

Consolidated Results

For Quarter and nine months
ended Dec 31, 2016



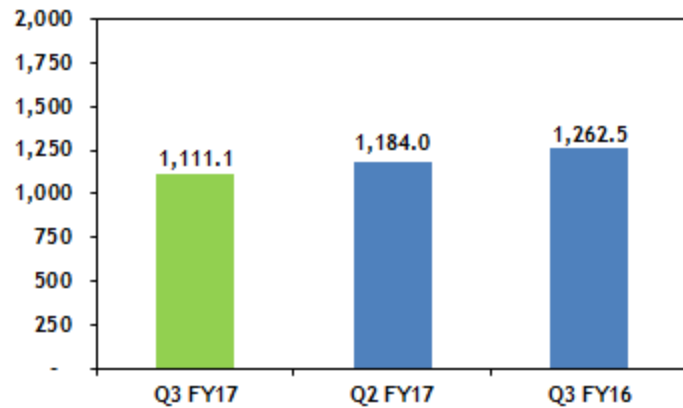
Safe Harbor Clause

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.



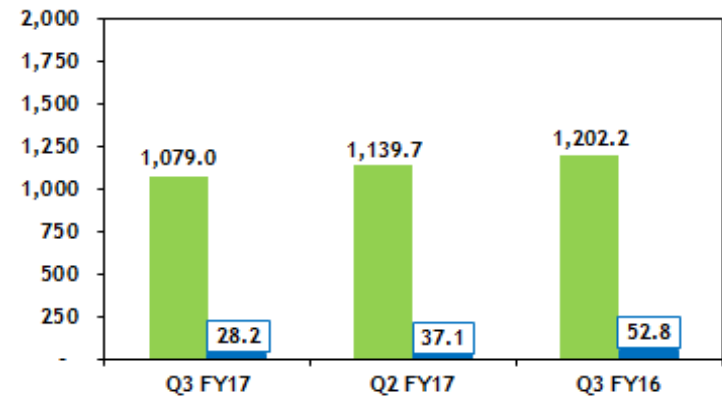
Performance Snapshot - Q3 FY17 - Consolidated

Consolidated Revenues (₹. Million)



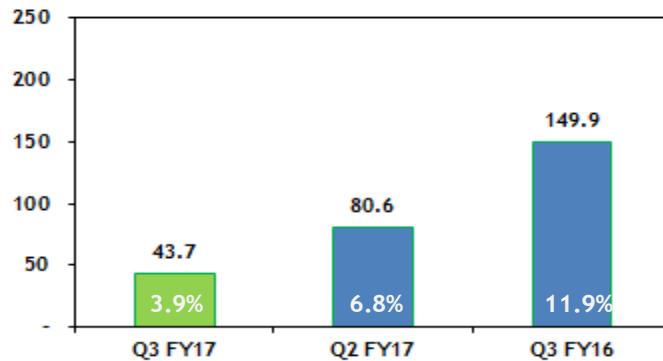
QoQ Growth: -6.2% ; YoY Growth: -12.0%

Services - Products Revenue Mix (₹. Million)



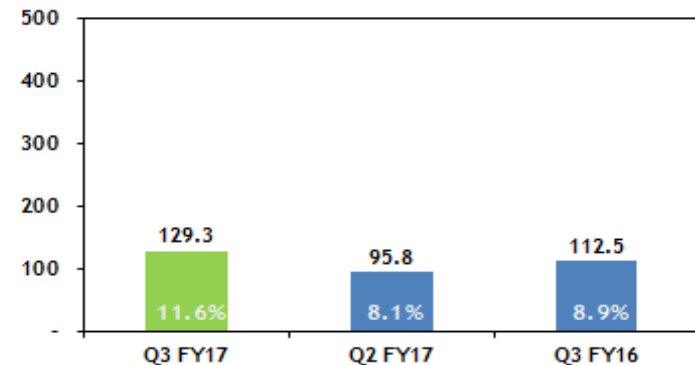
Services - QoQ: -5.3%; YoY:-10.3%
Products - QoQ: -24.0%; YoY: -46.7%

Consolidated EBITDA (₹. Million)



QoQ Growth: -45.8%; YoY Growth: -70.8%

Consolidated PAT (₹. Million)



QoQ Growth: 35.0%; YoY Growth: 14.9%

Income Statement Summary - Q3 FY17 - Consolidated (₹. Million)

Particulars	Q3 FY17	%	Q2 FY17	%	Q3 FY16	%	Growth over	
							Q2 FY17	Q3 FY16
Revenues	1,111.12	100.0%	1,183.97	100.0%	1,262.53	100.0%	-6.2%	-12.0%
Cost of Revenue	843.26	75.9%	846.73	71.5%	866.92	68.7%	0.4%	2.7%
Gross Profit	267.86	24.1%	337.24	28.5%	395.61	31.3%	-20.6%	-32.3%
SG&A	224.16	20.2%	256.65	21.7%	245.74	19.4%	12.7%	8.8%
EBITDA	43.70	3.9%	80.59	6.8%	149.87	11.9%	-45.8%	-70.8%
Depreciation and amortisation expense	15.46	1.4%	16.69	1.4%	16.04	1.3%	7.4%	3.6%
EBIT	28.23	2.5%	63.90	5.4%	133.83	10.6%	-55.8%	-78.9%
Other Income	106.11	9.5%	66.50	5.6%	24.70	1.9%	59.6%	329.6%
Interest Expense	0.23	0.0%	0.35	0.0%	0.36	0.0%	-34.3%	36.1%
PBT before exceptional items	134.11	12.0%	130.06	11.0%	158.17	12.5%	3.1%	-15.2%
Taxes	4.83	0.4%	34.30	2.9%	45.63	3.6%	85.9%	89.4%
PAT	129.28	11.6%	95.76	8.1%	112.54	8.9%	35.0%	14.9%



Segmental Results - Q3 FY17 - Consolidated

(₹. Million)

Particulars	Q3 FY17	Q2 FY17	Q3 FY16	Growth over	
				Q2 FY17	Q3 FY16
				(QoQ)	(YoY)
Revenues	1,111.12	1,183.97	1,262.53	-6.2%	-12.0%
Services	1,078.98	1,139.73	1,202.23	-5.3%	-10.3%
Products	28.16	37.06	52.81	-24.0%	-46.7%
Others	3.98	7.18	7.49	-44.6%	-46.9%
EBITDA	43.70	80.59	149.87	-45.8%	-70.8%
Services	29.80	65.45	172.40	-54.5%	-82.7%
Products	14.64	17.11	(23.20)	-14.4%	-163.1%
Others	(0.75)	(1.96)	0.67	61.7%	-211.9%
EBITDA %	3.9%	6.8%	11.9%		
Services	2.8%	5.7%	14.3%		
Products	52.0%	46.2%	-43.9%		
Others	-18.7%	-27.3%	8.9%		
Depreciation and Amortization %	1.4%	1.4%	1.3%		
Services	1.3%	1.4%	1.3%		
Products	0.9%	1.1%	0.8%		
Others	0.3%	0.2%	0.3%		
EBIT%	2.5%	5.4%	10.6%		
Services	1.5%	4.3%	13.0%		
Products	51.1%	45.1%	-44.7%		
Others	-19.0%	-27.5%	8.6%		



Income Statement Summary - Q3 FY17 - Consolidated

Nature wise

(₹. Million)

Particulars	Q3 FY17	%	Q2 FY17	%	Q3 FY16	%	Growth over	
							Q2 FY17	Q3 FY16
Revenue from Operations	1,111.12	100.0%	1,183.97	100.0%	1,262.53	100.0%	-6.2%	-12.0%
Other Income	106.11	9.5%	66.50	5.6%	24.70	1.9%	59.6%	329.6%
Total Revenue	1,217.23	109.5%	1,250.47	105.6%	1,287.23	101.9%	-2.7%	-5.4%
Employee benefit expense	838.10	75.5%	848.88	71.7%	880.09	69.7%	1.3%	4.8%
Increase/(decrease) of work-in-progress, stores	15.45	1.4%	(7.11)	-0.6%	2.69	0.2%	317.3%	-474.3%
Other expenses	213.88	19.2%	261.59	22.1%	229.89	18.2%	18.2%	7.0%
Depreciation and amortization expense	15.46	1.4%	16.69	1.4%	16.04	1.3%	7.4%	3.6%
Finance cost	0.23	0.0%	0.35	0.0%	0.36	0.0%	34.3%	36.1%
Total Expenses	1,083.12	97.5%	1,120.41	94.6%	1,129.06	89.4%	3.3%	4.1%
Profit/(loss) before tax	134.11	12.0%	130.06	11.0%	158.17	12.5%	3.1%	-15.2%
Tax Expenses	4.83	0.4%	34.30	2.9%	45.63	3.6%	85.9%	89.4%
Profit After Tax	129.28	11.6%	95.76	8.1%	112.54	8.9%	35.0%	14.9%



Balance Sheet Summary - Consolidated

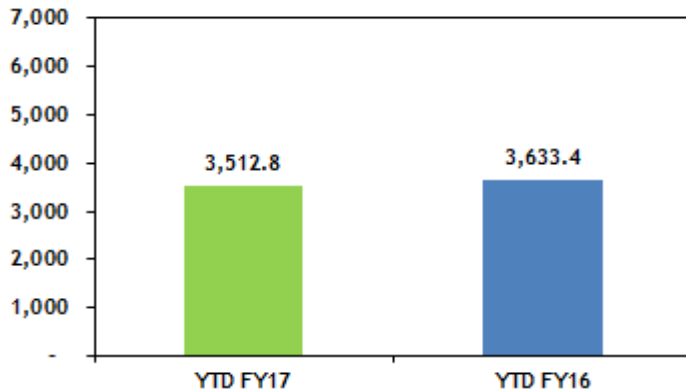
(₹. Million)

Particulars	December 31, 2016	%	March 31, 2016	%
EQUITY AND LIABILITIES				
Share Capital	177.20	2.7%	177.20	2.8%
Reserves and surplus	5,154.71	79.2%	4,812.91	75.5%
Non current liabilities	50.96	0.8%	56.68	0.9%
Current liabilities	1,123.71	17.3%	1,329.99	20.8%
Total	6,506.59	100.0%	6,376.77	100.0%
ASSETS				
<i>Non current assets</i>				
Fixed assets (net)	381.63	5.9%	403.16	6.3%
Non current investments	1,850.91	28.4%	1,831.90	28.7%
Deferred tax assets (net)	91.69	1.4%	113.96	1.8%
Other Non current assets	766.18	11.8%	694.67	10.9%
<i>Current assets</i>				
Current investments	1,892.60	29.1%	1,682.68	26.4%
Inventories	13.24	0.2%	24.68	0.4%
Trade receivables	754.78	11.6%	962.78	15.1%
Cash and bank balances	326.11	5.0%	233.83	3.7%
Other current assets	429.45	6.6%	429.11	6.7%
Total	6,506.59	100.0%	6,376.77	100.0%



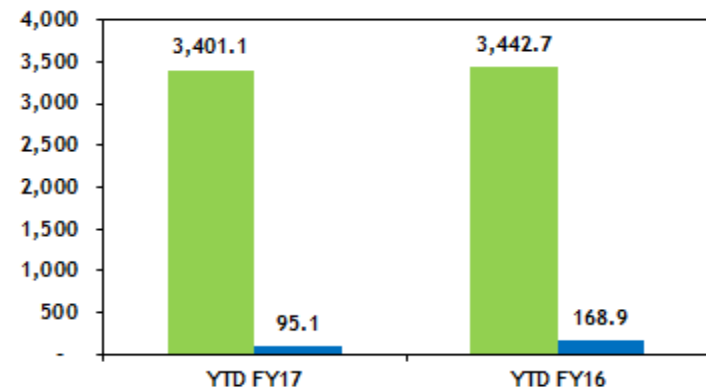
Performance Snapshot - YTD Dec 16 - Consolidated

Consolidated Revenues (₹. Million)



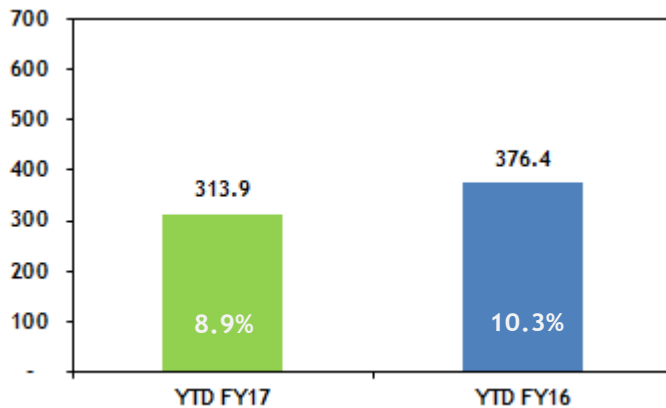
YoY Growth: -3.3%

Services - Products Revenue Mix (₹. Million)



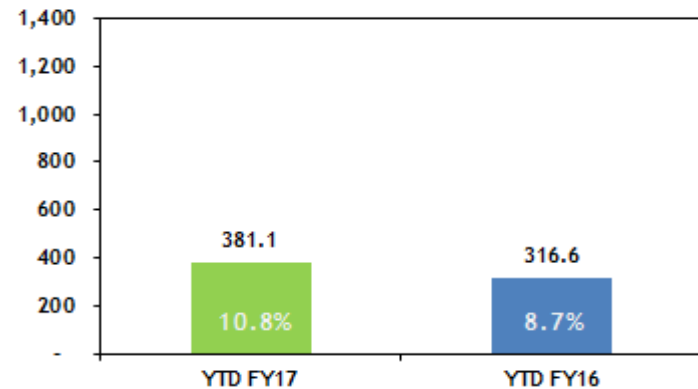
Services - YoY: -1.2%
Products -YoY: -43.7%

Consolidated EBITDA (₹. Million)



YoY Growth: -16.6%

Consolidated PAT (₹. Million)



YoY Growth: 20.4%

Income Statement Summary - YTD Dec 16 - Consolidated

(₹. Million)

Particulars	YTD FY17	%	YTD FY16	%	Growth over YTD FY16
Revenues	3,512.84	100.0%	3,633.44	100.0%	-3.3%
Cost of Revenue	2,539.01	72.3%	2,506.42	69.0%	-1.3%
Gross Profit	973.83	27.7%	1,127.02	31.0%	-13.6%
SG&A	659.90	18.8%	750.63	20.7%	12.1%
EBITDA	313.93	8.9%	376.39	10.3%	-16.6%
Depreciation and amortisation expense	49.83	1.4%	49.13	1.4%	-1.4%
EBIT	264.10	7.5%	327.26	8.9%	-19.3%
Other Income	221.19	6.3%	126.48	3.5%	74.9%
Interest	0.92	0.0%	1.10	0.0%	16.4%
PBT	484.37	13.8%	452.64	12.4%	7.0%
Taxes	103.25	2.9%	136.07	3.7%	24.1%
PAT	381.12	10.8%	316.57	8.7%	20.4%



Segmental Results - YTD Dec 16 - Consolidated

(₹. Million)

Particulars	YTD FY17	YTD FY16	Growth over
			YTD FY16 (YoY)
Revenues	3,512.84	3,633.45	-3.3%
Services	3,401.06	3,442.69	-1.2%
Products	95.11	168.94	-43.7%
Others	16.67	21.81	-23.6%
EBITDA	313.93	376.40	-16.6%
Services	273.81	372.35	-26.5%
Products	44.24	2.43	1720.6%
Others	(4.11)	1.62	-353.7%
EBITDA %	8.9%	10.3%	
Services	8.1%	10.8%	
Products	46.5%	1.4%	
Others	-24.7%	7.4%	
Depreciation and Amortization %	1.4%	1.4%	
Services	1.4%	1.4%	
Products	1.1%	0.9%	
Others	0.2%	0.3%	
EBIT%	7.5%	8.9%	
Services	6.7%	9.4%	
Products	45.4%	0.6%	
Others	-24.9%	7.1%	



Income Statement Summary - YTD Dec 16 - Consolidated

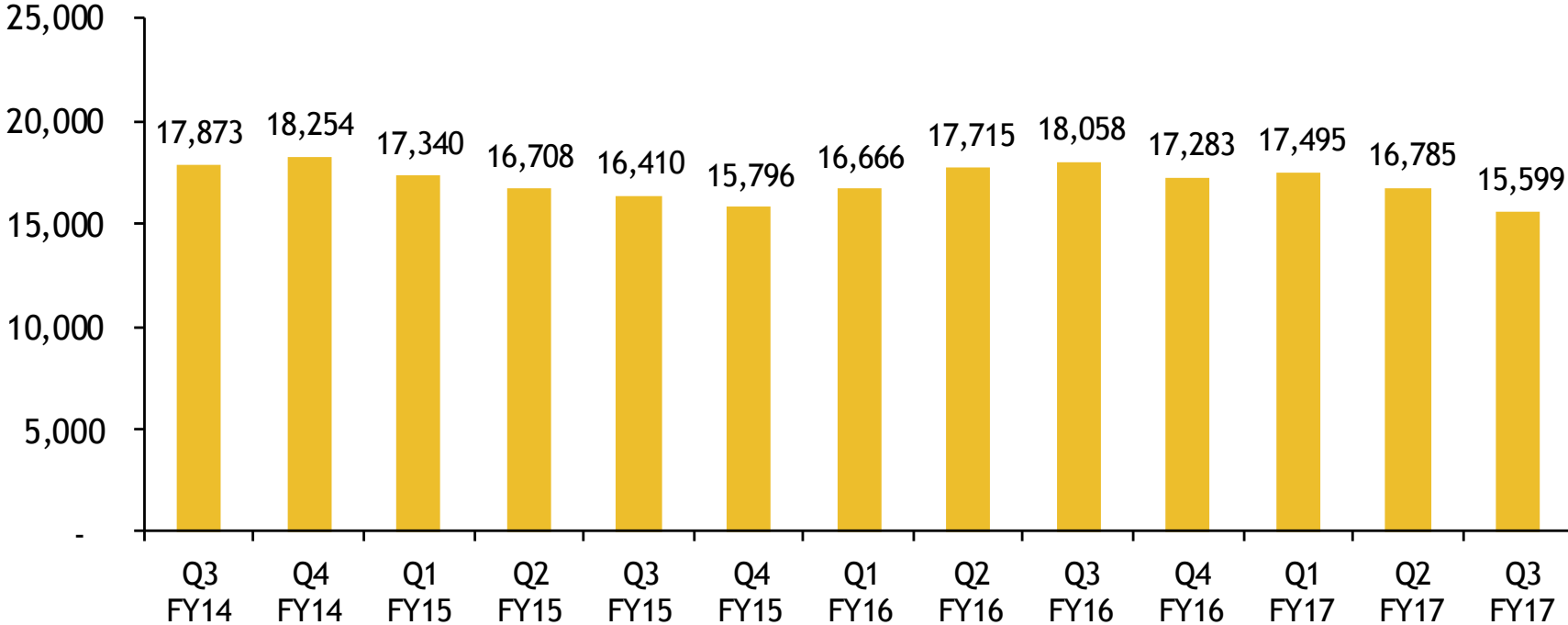
(₹. Million)

Particulars	YTD FY17	%	YTD FY16	%	Growth Over
					YTD FY16
Revenue from Operations	3,512.84	100.0%	3,633.45	100.0%	-3.3%
Other Income	221.19	6.3%	126.48	3.5%	74.9%
Total Revenue	3,734.03	106.3%	3,759.93	103.5%	-0.7%
Employee benefit expense	2,529.66	72.0%	2,567.06	70.7%	1.5%
Increase/(decrease) of work-in-progress, stores	11.16	0.3%	(4.18)	-0.1%	367.0%
Other operational expense	658.08	18.7%	694.18	19.1%	5.2%
Depreciation and amortization expense	49.83	1.4%	49.13	1.4%	-1.4%
Finance cost	0.92	0.0%	1.10	0.0%	16.4%
Total Expenses	3,249.66	92.5%	3,307.29	91.1%	1.7%
Profit/(loss) before tax	484.37	13.8%	452.64	12.4%	7.0%
Tax Expenses	103.25	2.9%	136.07	3.7%	24.1%
Profit After Tax	381.12	10.8%	316.57	8.7%	20.4%



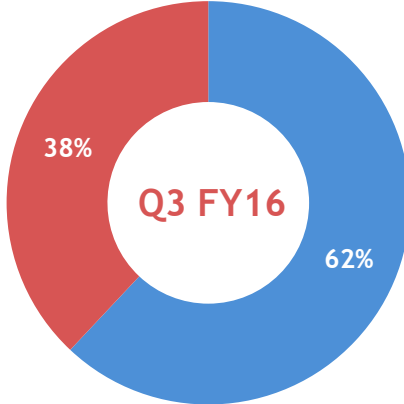
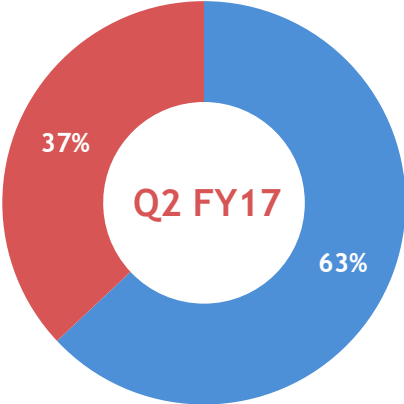
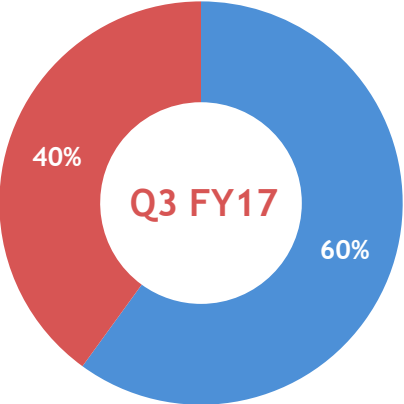
Revenue trend: Services (Consolidated)

(KUS\$)



Services Metrics

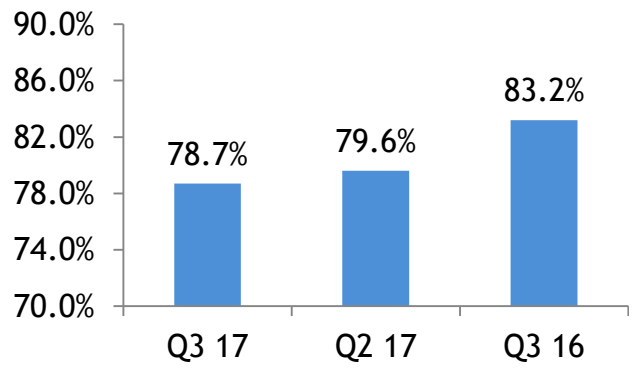
Services Revenue Mix - Delivery



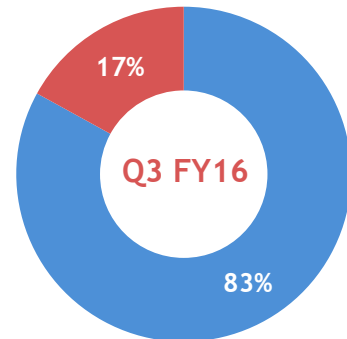
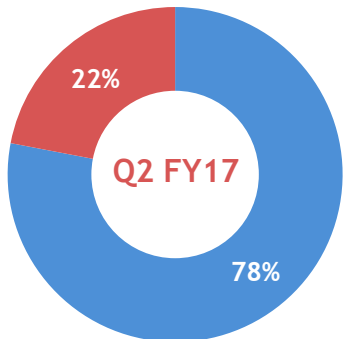
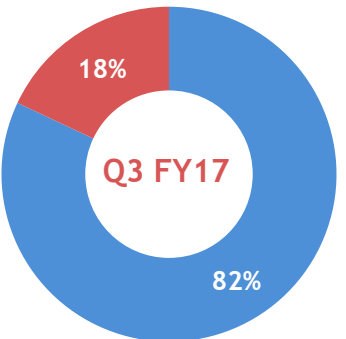
Onsite

Offshore

Services Utilization



Services Revenue Mix - Project Type



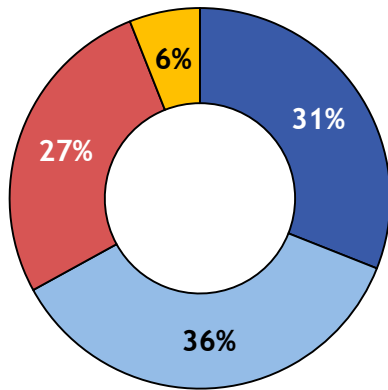
T&M

FPP

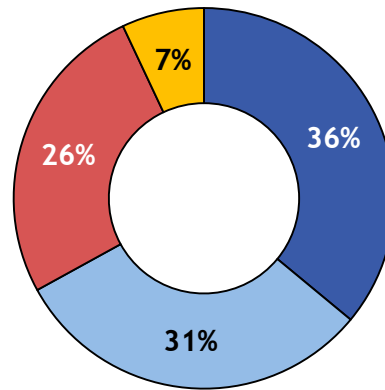


Geography Wise Revenue

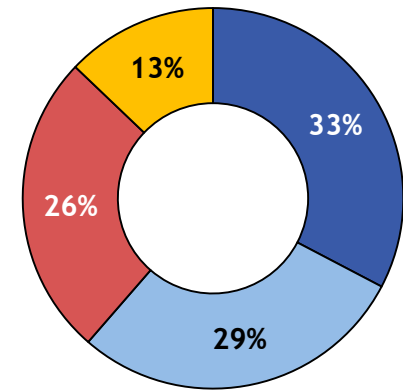
Q3 FY17



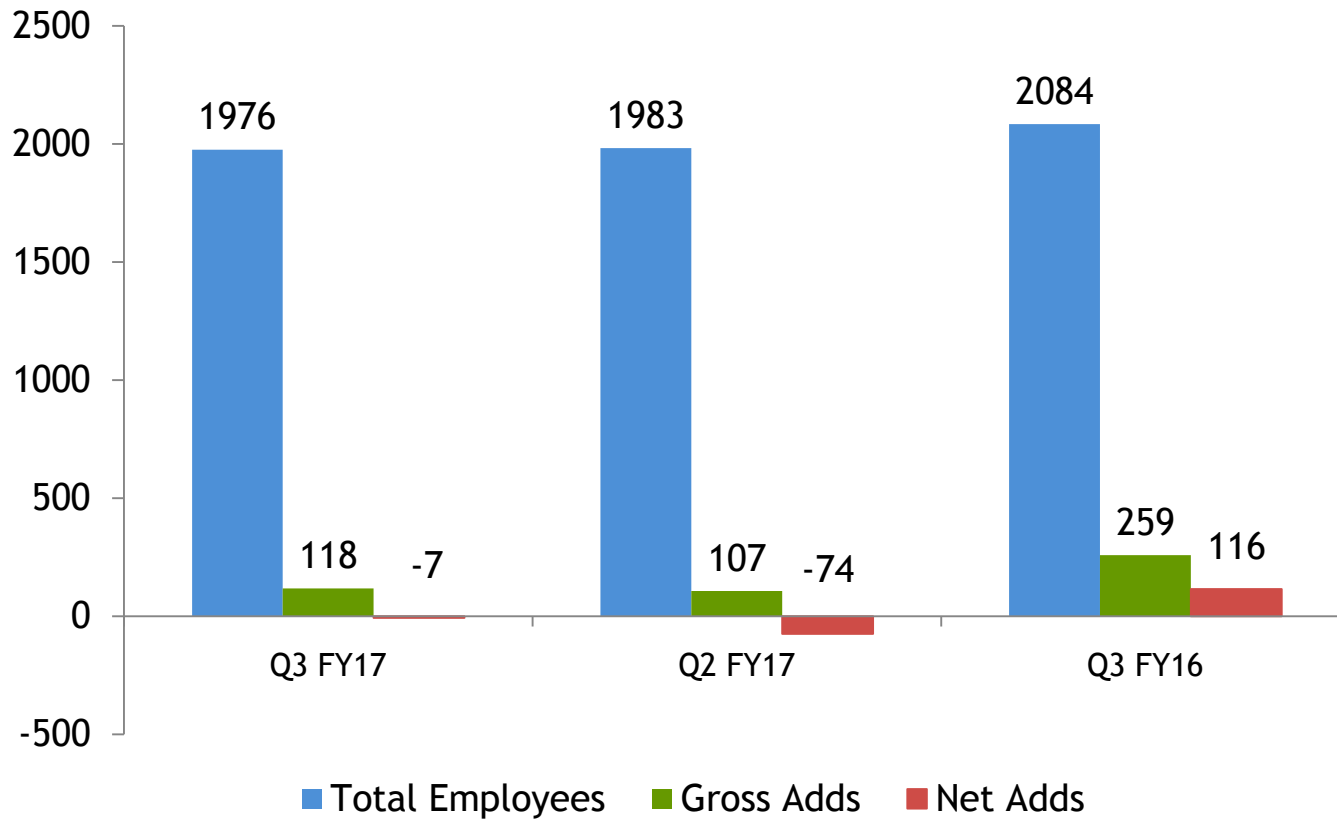
Q2 FY17



Q3 FY16



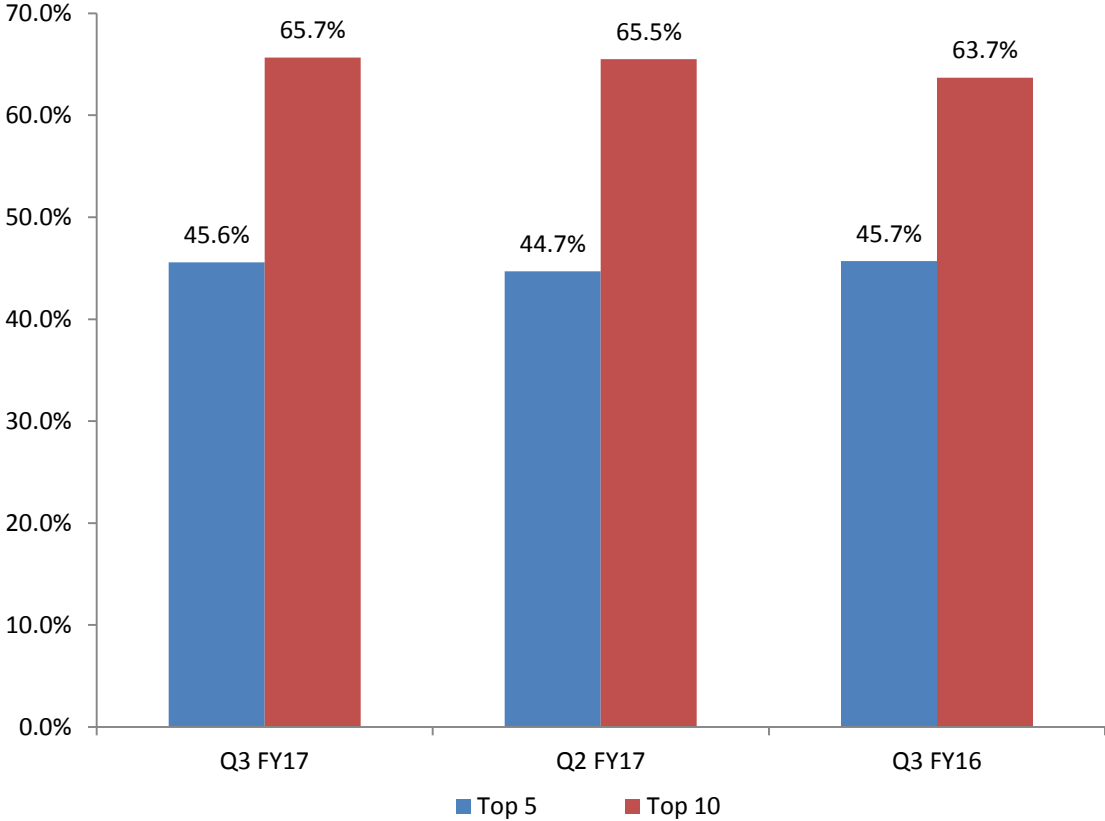
Human Resources Metrics



Attrition %	Q3 FY17	Q2 FY17	Q3 FY16
Attrition LTM %	22.0%	22.9%	22.9%
Annualised Attrition Quarterly %	19.2%	24.0%	20.9%



Customer Concentration



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