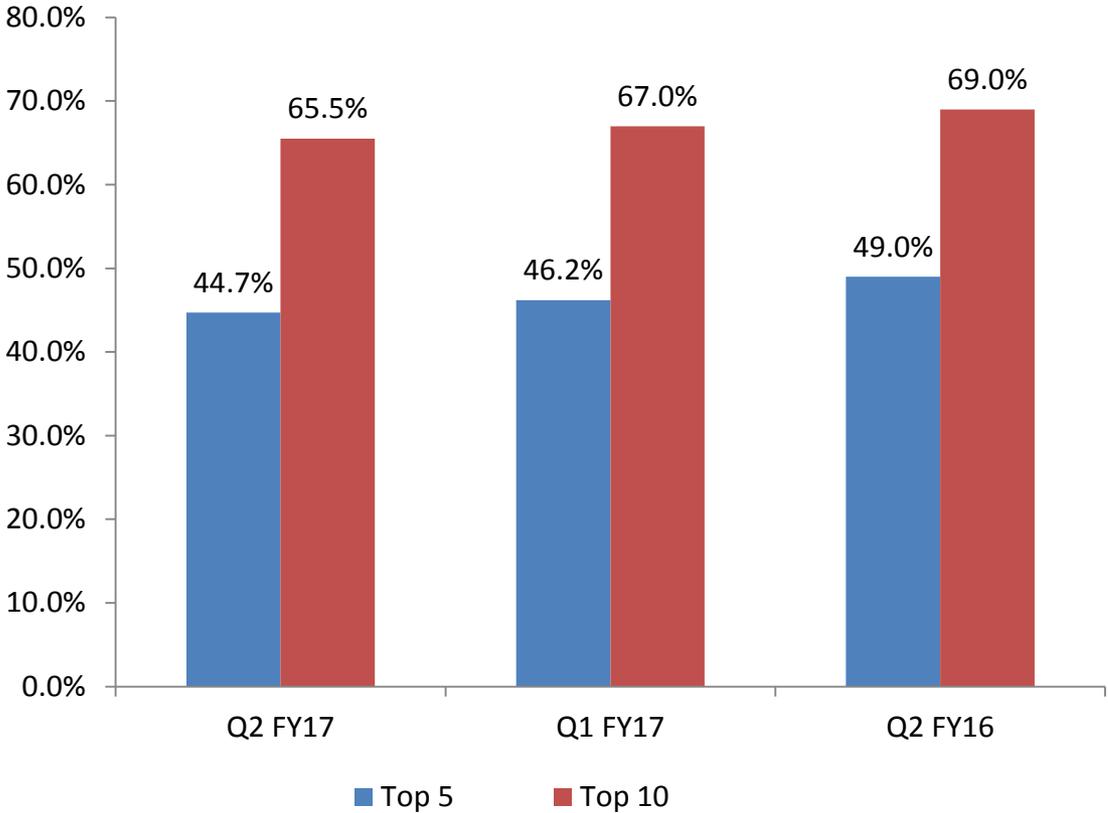
# Human Resources Metrics



Attrition %	Q2 FY17	Q1 FY17	Q2 FY16
Attrition LTM %	22.9%	22.2%	24.4%
Annualised Attrition Quarterly %	24.0%	21.3%	25.1%



# Customer Concentration



Thank You

Visit us at [www.sasken.com](http://www.sasken.com)

Queries: [marketing@sasken.com](mailto:marketing@sasken.com)

