



Saksoft Limited

Q2FY22 & H1FY22
INVESTOR PRESENTATION

11th November 2021



Safe Harbor

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About Saksoft

- *Saksoft Group*
- *Offerings*
- *Domain Specific Solutions*
- *Journey*

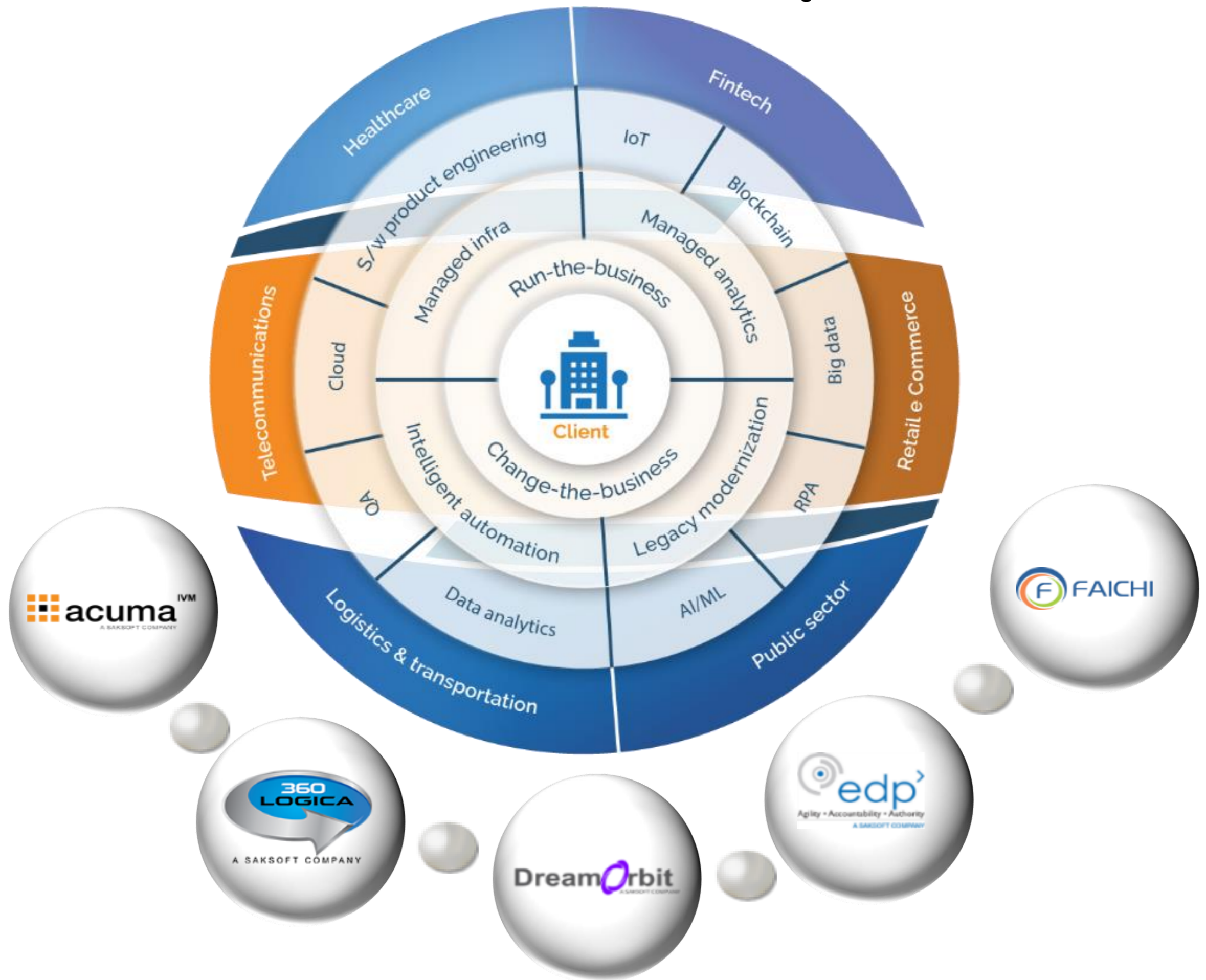
Digital Transformation Partner

Digital transformation solutions help Automate, Modernize, and Manage IT Systems

Domain-specific technology solutions and solution accelerators from consulting to Support

Saksoft Group

- 1500+ Employees
- Cyber Essentials Plus, ISO 9001, 27001
- 14 Strategic Locations
- \$50 Million+ Revenues
- 20+ Years Track-record



- Innovation
- Customer focus
- Openness
- Respect
- Enterprising

Captive Centers for clients

US / UK and Europe / APAC

Listed in NSE / BSE

Domain Specific Services



FINTECH

Customer Profile

- Cards & Payment gateways
- Credit Management agencies
- Regulatory & Compliance
- Asset & Wealth Management
- SMB & Consumer Lending, Mortgages

Offerings

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



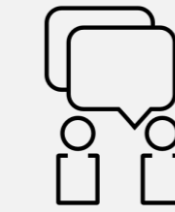
RETAIL E-COMMERCE

Customer Profile

- Multi Store e-Commerce Solutions
- Store Front Solutions
- Customer Engagement Solutions
- Order Inventory Management

Offerings

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



TELE - COMMUNICATION

Customer Profile

- Business Support Systems
- Operations Support Systems
- Enterprise Resource Planning
- IT Strategy Consulting

Offerings

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

Domain Specific Services



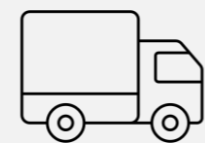
HEALTHCARE

Customer Profile

- Healthcare Providers
- Healthcare Payers
- Healthcare Compliance
- Clinical Research and Life Sciences

Offerings

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



TRANSPORTATION & LOGISTICS

Customer Profile

- 3PL's
- Shippers
- Carriers
- ISV's
- Port Operators

Offerings

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



PUBLIC SECTOR

Customer Profile

- City Councils in UK
- Police Departments
- Central Government agencies
- Housing communities
- Public Utilities

Offerings

- 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

Digital Services

Co-development

Legacy
Modernization

Analytics

Independent
Testing

Cloud

Support

SOFTWARE PRODUCT ENGINEERING

- Web Technologies J2EE & .Net
- Android, iOS, Xamarin, HTML5 / JS based apps
- SharePoint : Development, Migration, Support
- Business Intelligence product implementation

ANALYTICS

- Enterprise Data Management
- Business Insights
- Big Data
- Data Science

TESTING QA

- Functional
- Non-Functional
- Test Automation
- Frameworks

EXTENDED S/W DELIVERY FACILITIES

- Near Shore Development Centre
- Offshore Development Centre
- Build-Operate-Transfer

AUTOMATION

- Test Automation
- Internet of Things
- RPA
- ML / AI

SUPPORT SERVICES

- Product Support : SAP, Microsoft
- Application Support
- Enhancement, upgrades
- Cloud Migration : Application / Infra

Digital Transformation Solutions

CHANGE - THE - BUSINESS

LEGACY MODERNIZATION

- Architecture / Technology Upgrade
- Mobility Solutions
- Application / Platform Integration
- User Experience
- On-Premise to Cloud

INTELLIGENT AUTOMATION

- Robotics Process Automation
- Internet of Things
- Data Analytics
- ML / AI
- Test Automation



MANAGED ANALYTICS

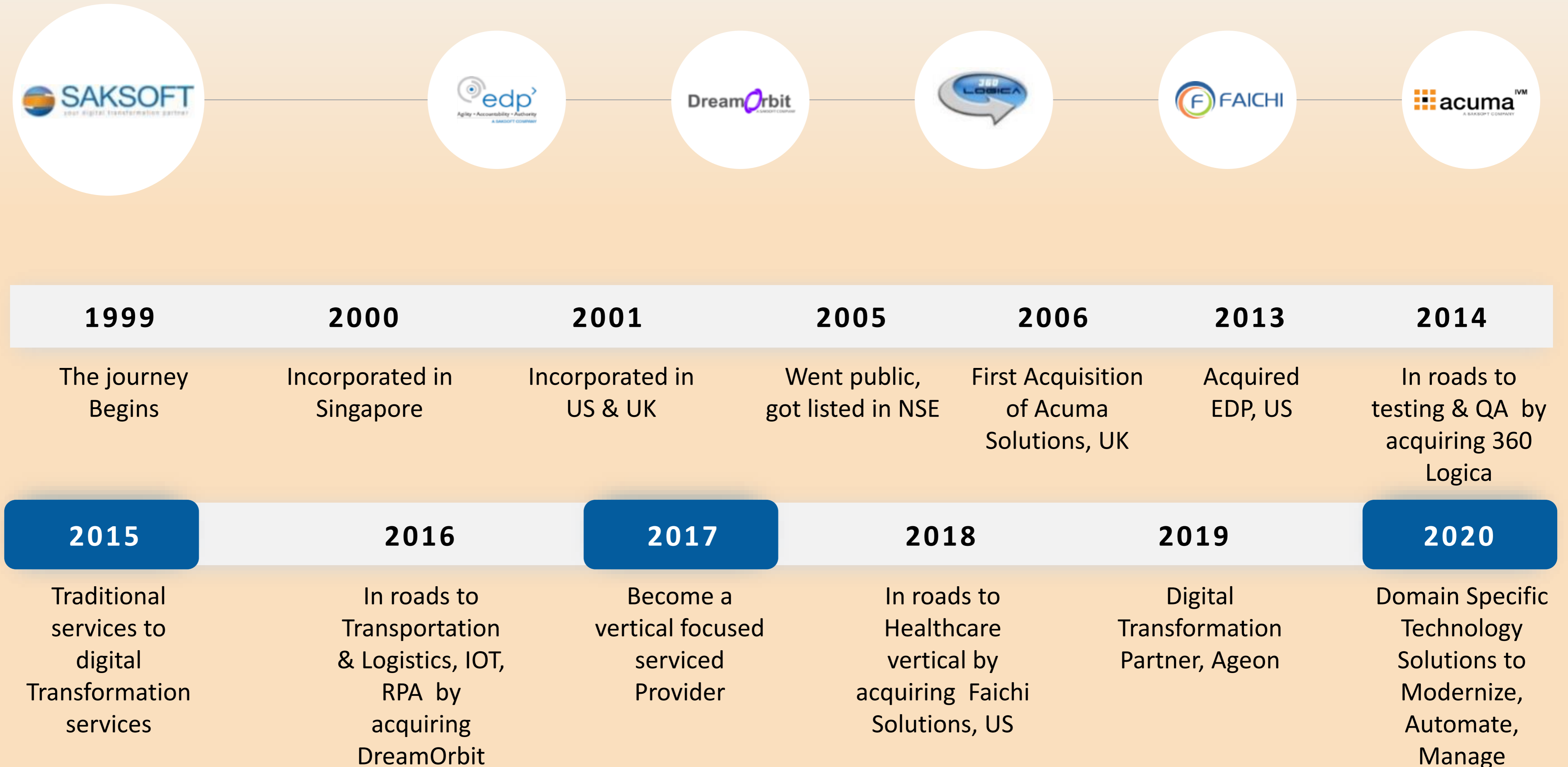
- Reporting Factory
- Scripting Factory
- Data Science Factory
- System Management

MANAGED INFRA

- IT Infrastructure Support ; 24X7 Monitoring
- End Point Management
- Application & DB operations
- Software asset management

RUN - THE - BUSINESS

Saksoft Group Journey



Saksoft Group Journey

Management Team

- *Board of Directors*
- *Leadership Team*

Core Values

At Saksoft, the team believes in a culture of Innovation, Customer Focus, Openness, Respect and Enterprising (iCORE)

Board of Directors



ADITYA KRISHNA

Founder, Chairman &
Managing Director

Over 30 years of experience in the
banking and financial services
industry.



AJIT THOMAS

Independent Director &
Chairman- Audit Committee

Chairman of AV Thomas Group of
companies



VVR BABU

Independent Director & Chairman-
Nomination & Remuneration Committee

MSc, Applied Mathematics and Operations
Research, Master of Philosophy and
Computer Science, Business Administration



GANESH CHELLA

Independent Director

Alumnus of XLRI, Jamshedpur and a
founder of Totus HR School,



KANIKA KRISHNA

Non-Executive Director

MBA in Financial Management from Pace
University, New York, USA. Master's
program in International Business from the
Manchester Business School

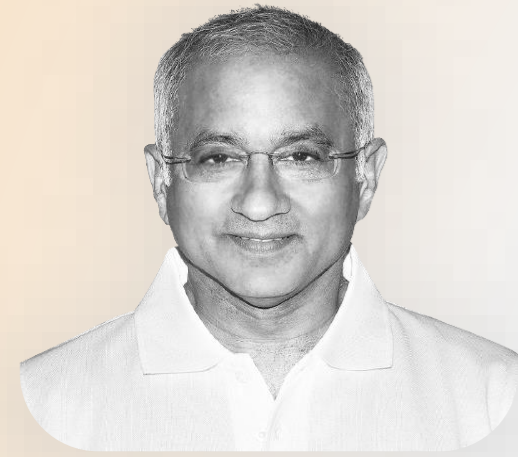


MALINI THADANI

Independent Director

Sustainability, communications and
investor relations advisor

Leadership Team



ADITYA KRISHNA

Founder, Chairman &
Managing Director

Over 30 years of experience
in the banking and financial
services industry.



**NIRAJ KUMAR
GANERIWAL**

COO & CFO

Heading Delivery, Finance,
HR, IT Support and Admin



AVANTIKA KRISHNA

Chief Sales Officer

Heading the Top customer,
and Sales Strategy



DHIRAJ MANGLA

Executive Vice President

Heading Sales and Delivery
for Top 2 Customers



SWARAJ DASH

SVP Sales – US Region

Heading US Sales



JONATHAN EELEY

CCO – Acuma Solutions

Heading UK Enterprise and
Public Sector accounts



**BHASKAR
NARAYANAN**

SVP – India & APAC
Head – APAC Sales and
Marketing



**GOPAKUMAR
KAVUNKAL**

SVP & BU Head
Head –IM and Analytics
Practice



SOUMYA SHASHI

Vice President

Heading Testing Practice



AMIT VERMA

Executive Vice President

Heading Transportation &
Logistics Vertical



ROHAN PANDYA

Vice President

Heading Fintech Solutions
Vertical

Leadership Team

Financial Highlights

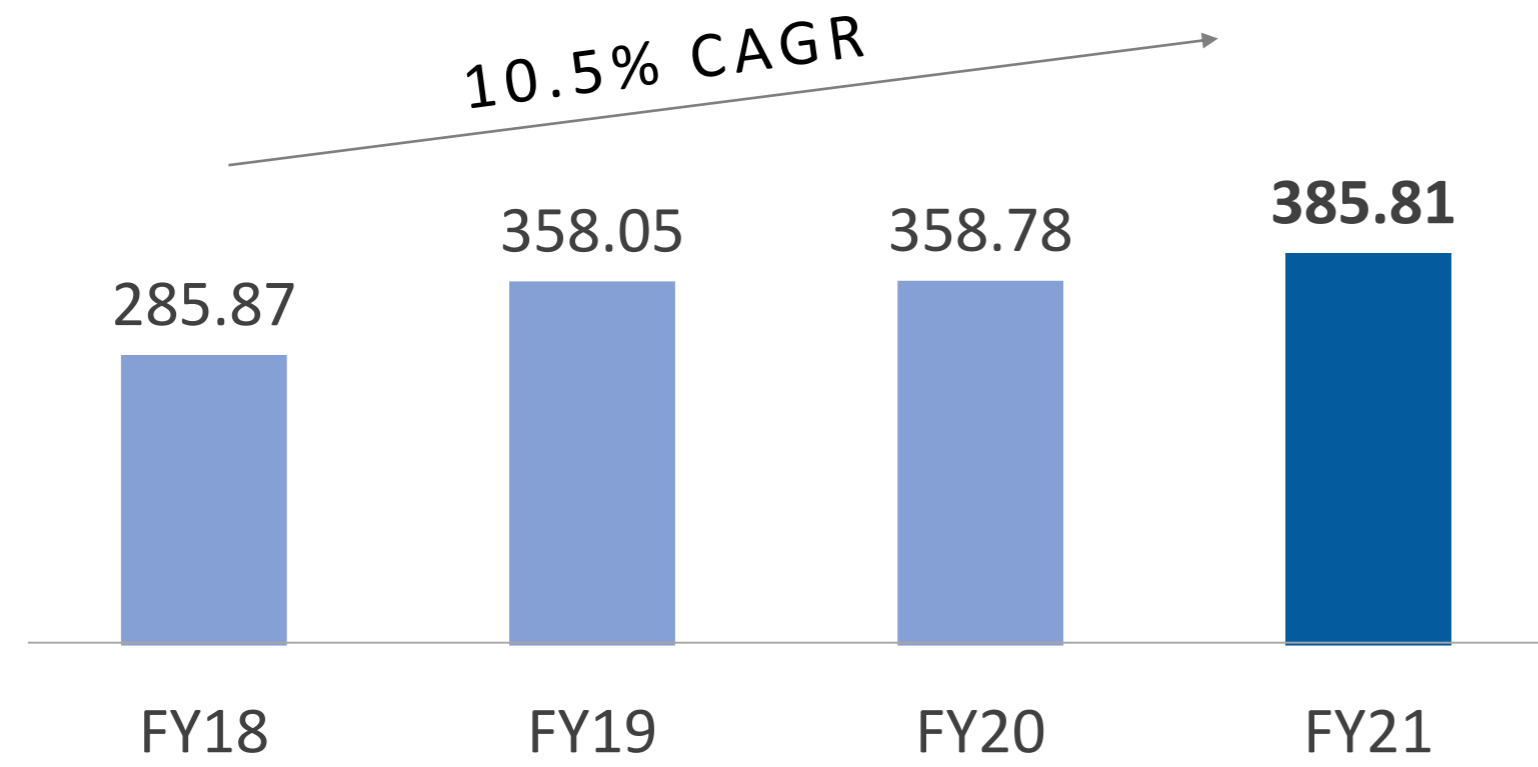
- *P&L performance*
- *Strong Financial performance*
- *Business Mix*
- *Latest quarter updates*

Strong Financial Position, Consistent Profit Sharing

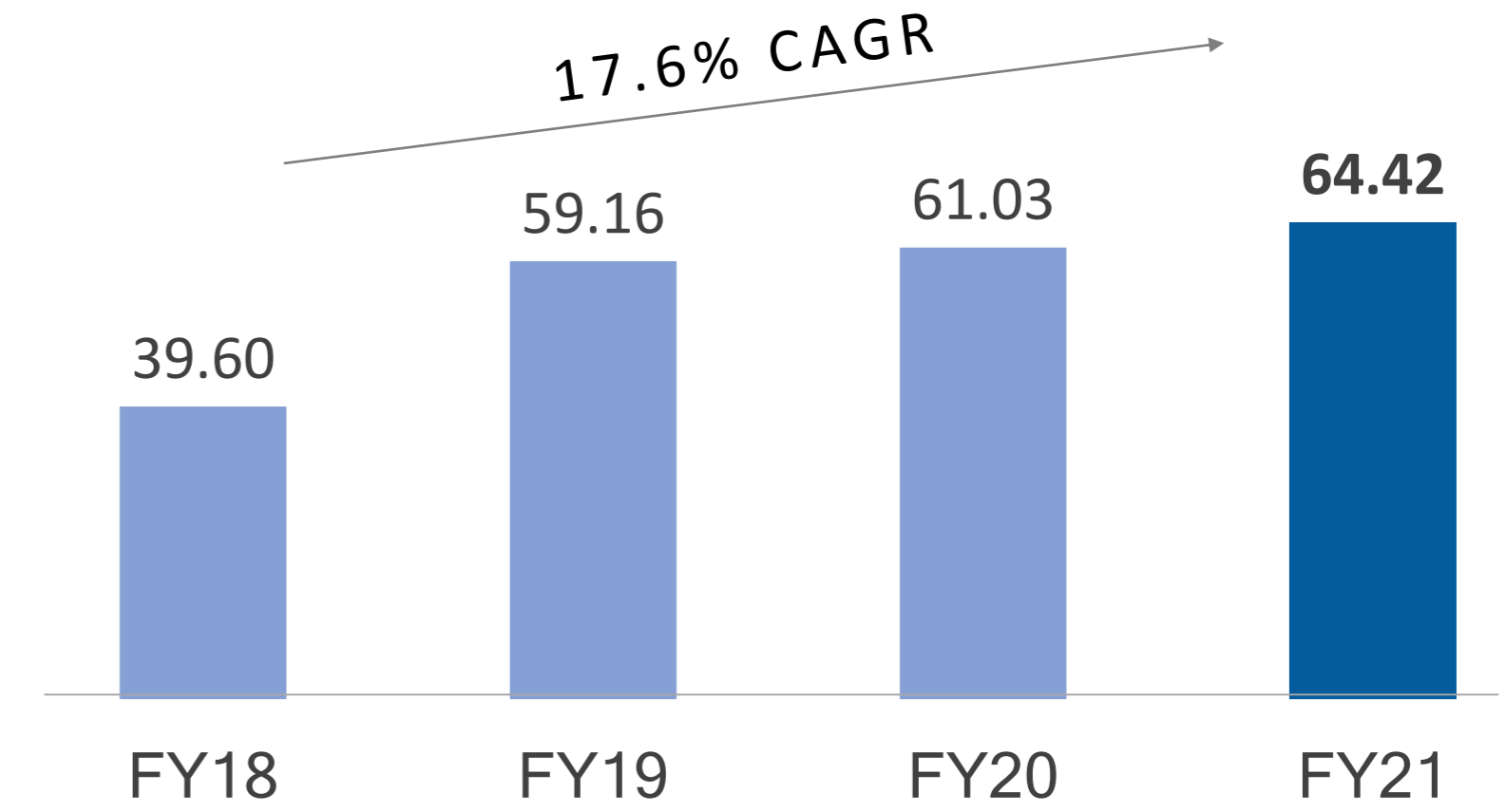
P&L Performance

(INR Crore)

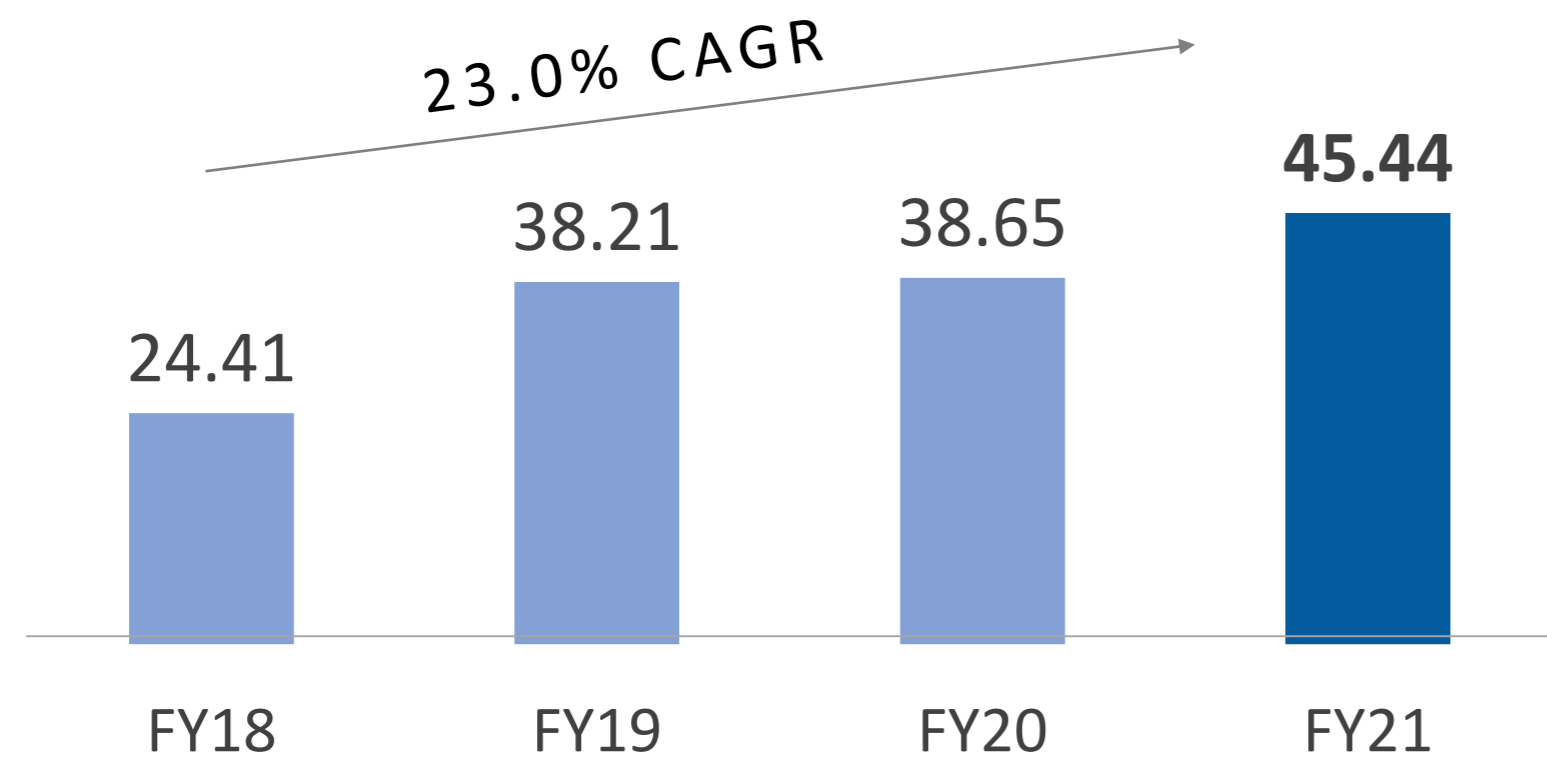
CONSOLIDATED REVENUE



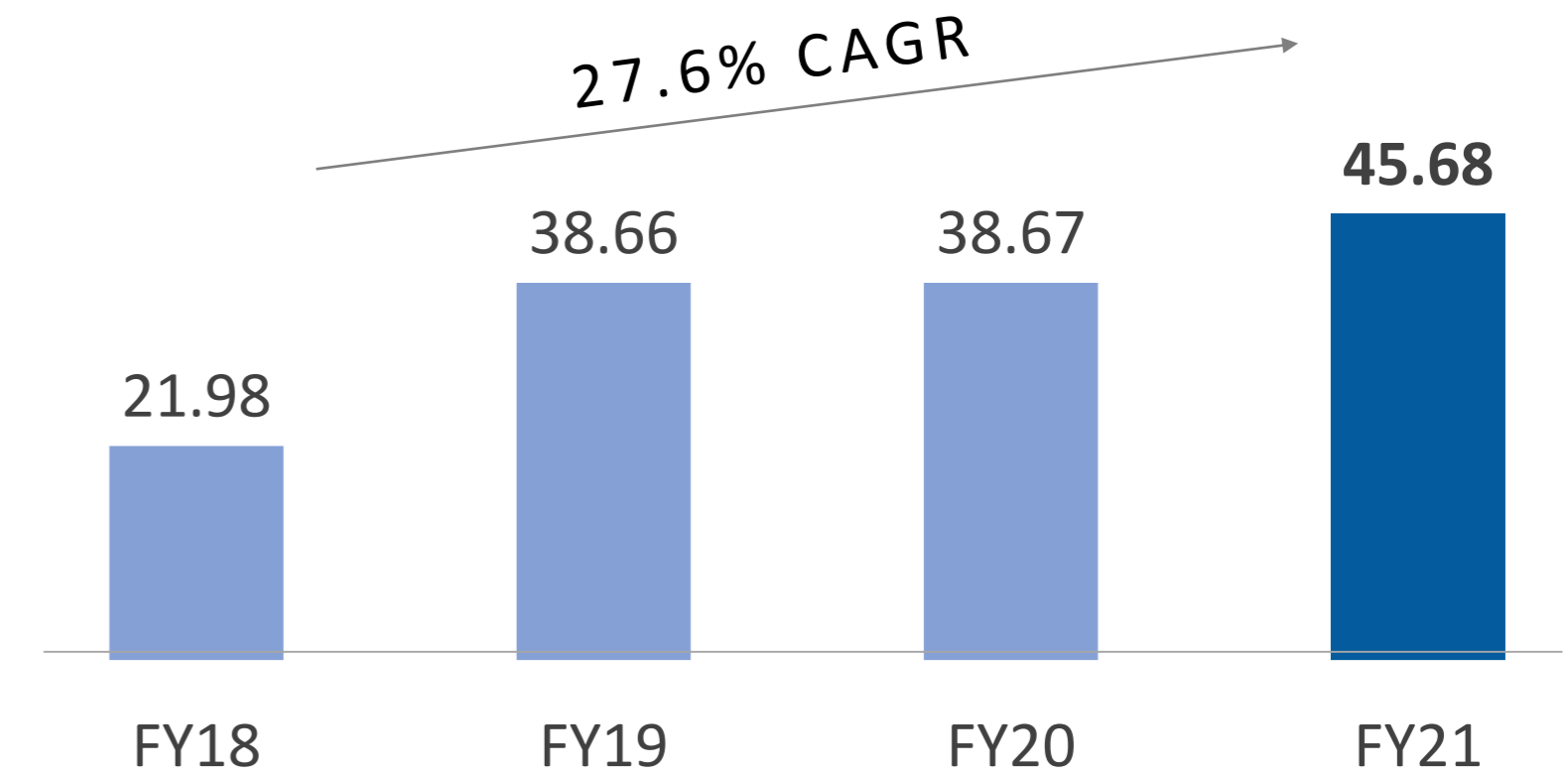
CONSOLIDATED EBITDA



CONSOLIDATED PAT*



EPS**



P&L Performance

Consolidated Income Statement (Q2 & H1FY22)

Particulars (In INR Crore)	Q2FY22	Q1FY22	%	Q2FY21	%	H1FY22	H1FY21	%
Total Revenue	114.73	102.14	12.3%	97.19	18.0%	216.87	190.94	13.6%
Employee Expenses	50.82	48.80		46.26		99.62	91.45	
Support/ Third Party charges	37.67	32.42		27.68		70.09	56.22	
Other Expenses	6.97	5.37		6.75		12.35	11.92	
Operating EBITDA	19.27	15.55	23.9%	16.50	16.8%	34.81	31.35	11.0%
Operating EBITDA(%)	16.8%	15.2%	157bps	17.0%	(18bps)	16.1%	16.4%	(37bps)
Other Income	(0.02)	7.46		0.14		7.45	1.16	
Depreciation	1.55	1.47		1.73		3.02	3.46	
EBIT	17.70	21.54	(17.8%)	14.91	18.7%	39.24	29.05	35.1%
EBIT(%)	15.4%	21.1%	(566bps)	15.3%	9bps	18.1%	15.2%	288bps
Finance Cost	0.60	0.72		0.89		1.32	1.89	
Profit Before Tax	17.10	20.82	(17.9%)	14.02	22.0%	37.92	27.16	39.6%
Tax	4.01	3.13		3.29		7.14	6.30	
Profit After Tax*	13.09	17.69	(26.0%)	10.73	22.0%	30.78	20.86	47.6%
Profit After Tax (%)	11.4%	17.3%	(591bps)	11.0%	37bps	14.2%	10.9%	327bps
EPS (INR)	13.13	17.76	(26.1%)	10.79	21.7%	30.89	20.98	47.2%

*PAT in Q1FY22 was higher by Rs 6.57 crore on account of one time forgiveness of the Paycheck Protection Program loan availed by the subsidiaries in United States, that are no longer repayable

Consolidated Balance Sheet

Particulars (INR Crore)	Sep-21	Mar-21	Mar-20	Mar-19	Mar-18
Assets					
Non-current assets	176.83	174.08	156.36	145.76	152.88
Property, Plant and Equipment	11.46	10.69	8.49	2.14	2.60
Goodwill on consolidation	147.78	148.70	140.30	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	12.66	10.22	2.50	2.02	2.39
Deferred Tax Assets (Net)	4.89	4.47	2.89	1.56	1.09
Other Non-Current Assets	0.04	-	-	0.04	0.02
Current assets	213.90	191.13	147.00	132.74	110.02
Financial Assets					
(i) Investments	13.24	10.46	5.51	-	-
(ii) Trade receivables	77.94	64.40	67.52	64.95	58.43
(iii) Cash and cash equivalents	94.16	90.01	42.93	40.06	30.02
(iv) Loans	0.56	0.09	0.14	0.06	0.20
(v) Other Financial Assets	11.58	8.00	12.00	6.49	7.46
Current Tax Assets (Net)	1.52	1.65	1.88	1.38	0.23
Other Current Assets	14.90	16.52	17.02	19.80	13.68
TOTAL – ASSETS	390.73	365.21	303.36	278.49	262.90

Particulars (INR Crore)	Sep-21	Mar-21	Mar-20	Mar-19	Mar-18
Equity & Liabilities					
Equity	287.40	259.29	206.18	175.33	148.02
Equity Share capital	9.97	9.96	9.94	9.94	9.94
Other equity	277.43	249.33	196.24	165.39	138.08
Non-controlling interest	-	-	-	4.82	6.10
Liabilities					
Non-current liabilities	18.82	30.47	33.55	35.28	46.78
Financial Liabilities					
(i) Borrowings	10.00	20.00	24.69	31.60	38.05
(ii) Other Financial Liabilities	2.81	5.06	3.85	0.69	6.09
Provisions	6.01	5.41	5.01	2.99	2.64
Current liabilities	84.51	75.45	63.63	63.06	62.00
Financial Liabilities					
(i) Borrowings	-	-	0.85	7.39	4.42
(ii) Trade Payables	33.88	27.05	22.95	24.32	28.63
(iii) Other Financial Liabilities	7.38	12.51	8.70	3.91	7.63
Other Current Liabilities	35.9	30.51	29.53	26.17	20.32
Provisions	7.35	5.38	1.60	1.27	1.00
TOTAL - EQUITY AND LIABILITIES	390.73	365.21	303.36	278.49	262.90

Consolidated Balance Sheet

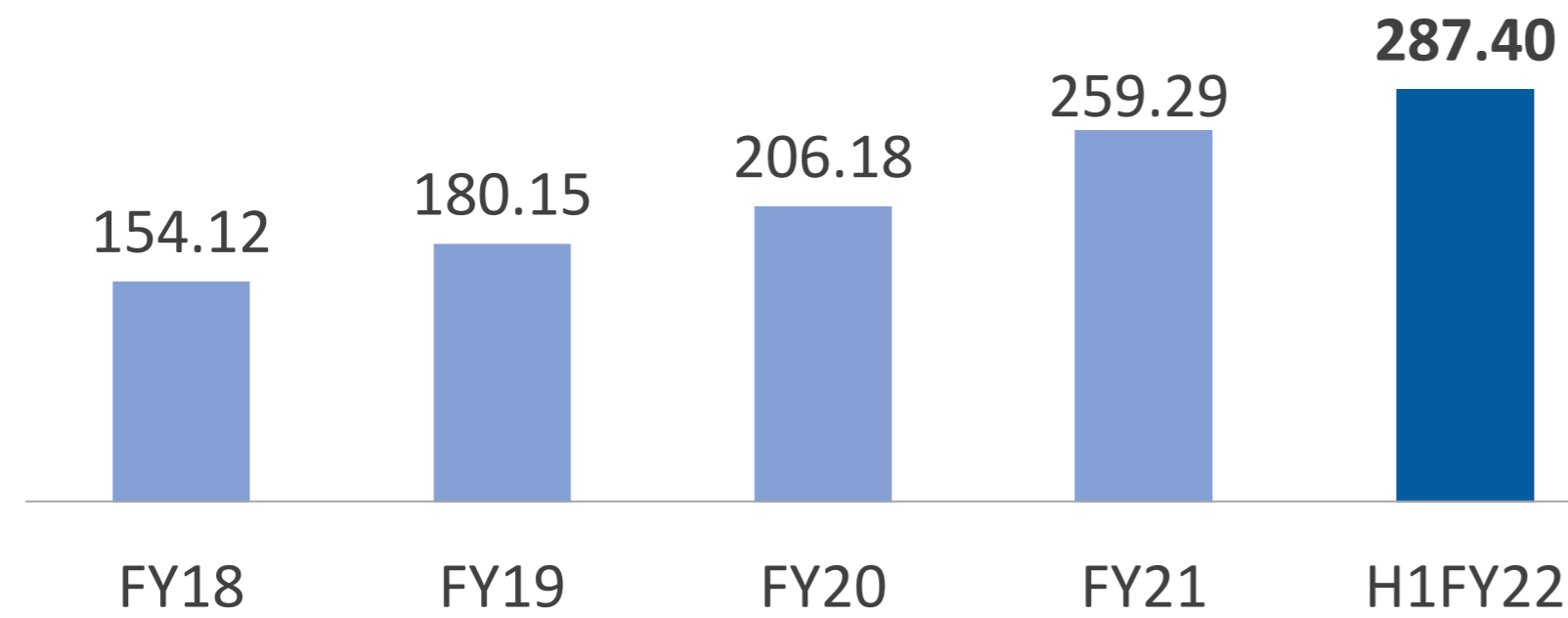
Cash Flow Analysis

Particulars (INR Crore)	Sep-21	Sep-20
Operating profit before working capital changes	43.44	32.78
Changes in working capital	-11.37	9.22
Cash generated from operations	32.07	42.00
Direct taxes paid (net of refund)	(7.38)	(5.36)
Net Cash from Operating Activities	24.69	36.64
Net Cash used from Investing Activities	(5.39)	(8.02)
Net Cash used from Financing Activities	(15.15)	(3.32)
Net Increase in cash and cash equivalents	4.15	25.30

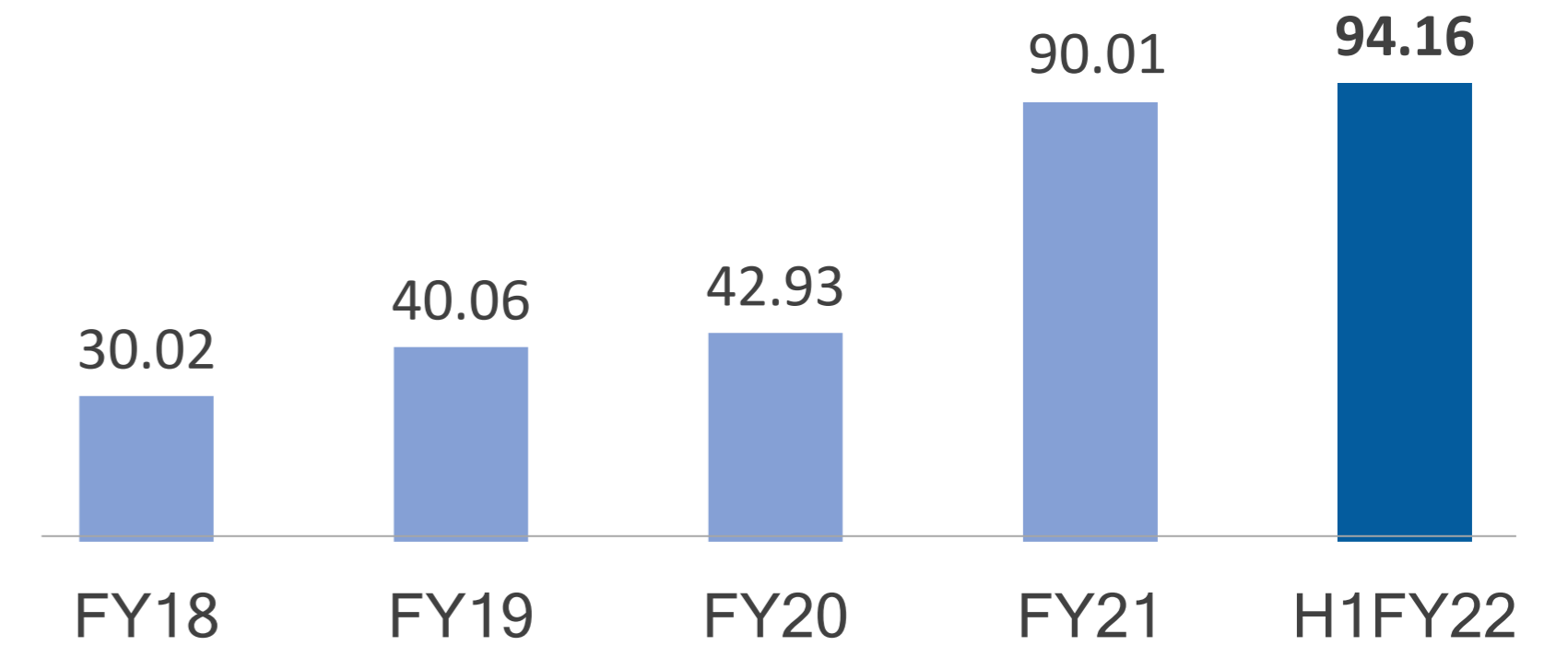
Strong Financial Position

(INR Crore)

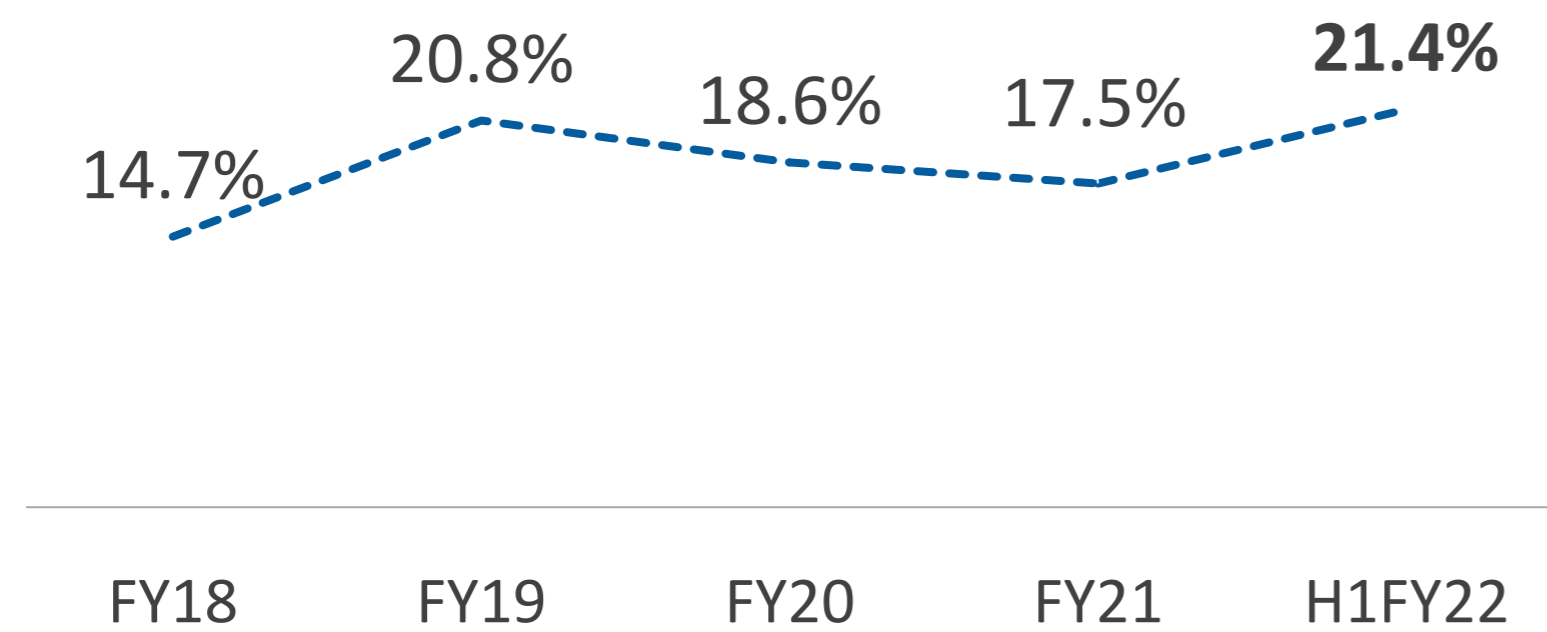
NETWORTH



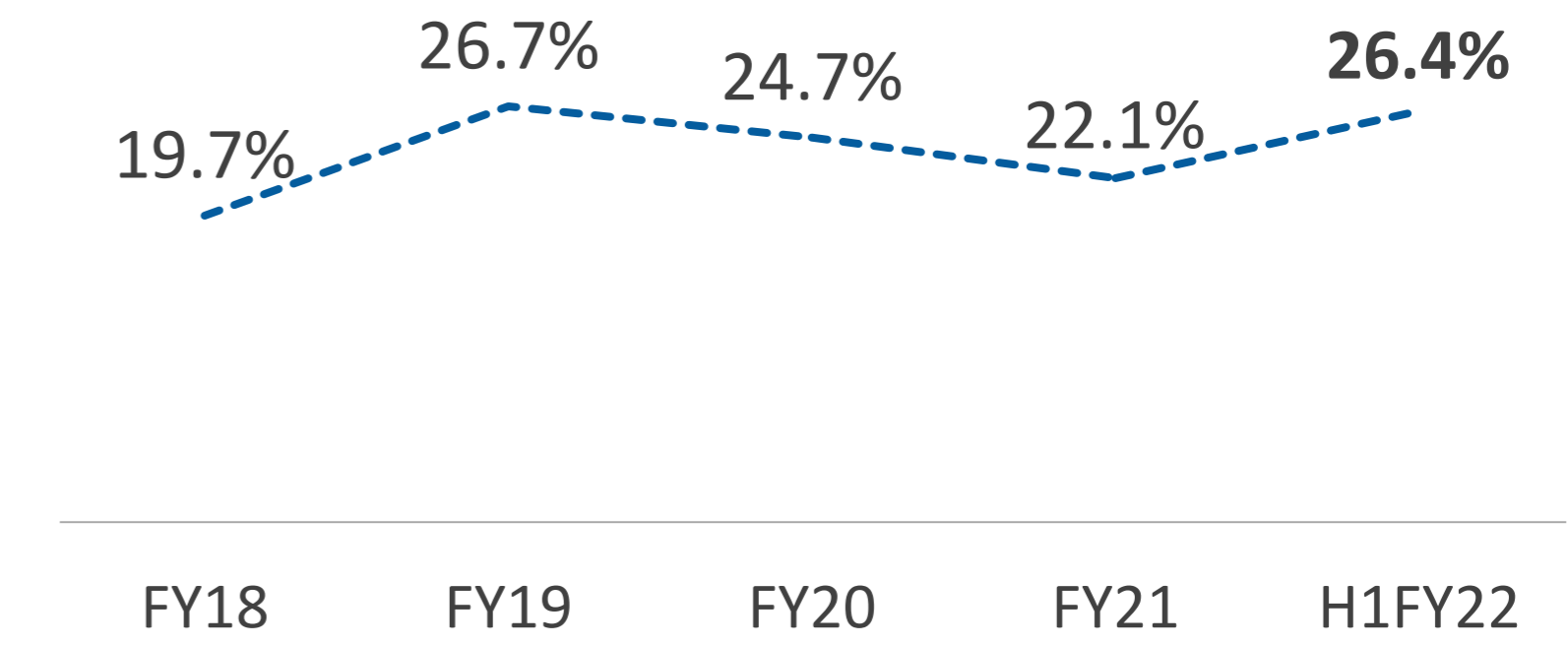
CASH POSITION



ROE (%)



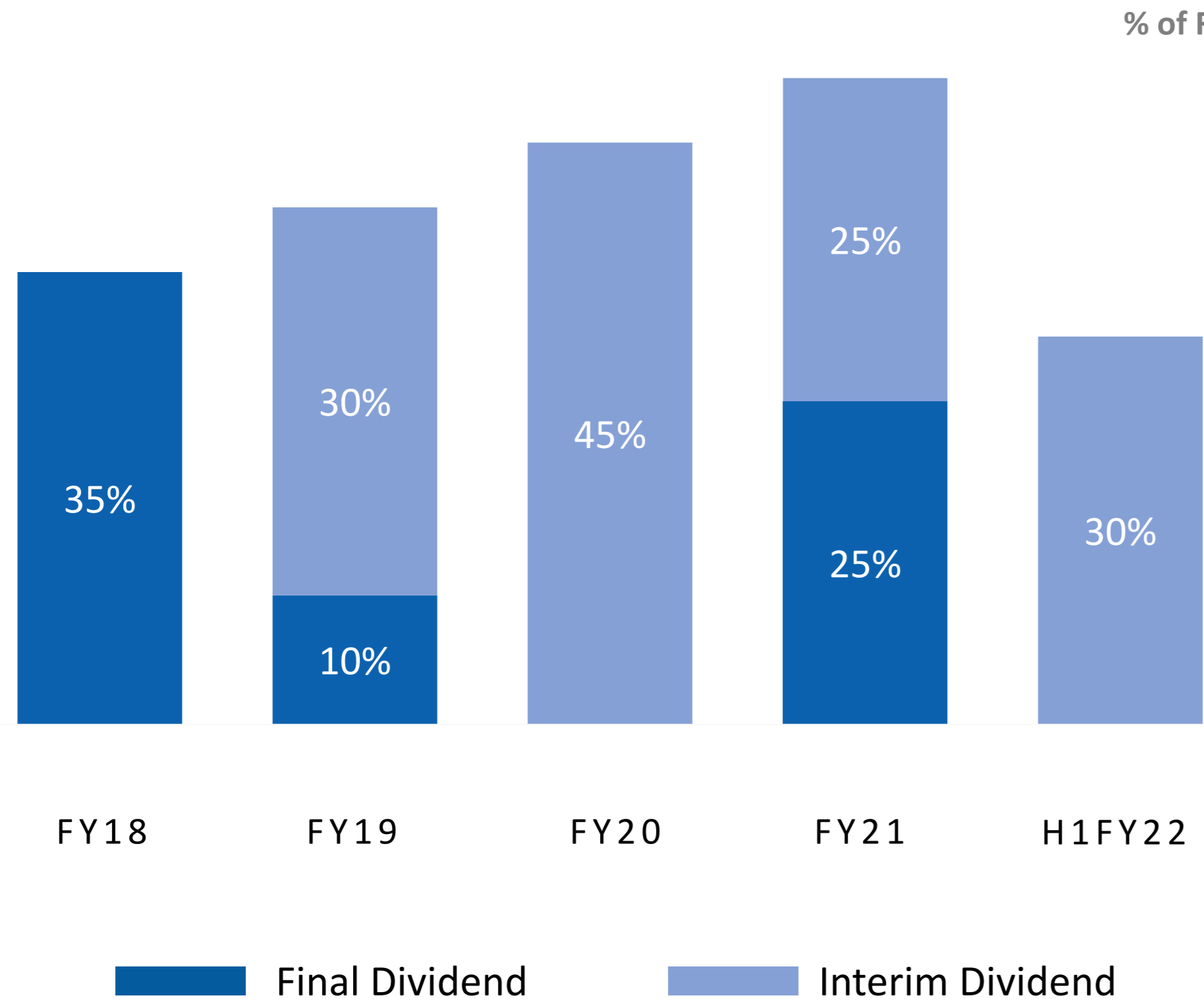
ROCE (%)



Strong Financial Position

Sharing Profits Consistently

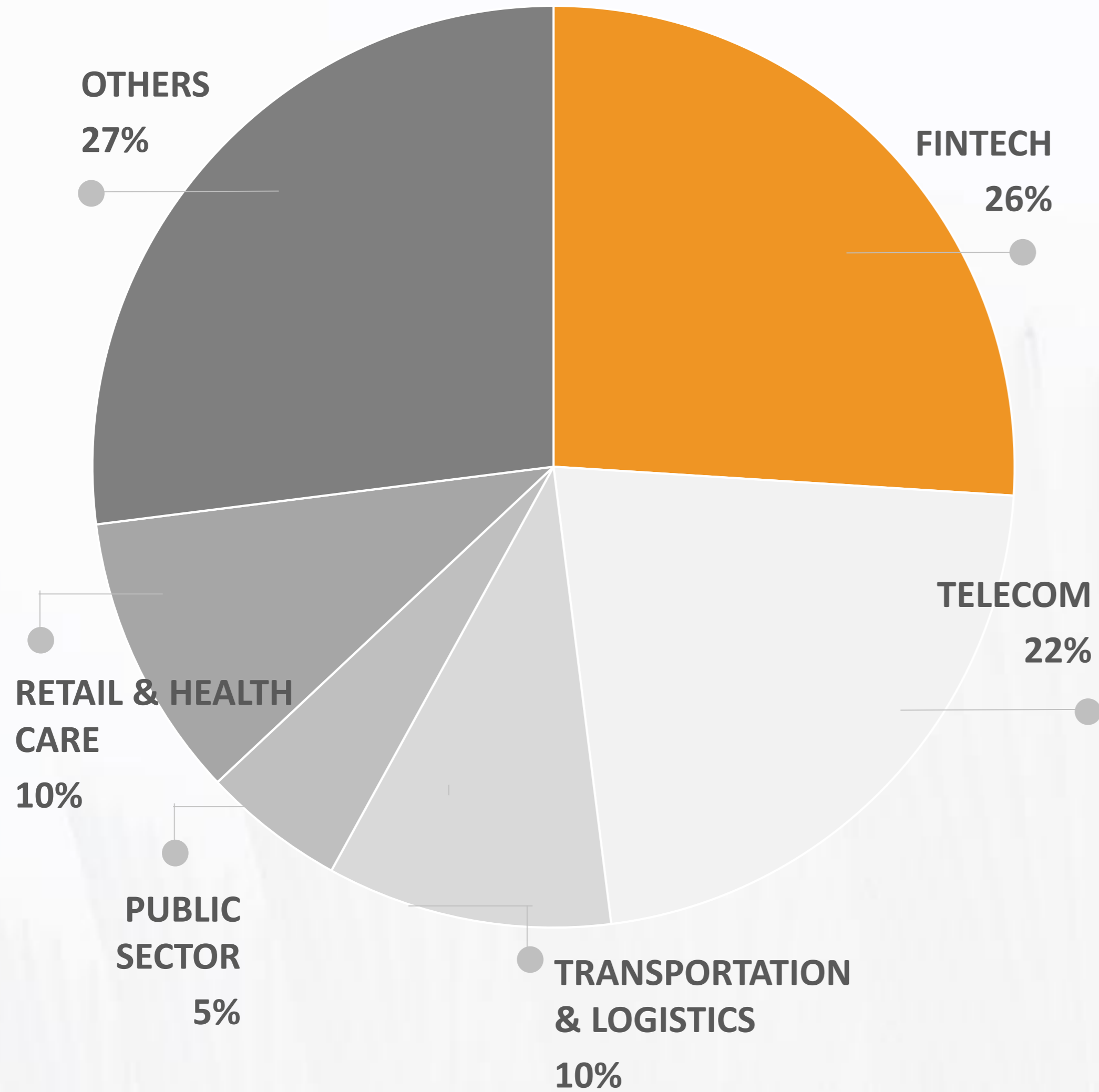
Sharing Profits Consistently



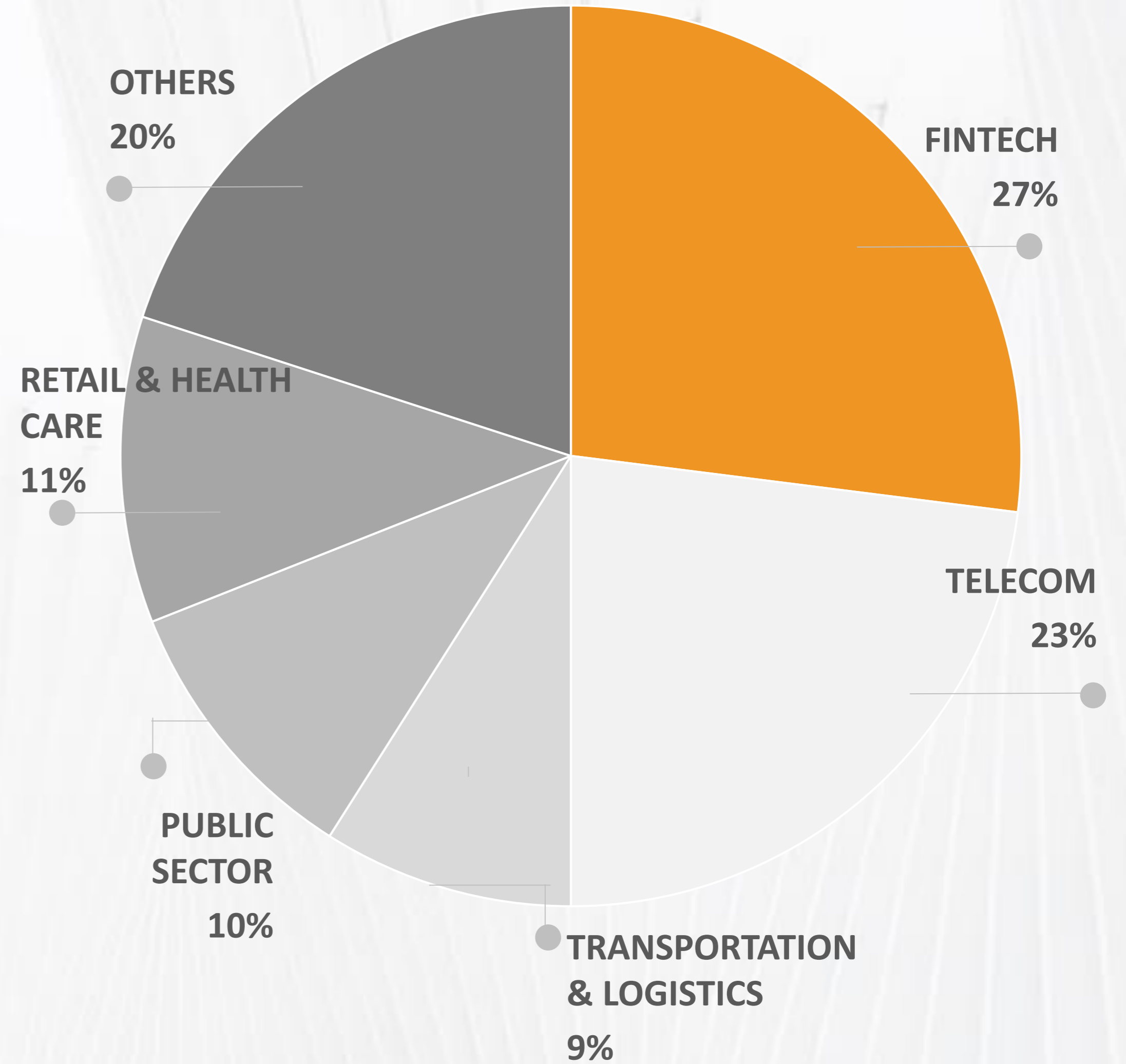
Particulars (In INR)	FY18	FY19	FY20	FY21	H1FY22
Consolidated Book Value / Share	148.86	176.35	207.37	260.40	288.19
Consolidated Earnings / Share	21.98	36.66	38.67	45.68	30.89
Dividend / Share	3.50	4.00	4.50	5.00	3.00

Business Mix

REVENUE BY VERTICALS (H1FY22)



REVENUE BY VERTICALS (FY21)

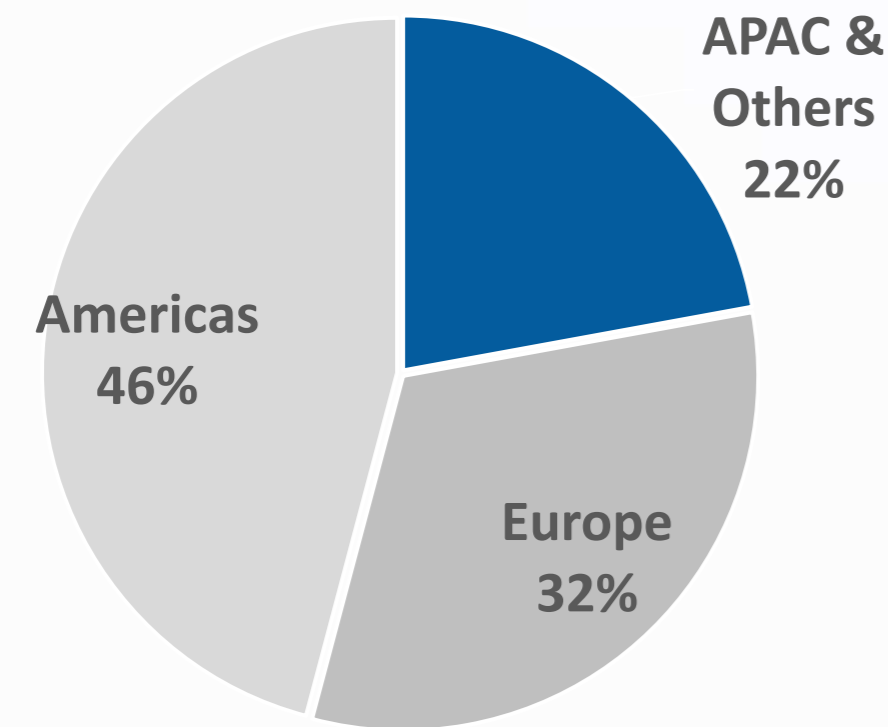


Business Mix

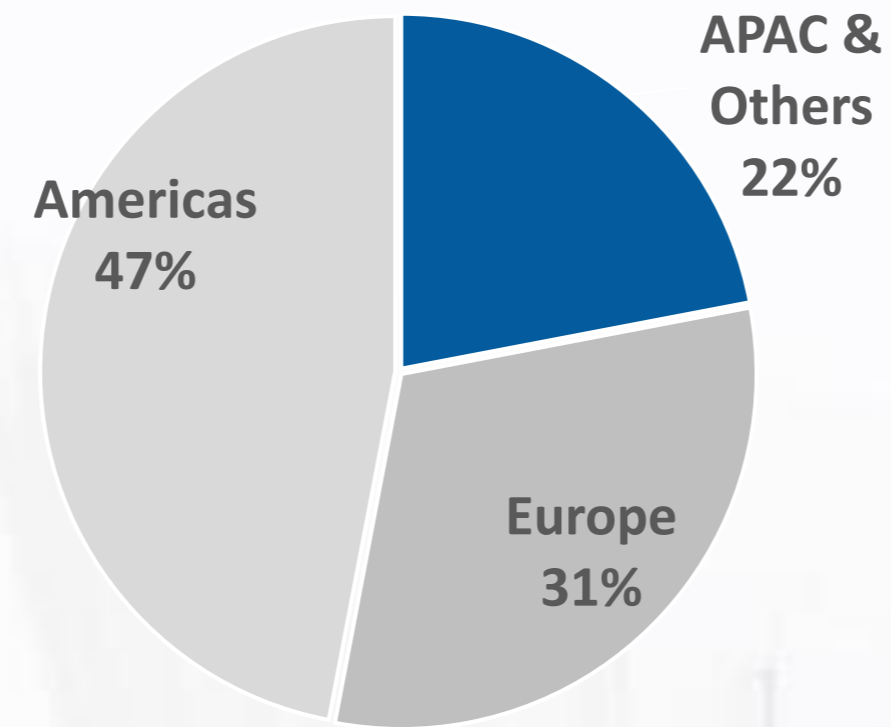
Operating & Customer Metrics

REVENUE BY GEOGRAPHY

(H1FY22)



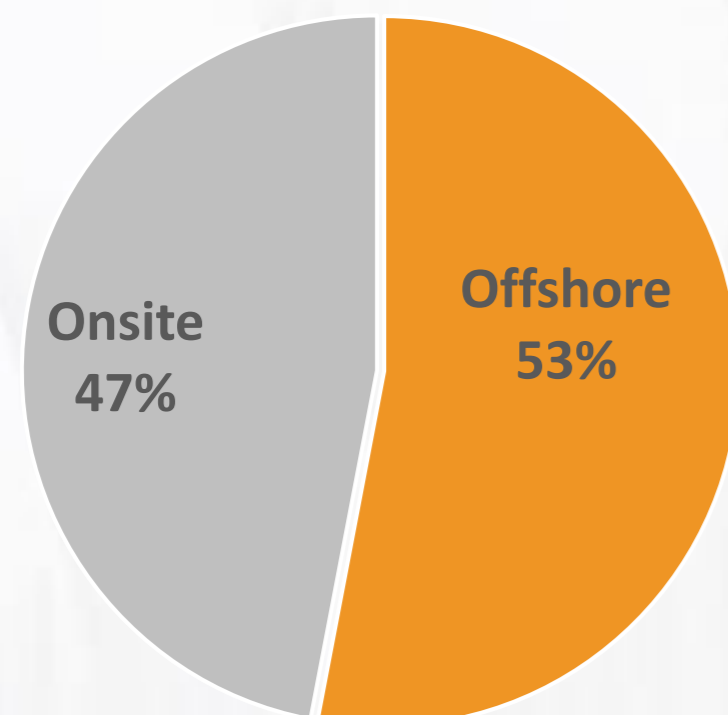
(FY21)



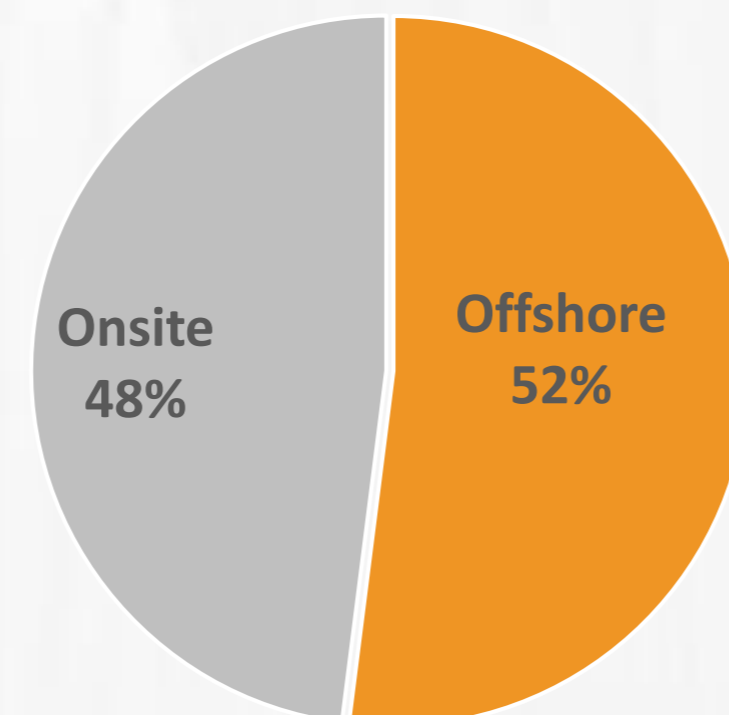
Customer Metrics	H1FY22	FY21
No of clients/customers per Million Dollar		
>1 Million	8	6
>0.5 Million to 1 Million	9	9
Clients Contribution to Revenue (%)		
Top 5	50%	46%
Top 10	60%	56%
Top 20	71%	66%

REVENUE MIX

(H1FY22)



(FY21)



Headcount Metrics	H1FY22	FY21
Total Employee Count	1,364	1,260
- Technical	1,222	1,127
- Support	142	133
Utilization – IT Services % (Excl. Trainees)	87%	82%

Highlights for Q2FY22 & H1FY22

STRONG GROWTH MOMENTUM

- Revenue growth of 18.0% for current quarter as against the second quarter of previous year and 12.3% on QoQ basis
- Despite challenging environment, reported double digit EBITDA margin at 16.8%
- Moved 1 customer from \$0.5 Million to \$1 Million segment during the quarter
- Added a customer in \$0.5 Million segment during the quarter

FOCUSSED EXECUTION

- Solid growth in Fintech, Transportation & Logistics and Retail Ecommerce; expected to be key growth driver this year
- See growth in Healthcare and Telecom Vertical as well in coming years

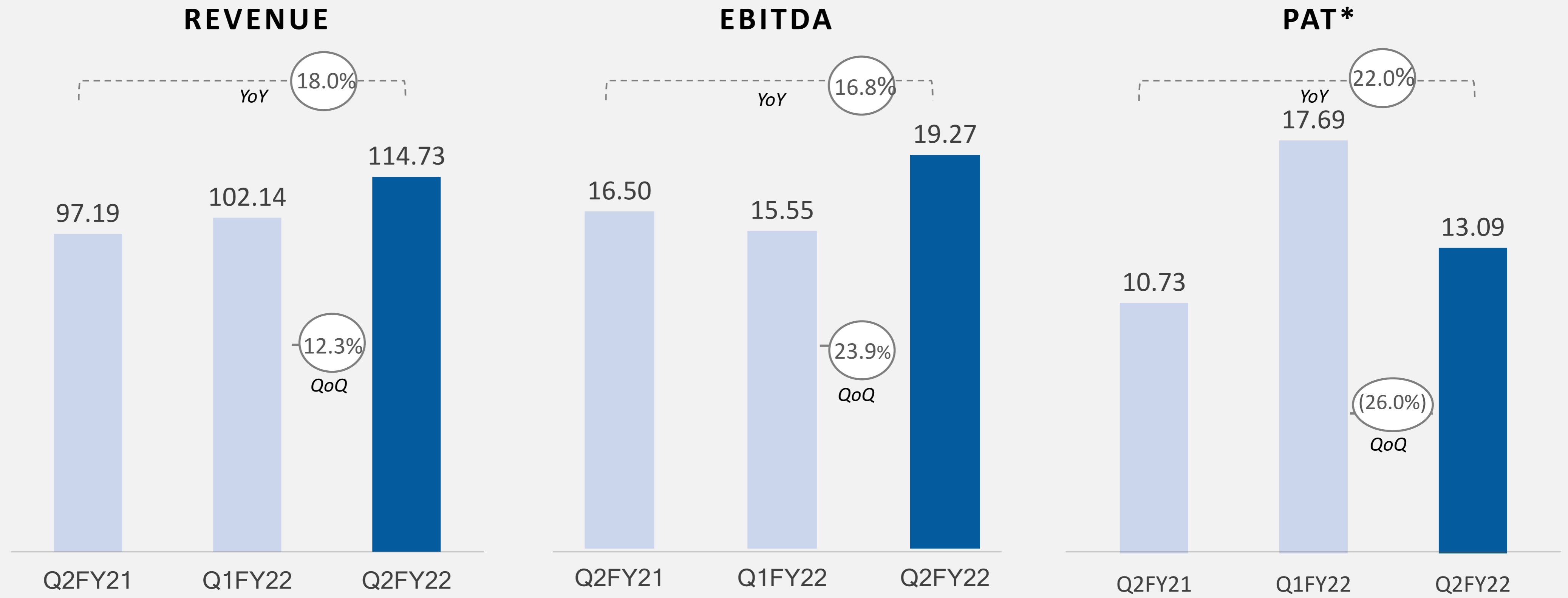
GROWTH ESTIMATES

- Revenue expected to grow at least 15% in FY2022 driven by strong demand environment for our digital service offerings
- Embark on our **Vision 2025** to become a 100 million US\$ company over next 3 years which will be a mix of organic and inorganic growth

Continued Growth Momentum

(INR Crore)

QUARTERLY PERFORMANCE



*PAT in Q1 FY22 was higher by Rs 6.57 crore on account of one time forgiveness of the Paycheck Protection Program loan availed by the subsidiaries in United States, that are no longer repayable

Strategy of Growth

- *Key Focus Area*

Focus Emerging Sectors

Taking advantage of digitization wave with product and services offering to help clients achieve their needs

Our focused Strategy of Growth



FOCUS ON EMERGING SECTORS

Addressing the sweep of digitisation to help clients enhance operational efficiency



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



VALUE OVER VOLUME

Address unoccupied territories represented by projects with higher profitability



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



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 PEARL'S STRATEGY

Engage in business complementing M&As that constitute a 'string of pearls' strategy that enhances our competence immediately following acquisition without corresponding gestation

Investment Rationale

Investment Rationale



CLIENTS

- **Digital transformation** of clients at the core of our services
- We have **customer focus and innovation** built in our Core values. These values enables our business to stay more relevant in the ever evolving market



MARKET

- Focus on the trinity of Fintech, Transportation & Logistics and Retail/Ecommerce with their **interconnectivity places us in a sweet spot to design & address solutions**



PERFORMANCE

- Strong Track Record - **clean balance sheet, growing revenue and profitability**
- **Sharing profits** consistently



TASK FORCE

- Experienced and **dedicated management team** with a diversified board

Contact Us

COMPANY



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Financial Officer
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