



SASKEN

# Consolidated Results for the quarter and half year ended September 30, 2020

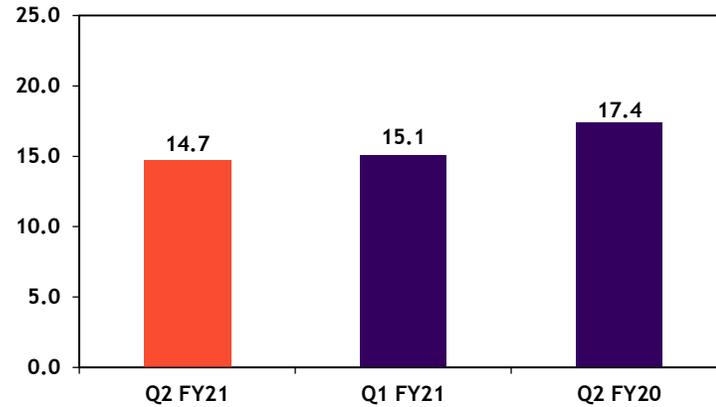
# Safe Harbor Clause

*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.*



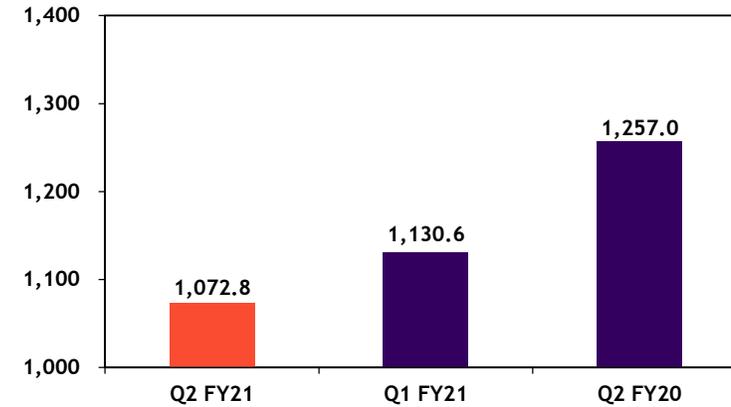
# Performance Snapshot - Q2 FY21 - Consolidated

### Consolidated Revenues ( \$. Million)



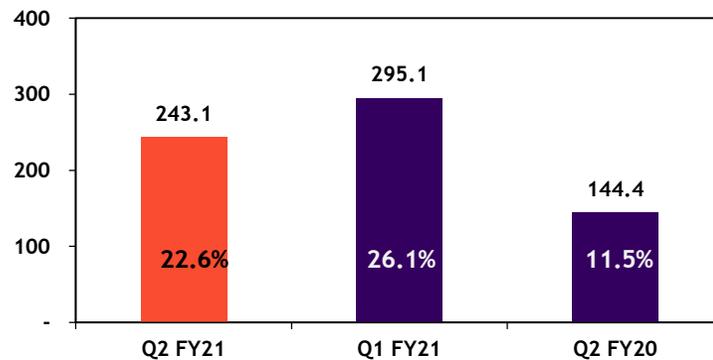
**QoQ Growth: -2.4% ; YoY Growth: -15.0%**

### Consolidated Revenues ( ₹. Million)



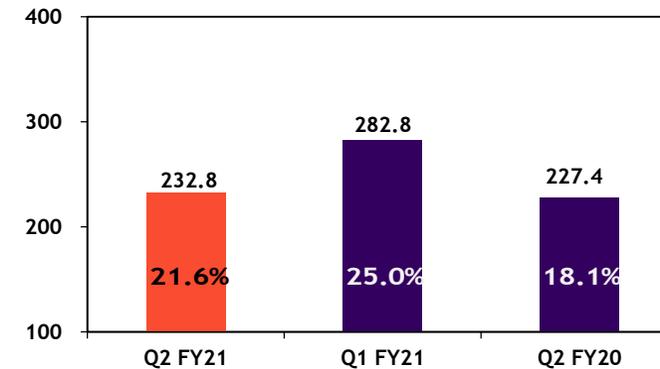
**QoQ Growth: -5.1% ; YoY Growth: -14.7%**

### Consolidated EBIT ( ₹. Million)



**QoQ Growth: -17.6%; YoY Growth: 68.3%**

### Consolidated PAT ( ₹. Million)



**QoQ Growth: -17.7%; YoY Growth: 2.4%**



# Income Statement Summary - Q2 FY21 - Consolidated

(₹. Million)

Particulars	Q2 FY21	%	Q1 FY21	%	Q2 FY20	%	Growth over	
							Q1 FY21	Q2 FY20
Revenues	1,072.79	100.0%	1,130.62	100.0%	1,257.03	100.0%	-5.1%	-14.7%
Cost of Revenue	602.69	56.2%	645.46	57.1%	824.45	65.6%	6.6%	26.9%
Gross Profit	470.10	43.8%	485.16	42.9%	432.58	34.4%	-3.1%	8.7%
SG&A	199.22	18.6%	160.58	14.2%	260.47	20.7%	-24.1%	23.5%
EBITDA	270.88	25.2%	324.58	28.7%	172.11	13.7%	-16.5%	57.4%
Depreciation and amortisation expense	27.82	2.6%	29.46	2.6%	27.72	2.2%	5.6%	-0.4%
EBIT	243.06	22.6%	295.12	26.1%	144.39	11.5%	-17.6%	68.3%
Other Income	46.76	4.4%	89.22	7.9%	144.43	11.5%	-47.6%	-67.6%
Interest Expense	0.59	0.1%	0.65	0.1%	1.57	0.1%	-9.2%	62.4%
Profit/(loss) before tax	289.23	26.9%	383.69	33.9%	287.25	22.9%	-24.6%	0.7%
Taxes	56.44	5.3%	100.93	8.9%	59.81	4.8%	44.1%	5.6%
PAT	232.79	21.6%	282.76	25.0%	227.44	18.1%	-17.7%	2.4%



# Income Statement Summary - Q2 FY21 - Consolidated

Nature wise

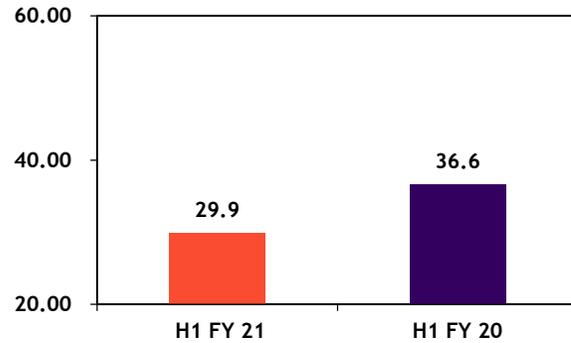
(₹. Million)

Particulars	Q2 FY21	%	Q1 FY21	%	Q2 FY20	%	Growth over	
							Q1 FY21	Q2 FY20
Revenue from Operations	1,072.79	100.0%	1,130.62	100.0%	1,257.03	100.0%	-5.1%	-14.7%
Other Income	46.76	4.4%	89.22	7.9%	144.43	11.5%	-47.6%	-67.6%
<b>Total Revenue</b>	<b>1,119.55</b>	<b>104.4%</b>	<b>1,219.84</b>	<b>107.9%</b>	<b>1,401.46</b>	<b>111.5%</b>	<b>-8.2%</b>	<b>-20.1%</b>
Employee benefit expense	677.84	63.2%	669.36	59.2%	873.78	69.5%	-1.3%	22.4%
Other expenses	124.07	11.6%	136.68	12.1%	211.13	16.8%	9.2%	41.2%
Depreciation and amortization expense	27.82	2.6%	29.46	2.6%	27.72	2.2%	5.6%	-0.4%
Finance cost	0.59	0.1%	0.65	0.1%	1.58	0.1%	9.2%	62.7%
<b>Total Expenses</b>	<b>830.32</b>	<b>77.5%</b>	<b>836.15</b>	<b>74.0%</b>	<b>1,114.21</b>	<b>88.6%</b>	<b>0.7%</b>	<b>25.5%</b>
<b>Profit/(loss) before tax</b>	<b>289.23</b>	<b>26.9%</b>	<b>383.69</b>	<b>33.9%</b>	<b>287.25</b>	<b>22.9%</b>	<b>-24.6%</b>	<b>0.7%</b>
Tax Expenses	56.44	5.3%	100.93	8.9%	59.81	4.8%	44.1%	5.6%
<b>Profit After Tax</b>	<b>232.79</b>	<b>21.6%</b>	<b>282.76</b>	<b>25.0%</b>	<b>227.44</b>	<b>18.1%</b>	<b>-17.7%</b>	<b>2.4%</b>



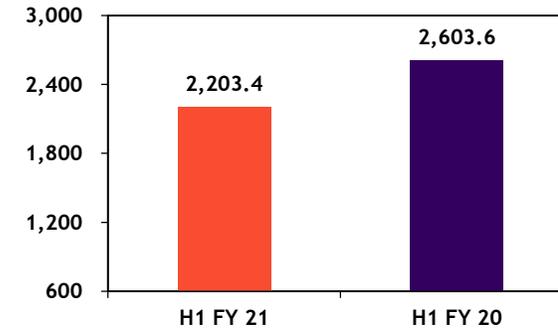
# Performance Snapshot - H1 FY21 - Consolidated

## Consolidated Revenues ( \$. Million)



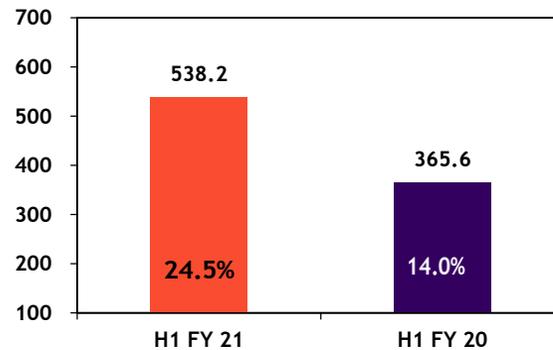
YoY Growth: -18.3%

## Consolidated Revenues ( ₹. Million)



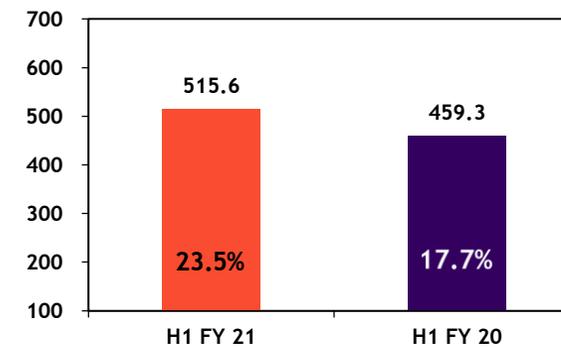
YoY Growth: -15.4%

## Consolidated EBIT ( ₹. Million)



YoY Growth: 47.1%

## Consolidated PAT ( ₹. Million)



YoY Growth: 12.3%



# Income Statement Summary - H1 FY21 - Consolidated

(₹. Million)

Particulars	H1 FY 21	%	H1 FY 20	%	Growth over H1 FY 20
Revenues	2,203.40	100.0%	2,603.60	100.0%	-15.4%
Cost of Revenue	1,248.13	56.6%	1,669.39	64.1%	25.2%
Gross Profit	955.27	43.4%	934.21	35.9%	2.3%
SG&A	359.80	16.3%	515.68	19.9%	30.2%
EBITDA	595.47	27.1%	418.53	16.0%	42.3%
Depreciation and amortisation expense	57.28	2.6%	52.92	2.0%	-8.2%
EBIT	538.19	24.5%	365.61	14.0%	47.2%
Other Income	135.97	6.2%	259.19	10.0%	-47.5%
Interest Expenses	1.24	0.1%	3.16	0.1%	-60.8%
PBT	672.92	30.6%	621.64	23.9%	8.2%
Taxes	157.37	7.1%	162.38	6.2%	3.1%
PAT	515.55	23.5%	459.26	17.7%	12.3%



# Income Statement Summary - H1 FY21 - Consolidated

Nature wise

(₹. Million)

Particulars	H1 FY 21	%	H1 FY 20	%	Growth over H1 FY 20
Revenue from Operations	2,203.40	100.0%	2,603.60	100.0%	-15.4%
Other Income	135.97	6.2%	259.19	10.0%	-47.5%
<b>Total Revenue</b>	<b>2,339.37</b>	<b>106.2%</b>	<b>2,862.79</b>	<b>110.0%</b>	<b>-18.3%</b>
Employee benefit expense	1,347.19	61.1%	1,749.66	67.3%	23.0%
Other operational expense	260.74	11.8%	435.41	16.7%	40.1%
Depreciation and amortization expense	57.28	2.6%	52.92	2.0%	-8.1%
Finance cost	1.24	0.1%	3.16	0.1%	60.8%
<b>Total Expenses</b>	<b>1,666.45</b>	<b>75.6%</b>	<b>2,241.15</b>	<b>86.1%</b>	<b>25.6%</b>
<b>Profit/(loss) before tax</b>	<b>672.92</b>	<b>30.6%</b>	<b>621.64</b>	<b>23.9%</b>	<b>8.3%</b>
Tax Expenses	157.37	7.1%	162.38	6.2%	3.1%
<b>Profit After Tax</b>	<b>515.55</b>	<b>23.5%</b>	<b>459.26</b>	<b>17.7%</b>	<b>12.3%</b>



# Balance Sheet Summary - Consolidated ( 1 of 2 )

(₹. Million)

Particulars	September 30, 2020	%	March 31, 2020	%
<b>ASSETS</b>				
<b>Non current assets</b>				
Property, plant and equipment ( incl CWIP)	371.41	5.8%	444.67	7.1%
Intangible assets	0.73	0.0%	0.97	0.0%
Financial assets				
(a) Investments	2,658.23	41.5%	2,329.41	37.5%
(b) Other financial assets	23.55	0.4%	31.45	0.5%
Deferred tax assets	83.76	1.3%	120.11	1.9%
Income tax assets	408.28	6.4%	586.44	9.4%
<b>Total non-current assets</b>	<b>3,545.96</b>	<b>55.4%</b>	<b>3,513.05</b>	<b>56.4%</b>
(a) Investments	981.41	15.3%	1,067.36	17.1%
(b) Trade receivables	793.94	12.4%	931.99	15.0%
(c) Unbilled revenue and contract assets	396.31	6.2%	398.62	6.4%
(d) Cash and cash equivalents	537.23	8.4%	182.51	2.9%
(e) Derivative assets	21.96	0.3%	-	0.0%
(f) Other financial assets	68.30	1.1%	42.08	0.7%
Other current assets	60.33	0.9%	94.38	1.5%
<b>Total current assets</b>	<b>2,859.48</b>	<b>44.6%</b>	<b>2,716.93</b>	<b>43.6%</b>
<b>Total</b>	<b>6,405.44</b>	<b>100.0%</b>	<b>6,229.98</b>	<b>100.0%</b>



# Balance Sheet Summary - Consolidated ( 2 of 2 )

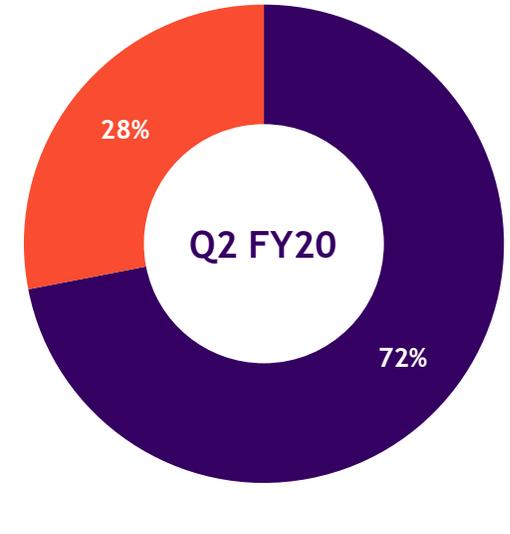
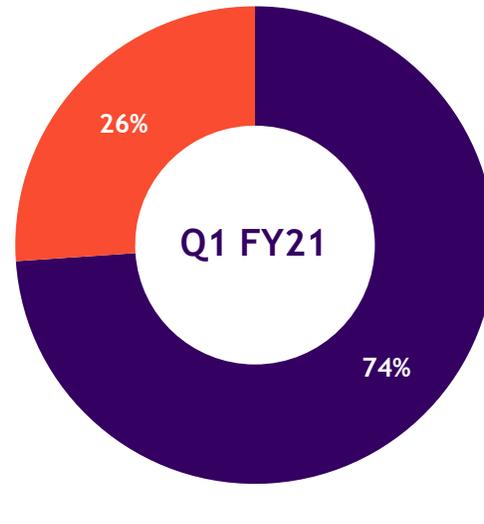
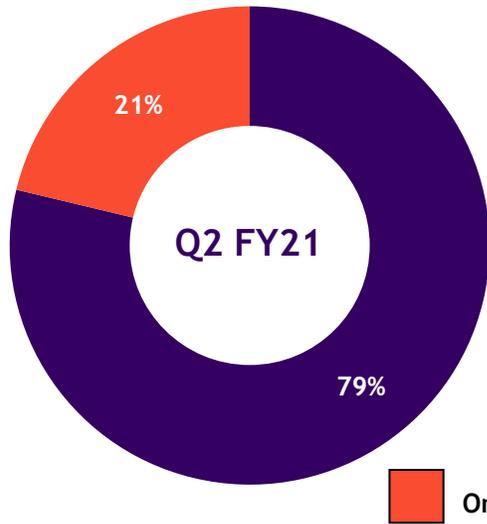
(₹. Million)

Particulars	September 30, 2020	%	March 31, 2020	%
<b>EQUITY AND LIABILITIES</b>				
Equity share capital	150.51	2.3%	150.51	2.6%
Other equity	5,205.91	81.3%	4,604.08	79.4%
<b>Total Equity</b>	<b>5,356.42</b>	<b>83.6%</b>	<b>4,754.59</b>	<b>82.0%</b>
Provisions	105.00	1.6%	167.89	2.9%
<b>Total non-current liabilities</b>	<b>105.00</b>	<b>1.6%</b>	<b>167.89</b>	<b>2.9%</b>
Financial liabilities				
(a) Trade payables	133.88	2.1%	172.78	3.0%
(b) Lease liabilities	4.83	0.1%	-	0.0%
(c) Other financial liabilities	187.02	2.9%	-	0.0%
(d) Derivative liabilities	-	0.0%	206.92	3.6%
Deferred revenue	62.00	1.0%	89.02	1.5%
Other current liabilities	194.83	3.0%	59.45	1.0%
Provisions	131.88	2.1%	188.17	3.2%
Income tax liabilities	229.58	3.6%	160.03	2.8%
<b>Total current liabilities</b>	<b>944.02</b>	<b>14.8%</b>	<b>876.37</b>	<b>15.1%</b>
<b>Total</b>	<b>6,405.44</b>	<b>100.0%</b>	<b>5,798.84</b>	<b>100.0%</b>



# Metrics - Q2 FY21

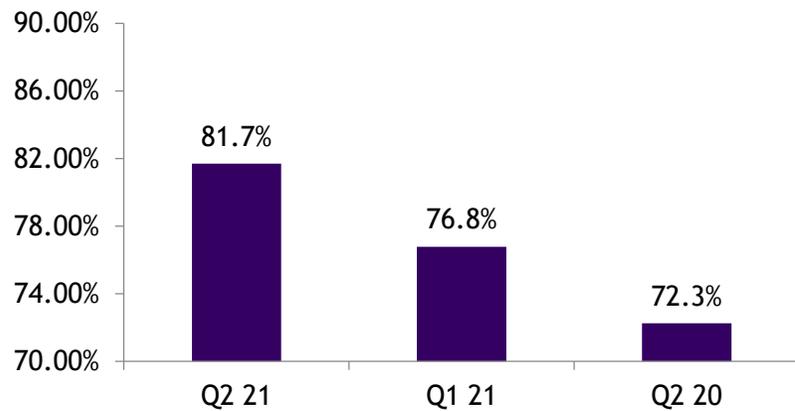
## Revenue Mix - Delivery



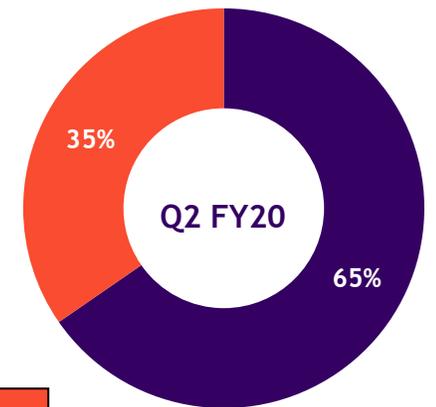
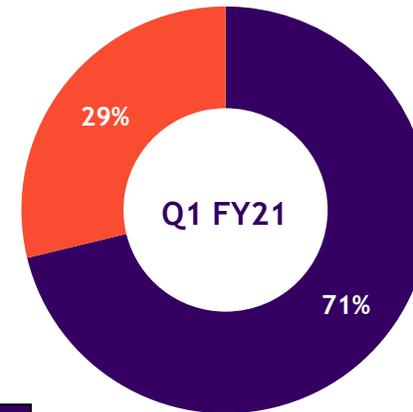
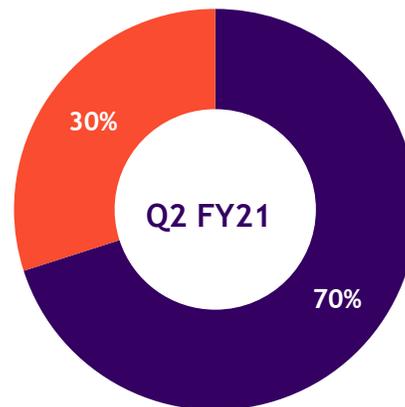
Onsite

Offshore

## Utilization

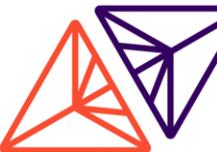


## Revenue Mix - Project Type



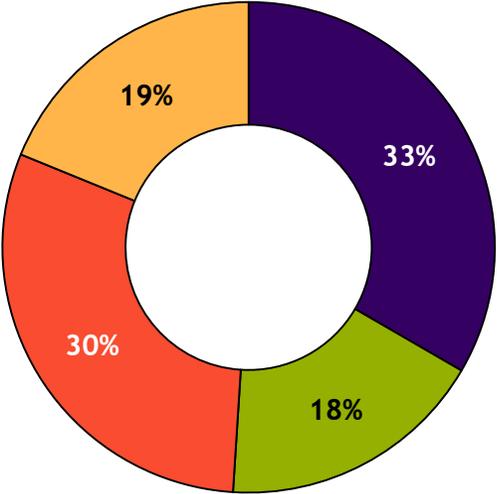
T&M

FPP

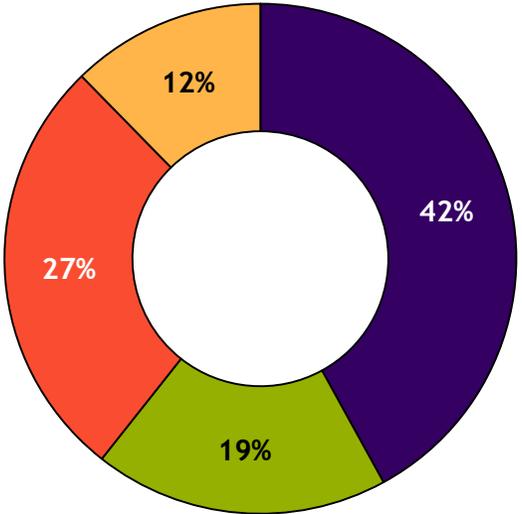


# Geography Wise Revenue - Q2 FY21

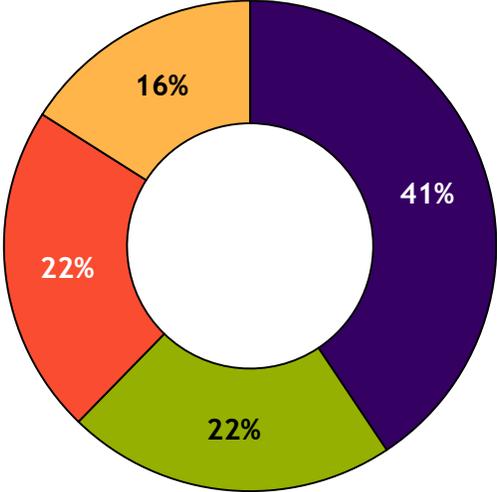
Q2 FY21



Q1 FY21



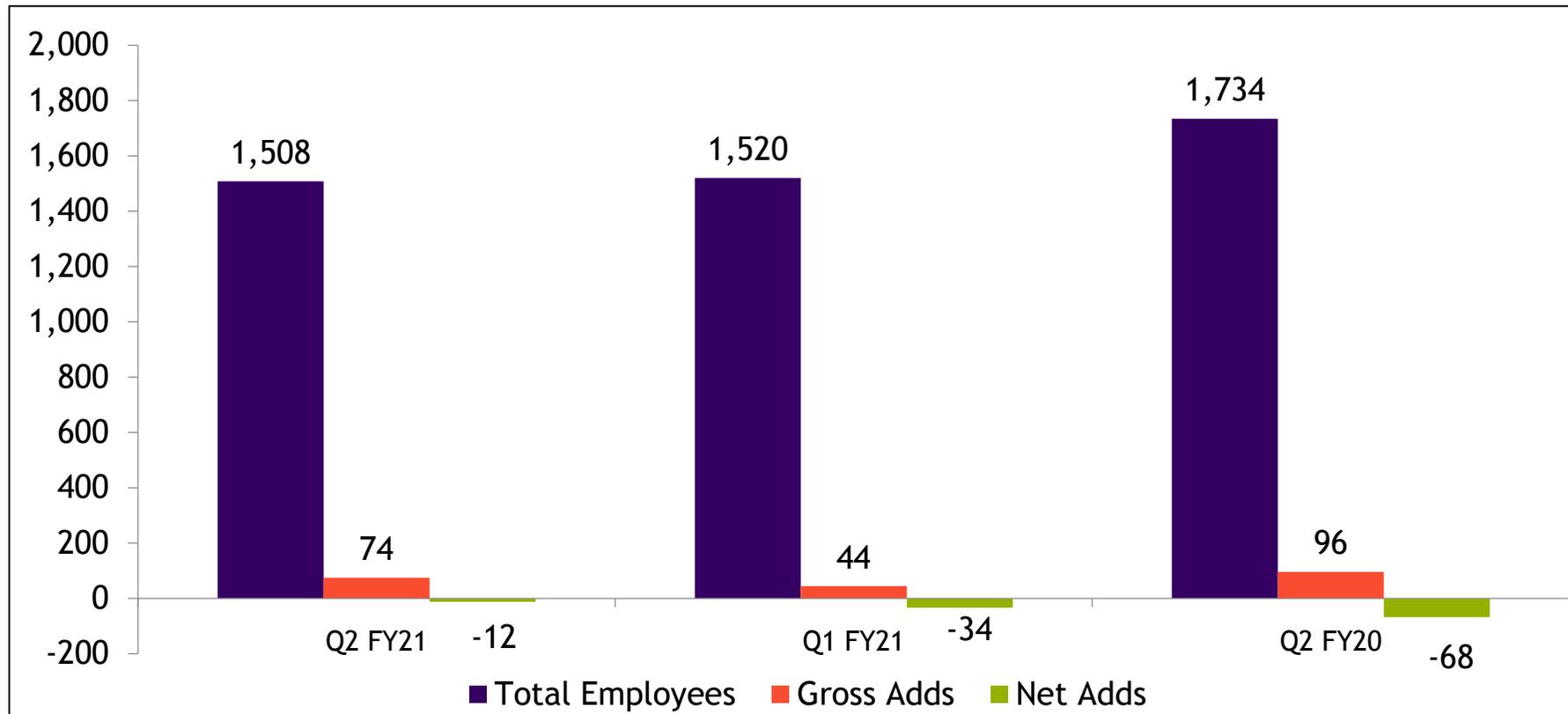
Q2 FY20



North America    EMEA    India    APAC



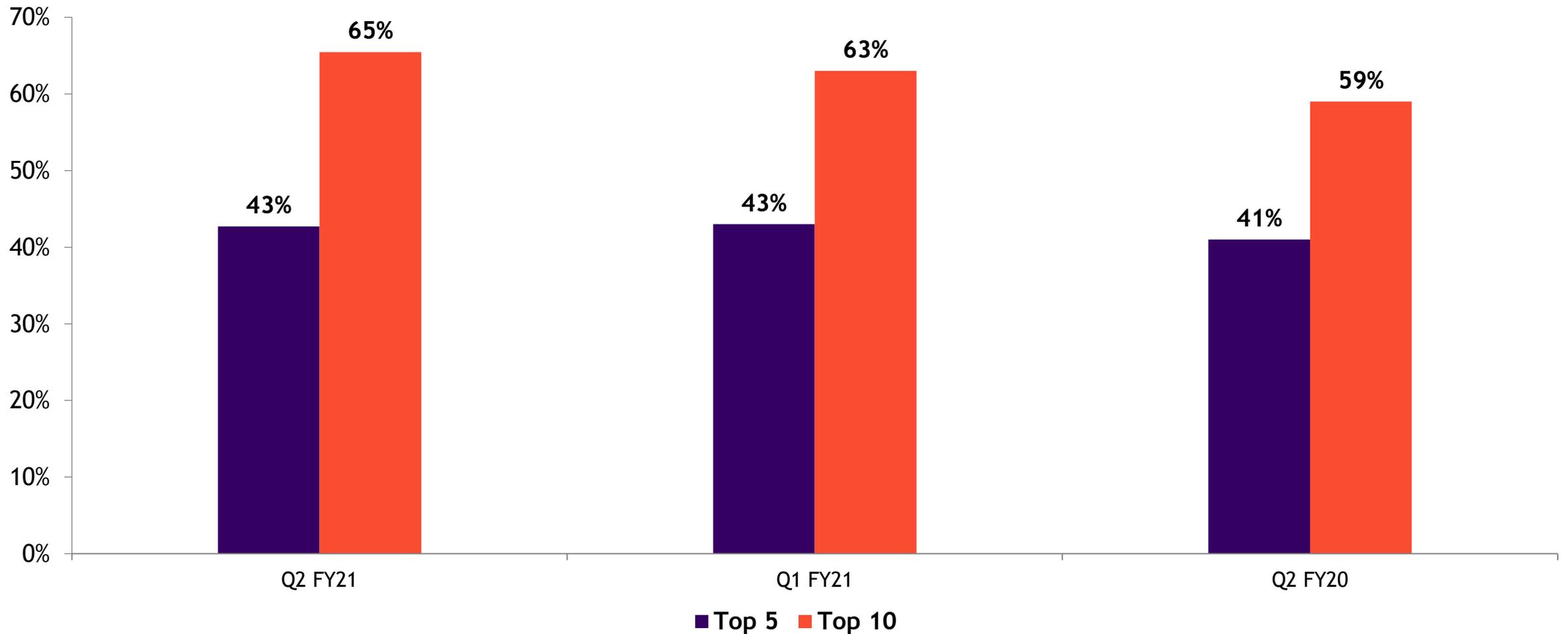
# Human Resources Metrics



Attrition %	Q2 FY 21	Q1 FY 21	Q2 FY 20
Attrition LTM %	22.02%	25.05%	26.97%
Annualised Attrition Quarterly %	13.74%	18.48%	21.95%



# Customer Concentration - Q2 FY21





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# Thank You

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