SAKSOFT

your digital transformation partner
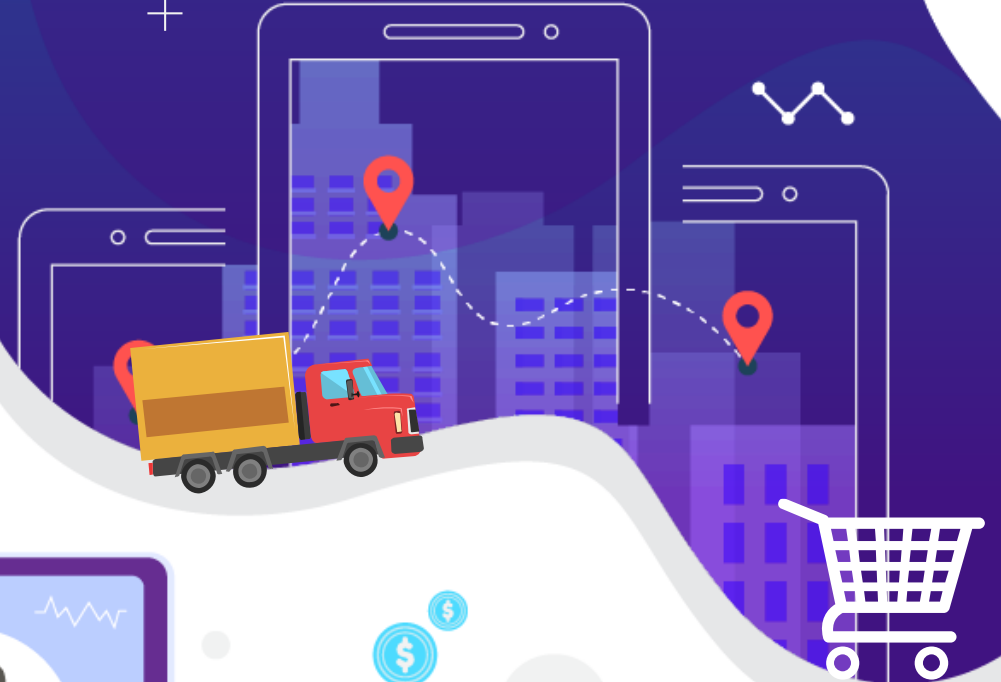
SAKSOFT LIMITED

INVESTOR PRESENTATION – NOVEMBER 2020

info@saksoft.com | www.saksoft.com

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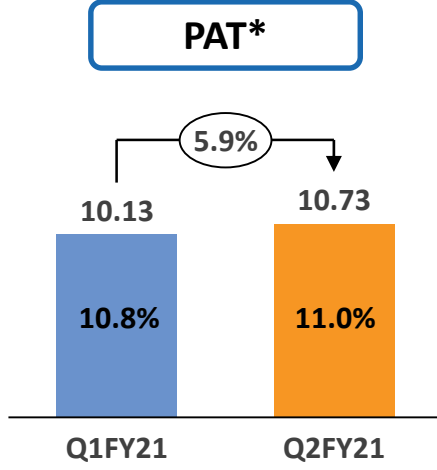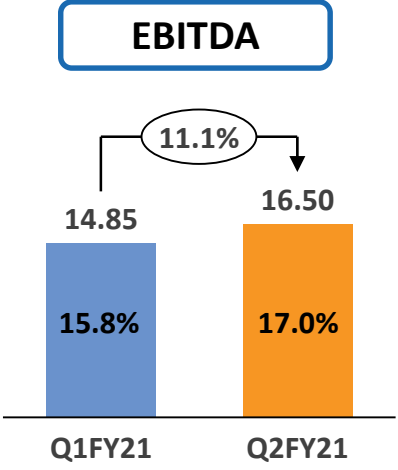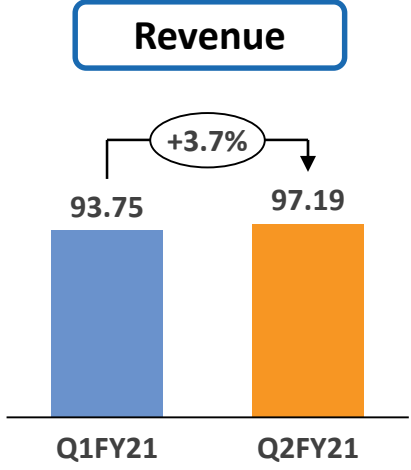
Q2 & H1FY21 Financial Highlights

Continued Growth Momentum

Revenue	EBITDA	PAT*

Q2FY21 v/s Q1FY21

Revenue: +3.7%
- Q1FY21: 93.75
- Q2FY21: 97.19

EBITDA: 11.1%
- Q1FY21: 14.85 (15.8%)
- Q2FY21: 16.50 (17.0%)

PAT*: 5.9%
- Q1FY21: 10.13 (10.8%)
- Q2FY21: 10.73 (11.0%)

Q2FY21 v/s Q2FY20

Revenue: +11.5%
- Q2FY20: 87.19
- Q2FY21: 97.19

EBITDA: 2.1%
- Q2FY20: 16.16 (18.5%)
- Q2FY21: 16.50 (17.0%)

PAT*: 9.9%
- Q2FY20: 9.76 (11.2%)
- Q2FY21: 10.73 (11.0%)

H1FY21 v/s H1FY20

Revenue: 7.0%
- H1FY20: 178.39
- H1FY21: 190.94

EBITDA: -3.0%
- H1FY20: 32.33 (18.1%)
- H1FY21: 31.35 (16.4%)

PAT*: 8.3%
- H1FY20: 19.27 (10.8%)
- H1FY21: 20.86 (10.9%)
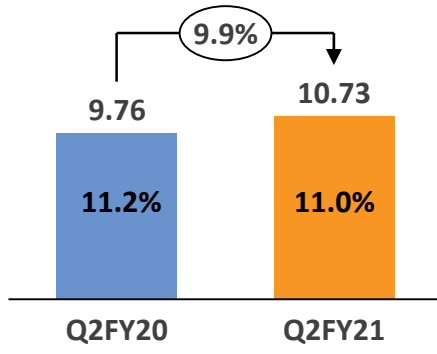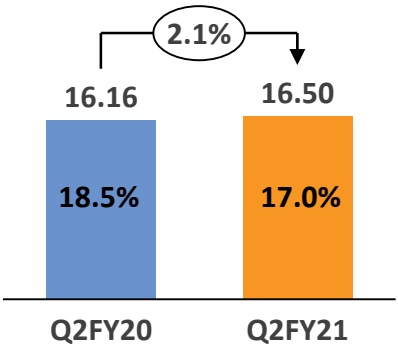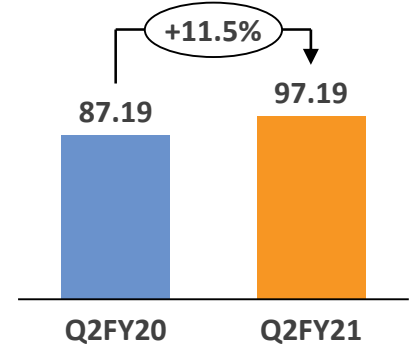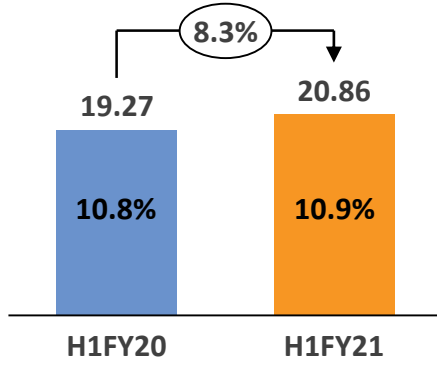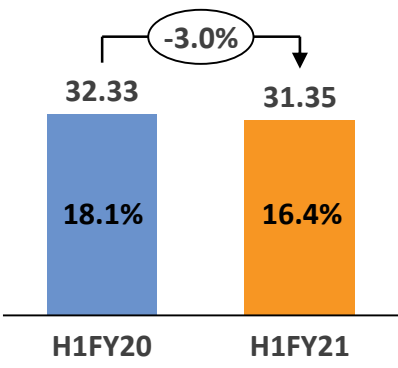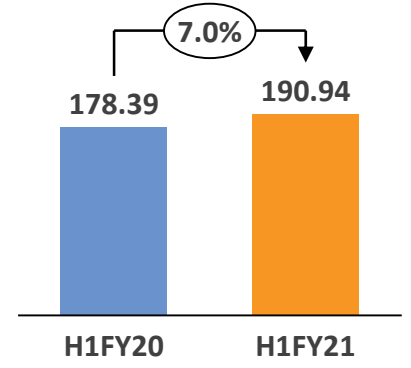
*PAT is before Minority interest

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Highlights for Q2 & H1FY21

Revenue

✓ Q2FY21 Revenue at Rs. 97.19 Crs v/s Rs. 87.19 Crs in Q2FY20, a growth of 11.5% on YoY basis and 3.7% on QoQ basis

✓ H1FY21 Revenue at Rs. 190.94 Crs v/s Rs.178.39 Crs in H1FY20, a growth of 7%

✓ During Q2FY21, the company added a customer in 0.5 to 1 Million Dollar segment

✓ During H1FY21, the company added 2 customers in 0.5 to 1 Million Dollar segment

EBITDA

✓ Q2FY21 EBITDA at Rs. 16.5 Crs v/s Rs. 16.16 Crs in Q2FY20, growth of 2.1% on YoY basis and 11.1% on QoQ basis

✓ Q2FY21 EBIDTA margins at 17.0% v/s 18.5% in Q2FY20 and 15.8% in Q1FY21

✓ H1FY21 EBITDA at Rs. 31.35 Crs v/s Rs. 32.33 Crs in H1FY20

✓ Despite the challenging environment, the Margins of the Company remained intact as a result of strengthening of niche capabilities in selected industry verticals

PAT (Before Minority Interest)

✓ Q2FY21 PAT (before minority) at Rs. 10.73 Crs v/s Rs. 9.76 Crs in Q2FY20, a growth of 9.9% on YoY basis and 5.9% on QoQ basis

✓ H1FY21 PAT (before minority) at Rs. 20.86 Crs v/s Rs. 19.27 Crs in H1FY20, a growth of 8.3%

✓ Decrease in finance cost led to further improvement in net profit

✓ **The Company declared Interim Dividend of Rs. 2.5/-per share (25%) on equity share of Rs. 10/- each for the financial year 2020-21**

Operating & Customer Metrics

Revenue by Geography

H1FY21

- APAC & Others 21%
- Americas 49%
- Europe 30%

FY20

- APAC & Others 23%
- Americas 50%
- Europe 27%

Revenue Mix

H1FY21

- Offshore 51%
- Onsite 49%

FY20

- Offshore 51%
- Onsite 49%
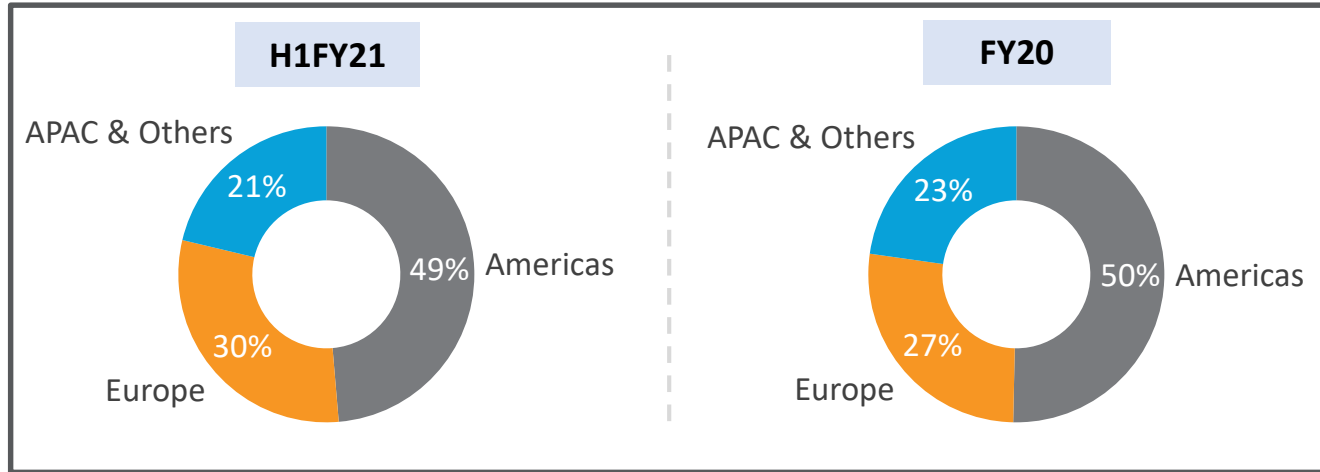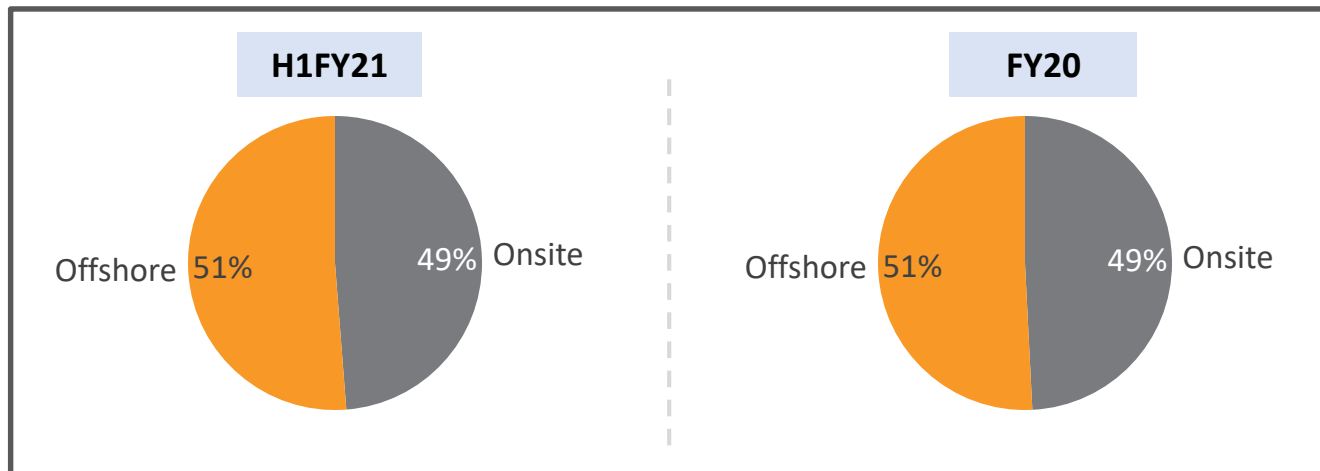
CUSTOMER METRICS	H1FY21	FY20
(a) No of clients/customers per Million Dollar**		
Revenue more than 1 Million Dollar	6	6
Revenue more than 0.5 Million Dollar	9	7
(b) Client's Contribution to Revenue		
Revenue from Top 5	49%	47%
Revenue from Top 10	60%	55%
Revenue from Top 20	70%	64%

HEADCOUNT METRICS	H1FY21	FY20
(a) Headcount & Utilization		
Total Employee Count	*1,225*	*1,258*
Technical	1,090	1,121
Support	135	137
(b) Utilization-IT Services		
Excluding trainees	82%	83%

** The numbers are based on the Annualized figures

Revenue By Verticals
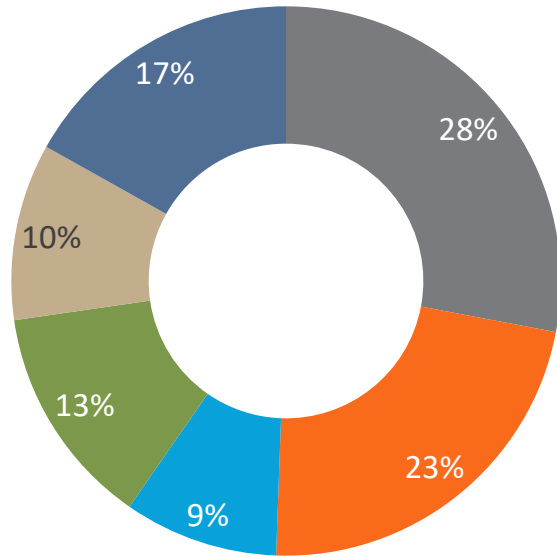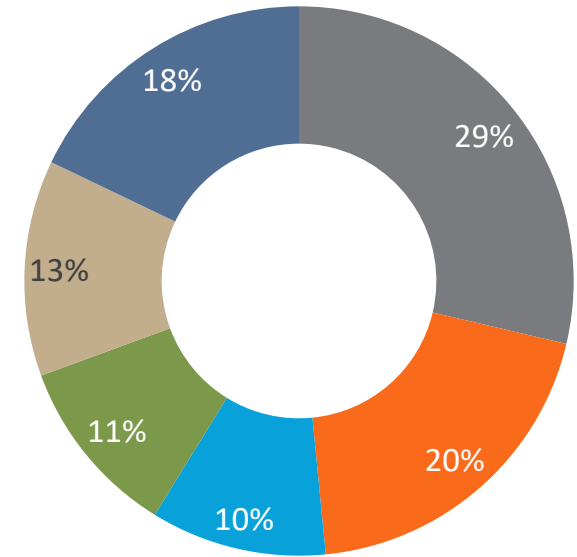
Legend:
- Fintech
- Telecom
- Transportation & Logistics
- Public Sector
- Retail & Health Care
- Others

Q2 & H1FY21 Income Statement

Particulars (in Rs. Crs)	Q2FY21	Q2FY20	Y-o-Y (%)	Q1FY21	Q-o-Q (%)	H1FY21	H1FY20	Y-o-Y (%)
Total Revenue	**97.19**	**87.19**	**11.5%**	**93.75**	**3.7%**	**190.94**	**178.39**	**7.0%**
Employee Expenses	46.26	44.60		45.19		91.45	90.19	
Support/ Third Party charges	27.68	20.57		28.54		56.22	43.28	
Other Expenses	6.75	5.86		5.17		11.92	12.59	
EBITDA	**16.50**	**16.16**	**2.1%**	**14.85**	**11.1%**	**31.35**	**32.33**	**-3.0%**
EBITDA(%)	*17.0%*	*18.5%*		*15.8%*		*16.4%*	*18.1%*	
Other Income	0.14	0.49		1.02		1.16	1.12	
Depreciation	1.73	1.84		1.73		3.46	3.67	
EBIT	**14.91**	**14.81**	**0.7%**	**14.14**	**5.4%**	**29.05**	**29.78**	**-2.5%**
EBIT(%)	*15.3%*	*17.0%*		*15.1%*		*15.2%*	*16.7%*	
Finance Cost	0.89	1.35		1.00		1.89	2.73	
Profit Before Tax	**14.02**	**13.46**	**4.2%**	**13.14**	**6.7%**	**27.16**	**27.05**	**0.4%**
Tax	3.29	3.70		3.01		6.30	7.78	
Profit After Tax*	**10.73**	**9.76**	**9.9%**	**10.13**	**5.9%**	**20.86**	**19.27**	**8.3%**
Profit After Tax(%)*	*11.0%*	*11.2%*		*10.8%*		*10.9%*	*10.8%*	
EPS	**10.79**	**9.61**		**10.19**		**20.98**	**19.18**	

*PAT is before Minority interest

Consolidated Balance Sheet

Particulars (in Rs. Crs.)	Sep-20	Mar-20
Assets		
Non-current assets	**157.16**	**156.36**
Property, Plant and Equipment	8.49	8.50
Goodwill on consolidation	142.26	140.30
Other Intangible assets	0.72	2.17
Financial Assets		
Others	2.57	2.50
Deferred Tax Assets (Net)	3.12	2.89
Current assets	**163.32**	**147.00**
Financial Assets		
(i) Investments	10.24	5.51
(ii) Trade receivables	64.39	67.52
(iii) Cash and cash equivalents	68.24	42.93
(iv) Loans	0.06	0.14
(v) Other Financial Assets	8.98	12.00
Current Tax Assets (Net)	0.89	1.88
Other Current Assets	10.52	17.02
TOTAL - ASSETS	**320.48**	**303.36**

Particulars (in Rs. Crs.)	Sep-20	Mar-20
Equity & Liabilities		
Equity	**229.69**	**206.18**
Equity Share capital	9.94	9.94
Other equity	219.75	196.24
LIABILITIES		
Non-current liabilities	**33.80**	**33.55**
Financial Liabilities		
(i) Borrowings	26.55	24.69
(ii) Other Financial Liabilities	2.22	3.85
Provisions	5.03	5.01
Current liabilities	**56.99**	**63.63**
Financial Liabilities		
(i) Borrowings	-	0.85
(ii) Trade Payables	20.94	22.95
(iii) Other Financial Liabilities	6.49	8.70
Other Current Liabilities	26.90	29.53
Provisions	2.66	1.60
TOTAL - EQUITY AND LIABILITIES	**320.48**	**303.36**

Cash Flow Analysis

Particulars (in Rs. Crs.)	Sep-20	Sep-19
Operating profit before working capital changes	32.78	33.07
Changes in working capital	9.22	0.86
Cash generated from operations	42.00	33.93
Direct taxes paid (net of refund)	(5.36)	(7.77)
Net Cash from Operating Activities	**36.64**	**26.16**
Net Cash used from Investing Activities	**(8.02)**	**(10.48)**
Net Cash used from Financing Activities	**(3.32)**	**(9.66)**
Net Increase in cash and cash equivalents	**25.30**	**6.02**

Key Ratios

Return on Capital Employed (%)

- FY20: 24.7%
- H1FY21: 22.7%

Return on Equity (%)

- FY20: 18.6%
- H1FY21: 18.2%

Debt : Equity Ratio

- FY20: 0.13
- H1FY21: 0.12
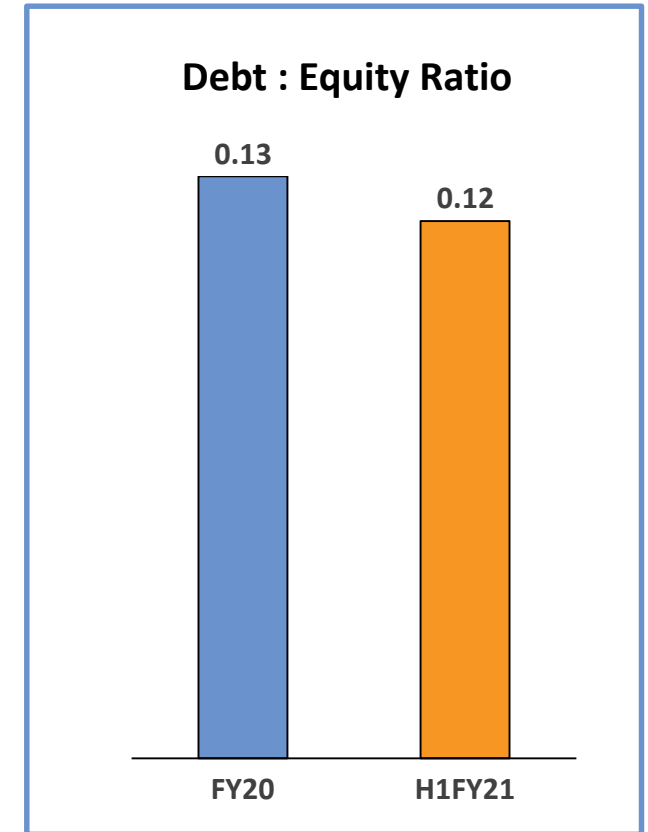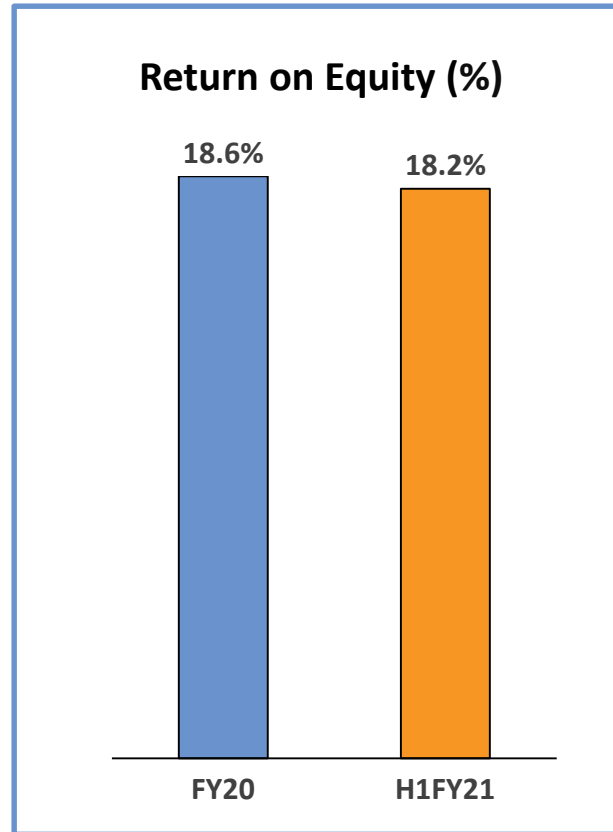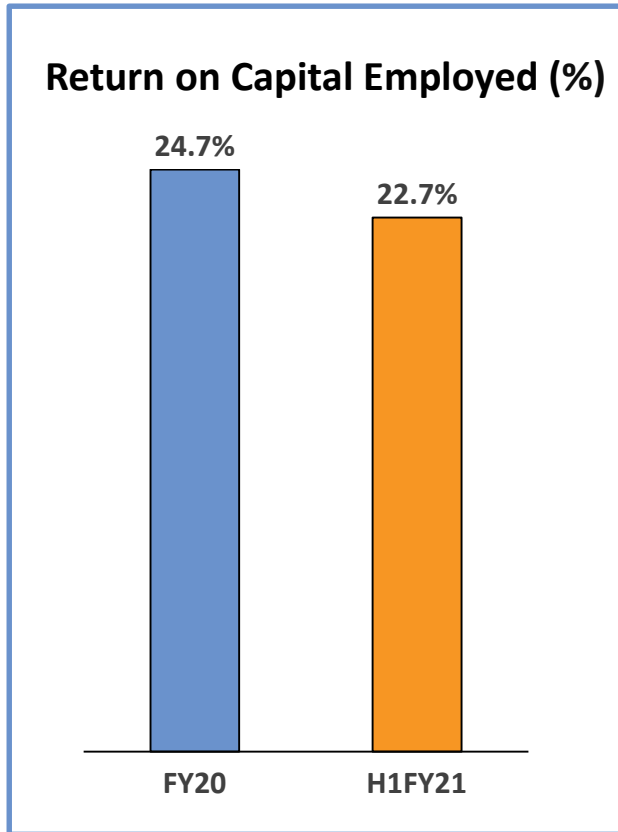
Sharing Profits…Consistently

Legend: ■ Final Dividend   ■ Interim Dividend

Chart — Dividend percentages:
- FY15: 25%
- FY16: 30%
- FY17: 30%
- FY18: 35%
- FY19: 40% (Final Dividend 30%, Interim Dividend 10%)
- FY20: 45%
- H1FY21: 25%
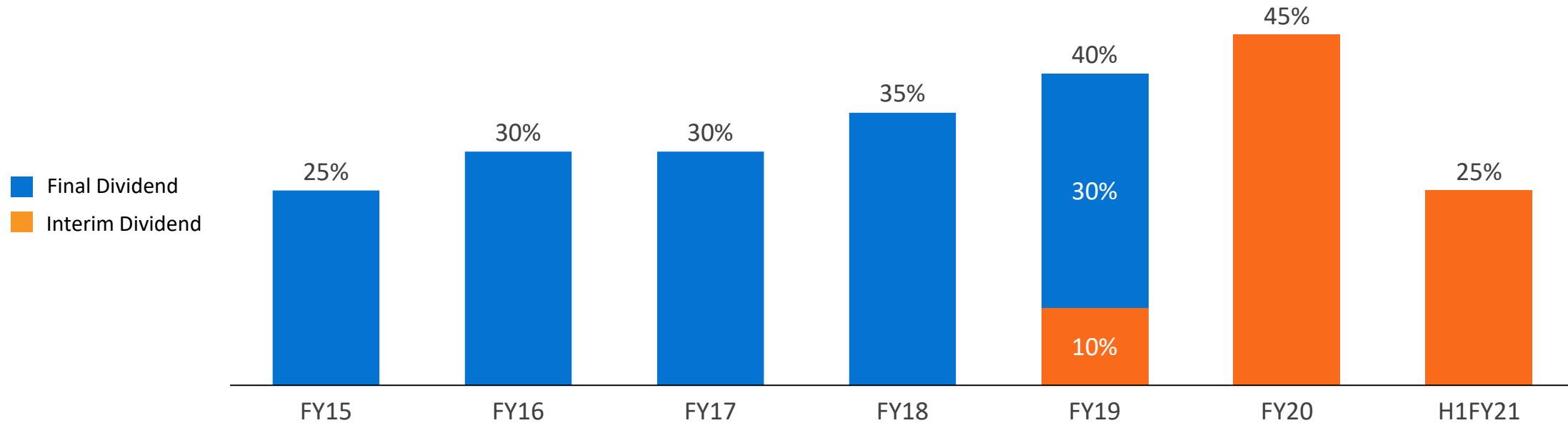
Particulars (in Rs)	FY15	FY16	FY17	FY18	FY19	FY20	H1FY21
Consolidated Book Value / Share	106.84	124.08	119.56	148.87	176.35	207.37	231.02
Consolidated Earnings / Share	17.12	18.82	17.30	21.98	36.66	38.67	20.98
Dividend / Share	2.50	3.00	3.00	3.50	4.00	4.50	2.50

About Saksoft

Saksoft Group

1250+ Employees

ISO 9001, 27001

14 Strategic Locations

$50 Million Revenues

20+ Years Track-record

acuma IVM
A SAKSOFT COMPANY

SAKSOFT
your digital transformation partner

FAICHI

360 LOGICA

edp
Agility • Accountability • Authority
A SAKSOFT COMPANY

DreamOrbit
A SAKSOFT COMPANY

iCORE
because it begins with me

Innovation

Customer focus

Openness

Respect

Enterprising

1999	2000	2001	2005	2006	2013	2014
The Journey Begins	Incorporated in Singapore	Incorporated in US & UK	Went Public, Listed in NSE	First Acquisition Acuma	Acquired EDP, US	In roads to Testing & QA 360 Logica

2015	2016	2017	2018	2020	2020
Traditional services to Digital Transformation services	Logistics & Transportation, IoT, DreamOrbit	Became a Vertical Focussed Service Provider	Healthcare Faichi	Digital Transformation Partner, Aegon	Domain Specific Technology Solutions to Modernize,Automate,Manage

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 (RPA) | 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 | Testing CoE

Managed Infrastructure Services

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

Cost & Operations Efficiency

Value Chain Optimization

Faster Time to Market

Training & Support

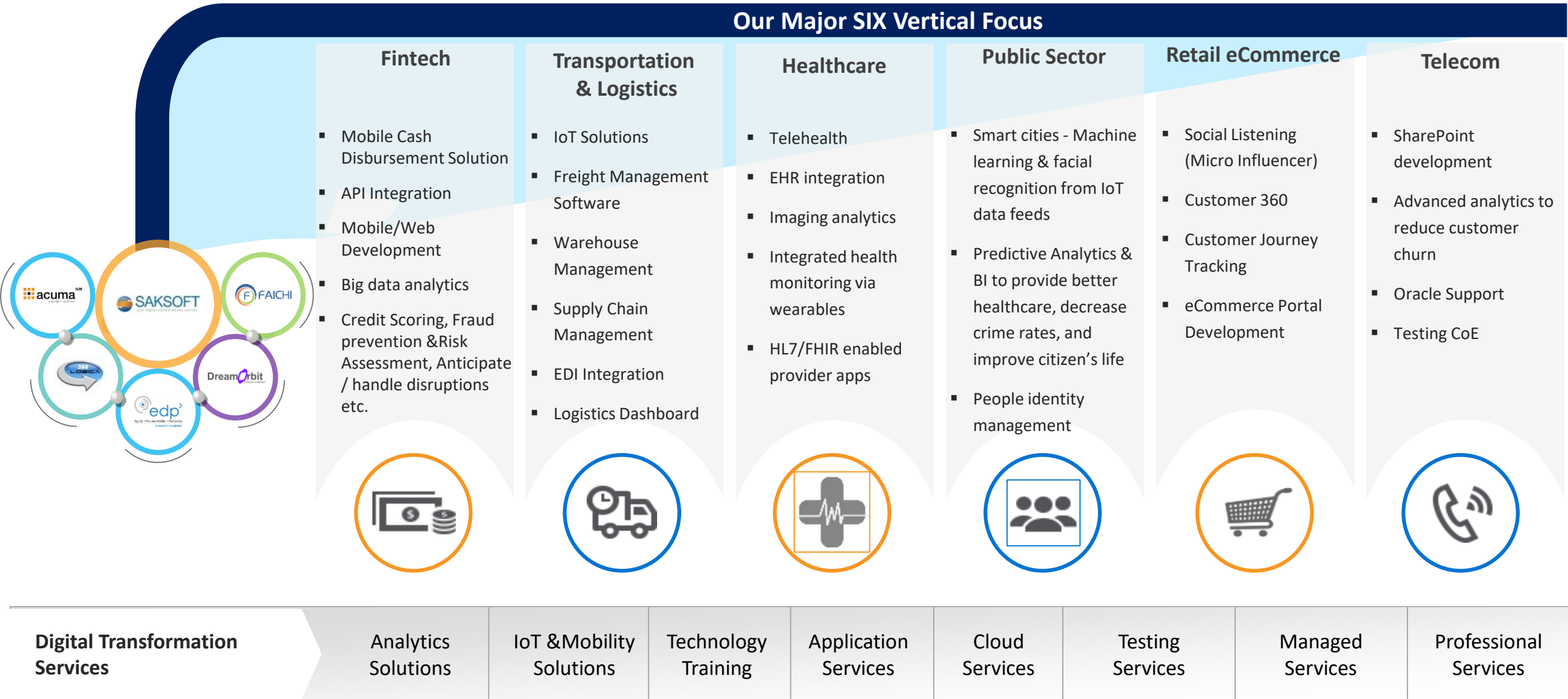**Digital Transformation Partner** for FinTech, Retail, Transport & Logistics and Telecom industries, healthcare as well as, Government & Public Sector Organizations

Our Focus Verticals

Our Major SIX Vertical Focus

Fintech

- Mobile Cash Disbursement Solution
- API Integration
- Mobile/Web Development
- Big data analytics
- Credit Scoring, Fraud prevention &Risk Assessment, Anticipate / handle disruptions etc.

Transportation & Logistics

- IoT Solutions
- Freight Management Software
- Warehouse Management
- Supply Chain Management
- EDI Integration
- Logistics Dashboard

Healthcare

- Telehealth
- EHR integration
- Imaging analytics
- Integrated health monitoring via wearables
- HL7/FHIR enabled provider apps

Public Sector

- Smart cities - Machine learning & facial recognition from IoT data feeds
- Predictive Analytics & BI to provide better healthcare, decrease crime rates, and improve citizen's life
- People identity management

Retail eCommerce

- Social Listening (Micro Influencer)
- Customer 360
- Customer Journey Tracking
- eCommerce Portal Development

Telecom

- SharePoint development
- Advanced analytics to reduce customer churn
- Oracle Support
- Testing CoE

Digital Transformation Services	Analytics Solutions	IoT &Mobility Solutions	Technology Training	Application Services	Cloud Services	Testing Services	Managed Services	Professional Services

Saksoft's Fintech Solutions

- Customer Profiling / Segmentation
- Cross-Selling / Upselling
- Single Customer View Dashboards
- Financial Credit Management
- Forensic Analytics
- Realtime Monitoring
- Fraud Analytics

ADVANCED ANALYTICS

- Native Mobile / Web application development
- Robotics Process Automation
- Loyalty Management Solutions
- APIs & Microservices

APPS

- Cloud Consulting, Migration & deployment
- L1/L2 Support

INFRASTRUCTURE

- Testing CoE

TESTING

Fintech Solutions – Case Study

- Built a cardless cash system enabling consumers, businesses and governments to instantly deliver cash to Recipients via their mobile device

- Creating a Loyalty Management Solutions for the institution

- Ensuring Security through rigorous performance and security testing.

- Designed & initiated Cloud Optimization involving Database & Application migration from MySQL to AWS Aurora Database

- Migration of customer's entire infrastructure to Amazon Cloud Services

Saksoft's Logistics & Transportation Solutions

- Freight Management Software
- Robotics Process Automation
- Shipment dispatch & Tracking
- Supply Chain Management
- Virtual warehouse management
- Stevedore Applications
- 3PL Management

FREIGHT MANAGEMENT

- IoT Solutions
- Vehicle Dispatch
- Tracking & Geofencing
- Drive/ Vehicle Management
- Theft prevention
- Legal Compliance
- Berth Reservation systems

FLEET MANAGEMENT

- Logistics dashboard
- Chatbots
- API & EDI Integration

ADVANCED ANALYTICS

Transport & Logistics Solutions – Case Study

- Digital Transformation Solution including order booking (via dedicated portal on cloud), shipment tracking (via IoT Solution), real-time carrier status (via Mobility Solution), generating invoice (via collaboration tools), to predict peak load time (via Machine Learning)

- Creating a cement vessel berth reservation system (CVRS) & stevedore application for the port

- Designed IoT based Fleet Management software with features like Unit Information, Vehicle Tracking, Maintenance were built. Server based event processing engine was built to capture GPS as well as many other vehicle operational parameters like speed, engine on-off etc.

- Development of freight management software that automates operations right from order request to delivery, therefore increasing performance and reducing overall OPEX

- Order Tracking using UiPath RPA

- 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.

- Creating a virtual warehouse for real-time workforce monitoring & asset tracking

Healthcare Solutions Overview

- PMS and Ancillary application development
- Chronic Care Management
- Patient Portals
- Secure Messaging

PRODUCT DEVELOPMENT

- EHR, EMR Integration using HL7, XML, JSON-FHIR
- Radiology Integration using DICOM
- Legacy system data migration and consolidation

EDI & DATA MIGRATION

- Population Health Management
- Creating CMS reports like CQM, PQRS, HEDIS etc.
- P4P and value based reports
- Data warehousing

CLINICAL ANALYTICS

- Patient Engagement tools
- Tele-Health Application
- Remote monitoring tools
- Robotics Process Automation
- IoT & Mobility

MHEALTH & REMOTE CARE

Regulation-HIPAA   Messaging Standard- HL7, DICOM   Vocabulary-LOINC, SNOMEDCT

Health Care Solutions - Case Studies

- 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.

- 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)

- Designed data warehouse & implemented SAP BO. Due to customized analytics and reporting, now the client is able to respond faster during emergencies.

- SAP SuccessFactors implementation for a hospital chain.

- Oracle data warehouse for a Pharmaceutical company.

- Patient After visit summary (AVS) using bots. This helped in improving patient engagement. The visit is documented and available anytime to patient as well as provider.

Public Sector Solutions Overview

- Predictive Analytics tool to reduce crimes rates
- Identity Management solutions – to check identity & for granting visas
- Identifying Potential Fraud
- Efficiently managing Ports

G2G/G2B

- Smart cities using IoT
- Public Healthcare Solutions
- County Housing Solutions
- Predictive analytics for citizen care
- Improve Student retention

G2C

Public Sector Solutions - Case Studies

- Digital Transformation project to use data from multiple sources. We were able to identify a customer journey (cradle to grave) & service user journey.

- Providing assistance with the SAP Predictive Analytics tool for modelling and predictive visualisation to understand the movements of the organized crime groups

- Patient data was collected from around the UK from numerous NHS Trusts, Primary Heath Care Trusts and local Heath Authorities. The data was used to identify early signs and trends of bowl cancer.

- Worked with the university to identify patterns and trends that cause students to drop out causing a drop in funding to the university. We helped identify interventions required to ensure students do not drop out and maintain their attendance

- Created Berth Reservation System and helping the port to improve efficiency

Retail & Ecommerce Solutions Overview

- Customer 360 degree (Single view)
- Tracking & improving conversion through Predictive Analytics
- BI to AI Journey crafting
- Achieving desired outcomes through prescriptive analytics
- Data Integration, Management, Governance

ADVANCED ANALYTICS

- AI Fashion Assistant
- Smart Contract using blockchain
- Social Connect
- Drupal / WooCommerce
- Testing CoE

APPS

- Sales / Inventory Forecasting
- Sentiment analysis
- Beacons to improve customer experience
- Cloud Migration
- Infrastructure support
- Omnichannel experience

STOREFRONT SOLUTIONS

- Traceable shipments
- Automated order fulfilment
- Maximum asset utilization
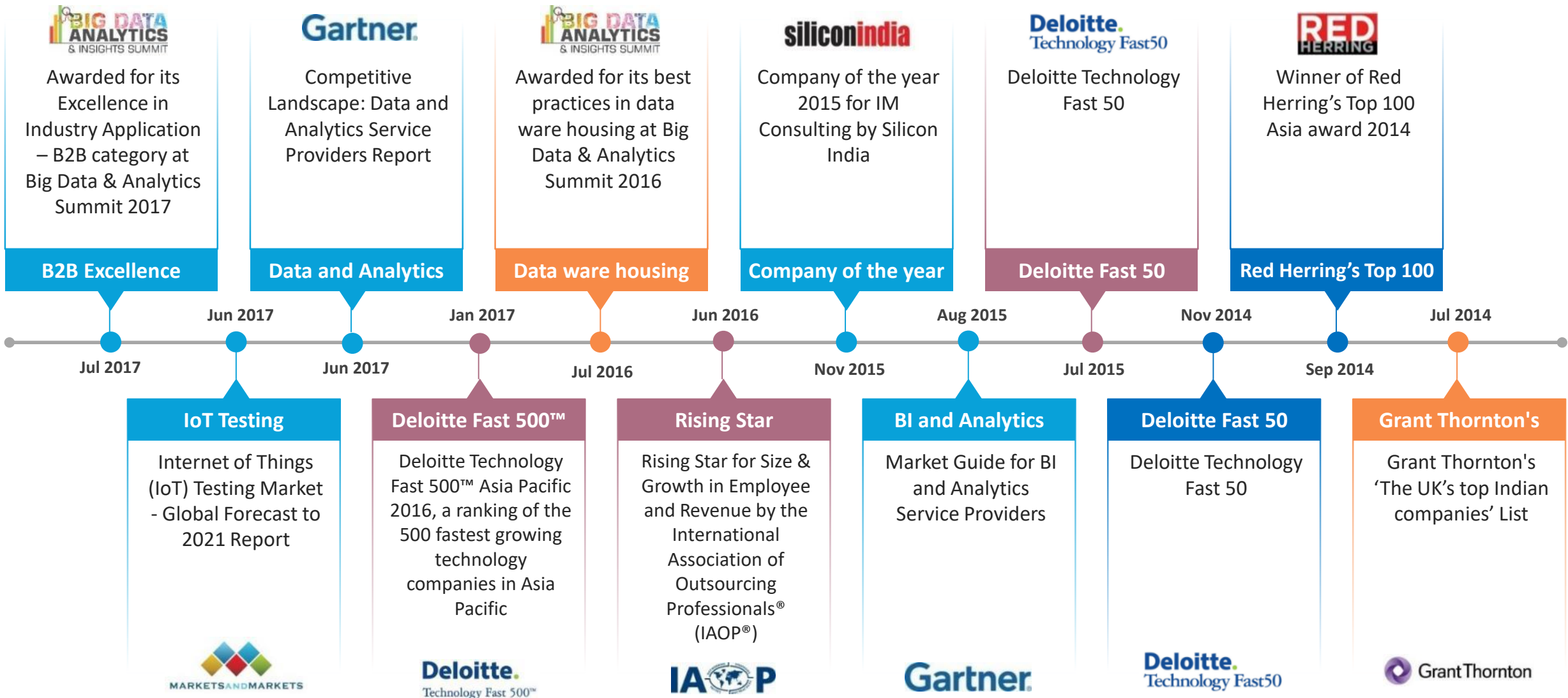- Behaviour based inventory optimisation
- Supply chain optimization

LOGISTICS SOLUTIONS

Retail & E-commerce Solutions - Case Studies

- Created customer360 dashboard (using Hadoop, R & tableau) which will help them to profile a customer, forecast their sales and help in conversion rates

- Leveraged Big Data and improved their average order value by 53% through personalized marketing.

- Building and managing their B2B and B2C ecommerce stores. Currently the stores are for US and UK. We also built their backend system to manage orders and inventory. Faviana wants to go fully ecommerce by 2020

- Building and supporting their ASP.Net Storefront based ecommerce portal.

- Migrated their legacy portal to a new Magento 2.0 platform and supports their engineering needs for the portal

- Provides product engineering services to Trader Interactive in the areas of web development. It also has a dedicated QA team for third part testing.

- Dedicated QA Testing team for Target

Awards

B2B Excellence

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

Data and Analytics

Competitive Landscape: Data and Analytics Service Providers Report

Data ware housing

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

Company of the year

Company of the year 2015 for IM Consulting by Silicon India

Deloitte Fast 50

Deloitte Technology Fast 50

Red Herring's Top 100

Winner of Red Herring's Top 100 Asia award 2014

Jul 2017 | Jun 2017 | Jan 2017 | Jun 2016 | Aug 2015 | Nov 2014

Jun 2017 | Jul 2016 | Nov 2015 | Jul 2015 | Sep 2014 | Jul 2014

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

Market Guide for BI and Analytics Service Providers

Deloitte Fast 50

Deloitte Technology Fast 50

Grant Thornton's

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

Management Team

Board of Directors

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.

Aditya Krishna
CMD – Saksoft

Ajit Thomas, Independent Director & Chairman – Audit Committe

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.

Ganesh Chella, Independent Director

Ganesh Chella is an alumnus of XLRI, Jamshedpur and a founder of Totus HR School, an institution that strives to make HR functions in organizations more aligned and effective by promoting the professional development of its HR practitioners.

Malini Thadani, Independent Director

Malini advises corporates and not-for-profit Boards to design and operationalise the effective integration of sustainability, communications and investor relations into their strategic vision, to future-proof their organisations.

VVR Babu, Independent Director & Chairman-Nomination & Remuneration Committee

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. He was also on the board of Ing Vysya Bank as an independent director..

Dhiraj Mangla
Executive 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.

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.

Soumya Shashi
Head – Testing Services

Posses more than 13+ years of IT experience and leadership roles across Delivery Management, Programme Engagement and Account Management

Swaraj Dash
Vice 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 IVM	UK Public Sector	IM focused company. Renowned name in the Public Sector.
360 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.
DreamOrbit	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.
FAICHI	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 ready-made 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 AI-enabled and communicate through machine language.

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.

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.

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.

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

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.
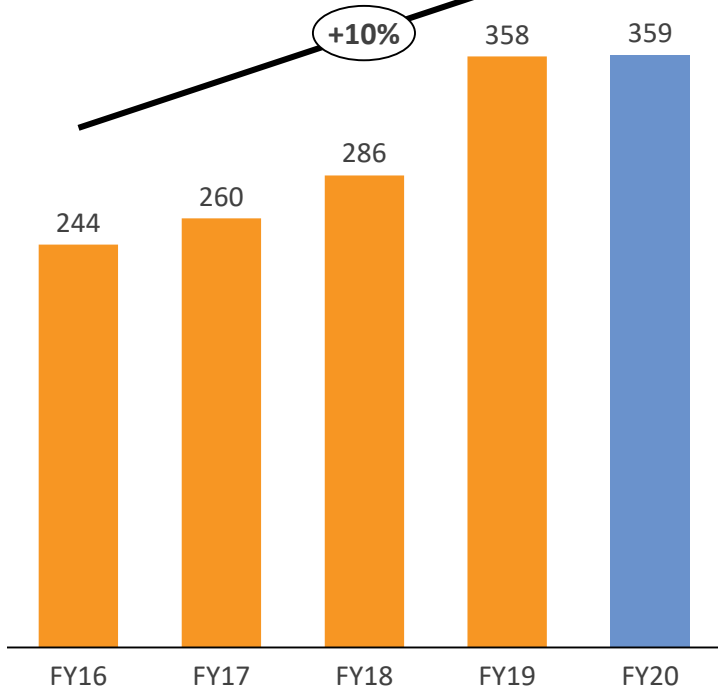
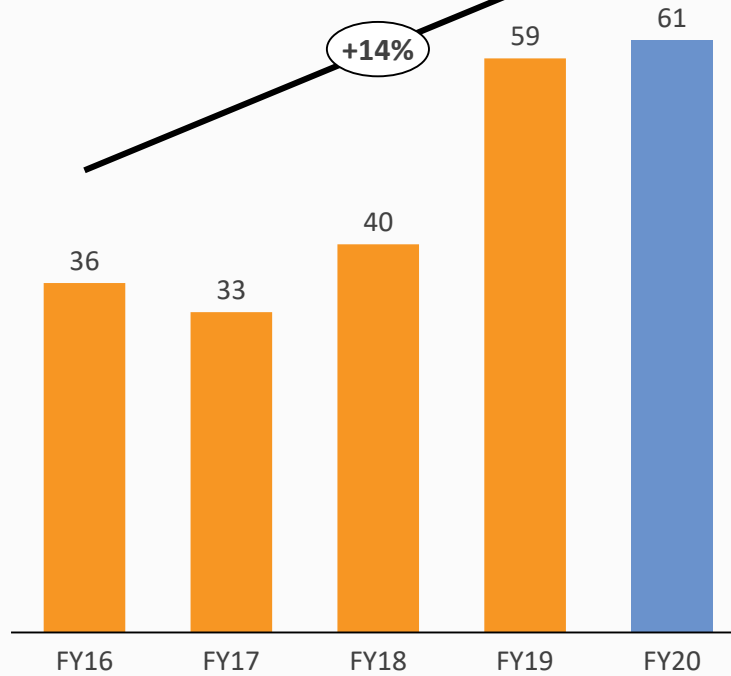# Historical Financial Highlights
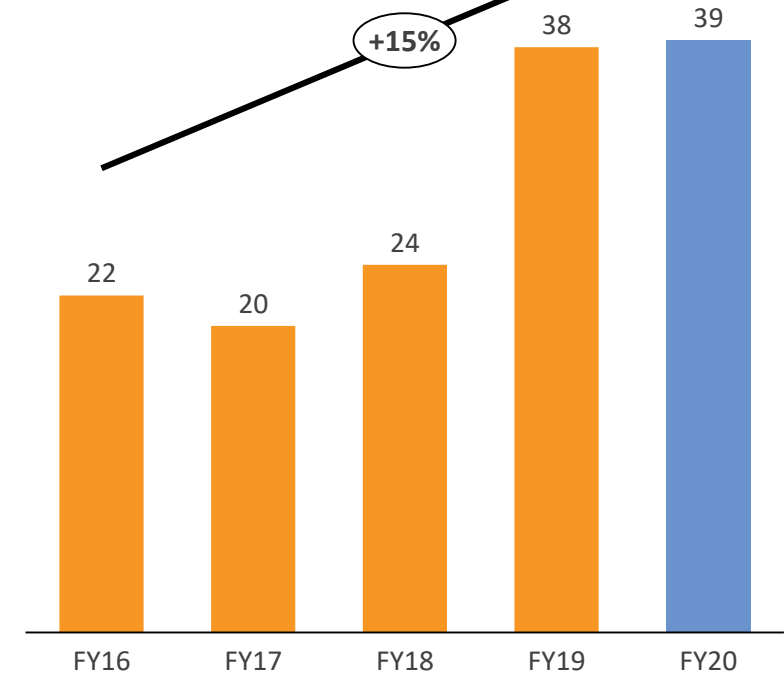
Historical Trend

(in Rs. Crores)

Consolidated Turnover

+10%

FY16	FY17	FY18	FY19	FY20
244	260	286	358	359

Consolidated EBIDTA

+14%

FY16	FY17	FY18	FY19	FY20
36	33	40	59	61

Consolidated PAT*

+15%

FY16	FY17	FY18	FY19	FY20
22	20	24	38	39

*PAT is before minority interest

Historical Consolidated Income Statement

Particulars (in Rs. Crs)	FY16	FY17	FY18	FY19	FY20
Total Revenue	**243.73**	**259.50**	**285.87**	**358.05**	**358.78**
Employee Expenses	112.38	120.75	135.41	165.42	181.42
Support/ Third Party charges	60.14	70.38	75.26	91.41	89.89
Other Expenses	35.02	35.46	35.60	42.06	26.44
EBITDA	*36.19*	*32.91*	*39.60*	59.16	61.03
EBITDA(%)	*14.8%*	*12.7%*	*13.9%*	*16.5%*	*17.0%*
Other Income	2.16	1.93	2.30	2.18	3.89
Depreciation	1.02	1.31	2.87	4.27	7.27
EBIT	*37.33*	*33.53*	*39.03*	57.07	57.65
EBIT(%)	*15.3%*	*12.9%*	*13.7%*	*15.9%*	*16.1%*
Finance Cost	4.32	4.65	5.21	4.80	5.14
Profit Before Tax	*33.01*	*28.88*	*33.82*	52.27	52.51
Tax	11.23	8.79	9.41	14.06	13.86
Profit After Tax*	*21.77*	*20.09*	*24.41*	38.21	38.65
Profit After Tax(%)	*8.9%*	*7.7%*	*8.5%*	*10.7%*	*10.8%*
EPS	**18.82**	**17.30**	**21.98**	**36.66**	**38.67**

*PAT is before minority interest

Consolidated Balance Sheet

Particulars (in Rs. Crs.)	Mar-20	Mar-19	Mar-18
Assets			
Non-current assets	**156.36**	**145.76**	**152.88**
Property, Plant and Equipment	8.5	2.14	2.60
Goodwill on consolidation	140.3	137.06	142.11
Other Intangible assets	2.17	2.93	4.64
Financial Assets			
(i) Loans	0.00	0.00	0.03
(ii) Others	2.5	2.02	2.39
Deferred Tax Assets (Net)	2.89	1.56	1.09
Other Non-Current Assets	0.00	0.05	0.02
Current assets	**147.00**	**132.74**	**110.02**
Financial Assets			
(i) Investments	5.51	-	-
(ii) Trade receivables	67.52	64.95	58.43
(iii) Cash and cash equivalents	42.93	40.06	30.02
(iv) Loans	0.14	0.06	0.20
(v) Other Financial Assets	12.00	6.49	7.46
Current Tax Assets (Net)	1.88	1.38	0.23
Other Current Assets	17.02	19.80	13.68
TOTAL - ASSETS	**303.36**	**278.49**	**262.90**

Particulars (in Rs. Crs.)	Mar-20	Mar-19	Mar-18
Equity & Liabilities			
Equity	**206.18**	**175.33**	**148.02**
Equity Share capital	9.94	9.94	9.94
Other equity	196.24	165.39	138.08
Non-controlling interest	0.00	4.82	6.10
LIABILITIES			
Non-current liabilities	**33.55**	**35.28**	**46.78**
Financial Liabilities			
(i) Borrowings	24.69	31.60	38.05
(ii) Other Financial Liabilities	3.85	0.69	6.09
Provisions	5.01	2.99	2.64
Current liabilities	**63.63**	**63.06**	**62.00**
Financial Liabilities			
(i) Borrowings	0.85	7.39	4.42
(ii) Trade Payables	22.95	24.32	28.63
(iii) Other Financial Liabilities	8.70	3.91	7.63
Other Current Liabilities	29.53	26.17	20.32
Provisions	1.60	1.27	1.00
TOTAL - EQUITY AND LIABILITIES	**303.36**	**278.49**	**262.90**

Key Ratios

Return on Capital Employed (%)

- FY16: 23.0
- FY17: 19.9
- FY18: 19.7
- FY19: 26.7
- FY20: 24.7

Return on Equity (%)

- FY16: 14.3
- FY17: 13.7
- FY18: 14.7
- FY19: 20.8
- FY20: 18.6

Debt : Equity Ratio (x)

- FY16: 0.25
- FY17: 0.33
- FY18: 0.30
- FY19: 0.19
- FY20: 0.13
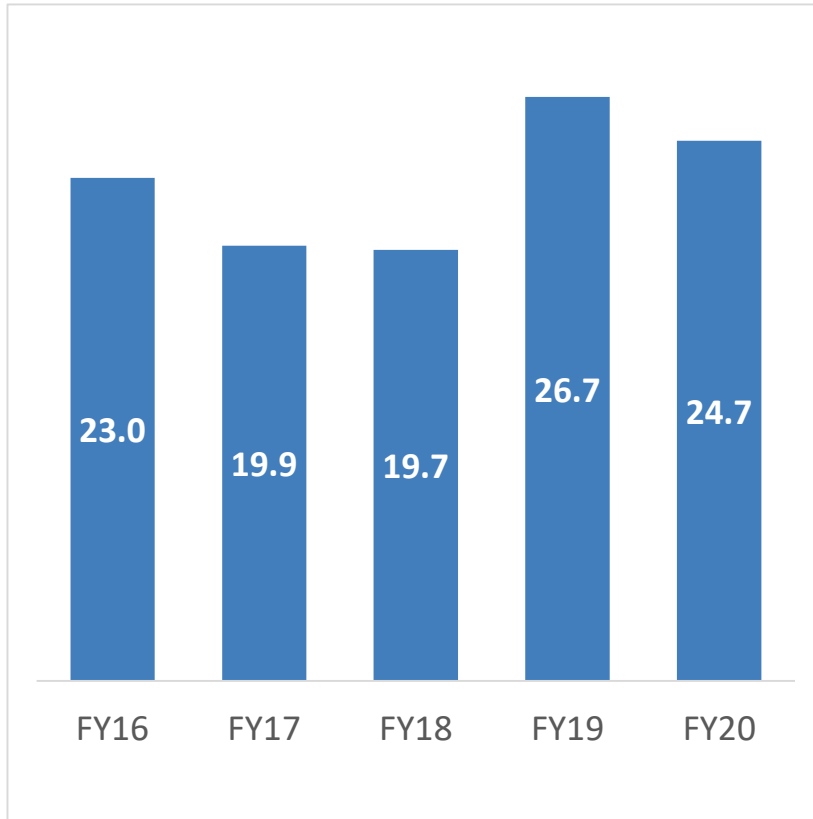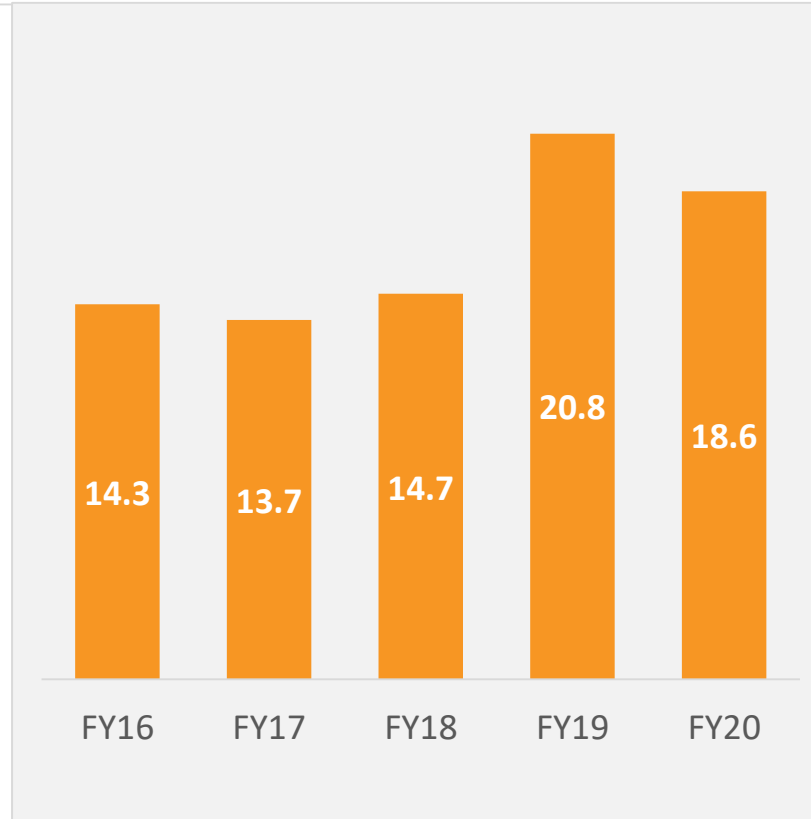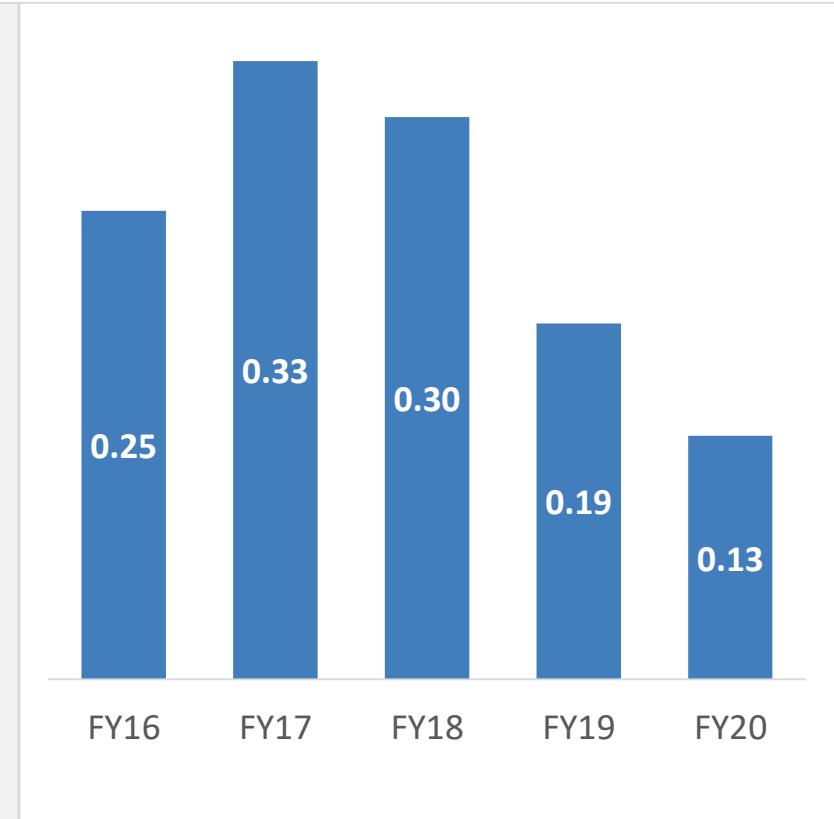
Strategy for growth

Our Focused Strategy for Growth

Focus on Emerging sectors

Addressing the sweep of digitisation to help clients enhance operational efficiency

Inch-wide and mile-deep 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

By building high performance teams focused 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

Engage in business complementing M&As that constitute a 'string of pearls' strategy that enhances our 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

FINTECH

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

TRANSPORATION & LOGISTICS

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

RETAIL/ECOMMERCE

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

HEALTHCARE

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

TELECOM

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

PUBLIC SECTOR

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 :

CIN: L72200TN1999PLC054429

Mr. Niraj Kumar Ganeriwal
Chief Financial Officer
niraj.ganeriwal@saksoft.com

Ms. Swetaleen Tripathy
+91 9840024120
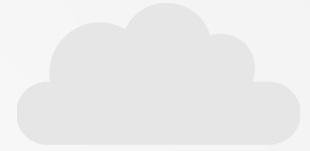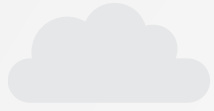swetaleen.t@saksoft.com

www.saksoft.com

CIN: U74140MH2010PTC204285

Ms. Ami Parekh

ami.parekh@sgapl.net

+91 80824 66052

www.sgapl.net

Thank you

www.saksoft.com | info@saksoft.com