



SASKEN

# Consolidated Results for the year ended March 31, 2018

# Safe Harbor Clause

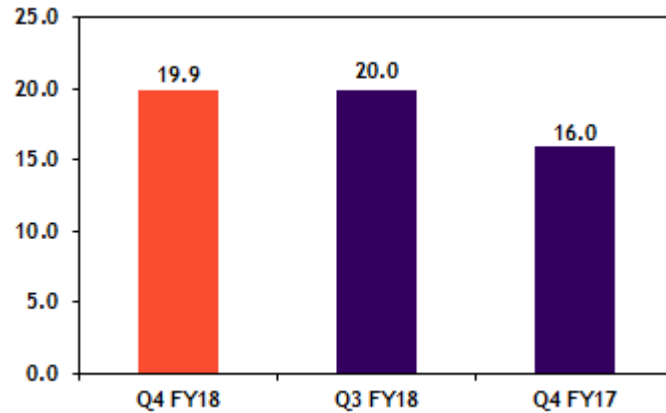
*Certain statements in this release concerning our future growth prospects are forward-looking statements, which involve a number of risks, and uncertainties that could cause actual results to differ materially from those in such forward-looking statements due to risks or uncertainties associated with 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.*

*In the following slides, results and comparatives have been presented based on the financials prepared as per Ind AS.*



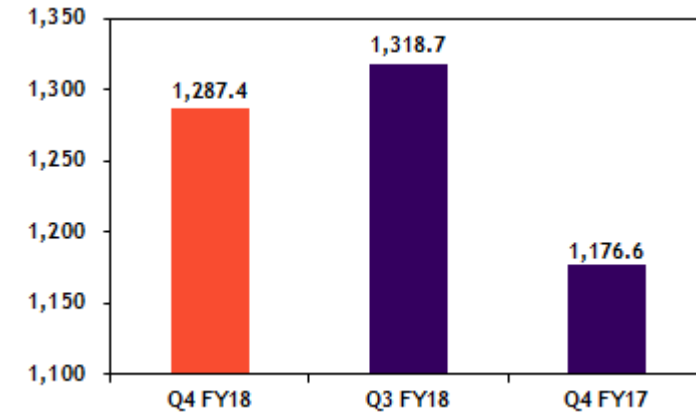
# Performance Snapshot - Q4 FY18 - Consolidated

### Consolidated Revenues ( \$. Million)



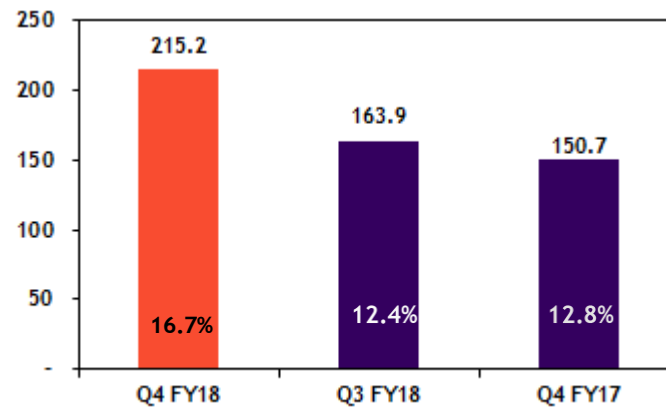
QoQ Growth: -0.4% ; YoY Growth: 24.2%

### Consolidated Revenues ( ₹. Million)



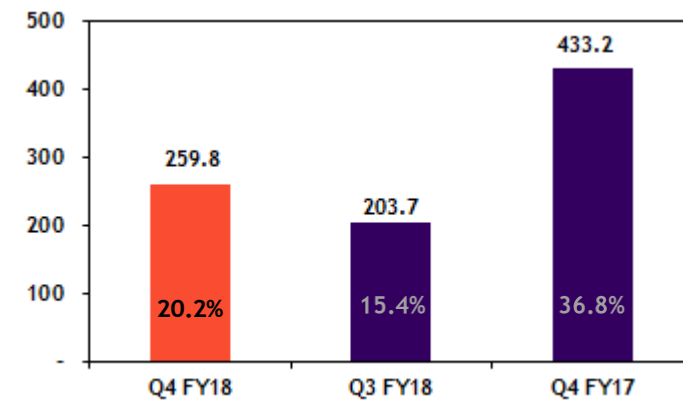
QoQ Growth: -2.4% ; YoY Growth: 9.4%

### Consolidated EBITDA ( ₹. Million)



QoQ Growth: 31.3% ; YoY Growth: 42.8%

### Consolidated PAT ( ₹. Million)



QoQ Growth: 27.5% ; YoY Growth: -40.0%



# Income Statement Summary - Q4 FY18 - Consolidated

(₹. Million)

Particulars	Q4 FY18	%	Q3 FY18	%	Q4 FY17	%	Growth over	
							Q3 FY18	Q4 FY17
Revenues	1,287.37	100.0%	1,318.70	100.0%	1,176.58	100.0%	-2.4%	9.4%
Cost of Revenue	822.79	63.9%	882.26	66.9%	832.68	70.8%	6.7%	1.2%
Gross Profit	464.58	36.1%	436.44	33.1%	343.90	29.2%	6.4%	35.1%
SG&A	249.40	19.4%	272.54	20.7%	193.21	16.4%	8.5%	-29.1%
EBITDA	215.18	16.7%	163.90	12.4%	150.69	12.8%	31.3%	42.8%
Depreciation and amortisation expense	15.32	1.2%	15.81	1.2%	15.45	1.3%	3.1%	0.8%
EBIT	199.86	15.5%	148.09	11.2%	135.24	11.5%	35.0%	47.8%
Other Income	97.78	7.6%	92.62	7.0%	96.05	8.2%	5.6%	1.8%
Profit/(loss) before tax	297.64	23.1%	240.71	18.2%	231.29	19.7%	23.7%	28.7%
Exceptional Items	-		-		202.50	17.2%		-100.0%
PBT after exceptional items	297.64	23.1%	240.71	18.2%	433.79	36.9%	23.7%	-31.4%
Taxes	37.82	2.9%	37.00	2.8%	0.59	0.1%	-2.2%	-6310.2%
PAT	259.82	20.2%	203.71	15.4%	433.20	36.8%	27.5%	-40.0%



# Income Statement Summary - Q4 FY18 - Consolidated

Nature wise

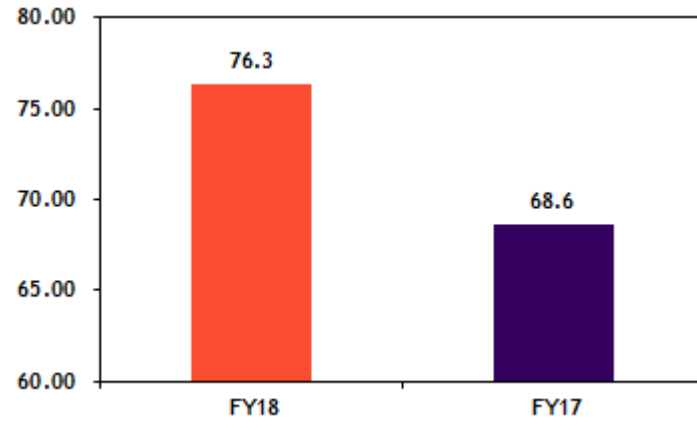
(₹. Million)

Particulars	Q4 FY18	%	Q3 FY18	%	Q4 FY17	%	Growth over	
							Q3 FY18	Q4 FY17
Revenue from Operations	1,287.37	100.0%	1,318.70	100.0%	1,176.58	100.0%	-2.4%	9.4%
Other Income	97.78	7.6%	92.62	7.0%	96.05	8.2%	5.6%	1.8%
<b>Total Revenue</b>	<b>1,385.15</b>	<b>107.6%</b>	<b>1,411.32</b>	<b>107.0%</b>	<b>1,272.63</b>	<b>108.2%</b>	<b>-1.9%</b>	<b>8.8%</b>
Employee benefit expense	862.69	67.0%	927.35	70.3%	831.92	70.7%	7.0%	-3.7%
Other expenses	209.50	16.3%	227.45	17.3%	193.97	16.5%	7.9%	-8.0%
Depreciation and amortization expense	15.32	1.2%	15.81	1.2%	15.45	1.3%	3.1%	0.8%
<b>Total Expenses</b>	<b>1,087.51</b>	<b>84.5%</b>	<b>1,170.61</b>	<b>88.8%</b>	<b>1,041.34</b>	<b>88.5%</b>	<b>7.1%</b>	<b>-4.4%</b>
<b>Profit/(loss) before tax</b>	<b>297.64</b>	<b>23.1%</b>	<b>240.71</b>	<b>18.2%</b>	<b>231.29</b>	<b>19.7%</b>	<b>23.7%</b>	<b>28.7%</b>
Exceptional Items	-	0.0%	-	0.0%	202.50	17.2%	0.0%	-100.0%
<b>PBT after exceptional items</b>	<b>297.64</b>	<b>23.1%</b>	<b>240.71</b>	<b>18.2%</b>	<b>433.79</b>	<b>36.9%</b>	<b>23.7%</b>	<b>-31.4%</b>
Tax Expenses	37.82	2.9%	37.00	2.8%	0.59	0.1%	-2.2%	-6310.2%
<b>Profit After Tax</b>	<b>259.82</b>	<b>20.2%</b>	<b>203.71</b>	<b>15.4%</b>	<b>433.20</b>	<b>36.8%</b>	<b>27.5%</b>	<b>-40.0%</b>



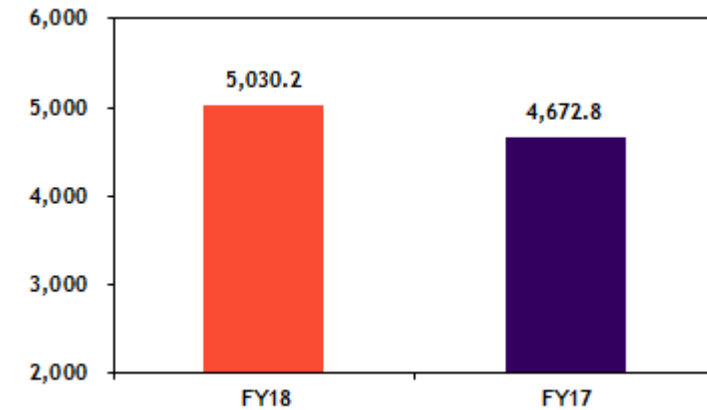
# Performance Snapshot - FY18 - Consolidated

Consolidated Revenues ( \$. Million)



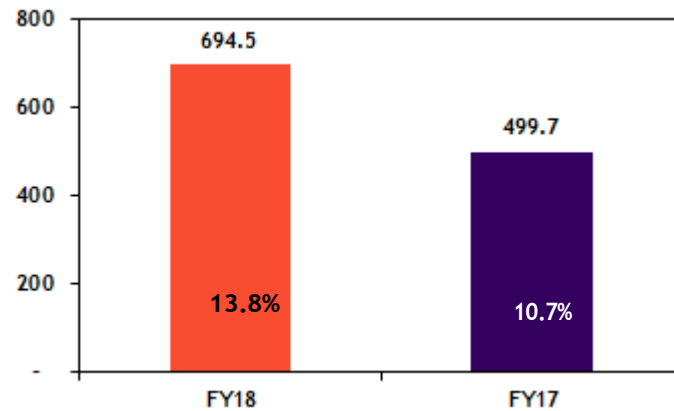
YoY Growth: 11.2%

Consolidated Revenues ( ₹. Million)



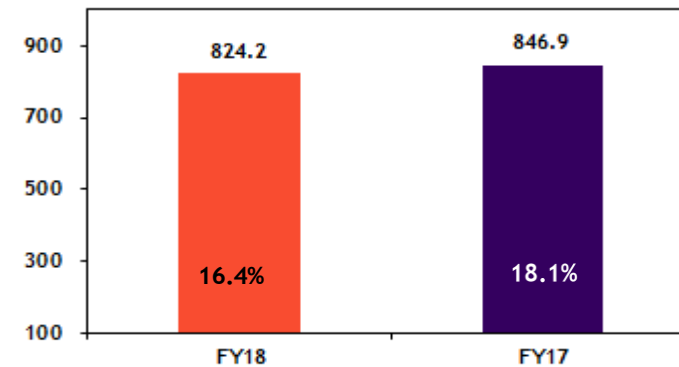
YoY Growth: 7.7%

Consolidated EBITDA ( ₹. Million)



YoY Growth: 39.0%

Consolidated PAT ( ₹. Million)



YoY Growth: -2.7%





# Income Statement Summary - FY18 - Consolidated

(₹. Million)

Particulars	FY18	%	FY17	%	Growth over FY17
Revenues	5,030.25	100.0%	4,672.75	100.0%	7.7%
Cost of Revenue	3,317.69	66.0%	3,331.84	71.3%	0.4%
Gross Profit	1,712.56	34.0%	1,340.91	28.7%	27.7%
SG&A	1,018.02	20.2%	841.25	17.0%	-21.0%
EBITDA	694.54	13.8%	499.66	10.7%	39.0%
Depreciation and amortisation expense	62.23	1.2%	66.13	1.4%	5.9%
EBIT	632.31	12.6%	433.53	9.3%	45.9%
Other Income	364.26	7.2%	327.73	7.0%	11.1%
PBT	996.57	19.8%	761.26	16.3%	30.9%
Exceptional Items	-		202.50	4.3%	-100.0%
PBT after exceptional items	996.57	19.8%	963.76	20.6%	3.4%
Taxes	172.34	3.4%	116.89	2.5%	-47.4%
PAT	824.23	16.4%	846.87	18.1%	-2.7%



# Income Statement Summary - FY18 - Consolidated

Nature wise

(₹. Million)

Particulars	FY18	%	FY17	%	Growth over
					FY17
Revenue from Operations	5,030.25	100.0%	4,672.75	100.0%	7.7%
Other Income	364.26	7.2%	327.73	7.0%	11.1%
<b>Total Revenue</b>	<b>5,394.51</b>	<b>107.2%</b>	<b>5,000.48</b>	<b>107.0%</b>	<b>7.9%</b>
Employee benefit expense	3,505.37	69.7%	3,320.93	71.1%	-5.6%
Other operational expense	830.34	16.5%	852.16	18.2%	2.6%
Depreciation and amortization expense	62.23	1.2%	66.13	1.4%	5.9%
<b>Total Expenses</b>	<b>4,397.94</b>	<b>87.4%</b>	<b>4,239.22</b>	<b>90.7%</b>	<b>-3.7%</b>
<b>Profit/(loss) before tax</b>	<b>996.57</b>	<b>19.8%</b>	<b>761.26</b>	<b>16.3%</b>	<b>30.9%</b>
Exceptional items		0.0%	202.50	4.3%	-100.0%
<b>PBT after exceptional items</b>	<b>996.57</b>	<b>19.8%</b>	<b>963.76</b>	<b>20.6%</b>	<b>3.4%</b>
Tax Expenses	172.34	3.4%	116.89	2.5%	-47.4%
<b>Profit After Tax</b>	<b>824.23</b>	<b>16.4%</b>	<b>846.87</b>	<b>18.1%</b>	<b>-2.7%</b>





# Balance Sheet Summary - Consolidated ( 1 of 2 )

(₹. Million)

Particulars	March 31, 2018	%	March 31, 2017	%	April 01, 2016	%
<b>ASSETS</b>						
Property, plant and equipment ( incl CWIP)	369.16	5.0%	377.44	5.7%	404.93	6.3%
Intangible assets	3.56	0.0%	1.56	0.0%	1.28	0.0%
Financial assets						
(a) Investments	4,494.41	61.3%	3,685.25	55.6%	2,051.57	31.8%
(b) Other financial assets	30.08	0.4%	29.17	0.4%	31.90	0.5%
Deferred tax assets	73.36	1.0%	29.31	0.4%	84.43	1.3%
Other tax assets	582.34	8.0%	737.57	11.2%	643.40	10.0%
Other non-current assets	9.78	0.1%	1.34	0.0%	1.76	0.0%
<b>Total non-current assets</b>	<b>5,562.69</b>	<b>75.8%</b>	<b>4,861.64</b>	<b>73.3%</b>	<b>3,219.27</b>	<b>49.9%</b>
Financial assets						
(a) Investments	97.90	1.3%	57.43	0.9%	1,602.83	24.8%
(b) Trade receivables	786.92	10.8%	777.40	11.7%	955.06	14.8%
(c) Cash and cash equivalents	434.32	5.9%	352.38	5.3%	230.99	3.6%
Current tax assets (net)						
(d) Unbilled revenue	328.25	4.5%	350.61	5.3%	264.69	4.1%
(e) Derivative assets	0.15	0.0%	110.28	1.7%	44.87	0.7%
(e) Other financial assets	47.03	0.6%	37.49	0.6%	40.33	0.6%
Other current assets	80.66	1.1%	77.05	1.2%	99.12	1.5%
<b>Total current assets</b>	<b>1,775.23</b>	<b>24.2%</b>	<b>1,762.64</b>	<b>26.7%</b>	<b>3,237.89</b>	<b>50.1%</b>
<b>Total</b>	<b>7,337.92</b>	<b>100.0%</b>	<b>6,624.28</b>	<b>100.0%</b>	<b>6,457.16</b>	<b>100.0%</b>



# Balance Sheet Summary - Consolidated ( 2 of 2 )

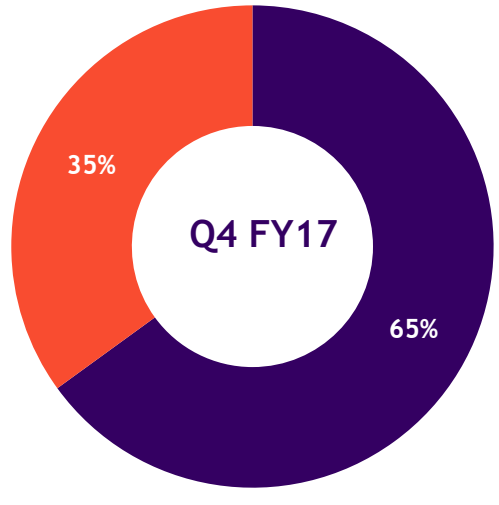
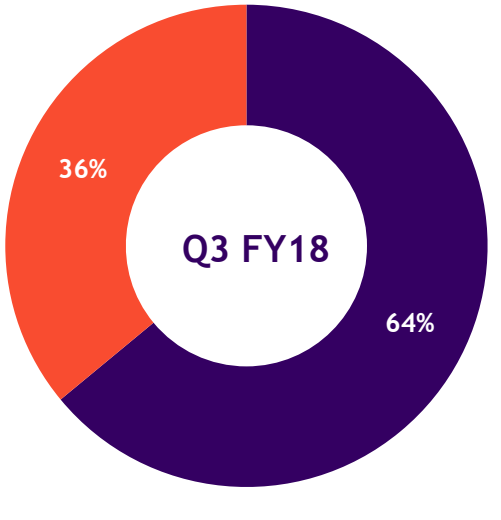
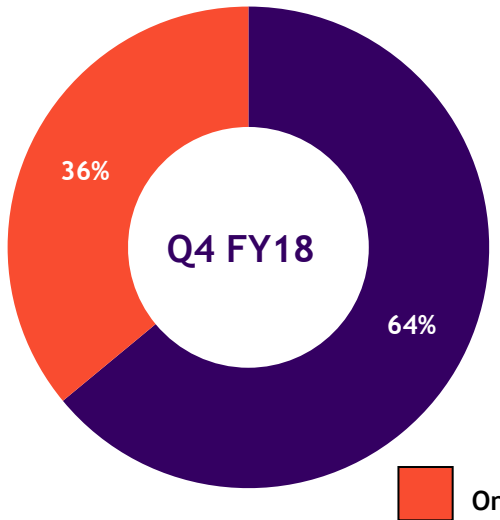
(₹. Million)

Particulars	March 31, 2018	%	March 31, 2017	%	April 01, 2016	%
<b>EQUITY AND LIABILITIES</b>						
Equity share capital	171.10	2.3%	171.10	2.6%	177.20	2.7%
Other equity	6,039.11	82.4%	5,444.16	82.2%	4,909.00	76.1%
<b>Total Equity</b>	<b>6,210.21</b>	<b>84.7%</b>	<b>5,615.26</b>	<b>84.8%</b>	<b>5,086.20</b>	<b>78.8%</b>
Provisions	81.18	1.1%	71.60	1.1%	64.44	1.0%
<b>Total non-current liabilities</b>	<b>81.18</b>	<b>1.1%</b>	<b>71.60</b>	<b>1.1%</b>	<b>64.44</b>	<b>1.0%</b>
Financial liabilities	410.50	5.6%	285.41	4.3%	644.46	10.0%
Deferred revenue	140.31	1.9%	45.23	0.7%	26.30	0.4%
Other current liabilities	126.67	1.7%	120.68	1.8%	110.68	1.7%
Provisions	182.20	2.5%	184.68	2.7%	193.59	3.0%
Current tax liabilities	186.85	2.5%	301.42	4.6%	331.49	5.1%
<b>Total current liabilities</b>	<b>1,046.53</b>	<b>14.2%</b>	<b>937.42</b>	<b>14.1%</b>	<b>1,306.52</b>	<b>20.2%</b>
<b>Total</b>	<b>7,337.92</b>	<b>100.0%</b>	<b>6,624.28</b>	<b>100.0%</b>	<b>6,457.16</b>	<b>100.0%</b>

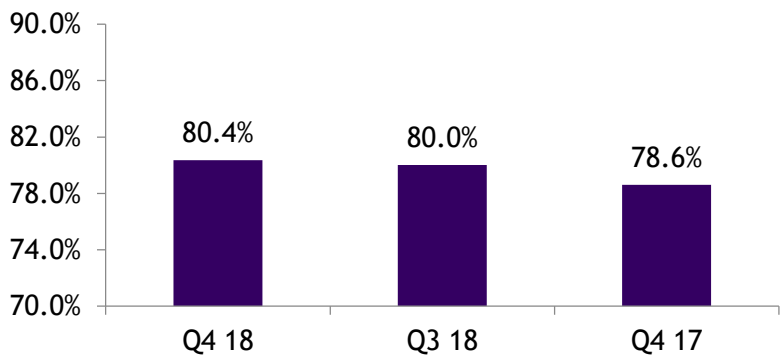


# Metrics

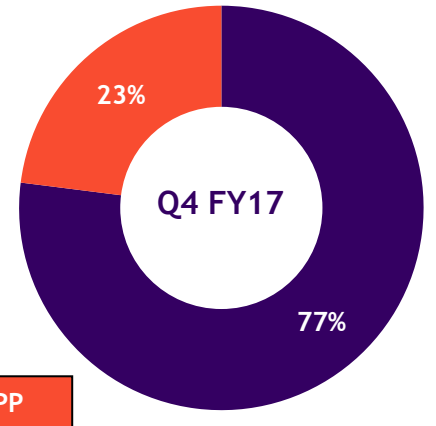
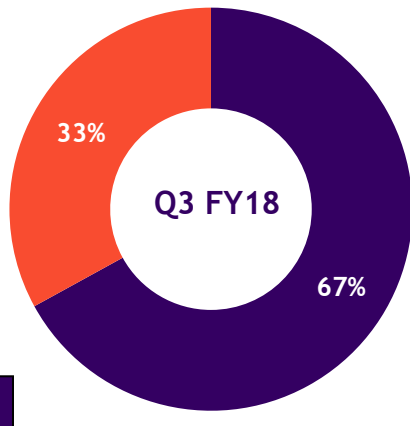
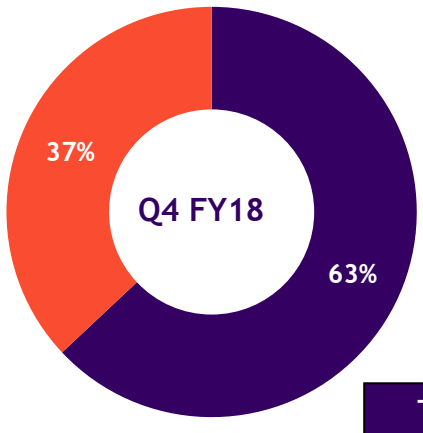
## Revenue Mix - Delivery



## Utilization



## Revenue Mix - Project Type

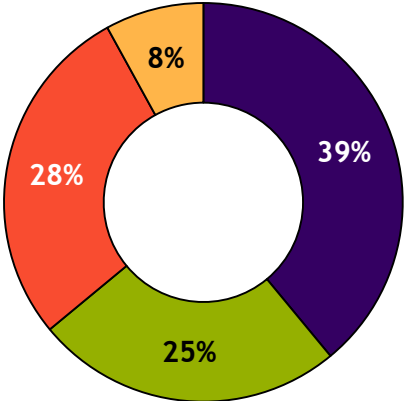


\*FPP includes all non T&M revenues

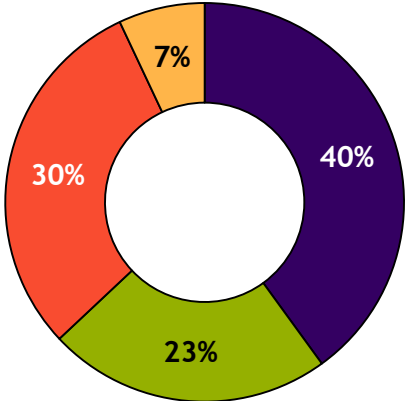


# Geography Wise Revenue

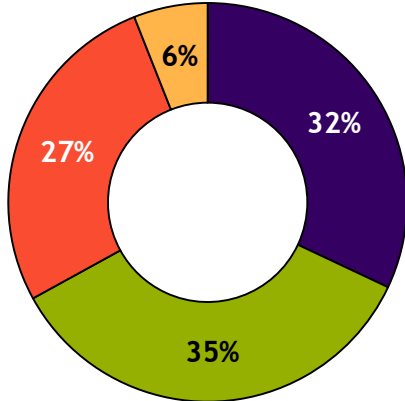
Q4 FY18



Q3 FY18



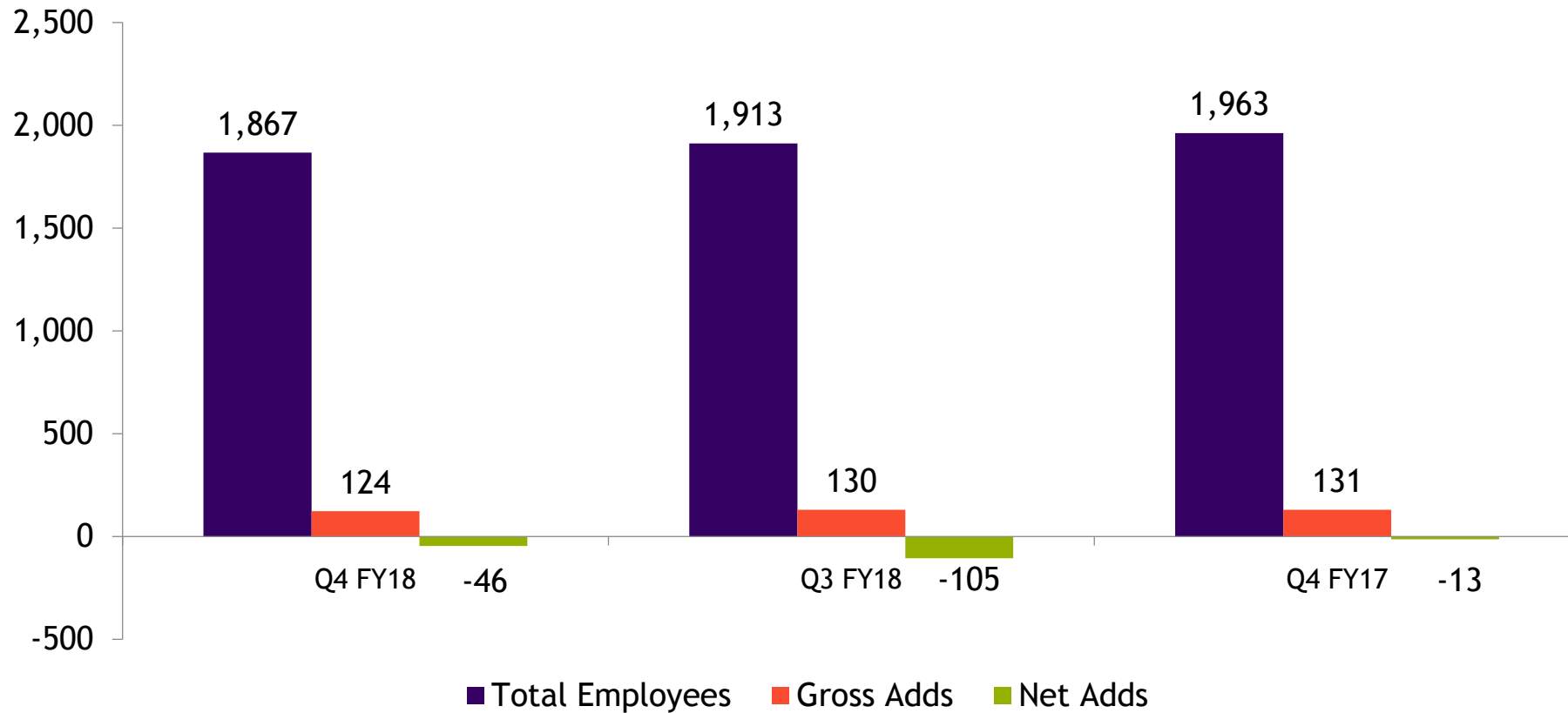
Q4 FY17



North America    EMEA    India    APAC



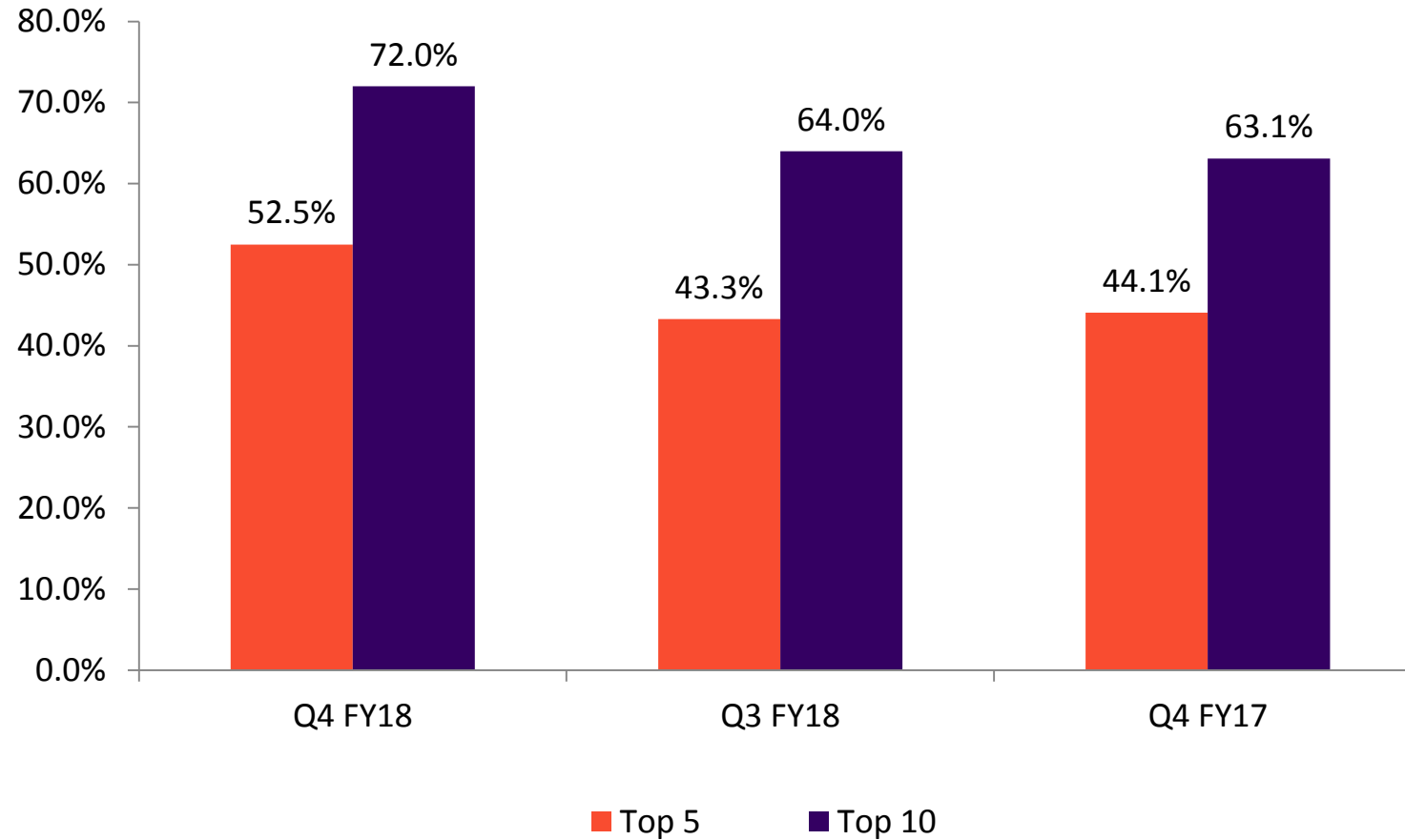
# Human Resources Metrics



Attrition %	Q4 FY18	Q3 FY18	Q4 FY17
Attrition LTM %	21.04%	19.49%	21.02%
Annualised Attrition Quarterly %	22.65%	21.57%	17.67%



# Customer Concentration







SASKEN

# Thank You

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