SAKSOFT LIMITED

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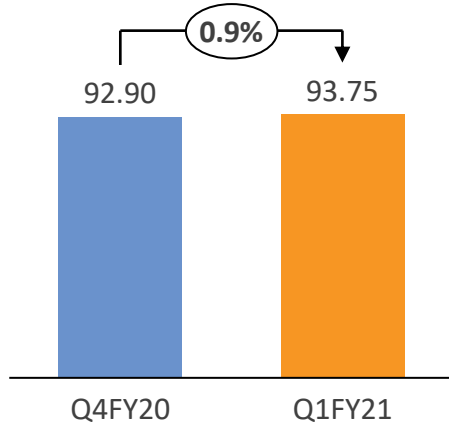
Q1FY21 Financial Highlights
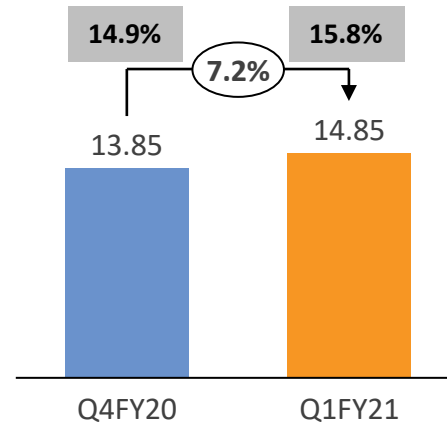
Continued Growth Momentum

Revenue

|	0.9%	
92.90		93.75
Q4FY20		Q1FY21

- The Company recorded Revenue of Rs. 93.75 Crs during Q1FY21, as against Rs. 92.90 Crs in Q4FY20, growth of 0.9% on a Q-o-Q basis
- During the quarter, we have added a customer in 0.5 Million Dollar plus segment

EBIDTA

14.9%	7.2%	15.8%
13.85		14.85
Q4FY20		Q1FY21

- EBITDA for the quarter stood at Rs. 14.85 Crs as compared to Q4FY20 of Rs. 13.85 Crs, a growth of 7.2% on Q-o-Q basis
- EBITDA Margin stood at 15.8%, an increase of 93 bps on a Q-o-Q basis
- Cost rationalization and Prudent cost control measures will continue as one of the major focus area for Management

PAT*

10.5%	3.4%	10.8%
9.80		10.13
Q4FY20		Q1FY21
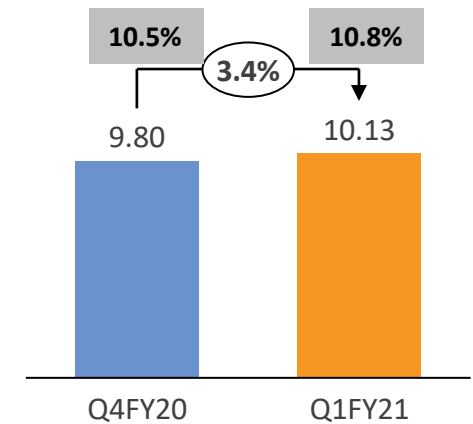
- PAT for the quarter stood at Rs. 10.13 Crs as compared to Q4FY20 of Rs. 9.80 Crs, a growth of 3.4% on a Q-o-Q basis
- PAT Margin stood at 10.8%, an increase of 26 bps on a Q-o-Q basis
- Efficient use of working capital has resulted in reduction in finance cost and improved net profit.
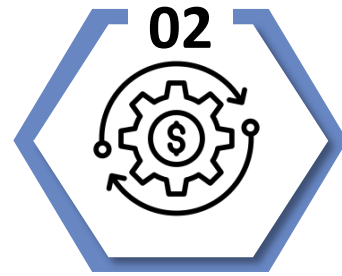
*PAT is before Minority interest

Saksoft's COVID-19 response

01
Employee Wellness

- Extended work from home till the of 30th September 2020 to ensure well-being of employees

02
Liquidity Management

- Focus on cash collections & conservation

- Credit lines tracked closely

- Each Cost Line item reviewed and actioned to optimize cost

03
Business Continuity

- Deliver the same level of service and responsiveness to all our customers
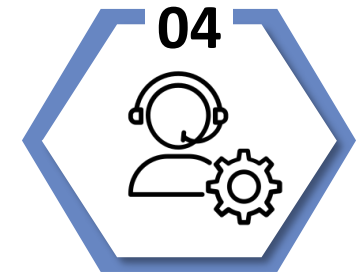
04
Client Management

- Enhancing client relationships through regular interactions

- Closely monitoring business impact on account of project cancellation / ramp-down / delays and track on repurposing / redeployment

Based on the review and current indicators of future performance, there is no significant impact of COVID-19 pandemic on the quarter end financials

Operating & Customer Metrics

Revenue by Geography

Q1FY21

APAC & Others
21%
49% Americas
30%
Europe

FY20

APAC & Others
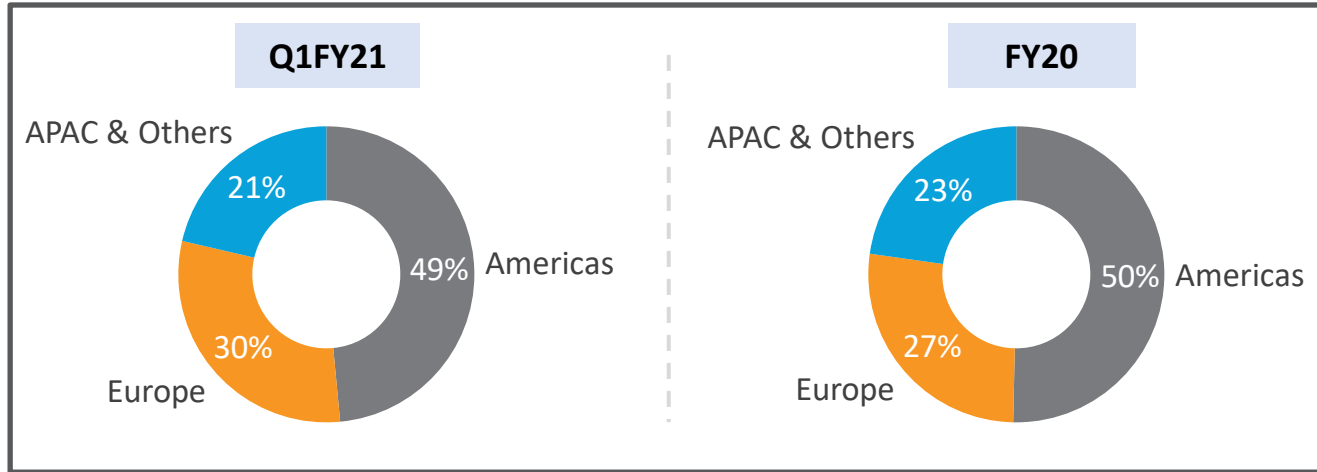23%
50% Americas
27%
Europe

Revenue Mix

Q1FY21

Offshore 50%
50% Onsite

FY20

Offshore 51%
49% Onsite

CUSTOMER METRICS	Q1FY21	FY20
(a) No of clients/customers per Million Dollar**		
Revenue more than 1 Million Dollar	6	6
Revenue more than 0.5 Million Dollar	8	7
(b) Client's Contribution to Revenue		
Revenue from Top 5	49%	47%
Revenue from Top 10	59%	55%
Revenue from Top 20	69%	64%
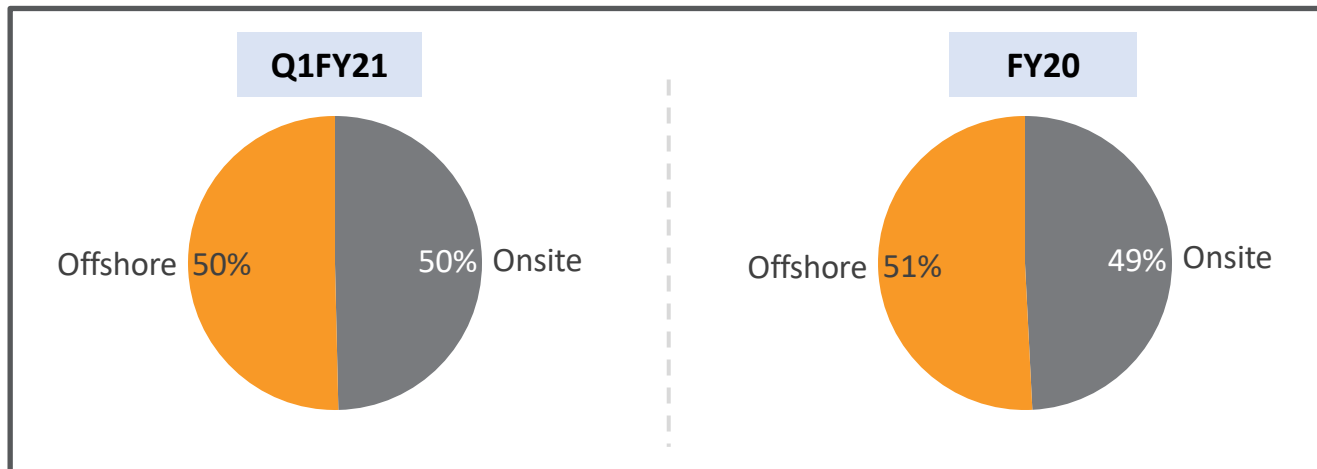
HEADCOUNT METRICS	Q1FY21	FY20
(a) Headcount & Utilization		
Total Employee Count	*1,229*	*1,258*
Technical	1,078	1,121
Support	151	137
(b) Utilization-IT Services		
Excluding trainees	81%	83%

** The numbers are based on the Annualized figures

Revenue By Verticals

28%
22%
9%
14%
10%
17%

FY20

29%
20%
10%
11%
13%
18%
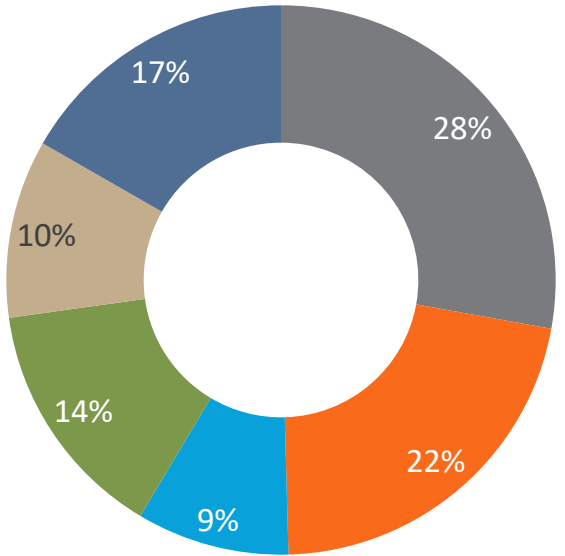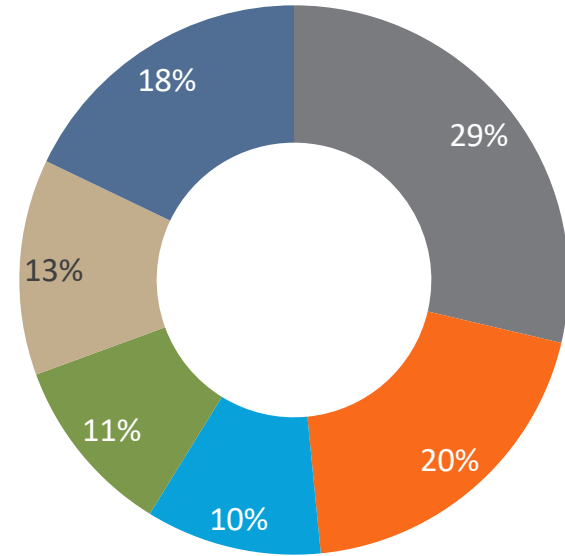
Fintech
Telecom
Transportation & Logistics
Public Sector
Retail & Health Care
Others

Q1FY21 Income Statement

Particulars (in Rs. Crs)	Q1FY21	Q1FY20	Y-o-Y (%)	Q4FY20	Q-o-Q (%)
Total Revenue	**93.75**	**91.19**	**2.8%**	**92.90**	**0.9%**
Employee Expenses	45.19	45.59		46.15	
Support/ Third Party charges	28.54	22.70		26.07	
Other Expenses	5.17	6.73		6.83	
EBITDA	**14.85**	**16.17**	**-8.2%**	**13.85**	**7.2%**
EBITDA(%)	*15.8%*	*17.7%*		*14.9%*	
Other Income	1.02	0.63		2.10	
Depreciation	1.73	1.84		1.78	
EBIT	**14.14**	**14.96**	**-5.5%**	**14.17**	**-0.2%**
EBIT(%)	*15.1%*	*16.4%*		*15.3%*	
Finance Cost	1.00	1.37		1.19	
Profit Before Tax	**13.14**	**13.59**	**-3.3%**	**12.98**	**1.2%**
Tax	3.01	4.08		3.18	
Profit After Tax*	**10.13**	**9.51**	**6.5%**	**9.80**	**3.4%**
Profit After Tax(%)*	*10.8%*	*10.4%*		*10.5%*	
EPS	**10.19**	**9.57**		**9.89**	

*PAT is before Minority interest

About Saksoft

Saksoft Group

- **1000+** Employees
- **100+** Customers
- **14 Strategic** Locations
- **$50 Million** Revenues
- **20 Years** Track-record

iCORE — because it begins with me

- Innovation
- Customer focus
- Openness
- Respect
- Enterprising

Vertical focus

| Fintech | Transportation & Logistics | Public Sector | Retail eCommerce | Telecom | Healthcare |

Digital Transformation Services

Advanced Analytics | IoT Solutions | Logistics & Supply Chain Solutions | RPA | Cloud Enablement | Testing CoE | 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

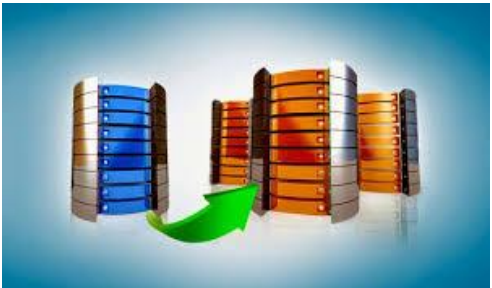RPA Solution to leading provider of Global Logistics solutions

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

Innovation Labs

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

Test Management
Test Planning
Test Cases & Scenario Writing
Test execution, Test Matrix development
Release Notes Development

Core Testing
Functional, Usability, Compatibility Test
Domain / Workflow based testing
Analytical & document review

Technical Testing
Database & Platform testing
Security testing
SOA and web services testing
Unit and API testing
Mobile testing

Test Automation
Functional Test Automation
Performance test automation
Security Test automation
Build Automation

500,000+ test cases

2 Million+ hours of Testing Experience

200+ Successful Clients

14+ Certified Ethical Hackers

250+ QA Experts

25+ Architects

110+ Device Inventory

100K+ releases

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 follow-up 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

Managed Services

Virtualization (vShepre, Solaris Zones, VDI, Citrix)
DB Management (SQL Server, MySQL, Oracle)
Shared Platforms (Cloud / Storage / Backup)

Cloud Enablement & Management

Multi-Cloud
Enterprise Cloud
Cloud Automation
Cloud Migration

IT Helpdesk

Level 1/2/3 Support

Network & Security

Security & Network (Cisco, Juniper, LogRythm, F5, Tipping point, Netscaler)

Strategic Partnership	Round the clock Support
Versatile host of technologies	Scalable training model for infrastructure
Global Delivery Model	Automation

Managed Infrastructure Services - Case Study

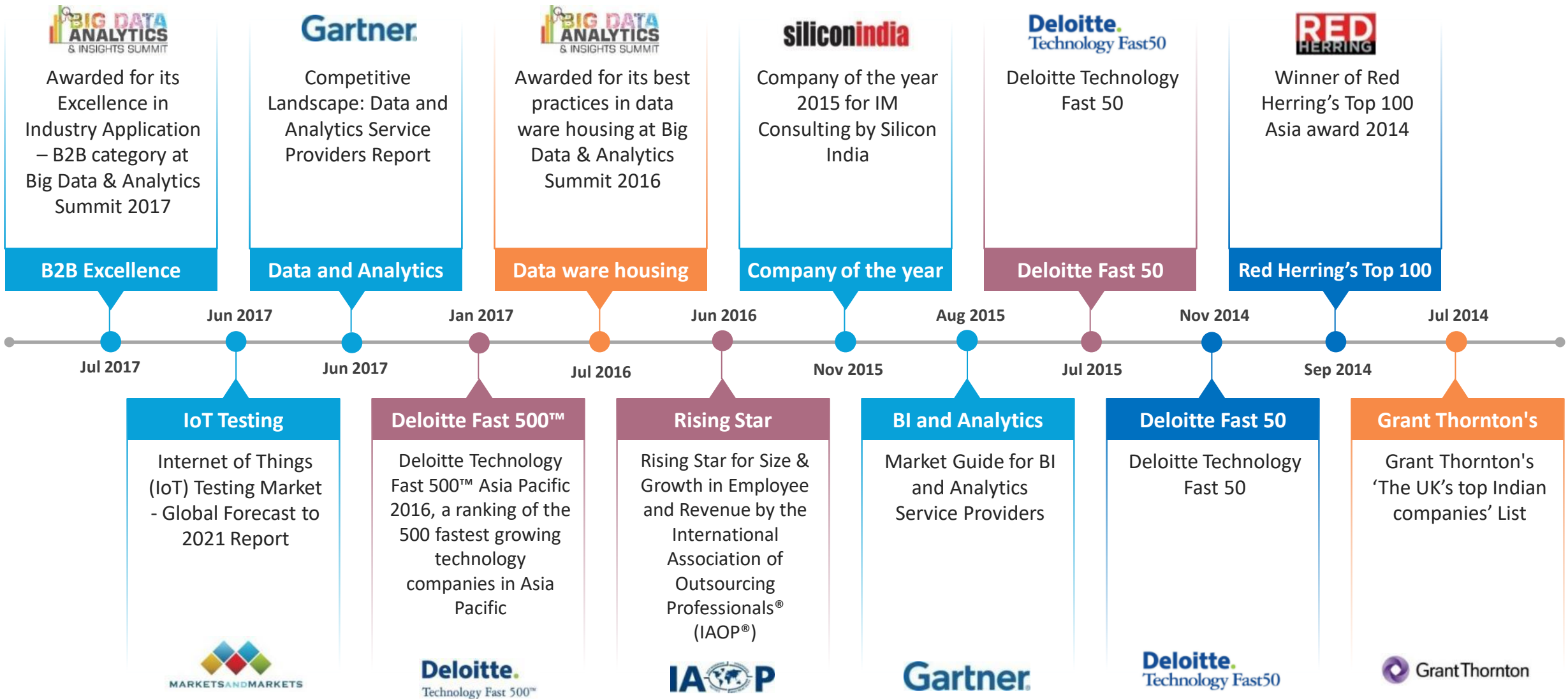- **Fintech** - Designed & initiated Cloud Optimization involving Database & Application migration from MySQL to AWS Aurora Database.

- **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 Major SIX Vertical Focus

Fintech	Transportation & Logistics	Healthcare	Public Sector	Retail eCommerce	Telecom
▪ Mobile Cash Disbursement Solution ▪ API Integration ▪ Mobile/Web Development ▪ Big data analytics ▪ Credit Scoring, Fraud prevention &Risk Assessment, Anticipate / handle disruptions etc.	▪ IoT Solutions ▪ Freight Management Software ▪ Warehouse Management ▪ Supply Chain Management ▪ EDI Integration ▪ Logistics Dashboard	▪ Telehealth ▪ EHR integration ▪ Imaging analytics ▪ Integrated health monitoring via wearables ▪ HL7/FHIR enabled provider apps	▪ 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	▪ Social Listening (Micro Influencer) ▪ Customer 360 ▪ Customer Journey Tracking ▪ eCommerce Portal Development	▪ 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

Awards

B2B Excellence

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

Jul 2017

Data and Analytics

Competitive Landscape: Data and Analytics Service Providers Report

Jun 2017

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

Timeline markers: Jun 2017 · Jan 2017 · Jun 2016 · Aug 2015 · Nov 2014 · Jul 2014

Timeline markers (lower): Jul 2017 · Jun 2017 · Jul 2016 · Nov 2015 · Jul 2015 · Sep 2014

IoT Testing

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

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Deloitte Fast 500™

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

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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
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.

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.

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.

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.

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.
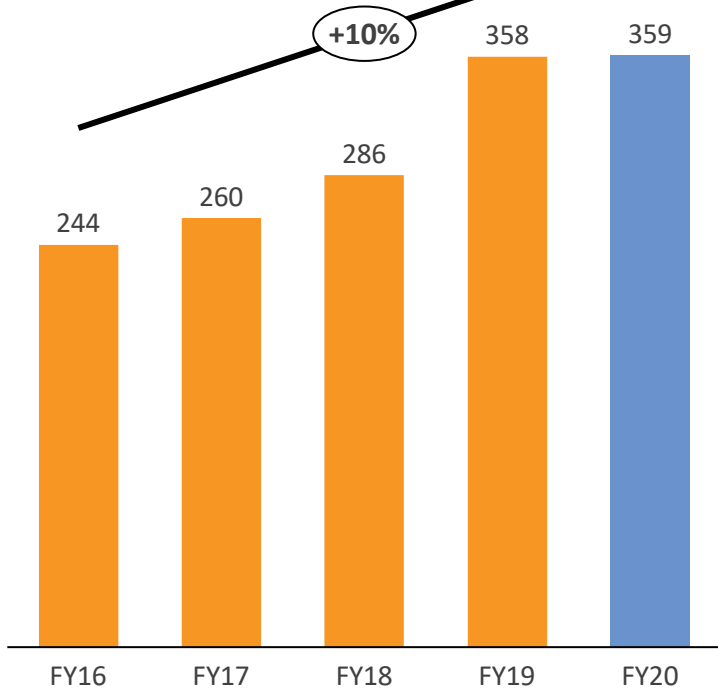
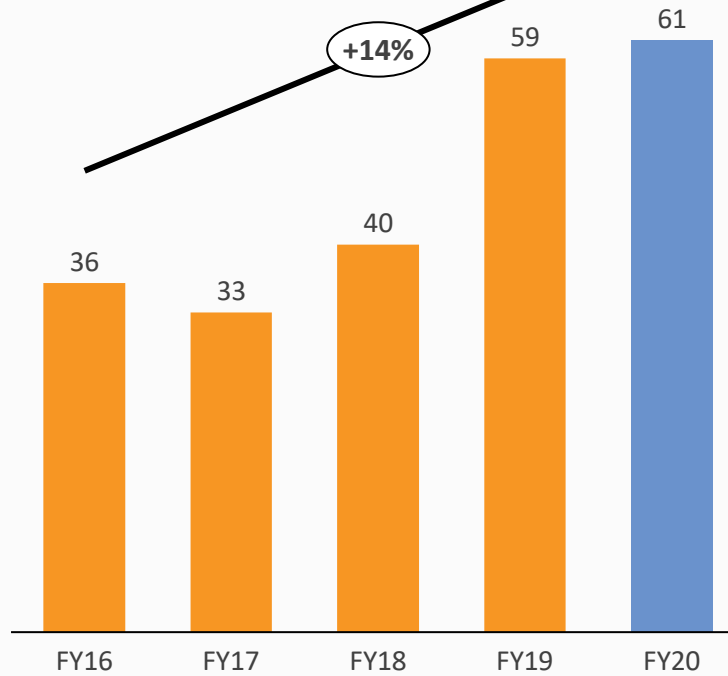# Historical Financial Highlights

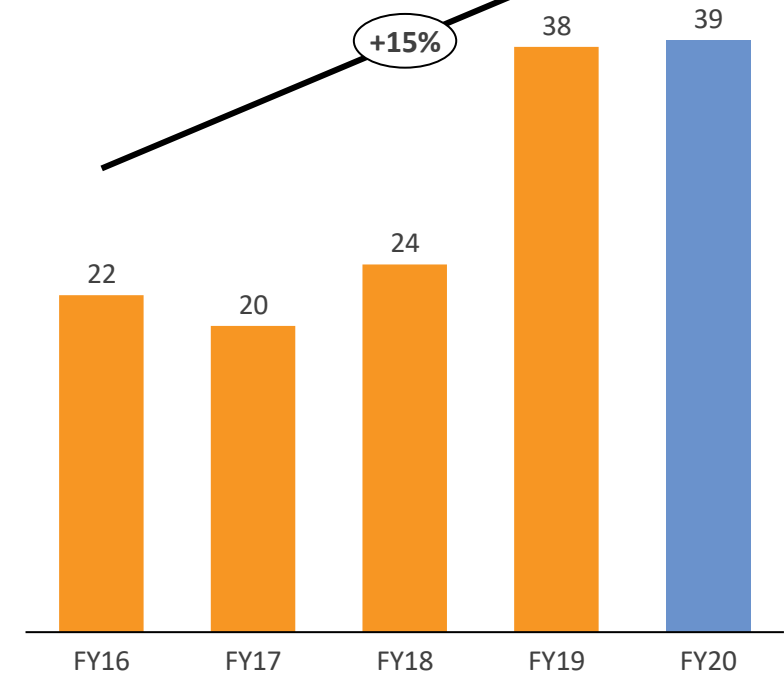# Historical Trend

(in Rs. Crores)

Consolidated Turnover

FY16	FY17	FY18	FY19	FY20
244	260	286	358	359

+10%

Consolidated EBIDTA

FY16	FY17	FY18	FY19	FY20
36	33	40	59	61

+14%

Consolidated PAT*

FY16	FY17	FY18	FY19	FY20
22	20	24	38	39

+15%

*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	FY17	FY18	FY19	FY20
23.0	19.9	19.7	26.7	24.7

Return on Equity (%)

FY16	FY17	FY18	FY19	FY20
14.3	13.7	14.7	20.8	18.6

Debt : Equity Ratio (x)
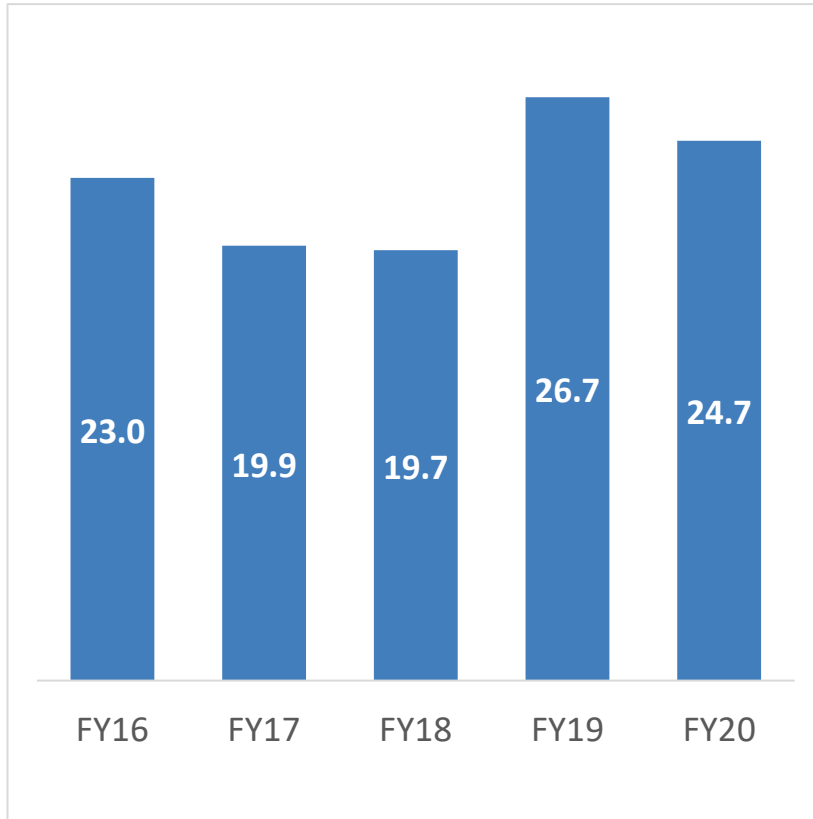
FY16	FY17	FY18	FY19	FY20
0.25	0.33	0.30	0.19	0.13
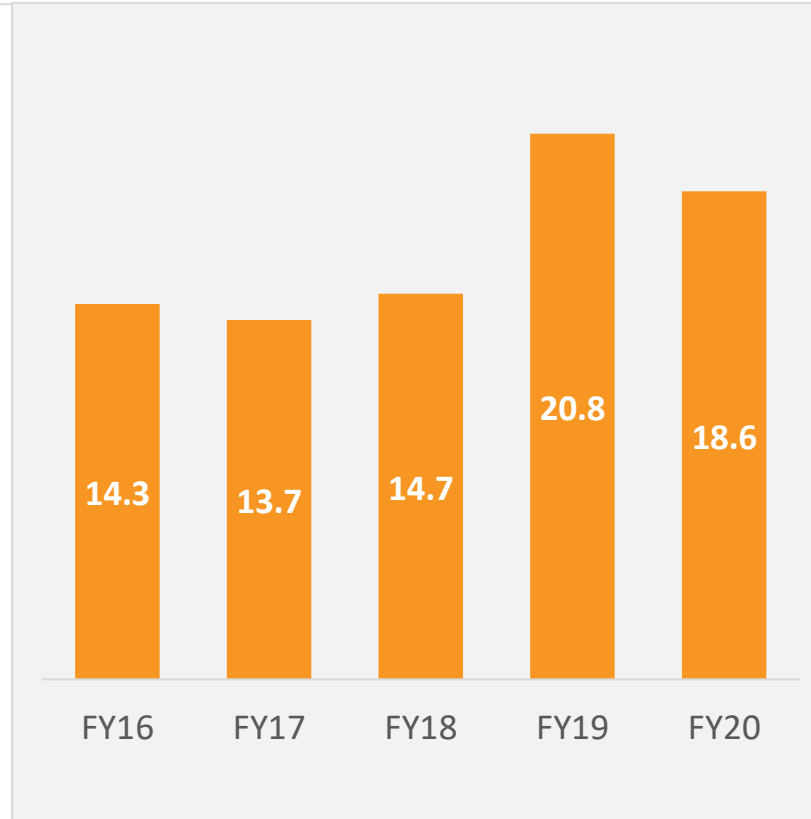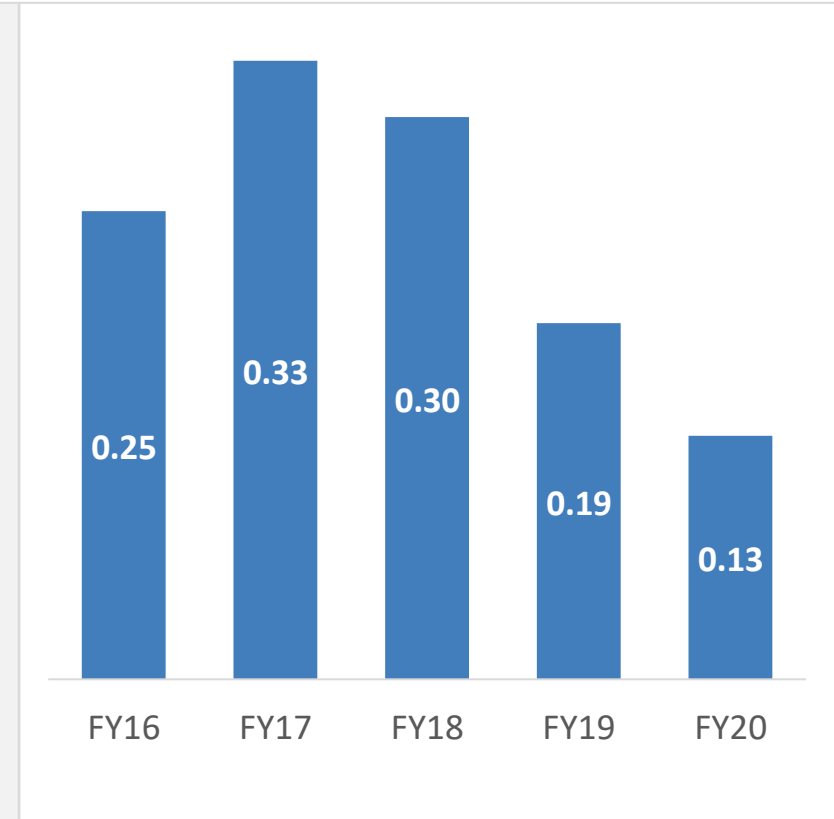
Sharing Profits…Consistently

Final Dividend

Interim Dividend

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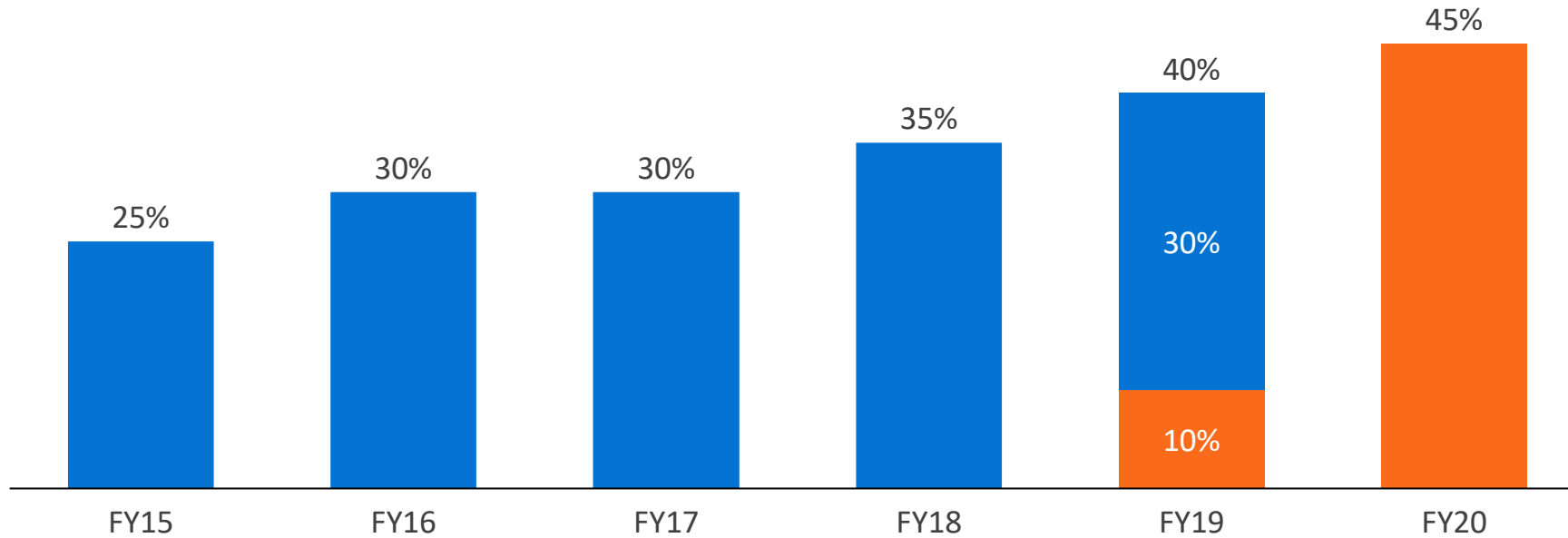
Particulars (in Rs)	FY15	FY16	FY17	FY18	FY19	FY20
Consolidated Book Value / Share	106.84	124.08	119.56	148.87	176.35	207.37
Consolidated Earnings / Share	17.12	18.82	17.30	21.98	36.66	38.67
Dividend / Share	2.50	3.00	3.00	3.50	4.00	4.50

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

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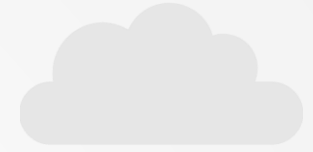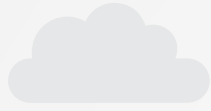
Thank you

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