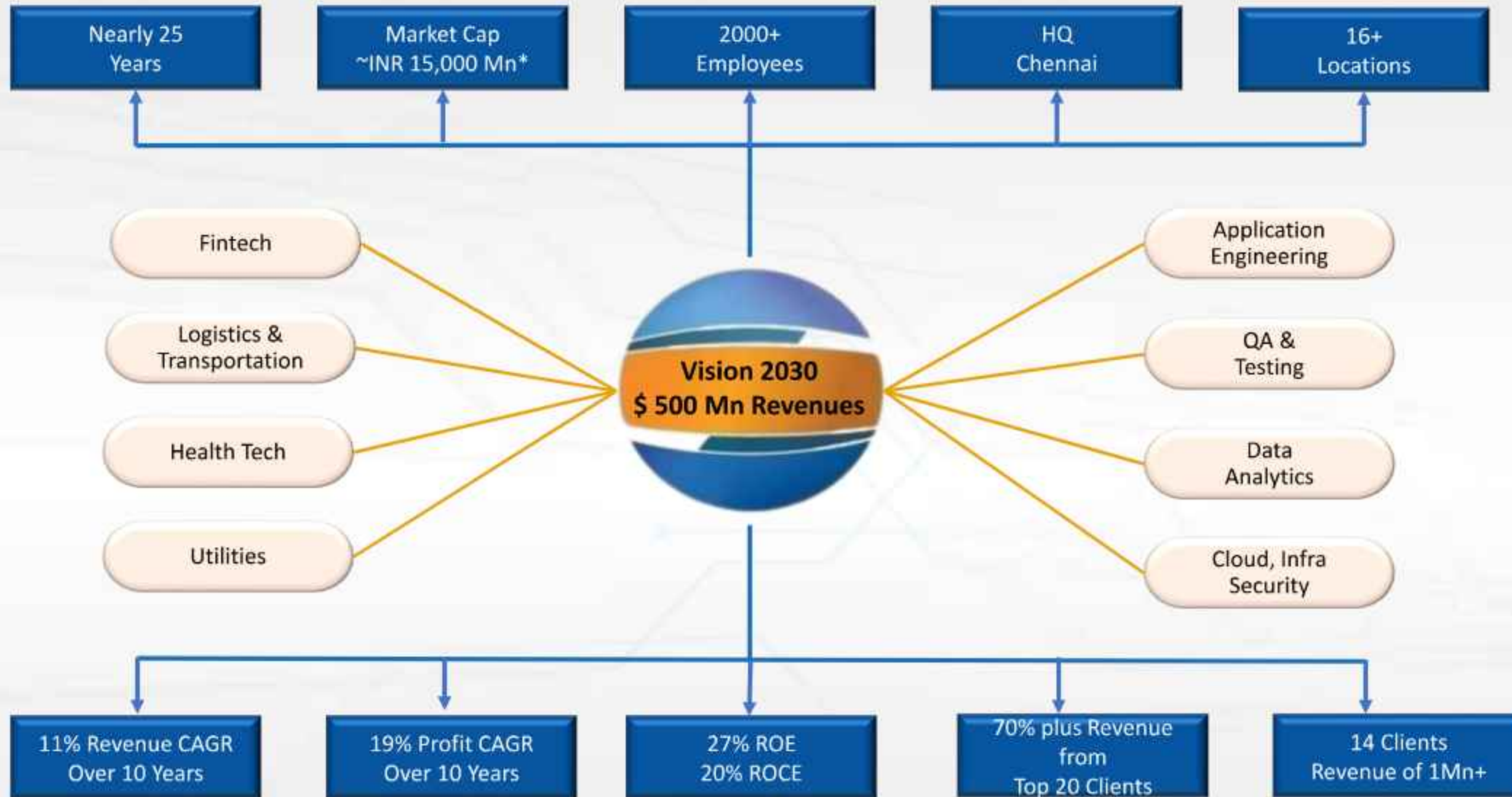


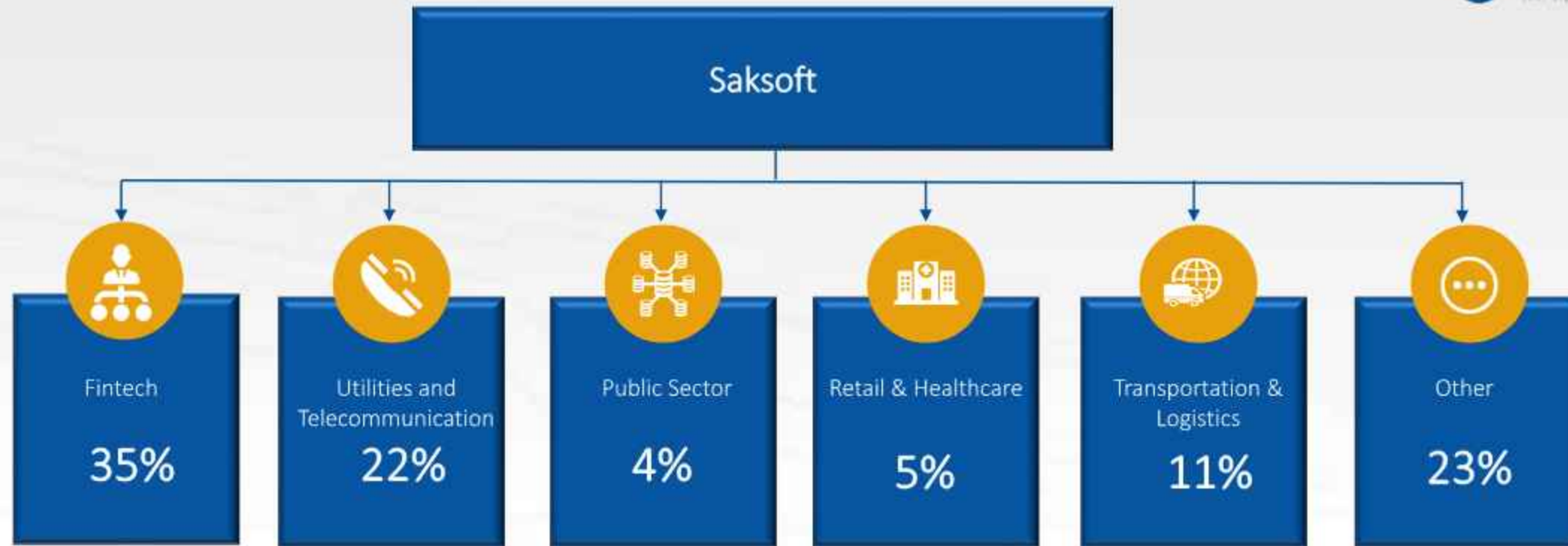


EARNINGS PRESENTATION

Q4-FY23/FY23

About Us





Our USP

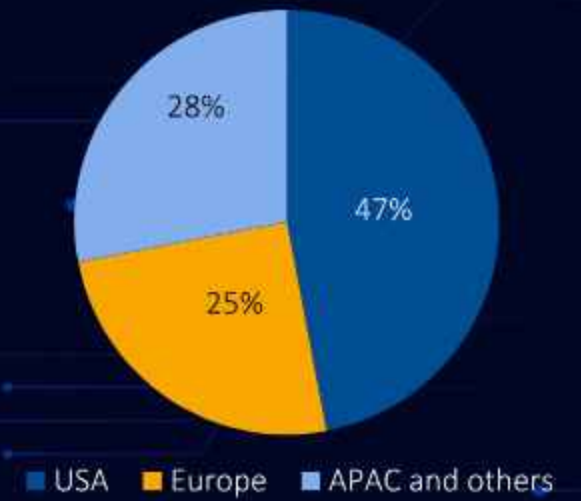
- Understanding of our clients Domain
- Technology Services capability
- Specialists from Saksoft group companies
- Offshore Delivery Infrastructure
- Referenceable

How do we help

- Custom Developed Solutions
- Legacy Modernization
- Quality Assurance through Testing
- Data to Decisions through Data Analytics
- Cloud, Infrastructure & Cyber Security

Global Presence

GEOGRAPHICAL PRESENCE (FY23)



Task Force: Experienced and dedicated management team with a diversified board.

Building talent: Due to overlapping time zones, businesses in Europe are using smaller nearshore teams to assist offshore operations. By developing talent resources locally, Saksoft was able to guarantee European clients that their time zones will be respected when receiving solutions.

Consistent focus on digitalisation-driven transformation along with Early entrant with a strong track record of successful digitalisation-driven projects and financial metrics are used to assess competence.

Customer-fit: Focus on clients with revenues ranging from USD 100 million to USD 3 billion- not too large to lose the customer perspective nor too little to be unable to spend appropriately.



Cross-selling and upselling by the company aided in its development as a full-service provider.

Domain-specific solutions: Companies are increasingly preferring to work with businesses that provide digital solutions tailored to their industries. Saksoft is a trustworthy digital partner because of its extensive expertise of the specific industries it offers digital solutions for.

Verticals specialization: Concentration on a few verticals that are motivated by evolving lifestyle relevance and Comprehensive solutions expertise inside the vertical along with Verticals and competencies interrelated.

The Company has lucrative **longstanding relationships** with well-known brands that guarantee revenue visibility.

Q4-FY23/FY23 PERFORMANCE

Q4-FY23/FY23 Operational Highlights

Q4-FY23 Consolidated Performance

INR 1,821 Mn
Operating Income

INR 325 Mn
Operating EBITDA

17.85%
Operating EBITDA
Margins

INR 250 Mn
Net Profit

13.73%
PAT Margins

INR 2.49/Share
Basic EPS

FY23 Consolidated Performance

INR 6,656 Mn
Operating Income

INR 1,082 Mn
Operating EBITDA

16.25%
Operating EBITDA
Margins

INR 820 Mn
Net Profit

12.32%
PAT Margins

INR 8.18/Share
Basic EPS

Operational Highlights

- Increase in revenue from offshore business by 2% contributed to improvement in margins
- The company was able to migrate 3 customers into the 1mn+ revenue category and also added 4 new customers in 0.5mn+ revenue category
- Revenue from Top 20 customers increased by 41% on a year on year basis
- Significant increase in headcount of about 350+ resources with no decrease in utilization levels signifying greater demand for our services and hence the increase in revenue by over 39%
- The board has recommended a final dividend of Re. 0.35/- per equity share (35%) for the Financial Year 2022-23 on equity shares of Re. 1/- each.

Management Commentary

Commenting on the performance, **Mr. Aditya Krishna, Chairman and Managing Director** said,

“In FY 22 -23 we continued our “inch wide, mile deep” strategy for growing the company. This focus helped us grow revenues by 39%, Operating EBITDA by 37% and PAT by 30% for the full year. While we are optimistically cautious about the global macroeconomic environment, we will continue to focus on creating market niches for ourselves in an increasing competitive industry. Our commitment to our customers business will drive our future and keep us aligned and respected in our chosen industry verticals. We are looking forward to the journey ahead towards our goal of USD 500 million in revenues by 2030.”

Financial Performance

Quarterly Performance

REVENUES (INR MN)



OPERATING EBITDA (INR MN)

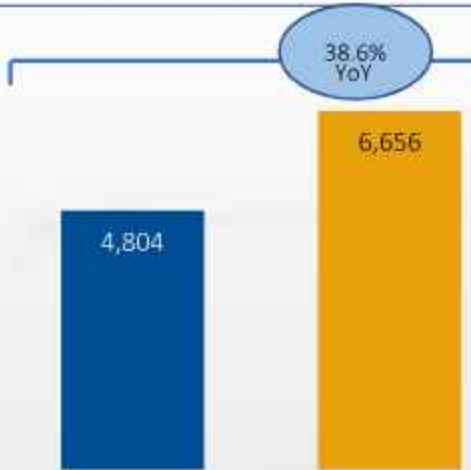


PAT (INR MN)

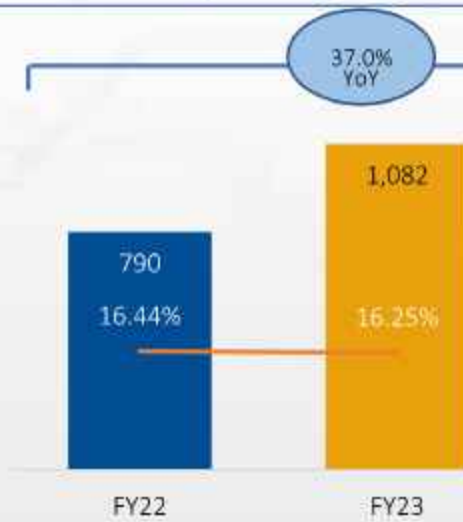


Annual Performance

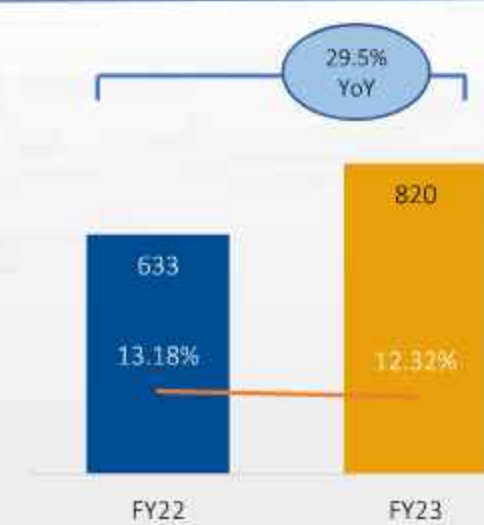
REVENUES (INR MN)



OPERATING EBITDA (INR MN)

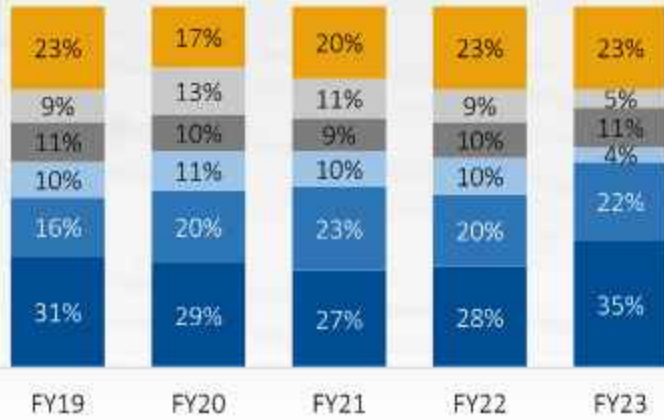


PAT (INR MN)



Key Performance Metrics

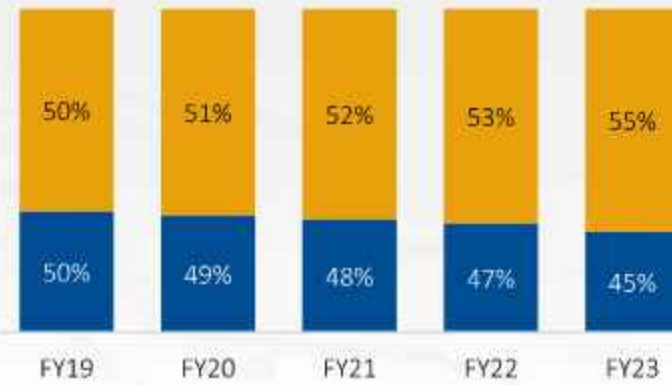
REVENUE BY VERTICALS



- Fintech
- Public Sector
- Healthcare & Retail2
- Telecom & Utilities*
- Transport & Logistics
- Others

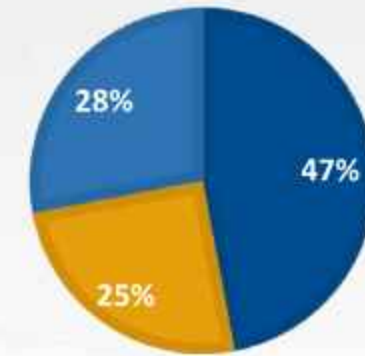
Telecom and Utilities has been reclassified for FY22 and FY23

REVENUE MIX (%)



- Onsite
- Offshore

REVENUE BY GEOGRAPHY (%)



- USA
- Europe
- APAC and Others

REVENUE BY MAJOR CLIENTS



NUMBER OF CLIENTS PER MILLION DOLLARS



- More than 1 Million
- 0.5 to 1 Million

EMPLOYEE BIFURCATION



- Technical
- Support
- Utilization

Quarterly Consolidated Financial Performance

INCOME STATEMENT (INR MN)	Q4-FY23	Q3-FY23	Q-o-Q	Q4-FY22	Y-o-Y
Operating Income	1,821	1,717	6.1%	1,391	30.9%
Expenses	1,496	1,443	3.7%	1,169	27.9%
Operating EBITDA	325	274	18.6%	222	46.4%
<i>Operating EBITDA Margins (%)</i>	17.85%	15.96%	189 Bps	15.96%	189 Bps
Depreciation	27	26	3.8%	22	22.7%
Finance Cost	6	5	20.0%	8	(25.0)%
Other Income	7	24	(70.8)%	31	(77.4)%
PBT	299	267	12.0%	223	34.1%
Tax	49	68	(27.9)%	47	4.3%
Profit After Tax	250	199	25.6%	176	42.0%
<i>PAT Margins (%)</i>	13.73%	11.59%	214 Bps	12.65%	108 Bps
Other Comprehensive Income	30	135	(77.8)%	2	NA
Total Comprehensive Income	280	334	(16.2)%	178	57.3%
EPS Basic(INR)	2.49	1.98	25.8%	1.76	41.5%

Annual Consolidated Financial Performance

INCOME STATEMENT (INR MN)	FY23	FY22	Y-o-Y
Operating Income	6,656	4,804	38.6%
Expenses	5,574	4,014	38.9%
Operating EBITDA	1,082	790	37.0%
<i>Operating EBITDA Margins (%)</i>	<i>16.25%</i>	<i>16.44%</i>	<i>(19) Bps</i>
Depreciation	100	69	44.9%
Finance Cost	22	28	(21.4)%
Other Income	94	111	(15.3)%
PBT	1,054	804	31.1%
Tax	234	171	36.8%
Profit After Tax	820	633	29.5%
<i>PAT Margins (%)</i>	<i>12.32%</i>	<i>13.18%</i>	<i>(86) Bps</i>
Other Comprehensive Income	85	3	NA
Total Comprehensive Income	905	636	42.3%
EPS Basic (INR)	8.18	6.34	29.0%

FINANCIAL OVERVIEW

Historical Consolidated Financial Performance

INCOME STATEMENT (INR MN)	FY19	FY20	FY21	FY22	FY23
Operating Income	3,580	3,588	3,858	4,804	6,656
Expenses	2,988	2,978	3,214	4,014	5,574
Operating EBITDA	592	610	644	790	1,082
<i>Operating EBITDA Margins (%)</i>	<i>16.54%</i>	<i>17.00%</i>	<i>16.69%</i>	<i>16.44%</i>	<i>16.25%</i>
Depreciation	43	73	67	69	100
Finance Cost	48	51	34	28	22
Other Income	22	39	41	111	94
PBT	523	525	584	804	1,054
Tax	141	138	130	171	234
Profit After Tax	382	387	454	633	820
<i>PAT Margins (%)</i>	<i>10.67%</i>	<i>10.78%</i>	<i>11.76%</i>	<i>13.18%</i>	<i>12.32%</i>
Other Comprehensive Income	(33)	55	95	3	85
Total Comprehensive Income	349	442	549	636	905
EPS Basic (INR)-(EPS pf previous period have been restated to effect the split)	3.66	3.86	4.56	6.34	8.18

Historical Consolidated Balance Sheet

PARTICULARS (INR MN)	FY21	FY22	FY23
EQUITIES & LIABILITIES			
Equity			
(A) Equity Share Capital	100	100	100
(B) Other Equity	2,493	3,085	3,945
Total Equity	2,593	3,185	4,045
Non-Current Liabilities			
(A) Financial Liabilities			
(i) Borrowings	200	39	-
(ii) Other Financial liabilities	-	49	41
(iii) Lease liabilities	51	119	81
(B) Provisions	54	62	102
Total Non – Current Liabilities	305	269	224
Current Liabilities			
(A) Financial Liabilities			
(i) Borrowings	-	2	-
(ii) Trade Payables	270	295	257
(iii) Lease Liabilities	34	47	54
(iv) Other Financial Liabilities	91	70	153
(B) Other Current Liabilities	305	679	858
(C) Provisions	54	68	90
Total Current Liabilities	754	1,161	1,412
GRAND TOTAL - EQUITIES & LIABILITES	3,652	4,615	5,681

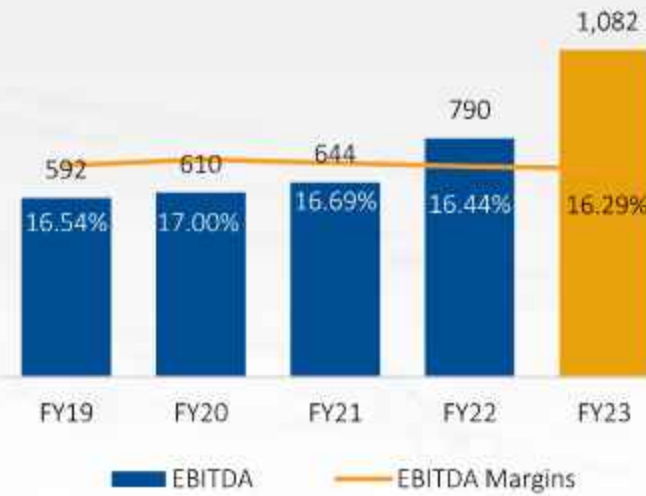
PARTICULARS (INR MN)	FY21	FY22	FY23
ASSETS			
Non-Current Assets			
(A) Property, Plant and Equipment	24	121	147
(B) Right-of-Use Assets	83	167	128
(C) Goodwill on Consolidation	1,483	1,665	1,903
(C) Other Intangible Assets	4	3	5
(D) Financial Assets			
(i) Investments	-	70	-
(ii) Other Financial Assets	103	24	170
(E) Deferred Tax Assets (Net)	45	47	73
Total Non – Current Assets	1,742	2,097	2,426
Current Assets			
(A) Financial Assets			
(i) Short term Mutual Fund	105	105	90
(ii) Trade Receivables	644	1,062	1,164
(iii) Cash & Cash Equivalents	900	739	879
(iv) Bank balances other than above	-	210	557
(v) Loans	17	-	2
(vi) Other Financial Assets	79	200	249
(B) Current Tax Assets (Net)	16	15	33
(C) Other Current Assets	149	187	281
Total Current Assets	1,910	2,518	3,255
GRAND TOTAL – ASSETS	3,652	4,615	5,681

Consolidated Financial Performance

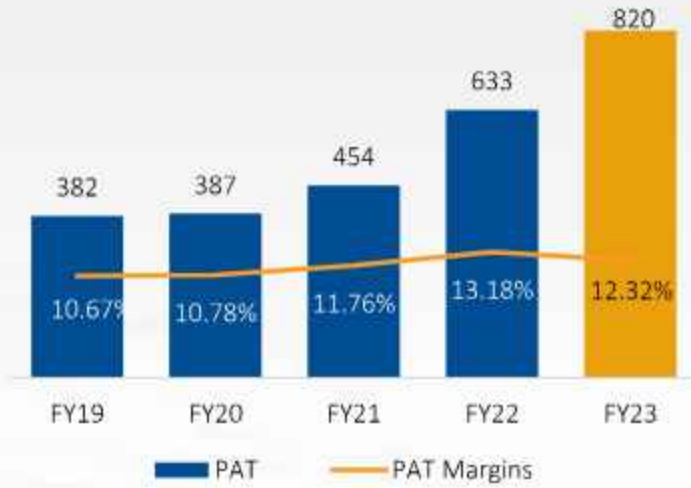
REVENUES (INR MN)



OPERATING EBITDA (INR MN)



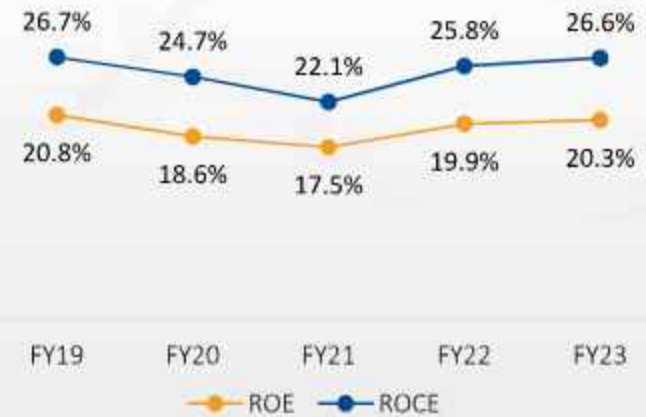
PAT (INR MN)



DEBT/ EQUITY (x)



ROE (%) AND ROCE (%)



DSO DAYS



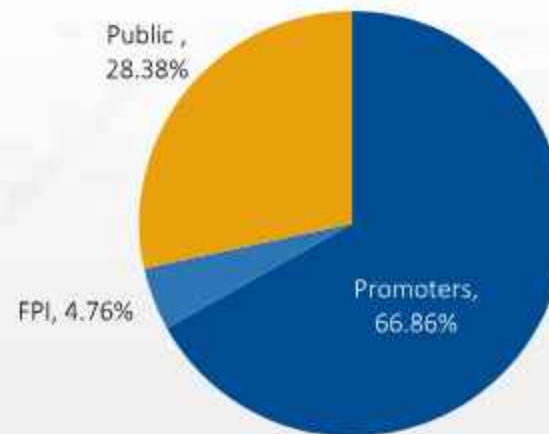
ROE = Net Profit/Net worth, ROCE = EBIT/Capital Employed



Price Data (as on 31st March, 2023)

Face value (INR)	1.00
Market Price (INR)	144.9
52 Week H/L (INR)	157.2/68.24
Market Cap (INR Mn)	15,314.48
Equity Shares Outstanding (Mn)	105.69
1 Year Avg. Trading Volume ('000)	342.66

Shareholding Pattern (As on 31st March 2023)



Dividend as a % of Face Value



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Saksoft Limited

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THANK YOU