



SASKEN

# Consolidated Results for the quarter and year ended March 31, 2023

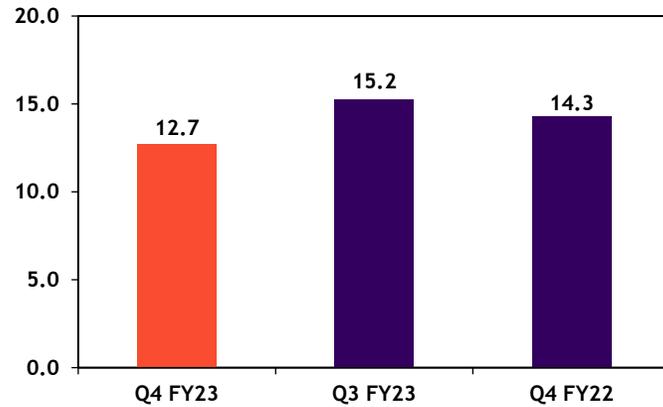
# Safe Harbor Clause

*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.*



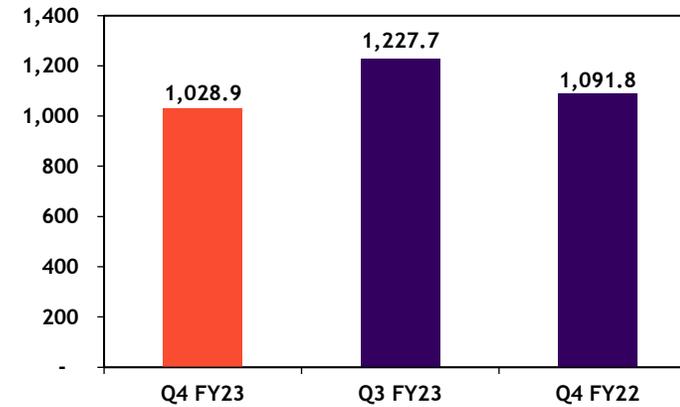
# Performance Snapshot - Q4 FY23 - Consolidated

## Consolidated Revenues ( \$. Million)



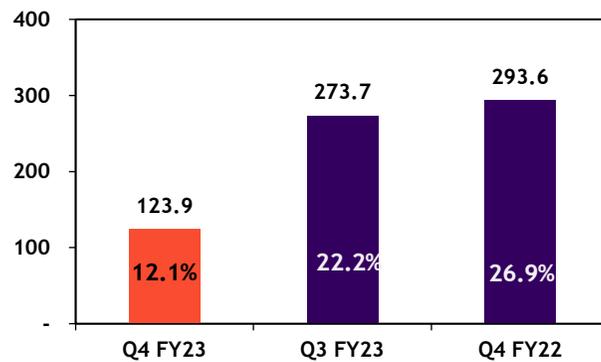
QoQ Growth: -16.5% ; YoY Growth: -11.0%

## Consolidated Revenues ( INR Million)



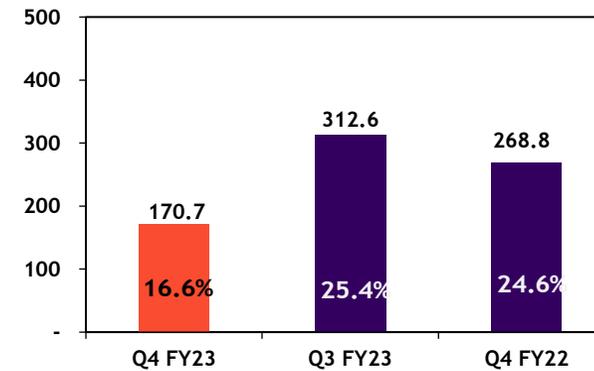
QoQ Growth: -16.2% ; YoY Growth: -5.8%

## Consolidated EBIT ( INR Million)



QoQ Growth: -54.7% ; YoY Growth: -57.8%

## Consolidated PAT ( INR Million)



QoQ Growth: -45.4% ; YoY Growth: -36.5%



# Income Statement Summary - Q4 FY23 - Consolidated

(INR Million)

Particulars	Q4 FY23	%	Q3 FY23	%	Q4 FY22	%	Growth over	
							Q3 FY23	Q4 FY22
Revenues	1,028.91	100.0%	1,227.67	100.0%	1,091.83	100.0%	-16.2%	-5.8%
Cost of Revenue	635.98	61.8%	680.75	55.5%	581.41	53.2%	6.6%	-9.4%
Gross Profit	392.93	38.2%	546.92	44.5%	510.42	46.8%	-28.2%	-23.0%
SG&A	251.09	24.4%	256.52	20.9%	200.54	18.4%	2.1%	-25.2%
EBITDA	141.84	13.8%	290.40	23.6%	309.88	28.4%	-51.2%	-54.2%
Depreciation and amortisation expense	17.92	1.7%	16.73	1.4%	16.27	1.5%	-7.1%	-10.1%
EBIT	123.92	12.1%	273.67	22.2%	293.61	26.9%	-54.7%	-57.8%
Other Income	83.81	8.1%	113.15	9.2%	45.92	4.2%	-25.9%	82.5%
Interest Expense	0.76	0.1%	0.47	0.0%	0.07	0.0%	61.7%	-985.7%
Profit/(loss) before tax	206.97	20.1%	386.35	31.4%	339.46	31.1%	-46.4%	-39.0%
Taxes	36.32	3.5%	73.80	6.0%	70.67	6.5%	50.8%	48.6%
PAT	170.65	16.6%	312.55	25.4%	268.79	24.6%	-45.4%	-36.5%



# Income Statement Summary - Q4 FY23 - Consolidated

Nature wise

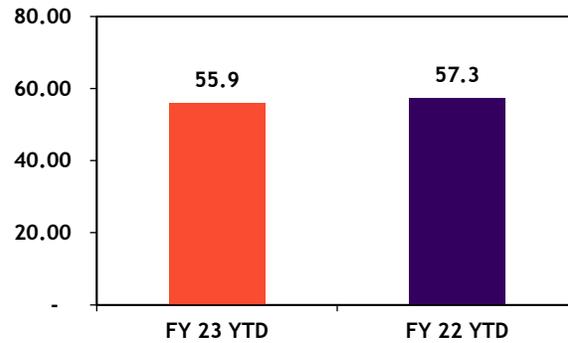
(INR Million)

Particulars	Q4 FY23	%	Q3 FY23	%	Q4 FY22	%	Growth over	
							Q3 FY23	Q4 FY22
Revenue from Operations	1,028.91	100.0%	1,227.67	100.0%	1,091.83	100.0%	-16.2%	-5.8%
Other Income	83.81	8.1%	113.15	9.2%	45.92	4.2%	-25.9%	82.5%
<b>Total Revenue</b>	<b>1,112.72</b>	<b>108.1%</b>	<b>1,340.82</b>	<b>109.2%</b>	<b>1,137.75</b>	<b>104.2%</b>	<b>-17.0%</b>	<b>-2.2%</b>
Employee benefit expense	750.81	73.0%	767.60	62.6%	659.08	60.3%	2.2%	-13.9%
Other expenses	136.26	13.2%	169.67	13.8%	122.87	11.3%	19.7%	-10.9%
Depreciation and amortization expense	17.92	1.7%	16.73	1.4%	16.27	1.5%	-7.1%	-10.1%
Finance cost	0.76	0.1%	0.47	0.0%	0.07	0.0%	-61.7%	-985.7%
<b>Total Expenses</b>	<b>905.75</b>	<b>88.0%</b>	<b>954.47</b>	<b>77.8%</b>	<b>798.29</b>	<b>73.1%</b>	<b>5.1%</b>	<b>-13.5%</b>
<b>Profit/(loss) before tax</b>	<b>206.97</b>	<b>20.1%</b>	<b>386.35</b>	<b>31.4%</b>	<b>339.46</b>	<b>31.1%</b>	<b>-46.4%</b>	<b>-39.0%</b>
Tax Expenses	36.32	3.5%	73.80	6.0%	70.67	6.5%	50.8%	48.6%
<b>Profit After Tax</b>	<b>170.65</b>	<b>16.6%</b>	<b>312.55</b>	<b>25.4%</b>	<b>268.79</b>	<b>24.6%</b>	<b>-45.4%</b>	<b>-36.5%</b>



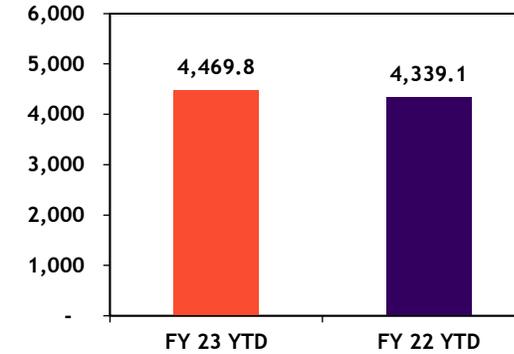
# Performance Snapshot - FY23 - Consolidated

## Consolidated Revenues ( \$. Million)



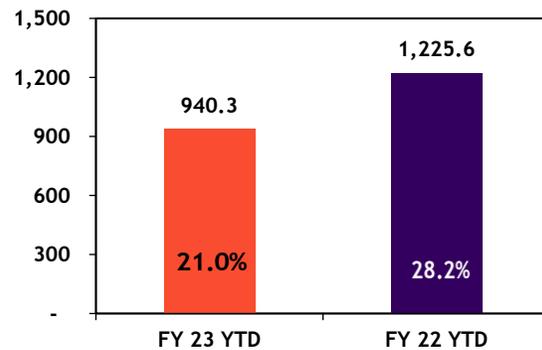
YoY Growth: -2.4%

## Consolidated Revenues ( INR Million)



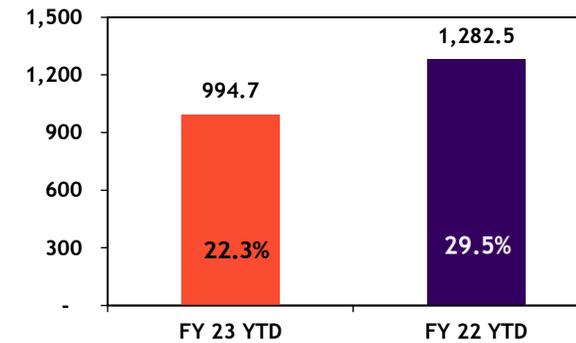
YoY Growth: 3.0%

## Consolidated EBIT ( INR Million)



YoY Growth: -23.3%

## Consolidated PAT ( INR Million)



YoY Growth: -22.4%



# Income Statement Summary - FY23 - Consolidated

(INR Million)

Particulars	FY 23	%	FY 22	%	Growth over
					FY 22
Revenues	4,469.84	100.0%	4,339.07	100.0%	3.0%
Cost of Revenue	2,527.41	56.5%	2,316.61	53.4%	-9.1%
Gross Profit	1,942.43	43.5%	2,022.46	46.6%	-4.0%
SG&A	934.50	21.0%	731.71	16.9%	-27.7%
EBITDA	1,007.93	22.5%	1,290.75	29.7%	-21.9%
Depreciation and amortisation expense	67.63	1.5%	65.12	1.5%	-3.9%
EBIT	940.30	21.0%	1,225.63	28.2%	-23.3%
Other Income	297.36	6.7%	353.34	8.1%	-15.8%
Interest Expenses	1.34	0.0%	0.45	0.0%	197.8%
PBT	1,236.32	27.7%	1,578.52	36.3%	-21.7%
Taxes	241.60	5.4%	296.06	6.8%	18.4%
PAT	994.72	22.3%	1,282.46	29.5%	-22.4%



# Income Statement Summary - FY23 - Consolidated

Nature wise

(INR Million)

Particulars	FY 23	%	FY 22	%	Growth over
					FY 22
Revenue from Operations	4,469.84	100.0%	4,339.07	100.0%	3.0%
Other Income	297.36	6.7%	353.34	8.1%	-15.8%
<b>Total Revenue</b>	<b>4,767.20</b>	<b>106.7%</b>	<b>4,692.41</b>	<b>108.1%</b>	<b>1.6%</b>
Employee benefit expense	2,864.79	64.1%	2,598.15	59.9%	-10.3%
Other operational expense	597.12	13.4%	450.17	10.4%	-32.6%
Depreciation and amortization expense	67.63	1.5%	65.12	1.5%	-3.9%
Finance cost	1.34	0.0%	0.45	0.0%	-195.6%
<b>Total Expenses</b>	<b>3,530.88</b>	<b>79.0%</b>	<b>3,113.89</b>	<b>71.8%</b>	<b>-13.4%</b>
<b>Profit/(loss) before tax</b>	<b>1,236.32</b>	<b>27.7%</b>	<b>1,578.52</b>	<b>36.3%</b>	<b>-21.7%</b>
Taxes	241.60	5.4%	296.06	6.8%	18.4%
<b>Profit After Tax</b>	<b>994.72</b>	<b>22.3%</b>	<b>1,282.46</b>	<b>29.5%</b>	<b>-22.4%</b>



# Balance Sheet Summary - Consolidated ( 1 of 2 )

(INR Million)

Particulars	March 31, 2023	%	March 31, 2022	%
<b>ASSETS</b>				
<b>Non current assets</b>				
Property, plant and equipment ( incl CWIP)	358.06	4.3%	341.75	4.4%
Right to use assets	32.60	0.4%	2.49	0.0%
Intangible assets	0.11	0.0%	0.08	0.0%
Financial assets				
(a) Investments	5,131.62	62.4%	5,019.79	65.1%
(b) Other financial assets	20.12	0.2%	11.24	0.1%
Deferred tax assets	83.73	1.0%	84.48	1.1%
Income tax assets	472.22	5.8%	454.73	5.9%
Other non-current assets	0.12	0.0%	-	-
<b>Total non-current assets</b>	<b>6,098.58</b>	<b>74.1%</b>	<b>5,914.56</b>	<b>76.8%</b>
(a) Investments	690.33	8.4%	367.16	4.8%
(b) Trade receivables	717.82	8.7%	816.92	10.6%
(c) Unbilled revenue and contract assets	277.54	3.4%	252.47	3.3%
(d) Cash and cash equivalents	279.56	3.4%	202.37	2.6%
(e) Derivative assets	-	-	24.96	0.3%
(e) Other financial assets	43.94	0.5%	38.21	0.5%
Other current assets	123.61	1.5%	95.25	1.2%
<b>Total current assets</b>	<b>2,132.80</b>	<b>25.9%</b>	<b>1,797.34</b>	<b>23.2%</b>
<b>Total</b>	<b>8,231.38</b>	<b>100.0%</b>	<b>7,711.90</b>	<b>100.0%</b>



# Balance Sheet Summary - Consolidated ( 2 of 2 )

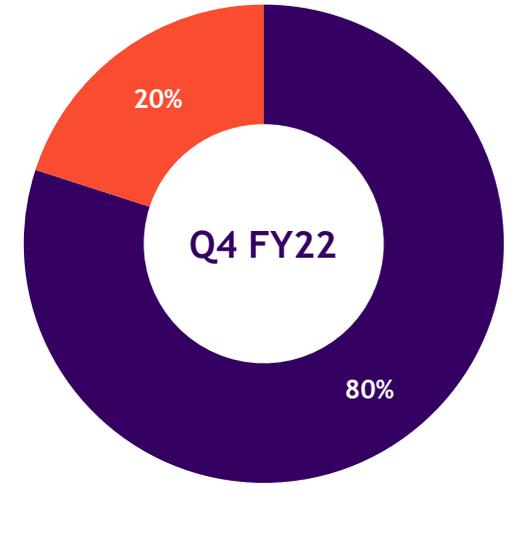
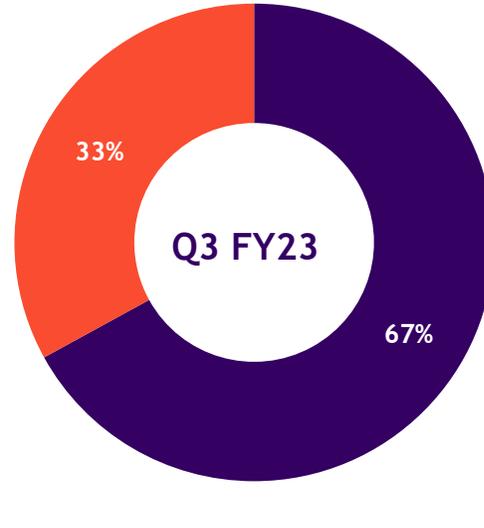
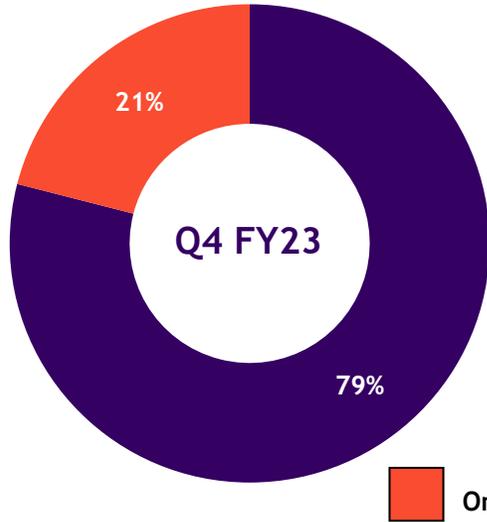
(INR Million)

Particulars	March 31, 2023	%	March 31, 2022	%
<b>EQUITY AND LIABILITIES</b>				
Equity share capital	150.51	1.8%	150.51	2.0%
Other equity	7,042.79	85.6%	6,384.92	82.7%
<b>Total Equity</b>	<b>7,193.30</b>	<b>87.4%</b>	<b>6,535.43</b>	<b>84.7%</b>
<b>Liabilities</b>				
<b>Non-current liabilities</b>				
Financial liabilities				
Lease liabilities	70.36	0.8%	76.87	1.0%
Provisions	22.22	0.3%	-	0.0%
<b>Total non-current liabilities</b>	<b>92.58</b>	<b>1.1%</b>	<b>76.87</b>	<b>1.0%</b>
Financial liabilities				
(a) Trade payables	112.92	1.4%	156.68	2.0%
(b) Lease liabilities	11.05	0.1%	2.56	0.0%
(c) Other financial liabilities	195.04	2.4%	343.70	4.5%
(d) Derivative liabilities	21.53	0.3%	-	0.0%
Deferred revenue	17.77	0.2%	17.81	0.2%
Other current liabilities	238.56	2.9%	194.40	2.6%
Provisions	149.94	1.8%	148.21	1.9%
Income tax liabilities	198.70	2.4%	236.24	3.1%
<b>Total current liabilities</b>	<b>945.50</b>	<b>11.5%</b>	<b>1,099.60</b>	<b>14.3%</b>
<b>Total</b>	<b>8,231.38</b>	<b>100.0%</b>	<b>7,711.90</b>	<b>100.0%</b>



# Metrics - Q4 FY23

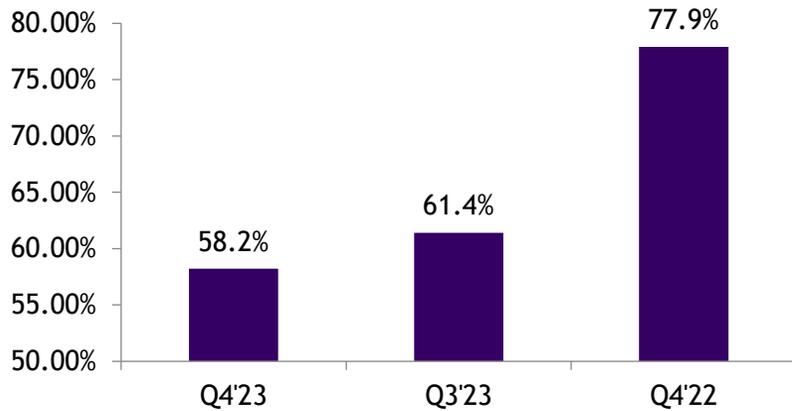
## Revenue Mix - Delivery



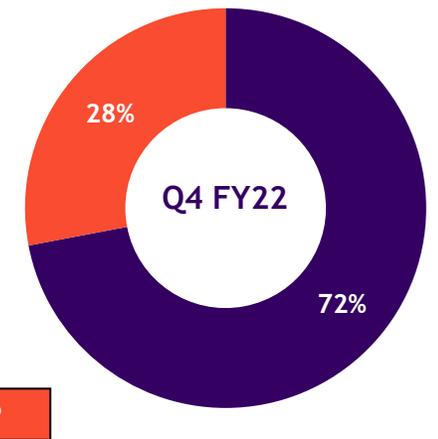
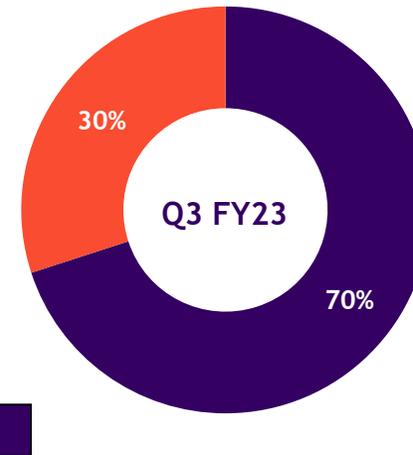
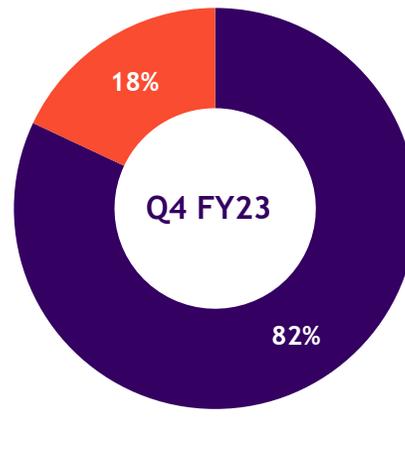
Onsite

Offshore

## Utilization(Inc. Finland)



## Revenue Mix - Project Type



T&M

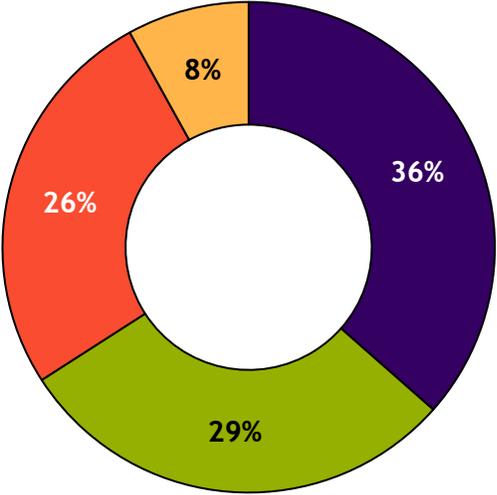
FPP

- FPP includes all non T&M revenues

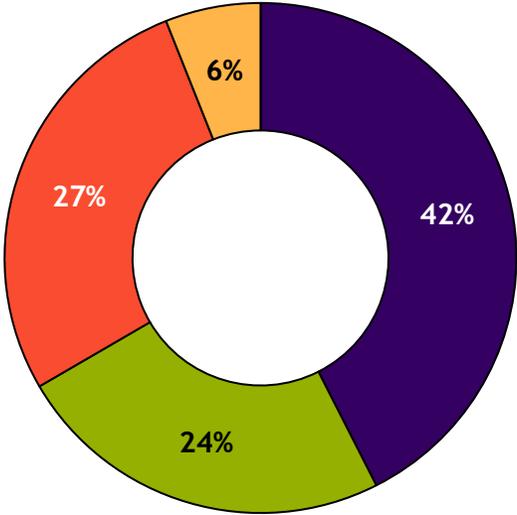


# Geography Wise Revenue - Q4 FY23

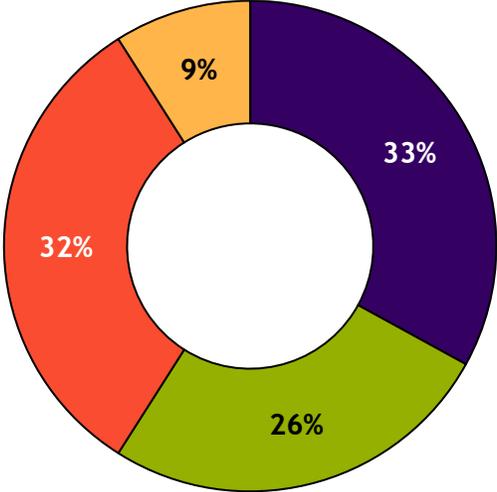
Q4 FY23



Q3 FY23



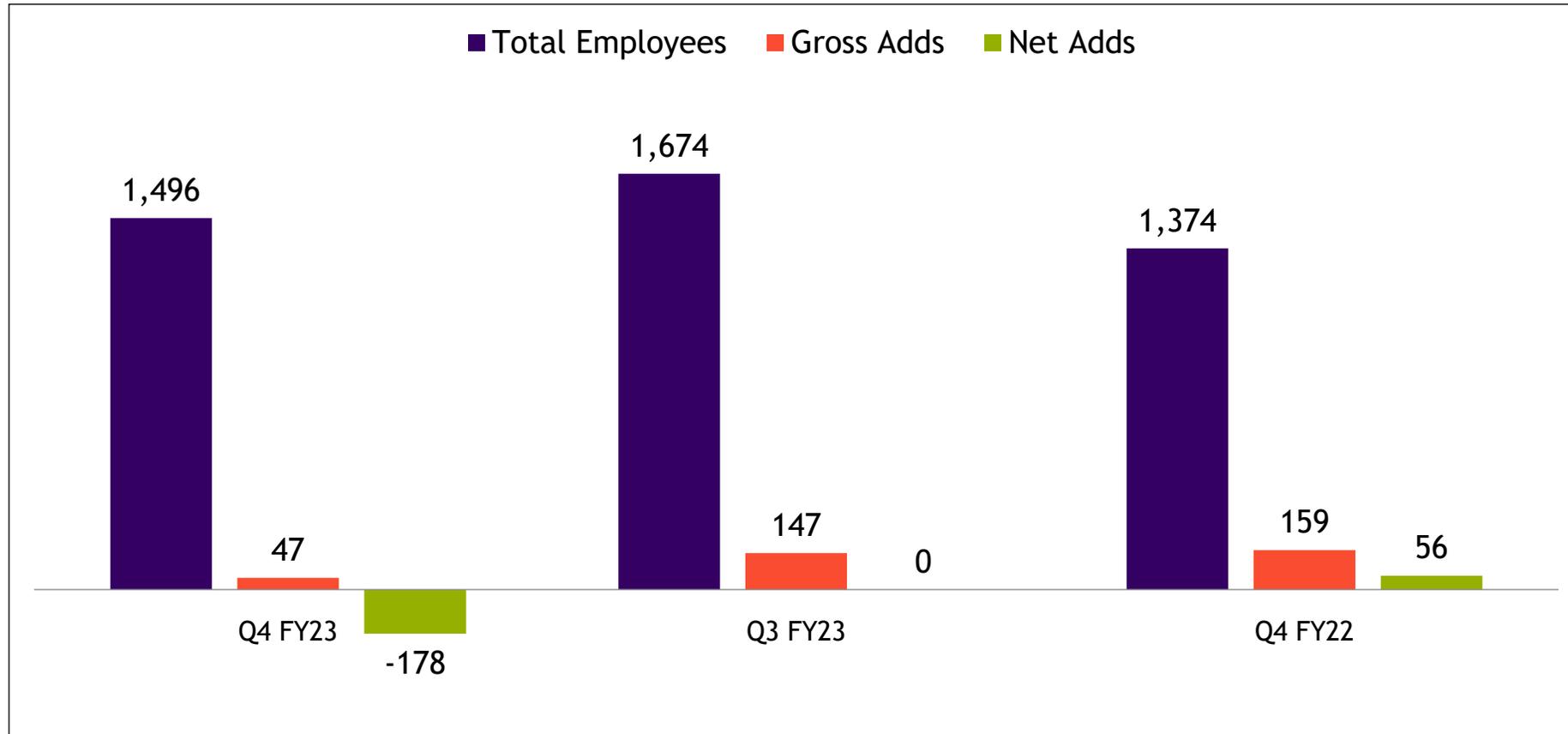
Q4 FY22



North America    EMEA    India    APAC



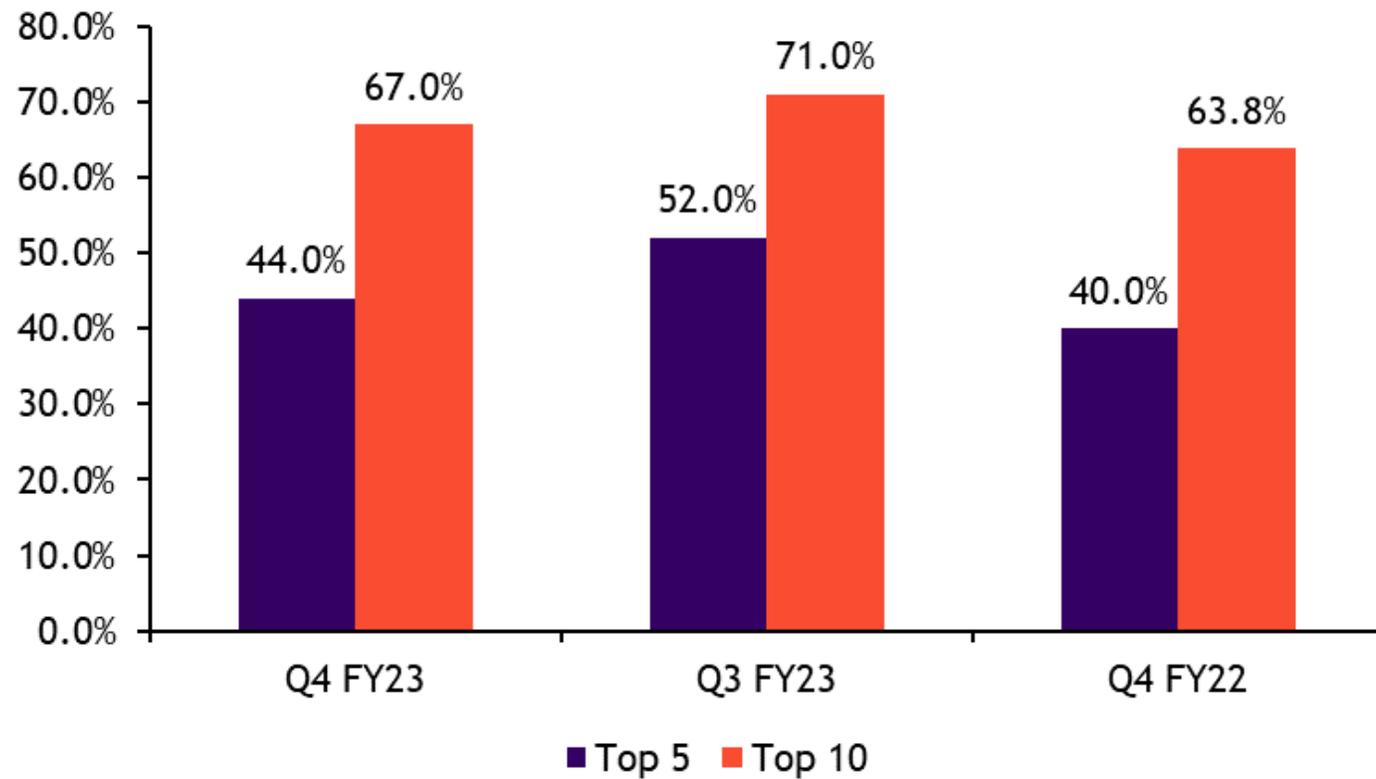
# Human Resources Metrics - Q4 FY23



Attrition %	Q4 FY23	Q3 FY23	Q4 FY22
Attrition LTM %	25.4%	25.3%	36.5%
Annualised Attrition Quarterly %	18.2%	21.3%	25.6%



# Customer Concentration - Q4 FY23





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# Thank You

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

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