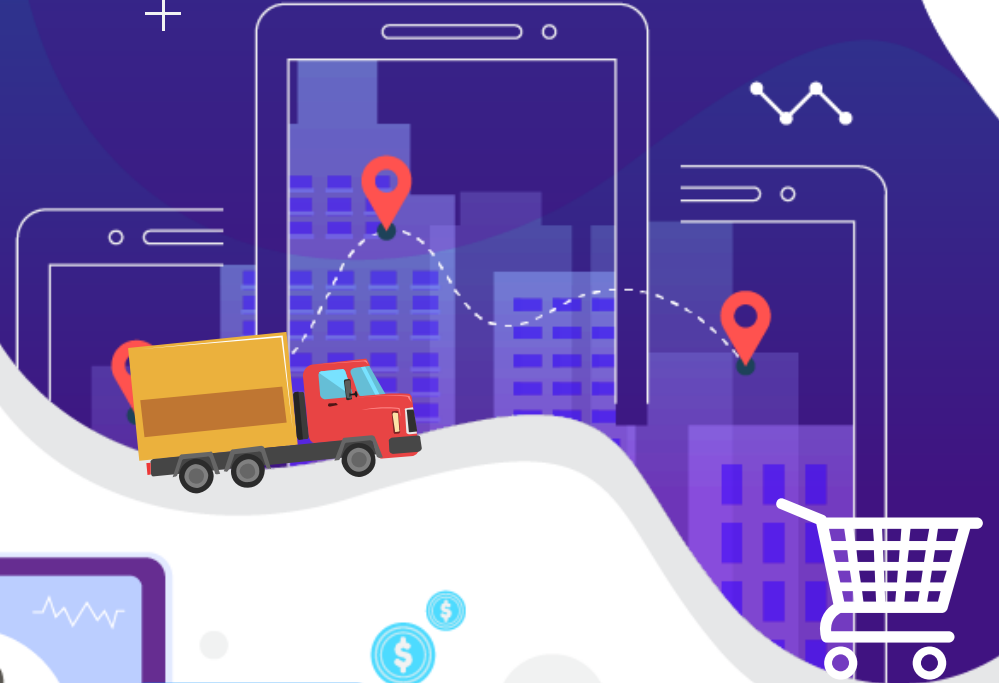




SAKSOFT LIMITED

INVESTOR PRESENTATION – NOVEMBER 2019

info@saksoft.com | www.saksoft.com





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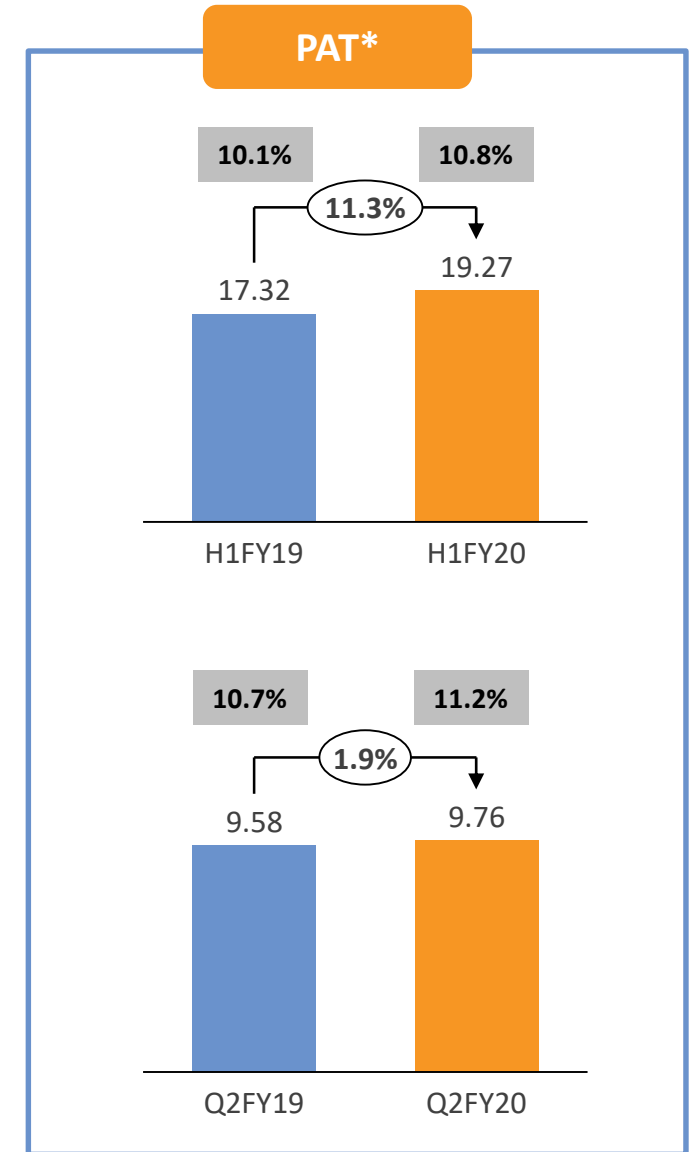
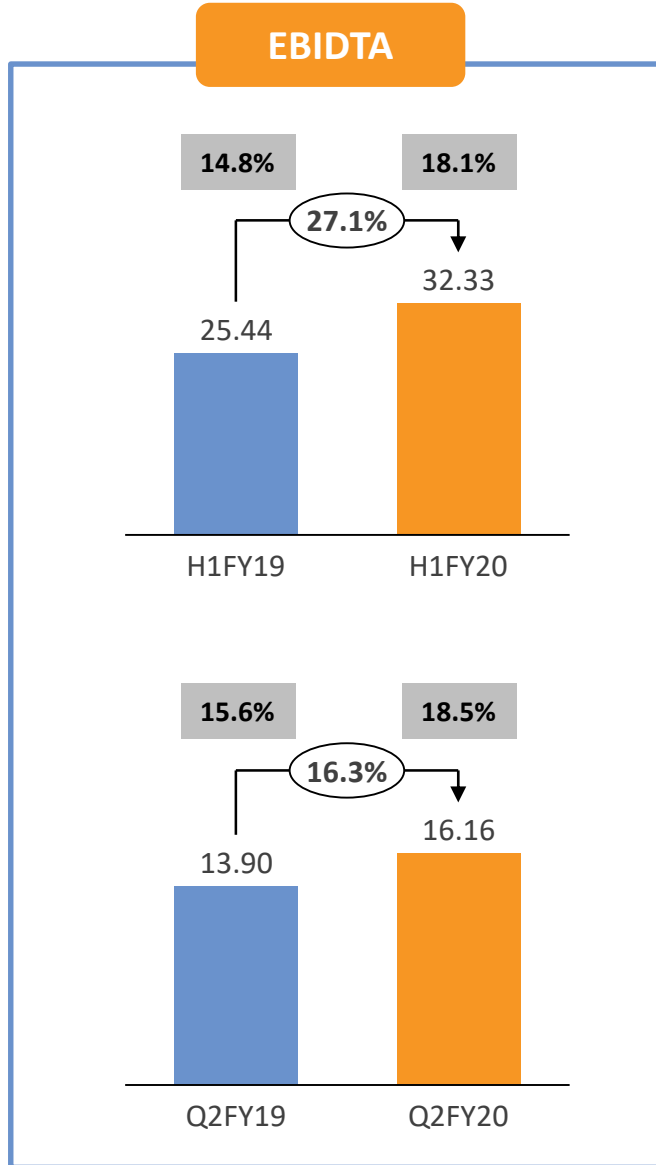
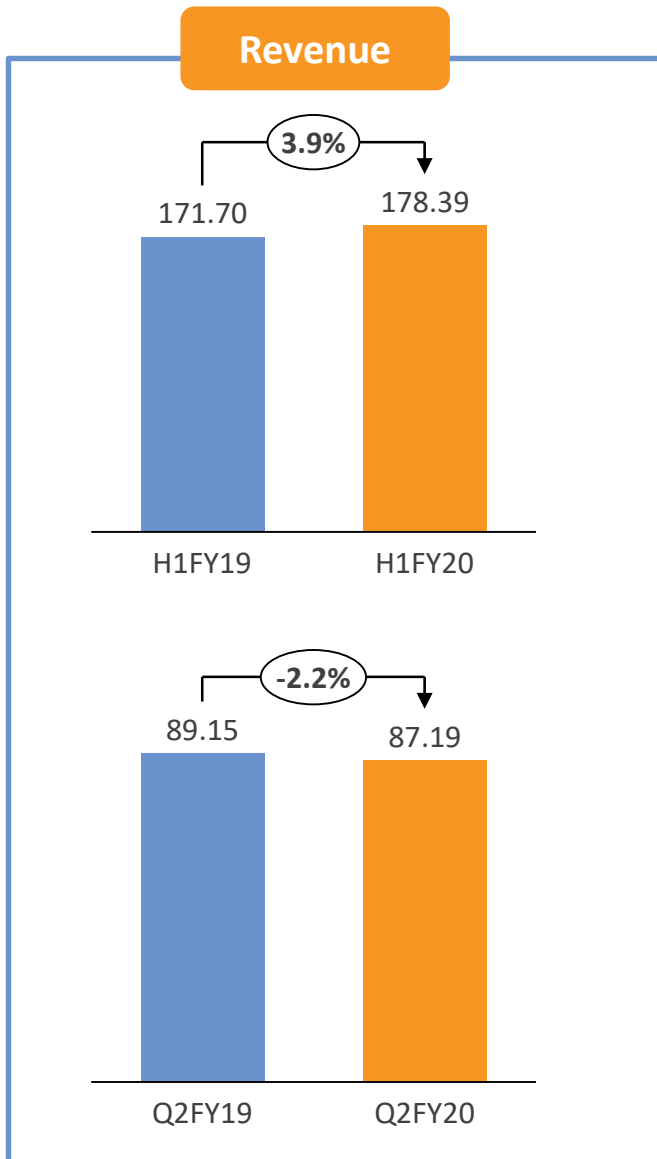
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Q2 & H1 FY20 Financial Highlights

Continued Growth Momentum





Highlights for Q2 & H1FY20

Revenue

- ✓ The Company recorded Revenue of Rs. 87.19 Crs during Q2FY20, as against Rs. 89.15 Crs in Q2FY19. The muted performance was on the back of sluggish demand in UK market
- ✓ The Company recorded Revenue of Rs. 178.39 Crs during H1FY20, as against Rs. 171.70 Crs in H1FY19 a growth of 3.9%

EBITDA

- ✓ EBITDA for the quarter stood at Rs. 16.16 Crs higher by 16.3% as compared to Q2FY19 of Rs. 13.90 Crs
- ✓ EBITDA margins expanded by 294 bps to 18.5% as compared to Q2FY19 (this includes 141 bps on account of Ind AS 116) was on the back of increase in offshore revenues and better quality of revenues due to the dedicated team model
- ✓ EBITDA for H1FY20 stood at Rs. 32.33 Crs as compared to Rs. 25.44 Crs for H1FY19, a growth of 27.1%.
- ✓ The EBITDA for H1FY20 is higher by Rs. 2.48 Crs on account of adoption of Ind AS 116 resulting in an impact of 1.39%.
- ✓ Despite the challenging environment, the Margins of the Company remained intact as a result of strengthening of niche capabilities

PAT

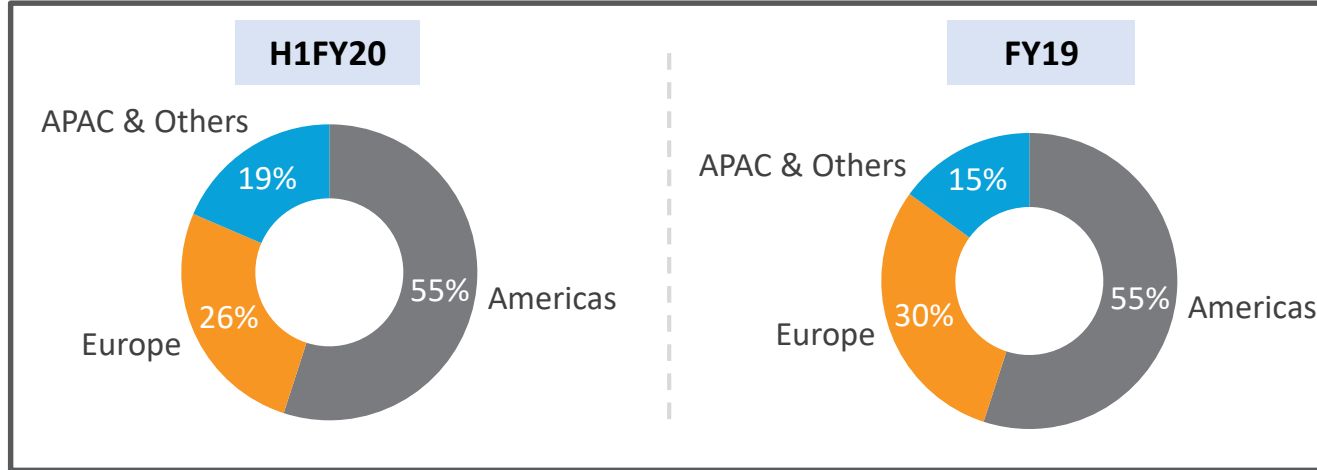
- ✓ Net profit after tax (before minority interest) for Q2FY20 stood at Rs. 9.76 with margin growth of 45 bps to 11.2%
- ✓ Net profit after tax (before minority interest) for H1FY20 stood at Rs. 19.27 Crs as compared to Rs. 17.32 Crs for H1FY19, a growth of 11.3%
- ✓ The Company recorded a PAT margin (before minority interest) of 10.8% higher by 71 bps as compared to H1FY19

- ✓ Declared **Interim Dividend of Rs. 2/-per share (20%)** on equity share of Rs. 10/- each for the financial year 2019-20
- ✓ During the quarter, the Company acquired last tranche of **20% of the equity share capital in DreamOrbit Softech Private Limited**, a subsidiary of the Company. With this, Dreamorbit has become a wholly owned subsidiary of Saksoft Limited

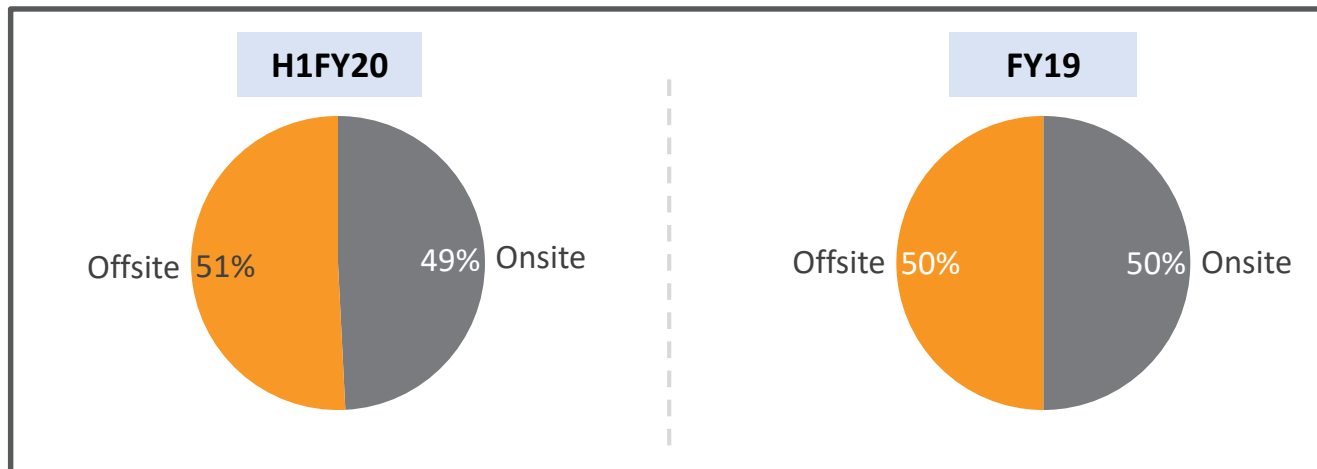
Operating & Customer Metrics



Revenue by Geography



Revenue Mix



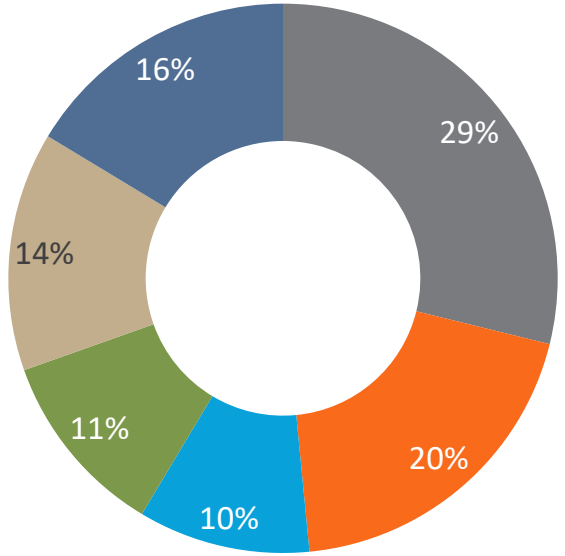
CUSTOMER METRICS	H1FY20	FY19
(a) No of clients/customers per Million Dollar **		
Revenue more than 1 Million Dollar	6	6
Revenue more than 0.5 Million Dollar	7	7
(b) Client's Contribution to Revenue		
Revenue from Top 5	46%	45%
Revenue from Top 10	55%	52%
Revenue from Top 20	64%	60%

HEADCOUNT METRICS	H1FY20	FY19
(a) Headcount & Utilization		
Total Employee Count	1,205	1,168
Technical	1,068	1,031
Support	137	137
(b) Utilization-IT Services		
Excluding trainees	87%	84%

Revenue By Verticals

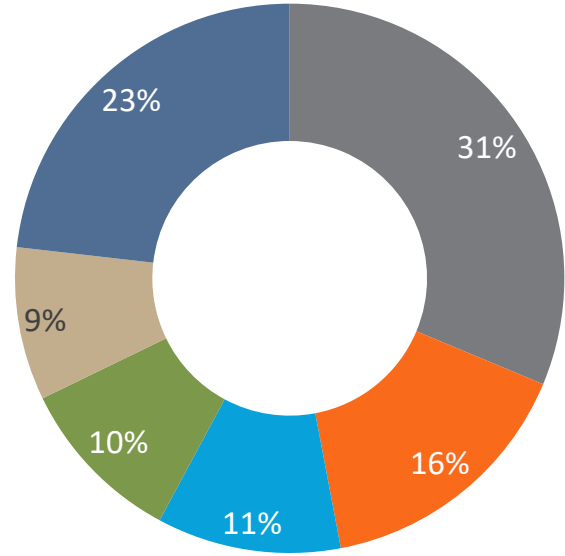


H1FY20



- Fintech
- Telecom
- Transportation & Logistics
- Public Sector
- Retail & Health Care
- Others

FY19



- Fintech
- Telecom
- Transportation & Logistics
- Public Sector
- Retail & Health Care
- Others



Q2 & H1FY20 Income Statement

Particulars (in Rs. Crs)	Q2FY20	Q2FY19	Y-o-Y (%)	Q1FY20	Q-o-Q (%)	H1FY20	H1FY19	Y-o-Y (%)
Total Revenue	87.19	89.15	-2.2%	91.19	-4.4%	178.39	171.70	3.9%
Employee Expenses	44.60	40.91		45.59		90.19	80.46	
Support/ Third Party charges	20.57	23.45		22.70		43.28	45.38	
Other Expenses	5.86	10.89		6.73		12.59	20.42	
EBITDA	16.16	13.90	16.3%	16.17	-0.1%	32.33	25.44	27.1%
EBITDA(%)	18.5%	15.6%	294bps	17.7%	80bps	18.1%	14.8%	331bps
Other Income	0.49	2.13		0.63		1.12	3.33	
Depreciation	1.84	0.84		1.84		3.67	1.65	
EBIT	14.81	15.19	-2.5%	14.96	-1.0%	29.78	27.12	9.8%
EBIT(%)	17.0%	17.0%		16.4%		16.7%	15.8%	
Finance Cost	1.35	1.19		1.37		2.73	2.43	
Profit Before Tax	13.46	14.00	-3.9%	13.59	-1.0%	27.05	24.69	9.6%
Tax	3.70	4.42		4.08		7.78	7.37	
Profit After Tax*	9.76	9.58	1.9%	9.51	2.6%	19.27	17.32	11.3%
Profit After Tax*(%)	11.2%	10.7%	45bps	10.4%	77bps	10.8%	10.1%	71bps
EPS	9.61	9.38		9.57		19.18	16.38	

Consolidated Balance Sheet



Particulars (in Rs. Crs.)	Sep-19	Mar-19
Assets		
Non-current assets	150.90	145.76
Property, Plant and Equipment	10.42	2.14
Goodwill on consolidation	133.63	137.06
Other Intangible assets	2.55	2.93
Financial Assets		
(i) Other Financial Assets	2.53	2.02
Deferred Tax Assets (Net)	1.76	1.56
Other Non-Current Assets	0.01	0.05
Current assets	129.49	132.74
Financial Assets		
(i) Trade receivables	60.60	64.95
(ii) Cash and cash equivalents	46.09	40.06
(iii) Loans	0.22	0.06
(iv) Other Financial Assets	7.88	6.49
Current Tax Assets (Net)	1.16	1.38
Other Current Assets	13.54	19.80
TOTAL - ASSETS	280.39	278.49

Particulars (in Rs. Crs.)	Sep-19	Mar-19
Equity & Liabilities		
Equity	183.18	175.34
Equity Share capital	9.94	9.94
Other equity	173.24	165.39
Non-controlling interest	--	4.82
LIABILITIES		
Non-current liabilities	42.40	35.28
Financial Liabilities		
(i) Borrowings	30.15	31.60
(ii) Other Financial Liabilities	8.50	0.69
Provisions	3.75	2.99
Current liabilities	54.81	63.06
Financial Liabilities		
(i) Borrowings	6.47	7.39
(ii) Trade Payables	17.29	24.32
(iii) Other Financial Liabilities	5.66	3.91
Other Current Liabilities	23.84	26.17
Provisions	1.55	1.27
TOTAL - EQUITY AND LIABILITIES	280.39	278.49

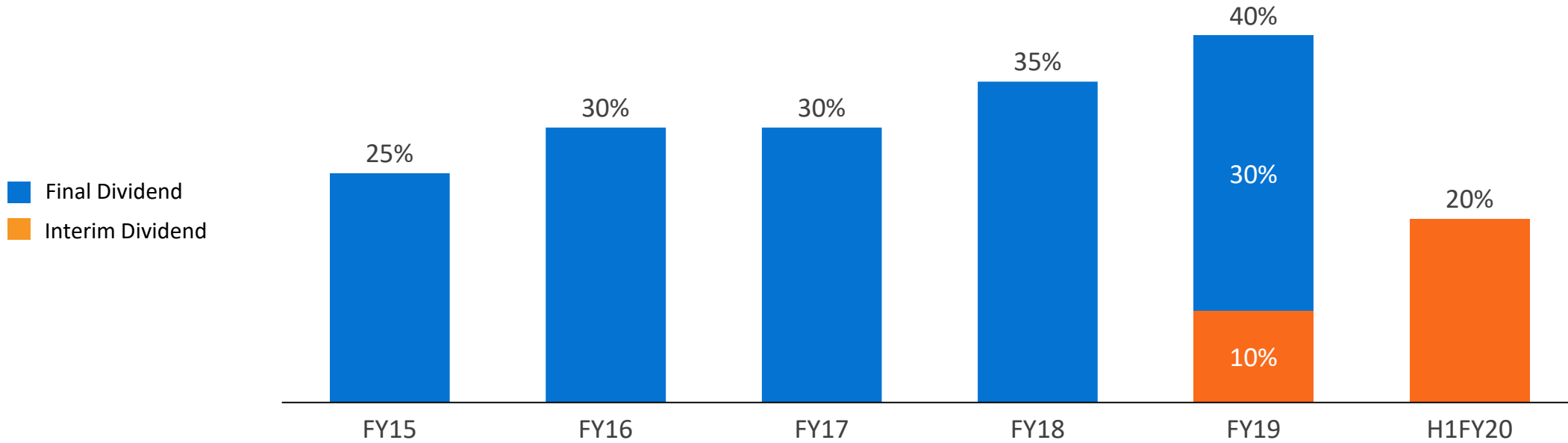
Cash Flow Analysis



Particulars (in Rs. Crs.)	Sep-19	Sep-18
Operating profit before working capital changes	33.07	28.13
Changes in working capital	0.86	(11.02)
Cash generated from operations	33.93	17.11
Direct taxes paid (net of refund)	(7.77)	(6.34)
Net Cash from Operating Activities	26.16	10.77
Net Cash from Investing Activities	(10.48)	(8.81)
Net Cash from Financing Activities	(9.66)	(7.63)
Net Change in cash and cash equivalents	6.02	(5.67)



Sharing Profits...Consistently



Particulars (in Rs)	FY15	FY16	FY17	FY18	FY19	H1FY20
Consolidated Book Value / Share	106.84	124.08	119.56	148.87	176.35	184.24
Consolidated Earnings / Share	17.12	18.82	17.30	21.98	36.66	19.18
Dividend / Share	2.50	3.00	3.00	3.50	4.00	2.00 (interim)



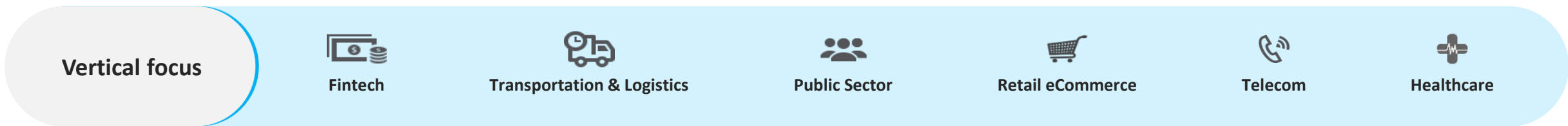
About Saksoft



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

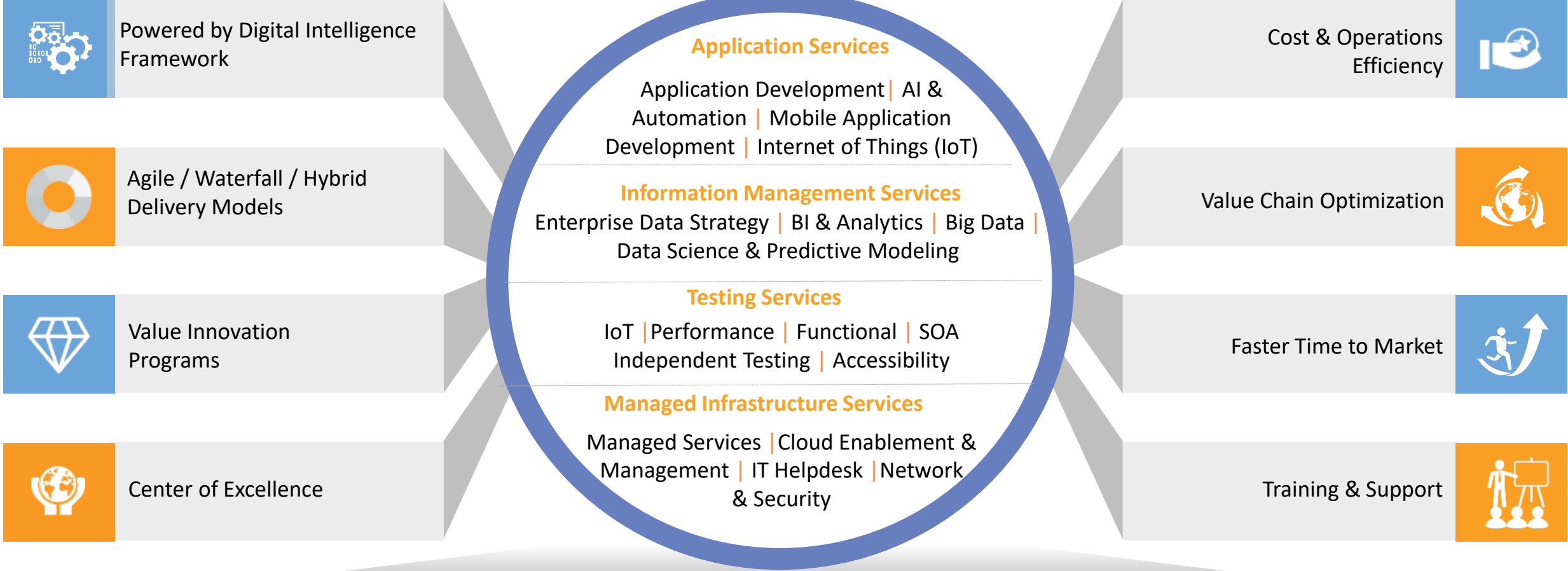


- Innovation
- Customer focus
- Openness
- Respect
- Enterprising





What do we offer?



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



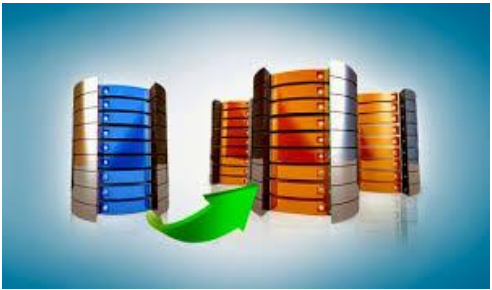
Blockchain Solution For A Marketplace

[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 Health Care Trusts and local Health Authorities. Using Predictive Analytics is used to identify early signs and trends of bowel 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

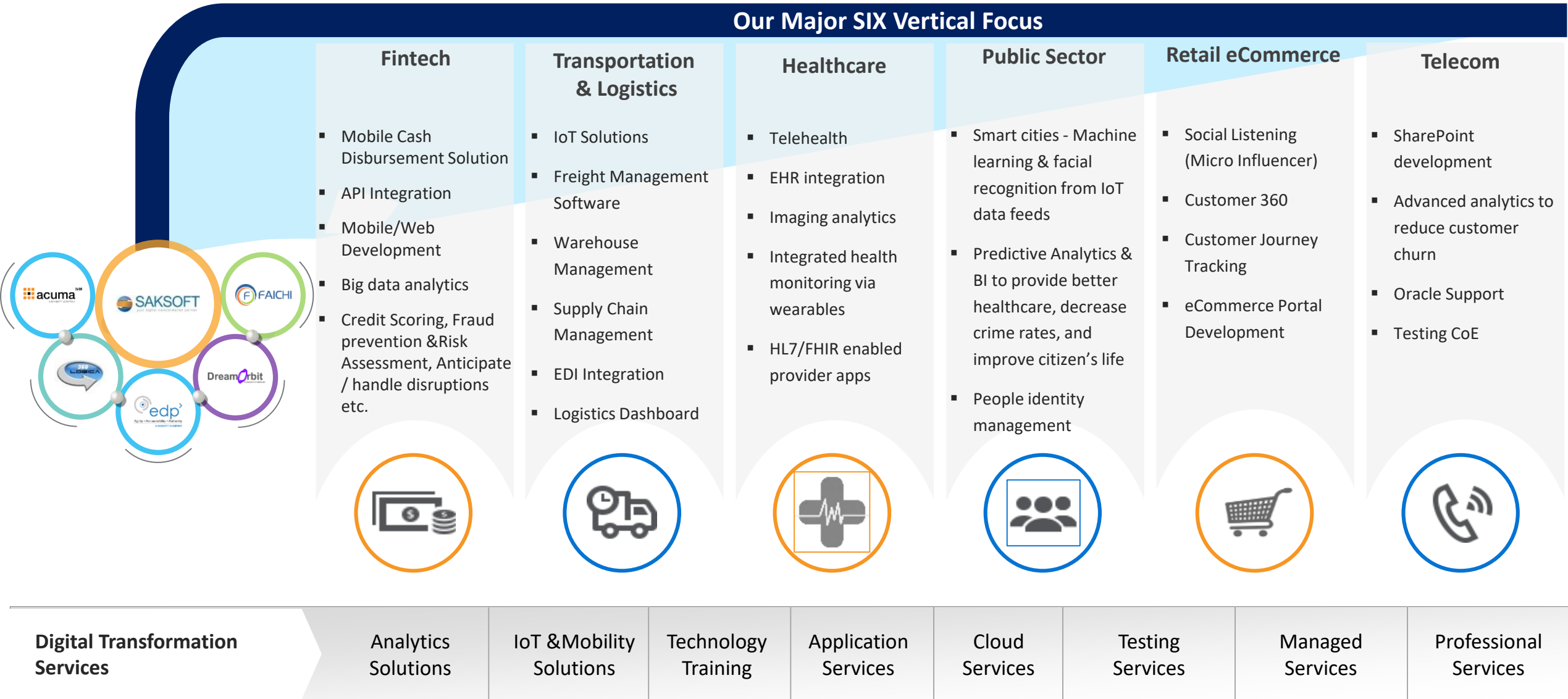


Managed Infrastructure Services - Case Study

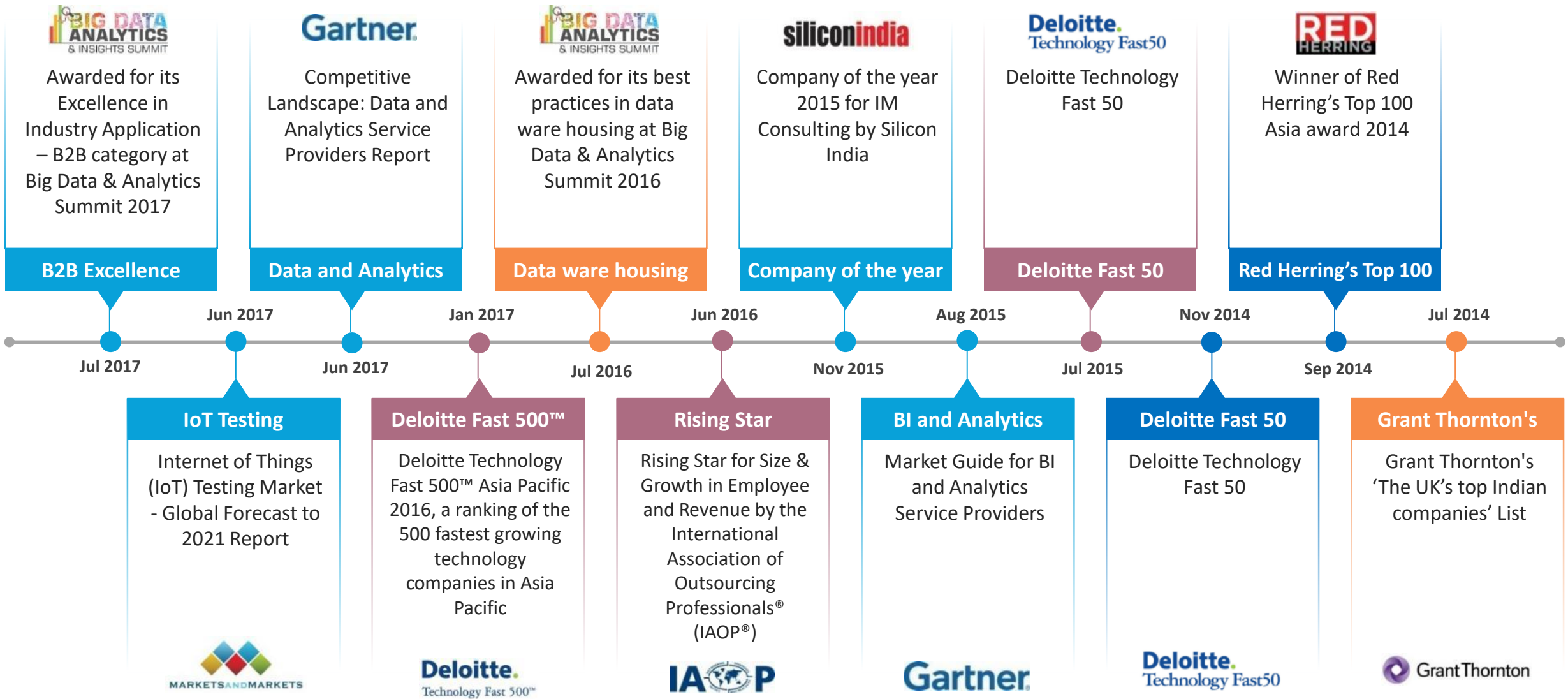
- **Fintech** - Designed & initiated Cloud Optimization involving Database & Application migration from MySQL to AWS Aurora Database.
- **Fintech** – Migration of their entire infrastructure to Amazon Cloud Services.
- **Logistics** - We are providing Cloud Migration Service of Firewall. We will analyse,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



Our Major SIX Vertical Focus



Awards





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 alumna 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.

Vivek Srivastav
Director – 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 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
	UK Public Sector	IM focused company. Renowned name in the Public Sector.
	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.
	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.
	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 quadrupled 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.

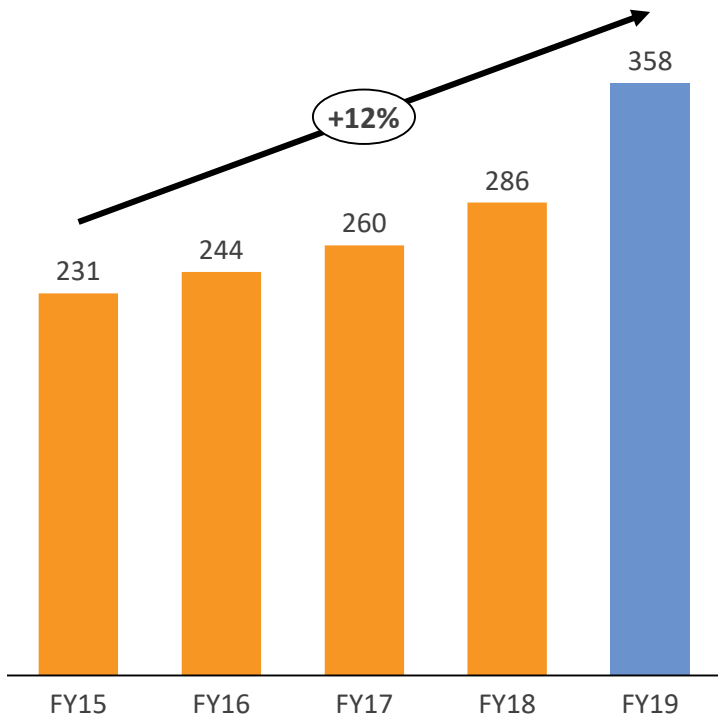


Historical Financial Highlights

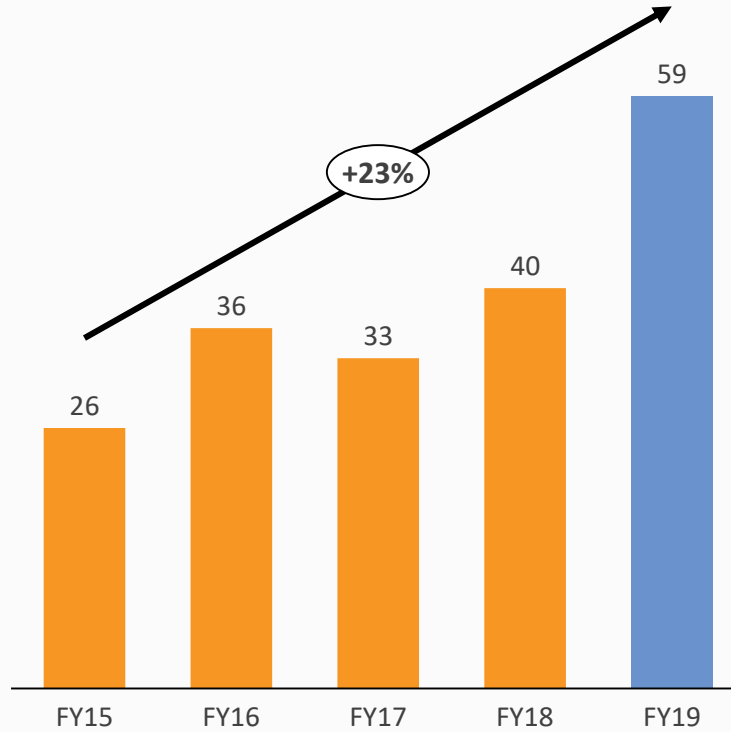


(in Rs. Crores)

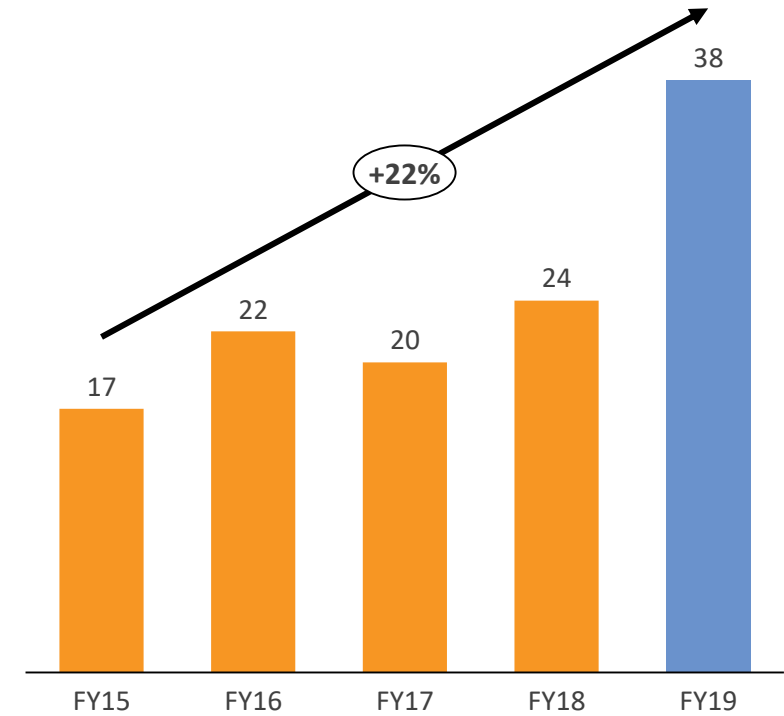
Consolidated Turnover



Consolidated EBIDTA



Consolidated PAT*





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%
Tax	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



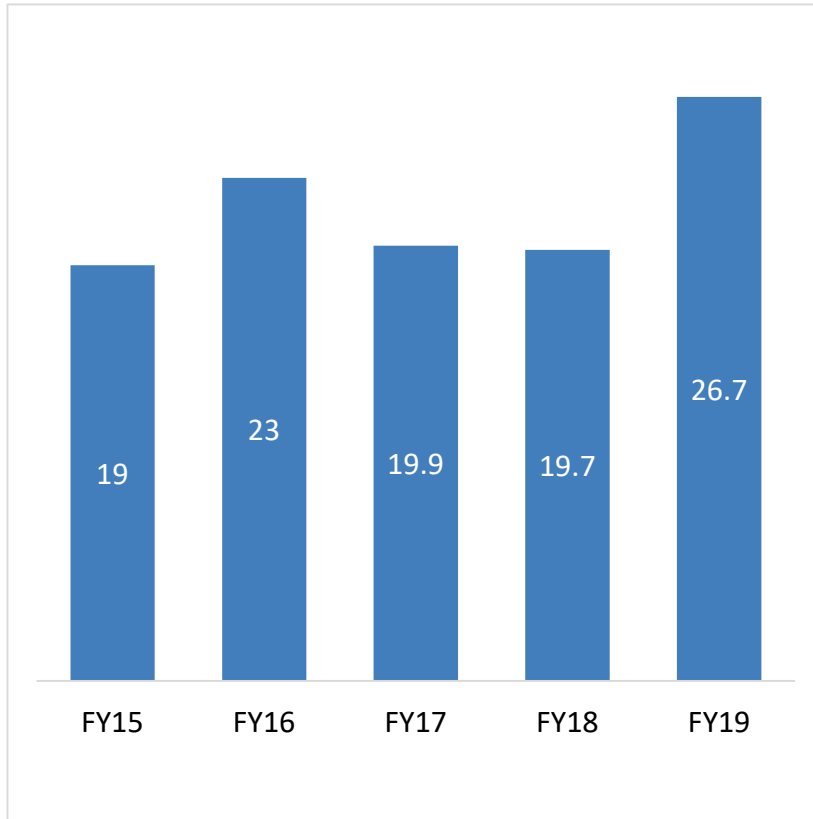
Consolidated Balance Sheet

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

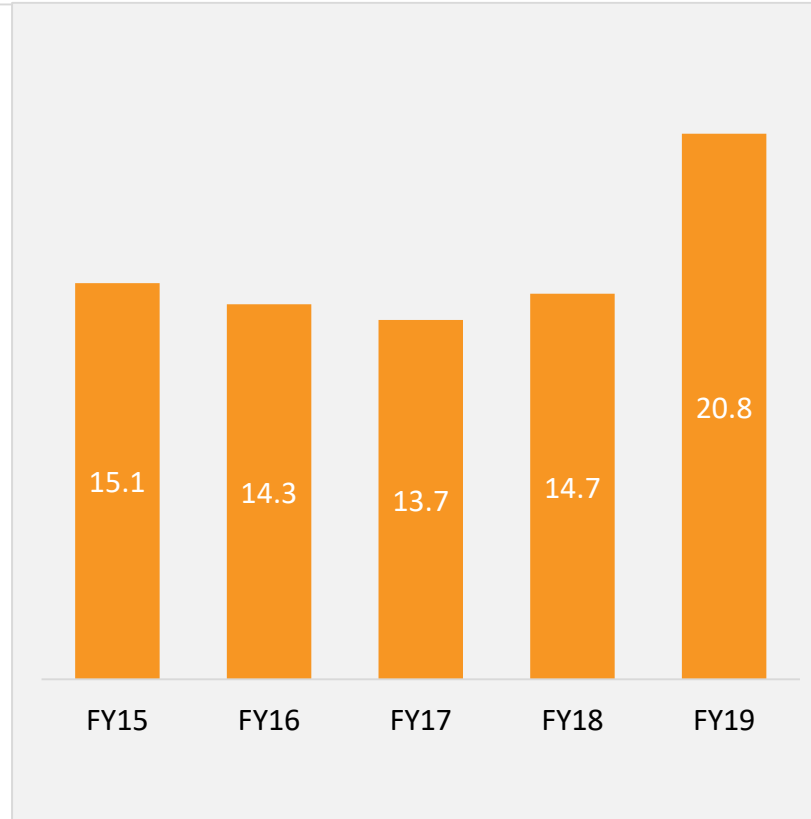
Particulars (in Rs. Crs.)	Mar-19	Mar-18
Equity & Liabilities		
Equity	175.34	148.02
Equity Share capital	9.94	9.94
Other equity	165.39	138.08
Non-controlling interest	4.82	6.09
LIABILITIES		
Non-current liabilities	35.28	46.78
Financial Liabilities		
(i) Borrowings	31.60	38.05
(ii) Other Financial Liabilities	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



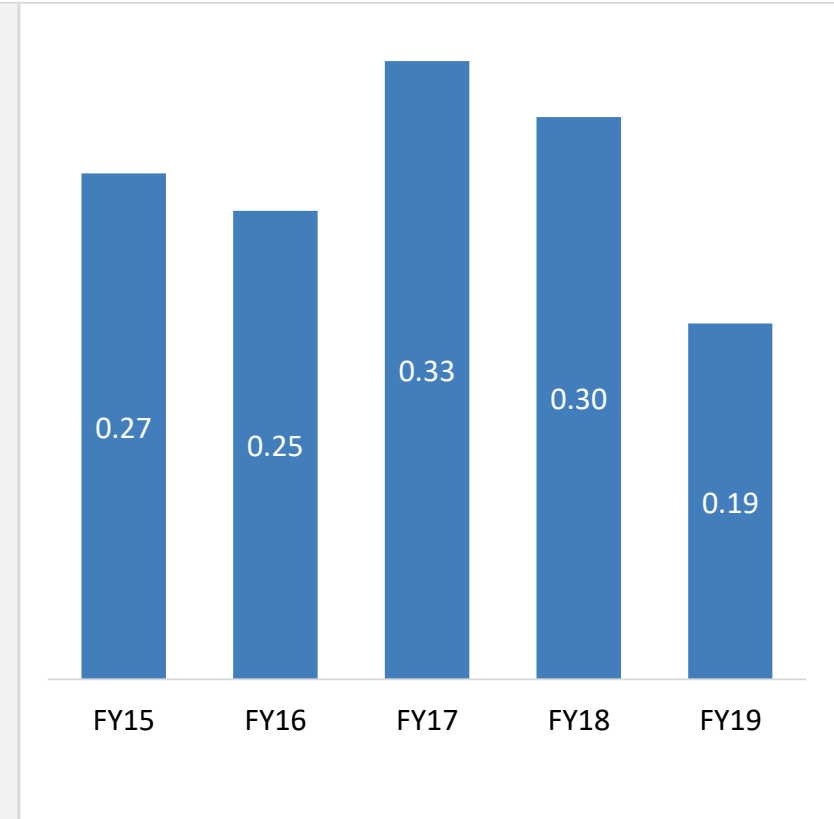
Return on Capital Employed (%)



Return on Equity (%)



Debt : Equity Ratio (x)





| 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

TRANSPORTATION & 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.



Company :



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Investor Relations Advisors :



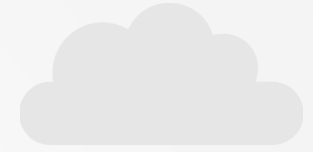
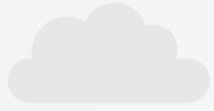
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Thank you



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