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Q3 & 9M FY20 Financial Highlights
## Continued Growth Momentum

<table>
<thead>
<tr>
<th></th>
<th>9MFY19</th>
<th>9MFY20</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td>264.37</td>
<td>265.88</td>
<td>0.6%</td>
</tr>
<tr>
<td><strong>EBIDTA</strong></td>
<td>42.13</td>
<td>47.18</td>
<td>12.0%</td>
</tr>
<tr>
<td><strong>PAT</strong>*</td>
<td>27.57</td>
<td>28.85</td>
<td>4.6%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>Q3FY19</th>
<th>Q3FY20</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td>92.67</td>
<td>87.49</td>
<td>-5.6%</td>
</tr>
<tr>
<td><strong>EBIDTA</strong></td>
<td>16.69</td>
<td>14.85</td>
<td>-11.0%</td>
</tr>
<tr>
<td><strong>PAT</strong>*</td>
<td>10.25</td>
<td>9.58</td>
<td>-6.5%</td>
</tr>
</tbody>
</table>

*PAT is before Minority interest
Highlights for Q3 & 9MFY20

Revenue
• The Company recorded Revenue of Rs. 87.49 Crs during Q3FY20, as against Rs. 92.67 Crs in Q3FY19. The muted revenue performance was on the back of the holiday season in US & EU and furloughs in some of the major customers.
• The Company recorded Revenue of Rs. 265.88 Crs during 9MFY20, as against Rs. 264.37 Crs in 9MFY19 a growth of 0.6%

EBITDA
• EBITDA for the quarter stood at Rs. 14.85 Crs as compared to Q3FY19 of Rs. 16.69 Crs. EBITDA Margin stood at 17%
• EBITDA for the 9MFY20 stood at Rs. 47.18 Crs as against Rs. 42.13 Crs in 9MFY19 an increase of 12%.
• EBITDA margin for 9MFY20 stood at 17.7% as compared to 15.9% for 9MFY19 an increase of 181 bps (includes an impact of Rs. 3.71 Crs i.e. 140bps on account of adoption of Ind AS 116)

PAT
• The Company recorded a PAT margin of 10.9% for Q3FY20. PAT for the quarter stood at Rs. 9.58 Crs
• PAT for the 9MFY20 stood at Rs. 28.85 Crs as against Rs. 27.57 Crs in 9MFY19 an increase of 4.6%. PAT margin grew by 41 Bps as compared to 9MFY19. PAT margins for the 9MFY20 stood at 10.9%

Additional Highlights
• The Company has been chosen as the ‘digital transformation partner’ by Aegon Life Insurance. This partnership will help Aegon Life Insurance to build their digital process by leveraging Saksoft solutions
• The Board took note of the resignation by Mr. Amitava Mukherjee as an Independent Director due to certain personal and other business commitments w.e.f 30th January 2020
• The Board has approved the appointment of Mr. Ganesh Chella as an Additional and Independent Director for a period of five consecutive years till 2nd February 2025 w.e.f 3rd February 2020
Operating & Customer Metrics

Customer Metrics

<table>
<thead>
<tr>
<th>9MFY20</th>
<th>FY19</th>
</tr>
</thead>
</table>
| **(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 | 47% | 45% |
  - Revenue from Top 10 | 55% | 52% |
  - Revenue from Top 20 | 63% | 60% |

Headcount Metrics

<table>
<thead>
<tr>
<th>9MFY20</th>
<th>FY19</th>
</tr>
</thead>
</table>
| **(a) Headcount & Utilization**
  - Total Employee Count | 1,258 | 1,168 |
  - Technical | 1,118 | 1,031 |
  - Support | 140 | 137 |
| **(b) Utilization-IT Services**
  - Excluding trainees | 83% | 84% |

** The numbers are based on the Annualized figures
Revenue By Verticals

9MFY20

- Fintech: 18%
- Telecom: 13%
- Transportation & Logistics: 11%
- Public Sector: 10%
- Retail & Health Care: 9%
- Others: 20%

FY19

- Fintech: 23%
- Telecom: 10%
- Transportation & Logistics: 11%
- Public Sector: 16%
- Retail & Health Care: 9%
- Others: 31%
## Q3 & 9MFY20 Income Statement

<table>
<thead>
<tr>
<th>Particulars (in Rs. Crs)</th>
<th>Q3FY20</th>
<th>Q3FY19</th>
<th>Y-o-Y (%)</th>
<th>Q2FY20</th>
<th>Q-o-Q (%)</th>
<th>9MFY20</th>
<th>9MFY19</th>
<th>Y-o-Y (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Revenue</td>
<td>87.49</td>
<td>92.67</td>
<td>-5.6%</td>
<td>87.19</td>
<td>0.3%</td>
<td>265.88</td>
<td>264.37</td>
<td>0.6%</td>
</tr>
<tr>
<td>Employee Expenses</td>
<td>45.07</td>
<td>42.87</td>
<td></td>
<td>44.60</td>
<td>0.3%</td>
<td>135.26</td>
<td>123.32</td>
<td></td>
</tr>
<tr>
<td>Support/ Third Party charges</td>
<td>20.54</td>
<td>24.20</td>
<td></td>
<td>20.57</td>
<td>0.3%</td>
<td>63.82</td>
<td>69.59</td>
<td></td>
</tr>
<tr>
<td>Other Expenses</td>
<td>7.03</td>
<td>8.91</td>
<td></td>
<td>5.86</td>
<td>-1.2%</td>
<td>19.62</td>
<td>29.33</td>
<td></td>
</tr>
<tr>
<td>EBITDA</td>
<td>14.85</td>
<td>16.69</td>
<td>-11.0%</td>
<td>16.16</td>
<td>-8.1%</td>
<td>47.18</td>
<td>42.13</td>
<td>12.0%</td>
</tr>
<tr>
<td>EBITDA (%)</td>
<td>17.0%</td>
<td>18.0%</td>
<td>18.5%</td>
<td>17.7%</td>
<td>15.9%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other Income</td>
<td>0.66</td>
<td>(1.14)</td>
<td></td>
<td>0.49</td>
<td></td>
<td>1.78</td>
<td>2.19</td>
<td></td>
</tr>
<tr>
<td>Depreciation</td>
<td>1.81</td>
<td>0.85</td>
<td></td>
<td>1.84</td>
<td></td>
<td>5.49</td>
<td>2.50</td>
<td></td>
</tr>
<tr>
<td>EBIT</td>
<td>13.70</td>
<td>14.70</td>
<td>-6.8%</td>
<td>14.81</td>
<td>-7.5%</td>
<td>43.47</td>
<td>41.82</td>
<td>3.9%</td>
</tr>
<tr>
<td>EBIT (%)</td>
<td>15.7%</td>
<td>15.9%</td>
<td>17.0%</td>
<td>16.3%</td>
<td>15.8%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Finance Cost</td>
<td>1.23</td>
<td>1.24</td>
<td></td>
<td>1.35</td>
<td></td>
<td>3.95</td>
<td>3.67</td>
<td></td>
</tr>
<tr>
<td>Profit Before Tax</td>
<td>12.47</td>
<td>13.46</td>
<td>-7.4%</td>
<td>13.46</td>
<td>-7.4%</td>
<td>39.52</td>
<td>38.15</td>
<td>3.6%</td>
</tr>
<tr>
<td>Tax</td>
<td>2.89</td>
<td>3.21</td>
<td></td>
<td>3.70</td>
<td></td>
<td>10.67</td>
<td>10.58</td>
<td></td>
</tr>
<tr>
<td>Profit After Tax*</td>
<td>9.58</td>
<td>10.25</td>
<td>-6.5%</td>
<td>9.76</td>
<td>-1.8%</td>
<td>28.85</td>
<td>27.57</td>
<td>4.6%</td>
</tr>
<tr>
<td>Profit After Tax* (%)</td>
<td>10.9%</td>
<td>11.1%</td>
<td>11.2%</td>
<td>10.9%</td>
<td>10.4%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>EPS</td>
<td>9.60</td>
<td>9.89</td>
<td></td>
<td>9.61</td>
<td></td>
<td>28.78</td>
<td>26.27</td>
<td></td>
</tr>
</tbody>
</table>

*PAT is before Minority interest
## Consolidated Balance Sheet

<table>
<thead>
<tr>
<th>Particulars (in Rs. Crs.)</th>
<th>Sep-19</th>
<th>Mar-19</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Non-current assets</td>
<td>150.90</td>
<td>145.74</td>
</tr>
<tr>
<td>Property, Plant and Equipment</td>
<td>10.42</td>
<td>2.13</td>
</tr>
<tr>
<td>Goodwill on consolidation</td>
<td>133.63</td>
<td>137.06</td>
</tr>
<tr>
<td>Other Intangible assets</td>
<td>2.55</td>
<td>2.93</td>
</tr>
<tr>
<td><strong>Financial Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(i) Other Financial Assets</td>
<td>2.53</td>
<td>2.02</td>
</tr>
<tr>
<td>Deferred Tax Assets (Net)</td>
<td>1.76</td>
<td>1.56</td>
</tr>
<tr>
<td>Other Non-Current Assets</td>
<td>0.01</td>
<td>0.04</td>
</tr>
<tr>
<td><strong>Current assets</strong></td>
<td>129.49</td>
<td>132.75</td>
</tr>
<tr>
<td><strong>Financial Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(i) Trade receivables</td>
<td>60.60</td>
<td>64.96</td>
</tr>
<tr>
<td>(ii) Cash and cash equivalents</td>
<td>46.09</td>
<td>40.06</td>
</tr>
<tr>
<td>(iii) Loans</td>
<td>0.22</td>
<td>0.06</td>
</tr>
<tr>
<td>(iv) Other Financial Assets</td>
<td>7.88</td>
<td>6.49</td>
</tr>
<tr>
<td>Current Tax Assets (Net)</td>
<td>1.16</td>
<td>1.38</td>
</tr>
<tr>
<td>Other Current Assets</td>
<td>13.54</td>
<td>19.80</td>
</tr>
<tr>
<td><strong>TOTAL - ASSETS</strong></td>
<td>280.39</td>
<td>278.49</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Particulars (in Rs. Crs.)</th>
<th>Sep-19</th>
<th>Mar-19</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Equity &amp; Liabilities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Equity</strong></td>
<td>183.18</td>
<td>175.35</td>
</tr>
<tr>
<td>Equity Share capital</td>
<td>9.94</td>
<td>9.94</td>
</tr>
<tr>
<td>Other equity</td>
<td>173.24</td>
<td>165.39</td>
</tr>
<tr>
<td>Non-controlling interest</td>
<td>--</td>
<td>4.82</td>
</tr>
<tr>
<td><strong>LIABILITIES</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Non-current liabilities</td>
<td>42.40</td>
<td>35.28</td>
</tr>
<tr>
<td><strong>Financial Liabilities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(i) Borrowings</td>
<td>30.15</td>
<td>31.60</td>
</tr>
<tr>
<td>(ii) Other Financial Liabilities</td>
<td>8.50</td>
<td>0.69</td>
</tr>
<tr>
<td>Provisions</td>
<td>3.75</td>
<td>2.99</td>
</tr>
<tr>
<td><strong>Current liabilities</strong></td>
<td>54.81</td>
<td>63.06</td>
</tr>
<tr>
<td><strong>Financial Liabilities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(i) Borrowings</td>
<td>6.47</td>
<td>7.39</td>
</tr>
<tr>
<td>(ii) Trade Payables</td>
<td>17.29</td>
<td>24.32</td>
</tr>
<tr>
<td>(iii) Other Financial Liabilities</td>
<td>5.66</td>
<td>3.91</td>
</tr>
<tr>
<td>Other Current Liabilities</td>
<td>23.84</td>
<td>26.17</td>
</tr>
<tr>
<td>Provisions</td>
<td>1.55</td>
<td>1.27</td>
</tr>
<tr>
<td><strong>TOTAL - EQUITY AND LIABILITIES</strong></td>
<td>280.39</td>
<td>278.49</td>
</tr>
</tbody>
</table>
## Sharing Profits...Consistently

### Consolidated Book Value / Share

<table>
<thead>
<tr>
<th></th>
<th>FY15</th>
<th>FY16</th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
<th>H1FY20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>106.84</td>
<td>124.08</td>
<td>119.56</td>
<td>148.87</td>
<td>176.35</td>
<td>184.24</td>
</tr>
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</table>

### Consolidated Earnings / Share

<table>
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<tr>
<th></th>
<th>FY15</th>
<th>FY16</th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
<th>H1FY20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>17.12</td>
<td>18.82</td>
<td>17.30</td>
<td>21.98</td>
<td>36.66</td>
<td>19.18</td>
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</tbody>
</table>

### Dividend / Share

<table>
<thead>
<tr>
<th></th>
<th>FY15</th>
<th>FY16</th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
<th>H1FY20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>2.50</td>
<td>3.00</td>
<td>3.00</td>
<td>3.50</td>
<td>4.00</td>
<td>2.00</td>
</tr>
</tbody>
</table>

**Legend:**
- **Final Dividend**
- **Interim Dividend**
About Saksoft
What do we offer?

- **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

- **Powered by Digital Intelligence Framework**
- **Agile / Waterfall / Hybrid Delivery Models**
- **Value Innovation Programs**
- **Center of Excellence**

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

Two Decades in ADM

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

www.saksoft.com
**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 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

www.saksoft.com
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

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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

Helped technology company to automate iOS & Android based applications effectively

360logica executed a comprehensive IoT testing of a Client’s mobile application

Offers a complete testing solution for Mobile Apps and Cloud Services

360logica offers better follow-up care for patients through insightful data

Ensure high performance through Stress Testing helped eliminate specific weaknesses and vulnerabilities

Testing solution for one of the leading game-based company ensuring a seamless gaming experience.

360logica helped an organization to manage their blog page efficiently at peak business hours
Managed Infrastructure Services

**Consulting Services**
- Managed Services
- Cloud Enablement & Management
- IT Helpdesk
- Network & Security

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

**Migration**
- Multi-Cloud
- Enterprise Cloud
- Cloud Automation
- Cloud Migration

**Managed Services**
- Level 1/2/3 Support
- Security & Network (Cisco, Juniper, LogRhythm, F5, Tipping point, Netscaler)

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

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

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

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

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

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

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

Digital Transformation Services

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

www.saksoft.com
Awards

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

- **Data and Analytics**
  - Jun 2017
  - Competitive Landscape: Data and Analytics Service Providers Report

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

- **Company of the year**
  - Jul 2015
  - SiliconIndia: Company of the year 2015 for IM Consulting by Silicon India

- **Deloitte Fast 50**
  - Nov 2014
  - Deloitte Technology Fast 50

- **Red Herring’s Top 100**
  - Jul 2014
  - Winner of Red Herring’s Top 100 Asia award 2014

- **IoT Testing**
  - Jun 2017
  - Internet of Things (IoT) Testing Market - Global Forecast to 2021 Report

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

- **Rising Star**
  - Aug 2015
  - Rising Star for Size & Growth in Employee and Revenue by the International Association of Outsourcing Professionals® (IAOP®)

- **BI and Analytics**
  - Nov 2015
  - Market Guide for BI and Analytics Service Providers

- **Deloitte Fast 50**
  - Jul 2015
  - Deloitte Technology Fast 50

- **Grant Thornton’s**
  - Sep 2014
  - Grant Thornton’s ‘The UK’s top Indian companies’ List
Management Team
Board of Directors

Aditya Krishna, the Founder, Chairman and the Managing Director of the Saksoft Group, spearheads Saksoft’s growth across domains and geographies. He brings with him over 30 years of experience in the banking and financial services industry. After a long career with Chase Manhattan Bank in New York and later with Citibank, New York, he relocated to India in 1990 as part of a four-member team to establish Citibank’s credit card business in the country and was also instrumental in developing the in-house software to run credit card operations. Aditya founded Saksoft in 1999 and drives the business development efforts.

Ganesh Chella, Additional & 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.

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 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.

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.

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.

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.

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.

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.

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.

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.*

<table>
<thead>
<tr>
<th>Company Acquired</th>
<th>Geography / Niche Area</th>
<th>Rationale</th>
</tr>
</thead>
<tbody>
<tr>
<td>acuma</td>
<td>UK</td>
<td>IM focused company. Renowned name in the Public Sector.</td>
</tr>
<tr>
<td></td>
<td>Public Sector</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Testing Focused</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Bangalore</td>
<td>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.</td>
</tr>
<tr>
<td></td>
<td>Blockchain, IoT &amp; Logistics Focused</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Pune</td>
<td>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.</td>
</tr>
<tr>
<td></td>
<td>Healthcare &amp; Drupal</td>
<td></td>
</tr>
</tbody>
</table>

**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.

**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.

**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.

**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

**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.

**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

Consolidated Turnover

- FY15: 231
- FY16: 244
- FY17: 260
- FY18: 286
- FY19: 358

+12%

Consolidated EBIDTA

- FY15: 26
- FY16: 36
- FY17: 33
- FY18: 40
- FY19: 59

+23%

Consolidated PAT*

- FY15: 17
- FY16: 22
- FY17: 20
- FY18: 24
- FY19: 38

+22%

*PAT is before minority interest

(in Rs. Crores)
## Historical Consolidated Income Statement

<table>
<thead>
<tr>
<th>Particulars (in Rs. Crs)</th>
<th>FY15</th>
<th>FY16</th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Revenue</td>
<td>231.40</td>
<td>243.73</td>
<td>259.50</td>
<td>285.87</td>
<td>358.05</td>
</tr>
<tr>
<td>Employee Expenses</td>
<td>96.69</td>
<td>112.38</td>
<td>120.75</td>
<td>135.41</td>
<td>165.42</td>
</tr>
<tr>
<td>Support/ Third Party charges</td>
<td>70.42</td>
<td>60.14</td>
<td>70.38</td>
<td>75.26</td>
<td>91.41</td>
</tr>
<tr>
<td>Other Expenses</td>
<td>38.20</td>
<td>35.02</td>
<td>35.46</td>
<td>35.60</td>
<td>42.06</td>
</tr>
<tr>
<td>EBITDA</td>
<td>26.09</td>
<td>36.19</td>
<td>32.91</td>
<td>39.60</td>
<td>59.16</td>
</tr>
<tr>
<td>EBITDA(%)</td>
<td>11.3%</td>
<td>14.8%</td>
<td>12.7%</td>
<td>13.9%</td>
<td>16.5%</td>
</tr>
<tr>
<td>Other Income</td>
<td>2.12</td>
<td>2.16</td>
<td>1.93</td>
<td>2.30</td>
<td>2.18</td>
</tr>
<tr>
<td>Depreciation</td>
<td>1.30</td>
<td>1.02</td>
<td>1.31</td>
<td>2.87</td>
<td>4.27</td>
</tr>
<tr>
<td>EBIT</td>
<td>26.91</td>
<td>37.33</td>
<td>33.53</td>
<td>39.03</td>
<td>57.07</td>
</tr>
<tr>
<td>EBIT(%)</td>
<td>11.6%</td>
<td>15.3%</td>
<td>12.9%</td>
<td>13.6%</td>
<td>15.9%</td>
</tr>
<tr>
<td>Finance Cost</td>
<td>4.21</td>
<td>4.32</td>
<td>4.65</td>
<td>5.21</td>
<td>4.80</td>
</tr>
<tr>
<td>Profit Before Tax</td>
<td>22.70</td>
<td>33.01</td>
<td>28.88</td>
<td>33.82</td>
<td>52.27</td>
</tr>
<tr>
<td>Profit Before Tax(%)</td>
<td>9.8%</td>
<td>13.5%</td>
<td>11.1%</td>
<td>11.8%</td>
<td>14.6%</td>
</tr>
<tr>
<td>Tax</td>
<td>5.33</td>
<td>11.23</td>
<td>8.79</td>
<td>9.41</td>
<td>14.06</td>
</tr>
<tr>
<td>Profit After Tax*</td>
<td>17.37</td>
<td>21.77</td>
<td>20.09</td>
<td>24.41</td>
<td>38.21</td>
</tr>
<tr>
<td>Profit After Tax(%)</td>
<td>7.5%</td>
<td>8.9%</td>
<td>7.7%</td>
<td>8.5%</td>
<td>10.7%</td>
</tr>
<tr>
<td>EPS</td>
<td>17.12</td>
<td>18.82</td>
<td>17.30</td>
<td>21.98</td>
<td>36.66</td>
</tr>
</tbody>
</table>

*PAT is before minority interest
## Consolidated Balance Sheet

<table>
<thead>
<tr>
<th>Particulars (in Rs. Crs.)</th>
<th>Mar-19</th>
<th>Mar-18</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Non-current assets</td>
<td>145.74</td>
<td>152.88</td>
</tr>
<tr>
<td>Property, Plant and Equipment</td>
<td>2.13</td>
<td>2.60</td>
</tr>
<tr>
<td>Goodwill on consolidation</td>
<td>137.06</td>
<td>142.11</td>
</tr>
<tr>
<td>Other Intangible assets</td>
<td>2.93</td>
<td>4.64</td>
</tr>
<tr>
<td><strong>Financial Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(i) Loans</td>
<td>0.00</td>
<td>0.03</td>
</tr>
<tr>
<td>(ii) Others</td>
<td>2.02</td>
<td>2.39</td>
</tr>
<tr>
<td>Deferred Tax Assets (Net)</td>
<td>1.56</td>
<td>1.09</td>
</tr>
<tr>
<td>Other Non-Current Assets</td>
<td>0.04</td>
<td>0.02</td>
</tr>
<tr>
<td><strong>Current assets</strong></td>
<td>132.75</td>
<td>110.02</td>
</tr>
<tr>
<td><strong>Financial Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(i) Trade receivables</td>
<td>64.96</td>
<td>58.43</td>
</tr>
<tr>
<td>(ii) Cash and cash equivalents</td>
<td>40.06</td>
<td>30.02</td>
</tr>
<tr>
<td>(iii) Loans</td>
<td>0.06</td>
<td>0.20</td>
</tr>
<tr>
<td>(iv) Other Financial Assets</td>
<td>6.49</td>
<td>7.46</td>
</tr>
<tr>
<td>Current Tax Assets (Net)</td>
<td>1.38</td>
<td>0.23</td>
</tr>
<tr>
<td>Other Current Assets</td>
<td>19.80</td>
<td>13.68</td>
</tr>
<tr>
<td><strong>TOTAL - ASSETS</strong></td>
<td>278.49</td>
<td>262.90</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Particulars (in Rs. Crs.)</th>
<th>Mar-19</th>
<th>Mar-18</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Equity &amp; Liabilities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Equity</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Equity Share capital</td>
<td>9.94</td>
<td>9.94</td>
</tr>
<tr>
<td>Other equity</td>
<td>165.39</td>
<td>138.08</td>
</tr>
<tr>
<td>Non-controlling interest</td>
<td>4.82</td>
<td>6.10</td>
</tr>
<tr>
<td><strong>LIABILITIES</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Non-current liabilities</strong></td>
<td>35.28</td>
<td>46.78</td>
</tr>
<tr>
<td><strong>Financial Liabilities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(i) Borrowings</td>
<td>31.60</td>
<td>38.05</td>
</tr>
<tr>
<td>(ii) Other Financial Liabilities</td>
<td>0.69</td>
<td>6.09</td>
</tr>
<tr>
<td>Provisions</td>
<td>2.99</td>
<td>2.64</td>
</tr>
<tr>
<td><strong>Current liabilities</strong></td>
<td>63.06</td>
<td>62.00</td>
</tr>
<tr>
<td><strong>Financial Liabilities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(i) Borrowings</td>
<td>7.39</td>
<td>4.42</td>
</tr>
<tr>
<td>(ii) Trade Payables</td>
<td>24.32</td>
<td>28.63</td>
</tr>
<tr>
<td>(iii) Other Financial Liabilities</td>
<td>3.91</td>
<td>7.63</td>
</tr>
<tr>
<td>Other Current Liabilities</td>
<td>26.17</td>
<td>20.32</td>
</tr>
<tr>
<td>Provisions</td>
<td>1.27</td>
<td>1.00</td>
</tr>
<tr>
<td><strong>TOTAL - EQUITY AND LIABILITIES</strong></td>
<td>278.49</td>
<td>262.90</td>
</tr>
</tbody>
</table>
Key Ratios

Return on Capital Employed (%)

- FY15: 19
- FY16: 23
- FY17: 19.9
- FY18: 19.7
- FY19: 26.7

Return on Equity (%)

- FY15: 15.1
- FY16: 14.3
- FY17: 13.7
- FY18: 14.7
- FY19: 20.8

Debt : Equity Ratio (x)

- FY15: 0.27
- FY16: 0.25
- FY17: 0.33
- FY18: 0.30
- FY19: 0.19
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
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.

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.

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.

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.

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.

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

<table>
<thead>
<tr>
<th>Company:</th>
<th>Investor Relations Advisors:</th>
</tr>
</thead>
<tbody>
<tr>
<td><img src="https://example.com/saksoft-logo" alt="SAKSOFT Logo" /></td>
<td><img src="https://example.com/sga-logo" alt="SGA Logo" /></td>
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<tr>
<td><strong>CIN:</strong> L72200TN1999PLC054429</td>
<td><strong>CIN:</strong> U74140MH2010PTC204285</td>
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</tbody>
</table>
| **Mr. Niraj Kumar Ganeriwal**  
Chief Financial Officer |  
**Ms. Ami Parekh / Mr. Sagar Shroff** |
| niraj.ganeriwal@saksoft.com | ami.parekh@sgapl.net / sagar.shroff@sgapl.net |
| www.saksoft.com | www.sgapl.net |
| | +91 80824 66052 / +91 98205 19303 |
Thank you

www.saksoft.com  |  info@saksoft.com