



SASKEN

# Consolidated Results for the quarter ended December 2019

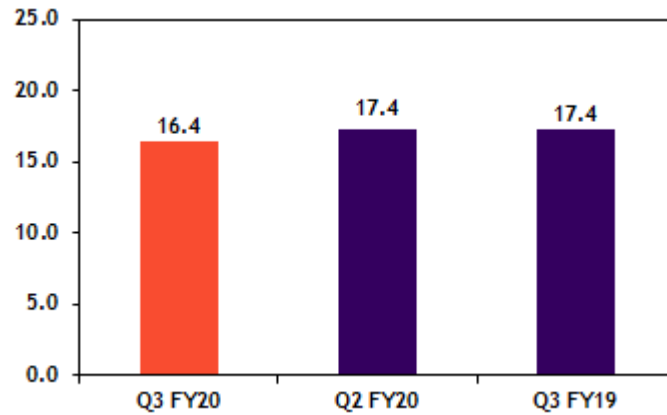
# Safe Harbor Clause

*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.*



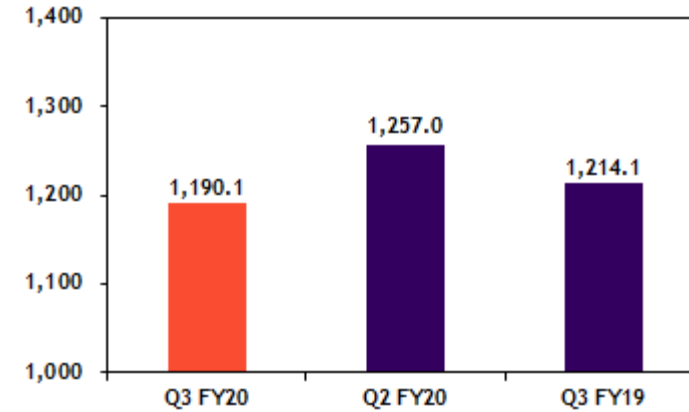
# Performance Snapshot - Q3 FY20 - Consolidated

Consolidated Revenues ( \$. Million)



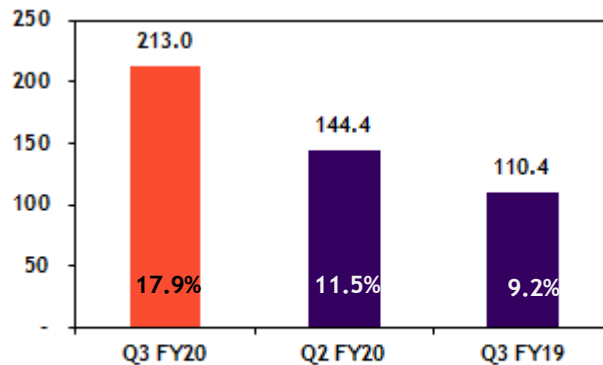
QoQ Growth: -5.6% ; YoY Growth:-5.6%

Consolidated Revenues ( ₹. Million)



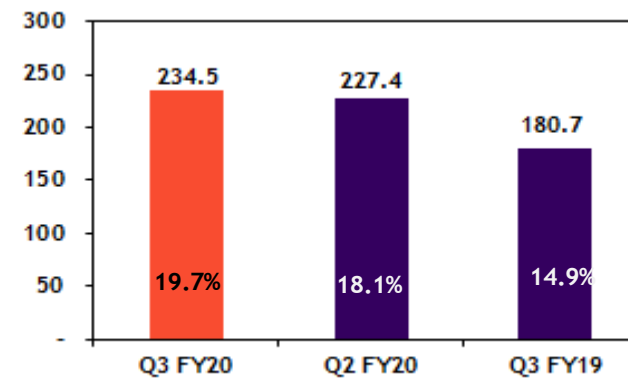
QoQ Growth: -5.3% ; YoY Growth: -2.0%

Consolidated EBIT ( ₹. Million)

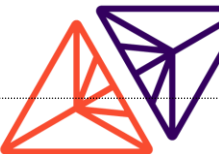


QoQ Growth: 47.5%; YoY Growth: 92.9%

Consolidated PAT ( ₹. Million)



QoQ Growth: 3.1%; YoY Growth:29.8%



# Income Statement Summary - Q3 FY20 - Consolidated

(₹. Million)

Particulars	Q3 FY20	%	Q2 FY20	%	Q3 FY19	%	Growth over	
							Q2 FY20	Q3 FY19
Revenues	1,190.10	100.0%	1,257.03	100.0%	1,214.13	100.0%	-5.3%	-2.0%
Cost of Revenue	762.71	64.0%	824.44	65.6%	858.22	70.7%	7.5%	11.1%
Gross Profit	427.39	36.0%	432.59	34.4%	355.91	29.3%	-1.2%	20.1%
SG&A	185.09	15.6%	260.47	20.7%	229.37	18.9%	28.9%	19.3%
EBITDA	242.30	20.4%	172.12	13.7%	126.54	10.4%	40.8%	91.5%
Depreciation and amortisation expense	29.28	2.5%	27.72	2.2%	16.14	1.3%	-5.6%	-81.4%
EBIT	213.02	17.9%	144.40	11.5%	110.40	9.1%	47.5%	93.0%
Other Income	125.00	10.5%	144.43	11.5%	90.97	7.5%	-13.5%	37.4%
Interest Expense	2.24	0.2%	1.58	0.1%	-		41.8%	
Profit/(loss) before tax	335.78	28.2%	287.25	22.9%	201.37	16.6%	16.9%	66.7%
Taxes	101.25	8.5%	59.81	4.8%	20.65	1.7%	-69.3%	-390.3%
PAT	234.53	19.7%	227.44	18.1%	180.72	14.9%	3.1%	29.8%



# Income Statement Summary - Q3 FY20 - Consolidated

Nature wise

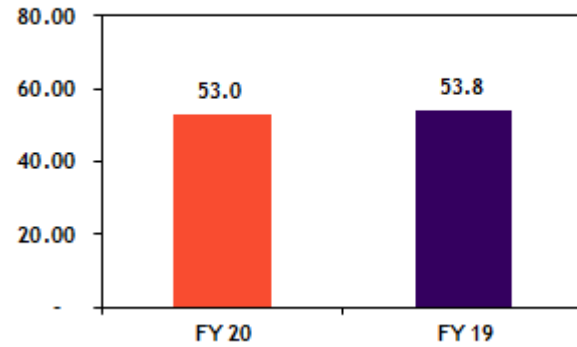
(₹. Million)

Particulars	Q3 FY20	%	Q2 FY20	%	Q3 FY19	%	Growth over	
							Q2 FY20	Q3 FY19
Revenue from Operations	1,190.10	100.0%	1,257.03	100.0%	1,214.13	100.0%	-5.3%	-2.0%
Other Income	125.00	10.5%	144.43	11.5%	90.97	7.5%	-13.5%	37.4%
<b>Total Revenue</b>	<b>1,315.10</b>	<b>110.5%</b>	<b>1,401.46</b>	<b>111.5%</b>	<b>1,305.10</b>	<b>107.5%</b>	<b>-6.2%</b>	<b>0.8%</b>
Employee benefit expense	724.83	60.9%	873.78	69.5%	821.63	67.6%	17.0%	11.8%
Other expenses	222.97	18.7%	211.13	16.8%	265.96	21.9%	-5.6%	16.2%
Depreciation and amortization expense	29.28	2.5%	27.72	2.2%	16.14	1.3%	-5.6%	-81.4%
Finance cost	2.24	0.2%	1.58	0.1%	-	0.0%	-41.8%	0.0%
<b>Total Expenses</b>	<b>979.32</b>	<b>82.3%</b>	<b>1,114.21</b>	<b>88.6%</b>	<b>1,103.73</b>	<b>90.9%</b>	<b>12.1%</b>	<b>11.3%</b>
<b>Profit/(loss) before tax</b>	<b>335.78</b>	<b>28.2%</b>	<b>287.25</b>	<b>22.9%</b>	<b>201.37</b>	<b>16.6%</b>	<b>16.9%</b>	<b>66.7%</b>
Tax Expenses	101.25	8.5%	59.81	4.8%	20.65	1.7%	-69.3%	-390.3%
<b>Profit After Tax</b>	<b>234.53</b>	<b>19.7%</b>	<b>227.44</b>	<b>18.1%</b>	<b>180.72</b>	<b>14.9%</b>	<b>3.1%</b>	<b>29.8%</b>



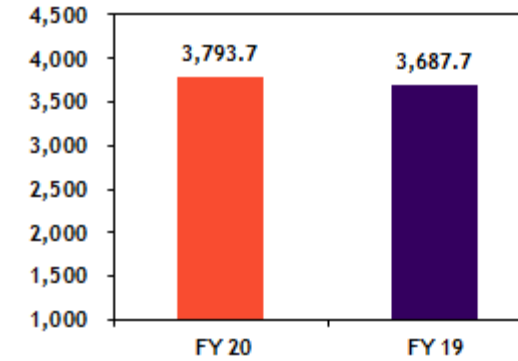
# Performance Snapshot - YTD FY20 - Consolidated

Consolidated Revenues ( \$. Million)



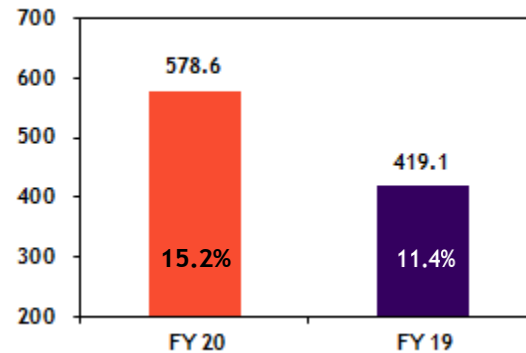
YoY Growth: -1.6%

Consolidated Revenues ( ₹. Million)



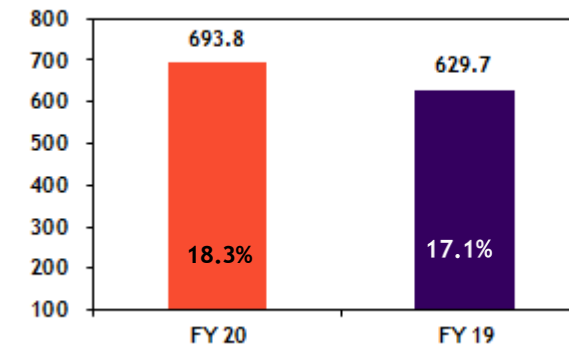
YoY Growth: 2.9%

Consolidated EBIT ( ₹. Million)



YoY Growth: 38.1%

Consolidated PAT ( ₹. Million)



YoY Growth: 10.2%



# Income Statement Summary - YTD FY20 - Consolidated

(₹. Million)

Particulars	FY 20	%	FY 19	%	Growth over
					FY 19
Revenues	3,793.70	100.0%	3,687.69	100.0%	2.9%
Cost of Revenue	2,432.08	64.1%	2,534.66	68.6%	4.0%
Gross Profit	1,361.62	35.9%	1,153.03	31.4%	18.1%
SG&A	700.80	18.5%	686.14	18.7%	-2.1%
EBITDA	660.82	17.4%	466.89	12.7%	41.5%
Depreciation and amortisation expense	82.20	2.2%	47.78	1.3%	-72.0%
EBIT	578.62	15.2%	419.11	11.4%	38.1%
Other Income	384.19	10.1%	352.32	9.6%	9.0%
Interest Expenses	5.40	0.1%			
PBT	957.41	25.2%	771.43	21.0%	24.1%
Taxes	263.63	6.9%	141.74	3.8%	-86.0%
PAT	693.78	18.3%	629.69	17.2%	10.2%



# Income Statement Summary - YTD FY20 - Consolidated

Nature wise

(₹. Million)

Particulars	FY 20	%	FY 19	%	Growth over
					FY 19
Revenue from Operations	3,793.70	100.0%	3,687.69	100.0%	2.9%
Other Income	384.19	10.1%	352.32	9.6%	9.0%
<b>Total Revenue</b>	<b>4,177.89</b>	<b>110.1%</b>	<b>4,040.01</b>	<b>109.6%</b>	<b>3.4%</b>
Employee benefit expense	2,474.50	65.2%	2,518.61	68.3%	1.8%
Other operational expense	658.38	17.4%	702.19	19.0%	6.2%
Depreciation and amortization expense	82.20	2.2%	47.78	1.3%	-72.0%
Finance cost	5.40	0.1%	-	0.0%	0.0%
<b>Total Expenses</b>	<b>3,220.48</b>	<b>84.9%</b>	<b>3,268.58</b>	<b>88.6%</b>	<b>1.5%</b>
<b>Profit/(loss) before tax</b>	<b>957.41</b>	<b>25.2%</b>	<b>771.43</b>	<b>21.0%</b>	<b>24.1%</b>
Tax Expenses	263.63	6.9%	141.74	3.8%	-86.0%
<b>Profit After Tax</b>	<b>693.78</b>	<b>18.3%</b>	<b>629.69</b>	<b>17.2%</b>	<b>10.2%</b>





# Balance Sheet Summary - Consolidated ( 1 of 2 )

(₹. Million)

Particulars	December 31, 2019	%	March 31, 2019	%
<b>ASSETS</b>				
<b>Non current assets</b>				
Property, plant and equipment ( incl CWIP)	464.68	6.7%	403.33	5.1%
Intangible assets	1.40	0.0%	1.79	0.0%
Financial assets				
(a) Investments	3,064.45	44.0%	4,289.75	54.1%
(b) Other financial assets	31.23	0.4%	33.98	0.4%
Deferred tax assets	52.19	0.8%	26.92	0.3%
Income tax assets	525.68	7.6%	540.31	6.8%
Other non-current assets	-	0.0%	1.72	0.0%
<b>Total non-current assets</b>	<b>4,139.63</b>	<b>59.5%</b>	<b>5,297.80</b>	<b>66.7%</b>
(a) Investments	1,078.86	15.5%	810.79	10.2%
(b) Trade receivables	785.33	11.3%	822.84	10.4%
(c) Cash and cash equivalents	210.05	3.0%	174.82	2.2%
(d) Unbilled receivables	219.06	3.2%	195.54	2.5%
(e) Derivative assets	25.48	0.4%	94.09	1.2%
(e) Other financial assets	117.06	1.7%	114.87	1.4%
Contract assets	306.76	4.4%	314.53	4.0%
Other current assets	68.19	1.0%	113.47	1.4%
<b>Total current assets</b>	<b>2,810.80</b>	<b>40.5%</b>	<b>2,640.95</b>	<b>33.3%</b>
<b>Total</b>	<b>6,950.43</b>	<b>100.0%</b>	<b>7,938.75</b>	<b>100.0%</b>



# Balance Sheet Summary - Consolidated ( 2 of 2 )

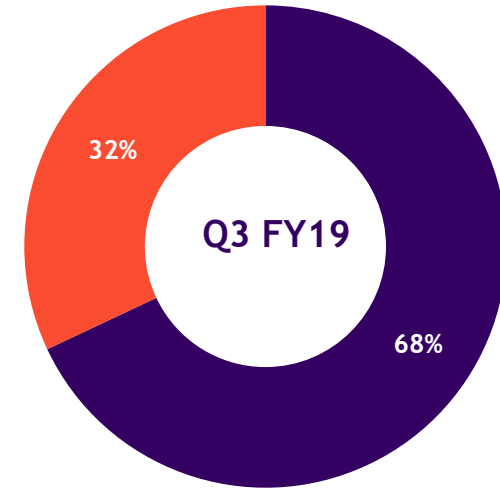
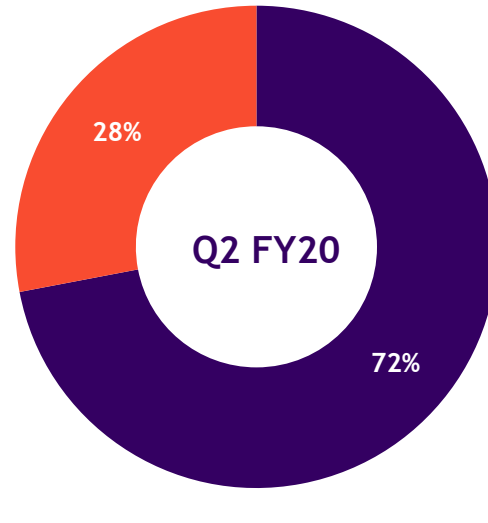
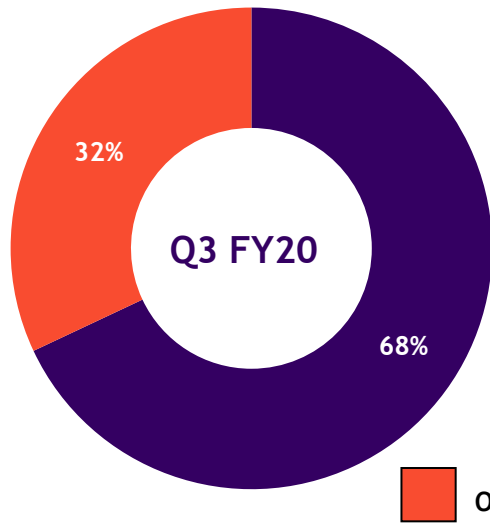
(₹. Million)

Particulars	December 31, 2019	%	March 31, 2019	%
<b>EQUITY AND LIABILITIES</b>				
Equity share capital	150.51	2.2%	171.10	2.2%
Other equity	5,533.94	79.6%	6,808.71	85.8%
<b>Total Equity</b>	<b>5,684.45</b>	<b>81.8%</b>	<b>6,979.81</b>	<b>88.0%</b>
Provisions	150.14	2.2%	71.14	0.9%
<b>Total non-current liabilities</b>	<b>150.14</b>	<b>2.2%</b>	<b>71.14</b>	<b>0.9%</b>
Financial liabilities				
(a) Trade payables	191.63	2.7%	183.44	2.2%
(b) Other financial liabilities	174.80	2.5%	150.69	1.9%
(b) Derivative liabilities	9.81	0.1%	-	0.0%
Deferred revenue	47.21	0.7%	38.02	0.5%
Other current liabilities	97.95	1.4%	136.60	1.7%
Provisions	151.56	2.2%	178.05	2.2%
Income tax liabilities	442.88	6.4%	201.00	2.5%
<b>Total current liabilities</b>	<b>1,115.84</b>	<b>16.0%</b>	<b>887.80</b>	<b>11.1%</b>
<b>Total</b>	<b>6,950.43</b>	<b>100.0%</b>	<b>7,938.75</b>	<b>100.0%</b>

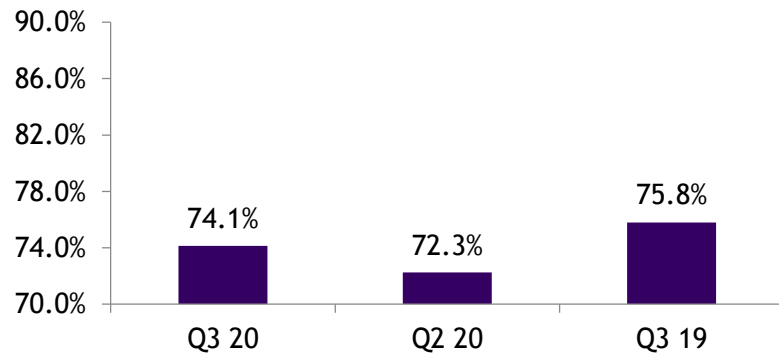


# Metrics

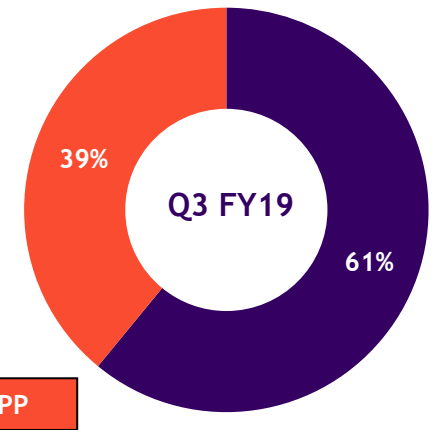
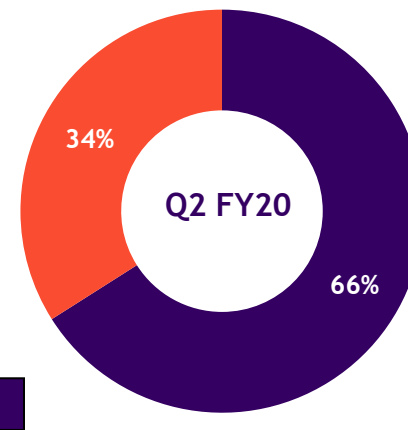
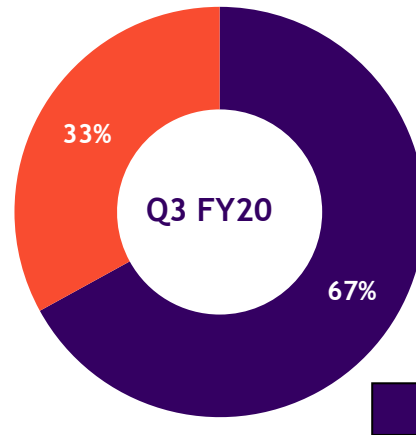
## Revenue Mix - Delivery



## Utilization



## Revenue Mix - Project Type

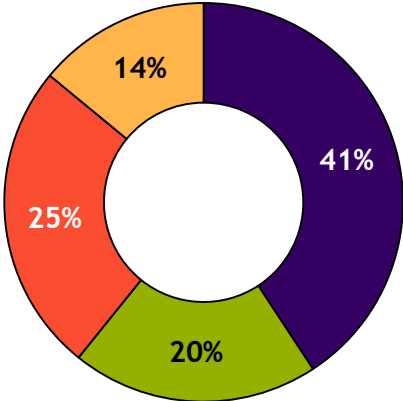


\*FPP includes all non T&M revenues

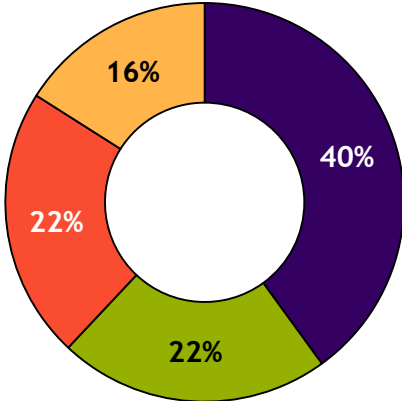


# Geography Wise Revenue

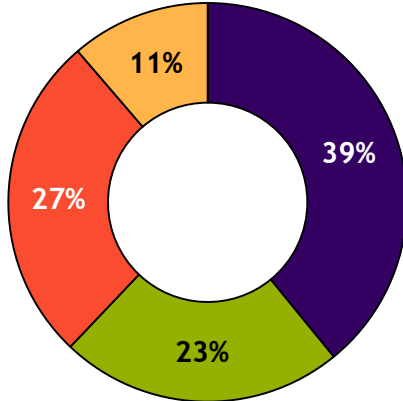
Q3FY20



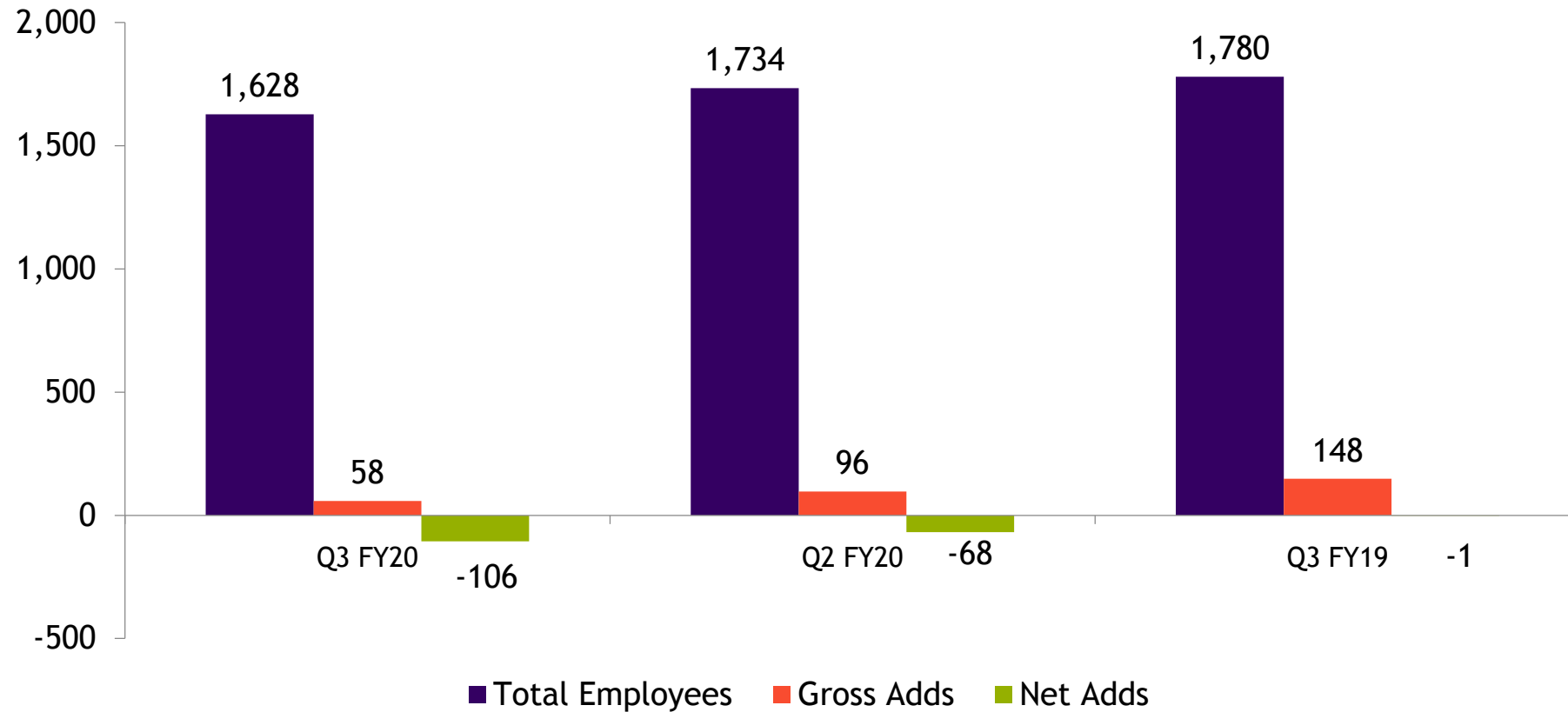
Q2 FY20



Q3 FY19



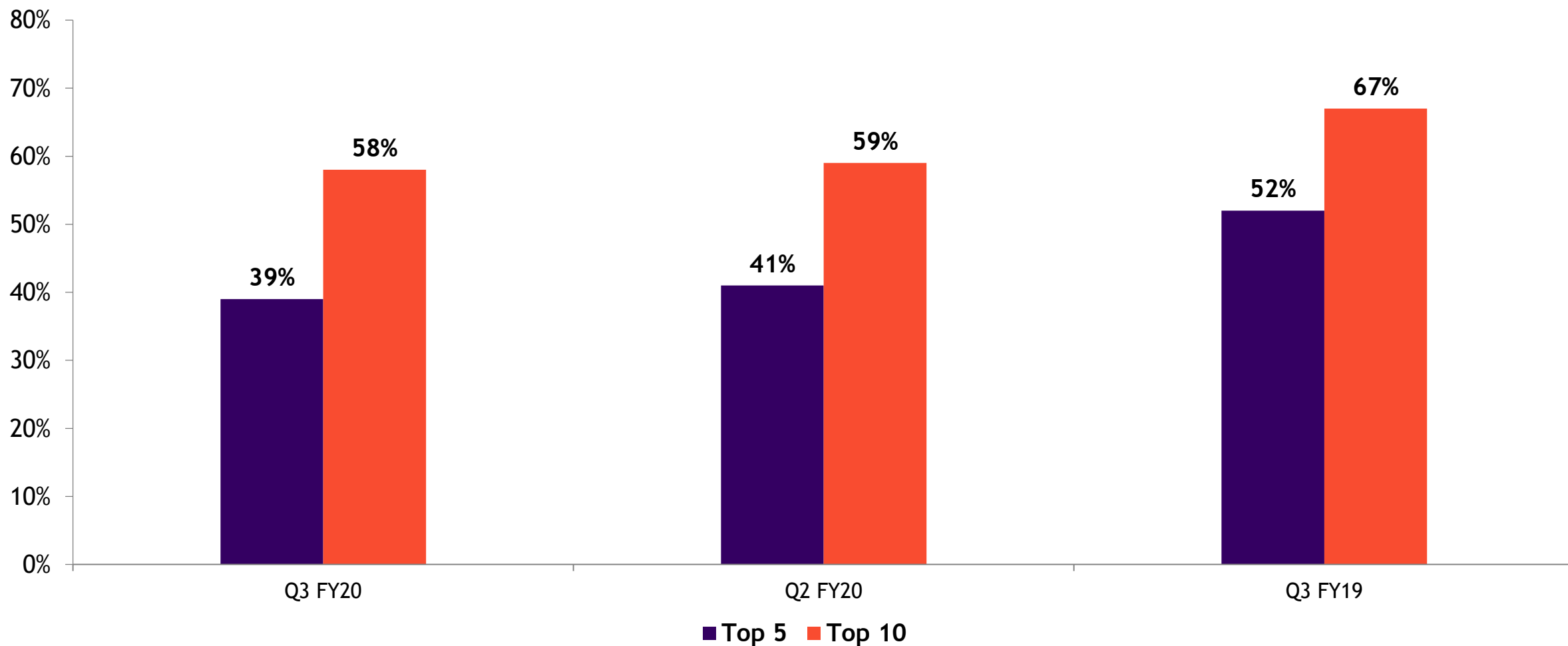
# Human Resources Metrics



Attrition %	Q3 FY 20	Q2 FY 20	Q3 FY 19
Attrition LTM %	26.12%	26.97%	26.65%
Annualised Attrition Quarterly %	24.27%	21.95%	29.43%



# Customer Concentration





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# Thank You

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