



SASKEN

# Consolidated Results for the quarter and nine months ended December 31, 2020

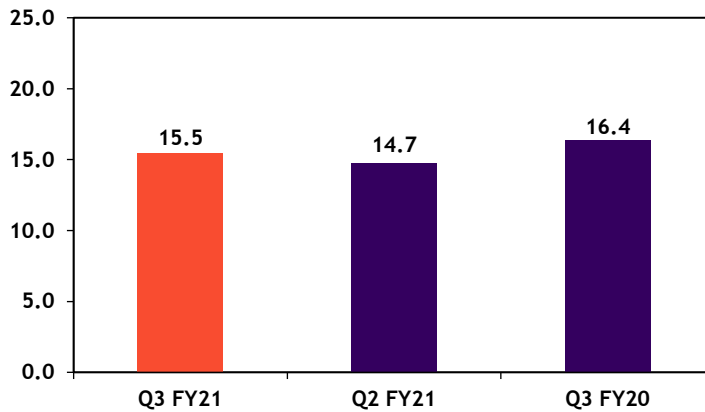
# Safe Harbor Clause

*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.*



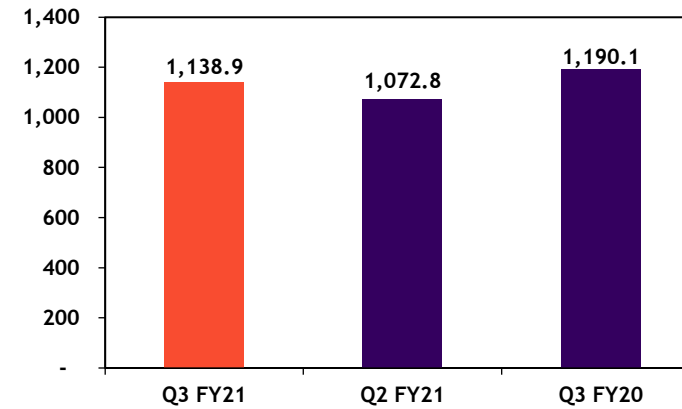
# Performance Snapshot - Q3 FY21 - Consolidated

## Consolidated Revenues ( \$. Million)



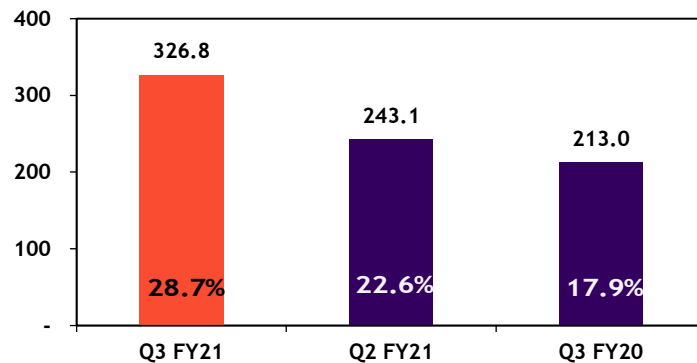
QoQ Growth: 4.7% ; YoY Growth:-5.7%

## Consolidated Revenues ( ₹. Million)



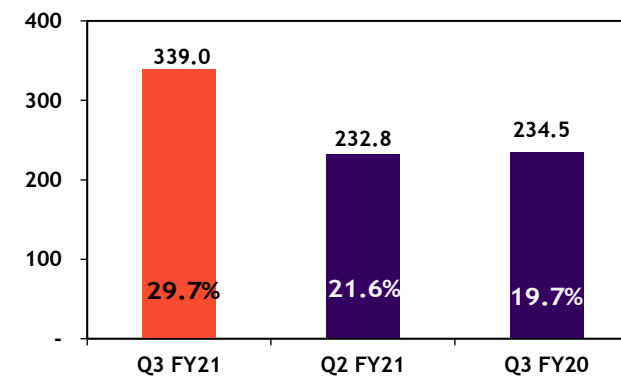
QoQ Growth: 6.2% ; YoY Growth: -4.3%

## Consolidated EBIT ( ₹. Million)



QoQ Growth: 34.5%; YoY Growth: 53.4%

## Consolidated PAT ( ₹. Million)



QoQ Growth: 45.6%; YoY Growth: 44.6%



# Income Statement Summary - Q3 FY21 - Consolidated

(₹. Million)

Particulars	Q3 FY21	%	Q2 FY21	%	Q3 FY20	%	Growth over	
							Q2 FY21	Q3 FY20
Revenues	1,138.89	100.0%	1,072.79	100.0%	1,190.10	100.0%	6.2%	-4.3%
Cost of Revenue	622.04	54.6%	602.69	56.2%	762.71	64.0%	-3.2%	18.4%
Gross Profit	516.85	45.4%	470.10	43.8%	427.39	36.0%	9.9%	20.9%
SG&A	166.97	14.7%	199.22	18.6%	185.09	15.6%	16.2%	9.8%
EBITDA	349.88	30.7%	270.88	25.2%	242.30	20.4%	29.2%	44.4%
Depreciation and amortisation expense	23.05	2.0%	27.82	2.6%	29.28	2.5%	17.1%	21.3%
EBIT	326.83	28.7%	243.06	22.6%	213.02	17.9%	34.5%	53.4%
Other Income	101.70	8.9%	46.76	4.4%	125.00	10.5%	117.5%	-18.6%
Interest Expense	0.10	0.0%	0.59	0.1%	2.24	0.2%	83.1%	95.5%
Profit/(loss) before tax	428.43	37.6%	289.23	26.9%	335.78	28.2%	48.1%	27.6%
Taxes	89.41	7.9%	56.44	5.3%	101.25	8.5%	-58.4%	11.7%
Profit After Tax	339.02	29.7%	232.79	21.6%	234.53	19.7%	45.6%	44.6%



# Income Statement Summary - Q3 FY21 - Consolidated

Nature wise

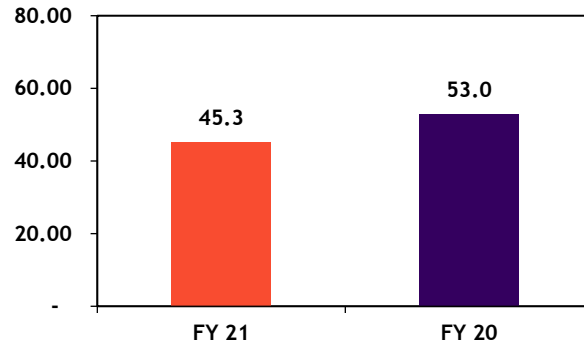
(₹. Million)

Particulars	Q3 FY21	%	Q2 FY21	%	Q3 FY20	%	Growth over	
							Q2 FY21	Q3 FY20
Revenue from Operations	1,138.89	100.0%	1,072.79	100.0%	1,190.10	100.0%	6.2%	-4.3%
Other Income	101.70	8.9%	46.76	4.4%	125.00	10.5%	117.5%	-18.6%
<b>Total Revenue</b>	<b>1,240.59</b>	<b>108.9%</b>	<b>1,119.55</b>	<b>104.4%</b>	<b>1,315.11</b>	<b>110.5%</b>	<b>10.8%</b>	<b>-5.7%</b>
Employee benefit expense	662.15	58.2%	677.84	63.2%	724.83	60.9%	2.3%	8.6%
Other expenses	126.86	11.1%	124.07	11.6%	222.97	18.7%	-2.2%	43.1%
Depreciation and amortization expense	23.05	2.0%	27.82	2.6%	29.28	2.5%	17.1%	21.3%
Finance cost	0.10	0.0%	0.59	0.1%	2.24	0.2%	83.1%	95.5%
<b>Total Expenses</b>	<b>812.16</b>	<b>71.3%</b>	<b>830.32</b>	<b>77.5%</b>	<b>979.32</b>	<b>82.3%</b>	<b>2.2%</b>	<b>17.1%</b>
<b>Profit/(loss) before tax</b>	<b>428.43</b>	<b>37.6%</b>	<b>289.23</b>	<b>26.9%</b>	<b>335.79</b>	<b>28.2%</b>	<b>48.1%</b>	<b>27.6%</b>
Tax Expenses	89.41	7.9%	56.44	5.3%	101.25	8.5%	-58.4%	11.7%
<b>Profit After Tax</b>	<b>339.02</b>	<b>29.7%</b>	<b>232.79</b>	<b>21.6%</b>	<b>234.53</b>	<b>19.7%</b>	<b>45.6%</b>	<b>44.6%</b>



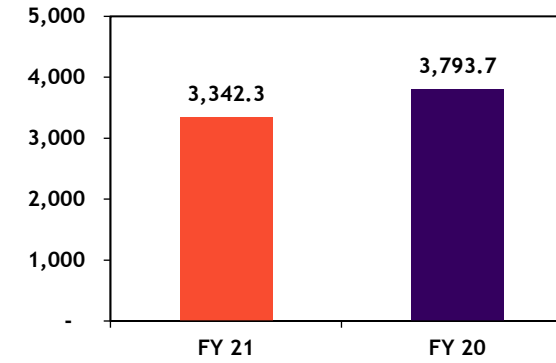
# Performance Snapshot - YTD FY21 - Consolidated

## Consolidated Revenues ( \$. Million)



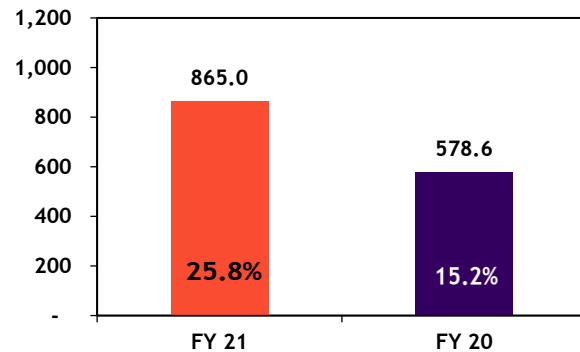
**YoY Growth: -14.4%**

## Consolidated Revenues ( ₹. Million)



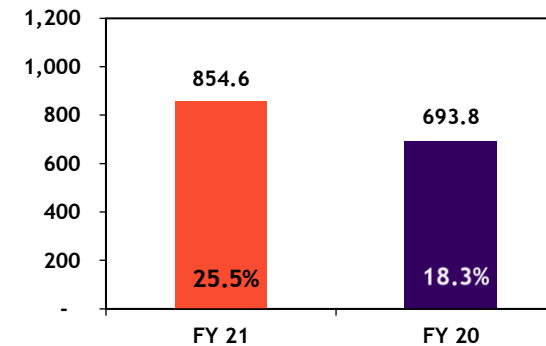
**YoY Growth: -11.9%**

## Consolidated EBIT ( ₹. Million)



**YoY Growth: 49.5%**

## Consolidated PAT ( ₹. Million)



**YoY Growth: 23.2%**



# Income Statement Summary - YTD FY21 - Consolidated

(₹. Million)

Particulars	FY 21	%	FY 20	%	Growth over
					FY 20
Revenues	3,342.30	100.0%	3,793.70	100.0%	-11.9%
Cost of Revenue	1,870.19	56.0%	2,432.08	64.1%	23.1%
Gross Profit	1,472.11	44.0%	1,361.62	35.9%	8.1%
SG&A	526.76	15.8%	700.80	18.5%	24.8%
EBITDA	945.35	28.2%	660.82	17.4%	43.1%
Depreciation and amortisation expense	80.33	2.4%	82.20	2.2%	2.3%
EBIT	865.02	25.8%	578.62	15.2%	49.5%
Other Income	237.68	7.1%	384.19	10.1%	-38.1%
Interest Expenses	1.33	0.0%	5.40	0.1%	75.4%
Profit/(loss) before tax	1,101.37	32.9%	957.41	25.2%	15.0%
Taxes	246.78	7.4%	263.63	6.9%	6.4%
Profit After Tax	854.59	25.5%	693.78	18.3%	23.2%



# Income Statement Summary - YTD FY21 - Consolidated

Nature wise

(₹. Million)

Particulars	FY 21	%	FY 20	%	Growth over FY 20
Revenue from Operations	3,342.30	100.0%	3,793.70	100.0%	-11.9%
Other Income	237.68	7.1%	384.19	10.1%	-38.1%
<b>Total Revenue</b>	<b>3,579.98</b>	<b>107.1%</b>	<b>4,177.89</b>	<b>110.1%</b>	<b>-14.3%</b>
Employee benefit expense	2,009.35	60.1%	2,474.50	65.2%	18.8%
Other operational expense	387.60	11.7%	658.38	17.4%	41.1%
Depreciation and amortization expense	80.33	2.4%	82.20	2.2%	2.3%
Finance cost	1.33	0.0%	5.40	0.1%	75.3%
<b>Total Expenses</b>	<b>2,478.61</b>	<b>74.2%</b>	<b>3,220.48</b>	<b>84.9%</b>	<b>23.0%</b>
<b>Profit/(loss) before tax</b>	<b>1,101.37</b>	<b>32.9%</b>	<b>957.41</b>	<b>25.2%</b>	<b>15.0%</b>
Taxes	246.78	7.4%	263.63	6.9%	6.4%
<b>Profit After Tax</b>	<b>854.59</b>	<b>25.5%</b>	<b>693.78</b>	<b>18.3%</b>	<b>23.2%</b>





# Balance Sheet Summary - Consolidated ( 1 of 2 )

(₹. Million)

Particulars	December 31, 2020	%	March 31, 2020	%
<b>ASSETS</b>				
<b>Non current assets</b>				
Property, plant and equipment ( incl CWIP)	354.76	5.4%	444.67	7.1%
Intangible assets	1.34	0.0%	0.97	0.0%
Financial assets				
(a) Investments	3,195.64	48.4%	2,329.41	37.5%
(b) Other financial assets	23.74	0.4%	31.45	0.5%
Deferred tax assets	67.54	1.0%	120.11	1.9%
Income tax assets	409.03	6.2%	586.44	9.4%
Other non-current assets	0.52	0.0%	-	0.0%
<b>Total non-current assets</b>	<b>4,052.57</b>	<b>61.4%</b>	<b>3,513.05</b>	<b>56.4%</b>
(a) Investments	974.17	14.7%	1,067.36	17.1%
(b) Trade receivables	546.85	8.3%	931.99	15.0%
(c) Unbilled revenue and contract assets	354.48	5.4%	398.62	6.4%
(d) Cash and cash equivalents	524.37	7.9%	182.51	2.9%
(e) Derivative assets	49.13	0.7%	-	0.0%
(e) Other financial assets	53.98	0.8%	42.08	0.7%
Other current assets	51.79	0.8%	94.38	1.5%
<b>Total current assets</b>	<b>2,554.77</b>	<b>38.6%</b>	<b>2,716.93</b>	<b>43.6%</b>
<b>Total</b>	<b>6,607.34</b>	<b>100.0%</b>	<b>6,229.98</b>	<b>100.0%</b>



# Balance Sheet Summary - Consolidated ( 2 of 2 )

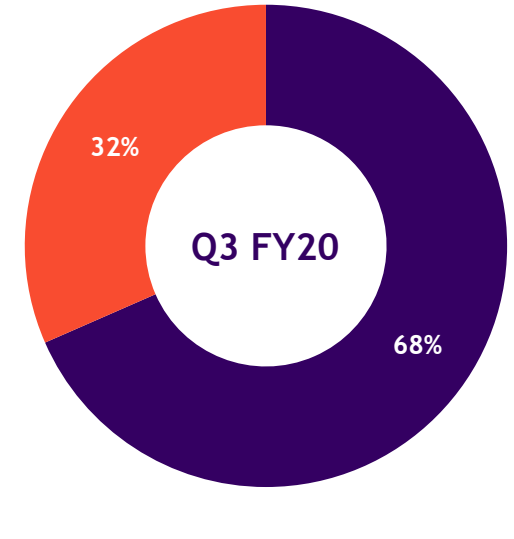
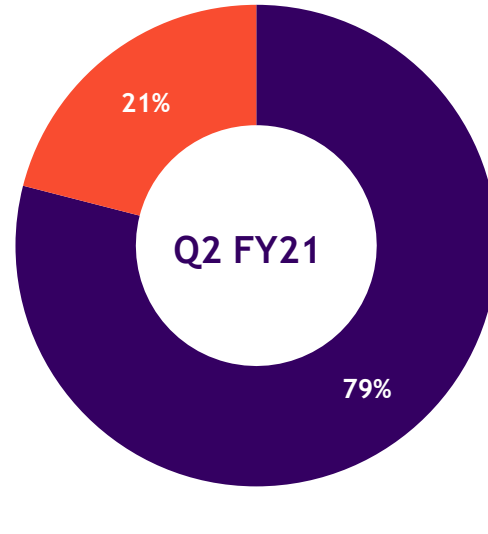
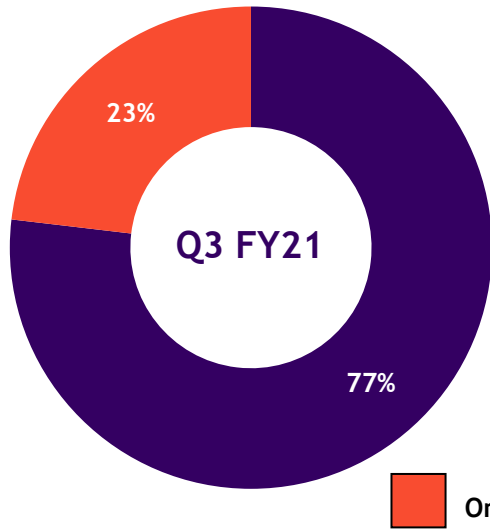
(₹. Million)

Particulars	December 31, 2020	%	March 31, 2020	%
<b>EQUITY AND LIABILITIES</b>				
Equity share capital	150.51	2.3%	150.51	2.4%
Other equity	5,409.17	81.9%	4,604.08	73.9%
<b>Total Equity</b>	<b>5,559.68</b>	<b>84.2%</b>	<b>4,754.59</b>	<b>76.3%</b>
Provisions	87.01	1.3%	167.89	2.7%
<b>Total non-current liabilities</b>	<b>87.01</b>	<b>1.3%</b>	<b>167.89</b>	<b>2.7%</b>
Financial liabilities				
(a) Trade payables	136.34	2.1%	172.78	2.8%
(b) Lease liabilities	1.96	0.0%	-	0.0%
(c) Other financial liabilities	225.67	3.4%	206.92	3.3%
(d) Derivative liabilities	-	0.0%	89.02	1.4%
Deferred revenue	46.52	0.7%	59.45	1.0%
Other current liabilities	201.15	3.0%	188.17	3.0%
Provisions	149.57	2.3%	160.03	2.6%
Income tax liabilities	199.44	3.0%	431.13	6.9%
<b>Total current liabilities</b>	<b>960.65</b>	<b>14.5%</b>	<b>1,307.50</b>	<b>21.0%</b>
<b>Total</b>	<b>6,607.34</b>	<b>100.0%</b>	<b>6,229.98</b>	<b>100.0%</b>



# Metrics - Q3 FY21

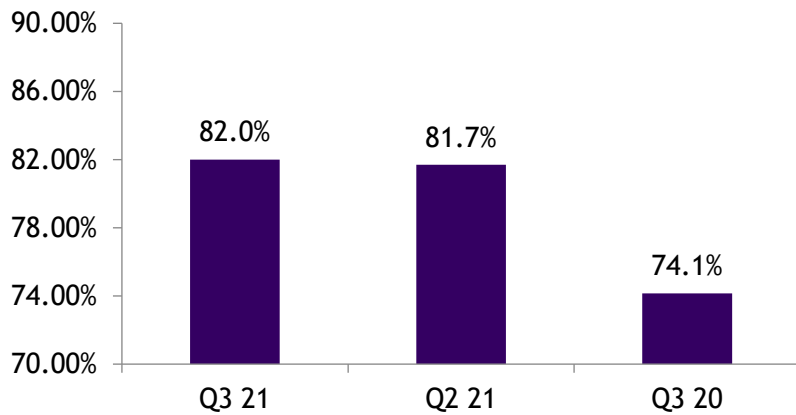
## Revenue Mix - Delivery



Onsite

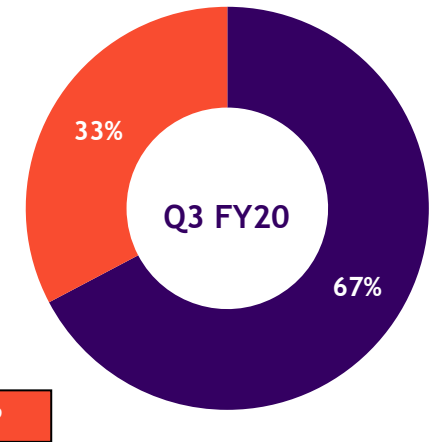
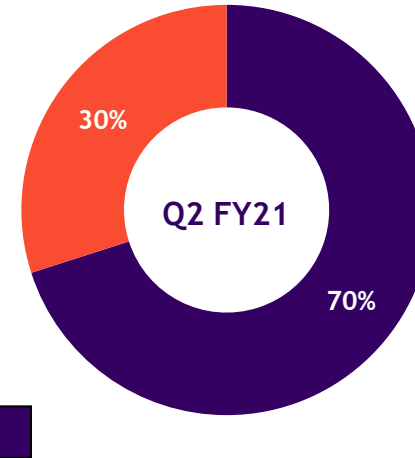
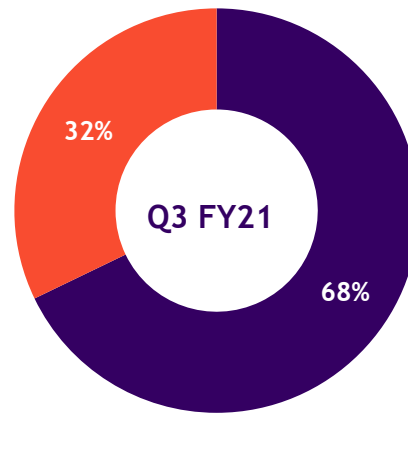
Offshore

## Utilization



Utilization includes Finland

## Revenue Mix - Project Type



T&M

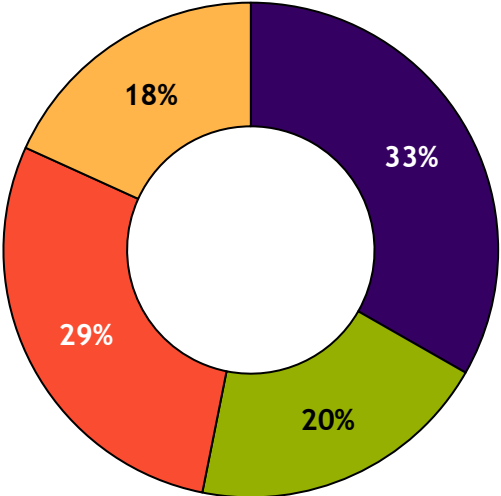
FPP

FPP includes all non T&M revenues

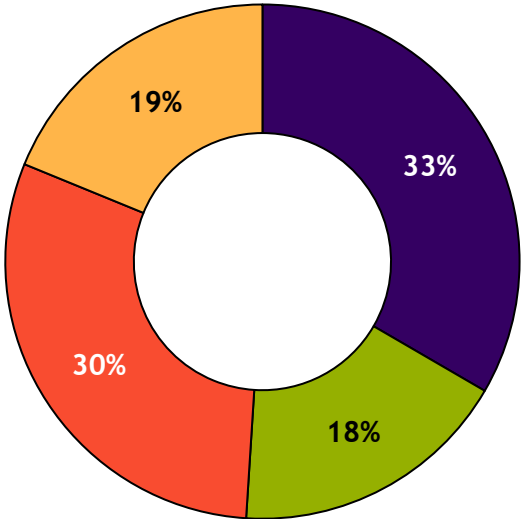


# Geography Wise Revenue - Q3 FY21

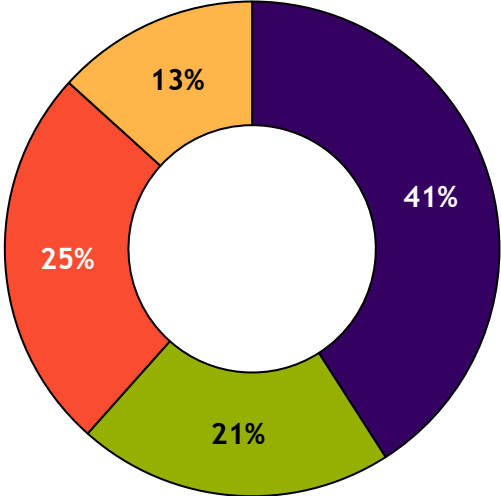
Q3 FY21



Q2 FY21



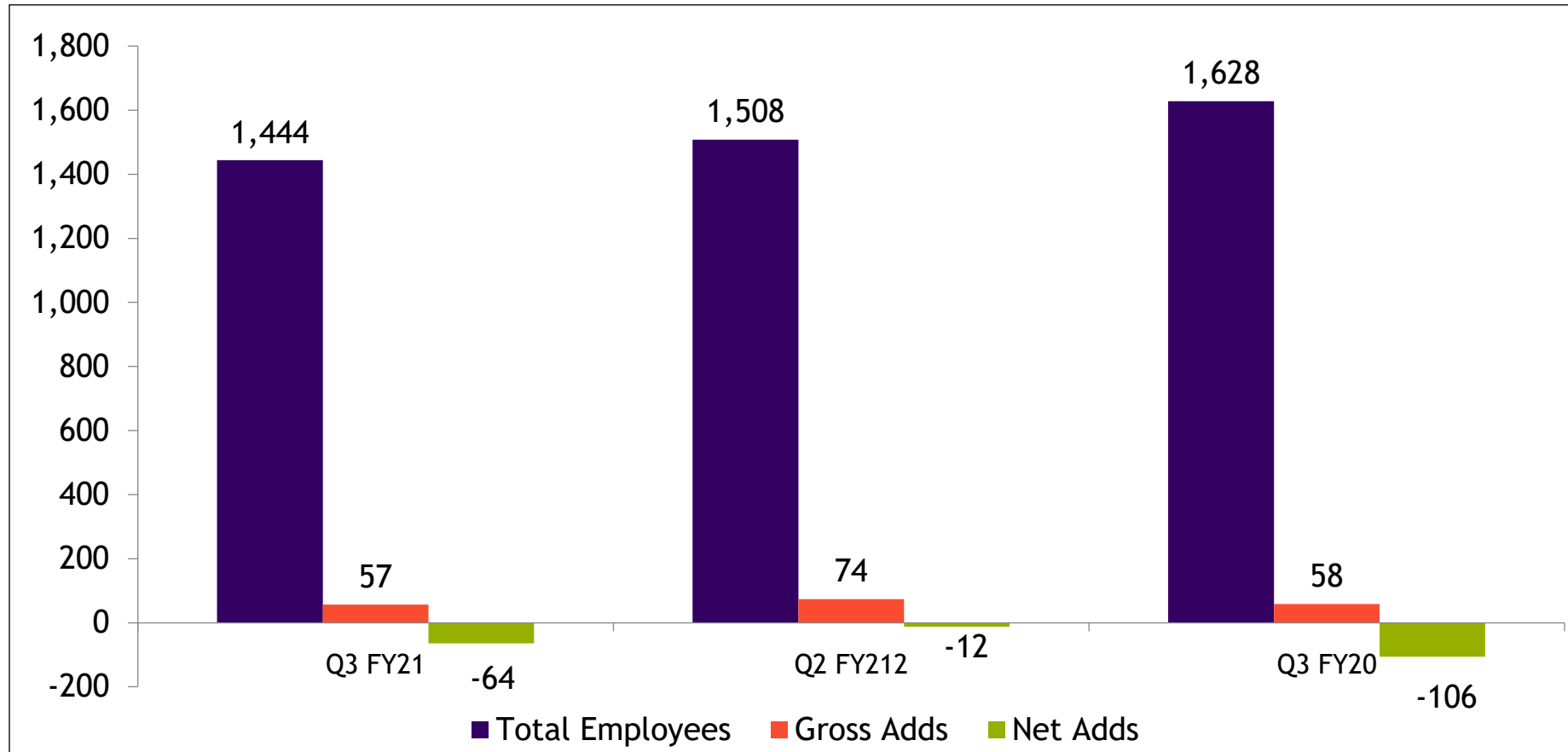
Q3 FY20



North America    EMEA    India    APAC



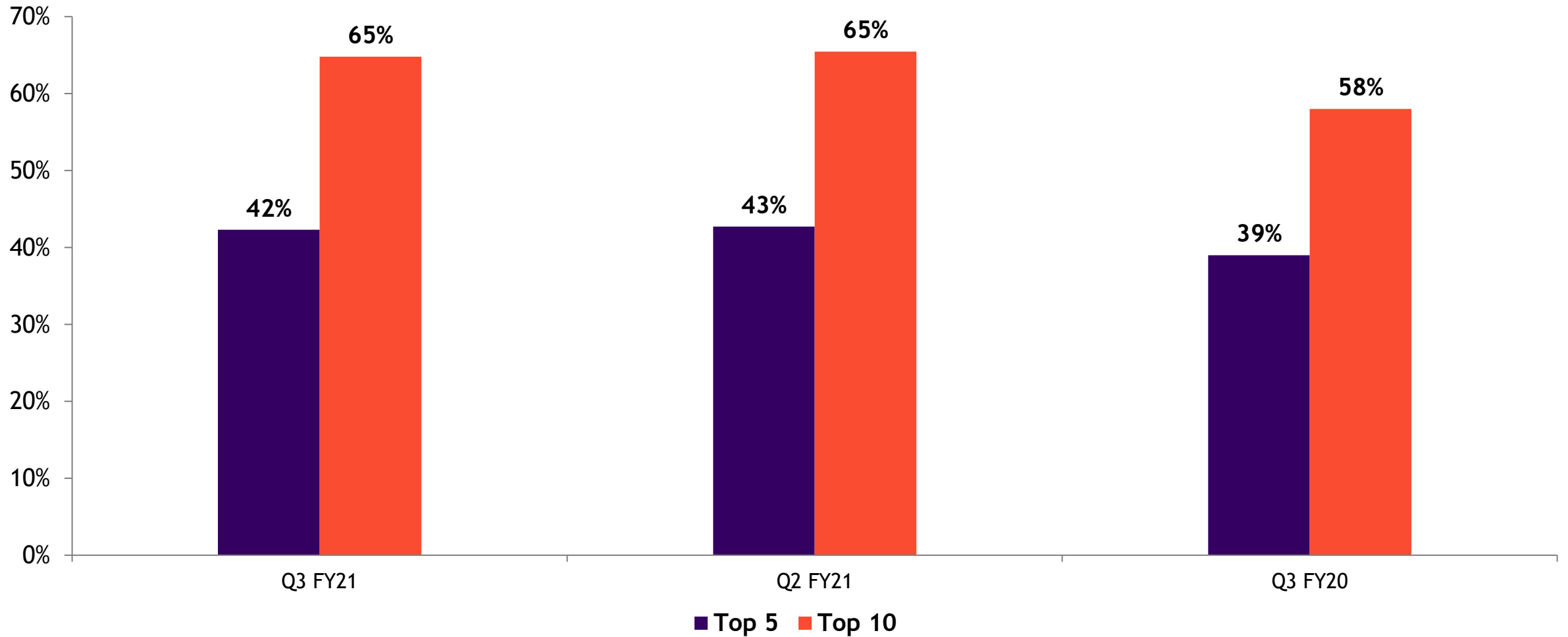
# Human Resources Metrics - Q3 FY21



Attrition %	Q3 FY 21	Q2 FY 21	Q3 FY 20
Attrition LTM %	23.1%	22.0%	26.1%
Annualised Attrition Quarterly %	29.5%	13.7%	24.3%



# Customer Concentration - Q3 FY21





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Thank You

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