



SASKEN

Consolidated results for the quarter and the year ended 31 March, 2019

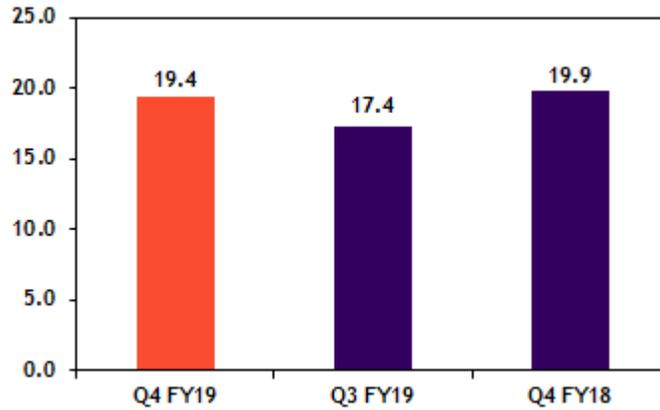
Safe Harbor Clause

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.



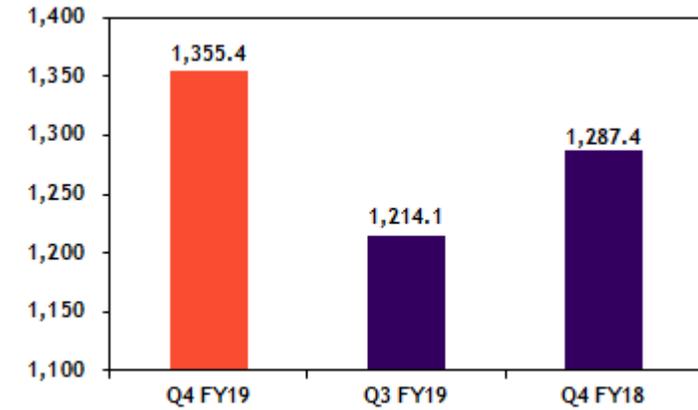
Performance Snapshot - Q4 FY19 - Consolidated

Consolidated Revenues (\$. Million)



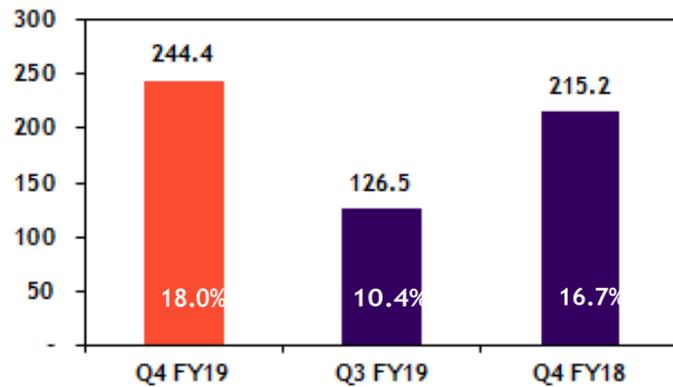
QoQ Growth: 11.6% ; YoY Growth: -2.6%

Consolidated Revenues (₹. Million)



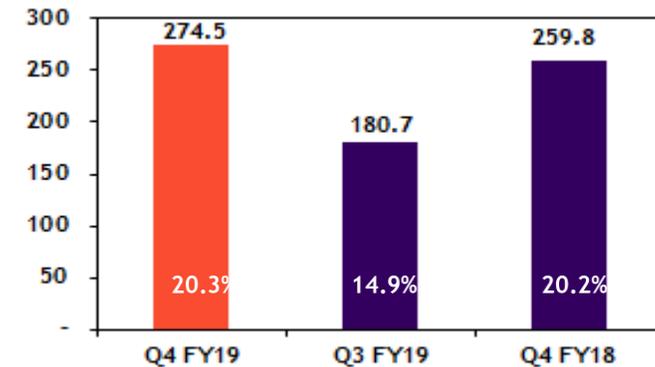
QoQ Growth: 11.6% ; YoY Growth: 5.3%

Consolidated EBITDA (₹. Million)

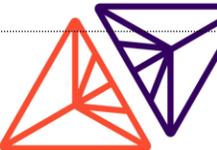


QoQ Growth: 93.2% ; YoY Growth: 13.6%

Consolidated PAT (₹. Million)



QoQ Growth: 51.9% ; YoY Growth: 5.7%



Income Statement Summary - Q4 FY19 - Consolidated

(₹. Million)

Particulars	Q4 FY19	%	Q3 FY19	%	Q4 FY18	%	Growth over	
							Q3 FY19	Q4 FY18
Revenues	1,355.42	100.0%	1,214.13	100.0%	1,287.37	100.0%	11.6%	5.3%
Cost of Revenue	852.21	62.9%	858.25	70.7%	822.79	63.9%	0.7%	-3.6%
Gross Profit	503.21	37.1%	355.88	29.3%	464.58	36.1%	41.4%	8.3%
SG&A	258.79	19.1%	229.34	18.9%	249.40	19.4%	-12.8%	-3.8%
EBITDA	244.42	18.0%	126.54	10.4%	215.18	16.7%	93.2%	13.6%
Depreciation and amortisation expense	18.28	1.3%	16.14	1.3%	15.32	1.2%	-13.3%	-19.3%
EBIT	226.14	16.7%	110.40	9.1%	199.86	15.5%	104.8%	13.1%
Other Income	107.91	8.0%	90.97	7.5%	97.78	7.6%	18.6%	10.4%
Profit/(loss) before tax	334.05	24.7%	201.37	16.6%	297.64	23.1%	65.9%	12.2%
Taxes	59.52	4.4%	20.65	1.7%	37.82	2.9%	-188.2%	-57.4%
PAT	274.53	20.3%	180.72	14.9%	259.82	20.2%	51.9%	5.7%



Income Statement Summary - Q4 FY19 - Consolidated

Nature wise

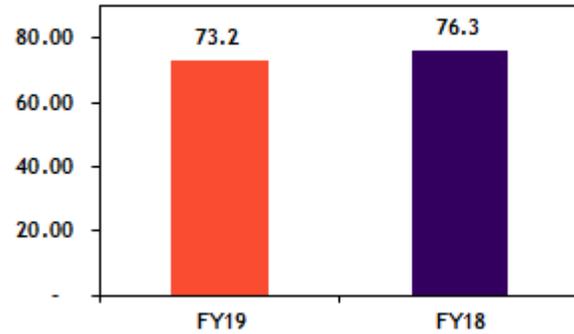
(₹. Million)

Particulars	Q4 FY19	%	Q3 FY19	%	Q4 FY18	%	Growth over	
							Q3 FY19	Q4 FY18
Revenue from Operations	1,355.42	100.0%	1,214.13	100.0%	1,287.37	100.0%	11.6%	5.3%
Other Income	107.91	8.0%	90.97	7.5%	97.78	7.6%	18.6%	10.4%
Total Revenue	1,463.33	108.0%	1,305.10	107.5%	1,385.15	107.6%	12.1%	5.6%
Employee benefit expense	867.58	64.0%	821.63	67.7%	862.69	67.0%	-5.6%	-0.6%
Other expenses	243.42	18.0%	265.96	21.9%	209.50	16.3%	8.5%	-16.2%
Depreciation and amortization expense	18.28	1.3%	16.14	1.3%	15.32	1.2%	-13.3%	-19.3%
Total Expenses	1,129.28	83.3%	1,103.73	90.9%	1,087.51	84.5%	-2.3%	-3.8%
Profit/(loss) before tax	334.05	24.7%	201.37	16.6%	297.64	23.1%	65.9%	12.2%
Tax Expenses	59.52	4.4%	20.65	1.7%	37.82	2.9%	-188.2%	-57.4%
Profit After Tax	274.53	20.3%	180.72	14.9%	259.82	20.2%	51.9%	5.7%



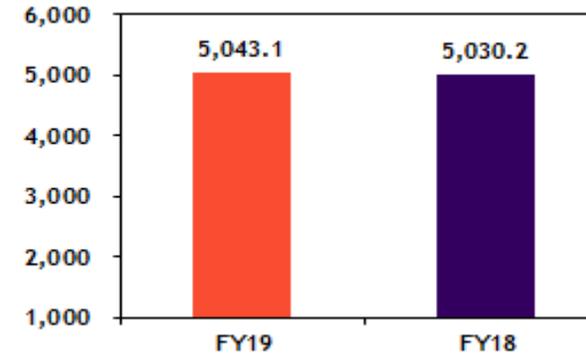
Performance Snapshot -FY19 - Consolidated

Consolidated Revenues (\$. Million)



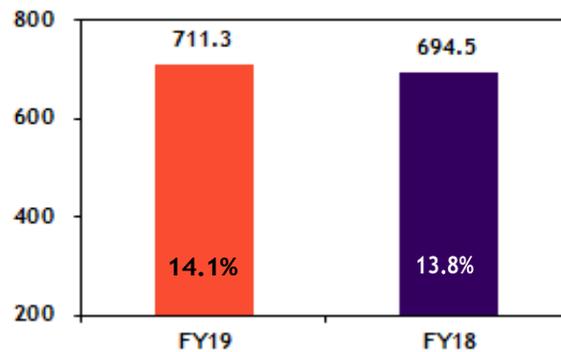
YoY Growth: -4.1%

Consolidated Revenues (₹. Million)



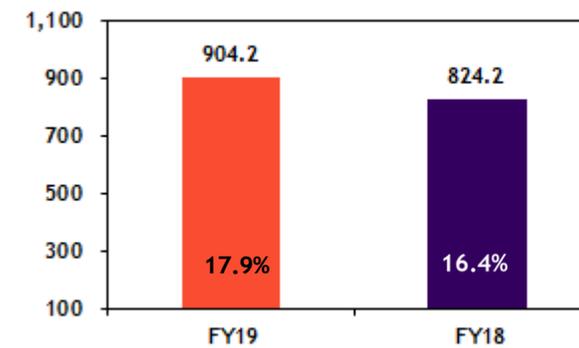
YoY Growth: 0.3%

Consolidated EBITDA (₹. Million)



YoY Growth: 2.4%

Consolidated PAT (₹. Million)



YoY Growth: 9.7%



Income Statement Summary - FY19 - Consolidated

(₹. Million)

Particulars	FY19	%	FY18	%	Growth over
					FY18
Revenues	5,043.11	100.0%	5,030.25	100.0%	0.3%
Cost of Revenue	3,386.90	67.2%	3,317.69	66.0%	-2.1%
Gross Profit	1,656.21	32.8%	1,712.56	34.0%	-3.3%
SG&A	944.90	18.7%	1,018.02	19.2%	7.2%
EBITDA	711.31	14.1%	694.54	13.8%	2.4%
Depreciation and amortisation expense	66.05	1.3%	62.23	1.2%	-6.1%
EBIT	645.26	12.8%	632.31	12.6%	2.0%
Other Income	460.23	9.1%	364.26	7.2%	26.3%
PBT	1,105.49	21.9%	996.57	19.8%	10.9%
Taxes	201.26	4.0%	172.34	3.4%	-16.8%
PAT	904.23	17.9%	824.23	16.4%	9.7%



Income Statement Summary - FY19 - Consolidated

Nature wise

(₹. Million)

Particulars	FY19	%	FY18	%	Growth over
					FY18
Revenue from Operations	5,043.11	100.0%	5,030.25	100.0%	0.3%
Other Income	460.23	9.1%	364.26	7.2%	26.3%
Total Revenue	5,503.35	109.1%	5,394.51	107.2%	2.0%
Employee benefit expense	3,386.19	67.1%	3,505.37	69.7%	3.4%
Other operational expense	945.62	18.8%	830.34	16.5%	-13.9%
Depreciation and amortization expense	66.05	1.3%	62.23	1.2%	-6.2%
Total Expenses	4,397.86	87.2%	4,397.94	87.4%	0.0%
Profit/(loss) before tax	1,105.49	21.9%	996.57	19.8%	10.9%
Tax Expenses	201.26	4.0%	172.34	3.4%	-16.8%
Profit After Tax	904.23	17.9%	824.23	16.4%	9.7%



Balance Sheet Summary - Consolidated (1 of 2)

(₹. Million)

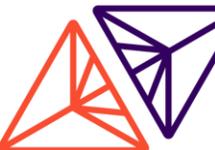
Particulars	March 31, 2019	%	March 31, 2018	%
ASSETS				
Non current assets				
Property, plant and equipment (incl CWIP)	403.33	5.1%	369.16	5.0%
Intangible assets	1.79	0.0%	3.56	0.0%
Financial assets				
(a) Investments	4,289.74	54.0%	4,494.41	61.3%
(b) Other financial assets	33.98	0.4%	30.08	0.4%
Deferred tax assets	26.92	0.3%	73.36	1.0%
Income tax assets	540.31	6.8%	582.34	8.0%
Other non-current assets	1.72	0.0%	9.78	0.1%
Total non-current assets	5,297.80	66.7%	5,562.69	75.8%
(a) Investments	810.79	10.3%	97.90	1.3%
(b) Trade receivables	822.84	10.4%	786.92	10.8%
(c) Cash and cash equivalents	174.82	2.2%	434.32	5.9%
(d) Unbilled receivables	195.54	2.5%	328.25	4.5%
(e) Derivative assets	94.09	1.2%	0.15	0.0%
(e) Other financial assets	114.87	1.4%	47.03	0.6%
Contract assets	314.53	4.0%	-	0.0%
Other current assets	113.49	1.4%	80.66	1.1%
Total current assets	2,640.95	33.3%	1,775.23	24.2%
Total	7,938.75	100.0%	7,337.92	100.0%



Balance Sheet Summary - Consolidated (2 of 2)

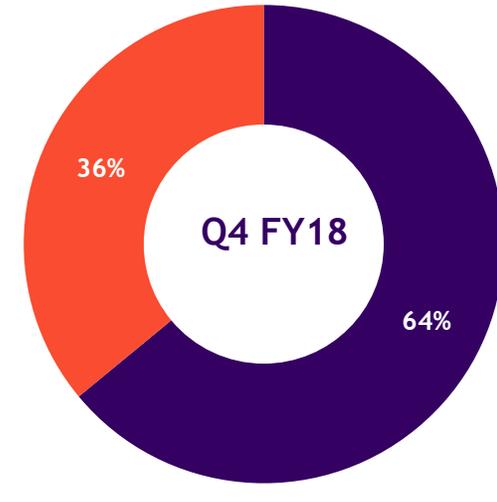
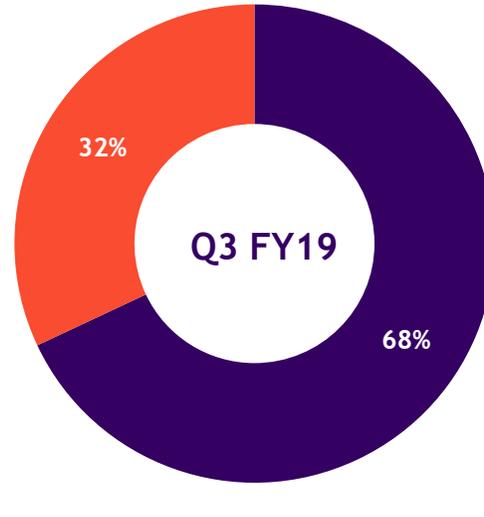
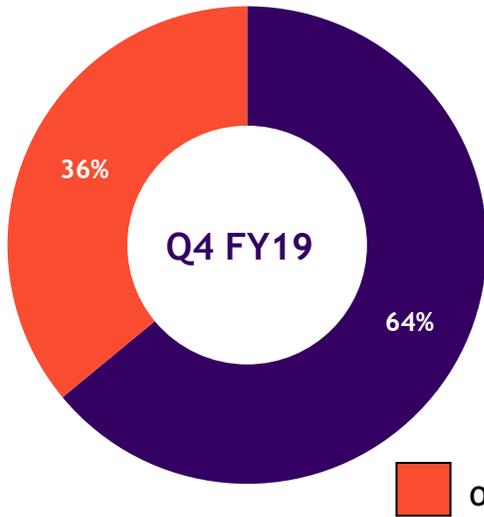
(₹. Million)

Particulars	March 31, 2019	%	March 31, 2018	%
EQUITY AND LIABILITIES				
Equity share capital	171.10	2.2%	171.10	2.3%
Other equity	6,808.71	85.8%	6,039.11	82.4%
Total Equity	6,979.81	88.0%	6,210.21	84.7%
Provisions	71.14	0.9%	81.18	1.1%
Total non-current liabilities	71.14	0.9%	81.18	1.1%
Financial liabilities				
(a) Trade payables	183.45	2.3%	173.00	2.3%
(b) Other financial liabilities	150.69	1.9%	224.91	3.1%
(b) Derivative liabilities	-	0.0%	12.59	0.2%
Deferred revenue	38.02	0.5%	140.31	1.9%
Other current liabilities	136.60	1.7%	126.67	1.7%
Provisions	178.05	2.2%	182.20	2.5%
Income tax liabilities	201.00	2.5%	186.85	2.5%
Total current liabilities	887.80	11.1%	1,046.53	14.2%
Total	7,938.75	100.0%	7,337.92	100.0%



Metrics

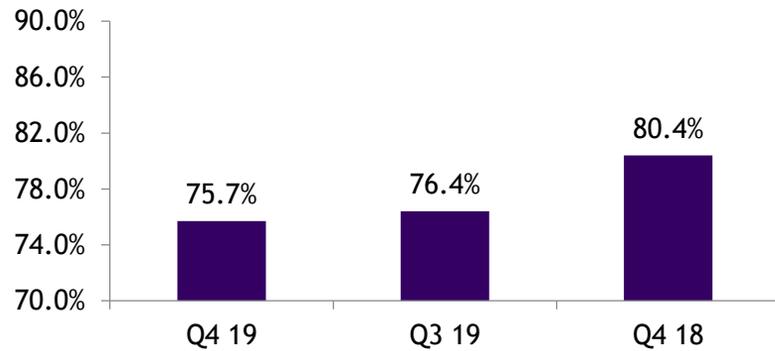
Revenue Mix - Delivery



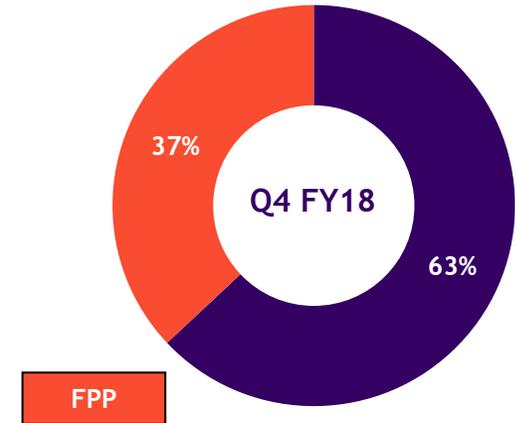
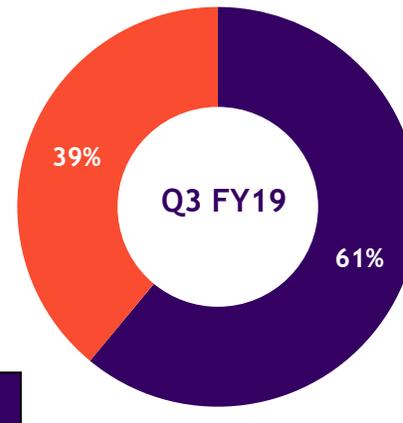
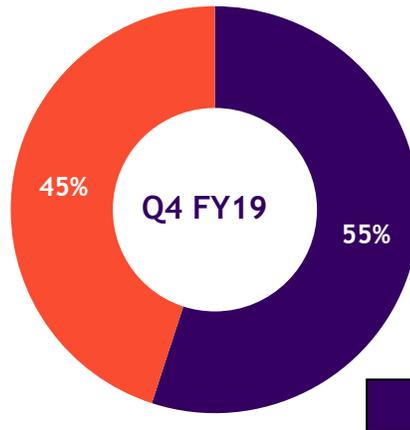
Onsite

Offshore

Utilization



Revenue Mix - Project Type



T&M

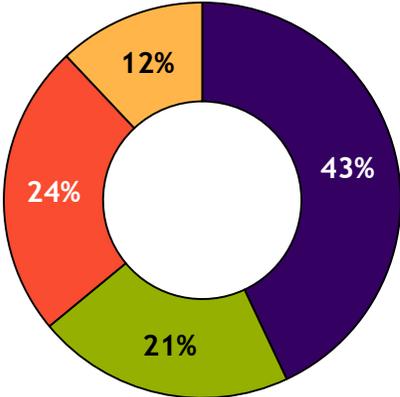
FPP

*FPP includes all non T&M revenues

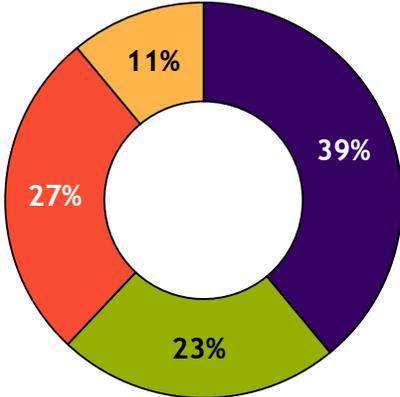


Geography Wise Revenue

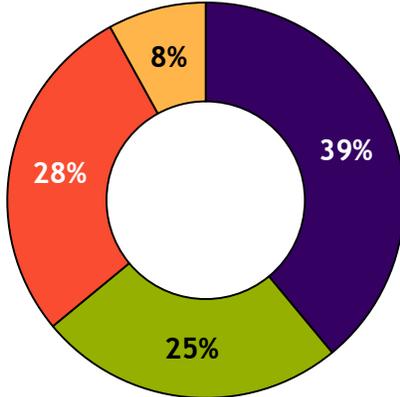
Q4 FY19



Q3 FY19



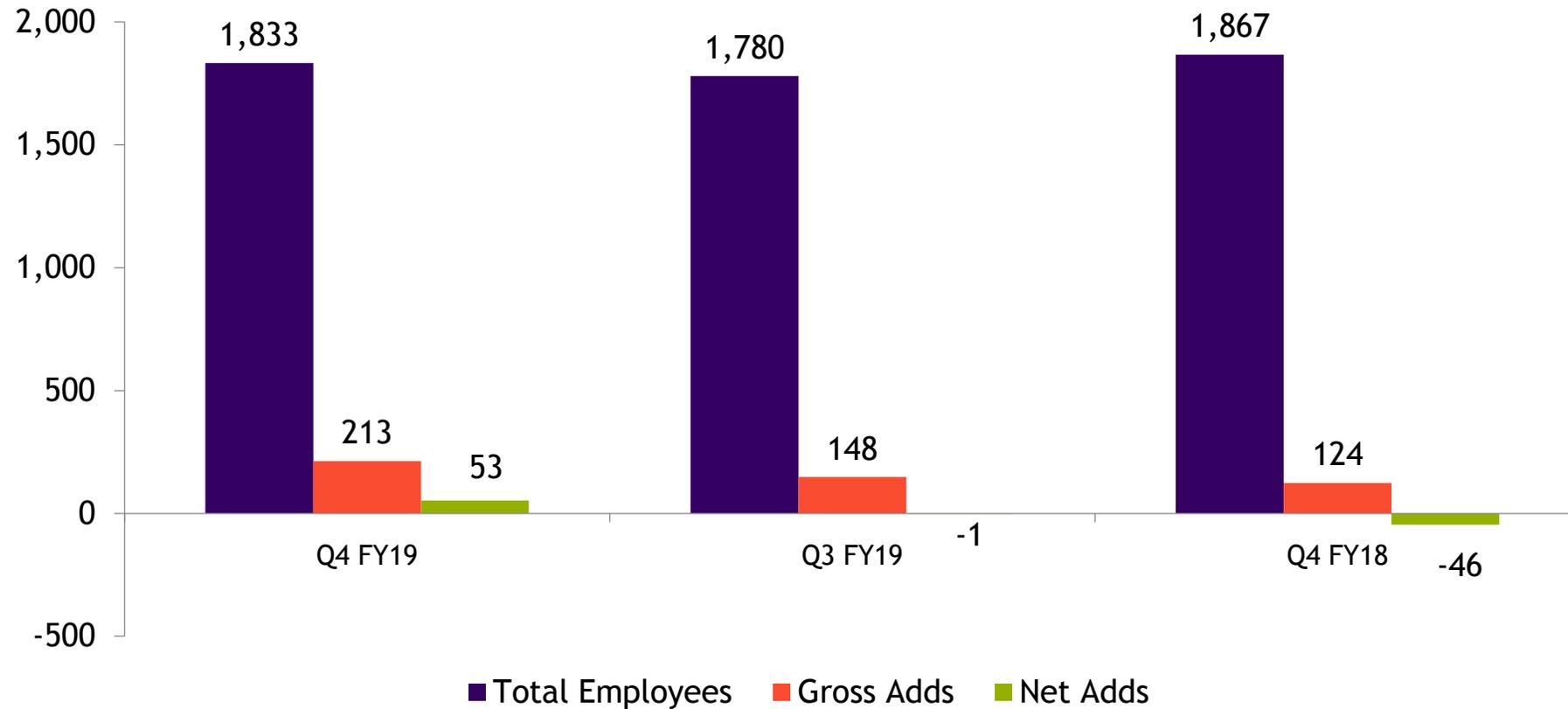
Q4 FY18



North America EMEA India APAC



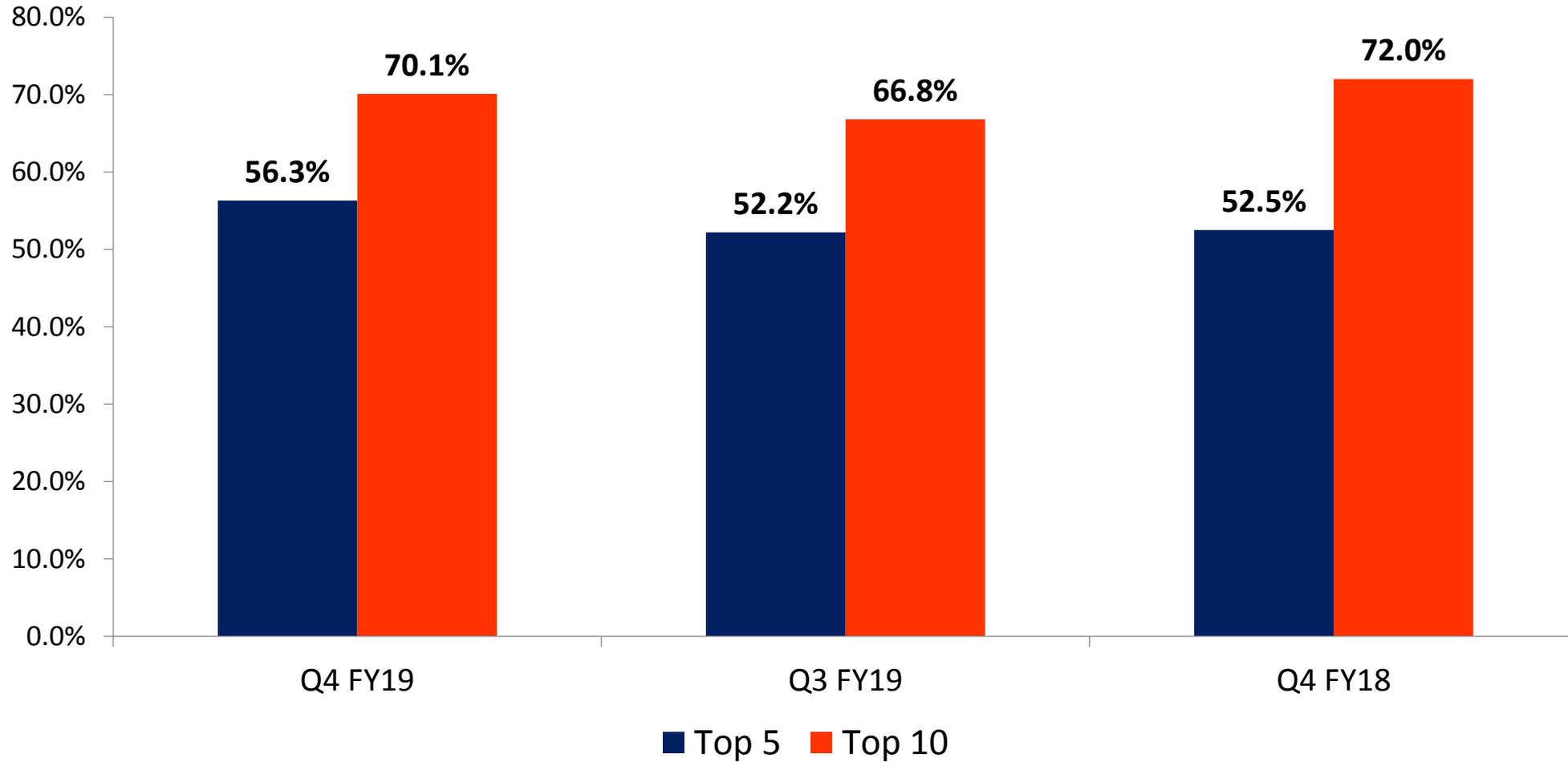
Human Resources Metrics



Attrition %	Q4 FY 19	Q3 FY 19	Q4 FY 18
Attrition LTM %	28.22%	26.65%	21.04%
Annualised Attrition Quarterly %	30.33%	29.43%	22.65%



Customer Concentration





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Thank You

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