



SASKEN

Consolidated Results for the quarter and year ended

March 31, 2024

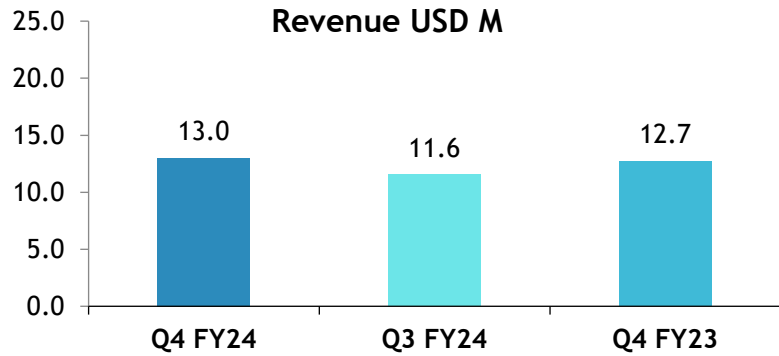
Safe Harbor Clause

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.



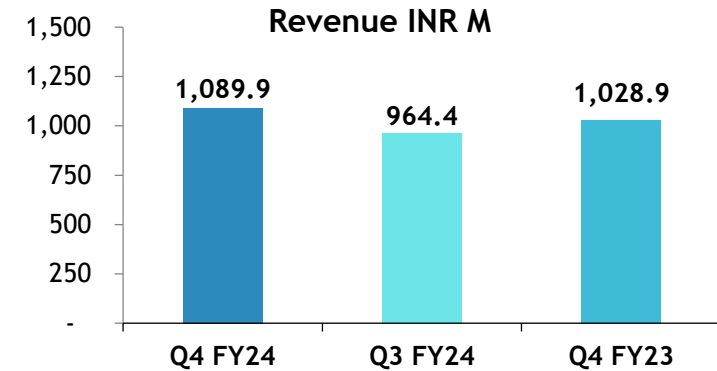
Performance Snapshot - Q4 FY24 - Consolidated

Consolidated Revenues (\$. Million)



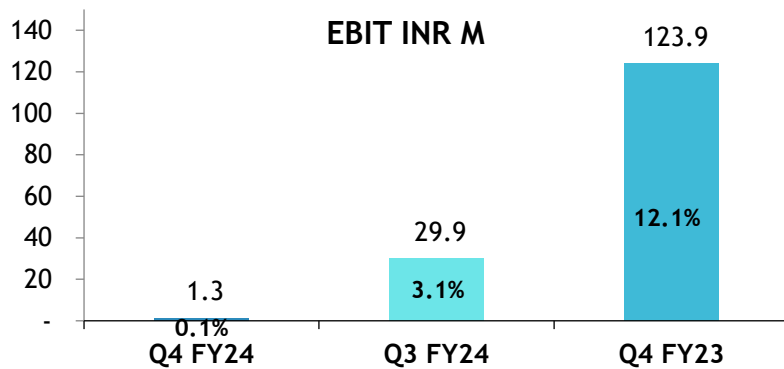
QoQ Growth: 12.5% ; YoY Growth: 2.3%

Consolidated Revenues (INR Million)



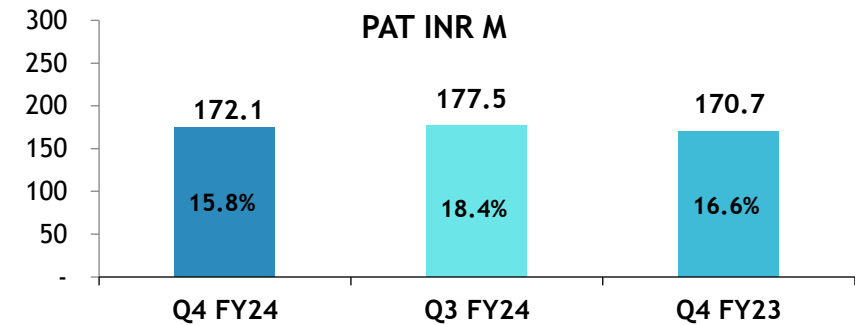
QoQ Growth: 13.0% ; YoY Growth: 5.9%

Consolidated EBIT (INR Million)



QoQ Growth: -95.6% ; YoY Growth: -99.0%

Consolidated PAT (INR Million)



QoQ Growth: -3.1% ; YoY Growth: 0.7%



Income Statement Summary - Q4 FY24 - Consolidated

(INR Million)

| Particulars | Q4 FY24 | % | Q3 FY24 | % | Q4 FY23 | % | Growth over | |
|-------------------------------------------|----------|--------|---------|--------|----------|--------|-------------|---------|
| | | | | | | | Q3 FY24 | Q4 FY23 |
| Revenues | 1,089.90 | 100.0% | 964.36 | 100.0% | 1,028.91 | 100.0% | 13.0% | 5.9% |
| Cost of Revenue | 772.89 | 71.0% | 659.36 | 68.4% | 635.98 | 61.8% | -17.2% | -21.5% |
| Gross Profit | 317.01 | 29.0% | 305.00 | 31.6% | 392.93 | 38.2% | 3.9% | -19.3% |
| SG&A | 296.70 | 27.2% | 257.03 | 26.6% | 251.09 | 24.4% | -15.4% | -18.2% |
| EBITDA | 20.31 | 1.8% | 47.97 | 5.0% | 141.84 | 13.8% | -57.7% | -85.7% |
| Depreciation and amortisation expense | 19.01 | 1.7% | 18.09 | 1.9% | 17.92 | 1.7% | -5.1% | -6.1% |
| EBIT | 1.30 | 0.1% | 29.88 | 3.1% | 123.92 | 12.1% | -95.6% | -99.0% |
| Other Income | 208.99 | 19.2% | 181.24 | 18.8% | 83.81 | 8.1% | 15.3% | 149.4% |
| Interest Expense | 0.86 | 0.1% | 0.75 | 0.1% | 0.76 | 0.1% | 14.7% | -13.2% |
| Profit/(loss) before tax | 209.43 | 19.2% | 210.37 | 21.8% | 206.97 | 20.1% | -0.4% | 1.2% |
| Taxes | 37.31 | 3.4% | 32.87 | 3.4% | 36.32 | 3.5% | -13.5% | -2.7% |
| PAT | 172.12 | 15.8% | 177.50 | 18.4% | 170.65 | 16.6% | -3.0% | 0.9% |
| Attributable to owners of the Company | 171.91 | 99.9% | 177.50 | 100.0% | 170.65 | 100.0% | -3.1% | 0.7% |
| Attributable to Non-controlling interests | 0.21 | 0.1% | - | | - | | | |



Income Statement Summary - Q4 FY24 - Consolidated Nature wise

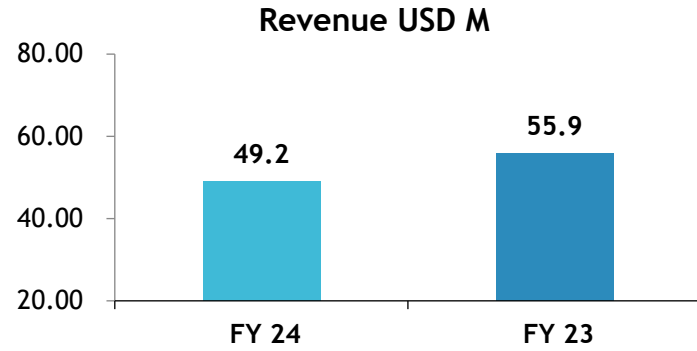
(INR Million)

| Particulars | Q4 FY24 | % | Q3 FY24 | % | Q4 FY23 | % | Growth over | |
|-------------------------------------------|-----------------|---------------|-----------------|---------------|-----------------|---------------|---------------|---------------|
| | | | | | | | Q3 FY24 | Q4 FY23 |
| Revenue from Operations | 1,089.90 | 100.0% | 964.36 | 100.0% | 1,028.91 | 100.0% | 13.0% | 5.9% |
| Other Income | 208.99 | 19.2% | 181.24 | 18.8% | 83.81 | 8.1% | 15.3% | 149.4% |
| Total Revenue | 1,298.89 | 119.2% | 1,145.60 | 118.8% | 1,112.72 | 108.1% | 13.4% | 16.7% |
| Employee benefit expense | 870.14 | 79.9% | 754.34 | 78.2% | 750.81 | 73.0% | -15.4% | -15.9% |
| Other expenses | 199.45 | 18.3% | 162.05 | 16.8% | 136.26 | 13.2% | -23.1% | -46.4% |
| Depreciation and amortization expense | 19.01 | 1.7% | 18.09 | 1.9% | 17.92 | 1.7% | -5.1% | -6.1% |
| Finance cost | 0.86 | 0.1% | 0.75 | 0.1% | 0.76 | 0.1% | -14.7% | -13.2% |
| Total Expenses | 1,089.46 | 100.0% | 935.23 | 97.0% | 905.75 | 88.0% | -16.5% | -20.3% |
| Profit/(loss) before tax | 209.43 | 19.2% | 210.37 | 21.8% | 206.97 | 20.1% | -0.4% | 1.2% |
| Tax Expenses | 37.31 | 3.4% | 32.87 | 3.4% | 36.32 | 3.5% | -13.5% | -2.7% |
| Profit After Tax | 172.12 | 15.8% | 177.50 | 18.4% | 170.65 | 16.6% | -3.0% | 0.9% |
| Attributable to owners of the Company | 171.91 | 99.9% | 177.50 | 100.0% | 170.65 | 100.0% | -3.1% | 0.7% |
| Attributable to Non-controlling interests | 0.21 | 0.1% | - | 0.0% | - | 0.0% | 0.0% | 0.0% |



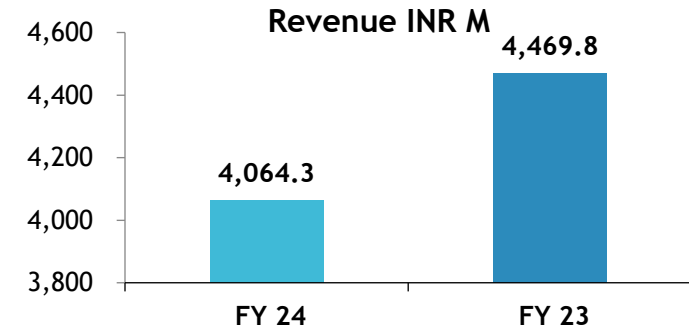
Performance Snapshot - FY24 - Consolidated

Consolidated Revenues (\$. Million)



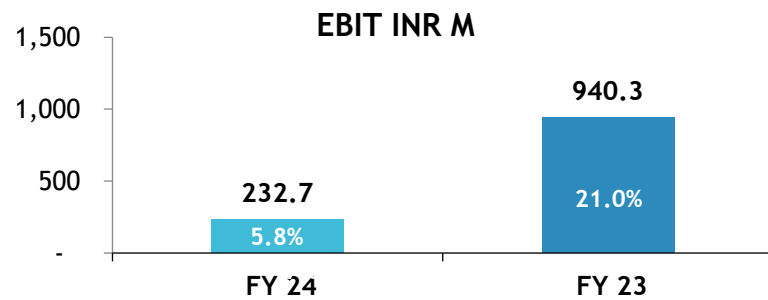
YoY Growth: -12.0%

Consolidated Revenues (INR Million)



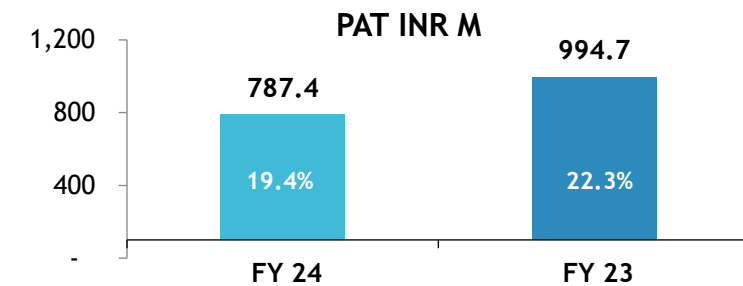
YoY Growth: -9.1%

Consolidated EBIT (INR Million)



YoY Growth: -75.3%

Consolidated PAT (INR Million)



YoY Growth: -20.8%



Income Statement Summary - FY24 - Consolidated

(INR Million)

| Particulars | FY 24 | % | FY 23 | % | Growth over |
|-------------------------------------------|----------|--------|----------|--------|-------------|
| | | | | | FY 23 |
| Revenues | 4,064.27 | 100.0% | 4,469.84 | 100.0% | -9.1% |
| Cost of Revenue | 2,700.13 | 66.4% | 2,527.41 | 56.5% | -6.8% |
| Gross Profit | 1,364.14 | 33.6% | 1,942.43 | 43.5% | -29.8% |
| SG&A | 1,057.15 | 26.0% | 934.50 | 21.0% | -13.1% |
| EBITDA | 306.99 | 7.6% | 1,007.93 | 22.5% | -69.5% |
| Depreciation and amortisation expense | 74.32 | 1.8% | 67.63 | 1.5% | -9.9% |
| EBIT | 232.67 | 5.8% | 940.30 | 21.0% | -75.3% |
| Other Income | 708.61 | 17.4% | 297.36 | 6.7% | 138.3% |
| Interest Expenses | 3.28 | 0.1% | 1.34 | 0.0% | 144.8% |
| PBT | 938.00 | 23.1% | 1,236.32 | 27.7% | -24.1% |
| Taxes | 150.61 | 3.7% | 241.60 | 5.4% | 37.7% |
| PAT | 787.39 | 19.4% | 994.72 | 22.3% | -20.8% |
| Attributable to owners of the Company | 787.18 | 100.0% | 994.72 | 100.0% | -20.9% |
| Attributable to Non-controlling interests | 0.21 | 0.0% | - | | |



Income Statement Summary - FY24 - Consolidated Nature wise

(INR Million)

| Particulars | FY24 | % | FY23 | % | Growth over |
|-------------------------------------------|-----------------|---------------|-----------------|---------------|---------------|
| | | | | | FY23 |
| Revenue from Operations | 4,064.27 | 100.0% | 4,469.84 | 100.0% | -9.1% |
| Other Income | 708.61 | 17.4% | 297.36 | 6.7% | 138.3% |
| Total Revenue | 4,772.88 | 117.4% | 4,767.20 | 106.7% | 0.1% |
| Employee benefit expense | 3,110.13 | 76.5% | 2,864.79 | 64.1% | -8.6% |
| Other expenses | 647.15 | 15.9% | 597.12 | 13.4% | -8.4% |
| Depreciation and amortization expense | 74.32 | 1.8% | 67.63 | 1.5% | -9.8% |
| Finance cost | 3.28 | 0.1% | 1.34 | 0.0% | -144.8% |
| Total Expenses | 3,834.88 | 94.3% | 3,530.88 | 79.0% | -8.6% |
| Profit/(loss) before tax | 938.00 | 23.1% | 1,236.32 | 27.7% | -24.1% |
| Tax Expenses | 150.61 | 3.7% | 241.60 | 5.4% | 37.7% |
| Profit After Tax | 787.39 | 19.4% | 994.72 | 22.3% | -20.8% |
| Attributable to owners of the Company | 787.18 | 100.0% | 994.72 | 100.0% | -20.9% |
| Attributable to Non-controlling interests | 0.21 | 0.0% | - | - | - |



Balance Sheet Summary - Consolidated (1 of 2)

(INR Million)

| Particulars | March 31, 2024 | % | March 31, 2023 | % |
|--------------------------------------------|-------------------|---------------|-------------------|---------------|
| ASSETS | | | | |
| Non current assets | | | | |
| Property, plant and equipment (incl CWIP) | 327.53 | 3.5% | 358.06 | 4.3% |
| Right to use assets | 77.22 | 0.8% | 32.60 | 0.4% |
| Intangible assets | 78.71 | 0.9% | 0.11 | 0.0% |
| Goodwill | 100.47 | 1.1% | - | - |
| Financial assets | | | | |
| (a) Investments | 6,102.18 | 65.9% | 5,131.62 | 62.4% |
| (b) Other financial assets | 32.03 | 0.3% | 20.12 | 0.2% |
| Deferred tax assets | 40.61 | 0.4% | 83.73 | 1.0% |
| Income tax assets | 567.16 | 6.2% | 472.22 | 5.8% |
| Other non-current assets | 3.45 | 0.0% | 0.12 | 0.0% |
| Total non-current assets | 7,329.36 | 79.1% | 6,098.58 | 74.1% |
| | | | | |
| (a) Investments | 213.76 | 2.3% | 690.33 | 8.4% |
| (b) Trade receivables | 657.68 | 7.1% | 717.82 | 8.7% |
| (c) Unbilled revenue and contract assets | 310.11 | 3.4% | 277.54 | 3.4% |
| (d) Cash and cash equivalents | 551.57 | 6.0% | 279.56 | 3.4% |
| (e) Derivative assets | 8.66 | 0.1% | - | - |
| (e) Other financial assets | 54.50 | 0.6% | 43.94 | 0.5% |
| Other current assets | 130.78 | 1.4% | 123.61 | 1.5% |
| Total current assets | 1,927.06 | 20.9% | 2,132.80 | 25.9% |
| Total | 9,256.42 | 100.0% | 8,231.38 | 100.0% |



Balance Sheet Summary - Consolidated (2 of 2)

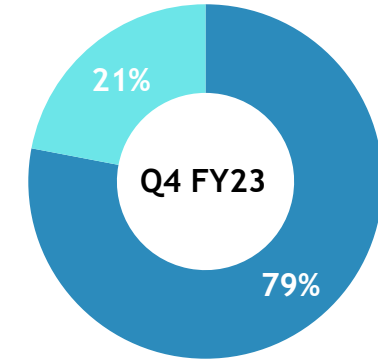
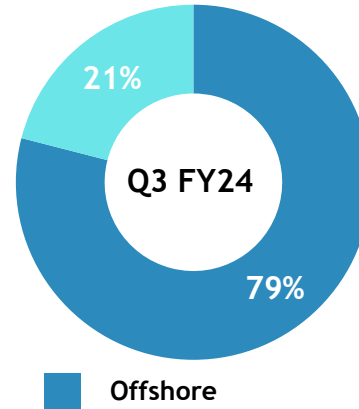
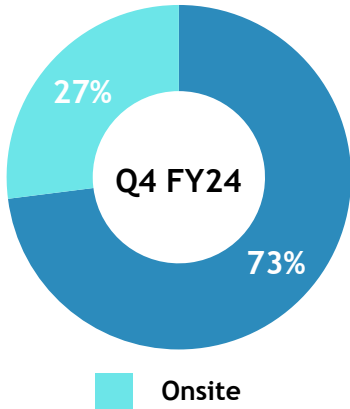
(INR Million)

| Particulars | March 31, 2024 | % | March 31, 2023 | % |
|-------------------------------------------------------------------|-------------------|---------------|-------------------|---------------|
| EQUITY AND LIABILITIES | | | | |
| Equity share capital | 150.78 | 1.6% | 150.51 | 1.8% |
| Other equity | 7,537.46 | 81.4% | 7,042.79 | 85.6% |
| Total Equity attributable to equity holders of the Company | 7,688.24 | 83.0% | 7,193.30 | 87.4% |
| Non controlling Interests | 154.57 | 1.7% | - | - |
| Total Equity | 7,842.81 | 84.7% | 7,193.30 | 87.4% |
| Liabilities | | | | |
| Non-current liabilities | | | | |
| Other financial liabilities | 64.62 | 0.7% | - | - |
| Provisions | 58.02 | 0.6% | 70.36 | 0.8% |
| Lease liabilities | 59.74 | 0.7% | 22.22 | 0.3% |
| Total non-current liabilities | 182.38 | 2.0% | 92.58 | 1.1% |
| Financial liabilities | | | | |
| (a) Trade payables | 162.78 | 1.8% | 112.92 | 1.4% |
| (b) Lease liabilities | 20.24 | 0.2% | 11.05 | 0.1% |
| (c) Other financial liabilities | 176.28 | 1.9% | 195.04 | 2.4% |
| (d) Derivative liabilities | - | - | 21.53 | 0.3% |
| Deferred revenue | 277.54 | 3.0% | 17.77 | 0.2% |
| Other current liabilities | 214.07 | 2.3% | 238.56 | 2.9% |
| Provisions | 175.94 | 1.9% | 149.94 | 1.8% |
| Income tax liabilities | 204.38 | 2.2% | 198.70 | 2.4% |
| Total current liabilities | 1,231.23 | 13.3% | 945.50 | 11.5% |
| Total | 9,256.42 | 100.0% | 8,231.38 | 100.0% |

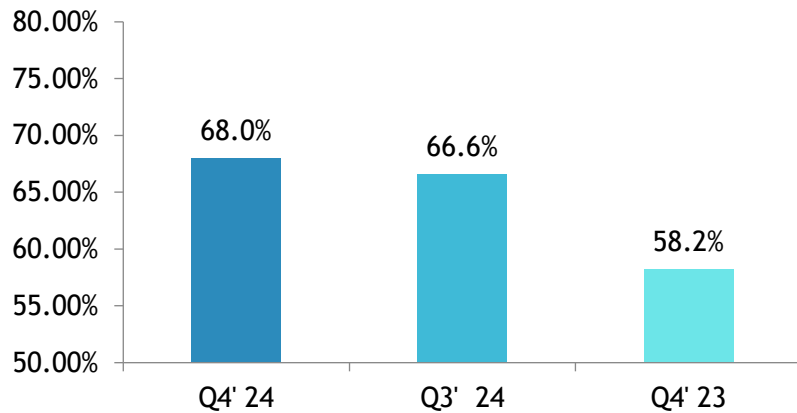


Metrics - Q4 FY24

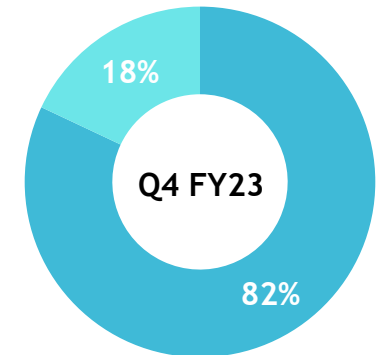
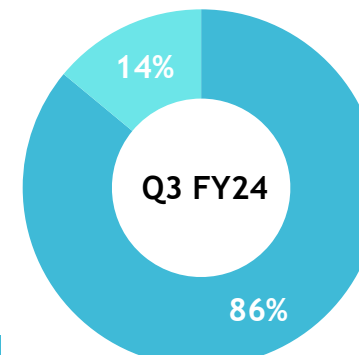
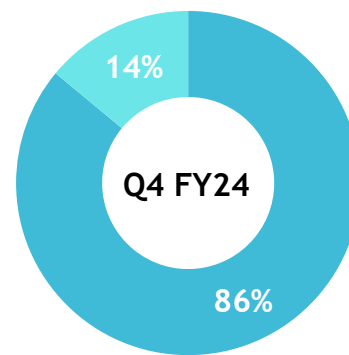
Revenue Mix - Delivery



Utilization



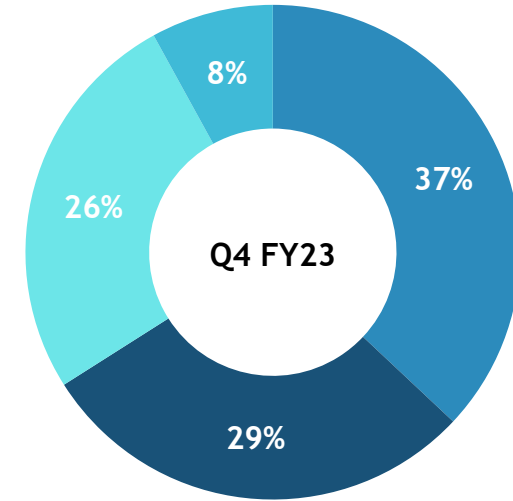
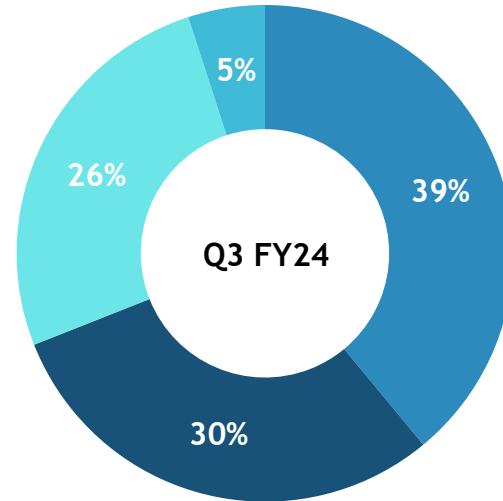
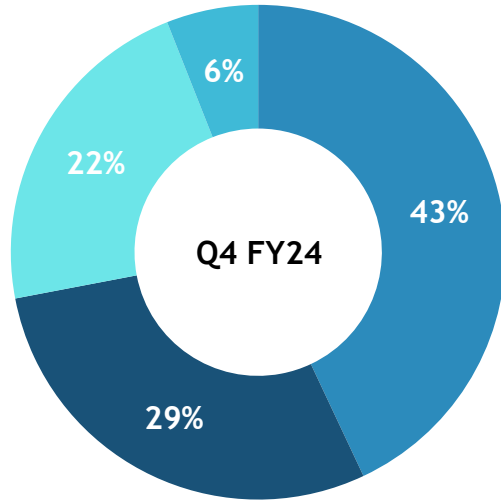
Revenue Mix - Project Type



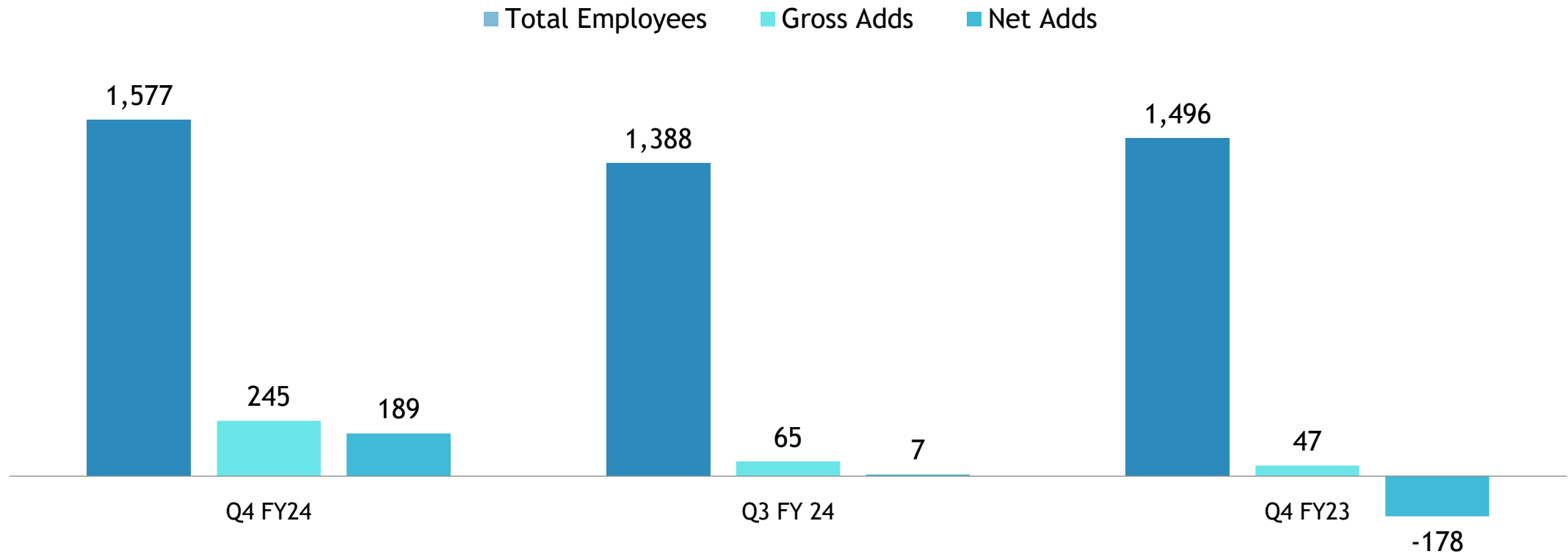
FPP includes all non T&M revenues



Geography Wise Revenue - Q4 FY24



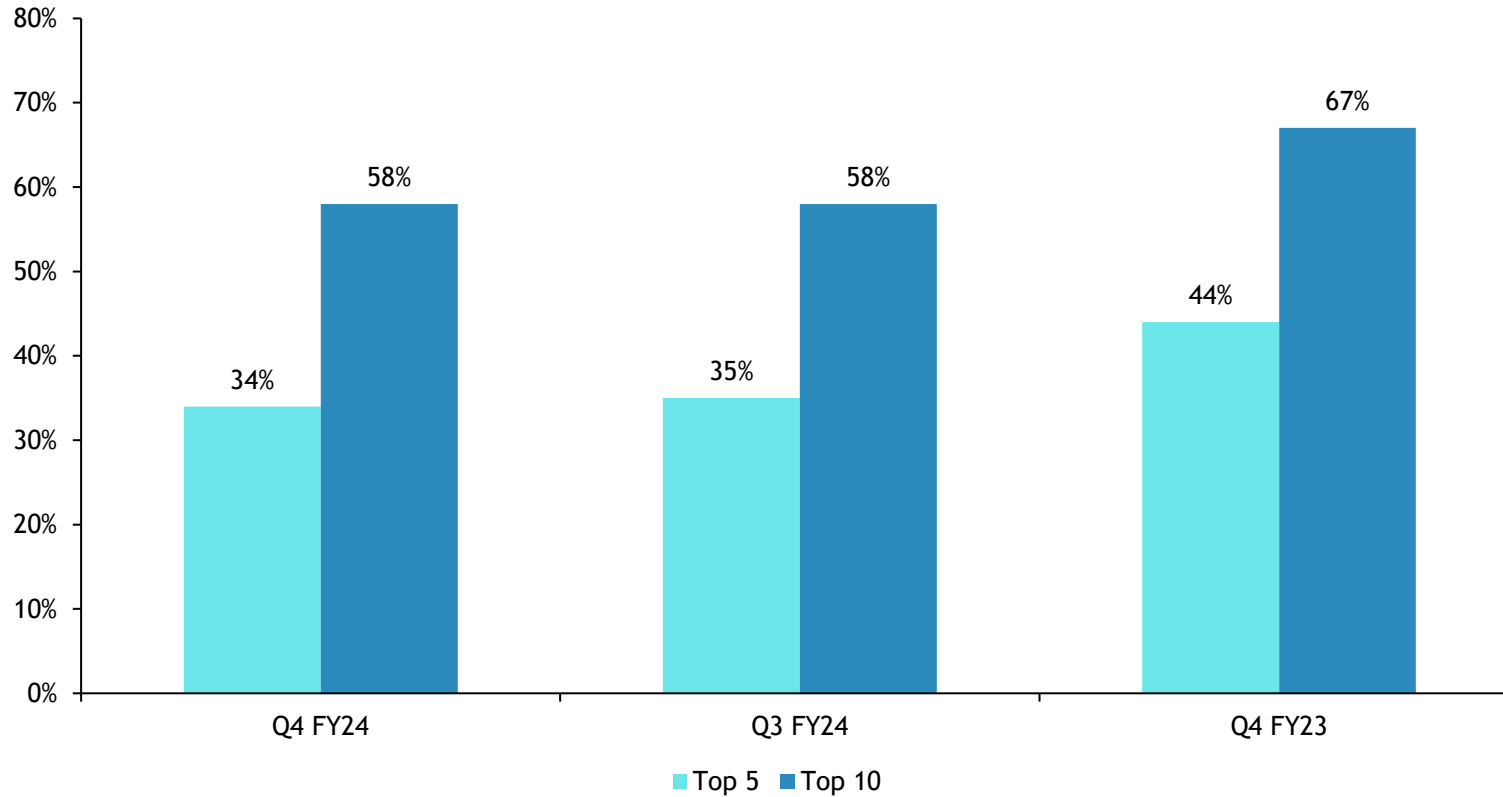
Human Resources Metrics - Q4 FY24



| Attrition % | Q4 FY24 | Q3 FY24 | Q4 FY23 |
|----------------------------------|---------|---------|---------|
| Attrition LTM % | 10.6% | 14.0% | 25.4% |
| Annualised Attrition Quarterly % | 7.6% | 10.4% | 18.2% |



Customer Concentration - Q4 FY24





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THANK YOU

Visit us at www.sasken.com

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