



SASKEN

# Consolidated Results for the quarter and year ended 31 March 2020

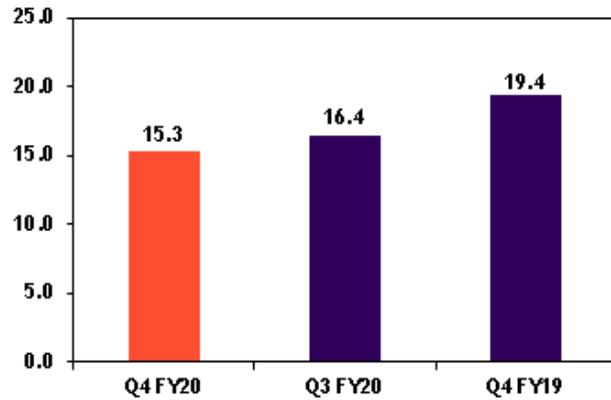
# Safe Harbor Clause

*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.*



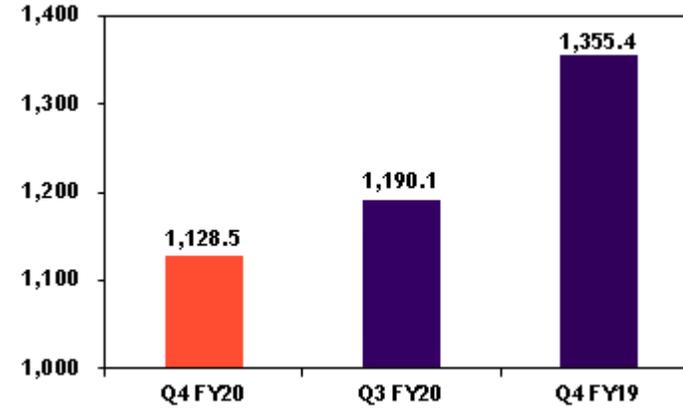
# Performance Snapshot - Q4 FY20 - Consolidated

### Consolidated Revenues ( \$. Million)



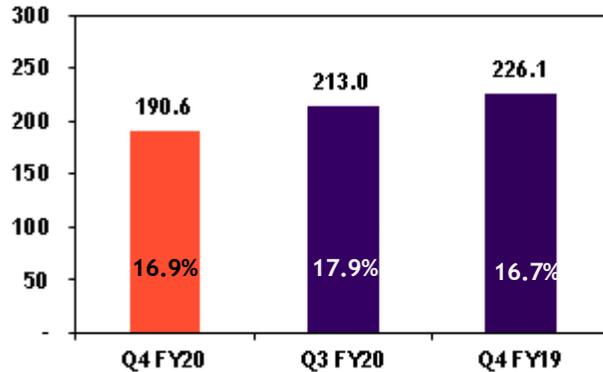
QoQ Growth: -6.7% ; YoY Growth:-21.1%

### Consolidated Revenues ( ₹. Million)



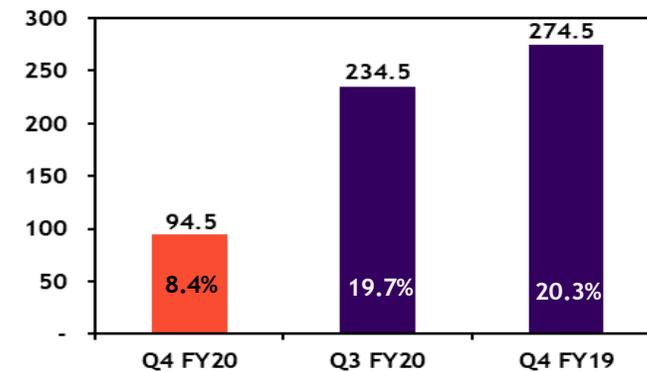
QoQ Growth: -5.2% ; YoY Growth: -16.7%

### Consolidated EBIT ( ₹. Million)



QoQ Growth: -10.5%; YoY Growth: -15.7%

### Consolidated PAT ( ₹. Million)



QoQ Growth: -59.7%; YoY Growth:-65.6%



# Income Statement Summary - Q4 FY20 - Consolidated

(₹. Million)

Particulars	Q4 FY20	%	Q3 FY20	%	Q4 FY19	%	Growth over	
							Q3 FY20	Q4 FY19
Revenues	1,128.53	100.0%	1,190.10	100.0%	1,355.42	100.0%	-5.2%	-16.7%
Cost of Revenue	716.00	63.4%	762.71	64.0%	852.21	62.9%	6.1%	16.0%
Gross Profit	412.53	36.6%	427.39	36.0%	503.21	37.1%	-3.5%	-18.0%
SG&A	192.54	17.1%	185.09	15.6%	258.79	19.1%	-4.0%	25.6%
EBITDA	219.99	19.5%	242.30	20.4%	244.42	18.0%	-9.2%	-10.0%
Depreciation and amortisation expense	29.38	2.6%	29.28	2.5%	18.28	1.3%	-0.3%	-60.7%
EBIT	190.61	16.9%	213.02	17.9%	226.14	16.7%	-10.5%	-15.7%
Other Income	(26.71)	-2.4%	125.00	10.5%	107.91	8.0%	-121.4%	-124.8%
Interest Expense	1.65	0.1%	2.24	0.2%	-	-	-26.3%	-
Profit/(loss) before tax	162.25	14.4%	335.78	28.2%	334.05	24.7%	-51.7%	-51.4%
Taxes	67.75	6.0%	101.25	8.5%	59.52	4.4%	33.1%	-13.8%
PAT	94.50	8.4%	234.53	19.7%	274.53	20.3%	-59.7%	-65.6%



# Income Statement Summary - Q4 FY20 - Consolidated

Nature wise

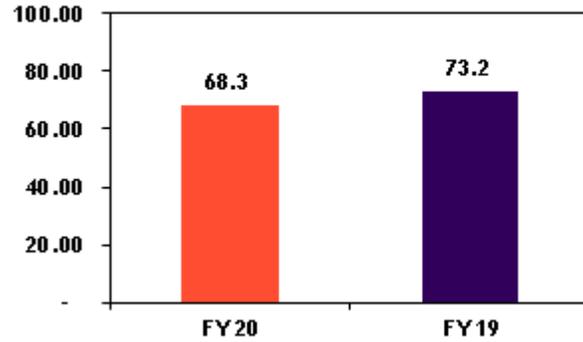
(₹. Million)

Particulars	Q4 FY20	%	Q3 FY20	%	Q4 FY19	%	Growth over	
							Q3 FY20	Q4 FY19
Revenue from Operations	1,128.53	100.0%	1,190.10	100.0%	1,355.42	100.0%	-5.2%	-16.7%
Other Income	(26.71)	-2.4%	125.00	10.5%	107.91	8.0%	-121.4%	-124.8%
<b>Total Revenue</b>	<b>1,101.82</b>	<b>97.6%</b>	<b>1,315.10</b>	<b>110.5%</b>	<b>1,463.33</b>	<b>108.0%</b>	<b>-16.2%</b>	<b>-24.7%</b>
Employee benefit expense	742.17	65.8%	724.83	60.9%	867.58	64.0%	-2.4%	14.5%
Other expenses	166.37	14.7%	222.97	18.7%	243.42	18.0%	25.4%	31.7%
Depreciation and amortization expense	29.38	2.6%	29.28	2.5%	18.28	1.3%	-0.3%	-60.7%
Finance cost	1.65	0.1%	2.24	0.2%	-	0.0%	26.3%	0.0%
<b>Total Expenses</b>	<b>939.57</b>	<b>83.2%</b>	<b>979.32</b>	<b>82.3%</b>	<b>1,129.28</b>	<b>83.3%</b>	<b>4.1%</b>	<b>16.8%</b>
<b>Profit/(loss) before tax</b>	<b>162.25</b>	<b>14.4%</b>	<b>335.78</b>	<b>28.2%</b>	<b>334.05</b>	<b>24.7%</b>	<b>-51.7%</b>	<b>-51.4%</b>
Tax Expenses	67.75	6.0%	101.25	8.5%	59.52	4.4%	33.1%	-13.8%
<b>Profit After Tax</b>	<b>94.50</b>	<b>8.4%</b>	<b>234.53</b>	<b>19.7%</b>	<b>274.53</b>	<b>20.3%</b>	<b>-59.7%</b>	<b>-65.6%</b>



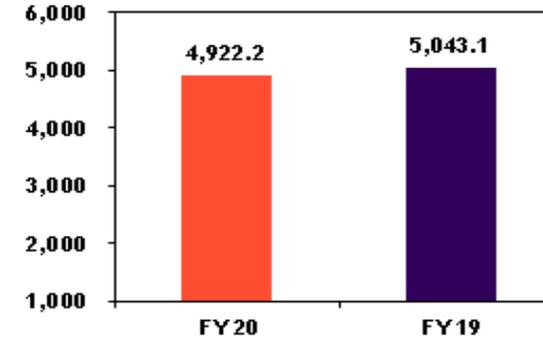
# Performance Snapshot - FY20 - Consolidated

Consolidated Revenues ( \$. Million)



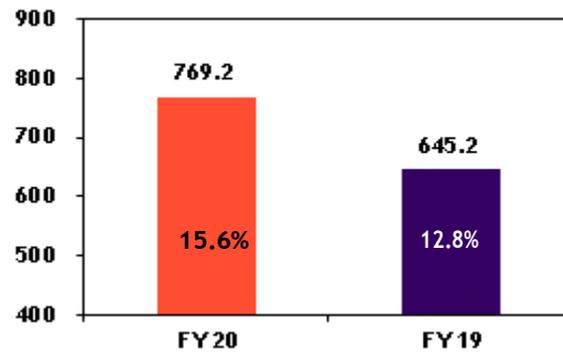
YoY Growth: -6.8%

Consolidated Revenues ( ₹. Million)



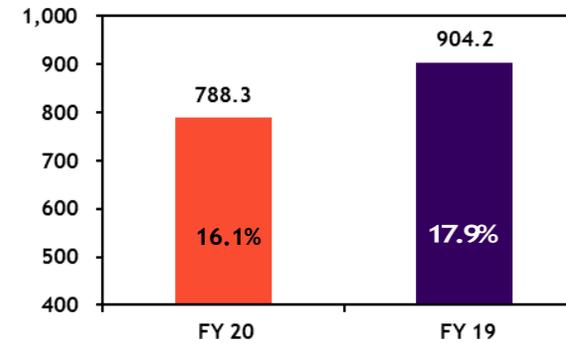
YoY Growth: -2.4%

Consolidated EBIT ( ₹. Million)



YoY Growth: 19.2%

Consolidated PAT ( ₹. Million)



YoY Growth: -12.8%



# Income Statement Summary - FY20 - Consolidated

(₹. Million)

Particulars	FY 20	%	FY 19	%	Growth over
					FY 19
Revenues	4,922.22	100.0%	5,043.11	100.0%	-2.4%
Cost of Revenue	3,148.08	64.0%	3,386.90	67.2%	7.1%
Gross Profit	1,774.14	36.0%	1,656.21	32.8%	7.1%
SG&A	893.34	18.1%	944.90	18.7%	5.5%
EBITDA	880.80	17.9%	711.31	14.1%	23.8%
Depreciation and amortisation expense	111.59	2.3%	66.05	1.3%	-68.9%
EBIT	769.21	15.6%	645.26	12.8%	19.2%
Other Income	357.49	7.3%	460.23	9.1%	-22.3%
Interest Expenses	7.05	0.1%			
PBT	1,119.65	22.8%	1,105.49	21.9%	1.3%
Taxes	331.38	6.7%	201.26	4.0%	-64.7%
PAT	788.27	16.1%	904.23	17.9%	-12.8%



# Income Statement Summary - FY20 - Consolidated

Nature wise

(₹. Million)

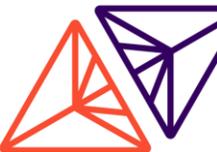
Particulars	FY 20	%	FY 19	%	Growth over FY 19
	<b>Revenue from Operations</b>	<b>4,922.22</b>	<b>100.0%</b>	<b>5,043.11</b>	<b>100.0%</b>
Other Income	357.49	7.3%	460.23	9.1%	-22.3%
<b>Total Revenue</b>	<b>5,279.71</b>	<b>107.3%</b>	<b>5,503.34</b>	<b>109.1%</b>	<b>-4.1%</b>
Employee benefit expense	3,216.67	65.3%	3,386.19	67.1%	5.0%
Other operational expense	824.75	16.8%	945.62	18.8%	12.8%
Depreciation and amortization expense	111.59	2.3%	66.05	1.3%	-68.8%
Finance cost	7.05	0.1%	-	0.0%	0.0%
<b>Total Expenses</b>	<b>4,160.06</b>	<b>84.5%</b>	<b>4,397.85</b>	<b>87.2%</b>	<b>5.4%</b>
<b>Profit/(loss) before tax</b>	<b>1,119.65</b>	<b>22.8%</b>	<b>1,105.49</b>	<b>21.9%</b>	<b>1.3%</b>
Tax Expenses	331.38	6.7%	201.26	4.0%	-64.7%
<b>Profit After Tax</b>	<b>788.27</b>	<b>16.1%</b>	<b>904.23</b>	<b>17.9%</b>	<b>-12.8%</b>



# Balance Sheet Summary - Consolidated ( 1 of 2 )

(₹. Million)

Particulars	March 31, 2020	%	March 31, 2019	%
<b>ASSETS</b>				
<b>Non current assets</b>				
<b>Property, plant and equipment ( incl CWIP)</b>	<b>444.67</b>	<b>7.1%</b>	<b>403.33</b>	<b>5.1%</b>
Intangible assets	0.97	0.0%	1.79	0.0%
Financial assets				
(a) Investments	2,329.41	37.4%	4,289.74	54.0%
(b) Other financial assets	31.45	0.5%	33.98	0.4%
Deferred tax assets	120.11	1.9%	26.92	0.3%
Income tax assets	586.44	9.4%	540.31	6.8%
Other non-current assets	-	0.0%	1.72	0.0%
<b>Total non-current assets</b>	<b>3,513.04</b>	<b>56.4%</b>	<b>5,297.80</b>	<b>66.7%</b>
(a) Investments	1,067.35	17.1%	810.79	10.2%
(b) Trade receivables	931.99	15.0%	822.84	10.4%
(c) Cash and cash equivalents	182.51	2.9%	174.82	2.2%
(d) Unbilled receivables	166.71	2.7%	195.54	2.5%
(e) Derivative assets	-	0.0%	94.09	1.2%
(e) Other financial assets	42.08	0.7%	114.87	1.4%
Contract assets	231.91	3.7%	314.53	4.0%
Other current assets	94.38	1.5%	113.49	1.4%
<b>Total current assets</b>	<b>2,716.94</b>	<b>43.6%</b>	<b>2,640.95</b>	<b>33.3%</b>
<b>Total</b>	<b>6,229.98</b>	<b>100.0%</b>	<b>7,938.75</b>	<b>100.0%</b>



# Balance Sheet Summary - Consolidated ( 2 of 2 )

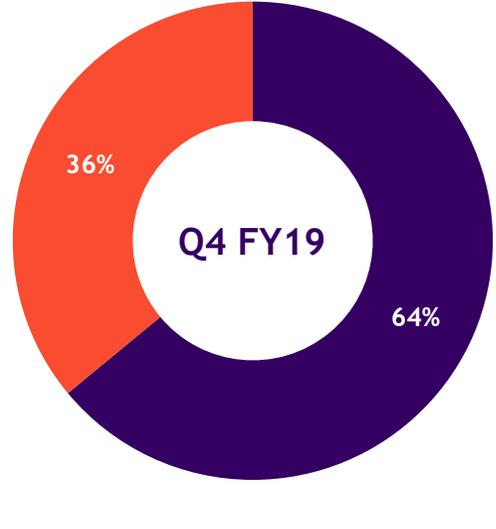
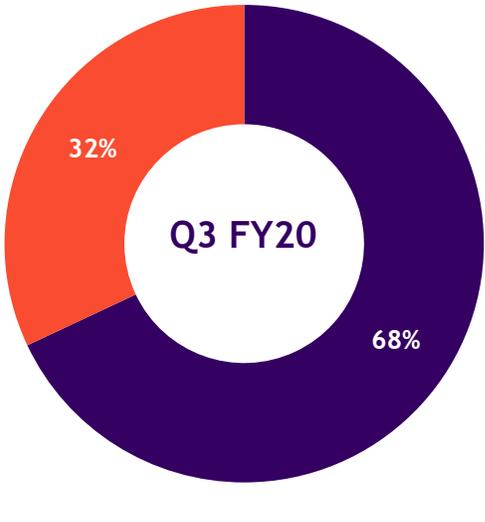
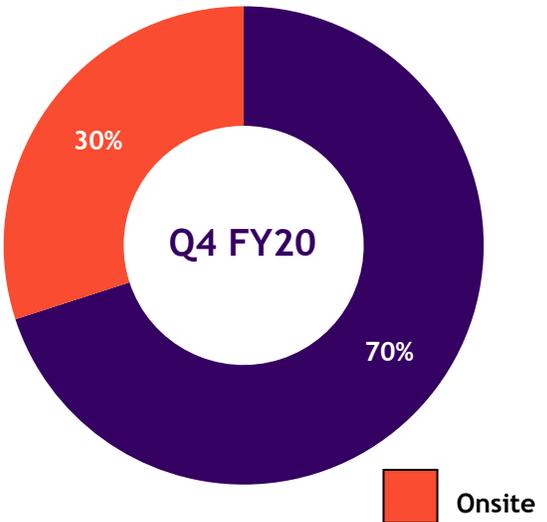
(₹. Million)

Particulars	March 31, 2020	%	March 31, 2019	%
<b>EQUITY AND LIABILITIES</b>				
Equity share capital	150.51	2.4%	171.10	2.2%
Other equity	4,604.09	73.9%	6,808.71	85.8%
<b>Total Equity</b>	<b>4,754.59</b>	<b>76.3%</b>	<b>6,979.81</b>	<b>88.0%</b>
Provisions	167.88	2.7%	71.14	0.9%
<b>Total non-current liabilities</b>	<b>167.88</b>	<b>2.7%</b>	<b>71.14</b>	<b>0.9%</b>
Financial liabilities				
(a) Trade payables	172.78	2.8%	183.45	2.3%
(b) Other financial liabilities	206.92	3.3%	150.69	1.9%
(b) Derivative liabilities	89.02	1.4%	-	0.0%
Deferred revenue	59.45	1.0%	38.02	0.5%
Other current liabilities	188.17	3.0%	136.60	1.7%
Provisions	160.03	2.6%	178.05	2.2%
Income tax liabilities	431.12	6.9%	201.00	2.5%
<b>Total current liabilities</b>	<b>1,307.50</b>	<b>21.0%</b>	<b>887.80</b>	<b>11.1%</b>
<b>Total</b>	<b>6,229.98</b>	<b>100.0%</b>	<b>7,938.75</b>	<b>100.0%</b>

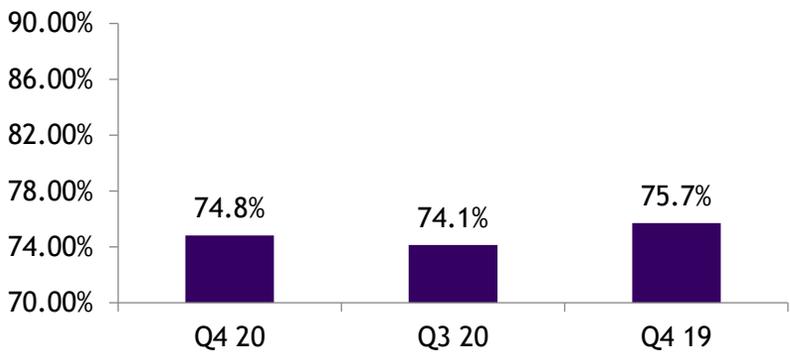


# Metrics - Q4 FY20

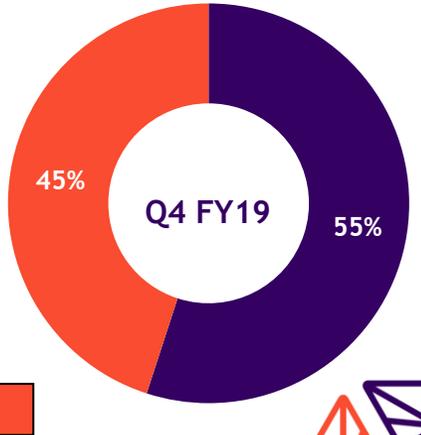
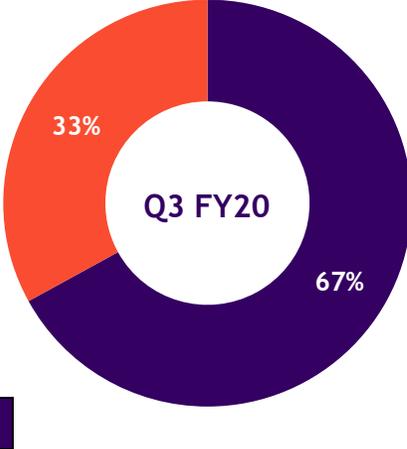
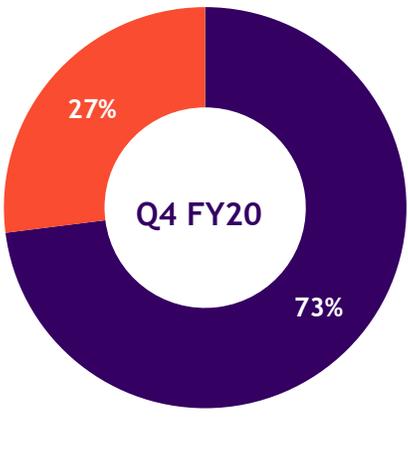
## Revenue Mix - Delivery



## Utilization

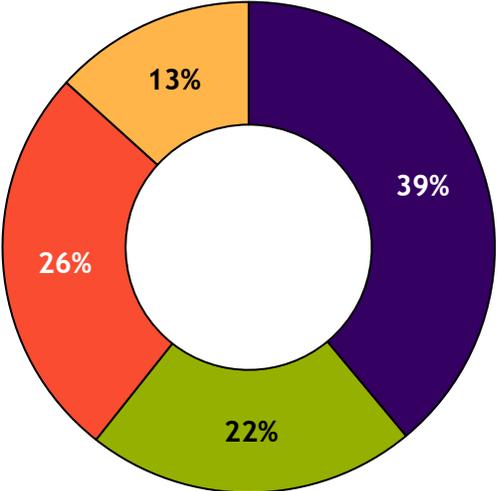


## Revenue Mix - Project Type

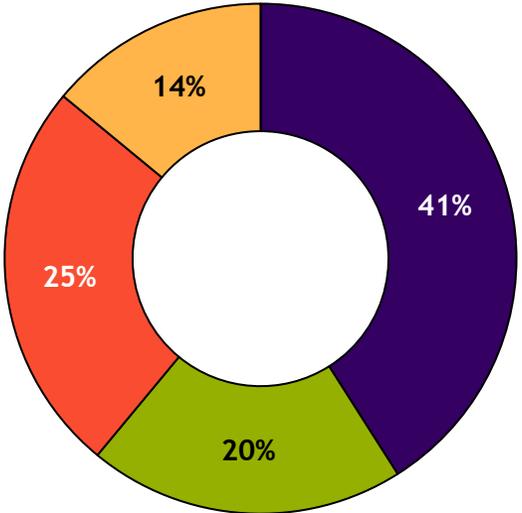


# Geography Wise Revenue - Q4 FY20

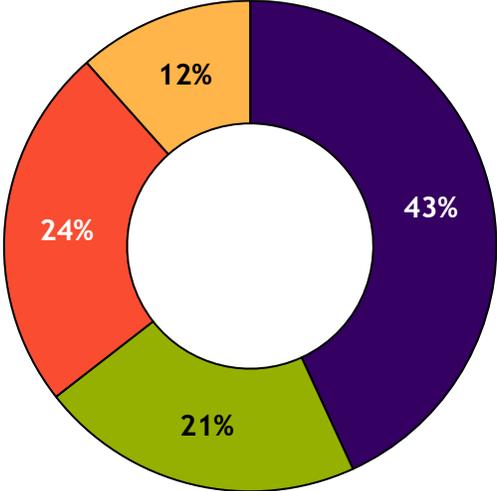
Q4 FY20



Q3 FY20



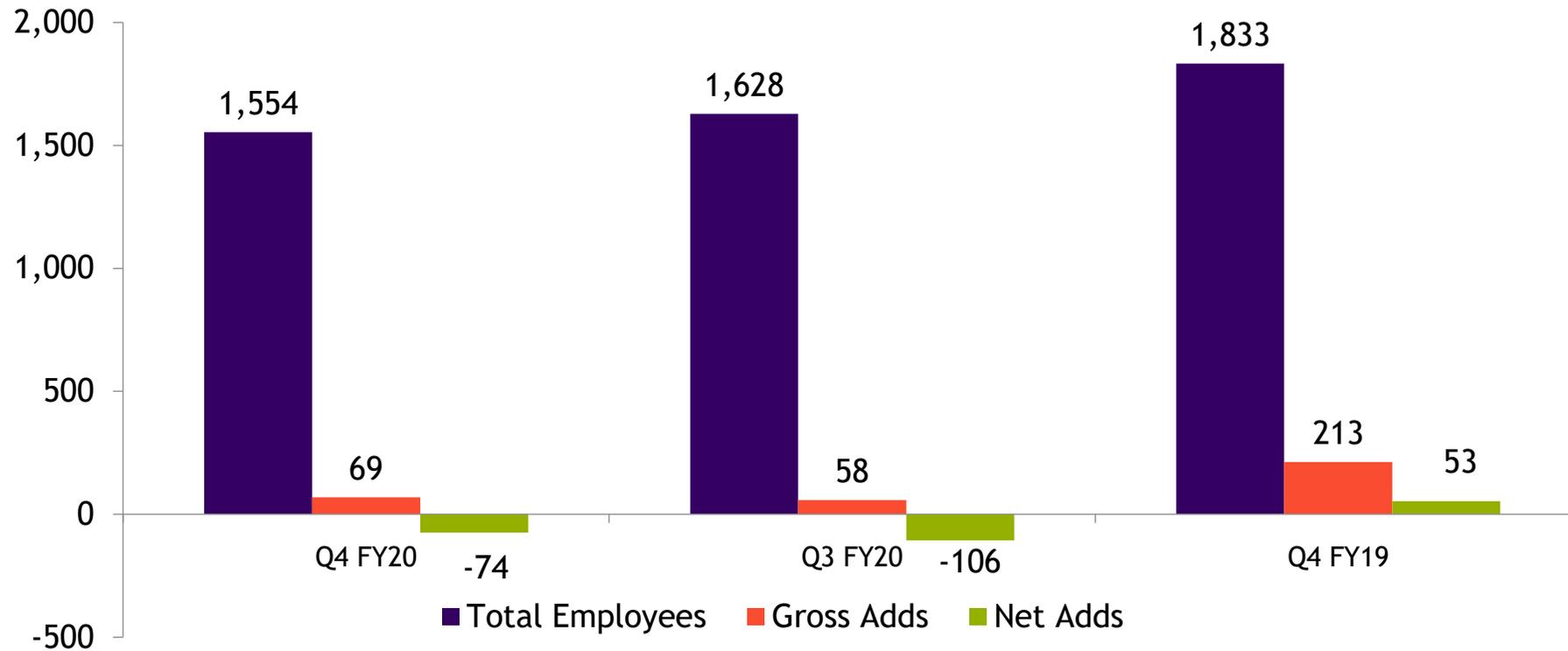
Q4 FY19



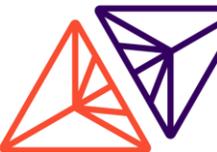
North America    EMEA    India    APAC



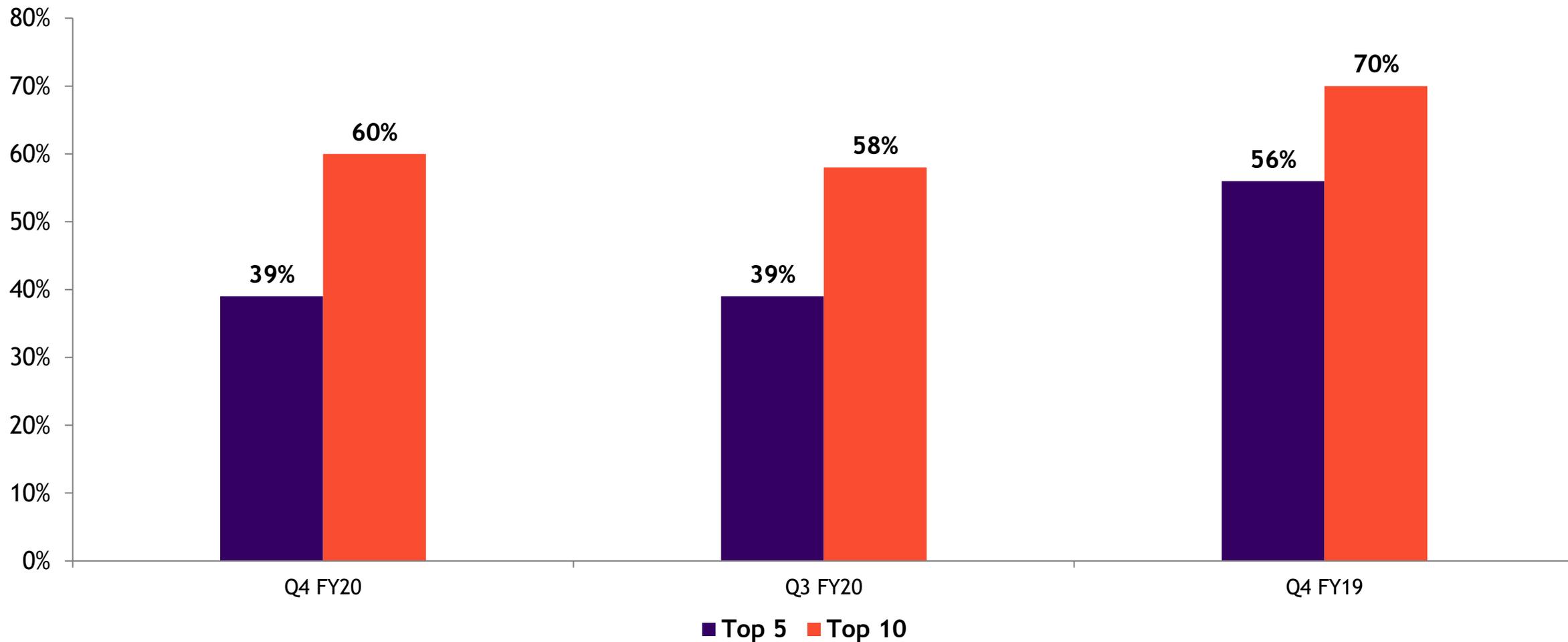
# Human Resources Metrics



Attrition %	Q4 FY 20	Q3 FY 20	Q4 FY 19
Attrition LTM %	25.09%	26.12%	28.22%
Annualised Attrition Quarterly %	29.42%	24.27%	30.33%



# Customer Concentration - Q4 FY20





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# Thank You

Visit us at [www.sasken.com](http://www.sasken.com)

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