



SASKEN

# Consolidated Results for the quarter and half year ended September 2019

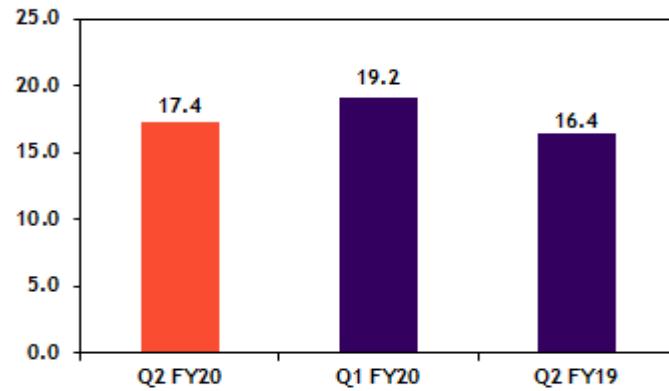
# Safe Harbor Clause

*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.*



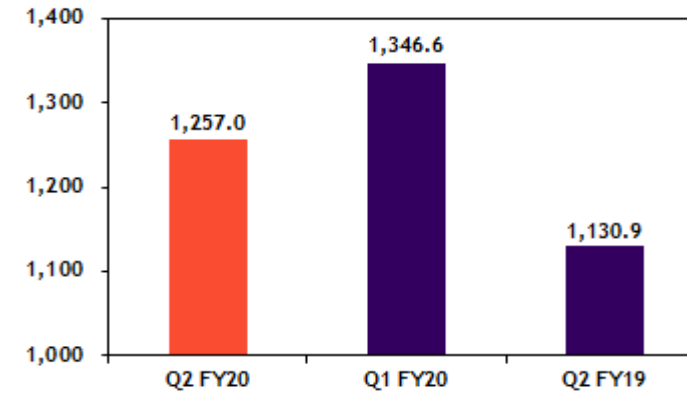
# Performance Snapshot - Q2 FY20 - Consolidated

## Consolidated Revenues ( \$. Million)



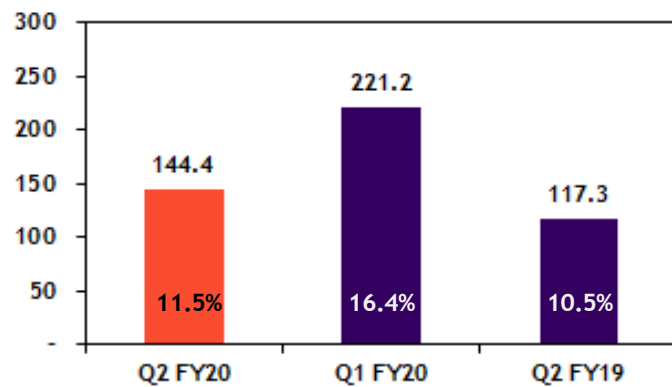
QoQ Growth: -9.6% ; YoY Growth: 5.7%

## Consolidated Revenues ( ₹. Million)



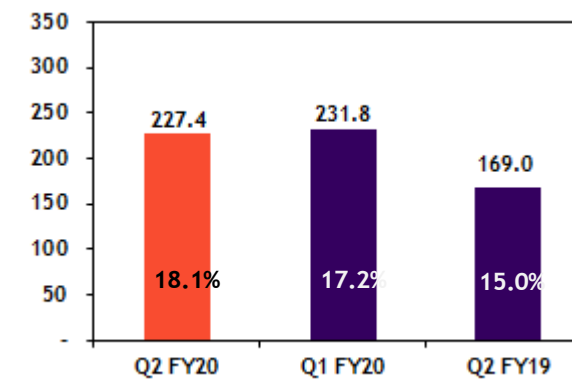
QoQ Growth: -6.6% ; YoY Growth: 11.2%

## Consolidated EBIT ( ₹. Million)

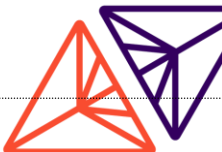


QoQ Growth: -34.7% ; YoY Growth: 23.1%

## Consolidated PAT ( ₹. Million)



QoQ Growth: -1.9% ; YoY Growth: 34.6%



# Income Statement Summary - Q2 FY20 - Consolidated

(₹. Million)

Particulars	Q2 FY20	%	Q1 FY20	%	Q2 FY19	%	Growth over	
							Q1 FY20	Q2 FY19
Revenues	1,257.03	100.0%	1,346.57	100.0%	1,130.85	100.0%	-6.6%	11.2%
Cost of Revenue	824.45	65.6%	844.94	62.7%	801.89	70.9%	2.4%	-2.8%
Gross Profit	432.58	34.4%	501.63	37.3%	328.96	29.1%	-13.8%	31.5%
SG&A	260.47	20.7%	255.24	19.0%	195.77	17.3%	-2.0%	-33.0%
EBITDA	172.11	13.7%	246.39	18.3%	133.19	11.8%	-30.1%	29.2%
Depreciation and amortisation expense	27.72	2.2%	25.20	1.9%	15.92	1.4%	-10.0%	-74.1%
EBIT	144.39	11.5%	221.19	16.4%	117.27	10.4%	-34.7%	23.1%
Other Income	144.43	11.5%	114.77	8.5%	84.99	7.5%	25.8%	69.9%
Interest Expense	1.57	0.1%	1.57	0.1%	-	-	-	-
Profit/(loss) before tax	287.25	22.9%	334.39	24.8%	202.26	17.9%	-14.1%	42.0%
Taxes	59.81	4.8%	102.57	7.6%	33.31	2.9%	41.7%	-79.6%
PAT	227.44	18.1%	231.82	17.2%	168.95	15.0%	-1.9%	34.6%



# Income Statement Summary - Q2 FY20 - Consolidated

Nature wise

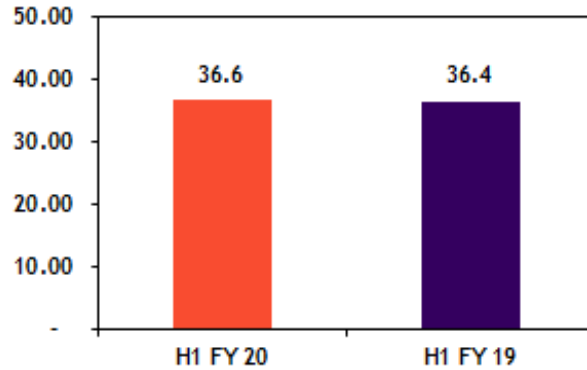
(₹. Million)

Particulars	Q2 FY20	%	Q1 FY20	%	Q2 FY19	%	Growth over	
							Q1 FY20	Q2 FY19
Revenue from Operations	1,257.03	100.0%	1,346.57	100.0%	1,130.85	100.0%	-6.6%	11.2%
Other Income	144.43	11.5%	114.77	8.5%	84.99	7.5%	25.8%	69.9%
<b>Total Revenue</b>	<b>1,401.46</b>	<b>111.5%</b>	<b>1,461.34</b>	<b>108.5%</b>	<b>1,215.84</b>	<b>107.5%</b>	<b>-4.1%</b>	<b>15.3%</b>
Employee benefit expense	873.78	69.5%	875.89	65.0%	790.11	69.8%	0.2%	-10.6%
Other expenses	211.13	16.8%	224.28	16.7%	207.55	18.4%	5.9%	-1.7%
Depreciation and amortization expense	27.72	2.2%	25.20	1.9%	15.92	1.4%	-10.0%	-74.1%
Finance cost	1.58	0.1%	1.58	0.1%	-	-	-	-
<b>Total Expenses</b>	<b>1,114.21</b>	<b>88.6%</b>	<b>1,126.95</b>	<b>83.7%</b>	<b>1,013.58</b>	<b>89.6%</b>	<b>1.1%</b>	<b>-9.9%</b>
<b>Profit/(loss) before tax</b>	<b>287.25</b>	<b>22.9%</b>	<b>334.39</b>	<b>24.8%</b>	<b>202.26</b>	<b>17.9%</b>	<b>-14.1%</b>	<b>42.0%</b>
Tax Expenses	59.81	4.8%	102.57	7.6%	33.31	2.9%	41.7%	-79.6%
<b>Profit After Tax</b>	<b>227.44</b>	<b>18.1%</b>	<b>231.82</b>	<b>17.2%</b>	<b>168.95</b>	<b>15.0%</b>	<b>-1.9%</b>	<b>34.6%</b>



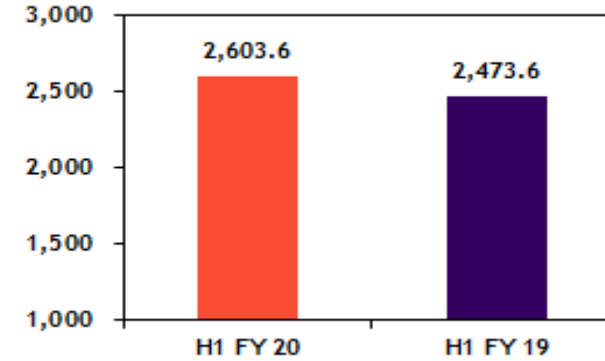
# Performance Snapshot - H1 FY20 - Consolidated

### Consolidated Revenues ( \$. Million)



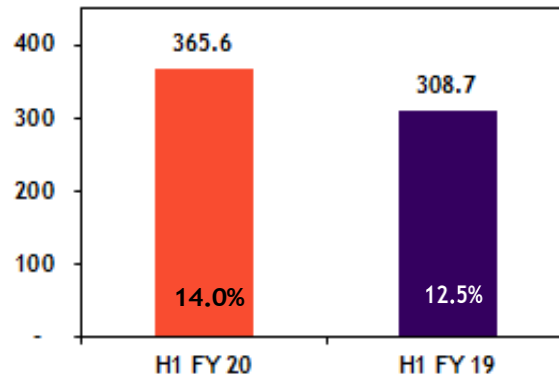
YoY Growth: 0.3%

### Consolidated Revenues ( ₹. Million)



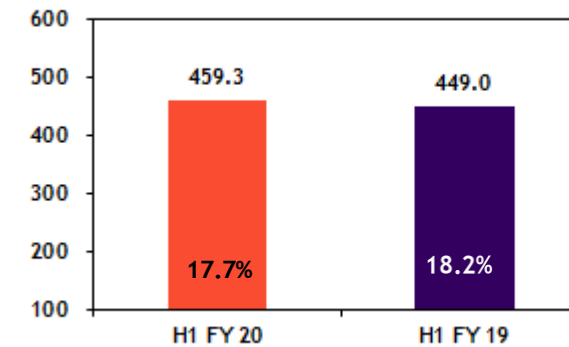
YoY Growth: 5.3%

### Consolidated EBIT ( ₹. Million)



YoY Growth: 18.4%

### Consolidated PAT ( ₹. Million)



YoY Growth: 2.3%



# Income Statement Summary - H1 FY20 - Consolidated

(₹. Million)

Particulars	H1 FY 20	%	H1 FY 19	%	Growth over H1 FY 19
Revenues	2,603.60	100.0%	2,473.57	100.0%	5.3%
Cost of Revenue	1,669.39	64.1%	1,676.44	67.7%	0.4%
Gross Profit	934.21	35.9%	797.13	32.3%	17.2%
SG&A	515.71	19.9%	456.77	18.5%	-12.9%
EBITDA	418.50	16.0%	340.36	13.8%	23.0%
Depreciation and amortisation expense	52.92	2.0%	31.63	1.3%	-67.3%
EBIT	365.58	14.0%	308.73	12.5%	18.4%
Other Income	259.19	10.0%	261.35	10.6%	-0.8%
Interest Expenses	3.13	0.1%	-	-	-
PBT	621.64	23.9%	570.08	23.1%	9.0%
Taxes	162.38	6.2%	121.10	4.9%	-34.1%
PAT	459.26	17.7%	448.98	18.2%	2.3%





# Income Statement Summary - H1 FY20 - Consolidated

Nature wise

(₹. Million)

Particulars	H1 FY 20	%	H1 FY 19	%	Growth over
					H1 FY 19
Revenue from Operations	2,603.60	100.0%	2,473.57	100.0%	5.3%
Other Income	259.19	10.0%	261.35	10.6%	-0.8%
<b>Total Revenue</b>	<b>2,862.79</b>	<b>110.0%</b>	<b>2,734.92</b>	<b>110.6%</b>	<b>4.7%</b>
Employee benefit expense	1,749.66	67.3%	1,696.98	68.6%	-3.1%
Other operational expense	435.41	16.7%	436.23	17.6%	0.2%
Depreciation and amortization expense	52.92	2.0%	31.63	1.3%	-67.3%
Finance cost	3.16	0.1%	-	-	-
<b>Total Expenses</b>	<b>2,241.15</b>	<b>86.1%</b>	<b>2,164.85</b>	<b>87.5%</b>	<b>-3.5%</b>
<b>Profit/(loss) before tax</b>	<b>621.64</b>	<b>23.9%</b>	<b>570.08</b>	<b>23.1%</b>	<b>9.0%</b>
Tax Expenses	162.38	6.2%	121.10	4.9%	-34.1%
<b>Profit After Tax</b>	<b>459.26</b>	<b>17.7%</b>	<b>448.98</b>	<b>18.2%</b>	<b>2.3%</b>





# Balance Sheet Summary - Consolidated ( 1 of 2 )

Particulars	(₹. Million)			
	September 30, 2019	%	March 31, 2019	%
<b>ASSETS</b>				
<b>Non current assets</b>				
Property, plant and equipment ( incl CWIP)	472.02	5.6%	403.33	5.1%
Intangible assets	2.16	0.0%	1.79	0.0%
Financial assets				
(a) Investments	4,189.95	49.6%	4,289.75	54.1%
(b) Other financial assets	31.83	0.4%	33.98	0.4%
Deferred tax assets	54.87	0.7%	26.92	0.3%
Income tax assets	508.61	6.0%	540.31	6.8%
Other non-current assets	1.07	0.0%	1.72	0.0%
<b>Total non-current assets</b>	<b>5,260.51</b>	<b>62.3%</b>	<b>5,297.80</b>	<b>66.7%</b>
(a) Investments	1,075.63	12.9%	810.79	10.2%
(b) Trade receivables	932.52	11.1%	822.84	10.4%
(c) Cash and cash equivalents	433.42	5.1%	174.82	2.2%
(d) Unbilled receivables	235.29	2.8%	195.54	2.5%
(e) Derivative assets	53.46	0.6%	94.09	1.2%
(e) Other financial assets	136.51	1.6%	114.87	1.4%
Contract assets	215.30	2.6%	314.53	4.0%
Other current assets	82.32	1.0%	113.47	1.4%
<b>Total current assets</b>	<b>3,164.45</b>	<b>37.7%</b>	<b>2,640.95</b>	<b>33.3%</b>
<b>Total</b>	<b>8,424.96</b>	<b>100.0%</b>	<b>7,938.75</b>	<b>100.0%</b>



# Balance Sheet Summary - Consolidated ( 2 of 2 )

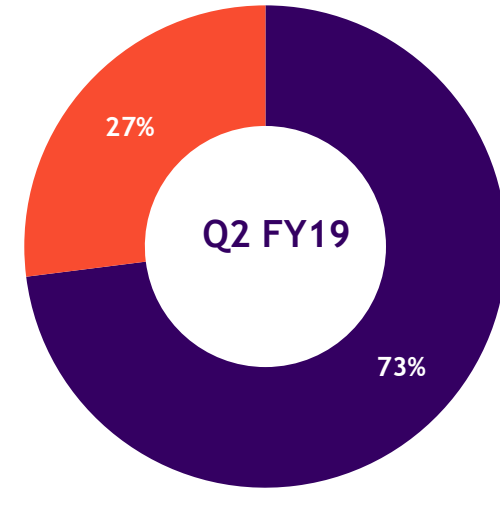
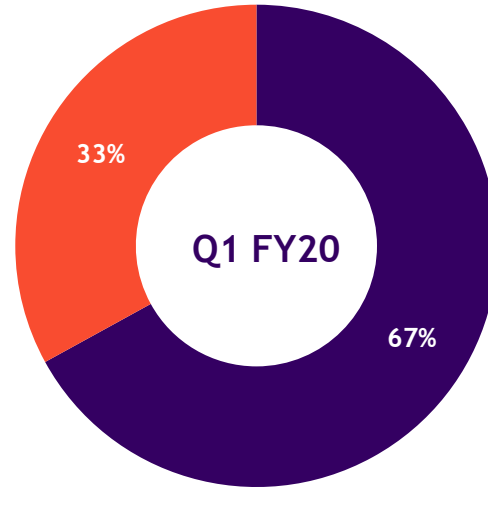
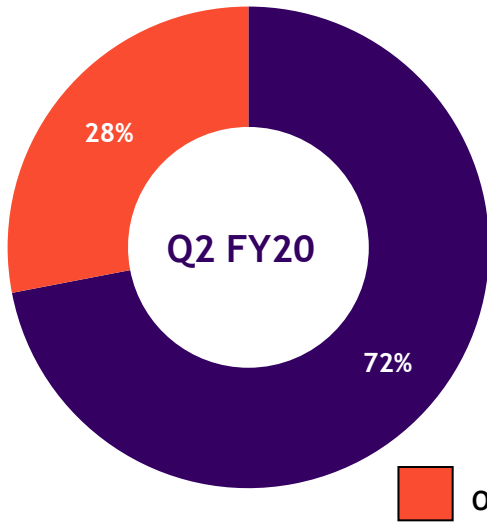
(₹. Million)

Particulars	September 30, 2019	%	March 31, 2019	%
<b>EQUITY AND LIABILITIES</b>				
Equity share capital	171.10	2.0%	171.10	2.2%
Other equity	7,060.09	83.8%	6,808.71	85.8%
<b>Total Equity</b>	<b>7,231.19</b>	<b>85.8%</b>	<b>6,979.81</b>	<b>88.0%</b>
Provisions	142.33	1.7%	71.14	0.9%
<b>Total non-current liabilities</b>	<b>142.33</b>	<b>1.7%</b>	<b>71.14</b>	<b>0.9%</b>
Financial liabilities				
(a) Trade payables	184.77	2.2%	183.44	2.2%
(b) Other financial liabilities	217.27	2.6%	150.69	1.9%
(b) Derivative liabilities	13.41	0.2%	-	0.0%
Deferred revenue	16.99	0.2%	38.02	0.5%
Other current liabilities	120.77	1.4%	136.60	1.7%
Provisions	150.96	1.8%	178.05	2.2%
Income tax liabilities	347.27	4.1%	201.00	2.5%
<b>Total current liabilities</b>	<b>1,051.44</b>	<b>12.5%</b>	<b>887.80</b>	<b>11.1%</b>
<b>Total</b>	<b>8,424.96</b>	<b>100.0%</b>	<b>7,938.75</b>	<b>100.0%</b>

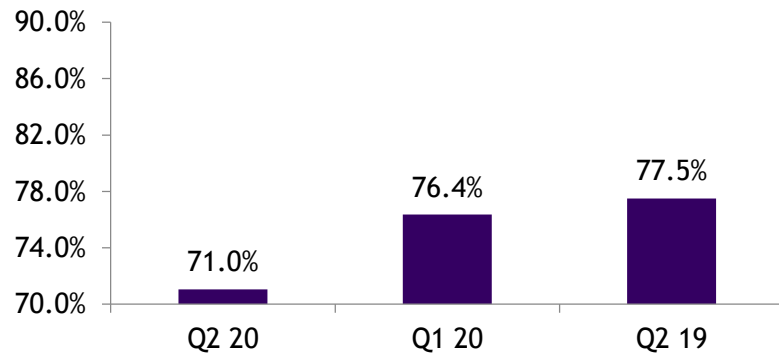


# Metrics

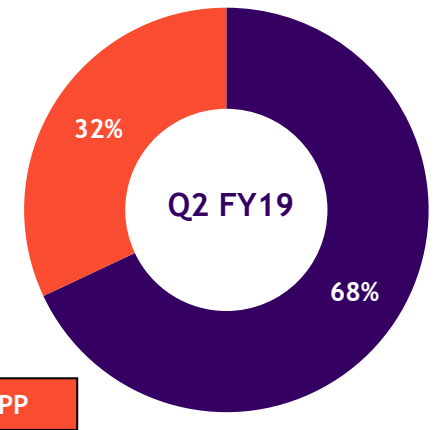
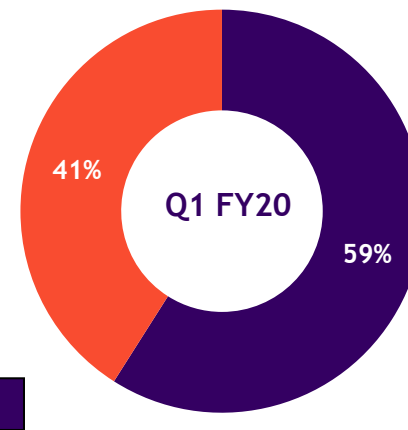
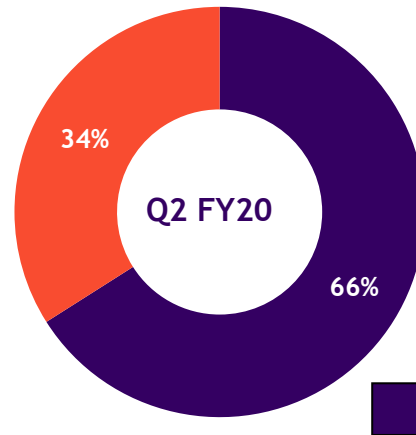
## Revenue Mix - Delivery



## Utilization



## Revenue Mix - Project Type

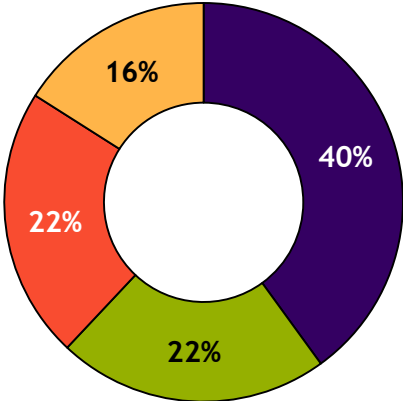


\*FPP includes all non T&M revenues

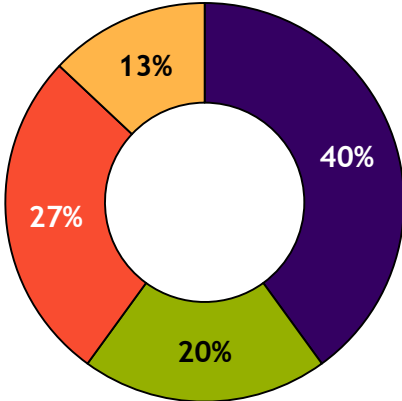


# Geography Wise Revenue

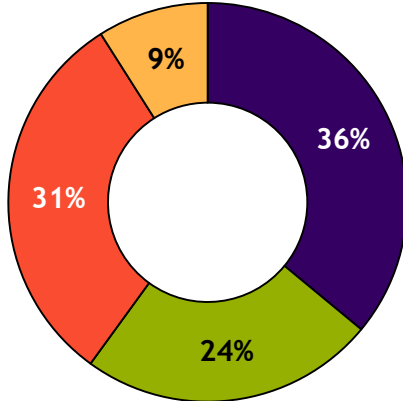
Q2 FY20



Q1 FY20



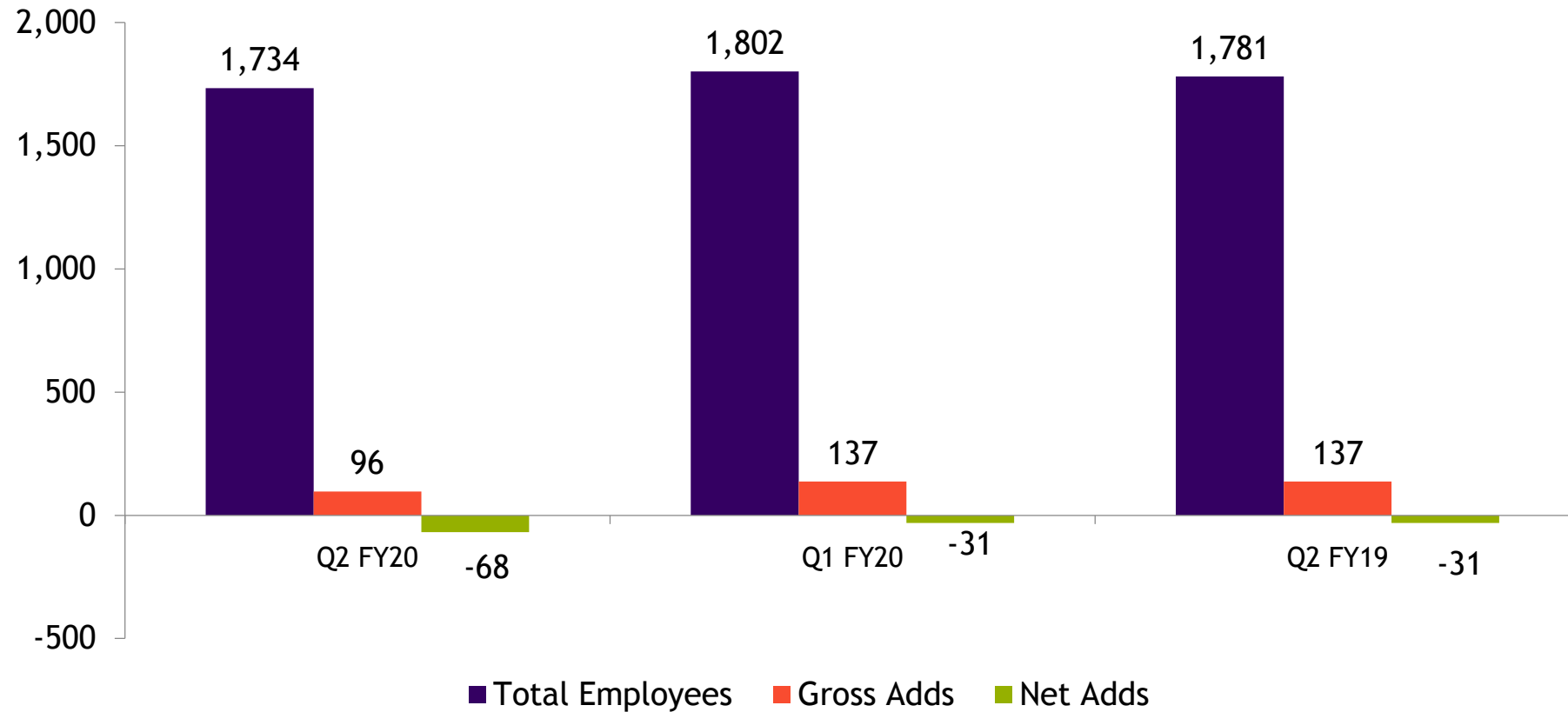
Q2 FY19



North America   EMEA   India   APAC



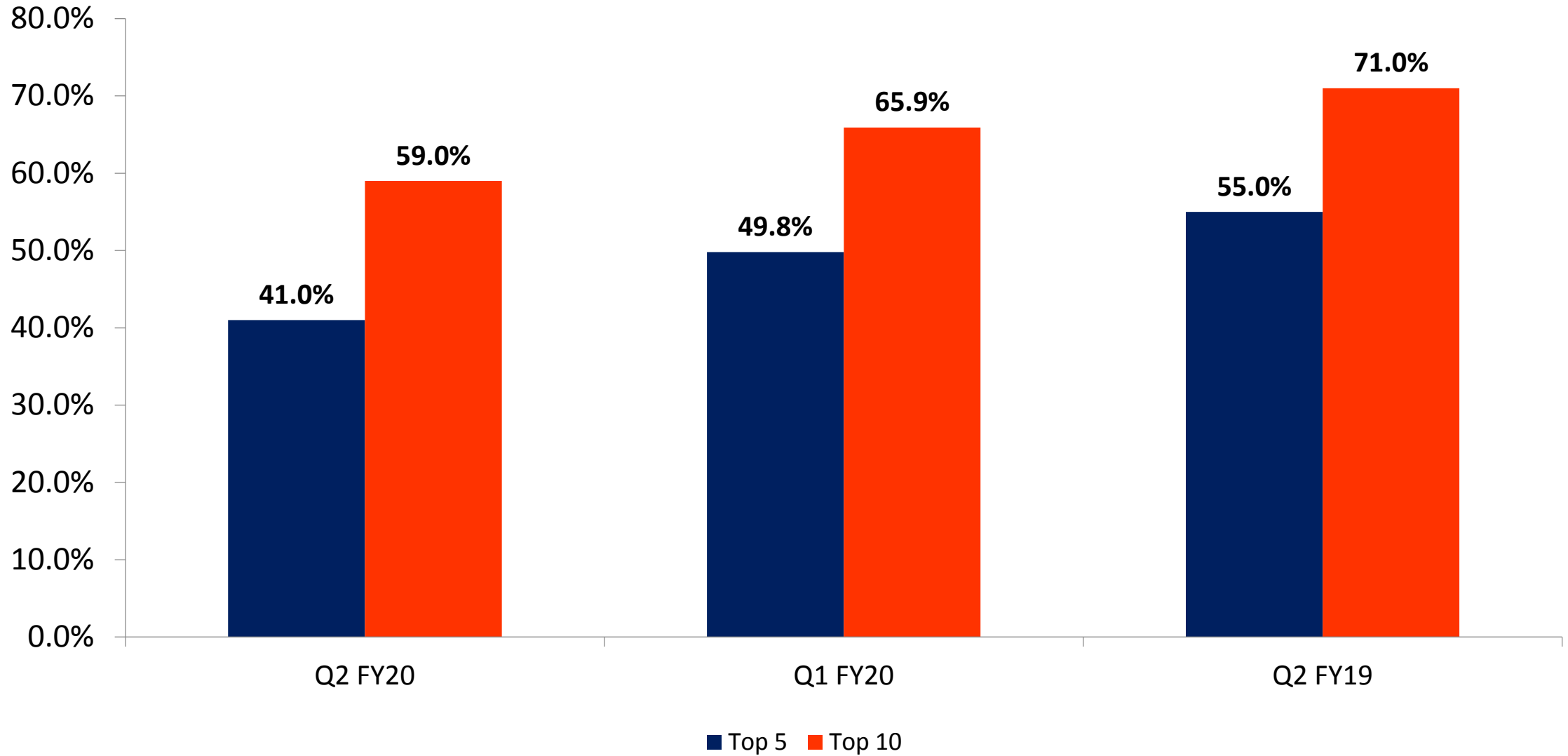
# Human Resources Metrics



Attrition %	Q2 FY 20	Q1 FY 20	Q2 FY 19
Attrition LTM %	26.97%	28.50%	24.59%
Annualised Attrition Quarterly %	21.95%	23.99%	30.73%



# Customer Concentration





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# Thank You

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