



SASKEN

Consolidated Results for the quarter ended June 30, 2019

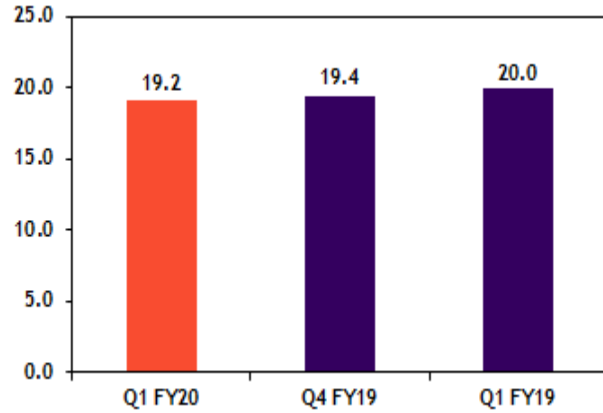
Safe Harbor Clause

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.



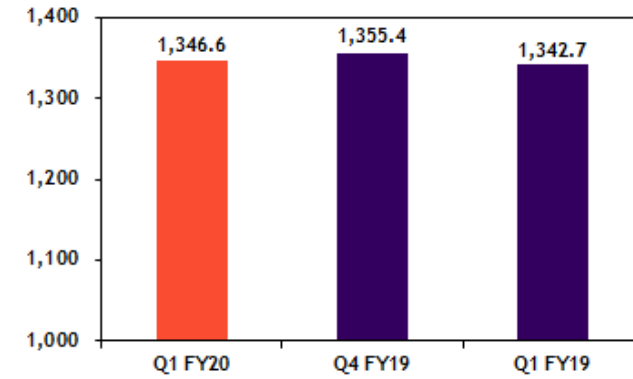
Performance Snapshot - Q1 FY20 - Consolidated

Consolidated Revenues (\$. Million)



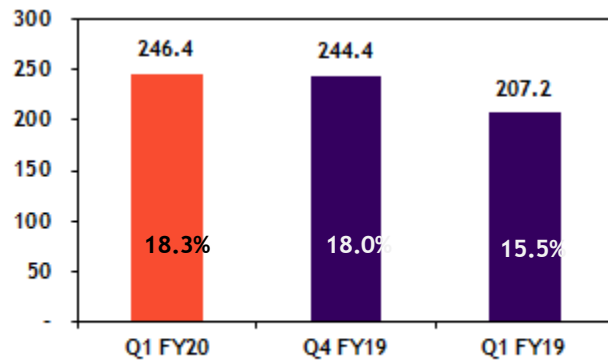
QoQ Growth: -0.9% ; YoY Growth: -4.1%

Consolidated Revenues (₹. Million)



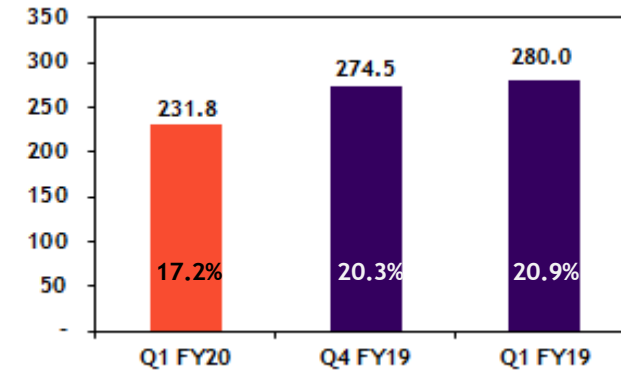
QoQ Growth: -0.7% ; YoY Growth: 0.3%

Consolidated EBITDA (₹. Million)

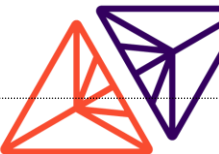


QoQ Growth: 0.8% ; YoY Growth: 18.9%

Consolidated PAT (₹. Million)



QoQ Growth: -15.6% ; YoY Growth: -17.2%



Income Statement Summary - Q1 FY20 - Consolidated

(₹. Million)

Particulars	Q1 FY20	%	Q4 FY19	%	Q1 FY19	%	Growth over	
							Q4 FY19	Q1 FY19
Revenues	1,346.57	100.0%	1,355.42	100.0%	1,342.72	100.0%	-0.7%	0.3%
Cost of Revenue	844.94	62.7%	852.21	62.9%	874.55	65.1%	0.9%	3.4%
Gross Profit	501.63	37.3%	503.21	37.1%	468.17	34.9%	-0.3%	7.1%
SG&A	255.24	19.0%	258.79	19.1%	261.00	19.4%	1.4%	2.2%
EBITDA	246.39	18.3%	244.42	18.0%	207.17	15.5%	0.8%	18.9%
Depreciation and amortisation expense	25.20	1.9%	18.28	1.3%	15.72	1.2%	-37.9%	-60.3%
EBIT	221.19	16.4%	226.14	16.7%	191.45	14.3%	-2.2%	15.5%
Other Income	114.77	8.5%	107.91	8.0%	176.36	13.1%	6.4%	-34.9%
Interest Expense	1.57	0.1%	-	-	-	-		
Profit/(loss) before tax	334.39	24.8%	334.05	24.7%	367.81	27.4%	0.1%	-9.1%
Taxes	102.57	7.6%	59.52	4.4%	87.79	6.5%	-72.3%	-16.8%
PAT	231.82	17.2%	274.53	20.3%	280.02	20.9%	-15.6%	-17.2%



Income Statement Summary - Q1 FY20 - Consolidated

Nature wise

(₹. Million)

Particulars	Q1 FY20	%	Q4 FY19	%	Q1 FY19	%	Growth over	
							Q4 FY19	Q1 FY19
Revenue from Operations	1,346.57	100.0%	1,355.42	100.0%	1,342.72	100.0%	-0.7%	0.3%
Other Income	114.77	8.5%	107.91	8.0%	176.36	13.1%	6.4%	-34.9%
Total Revenue	1,461.34	108.5%	1,463.33	108.0%	1,519.08	113.1%	-0.1%	-3.8%
Employee benefit expense	875.89	65.0%	867.58	64.0%	906.86	67.5%	-1.0%	3.4%
Other expenses	224.28	16.7%	243.42	18.0%	228.69	17.0%	7.9%	1.9%
Depreciation and amortization expense	25.20	1.9%	18.28	1.3%	15.72	1.2%	-37.9%	-60.3%
Finance cost	1.58	0.1%	-	0.0%	-	0.0%	0.0%	0.0%
Total Expenses	1,126.95	83.7%	1,129.28	83.3%	1,151.27	85.7%	0.2%	2.1%
Profit/(loss) before tax	334.39	24.8%	334.05	24.7%	367.81	27.4%	0.1%	-9.1%
Tax Expenses	102.57	7.6%	59.52	4.4%	87.79	6.5%	-72.3%	-16.8%
Profit After Tax	231.82	17.2%	274.53	20.3%	280.02	20.9%	-15.6%	-17.2%



Balance Sheet Summary - Consolidated (1 of 2)

Particulars	June 30, 2019	%	March 31, 2019	%
ASSETS				
Non current assets				
Property, plant and equipment (incl CWIP)	461.47	5.5%	403.33	5.1%
Intangible assets	2.13	0.0%	1.79	0.0%
Financial assets				
(a) Investments	4,089.39	49.0%	4,289.75	54.1%
(b) Other financial assets	33.07	0.4%	33.98	0.4%
Deferred tax assets	17.25	0.2%	26.92	0.3%
Income tax assets	527.49	6.3%	540.31	6.8%
Other non-current assets	2.47	0.0%	1.72	0.0%
Total non-current assets	5,133.27	61.4%	5,297.80	66.7%
(a) Investments	1,243.03	15.0%	810.79	10.2%
(b) Trade receivables	883.37	10.6%	822.84	10.4%
(c) Cash and cash equivalents	192.34	2.3%	174.82	2.2%
(d) Unbilled receivables	244.20	2.9%	195.54	2.5%
(e) Derivative assets	105.29	1.3%	94.09	1.2%
(e) Other financial assets	130.04	1.6%	114.87	1.4%
Contract assets	307.85	3.7%	314.53	4.0%
Other current assets	103.39	1.2%	113.47	1.4%
Total current assets	3,209.51	38.6%	2,640.95	33.3%
Total	8,342.78	100.0%	7,938.75	100.0%



Balance Sheet Summary - Consolidated (2 of 2)

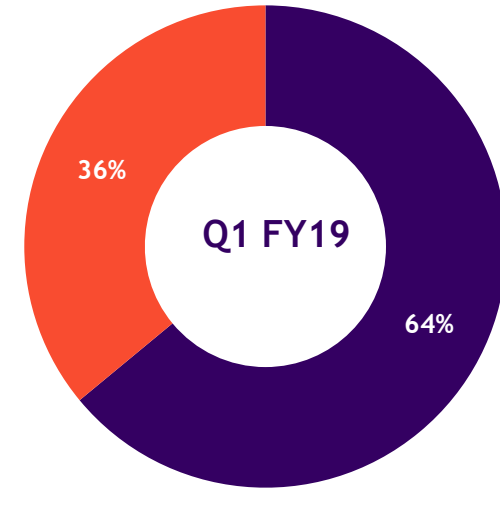
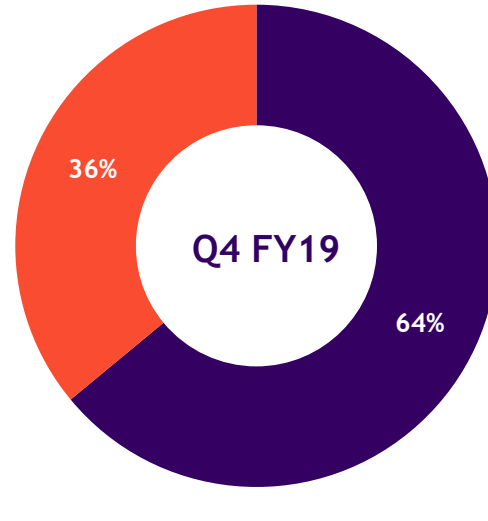
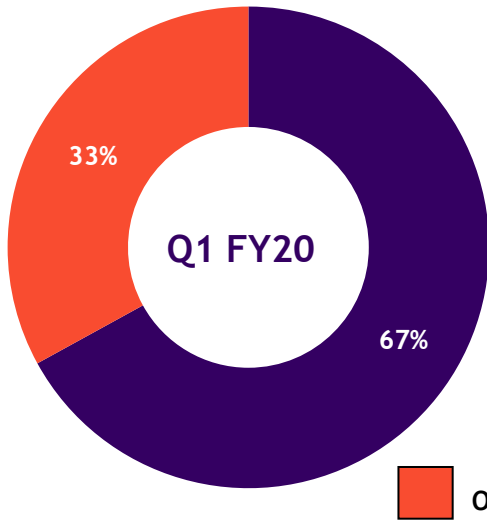
(₹. Million)

Particulars	June 30, 2019	%	March 31, 2019	%
EQUITY AND LIABILITIES				
Equity share capital	171.10	2.1%	171.10	2.2%
Other equity	7,049.68	84.5%	6,808.71	85.9%
Total Equity	7,220.78	86.6%	6,979.81	88.0%
Provisions	124.47	1.5%	71.14	0.9%
Total non-current liabilities	124.47	1.5%	71.14	0.9%
Financial liabilities				
(a) Trade payables	182.07	2.2%	183.44	2.2%
(b) Other financial liabilities	163.19	2.0%	150.69	1.9%
Deferred revenue	39.64	0.5%	38.02	0.5%
Other current liabilities	135.31	1.6%	136.60	1.7%
Provisions	158.87	1.9%	178.05	2.2%
Income tax liabilities	318.45	3.7%	201.00	2.5%
Total current liabilities	997.53	11.9%	887.80	11.1%
Total	8,342.78	100.0%	7,938.75	100.0%

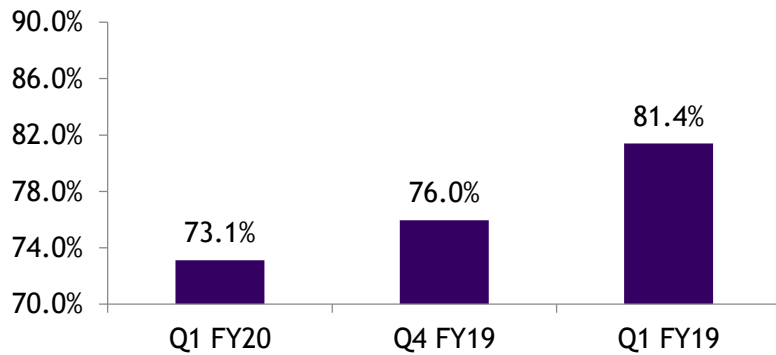


Metrics

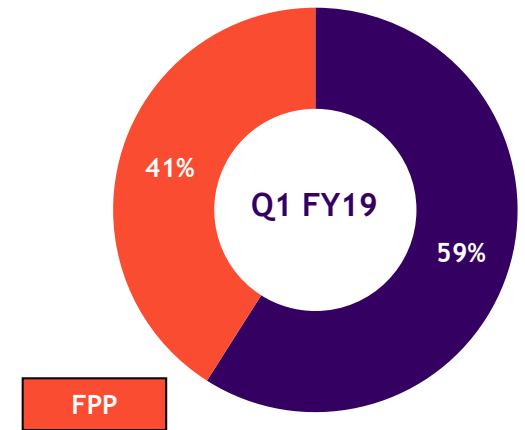
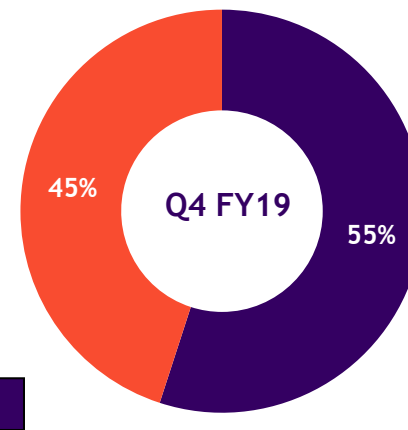
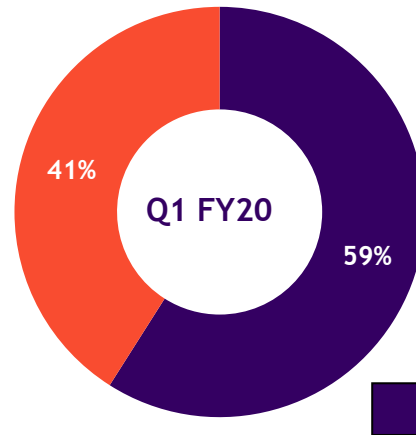
Revenue Mix - Delivery



Utilization



Revenue Mix - Project Type

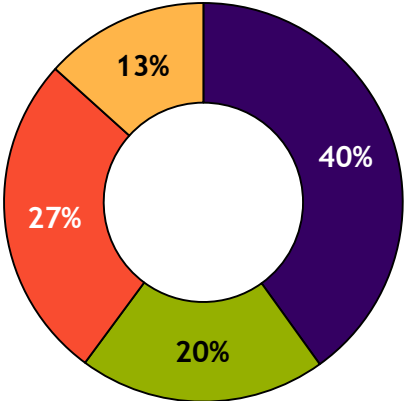


*FPP includes all non T&M revenues

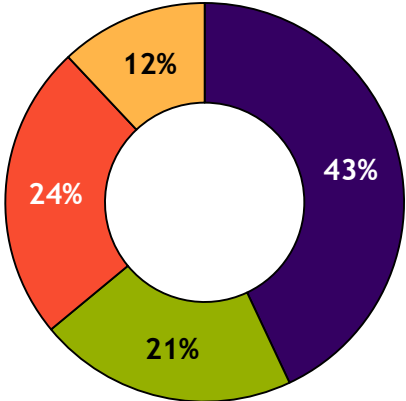


Geography Wise Revenue

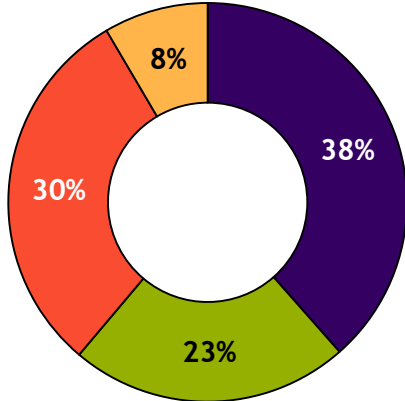
Q1 FY20



Q4 FY19



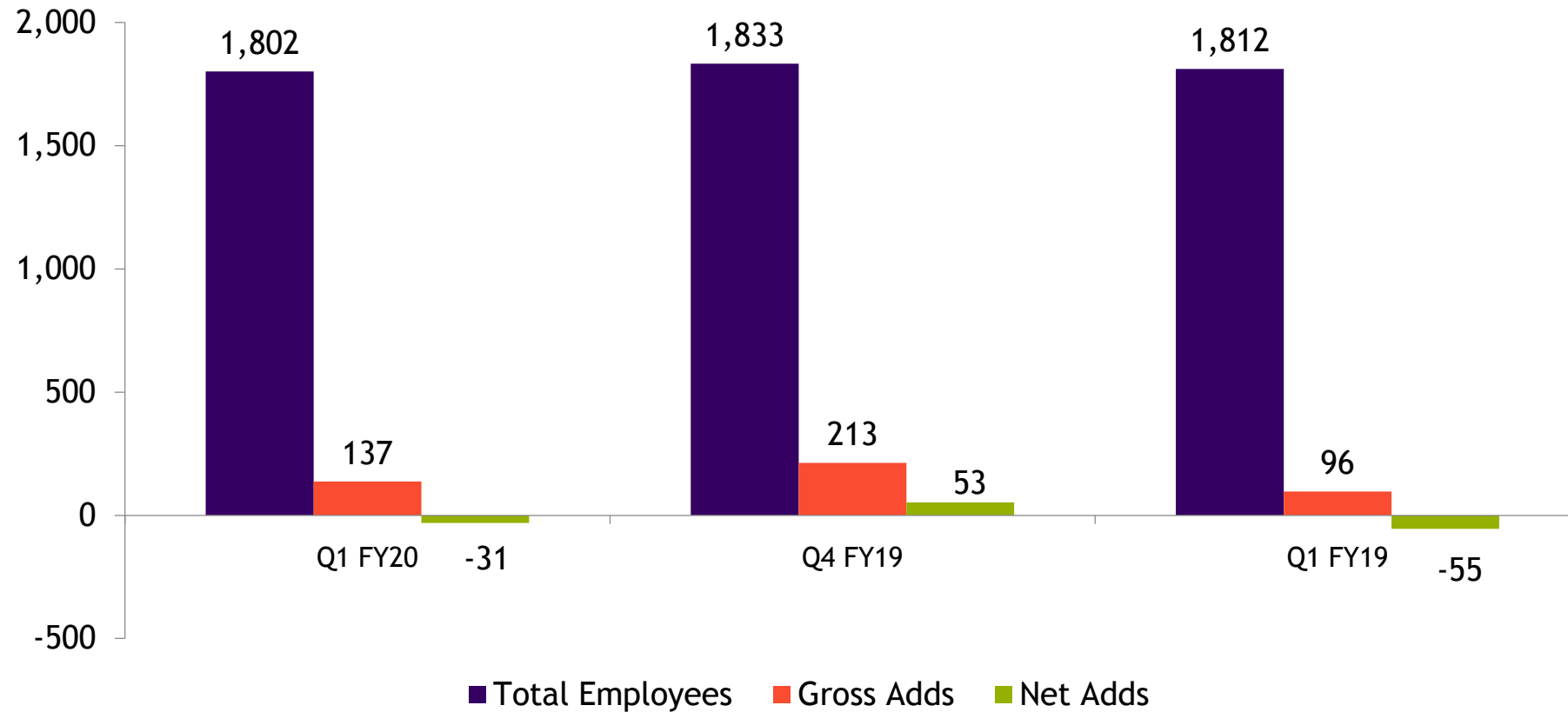
Q1 FY19



North America EMEA India APAC



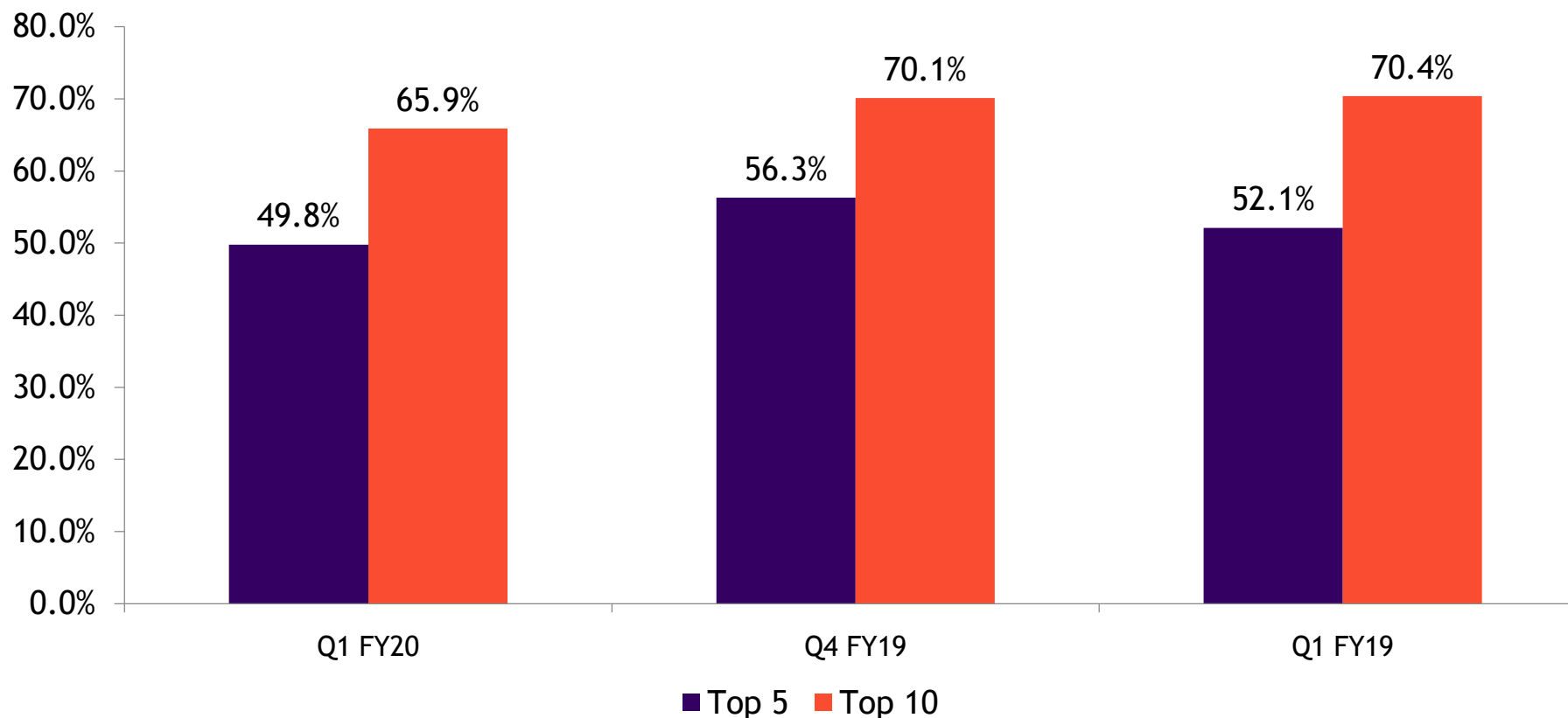
Human Resources Metrics



Attrition %	Q1 FY20	Q4 FY19	Q1 FY 19
Attrition LTM %	28.50%	28.22%	21.59%
Annualised Attrition Quarterly %	23.99%	30.33%	25.22%



Customer Concentration





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Thank You

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