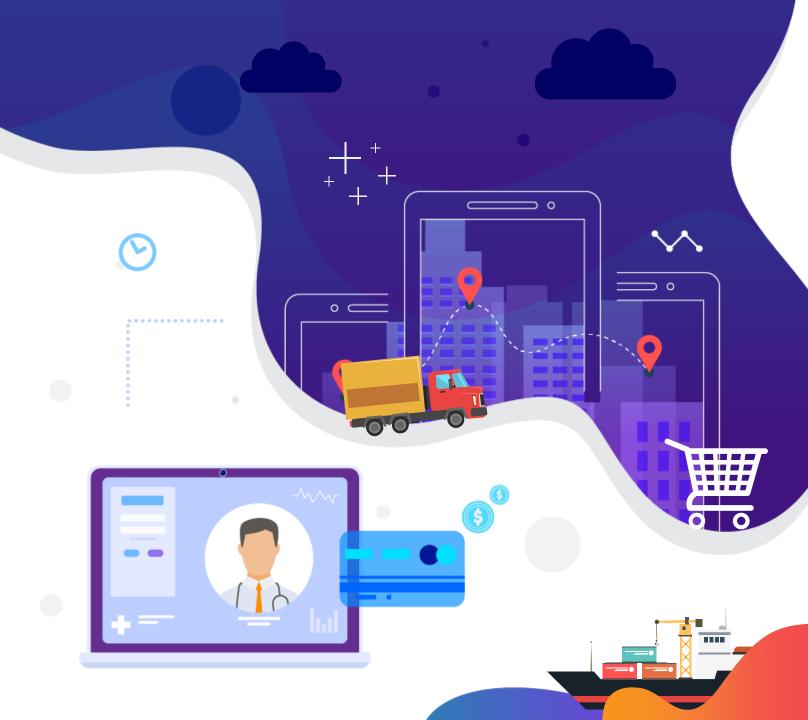


SAKSOFT LIMITED



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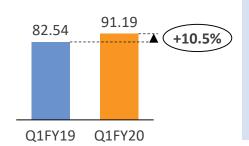
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Q1 FY20 Financial Highlights

Operational Performance

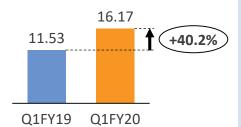




Revenue

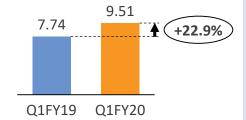
- ✓ The Company recorded Revenue of Rs.91.19 Crs during Q1FY20, as against Rs.82.54 Crs in Q1FY19 a growth of 10.5%
- ✓ Revenue growth was primarily due to the strategy shift of working on a vertical based focus and dedicated team model with our customers

EBITDA



- ✓ EBIDTA for Q1FY20 stood at Rs.16.17 Crs as compared to Rs.11.53 Crs for Q1FY19, a growth of 40.2%
- ✓ EBIDTA margins stood at 17.7% as compared to 14.0% an increase of 376 bps
- ✓ The EBITDA for Q1FY20 is higher by Rs 1.25 Crs on account of adoption of Ind AS 116 resulting in an impact of 1.37%

PAT

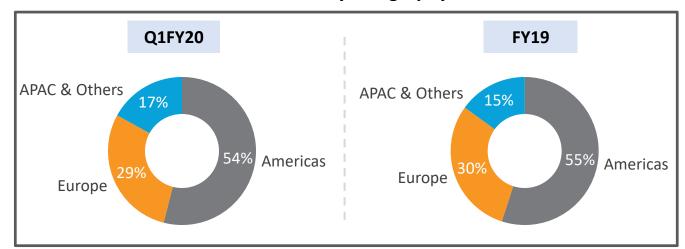


- ✓ Net profit after tax (before minority interest) for Q1FY20 stood at Rs.9.51 Crs as compared to Rs.7.74 Crs for Q1FY19, a growth of 22.9%
- ✓ The Company recorded a PAT margin (before minority interest) of 10.4% higher by 105 bps as compared to Q1FY19

Operating & Customer Metrics

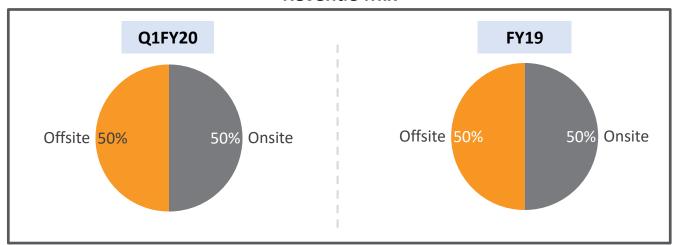


Revenue by Geography



CUSTOMER METRICS	Q1FY20	FY19		
(a) No of clients/customers per Million Dollar **				
Revenue more than 1 Million Dollar	6	6		
Revenue more than 0.5 Million Dollar	7	7		
(b) Client's Contribution to Revenue				
Revenue from Top 5	45%	45%		
Revenue from Top 10	56%	52%		
Revenue from Top 20	65%	60%		

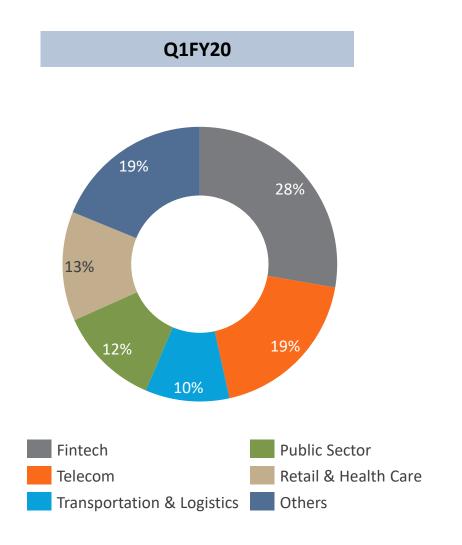
Revenue Mix

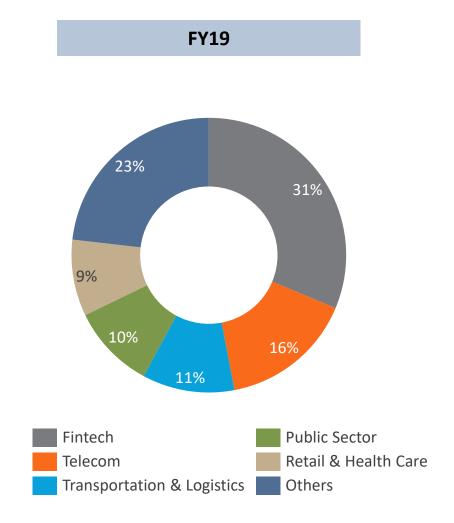


HEADCOUNT METRICS	Q1FY20	FY19			
(a) Headcount & Utilization					
Total Employee Count	1,175	1,168			
Technical	1,044	1,031			
Support	131	137			
(b) Utilization-IT Services					
Excluding trainees	85%	84%			

Revenue By Verticals







Q1 FY20 Income Statement



Particulars (in Rs. Crs)	Q1FY20	Q1FY19	Y-o-Y (%)	Q4FY19	Q-o-Q (%)
Total Revenue	91.19	82.54	10.5%	93.67	-2.6%
Employee Expenses	45.59	39.56		42.09	
Support/ Third Party charges	22.70	21.92		21.82	
Other Expenses	6.73	9.53		12.73	
EBITDA^	16.17	11.53	40.2%	17.03	-5.0%
EBITDA^(%)	17.7%	14.0%		18.2%	
Other Income	0.63	1.20		-0.01	
Depreciation	1.84	0.81		1.76	
EBIT	14.96	11.92	25.5%	15.26	-2.0%
EBIT(%)	16.4%	14.4%		16.3%	
Finance Cost	1.37	1.23		1.14	
Profit Before Tax	13.59	10.69	27.1%	14.12	-3.8%
Profit Before Tax (%)	14.9%	13.0%		15.1%	
Тах	4.08	2.95		3.48	
PAT*	9.51	7.74	22.9%	10.64	-10.6%
Profit After Tax(%)	10.4%	9.4%		11.4%	
EPS	9.57	7.00		10.39	

[^]includes impact of IND AS 116 *PAT is before minority interest



About Saksoft

Saksoft Group



1000+ Employees

100+ Customers

14 Strategic
Locations

\$50 Million
Revenues

20 Years Track-record





Vertical focus



Transportation & Logistics



Retail eCommerce





m Healthcare

Digital Transformation Services





Logistics & Supply Chain Solutions



Cloud Enablement



ॐ-Telehealth

What do we offer?





Powered by Digital Intelligence Framework



Agile / Waterfall / Hybrid Delivery Models



Value Innovation Programs



Center of Excellence

Application Services

Application Development | AI & Automation | Mobile Application Development | Internet of Things (IoT)

Information Management Services

Enterprise Data Strategy | BI & Analytics | Big Data | Data Science & Predictive Modeling

Testing Services

IoT | Performance | Functional | SOA Independent Testing | Accessibility

Managed Infrastructure Services

Managed Services | Cloud Enablement & Management | IT Helpdesk | Network & Security

Cost & Operations
Efficiency



Value Chain Optimization



Faster Time to Market



Training & Support



Digital Transformation Partner for FinTech, Retail, Transport & Logistics and Telecom industries, healthcare as well as, Government & Public Sector Organizations

Application Services



Consulting Development & Customization Migration Management & Maintenance

Mobile Apps. Development



Android, iOS, Xamarin, Mobile Websites, HTML5 / JS based apps

Artificial Intelligence and Automation



Machine Learning solutions Natural Language Processing Solutions Robotic Process Automation

Internet of Things



Logistics & Supply chain Solutions

Application Development



J2EE, .NET, Share point Portal Applications CMS – Drupal, WordPress **400+** Member App Services Team Frameworks & Solution Accelerators

Offshore Development Centres

Industry Specific Solutions

Two Decades in ADM

Application Support & Maintenance

Application Services - Case Study



- **Fintech** Built a cardless cash system enabling consumers, businesses and governments to instantly deliver cash to Recipients via their mobile devices
- **Logistics** Built an Real-Time online Marketplace for transportation. Brokers, Shippers and Carriers would be able to see load/capacity, negotiate and tender shipments.
- Manufacturing IoT Application for monitoring of machines, remote access using custom protocols, CRM module to manage problems and incidents along with a chat system, mobile application, reporting and statistics.
- **Fintech** Built Loyalty Management Solutions for the institution
- Healthcare Designed a secure mobile platform that provides consumers with the necessary tools for aggregating,
 organizing and sharing their medical health records. Built a framework for downloading data from the Electronic Medical
 Records using FHIR.

Case Studies: Application Services





Online Reservation System for a Leading port Operator

Click Here for Full Details



RPA Solution to leading provider of Global Logistics solutions

Click Here for Full Details



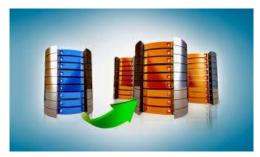
Blockchain Solution For A Marketplace

Click Here for Full Details



IoT solution to provide a single platform for access, monitoring and reporting

Click Here for Full Details



Server Migration to increase scalability, system efficiency and reduce maintenance cost

Click Here for Full Details



Helped Transport Network Company to enhance their application with advanced features & increased customer satisfaction Click Here for Full Details



Application development for A Global Telecom Giant

Click Here for Full Details



Helped Client optimize their IT Hardware & Software infrastructure & solve compliance issues Click Here for Full Details

Information Management Services



Assessment Gap Analysis Recommendation & Development Support

Enterprise Data Strategy



Multi-Dimensional Data modelling
Extraction, Transformation & Loading, ODS and Data Marts
Data Quality Management
Data Migration

Business Intelligence & Analytics



Publish Insights
Real time and Aggregated data in the form of CUBES
Configurable dashboards and Ad-hoc Query Builder & Reporting

Big Data



Massive Parallel Processing Realtime data streaming In-memory Solutions Machine Learning Algorithms Data flow tools

Data Science & Predictive Modeling



Quantitative and Behavioural Modelling Predictive, Prescriptive and Cognitive Analytics Machine Learning, Forecasting & Optimization 250+ Certified
BI Experts

Data Visualization

Data Governance
and Security

Industry Specific
Solutions

20+ years of
Experience in IM

Information Management Services - Case Study



- Healthcare Development of Analytics Platform for PHM and transition to Value-Based Care using Advanced Population health management (Prediction and Machine Learning), Post discharge patient communication (Artificial Intelligence) and Value Based Care Analytics (Performance and Regulatory reporting)
- **Public Sector** Designed data warehouse & implemented SAP BO. Due to customized analytics and reporting, now the client is able to respond faster during emergencies.
- **Public Sector** Providing assistance with the SAP Predictive Analytics tool for modelling and predictive visualisation to understand the movements of the organized crime groups
- Healthcare Patient data was collected from around the UK from numerous NHS Trusts, Primary Heath Care Trusts and local Heath Authorities. Using Predictive Analytics is used to identify early signs and trends of bowl cancer.
- **Telecom: Supply Chain DW** Supply Chain Data Warehousing and Reporting helps the Telco with multi-location warehouse to make informed supply chain decisions

Case Studies: Information Management Services





Managing Inventory through Business Intelligence

Click Here for Full Details



Helps Revolutionize business through Data Science

Click Here for Full Details



Helped a UK county to build a report generating system for Centralized data management, visibility & effective utilization Click Here for Full Details



Offers customized solutions for increased employee productivity & operational efficiency Click Here for Full Details



Migrated & Integrated the legacy systems to the new Housing Management system for better analytics and report generation
Click Here for Full Details



Empower R&D through efficient Data Management

Click Here for Full Details



Helped a banking Client to make sense out of data and provide better service to a large number of Customers Click Here for Full Details



Implemented a data warehouse and BI system that reduced the number of reports generated from 36 to 1 and saved upto £1.4M of operational cost
Click Here for Full Details

Testing Services



Managed Services Mobile Test Lab Domain Specific Frameworks Performance Engineering





Testing Services - Case Study



- Retail Developed Automation Suite in Selenium to ensure that all retail application works with multiple systems (POS, Carriers, Payment).
- **Telecom** Saksoft prepared a detail test cases for their product VoiceConnect UI portal as well as Web methods testing.
- **Education** Saksoft conducted Penetration testing to identify the loopholes & vulnerabilities to reduce the attack risk
- ISV Streamlined the product release process effectively through automation testing
- Media Saksoft performed the Mobile App testing
- Fintech Saksoft ensured security through rigorous security and performance testing

Case Studies: Testing Services





Ensure Security through penetration testing

Click Here for Full Details



Helped technology company to automate IOS & Android based applications effectively

Click Here for Full Details



360logica executed a comprehensive IoT testing of a Client's mobile application

Click Here for Full Details



Offers a complete testing solution for Mobile Apps and Cloud Services

Click Here for Full Details



360logica offers better followup care for patients through insightful data

Click Here for Full Details



Ensure high performance through Stress Testing helped eliminate specific weaknesses and vulnerabilities Click Here for Full Details



Testing solution for one of the leading game-based company ensuring a seamless gaming experience.

Click Here for Full Details

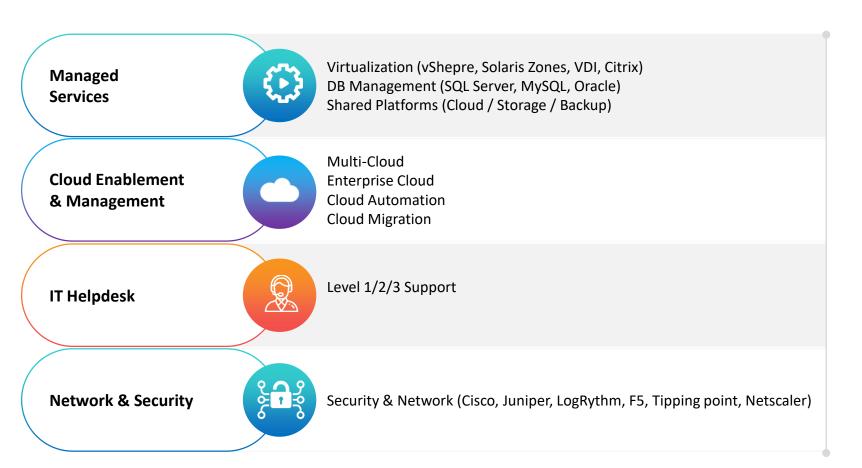


360logica helped an organization to manage their blog page efficiently at peak business hours
Click Here for Full Details

Managed Infrastructure Services



Consulting Services Deployment Migration Managed Services



Strategic Partnership

Round the clock
Support

Versatile host of
technologies

Global Delivery
Model

Round the clock
Support

Scalable training model
for infrastructure

Automation

Managed Infrastructure Services - Case Study



- **Fintech** Designed & initiated Cloud Optimization involving Database & Application migration from MySQL to AWS Aurora Database.
- **Fintech** Migration of their entire infrastructure to Amazon Cloud Services.
- **Logistics** We are providing Cloud Migration Service of Firewall. We will analyse, plan , design, build, configure and migrate their On-premise firewall solution to MS Azure firewall on Cloud.

Our Focus Verticals



			Our Ma	ajor SIX Vert	tical Focus			
	Fintech	Transportation & Logistics	He	althcare	Public Sec	tor Retail e	eCommerce	Telecom
SAKSOFT Dream hit Question of the second o	 Mobile Cash Disbursement Solution API Integration Mobile/Web Development Big data analytics Credit Scoring, Fraud prevention & Risk Assessment, Anticipate / handle disruptions etc. 	 Freight Managemer Software Warehouse Management Supply Chain Management 	 Imagi Integ moni wears HL7/I provi 	integration ing analytics trated health itoring via	 Smart cities - Near learning & factorecognition from data feeds Predictive Anama BI to provide & healthcare, descrime rates, and improve citize People identition management 	ial (Micro om IoT Custon Trackin ecrease and n's life (Micro Custon Trackin Develo	Influencer) do mer 360	harePoint levelopment dvanced analytics to educe customer hurn Oracle Support Testing CoE
Digital Transformation Services	Analytics Solutions	•	chnology raining	Application Services	Cloud Services	Testing Services	Managed Services	Professional Services

Awards





Awarded for its Excellence in **Industry Application** B2B category at Big Data & Analytics Summit 2017

Gartner

Competitive Landscape: Data and **Analytics Service Providers Report**

ANALYTICS & INSIGHTS SUMMIT

Awarded for its best practices in data ware housing at Big Data & Analytics Summit 2016

siliconindia

Company of the year 2015 for IM Consulting by Silicon India

Deloitte. **Technology Fast50**

Deloitte Technology Fast 50



Winner of Red Herring's Top 100 Asia award 2014

B2B Excellence

Data and Analytics

Data ware housing

Company of the year

Deloitte Fast 50

Red Herring's Top 100

Sep 2014

Jun 2017 Jan 2017 Jun 2016

Jul 2017 Jun 2017 Jul 2016

Nov 2014

Nov 2015

Jul 2015

IoT Testing

Internet of Things (IoT) Testing Market - Global Forecast to 2021 Report

Deloitte Fast 500™

Deloitte Technology Fast 500™ Asia Pacific 2016, a ranking of the 500 fastest growing technology companies in Asia Pacific

Rising Star

Rising Star for Size & Growth in Employee and Revenue by the International Association of Outsourcing Professionals® (IAOP®)

BI and Analytics

Aug 2015

Market Guide for BI and Analytics Service Providers

Deloitte Fast 50

Deloitte Technology Fast 50

Grant Thornton's

Jul 2014

Grant Thornton's 'The UK's top Indian companies' List

MARKETSANDMARKETS

Deloitte.

IA CAP P

Gartner

Grant Thornton

Technology Fast 500"

Deloitte. **Technology Fast50**



Management Team

Board of Directors





Aditya Krishna CMD – Saksoft

Aditya Krishna, the Founder, Chairman and the Managing Director of the Saksoft Group, spearheads Saksoft's growth across domains and geographies. He brings with him over 30 years of experience in the banking and financial services industry.

After a long career with Chase Manhattan Bank in New York and later with Citibank, New York, he relocated to India in 1990 as part of a four-member team to establish Citibank's credit card business in the country and was also instrumental in developing the in-house software to run credit card operations. Aditya founded Saksoft in 1999 and drives the business development efforts.



Amitava Mukherjee, Independent Non-Executive Director

Amitava Mukherjee has over 33 years of rich and varied experience in the corporate sector. Amit spent a large part of his investment banking career at Lazards, a global Wall Street Firm, where he was a managing director and member of the executive management board.



Ajit Thomas, Independent Non-Executive Director

Ajit Thomas is the Chairman of A.V. Thomas Group of Companies, an Agri Business Enterprise founded in 1925, with interests in plantations, tea retail, spice processing, natural extracts, and leather goods.



VVR Babu, Independent Non-Executive Director

Mr. Babu has Master of Science, Applied Mathematics and Operations Research from National Institute of Technology Warangal, Master of Philosophy, Computer Science from Central University of Hyderabad, Executive Development Program, Business Administration and Management from Harvard Business School.



Kanika Krishna, Non-Executive Director

Kanika Krishna has an MBA in Financial Management from Pace University, New York, USA. Prior to this she has completed the Master's program in International Business from the Manchester Business School, UK. She is also an alumnus of Stella Maris College, Chennai where she completed her Bachelor of commerce degree.



Transformation Drivers at Saksoft

Transformation Drivers





Aditya Krishna Chairman & Managing Director

Over 25 years of experience in Banking & Financial Sector. Part of a 4 member team to establish Citibank's Credit Card business and developing in-house software to run credit card operations in the country.

Dhiraj ManglaExecutive Vice President

Over 18 years of experience in IT industry and has been successful in delivering a large portfolio of projects. He has extensive experience working with clients across multiple sectors and in different geographies



Niraj Kumar Ganeriwal
Chief Financial Officer

Chartered Accountant with over 15 years of experience. Has also worked with in the pharma industry, as Finance Controller and has gained expertise in varied fields of finance and was responsible for corporate planning and strategy.



Gopakumar Kavunkal SVP & Global Head - IM

Over 2 decades of experience in global outsourcing business including Sales, Strategic Business & Technology Planning, Global Sourcing, Contract Negotiations & Business Process Transformation. Held leadership roles at Quadrant 4 and Mascon Global both in India and abroad.



Bhaskar Narayanan VP – APAC Sales

Over 18 years of experience in Business Development, Account Management and Operations Management. He has worked across various roles in the Engineering, and IT Services industries. A key member of the marketing team helping Saksoft move into the next phase as a digital transformation partner.

Transformation Drivers





Sanchit Jain CEO – DreamOrbit

Bachelor's degree in Electronics and Communication Engineering from the Indian Institute of Technology, Roorkee. Before co-founding DreamOrbit, Sanchit worked with Tata Consultancy Services, Aditi Technologies and CircleSource.



Abhishek Porwal CTO, DreamOrbit

Heads the Center of Excellence of Agile at DreamOrbit. His strength is developing strategy, planning and execution of expertise led Delivery Excellence. He plays a significant role in developing and scaling the value.

Vivek SrivastavDirector – Testing Services

Over 16 years of experience in Quality Engineering. He brings hands on experience in building automation frameworks, QA transformations and establishing a Testing Centre of Excellence (TCoE).



Jonathan Eeley

Chief Commercial Officer, Acuma

A BI specialist who has consistently delivered strategic solutions to customers in the UK. With skills in almost all products and platforms in the Business Intelligence area, Jonathan has also architected acusend, Saksoft's Information Distribution Platform.





Swaraj DashVice President, Sales- US geography

Swaraj Dash heads the US Solution Sales at Saksoft. Swaraj has 16+ years of Sales and Business Development experience in markets like — USA, UK and Benelux region. Prior to joining Saksoft, Swaraj worked at Cognizant and Virtusa in both US and Europe in a Sales and Business Development capacity.



Avantika Krishna Accounts Director

Avantika has over 10 years of experience in Business Development, Account Management and Human Resources Management. She holds a Master degree in HR from Kings College, London & MBA (Marketing & Management) from Fordham University, New York.



Creating value through acquisitions

History of Acquisitions



Saksoft acquired companies with Complementary Expertise, helping Scale Capabilities Faster, Widening the Competence

Portfolio and Strengthening our Corporate Brand.

Company Acquired	Geography / Niche Area	Rationale
acuma a saksoft company	UK Public Sector	IM focused company. Renowned name in the Public Sector.
350 LOGICA	Noida Testing Focused	Independent Testing Company. Possesses ready-made frameworks and accelerators for target industry verticals with in-house state-of-the-art mobile device lab.
Dream <i>⊘</i> rbit	Bangalore Blockchain, IoT & Logistics Focused	Specialized in IoT, adding enhanced capability in the application development space. Strong presence in the Transportation and Logistics industry, adding a new vertical to the group. Target market continues to be the US.
FAICH A SAASOCT OO MISAAY	Pune Healthcare & Drupal	A healthcare solutions provider in the US. The healthcare sector is fast growing with technologies getting more advanced when coupled with Analytics. The Company has readymade frameworks and accelerators for the healthcare industry.

String of Pearls Strategy

Building Capabilities

Digital Focused Companies

Small Companies with Growth Potential

Our DreamOrbit Acquisition



Artificial Intelligence

We create chatbots for customers, which are Alenabled and communicate through machine language.

Blockchain Technology

This revolutionary concept is essentially a ledger on which one may participate to write but not edit. This enables individuals to create records that cannot be tampered. Saksoft leverages Blockchain technology to promote clarity along the order-to-delivery process for the Logistics industry.

Internet of Things

The network of physical devices, vehicles, home appliances and other items are embedded with electronics, software, sensors, actuators and connectivity, which enables the exchange of data

Robotics Process Automation

A visit to a travel aggregator site provides hotel rates, ticket prices and room availability, among others, gathered from multiple websites. This robotic process automation allows data collection from different websites and corresponding presentation with the click of a mouse.

Cloud

We work with Amazon Web Services and MS Azure and leading Cloud providers to develop and deploy Cloud-based software that is flexible and secure. The solutions consume less space and bandwidth coupled with high data integrity.

Why DreamOrbit

Saksoft acquired DreamOrbit in December 2016. DreamOrbit was included in the Deloitte Technology Fast 50 list since 2014. The acquired company had grown to a critical mass (~US\$5 million) within a few years and needed to double its growth rate. Saksoft provided the acquired company with management bandwidth, larger on-field sales force and financial support. Saksoft quadruped the dedicated US sales team for DreamOrbit, winning new accounts; its sales teams in London and Singapore helped DreamOrbit bag accounts in these uncharted territories.

Key Highlights

Our recent acquisition Dream Orbit focuses on a product engineering company that develops software solutions. We act as the front-end to understand customer needs and our solutions extend across the value chain: from development and deployment to providing support and maintenance. The acquisition has enabled us build IoT capabilities in the logistics sector and provide innovative solutions for customers.

Our Faichi Acquisition



Why Faichi

Faichi Solutions LLC, a Healthcare-focused start-up providing outsourced product engineering, open source development and Drupal development consulting services, was founded in 2011 in Sunnyvale, California. Effective January 2018, Faichi Solutions LLC became a subsidiary of Saksoft. Within a few years of commencing operations, Faichi Solutions specialized in the development and integration of enterprise products and web applications. The Company's competence is reflected in that it released 40 products and 70 web cum mobile apps in collaboration with customers. Its primary competence in healthcare technologies encompasses the value chain - from service providers to life science organizations. Its accelerator and healthcare solutions empower customers in expediting innovative product development. Faichi offers a wide array of healthcare technology services including product development, integration, meaningful use compliance, BI/analytics, chronic care management and consumer health.

Key Highlights

Healthcare is a significant industry in the US and the country's per capita healthcare spending of around US\$10,724 is the highest in the world. The sector is emerging as an increasingly attractive space from the perspective of technological services and product engineering. Saksoft's acquisition of Faichi will widen its US footprint, leveraging the acquired company's deep understanding of the American healthcare ecosystem (patients, service providers and hospitals).

Case Study

FHIR

Designed a secure mobile platform that provides consumers with the necessary tools for aggregating, organizing and sharing their medical health records. Built a framework for downloading data from the Electronic Medical Records using FHIR.

Telehealth

For a healthcare provider, Faichi designed a workflow between the Insurance & healthcare platforms. Leveraging MIRTH Connect developed RESTful API's on the telehealth platform.

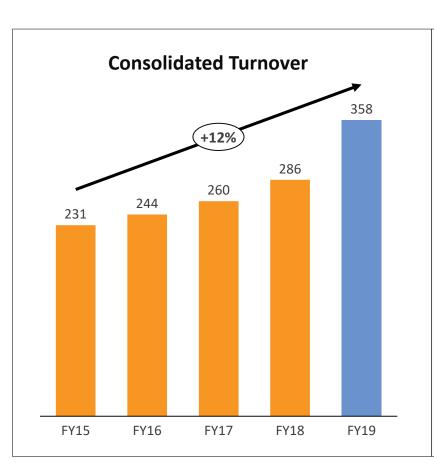


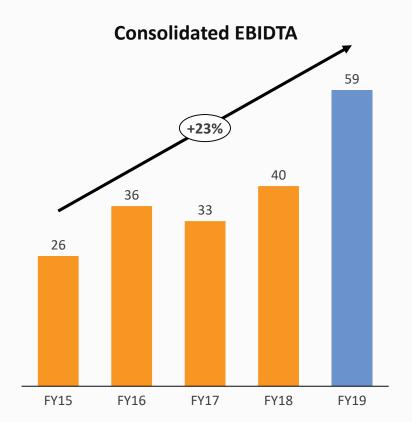
Historical Financial Highlights

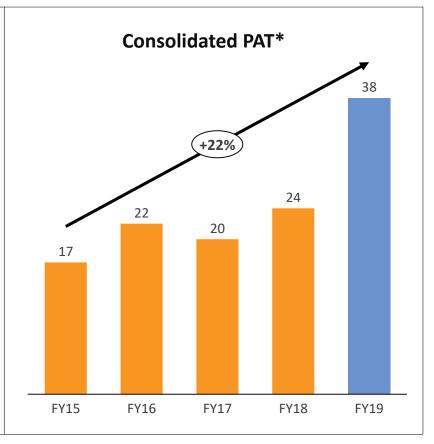
Historical Trend



(in Rs. Crores)







Historical Consolidated Income Statement



Particulars (in Rs. Crs)	FY15	FY16	FY17	FY18	FY19
Total Revenue	231.40	243.73	259.50	285.87	358.05
Employee Expenses	96.69	112.38	120.75	135.41	165.42
Support/ Third Party charges	70.42	60.14	70.38	75.26	91.41
Other Expenses	38.20	35.02	35.46	35.60	42.06
EBITDA	26.09	36.19	32.91	39.60	59.16
EBITDA(%)	11.3%	14.8%	12.7%	13.9%	16.5%
Other Income	2.12	2.16	1.93	2.30	2.18
Depreciation	1.30	1.02	1.31	2.87	4.27
EBIT	26.91	37.33	33.53	39.03	57.07
EBIT(%)	11.6%	15.3%	12.9%	13.6%	15.9%
Finance Cost	4.21	4.32	4.65	5.21	4.80
Profit Before Tax	22.70	33.01	28.88	33.82	52.27
Profit Before Tax(%)	9.8%	13.5%	11.1%	11.8%	14.6%
Тах	5.33	11.23	8.79	9.41	14.06
Profit After Tax*	17.37	21.77	20.09	24.41	38.21
Profit After Tax(%)	7.5%	8.9%	7.7%	8.5%	10.7%
EPS	17.12	18.82	17.30	21.98	36.66

Consolidated Balance Sheet

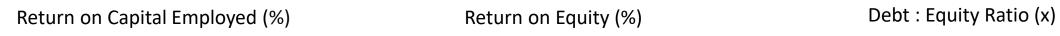


Particulars (in Rs. Crs.)	Mar-19	Mar-18
Assets		
Non-current assets	145.76	152.86
Property, Plant and Equipment	2.14	2.60
Goodwill on consolidation	137.06	142.11
Other Intangible assets	2.93	4.64
Financial Assets		
(i) Loans	0.00	0.00
(ii) Others	2.02	2.39
Deferred Tax Assets (Net)	1.56	1.09
Other Non-Current Assets	0.05	0.02
Current assets	132.74	110.02
Financial Assets		
(i) Trade receivables	64.95	58.43
(ii) Cash and cash equivalents	40.06	30.02
(iii) Loans	0.06	0.20
(iv) Other Financial Assets	6.49	7.46
Current Tax Assets (Net)	1.38	0.23
Other Current Assets	19.80	13.68
TOTAL - ASSETS	278.49	262.89

Particulars (in Rs. Crs.)	Mar-19	Mar-18	
Equity & Liabilities			
Equity	175.34	148.02	
Equity Share capital	9.94	9.94	
Other equity	165.39	138.08	
Non-controlling interest	4.82	6.09	
LIABILITIES			
Non-current liabilities	35.28	46.78	
Financial Liabilities			
(i) Borrowings	31.60	38.05	
(ii) Other Financial Liabilities	0.69	6.09	
Provisions	2.99	2.64	
Current liabilities	63.06	62.00	
Financial Liabilities			
(i) Borrowings	7.39	4.42	
(ii) Trade Payables	24.32	28.63	
(iii) Other Financial Liabilities	3.91	7.63	
Other Current Liabilities	26.17	20.32	
Provisions	1.27	1.00	
TOTAL - EQUITY AND LIABILITIES	278.49	262.89	

Key Ratios

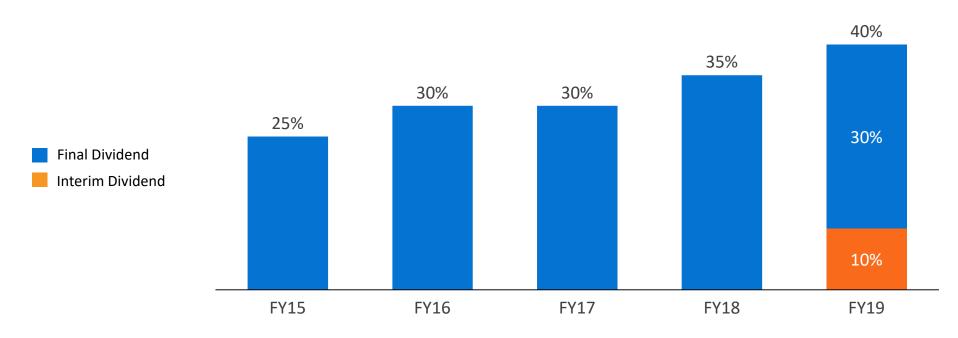






Sharing Profits...Consistently





Particulars (in Rs)	FY15	FY16	FY17	FY18	FY19
Consolidated Book Value / Share	106.84	124.08	119.56	148.87	176.35
Consolidated Earnings / Share	17.12	18.82	17.30	21.98	36.66
Dividend / Share	2.50	3.00	3.00	3.50	4.00



Strategy for growth

Our Focused Strategy for Growth



Focus on Emerging sectors



Addressing the sweep of digitisation to help enhance clients operational efficiency

Inch-wide and miledeep strategy



Addressing target markets with services that differentiate from competition and emerging as one of the fastest-growing and most profitable across our verticals

Being Nimble



We are a mid-tier company with few decision making layers, enhancing our agility



Building A Strong Team

building high By performance focused teams on sustainable growth

Consolidating Front-End



Consolidating marketing front-end to reach more clients, accounts, trades and systems with the objective to squeeze growth from our platforms at minimal costs

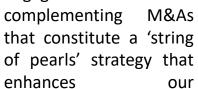


String of Pearls' strategy

in

business

our



Engage

competence immediately following

acquisition without corresponding gestation

Value over volume



Address unoccupied territories represented by projects with higher profitability

Conversation with the Technology Drivers at Saksoft







TRANSPORATION & LOGISTICS



RETAIL/ECOMMERCE



HEALTHCARE



TELECOM



PUBLIC SECTOR



We developed a solution called 'Card-less ATM withdrawal', which allows someone to transfer a sum of money by generating a four-digit PIN and the other party to withdraw the same amount without using an ATM card

We are working with more than 35 premier American Logistics companies. With over 8 years of experience and strengthening our understanding of freight and fleet management, the sector is growing at a fast clip of 20% + annually

We have bagged prestigious clients, including a large US outdoor equipment e-tailer engaged in the sale of mountaineering and sports gear in addition to a high-fashion e-commerce player

Via Faichi, we are working on a project called 'Create Aware', where we provide wearable devices in exchange for collecting health statistics that are transmitted to our servers that represents adequate round-the-clock data to medical practitioners and R&D labs in treating specific conditions or develop new therapies

One of our key customers in this space is based out of the Europe. Saksoft has been its largest independent vendor for ten years, strengthening their business and revenues

We are working with Central Governments, County and Health department in the UK. By enabling a digital transformation programs, we are improving citizen's life. Through predictive analytics we are reducing crime rates.

Contact us



Company: Investor Relations Advisors:



SGA Strategic Growth Advisors

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