



SASKEN

Consolidated results for the half year ended September 30, 2018

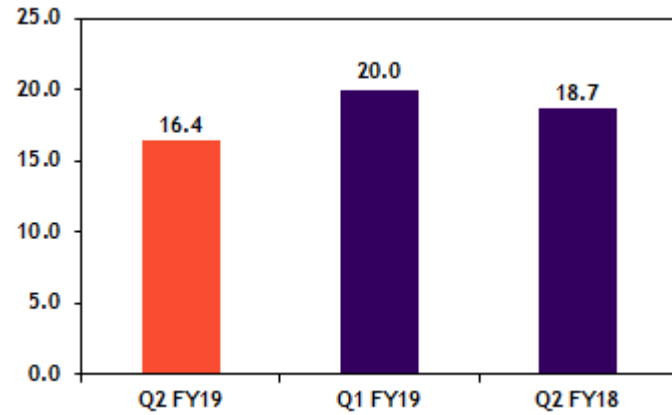
Safe Harbor Clause

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.



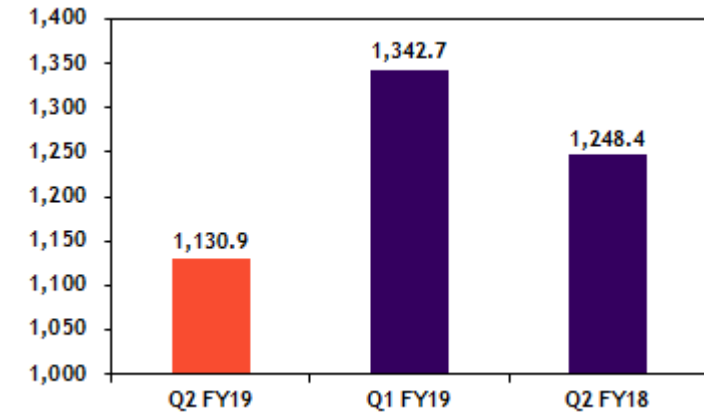
Performance Snapshot - Q2 FY19 - Consolidated

Consolidated Revenues (\$. Million)



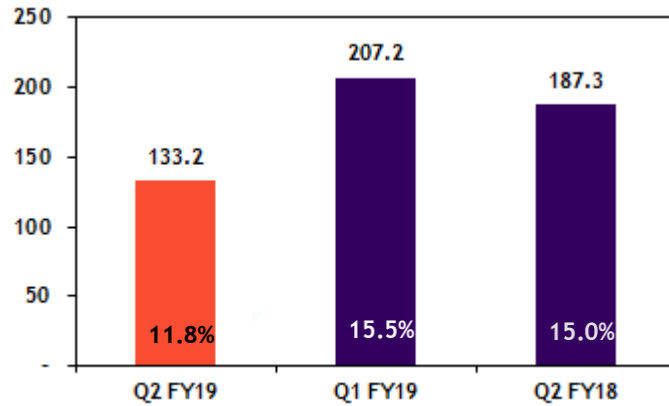
QoQ Growth: -18.0% ; YoY Growth: -12.4%

Consolidated Revenues (₹. Million)



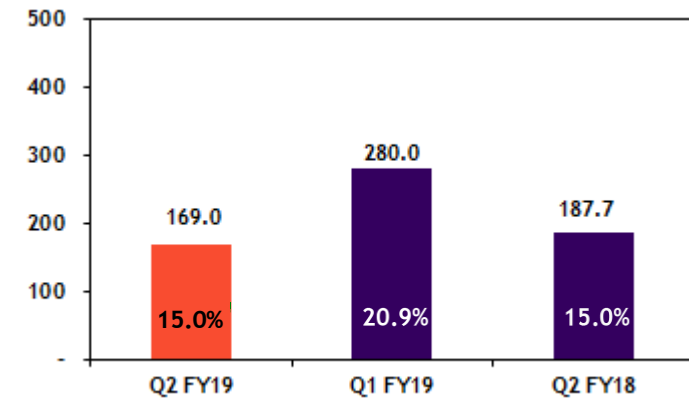
QoQ Growth: -15.8% ; YoY Growth: -9.4%

Consolidated EBITDA (₹. Million)



QoQ Growth: -35.7%; YoY Growth: -28.9%

Consolidated PAT (₹. Million)



QoQ Growth: -39.7%; YoY Growth: -10.0%



Income Statement Summary - Q2 FY19 - Consolidated

(₹. Million)

Particulars	Q2 FY19	%	Q1 FY19	%	Q2 FY18	%	Growth over	
							Q1 FY19	Q2 FY18
Revenues	1,130.85	100.0%	1,342.72	100.0%	1,248.39	100.0%	-15.8%	-9.4%
Cost of Revenue	801.89	70.9%	874.55	65.1%	817.24	65.5%	8.3%	1.9%
Gross Profit	328.96	29.1%	468.17	34.9%	431.15	34.5%	-29.7%	-23.7%
SG&A	195.77	17.3%	261.00	19.4%	243.88	19.5%	25.0%	19.7%
EBITDA	133.19	11.8%	207.17	15.5%	187.27	15.0%	-35.7%	-28.9%
Depreciation and amortisation expense	15.92	1.4%	15.72	1.2%	16.05	1.3%	-1.3%	0.8%
EBIT	117.27	10.4%	191.45	14.3%	171.22	13.7%	-38.7%	-31.5%
Other Income	84.99	7.5%	176.36	13.1%	79.55	6.4%	-51.8%	6.8%
Profit/(loss) before tax	202.26	17.9%	367.81	27.4%	250.77	20.1%	-45.0%	-19.3%
Taxes	33.31	2.9%	87.79	6.5%	63.06	5.1%	62.1%	47.2%
PAT	168.95	15.0%	280.02	20.9%	187.71	15.0%	-39.7%	-10.0%



Income Statement Summary - Q2 FY19 - Consolidated

Nature wise

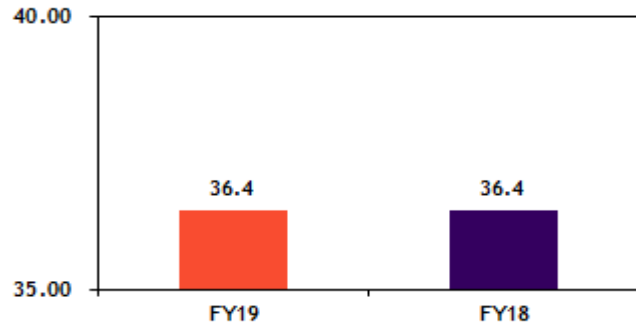
(₹. Million)

Particulars	Q2 FY19	%	Q1 FY19	%	Q2 FY18	%	Growth over	
							Q1 FY19	Q2 FY18
Revenue from Operations	1,130.85	100.0%	1,342.72	100.0%	1,248.39	100.0%	-15.8%	-9.4%
Other Income	84.99	7.5%	176.36	13.1%	79.55	6.4%	-51.8%	6.8%
Total Revenue	1,215.84	107.5%	1,519.08	113.1%	1,327.94	106.4%	-20.0%	-8.4%
Employee benefit expense	790.11	69.8%	906.86	67.5%	875.08	70.1%	12.9%	9.7%
Other expenses	207.55	18.4%	228.69	17.0%	186.04	14.9%	9.2%	-11.6%
Depreciation and amortization expense	15.92	1.4%	15.72	1.2%	16.05	1.3%	-1.3%	0.8%
Total Expenses	1,013.58	89.6%	1,151.27	85.7%	1,077.17	86.3%	12.0%	5.9%
Profit/(loss) before tax	202.26	17.9%	367.81	27.4%	250.77	20.1%	-45.0%	-19.3%
Tax Expenses	33.31	2.9%	87.79	6.5%	63.06	5.1%	62.1%	47.2%
Profit After Tax	168.95	15.0%	280.02	20.9%	187.71	15.0%	-39.7%	-10.0%



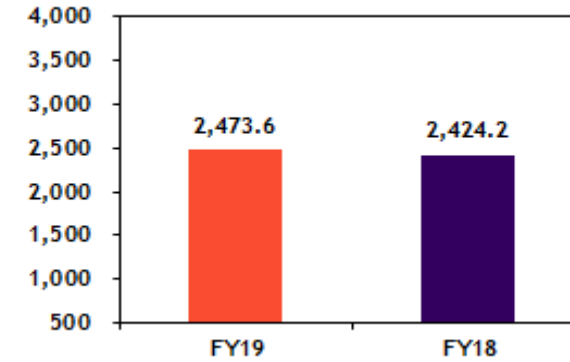
Performance Snapshot - H1 FY19 - Consolidated

Consolidated Revenues (\$. Million)



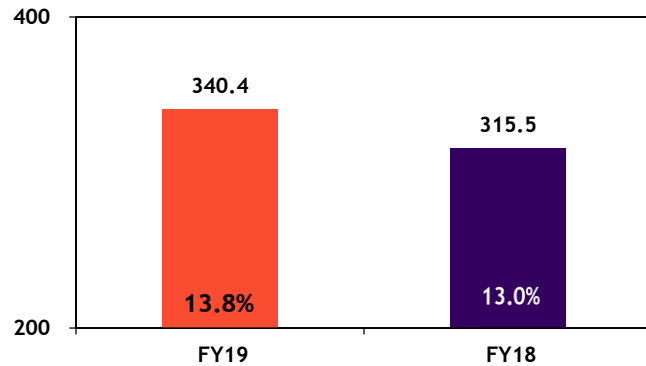
YoY Growth: 0%

Consolidated Revenues (₹. Million)



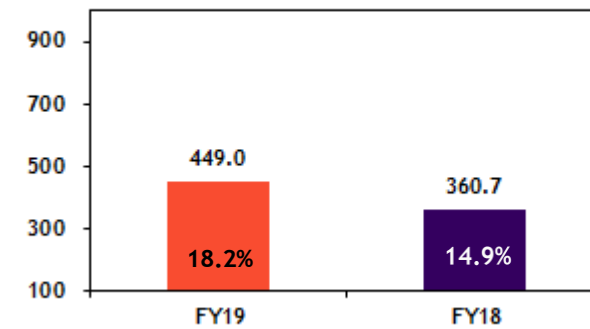
YoY Growth: 2.0%

Consolidated EBITDA (₹. Million)



YoY Growth: 7.9%

Consolidated PAT (₹. Million)



YoY Growth: 24.5%



Income Statement Summary - H1 FY19 - Consolidated

(₹. Million)

Particulars	FY19	%	FY18	%	Growth over
					FY18
Revenues	2,473.57	100.0%	2,424.19	100.0%	2.0%
Cost of Revenue	1,676.43	67.7%	1,612.66	66.5%	-4.0%
Gross Profit	797.14	32.3%	811.53	33.5%	-1.8%
SG&A	456.77	18.5%	496.08	19.5%	7.9%
EBITDA	340.37	13.8%	315.45	13.0%	7.9%
Depreciation and amortisation expense	31.64	1.3%	31.10	1.3%	-1.7%
EBIT	308.73	12.5%	284.35	11.7%	8.6%
Other Income	261.35	10.6%	173.85	7.2%	50.3%
PBT	570.08	23.1%	458.20	18.9%	24.4%
Taxes	121.10	4.9%	97.51	4.0%	-24.2%
PAT	448.98	18.2%	360.69	14.9%	24.5%



Income Statement Summary - H1 FY19 - Consolidated

Nature wise

(₹. Million)

Particulars	FY19	%	FY18	%	Growth over FY18
Revenue from Operations	2,473.57	100.0%	2,424.18	100.0%	2.0%
Other Income	261.35	10.6%	173.85	7.2%	50.3%
Total Revenue	2,734.92	110.6%	2,598.04	107.2%	5.3%
Employee benefit expense	1,696.97	68.6%	1,715.33	70.8%	1.1%
Other operational expense	436.23	17.6%	393.41	16.2%	-10.9%
Depreciation and amortization expense	31.64	1.3%	31.10	1.3%	-1.8%
Total Expenses	2,164.84	87.5%	2,139.84	88.3%	-1.2%
Profit/(loss) before tax	570.08	23.1%	458.20	18.9%	24.4%
Tax Expenses	121.10	4.9%	97.51	4.0%	-24.2%
Profit After Tax	448.98	18.2%	360.69	14.9%	24.5%



Balance Sheet Summary - Consolidated (1 of 2)

(₹. Million)

Particulars	September 30, 2018	%	March 31, 2018	%
ASSETS				
Non current assets				
Property, plant and equipment (incl CWIP)	381.40	5.0%	369.16	5.0%
Intangible assets	1.78	0.0%	3.56	0.0%
Financial assets				
(a) Investments	4,856.49	63.8%	4,494.41	61.3%
(b) Other financial assets	34.31	0.5%	30.08	0.4%
Deferred tax assets	124.96	1.6%	73.36	1.0%
Other tax assets	553.79	7.3%	582.34	8.0%
Other non-current assets	-	0.0%	9.78	0.1%
Total non-current assets	5,952.73	78.2%	5,562.69	75.8%
(a) Investments	175.92	2.4%	97.90	1.3%
(b) Trade receivables	683.39	9.0%	786.92	10.8%
(c) Cash and cash equivalents	252.95	3.3%	434.32	5.9%
(d) Unbilled revenue	209.14	2.7%	328.25	4.5%
(e) Derivative assets	-	0.0%	0.15	0.0%
(e) Other financial assets	136.98	1.8%	47.03	0.6%
Contract assets	130.02	1.7%	-	0.0%
Other current assets	67.50	0.9%	80.66	1.1%
Total current assets	1,655.90	21.8%	1,775.23	24.2%
Total	7,608.63	100.0%	7,337.92	100.0%



Balance Sheet Summary - Consolidated (2 of 2)

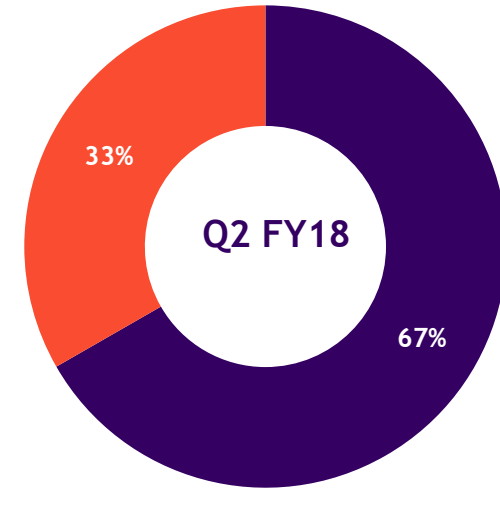
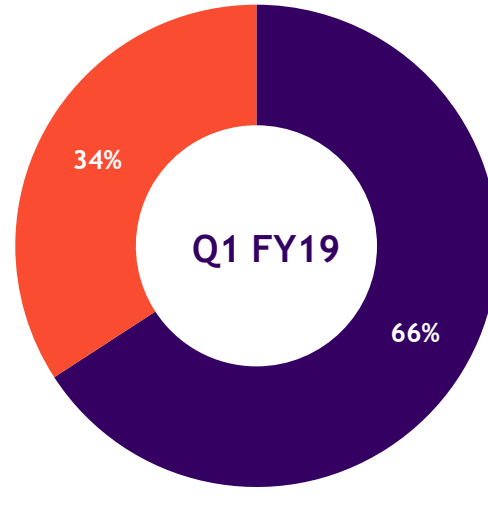
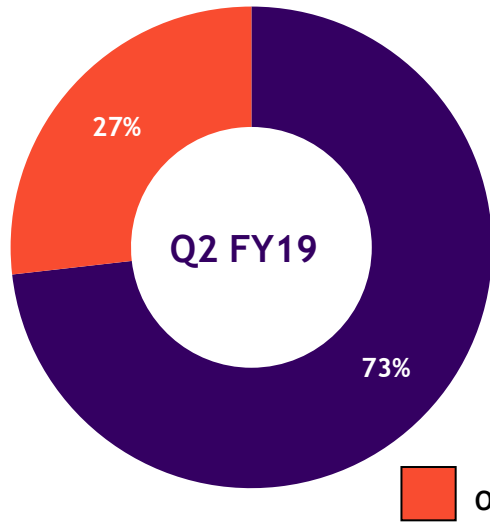
(₹. Million)

Particulars	September 30, 2018	%	March 31, 2018	%
EQUITY AND LIABILITIES				
Equity share capital	171.10	2.2%	171.10	2.3%
Other equity	6,364.44	83.6%	6,039.11	82.4%
Total Equity	6,535.54	85.8%	6,210.21	84.7%
Provisions	89.00	1.2%	81.18	1.1%
Total non-current liabilities	89.00	1.2%	81.18	1.1%
Financial liabilities	437.23	5.7%	410.50	5.6%
Deferred revenue	65.70	0.9%	140.31	1.9%
Other current liabilities	95.33	1.3%	126.67	1.7%
Provisions	156.46	2.1%	182.20	2.5%
Current tax liabilities	229.36	3.0%	186.85	2.5%
Total current liabilities	984.09	13.0%	1,046.53	14.2%
Total	7,608.63	100.0%	7,337.92	100.0%

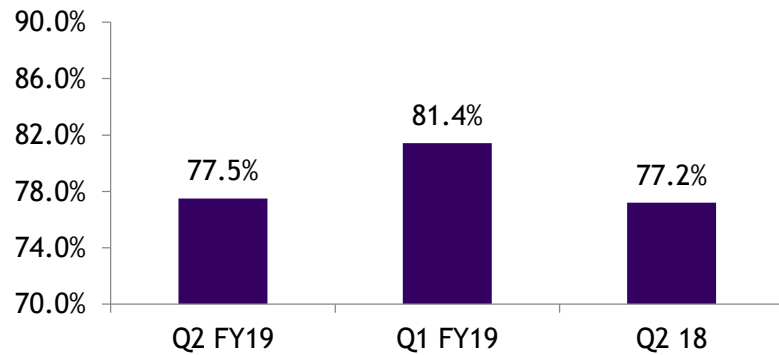


Metrics

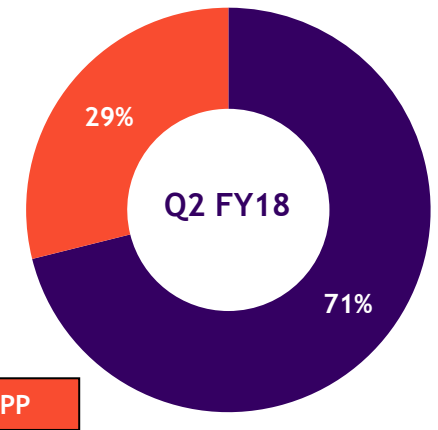
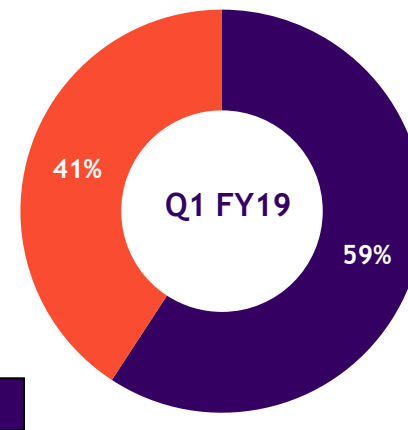
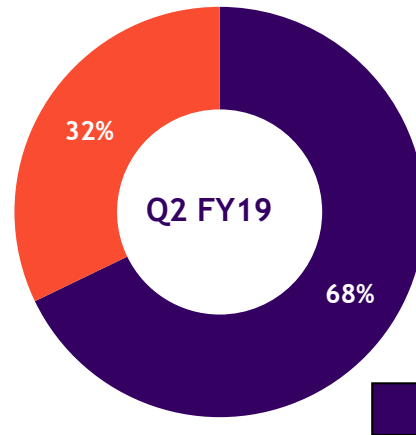
Revenue Mix - Delivery



Utilization



Revenue Mix - Project Type

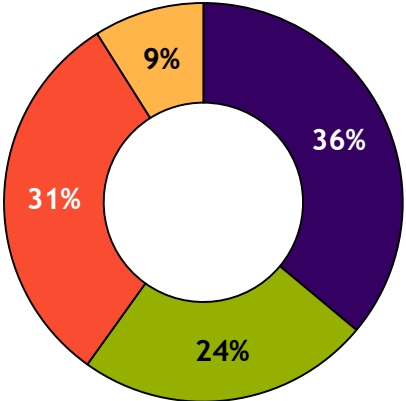


*FPP includes all non T&M revenues

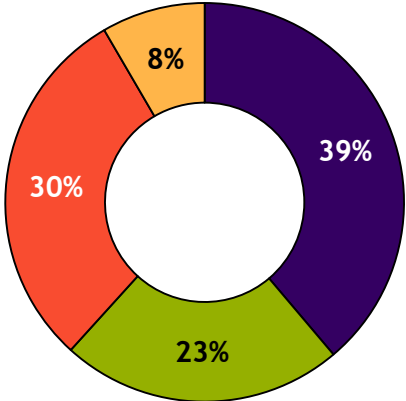


Geography Wise Revenue

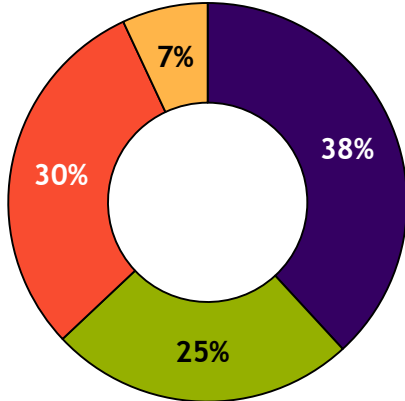
Q2 FY19



Q1 FY19



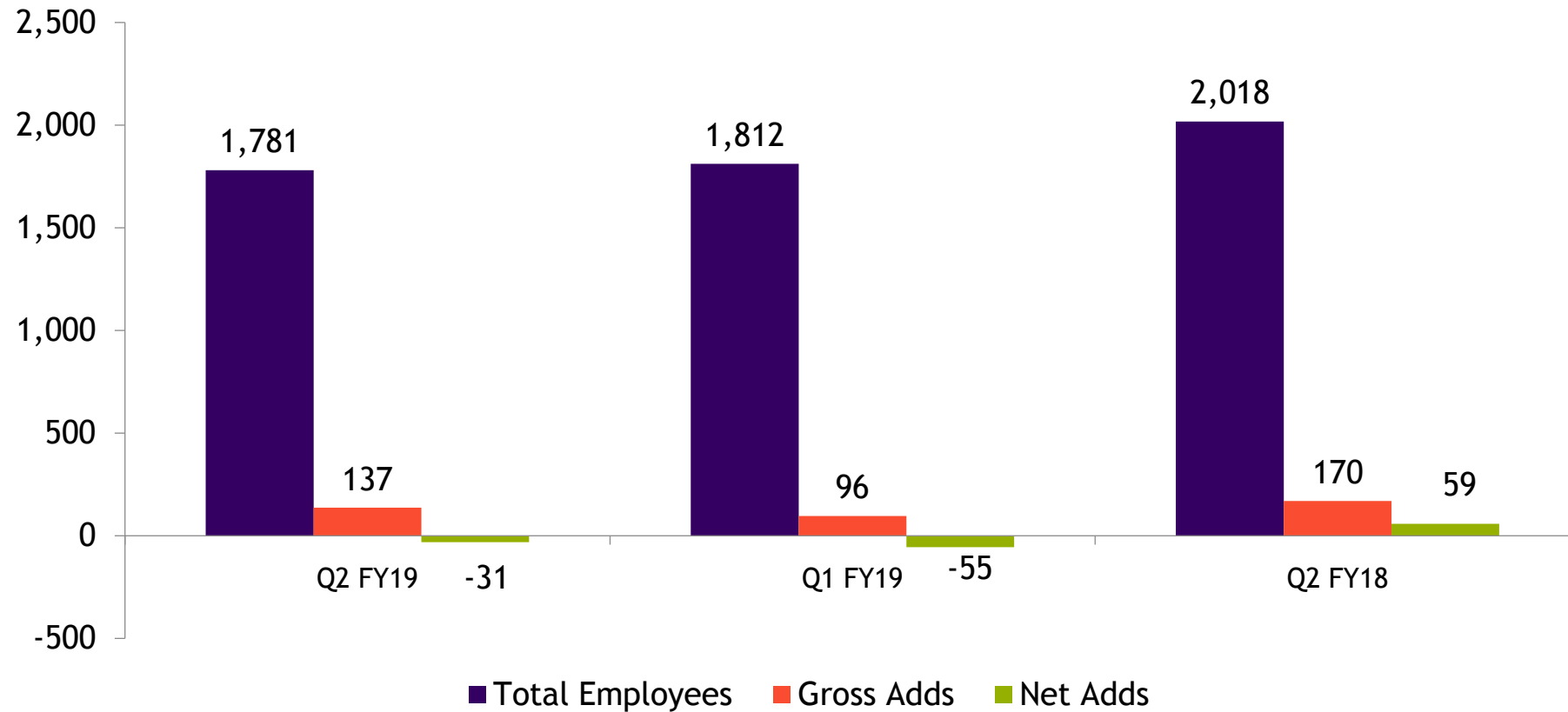
Q2 FY18



North America EMEA India APAC



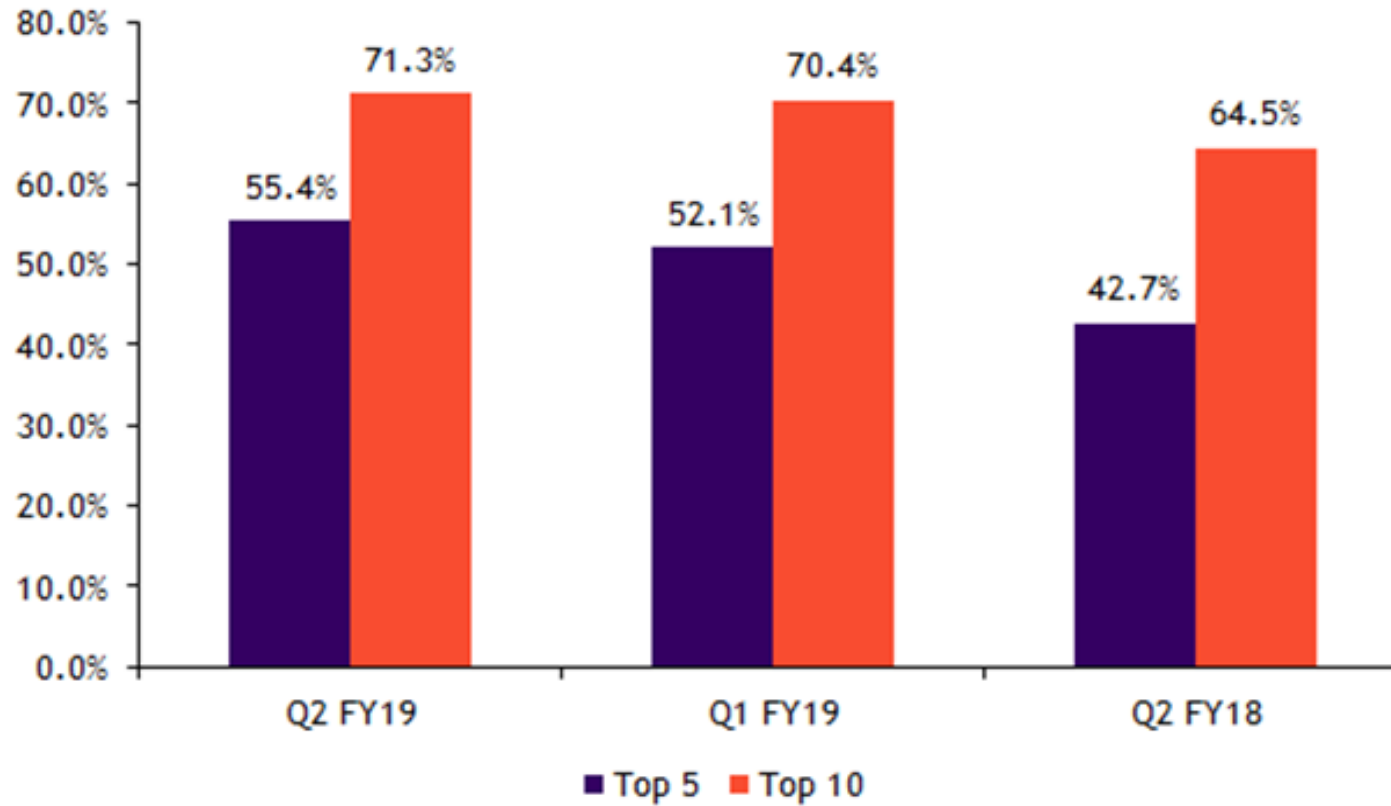
Human Resources Metrics



Attrition %	Q2 FY19	Q1 FY19	Q2 FY18
Attrition LTM %	24.59%	21.59%	18.71%
Annualised Attrition Quarterly %	30.73%	25.22%	15.69%



Customer Concentration





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Thank You

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