



SASKEN

# Consolidated Results for the quarter ended June 30, 2023

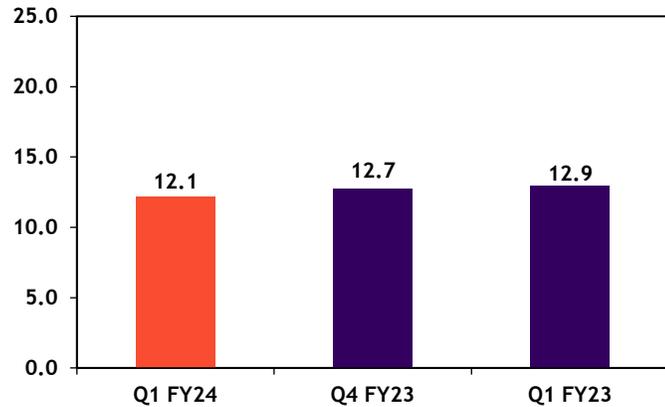
# Safe Harbor Clause

*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.*



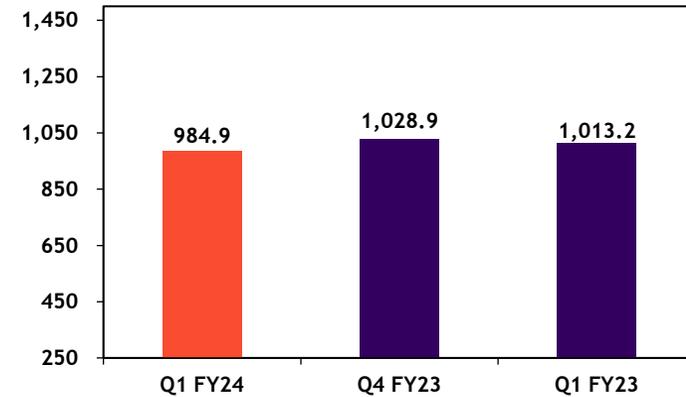
# Performance Snapshot - Q1 FY24 - Consolidated

## Consolidated Revenues ( \$. Million)



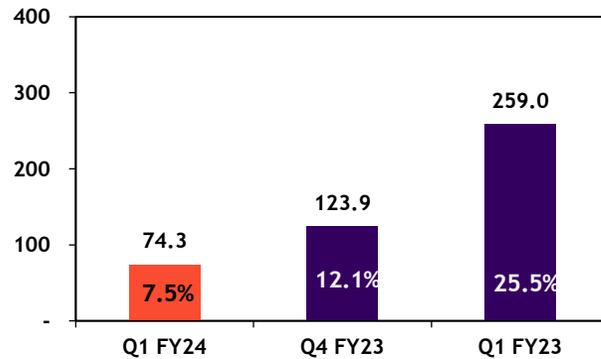
QoQ Growth: -4.6% ; YoY Growth: -6.2%

## Consolidated Revenues ( INR Million)



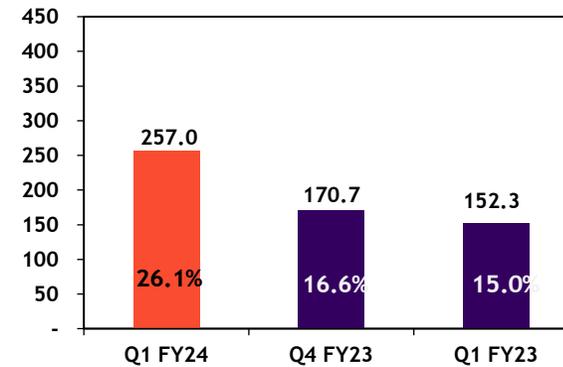
QoQ Growth: -4.3% ; YoY Growth: -2.8%

## Consolidated EBIT ( INR Million)



QoQ Growth: -40.0% ; YoY Growth: -71.3%

## Consolidated PAT ( INR Million)



QoQ Growth: 50.6% ; YoY Growth: 68.7%



# Income Statement Summary - Q1 FY24 - Consolidated

(INR Million)

Particulars	Q1 FY24	%	Q4 FY23	%	Q1 FY23	%	Growth over	
							Q4 FY23	Q1 FY23
Revenues	984.89	100.0%	1,028.91	100.0%	1,013.20	100.0%	-4.3%	-2.8%
Cost of Revenue	634.70	64.4%	635.98	61.8%	544.43	53.8%	0.2%	-16.6%
Gross Profit	350.19	35.6%	392.93	38.2%	468.77	46.2%	-10.9%	-25.3%
SG&A	257.20	26.2%	251.09	24.4%	193.96	19.1%	-2.4%	-32.6%
EBITDA	92.99	9.4%	141.84	13.8%	274.81	27.1%	-34.4%	-66.2%
Depreciation and amortisation expense	18.65	1.9%	17.92	1.7%	15.80	1.6%	-4.1%	-18.0%
EBIT	74.34	7.5%	123.92	12.1%	259.01	25.5%	-40.0%	-71.3%
Other Income	215.05	21.9%	83.81	8.1%	(56.67)	-5.6%	156.6%	-479.5%
Interest Expense	0.84	0.1%	0.76	0.1%	0.04	0.0%	10.5%	-2000.0%
Profit/(loss) before tax	288.55	29.3%	206.97	20.1%	202.30	19.9%	39.4%	42.6%
Taxes	31.56	3.2%	36.32	3.5%	49.99	4.9%	13.1%	36.9%
PAT	256.99	26.1%	170.65	16.6%	152.31	15.0%	50.6%	68.7%



# Income Statement Summary - Q1 FY24 - Consolidated

Nature wise

(INR Million)

Particulars	Q1 FY24	%	Q4 FY23	%	Q1 FY23	%	Growth over	
							Q4 FY23	Q1 FY23
Revenue from Operations	984.89	100.0%	1,028.91	100.0%	1,013.20	100.0%	-4.3%	-2.8%
Other Income	215.05	21.9%	83.81	8.1%	(56.67)	-5.6%	156.6%	-479.5%
<b>Total Revenue</b>	<b>1,199.94</b>	<b>121.9%</b>	<b>1,112.72</b>	<b>108.1%</b>	<b>956.53</b>	<b>94.4%</b>	<b>7.8%</b>	<b>25.4%</b>
Employee benefit expense	748.07	76.0%	750.81	73.0%	624.72	61.7%	0.4%	-19.7%
Other expenses	143.83	14.6%	136.26	13.2%	113.67	11.2%	-5.6%	-26.5%
Depreciation and amortization expense	18.65	1.9%	17.92	1.7%	15.80	1.6%	-4.1%	-18.0%
Finance cost	0.84	0.1%	0.76	0.1%	0.04	0.0%	-10.5%	-2000.0%
<b>Total Expenses</b>	<b>911.39</b>	<b>92.6%</b>	<b>905.75</b>	<b>88.0%</b>	<b>754.23</b>	<b>74.5%</b>	<b>-0.6%</b>	<b>-20.8%</b>
<b>Profit/(loss) before tax</b>	<b>288.55</b>	<b>29.3%</b>	<b>206.97</b>	<b>20.1%</b>	<b>202.30</b>	<b>19.9%</b>	<b>39.4%</b>	<b>42.6%</b>
Tax Expenses	31.56	3.2%	36.32	3.5%	49.99	4.9%	13.1%	36.9%
<b>Profit After Tax</b>	<b>256.99</b>	<b>26.1%</b>	<b>170.65</b>	<b>16.6%</b>	<b>152.31</b>	<b>15.0%</b>	<b>50.6%</b>	<b>68.7%</b>



# Balance Sheet Summary - Consolidated ( 1 of 2 )

(INR Million)

Particulars	June 30, 2023	%	March 31, 2023	%
<b>ASSETS</b>				
<b>Non current assets</b>				
Property, plant and equipment ( incl CWIP)	346.25	4.1%	358.06	4.3%
Right to use assets	37.60	0.4%	32.60	0.4%
Intangible assets	0.65	0.0%	0.11	0.0%
<b>Financial assets</b>				
(a) Investments	5,466.90	65.1%	5,131.62	62.4%
(b) Other financial assets	19.40	0.2%	20.12	0.2%
Deferred tax assets	69.29	0.8%	83.73	1.0%
Income tax assets	482.91	5.9%	472.22	5.8%
Other non-current assets	-	0.0%	0.12	0.00
<b>Total non-current assets</b>	<b>6,423.00</b>	<b>76.5%</b>	<b>6,098.58</b>	<b>74.1%</b>
(a) Investments	731.18	8.7%	690.33	8.4%
(b) Trade receivables	609.73	7.3%	717.82	8.7%
(c) Unbilled revenue and contract assets	246.22	2.9%	277.54	3.4%
(d) Cash and cash equivalents	217.39	2.6%	279.56	3.4%
(e) Derivative assets	14.31	0.2%	-	0.0%
(e) Other financial assets	67.58	0.8%	43.94	0.5%
Other current assets	87.07	1.0%	123.61	1.5%
<b>Total current assets</b>	<b>1,973.48</b>	<b>23.5%</b>	<b>2,132.80</b>	<b>25.9%</b>
<b>Total</b>	<b>8,396.48</b>	<b>100.0%</b>	<b>8,231.38</b>	<b>100.0%</b>



# Balance Sheet Summary - Consolidated ( 2 of 2 )

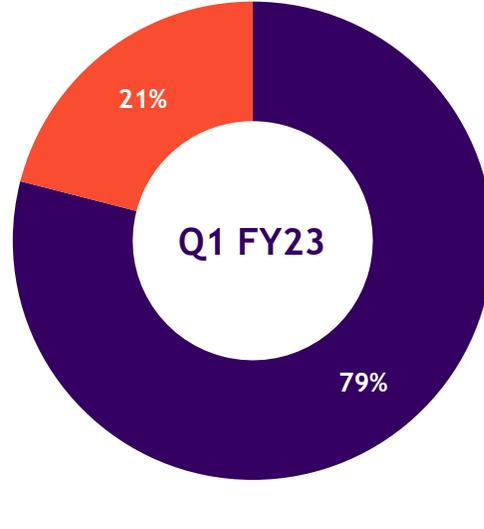
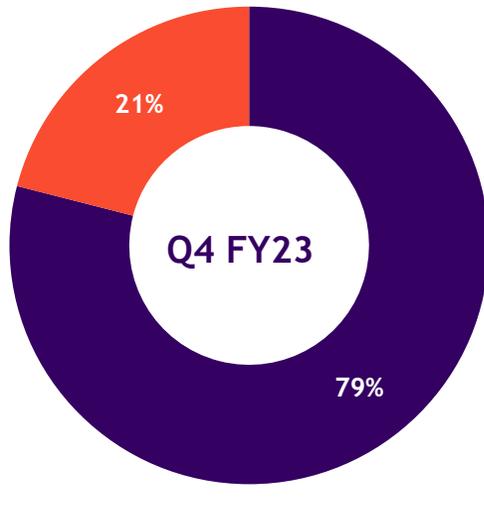
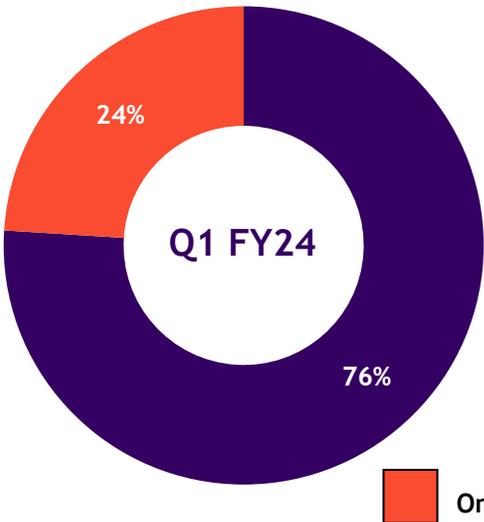
(INR Million)

Particulars	June 30, 2023	%	March 31, 2023	%
<b>EQUITY AND LIABILITIES</b>				
Equity share capital	150.51	1.8%	150.51	1.8%
Other equity	7,357.40	87.6%	7,042.79	85.6%
<b>Total Equity</b>	<b>7,507.91</b>	<b>89.4%</b>	<b>7,193.30</b>	<b>87.4%</b>
Provisions	69.80	0.7%	70.36	0.8%
Lease liabilities	23.15	0.3%	22.22	0.3%
<b>Total non-current liabilities</b>	<b>92.95</b>	<b>1.0%</b>	<b>92.58</b>	<b>1.1%</b>
Financial liabilities				
(a) Trade payables	97.80	1.2%	112.92	1.4%
(b) Lease liabilities	15.63	0.2%	11.05	0.1%
(c) Other financial liabilities	105.65	1.3%	195.04	2.4%
(d) Derivative liabilities	-	0.0%	21.53	0.3%
Deferred revenue	4.26	0.1%	17.77	0.2%
Other current liabilities	213.02	2.5%	238.56	2.9%
Provisions	161.53	1.9%	149.94	1.8%
Income tax liabilities	197.73	2.4%	198.70	2.4%
<b>Total current liabilities</b>	<b>795.62</b>	<b>9.6%</b>	<b>945.50</b>	<b>11.5%</b>
<b>Total</b>	<b>8,396.48</b>	<b>100.0%</b>	<b>8,231.38</b>	<b>100.0%</b>



# Metrics - Q1 FY24

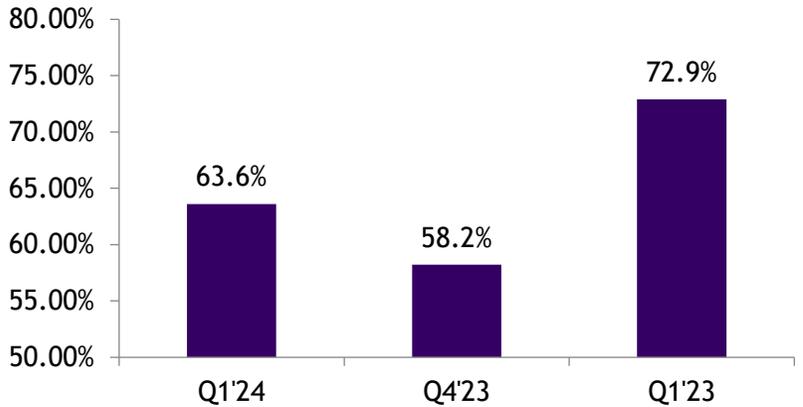
## Revenue Mix - Delivery



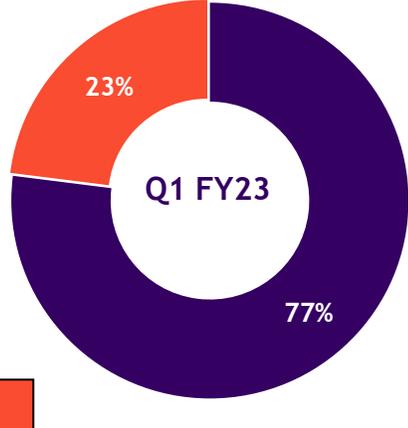
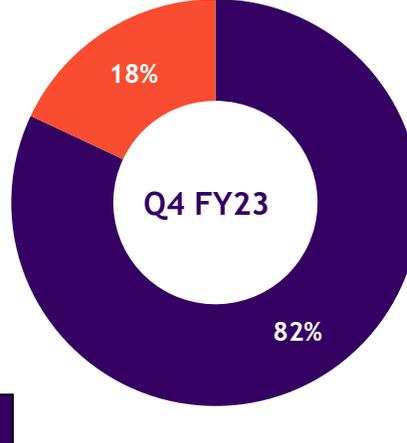
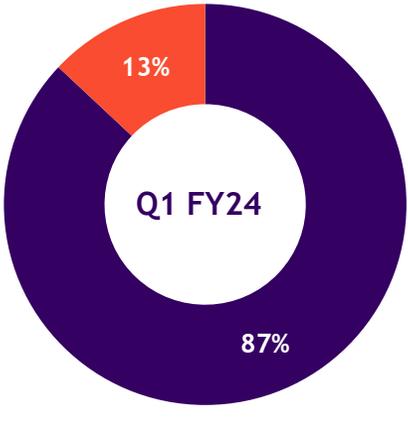
Onsite

Offshore

## Utilization(Inc. Finland)



## Revenue Mix - Project Type



T&M

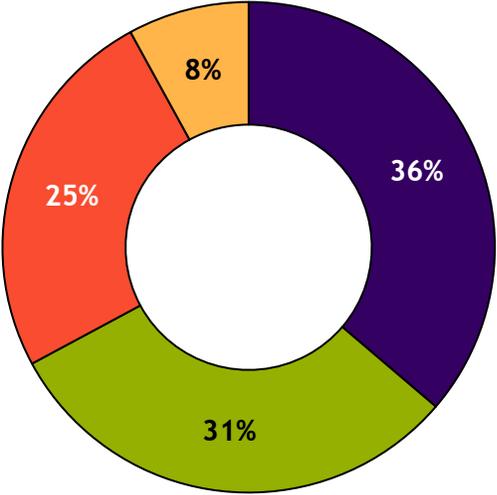
FPP

FPP includes all non T&M revenues

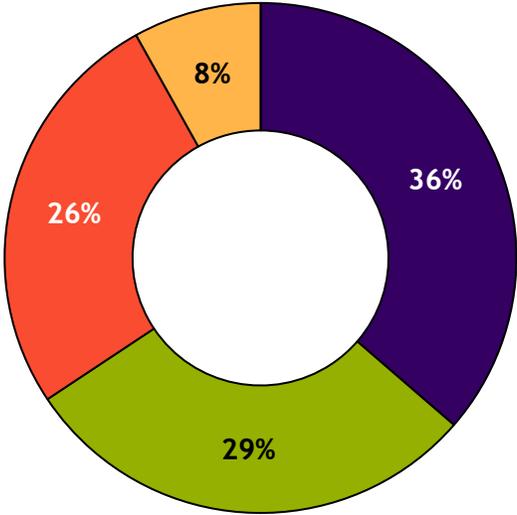


# Geography Wise Revenue - Q1 FY24

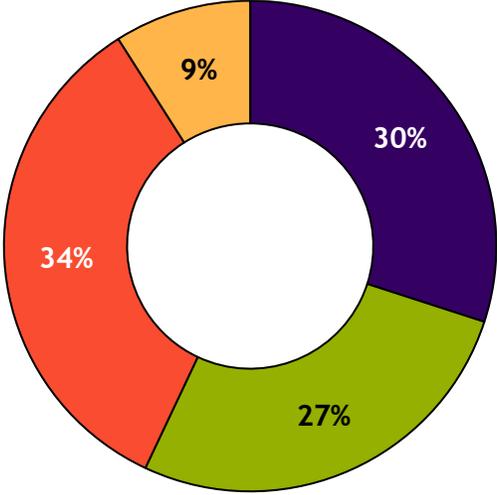
Q1 FY24



Q4 FY23



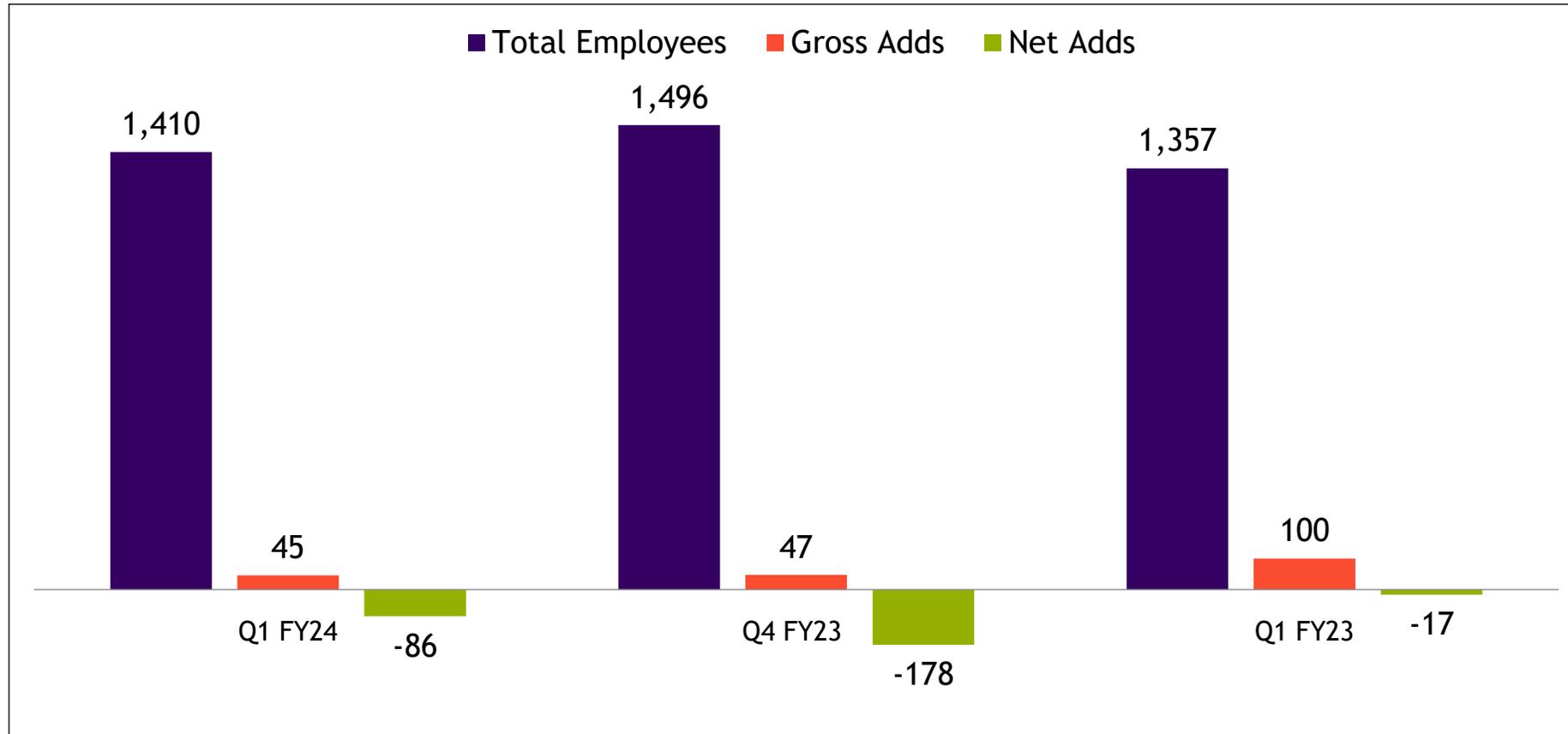
Q1 FY23



North America   EMEA   India   APAC



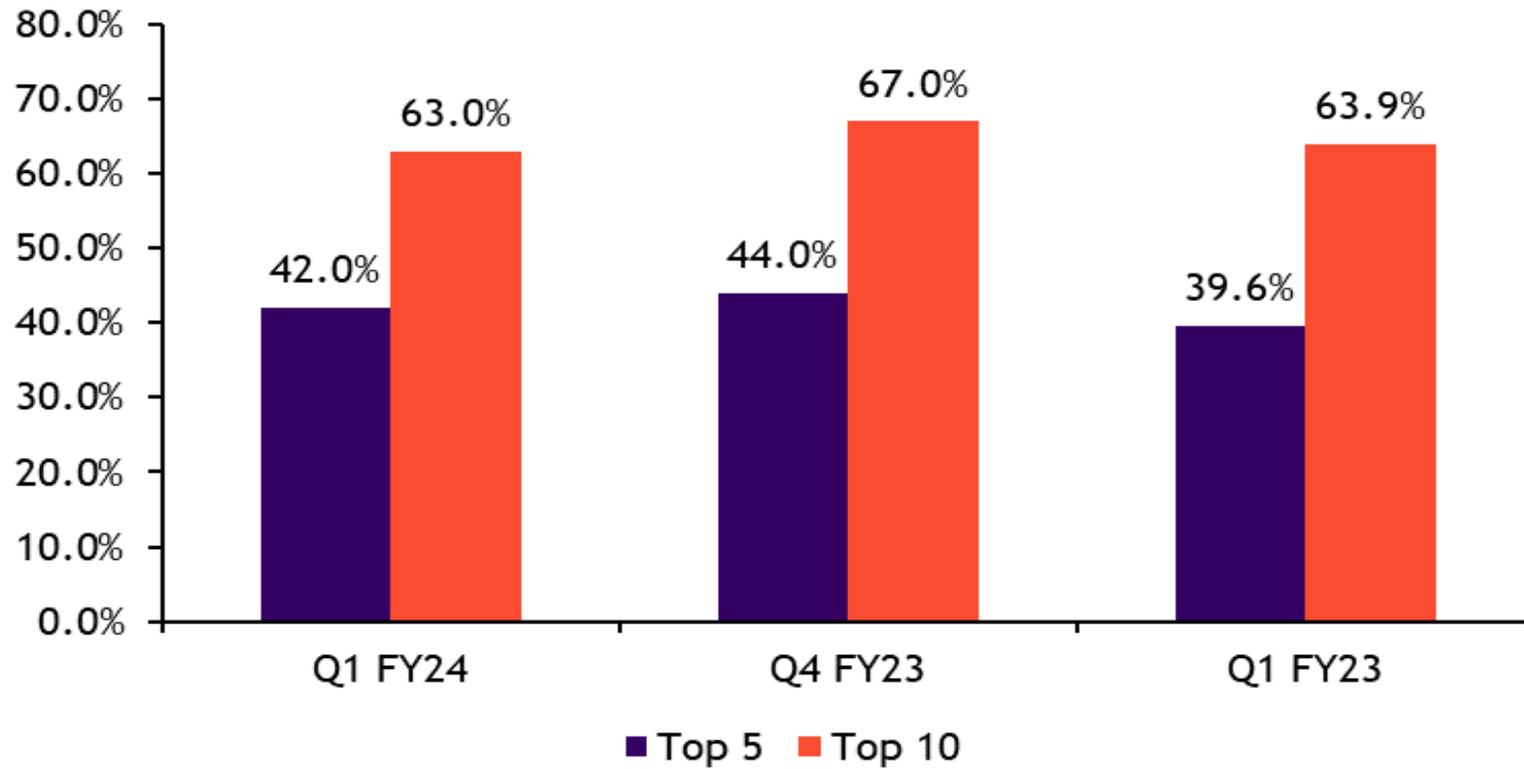
# Human Resources Metrics - Q1 FY24



Attrition %	Q1 FY24	Q4 FY23	Q1 FY23
Attrition LTM %	21.3%	25.4%	35.5%
Annualised Attrition Quarterly %	14.9%	18.2%	29.6%



# Customer Concentration - Q1 FY24





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Thank You

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