



SASKEN

## Consolidated Results for the quarter ended 31 December, 2018

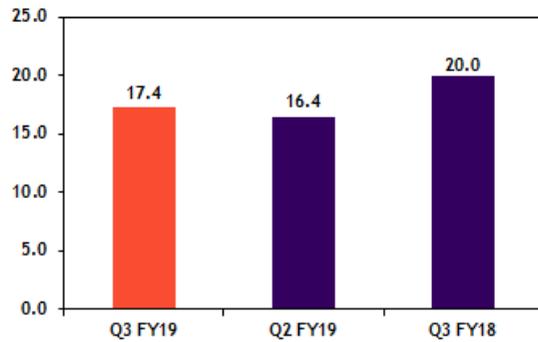
# Safe Harbor Clause

*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.*



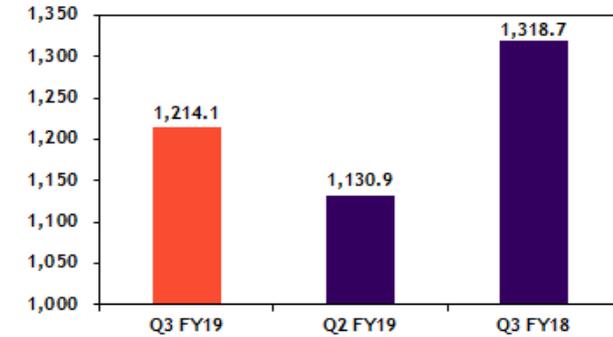
# Performance Snapshot - Q3 FY19 - Consolidated

Consolidated Revenues ( \$. Million)



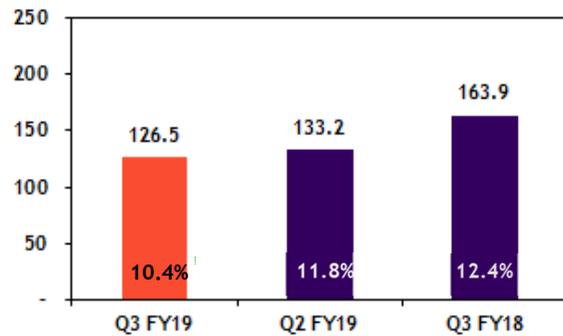
QoQ Growth: 5.8% ; YoY Growth: -13%

Consolidated Revenues ( ₹. Million)



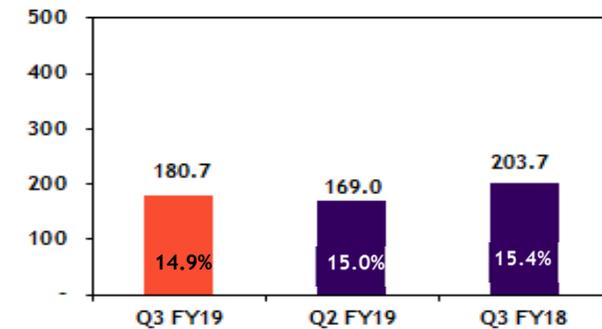
QoQ Growth: 7.4% ; YoY Growth: -7.9%

Consolidated EBITDA ( ₹. Million)



QoQ Growth: -5.0% ; YoY Growth: -22.8%

Consolidated PAT ( ₹. Million)



QoQ Growth: 7.0% ; YoY Growth: -11.3%



# Income Statement Summary - Q3 FY19 - Consolidated

(₹. Million)

Particulars	Q3 FY19	%	Q2 FY19	%	Q3 FY18	%	Growth over	
							Q2 FY19	Q3 FY18
Revenues	1,214.13	100.0%	1,130.85	100.0%	1,318.70	100.0%	7.4%	-7.9%
Cost of Revenue	858.22	70.7%	801.89	70.9%	882.26	66.9%	-7.0%	2.7%
Gross Profit	355.91	29.3%	328.96	29.1%	436.44	33.1%	8.2%	-18.5%
SG&A	229.37	18.9%	195.77	17.3%	272.54	20.7%	-17.2%	15.8%
EBITDA	126.54	10.4%	133.19	11.8%	163.89	12.4%	-5.0%	-22.8%
Depreciation and amortisation expense	16.14	1.3%	15.92	1.4%	15.81	1.2%	-1.4%	-2.1%
EBIT	110.40	9.1%	117.27	10.4%	148.09	11.2%	-5.9%	-25.5%
Other Income	90.97	7.5%	84.99	7.5%	92.62	7.0%	7.0%	-1.8%
Profit/(loss) before tax	201.37	16.6%	202.26	17.9%	240.71	18.2%	-0.4%	-16.3%
Taxes	20.65	1.7%	33.31	2.9%	37.00	2.8%	38.0%	44.2%
PAT	180.72	14.9%	168.95	15.0%	203.71	15.4%	7.0%	-11.3%



# Income Statement Summary - Q3 FY19 - Consolidated

Nature wise

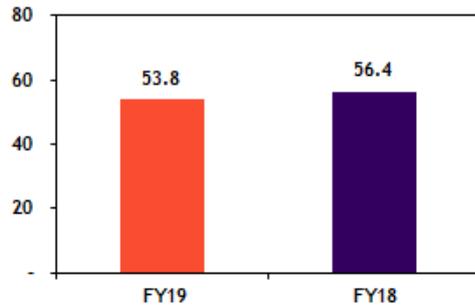
(₹. Million)

Particulars	Q3 FY19	%	Q2 FY19	%	Q3 FY18	%	Growth over	
							Q2 FY19	Q3 FY18
Revenue from Operations	1,214.13	100.0%	1,130.85	100.0%	1,318.70	100.0%	7.4%	-7.9%
Other Income	90.97	7.5%	84.99	7.5%	92.62	7.0%	7.0%	-1.8%
<b>Total Revenue</b>	<b>1,305.10</b>	<b>107.5%</b>	<b>1,215.84</b>	<b>107.5%</b>	<b>1,411.32</b>	<b>107.0%</b>	<b>7.3%</b>	<b>-7.5%</b>
Employee benefit expense	821.63	67.6%	790.11	69.8%	927.35	70.3%	-4.0%	11.4%
Other expenses	265.96	21.9%	207.55	18.4%	227.45	17.3%	-28.1%	-16.9%
Depreciation and amortization expense	16.14	1.3%	15.92	1.4%	15.81	1.2%	-1.4%	-2.1%
<b>Total Expenses</b>	<b>1,103.73</b>	<b>90.9%</b>	<b>1,013.58</b>	<b>89.6%</b>	<b>1,170.61</b>	<b>88.8%</b>	<b>-8.9%</b>	<b>5.7%</b>
<b>Profit/(loss) before tax</b>	<b>201.37</b>	<b>16.6%</b>	<b>202.26</b>	<b>17.9%</b>	<b>240.71</b>	<b>18.2%</b>	<b>-0.4%</b>	<b>-16.3%</b>
Tax Expenses	20.65	1.7%	33.31	2.9%	37.00	2.8%	38.0%	44.2%
<b>Profit After Tax</b>	<b>180.72</b>	<b>14.9%</b>	<b>168.95</b>	<b>15.0%</b>	<b>203.71</b>	<b>15.4%</b>	<b>7.0%</b>	<b>-11.3%</b>



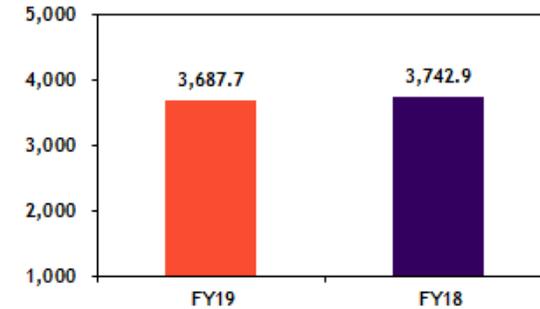
# Performance Snapshot - YTD FY19 - Consolidated

Consolidated Revenues ( \$. Million)



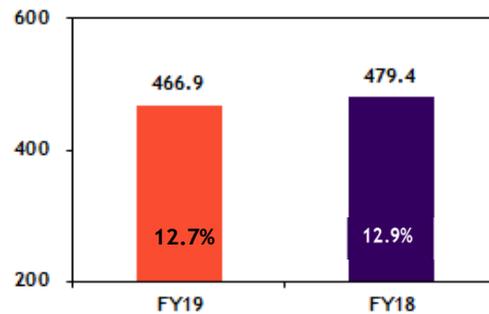
YoY Growth: -4.6%

Consolidated Revenues ( ₹. Million)



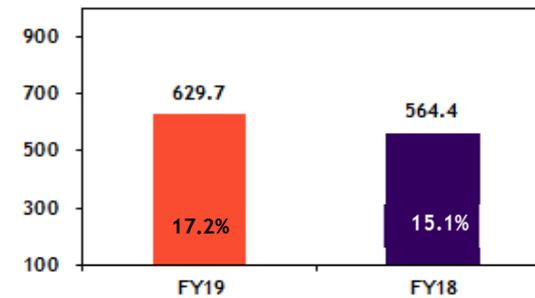
YoY Growth: -1.5%

Consolidated EBITDA ( ₹. Million)



YoY Growth: -2.6%

Consolidated PAT ( ₹. Million)



YoY Growth: 11.6%



# Income Statement Summary - YTD FY19 - Consolidated

(₹. Million)

Particulars	FY19	%	FY18	%	Growth over
					FY18
Revenues	3,687.69	100.0%	3,742.88	100.0%	-1.5%
Cost of Revenue	2,534.66	68.6%	2,494.91	66.6%	-1.6%
Gross Profit	1,153.03	31.4%	1,247.97	33.4%	-7.6%
SG&A	686.14	18.7%	768.62	20.5%	10.7%
EBITDA	466.89	12.7%	479.35	12.9%	-2.6%
Depreciation and amortisation expense	47.78	1.3%	46.91	1.3%	-1.9%
EBIT	419.11	11.4%	432.44	11.6%	-3.1%
Other Income	352.32	9.6%	266.48	7.1%	32.2%
PBT	771.43	21.0%	698.92	18.7%	10.4%
Taxes	141.74	3.8%	134.52	3.6%	-5.4%
PAT	629.69	17.2%	564.40	15.1%	11.6%



# Income Statement Summary - YTD FY19 - Consolidated

Nature wise

(₹. Million)

Particulars	FY19	%	FY18	%	Growth over
					FY18
Revenue from Operations	3,687.69	100.0%	3,742.88	100.0%	-1.5%
Other Income	352.32	9.6%	266.48	7.1%	32.2%
<b>Total Revenue</b>	<b>4,040.01</b>	<b>109.6%</b>	<b>4,009.36</b>	<b>107.1%</b>	<b>0.8%</b>
Employee benefit expense	2,518.61	68.3%	2,642.68	70.5%	4.7%
Other operational expense	702.19	19.0%	620.85	16.6%	-13.1%
Depreciation and amortization expense	47.78	1.3%	46.91	1.3%	-1.9%
<b>Total Expenses</b>	<b>3,268.58</b>	<b>88.6%</b>	<b>3,310.44</b>	<b>88.4%</b>	<b>1.3%</b>
<b>Profit/(loss) before tax</b>	<b>771.43</b>	<b>21.0%</b>	<b>698.92</b>	<b>18.7%</b>	<b>10.4%</b>
Tax Expenses	141.74	3.8%	134.52	3.6%	-5.4%
<b>Profit After Tax</b>	<b>629.69</b>	<b>17.2%</b>	<b>564.40</b>	<b>15.1%</b>	<b>11.6%</b>



## Balance Sheet Summary - Consolidated ( 1 of 2 )

(₹. Million)

Particulars	December 31, 2018	%	March 31, 2018	%
<b>ASSETS</b>				
<b>Non current assets</b>				
Property, plant and equipment ( incl CWIP)	389.62	5.1%	369.16	5.0%
Intangible assets	1.53	0.0%	3.56	0.0%
Financial assets				
(a) Investments	4,959.42	64.8%	4,494.41	61.3%
(b) Other financial assets	34.20	0.4%	30.08	0.4%
Deferred tax assets	79.89	1.0%	73.36	1.0%
Other tax assets	552.54	7.2%	582.34	8.0%
Other non-current assets	2.94	0.0%	9.78	0.1%
<b>Total non-current assets</b>	<b>6,020.14</b>	<b>78.7%</b>	<b>5,562.69</b>	<b>75.8%</b>
(a) Investments	95.10	1.3%	97.90	1.3%
(b) Trade receivables	620.73	8.1%	786.92	10.8%
(c) Cash and cash equivalents	361.73	4.7%	434.32	5.9%
(d) Unbilled revenue	190.38	2.5%	328.25	4.5%
(e) Derivative assets	54.79	0.7%	0.15	0.0%
(e) Other financial assets	112.92	1.5%	47.03	0.6%
Contract assets	135.54	1.8%	-	0.0%
Other current assets	62.08	0.8%	80.66	1.1%
<b>Total current assets</b>	<b>1,633.27</b>	<b>21.3%</b>	<b>1,775.23</b>	<b>24.2%</b>
<b>Total</b>	<b>7,653.41</b>	<b>100.0%</b>	<b>7,337.92</b>	<b>100.0%</b>



## Balance Sheet Summary - Consolidated ( 2 of 2 )

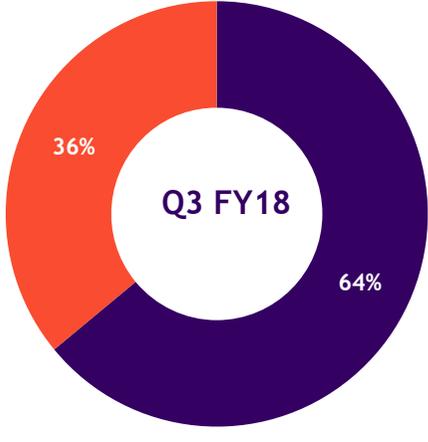
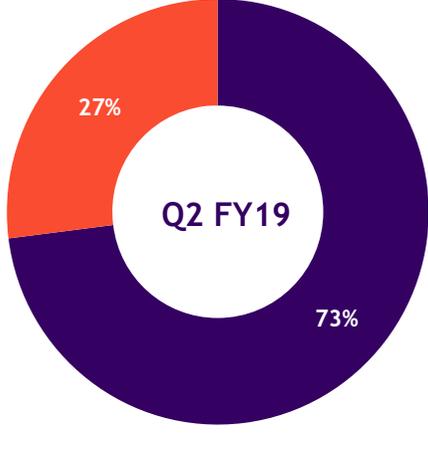
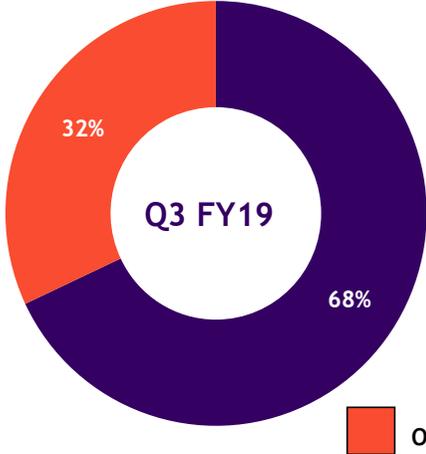
(₹. Million)

Particulars	December 31, 2018	%	March 31, 2018	%
<b>EQUITY AND LIABILITIES</b>				
Equity share capital	171.10	2.2%	171.10	2.3%
Other equity	6,499.14	84.9%	6,039.11	82.4%
<b>Total Equity</b>	<b>6,670.24</b>	<b>87.1%</b>	<b>6,210.21</b>	<b>84.7%</b>
Provisions	78.04	1.0%	81.18	1.1%
<b>Total non-current liabilities</b>	<b>78.04</b>	<b>1.0%</b>	<b>81.18</b>	<b>1.1%</b>
Financial liabilities				
(a) Trade payables	206.77	2.7%	173.00	2.4%
(b) Other financial liabilities	128.28	1.7%	224.91	3.1%
(b) Derivative liabilities	6.78	0.1%	12.59	0.2%
Deferred revenue	55.19	0.7%	140.31	1.9%
Other current liabilities	113.53	1.5%	126.67	1.7%
Provisions	175.75	2.3%	182.20	2.5%
Current tax liabilities	218.84	2.9%	186.85	2.5%
<b>Total current liabilities</b>	<b>905.13</b>	<b>11.9%</b>	<b>1,046.53</b>	<b>14.2%</b>
<b>Total</b>	<b>7,653.41</b>	<b>100.0%</b>	<b>7,337.92</b>	<b>100.0%</b>



# Metrics

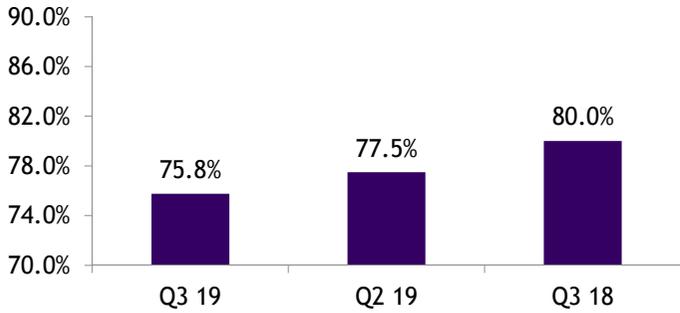
Revenue Mix - Delivery



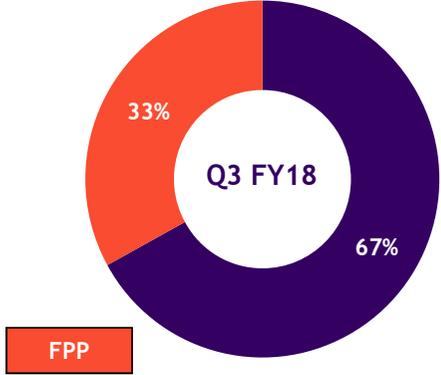
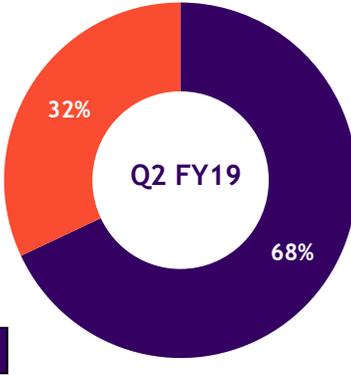
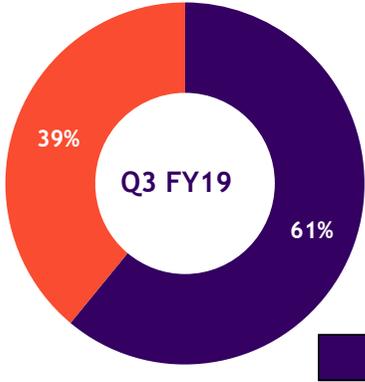
Onsite

Offshore

## Utilization



Revenue Mix - Project Type



T&M

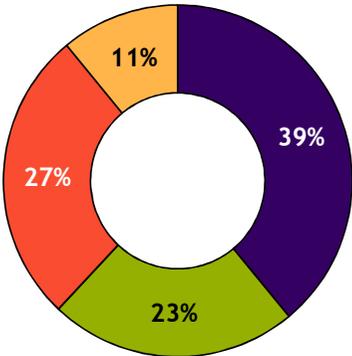
FPP

\*FPP includes all non T&M revenues

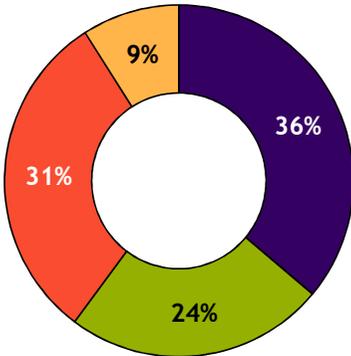


# Geography Wise Revenue

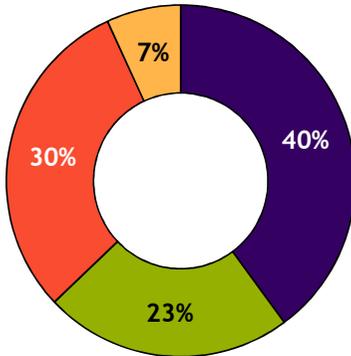
Q3 FY19



Q2 FY19



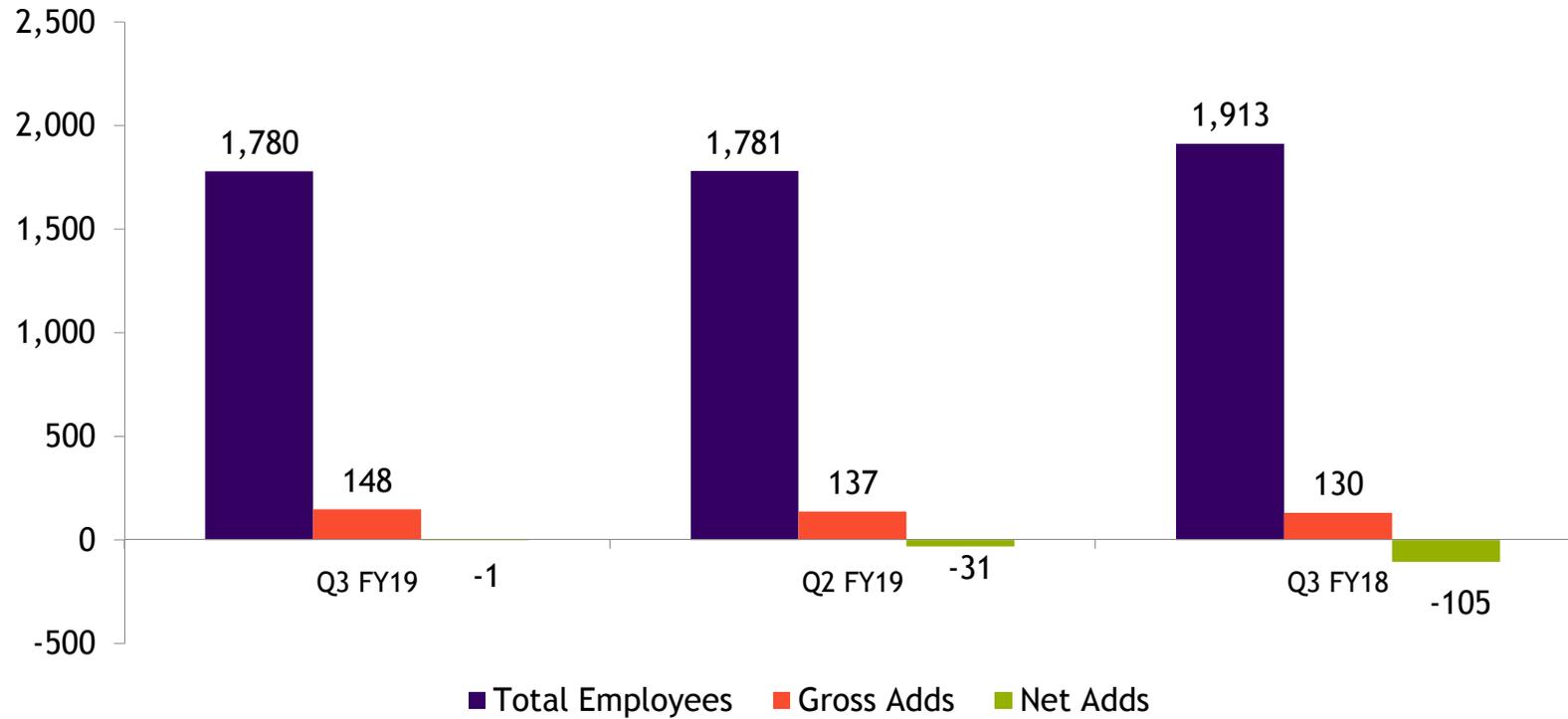
Q3 FY18



North America    EMEA    India    APAC



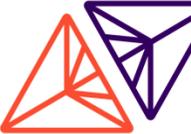
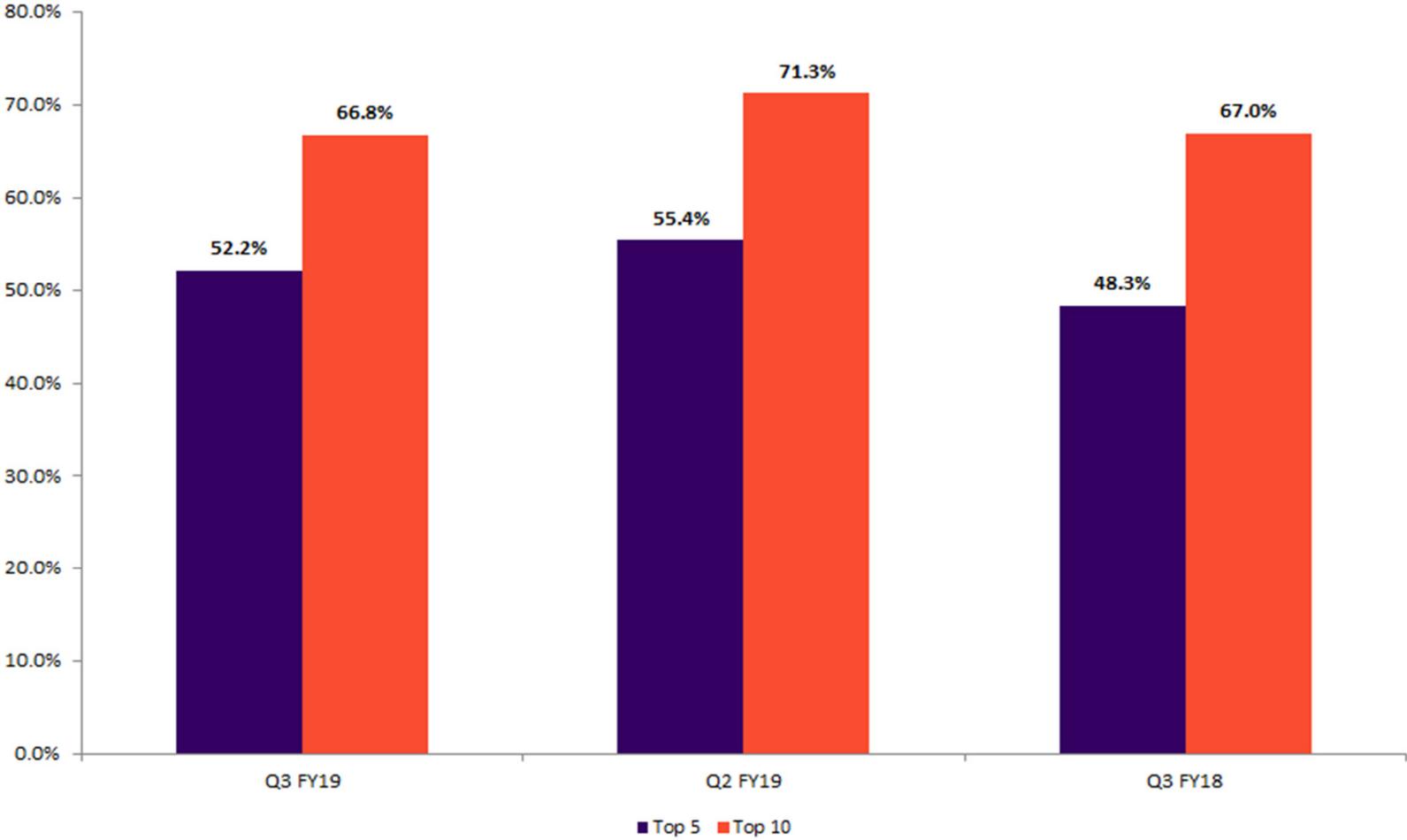
# Human Resources Metrics



Attrition %	Q3 FY 19	Q2 FY19	Q3 FY18
Attrition LTM %	26.65%	24.59%	19.49%
Annualised Attrition Quarterly %	29.43%	30.73%	21.57%



# Customer Concentration





SASKEN

Thank You

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