



EARNINGS PRESENTATION

Q2/H1-FY24

About Us



Saksoft



Our USP

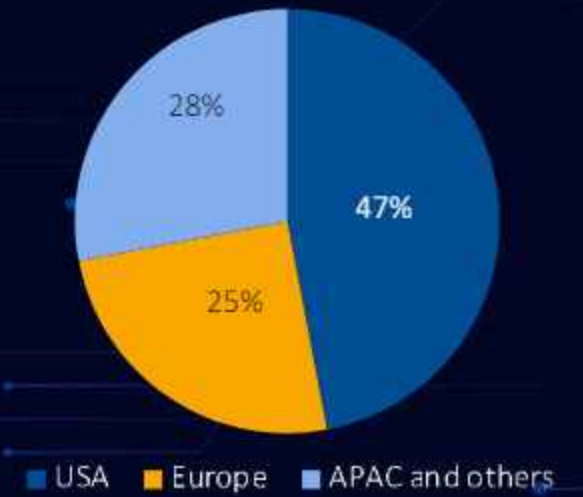
- Understanding of our clients Domain
- Technology Services capability
- Specialists from Saksoft group companies
- Offshore Delivery Infrastructure
- Referenceable

How do we help

- Custom Developed Solutions
- Legacy Modernization
- Quality Assurance through Testing
- Data to Decisions through Data Analytics
- Cloud, Infrastructure & Cyber Security

Global Presence

GEOGRAPHICAL PRESENCE (FY23)



Task Force: Experienced and dedicated management team with a diversified board.

Building talent: Due to overlapping time zones, businesses in Europe are using smaller nearshore teams to assist offshore operations. By developing talent resources locally, Saksoft was able to guarantee European clients that their time zones will be respected when receiving solutions.

Consistent focus on digitalisation-driven transformation along with Early entrant with a strong track record of successful digitalisation-driven projects and financial metrics are used to assess competence.

Customer-fit: Focus on clients with revenues ranging from USD 100 million to USD 3 billion not too large to lose the customer perspective nor too little to be unable to spend appropriately.



Cross-selling and upselling by the company aided in its development as a full service provider.

Domain-specific solutions: Companies are increasingly preferring to work with businesses that provide digital solutions tailored to their industries. Saksoft is a trustworthy digital partner because of its extensive expertise of the numerous industries it offers digital solutions for.

Verticals specialization: Concentration on a few verticals that are motivated by evolving lifestyle relevance and Comprehensive solutions expertise inside the vertical along with Verticals and competences interrelated.

The Company has lucrative **multiyear contracts** with well-known brands that guarantee revenue visibility.

Q2/H1-FY24 PERFORMANCE

Q2/H1-FY24 Financial and Operational Highlights

Q2-FY24 Consolidated Performance

INR 1,904 Mn
Operating Income

INR 358 Mn
Operating EBITDA

18.80%
Operating EBITDA
Margins

INR 253 Mn
Net Profit

13.29%
PAT Margins

INR 2.51/Share
Basic EPS

H1-FY24 Consolidated Performance

INR 3,739 Mn
Operating Income

INR 704 Mn
Operating EBITDA

18.83%
Operating EBITDA
Margins

INR 504 Mn
Net Profit

13.48%
PAT Margins

INR 5.02/Share
Basic EPS

Operational Highlights

- The increase in revenue between both the quarters and the previous half year is majorly driven by offshore revenues, maintaining the margins at similar levels to Q1-FY24
- One customer moved from 0.5mn USD to 1Mn USD billing
- Acquiring Solveda has been an enabler in strengthening E-commerce service offerings
- As part of sustainability efforts Saksoft achieved "Carbon Neutral" status for the current year
- To achieve the USD 500 million revenue target, the company is strengthening its sales engine by adding more manpower on ground
- Company has expressed its commitment to shareholders by declaring a 40% interim dividend for the fiscal year 2023-24.

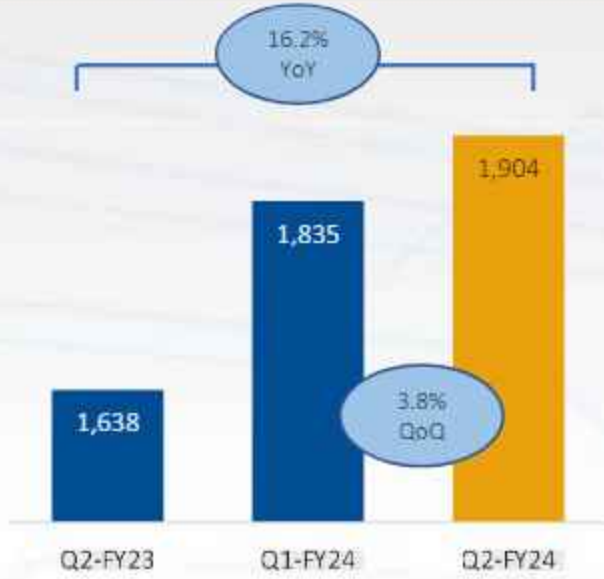
Commenting on the performance, Mr. Aditya Krishna, Chairman and Managing Director, said:

"We are happy to report another quarter of consistent and steady growth. In quarter two our revenues increased by 16% and PAT by 31% compared to the same quarter of the previous year. We continue to reward our shareholders with the board announcing a 40% interim dividend for this financial year 2023-24. We take pride in stating that as part of our sustainability efforts we have achieved "Carbon Neutral" status for the current year for the Saksoft Group and are setting targets for reducing our carbon footprint year on year."

Financial Performance

Quarterly Performance

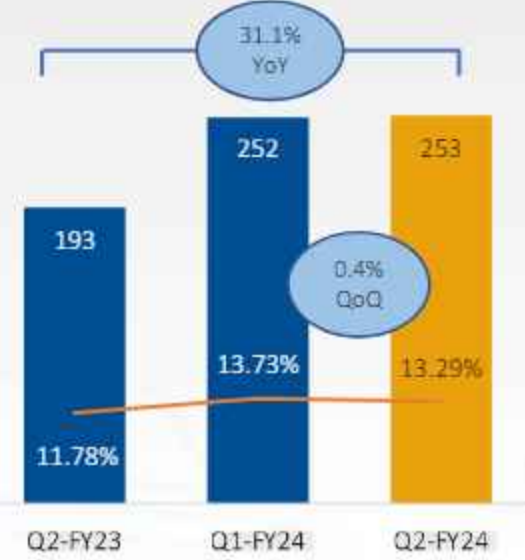
REVENUES (INR MN)



OPERATING EBITDA (INR MN)

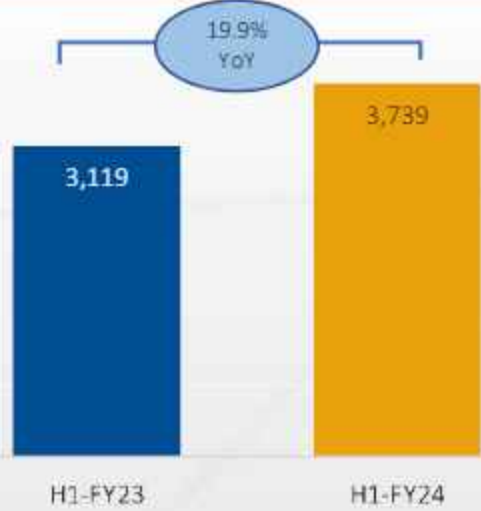


PAT (INR MN)



Half-Yearly Performance

REVENUES (INR MN)



OPERATING EBITDA (INR MN)

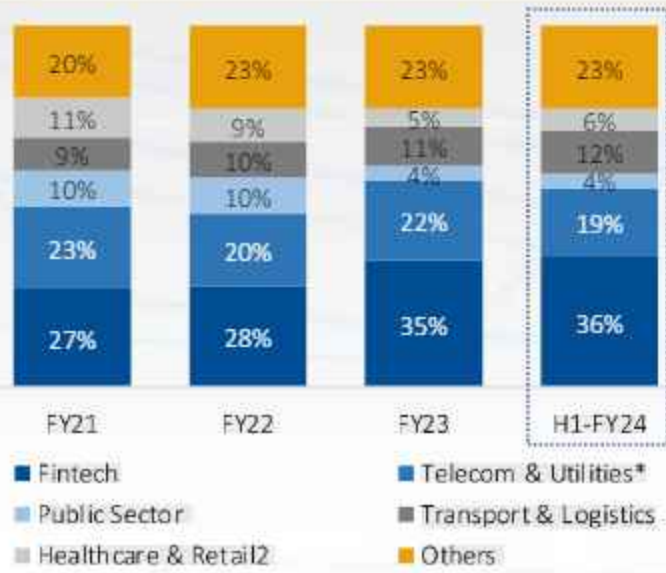


PAT (INR MN)



H1-FY24 Key Performance Metrics

REVENUE BY VERTICALS

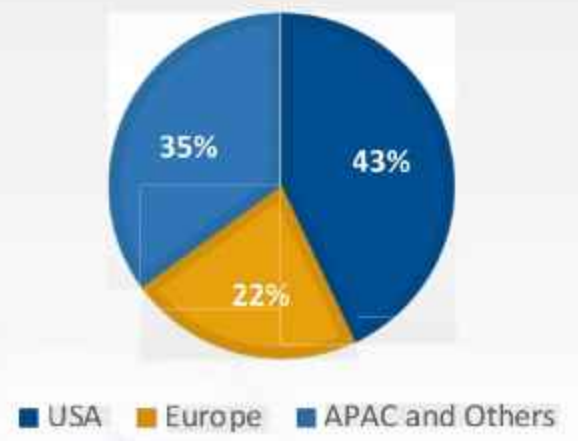


Telecom and Utilities has been reclassified for FY22 and FY23.

REVENUE MIX (%)



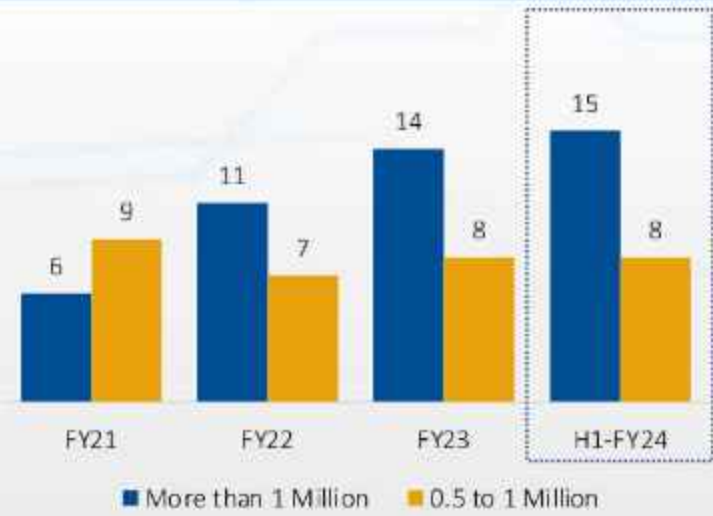
H1-FY24 REVENUE BY GEOGRAPHY (%)



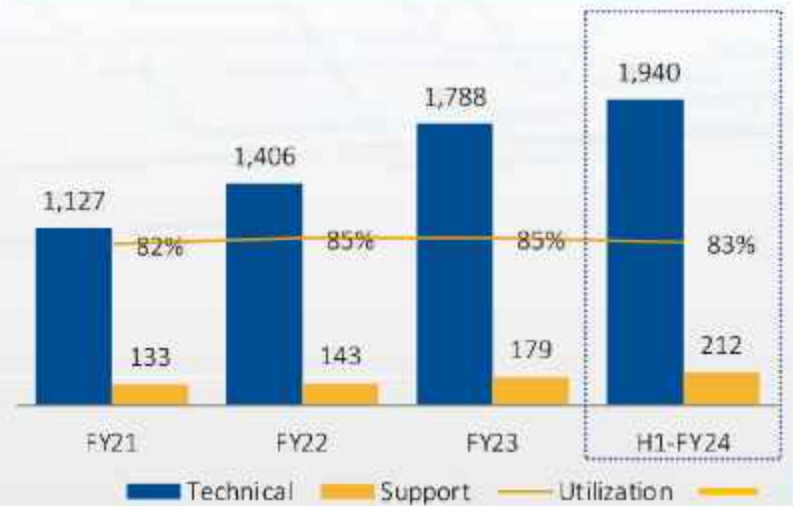
REVENUE BY MAJOR CLIENTS



NUMBER OF CLIENTS PER MILLION DOLLARS



EMPLOYEE BIFURCATION



Quarterly Consolidated Financial Performance

INCOME STATEMENT (INR MN)	Q2-FY24	Q1-FY24	Q-o-Q	Q2-FY23	Y-o-Y
Operating Income	1,904	1,835	3.8%	1,638	16.2%
Expenses	1,546	1,490	3.8%	1,381	11.9%
Operating EBITDA	358	345	3.8%	257	39.3%
<i>Operating EBITDA Margins (%)</i>	18.80%	18.80%	<i>0 Bps</i>	15.69%	311 Bps
Depreciation	29	27	7.4%	24	20.8%
Finance Cost	8	5	60.0%	6	33.3%
Other Income	18	16	12.5%	31	(41.9)%
PBT	339	329	3.0%	258	31.4%
Tax	86	77	11.7%	65	32.3%
Profit After Tax	253	252	0.4%	193	31.1%
<i>PAT Margins (%)</i>	13.29%	13.73%	<i>(44) Bps</i>	11.78%	151 Bps
Other Comprehensive Income	(29)	33	NA	(42)	(31.0)%
Total Comprehensive Income	224	285	(21.4)%	151	48.3%
EPS Basic(INR)	2.51	2.51	0.0%	1.93	30.1%

Half Yearly Consolidated Financial Performance

INCOME STATEMENT (INR MN)	H1-FY24	H1-FY23	Y-o-Y
Operating Income	3,739	3,119	19.9%
Expenses	3,035	2,636	15.1%
Operating EBITDA	704	483	45.8%
<i>Operating EBITDA Margins (%)</i>	18.83%	15.49%	334 Bps
Depreciation	56	46	21.7%
Finance Cost	13	11	18.2%
Other Income	33	63	(47.6)%
PBT	668	488	36.9%
Tax	164	117	40.2%
Profit After Tax	504	371	35.8%
<i>PAT Margins (%)</i>	13.48%	11.89%	159 Bps
Other Comprehensive Income	5	(80)	NA
Total Comprehensive Income	509	291	74.9%
EPS Basic(INR)	5.02	3.71	35.3%

FINANCIAL OVERVIEW

Consolidated Financial Performance

INCOME STATEMENT (INR MN)	FY21	FY22	FY23	H1-FY24
Operating Income	3,858	4,804	6,656	3,739
Expenses	3,214	4,014	5,574	3,035
Operating EBITDA	644	790	1,082	704
<i>Operating EBITDA Margins (%)</i>	<i>16.69%</i>	<i>16.44%</i>	<i>16.25%</i>	<i>18.83%</i>
Depreciation	67	69	100	56
Finance Cost	34	28	22	13
Other Income	41	111	94	33
PBT	584	804	1,054	668
Tax	130	171	234	164
Profit After Tax	454	633	820	504
<i>PAT Margins (%)</i>	<i>11.76%</i>	<i>13.18%</i>	<i>12.32%</i>	<i>13.48%</i>
Other Comprehensive Income	95	3	85	5
Total Comprehensive Income	549	636	905	509
EPS Basic (INR)	4.56	6.34	8.18	5.02

Consolidated Balance Sheet

PARTICULARS (INR MN)	FY22	FY23	H1-FY24
EQUITIES & LIABILITIES			
Equity			
(A) Equity Share Capital	100	100	101
(B) Other Equity	3,085	3,945	4,443
Total Equity	3,185	4,045	4,544
Non-Current Liabilities			
(A) Financial Liabilities			
(i) Borrowings	39	-	-
(ii) Other Financial liabilities	49	41	373
(iii) Lease liabilities	119	81	77
(B) Provisions	62	102	151
(C) Other Non-Current Liabilities	-	-	29
Total Non – Current Liabilities	269	224	630
Current Liabilities			
(A) Financial Liabilities			
(i) Borrowings	2	-	-
(ii) Trade Payables	295	257	270
(iii) Lease Liabilities	47	54	44
(iv) Other Financial Liabilities	70	153	518
(B) Other Current Liabilities	679	858	890
(C) Provisions	68	90	92
Total Current Liabilities	1,161	1,412	1,814
GRAND TOTAL - EQUITIES & LIABILITES	4,615	5,681	6,988

PARTICULARS (INR MN)	FY22	FY23	H1-FY24
ASSETS			
Non-Current Assets			
(A) Property, Plant and Equipment	121	147	146
(B) Right of-Use Assets	167	128	113
(C) Goodwill on Consolidation	1,665	1,903	3,277
(D) Other Intangible Assets	3	5	5
(E) Financial Assets			
(i) Investments	70	-	-
(ii) Other Financial Assets	24	170	31
(F) Deferred Tax Assets (Net)	47	73	88
(G) Other Non - Current Assets	-	-	74
Total Non – Current Assets	2,097	2,426	3,734
Current Assets			
(A) Financial Assets			
(i) Short term Mutual Fund	105	90	85
(ii) Trade Receivables	1,062	1,164	1,425
(iii) Cash & Cash Equivalents	739	879	1092
(iv) Bank balances other than above	210	557	141
(v) Loans	-	2	23
(vi) Other Financial Assets	200	249	325
(B) Current Tax Assets (Net)	15	33	26
(C) Other Current Assets	187	281	137
Total Current Assets	2,518	3,255	3,254
GRAND TOTAL – ASSETS	4,615	5,681	6,988

Consolidated Cash Flow Statements

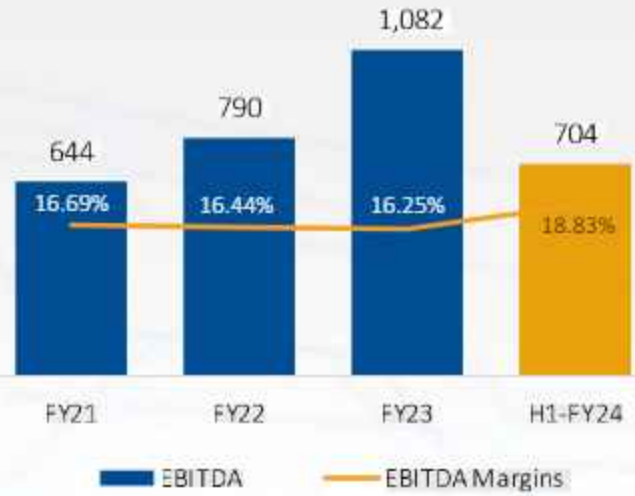
INCOME STATEMENT (INR MN)	FY23	H1-FY24
Cash and Cash Equivalents as at the Beginning of the Period	739	879
(A) Net Cashflow From Operation	841	433
(B) Net Cashflow From Investing	(594)	(195)
(C) Net Cashflow From Financing Activities	(107)	(25)
Net Increase in Cash and Cash Equivalents (A+B+C)	140	213
Cash and Cash Equivalents as at the End of the Period	879	1,092

Consolidated Financial Performance

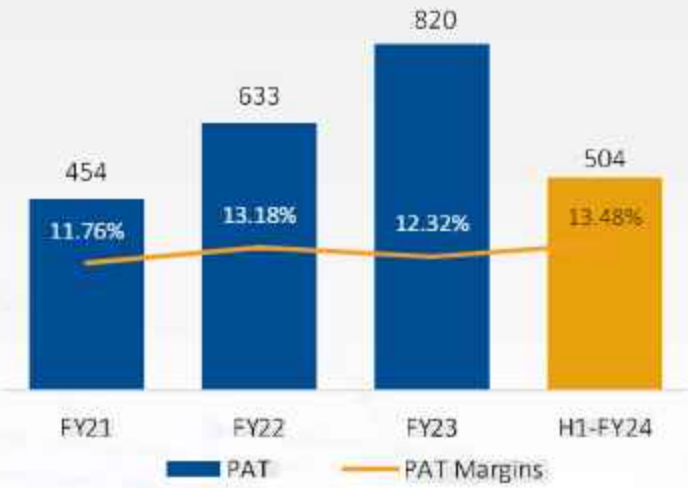
REVENUES (INR MN)



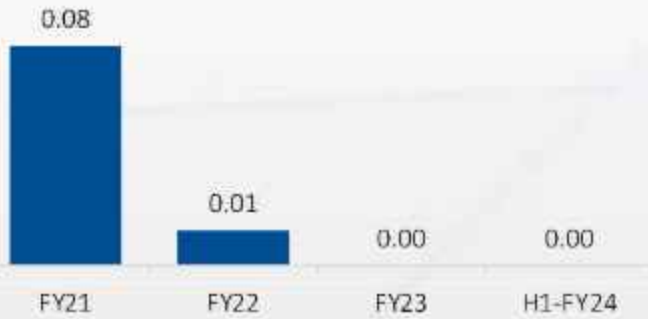
OPERATING EBITDA (INR MN)



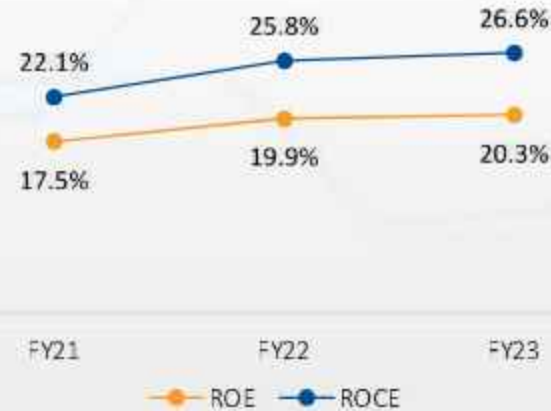
PAT (INR MN)



DEBT/ EQUITY (x)



ROE (%) AND ROCE (%)



ROE = Net Profit/Net worth, ROCE = EBIT/Capital Employed

DSO DAYS



Capital Market Data

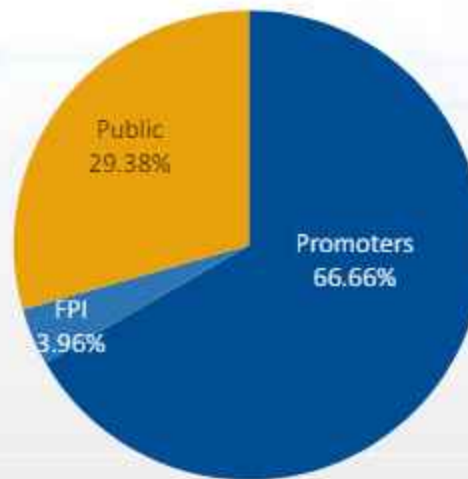
1 year share price movement (Up to 30th September 2023)



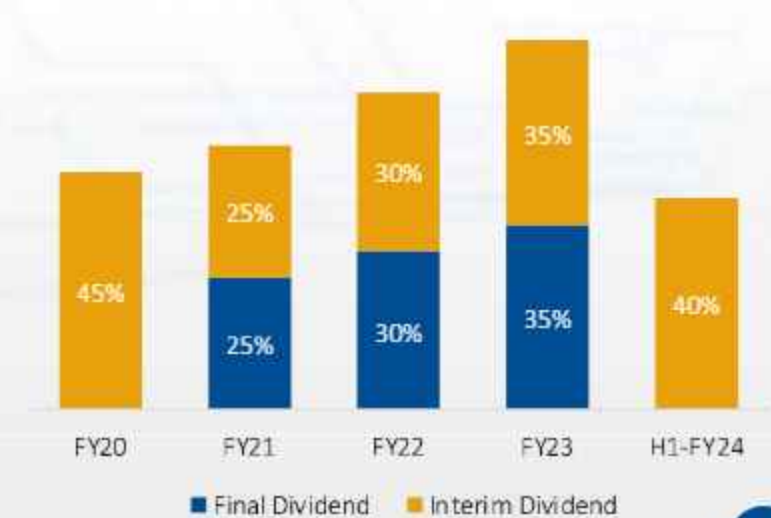
Price Data (as on 30th September, 2023)

Face value (INR)	1.00
Market Price (INR)	326.50
52 Week H/L (INR)	376.80/92.55
Market Cap (INR Mn)	34,612.59
Equity Shares Outstanding (Mn)	106.01
1 Year Avg. Trading Volume ('000)	619.20

Shareholding Pattern (As on 30th September 2023)



Dividend as a % of Face Value



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THANK YOU