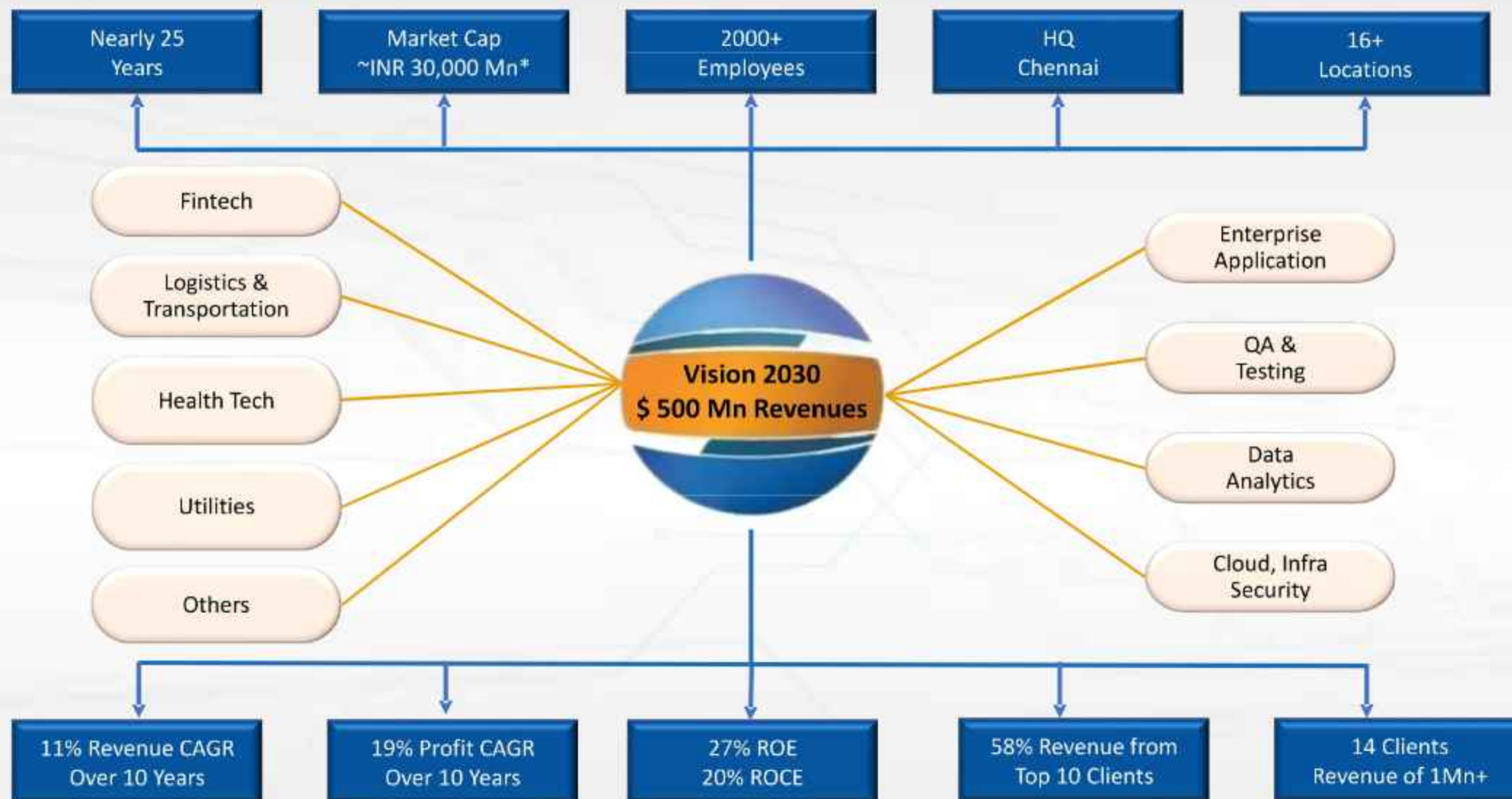


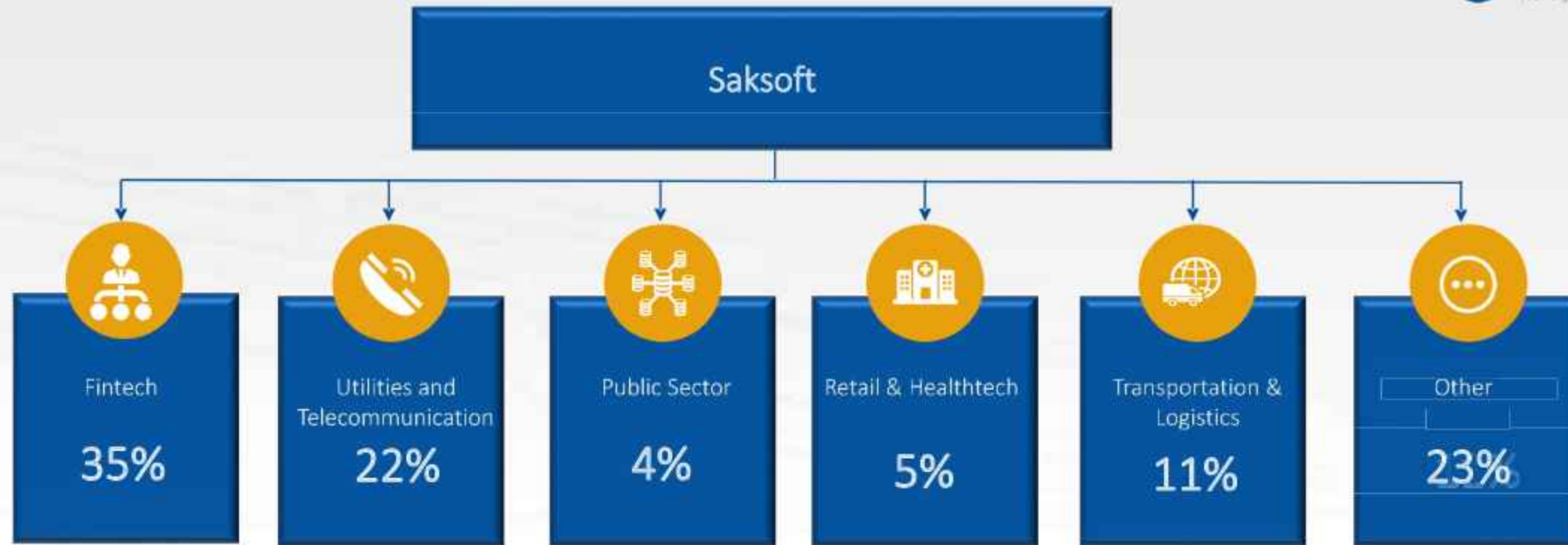


**EARNINGS PRESENTATION**

Q3/9M-FY24

# About Us





### Our USP

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

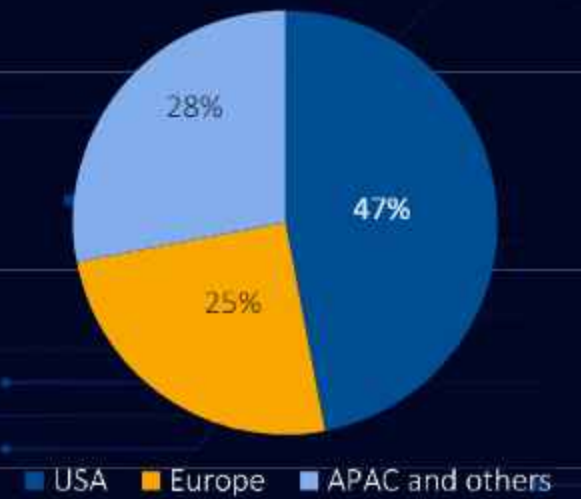
### How do we help

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



# Global Presence

FY23 GEOGRAPHICAL PRESENCE



**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 numerous 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 competences interrelated.

The Company has lucrative **multiyear contracts** with well-known brands that guarantee revenue visibility.

# Q3/9M-FY24 PERFORMANCE



# Q3/9M-FY24 Financial and Operational Highlights

## Q3-FY24 Consolidated Performance

INR 1,928 Mn  
Operating Income

INR 330 Mn  
Operating EBITDA

17.12%  
Operating EBITDA  
Margins

INR 225Mn  
Net Profit

11.67 %  
PAT Margins

INR 2.24 /Share  
Basic EPS

## 9M-FY24 Consolidated Performance

INR 5,667 Mn  
Operating Income

INR 1,033 Mn  
Operating EBITDA

18.23%  
Operating EBITDA  
Margins

INR 730 Mn  
Net Profit

12.88%  
PAT Margins

INR 7.26/ Share  
Basic EPS

## Operational Highlights

- The revenue movement quarter-on-quarter has remained flat on account of headwinds in US market.
- The decrease in EBITDA margins are majorly due to investment in sales engine to meet our USD 500 million target by 2025.
- “Sustainability efforts (ESG) ” continues to be one of the major objectives at Saksoft.

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

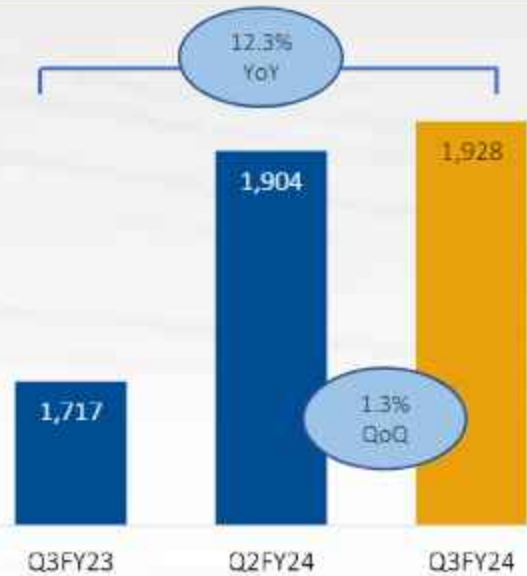
*We grew revenues by 17% and PBT by 28% on a YTD basis. Q3 was a tough quarter due to headwinds in the US market but we managed with revenues flat on a quarter on quarter basis. We remain committed to our growth strategy of “inch-wide mile deep” by working in market niches and protecting these niches with frameworks and re-usable components.*



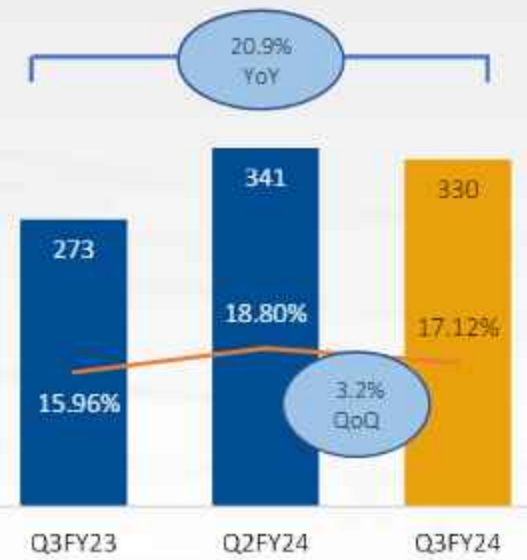
# Financial Performance

Quarterly Performance

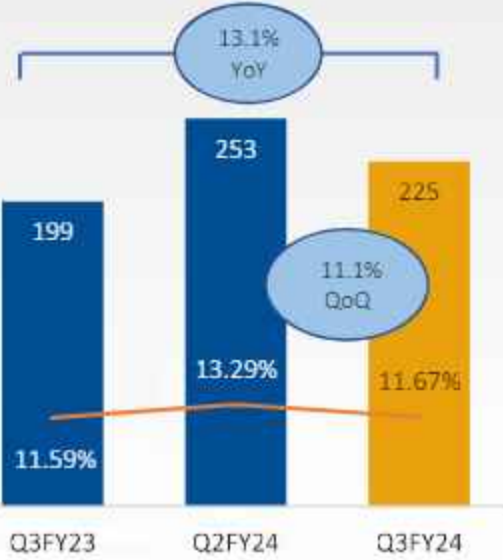
REVENUES (INR MN)



OPERATING EBITDA (INR MN)

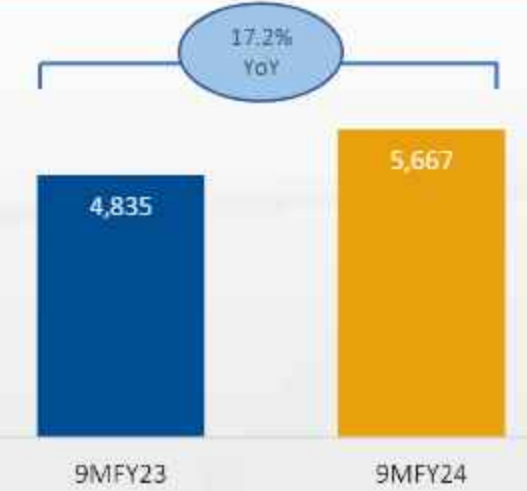


PAT (INR MN)



9 Month's Performance

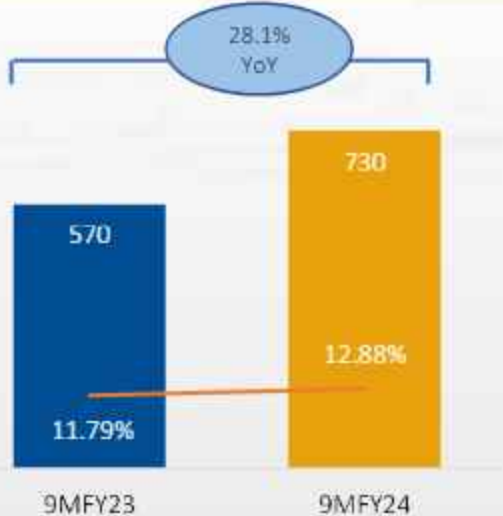
REVENUES (INR MN)



OPERATING EBITDA (INR MN)

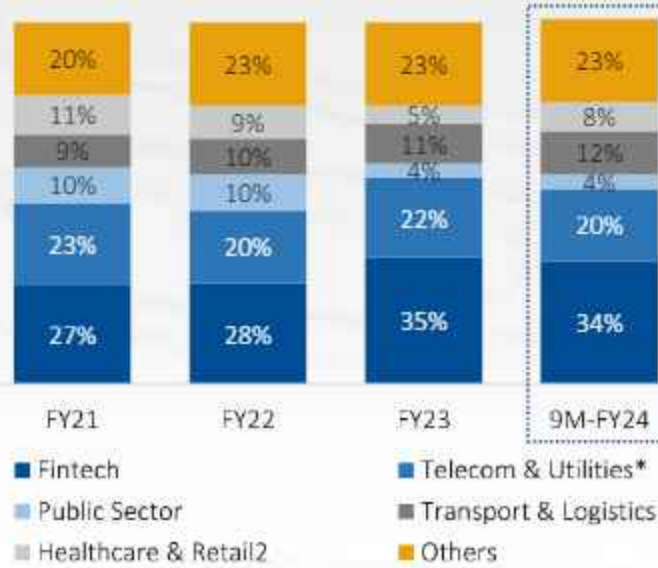


PAT (INR MN)



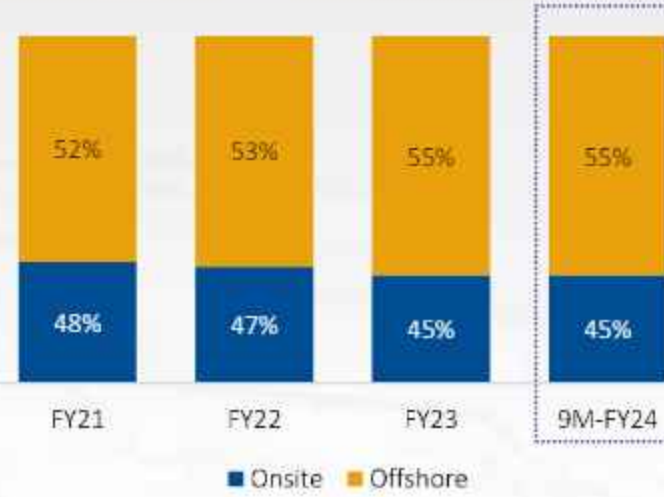
# 9M-FY24 Key Performance Metrics

## REVENUE BY VERTICALS

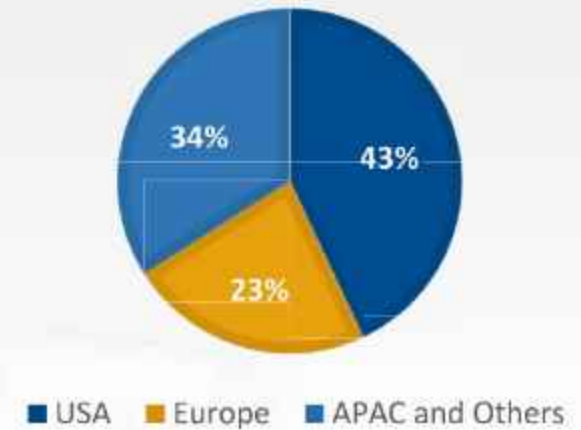


Telecom and Utilities has been reclassified for FY22 and FY23.

## REVENUE MIX (%)



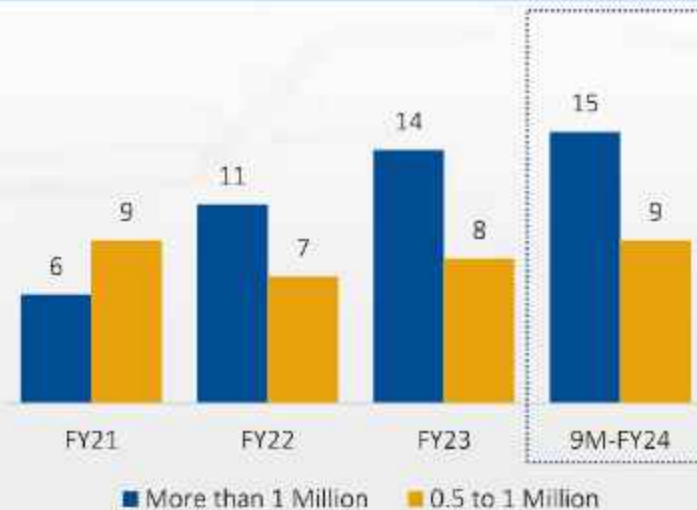
## 9M-FY24 REVENUE BY GEOGRAPHY (%)



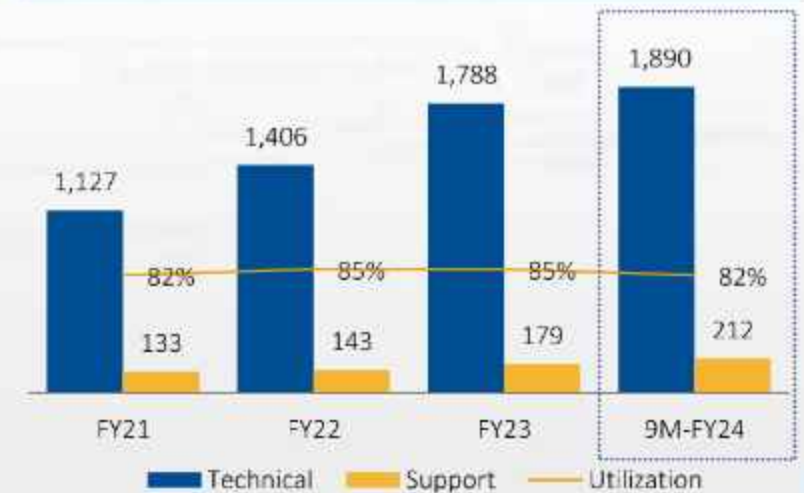
## REVENUE BY MAJOR CLIENTS



## NUMBER OF CLIENTS PER MILLION DOLLARS



## EMPLOYEE BIFURCATION



# Quarterly Consolidated Financial Performance

INCOME STATEMENT (INR MN)	Q3-FY24	Q2-FY24	Q-o-Q	Q3-FY23	Y-o-Y
Operating Income	1,928	1,904	1.3%	1,717	12.3%
Expenses	1,598	1,563	2.2%	1,444	10.7%
Operating EBITDA	330	341	(3.2)%	273	20.9%
<i>Operating EBITDA Margins (%)</i>	<i>17.12%</i>	<i>17.91%</i>	<i>(79) Bps</i>	<i>15.90%</i>	<i>122 Bps</i>
Depreciation	29	29	0.0%	26	11.5%
Finance Cost	11	8	37.5%	5	NA
Other Income	12	35	(65.7)%	25	(52.0)%
<b>PBT</b>	<b>302</b>	<b>339</b>	<b>(10.9)%</b>	<b>267</b>	<b>13.1%</b>
Tax	77	86	(10.5)%	69	11.6%
Profit After Tax	225	253	(11.1)%	199	13.1%
<i>PAT Margins (%)</i>	<i>11.67%</i>	<i>13.29%</i>	<i>(162) Bps</i>	<i>11.59%</i>	<i>8 Bps</i>
Other Comprehensive Income	62	(29)	NA	135	(54.1)%
<b>Total Comprehensive Income</b>	<b>287</b>	<b>224</b>	<b>28.1%</b>	<b>334</b>	<b>(14.1)%</b>
EPS Basic (INR)	2.24	2.51	(10.8)%	1.98	13.1%



# YTD Consolidated Financial Performance

INCOME STATEMENT (INR MN)	9M-FY24	9M-FY23	Y-o-Y
Operating Income	5,667	4,835	17.2%
Expenses	4,634	4,079	13.6%
Operating EBITDA	1,033	756	36.6%
<i>Operating EBITDA Margins (%)</i>	<i>18.23%</i>	<i>15.64%</i>	<i>259 Bps</i>
Depreciation	85	72	18.1%
Finance Cost	24	16	50.0%
Other Income	45	88	(48.9)%
<b>PBT</b>	<b>969</b>	<b>756</b>	<b>28.2%</b>
Tax	239	186	28.5%
<b>Profit After Tax</b>	<b>730</b>	<b>570</b>	<b>28.1%</b>
<i>PAT Margins (%)</i>	<i>12.88%</i>	<i>11.79%</i>	<i>109 Bps</i>
Other Comprehensive Income	67	55	21.8%
<b>Total Comprehensive Income</b>	<b>797</b>	<b>625</b>	<b>27.5%</b>
EPS Basic(INR)	7.26	5.69	27.59%

# FINANCIAL OVERVIEW

# Historical Consolidated Financial Performance

INCOME STATEMENT (INR MN)	FY21	FY22	FY23	9M-FY24
Operating Income	3,858	4,804	6,656	5,667
Expenses	3,214	4,014	5,574	4,634
Operating EBITDA	644	790	1,082	1,033
<i>Operating EBITDA Margins (%)</i>	<i>16.69%</i>	<i>16.44%</i>	<i>16.25%</i>	<i>18.23%</i>
Depreciation	67	69	100	85
Finance Cost	34	28	22	24
Other Income	41	111	94	45
<b>PBT</b>	<b>584</b>	<b>804</b>	<b>1,054</b>	<b>969</b>
Tax	130	171	234	239
<b>Profit After Tax</b>	<b>454</b>	<b>633</b>	<b>820</b>	<b>730</b>
<i>PAT Margins (%)</i>	<i>11.76%</i>	<i>13.18%</i>	<i>12.32%</i>	<i>12.88%</i>
Other Comprehensive Income	95	3	85	67
<b>Total Comprehensive Income</b>	<b>549</b>	<b>636</b>	<b>905</b>	<b>797</b>
EPS Basic (INR)	4.56	6.34	8.18	7.26



# Consolidated Balance Sheet

PARTICULARS (INR MN)	FY22	FY23	H1-FY24
<b>EQUITIES &amp; LIABILITIES</b>			
<b>Equity</b>			
(A) Equity Share Capital	100	100	101
(B) Other Equity	3,085	3,945	4,443
<b>Total Equity</b>	<b>3,185</b>	<b>4,045</b>	<b>4,544</b>
<b>Non-Current Liabilities</b>			
(A) Financial Liabilities			
(i) Borrowings	39	-	-
(ii) Other Financial liabilities	49	41	373
(iii) Lease liabilities	119	81	77
(B) Provisions	62	102	151
(C) Other Non-Current Liabilities	-	-	29
<b>Total Non – Current Liabilities</b>	<b>269</b>	<b>224</b>	<b>630</b>
<b>Current Liabilities</b>			
(A) Financial Liabilities			
(i) Borrowings	2	-	-
(ii) Trade Payables	295	257	270
(iii) Lease Liabilities	47	54	44
(iv) Other Financial Liabilities	70	153	518
(B) Other Current Liabilities	679	858	890
(C) Provisions	68	90	92
<b>Total Current Liabilities</b>	<b>1,161</b>	<b>1,412</b>	<b>1,814</b>
<b>GRAND TOTAL - EQUITIES &amp; LIABILITIES</b>	<b>4,615</b>	<b>5,681</b>	<b>6,988</b>

PARTICULARS (INR MN)	FY22	FY23	H1-FY24
<b>ASSETS</b>			
<b>Non-Current Assets</b>			
(A) Property, Plant and Equipment	121	147	146
(B) Right-of-Use Assets	167	128	113
(C) Goodwill on Consolidation	1,665	1,903	3,277
(D) Other Intangible Assets	3	5	5
(E) Financial Assets			
(i) Investments	70	-	-
(ii) Other Financial Assets	24	170	31
(F) Deferred Tax Assets (Net)	47	73	88
(G) Other Non - Current Assets	-	-	74
<b>Total Non – Current Assets</b>	<b>2,097</b>	<b>2,426</b>	<b>3,734</b>
<b>Current Assets</b>			
(A) Financial Assets			
(i) Short term Mutual Fund	105	90	85
(ii) Trade Receivables	1,062	1,164	1,425
(iii) Cash & Cash Equivalents	739	879	1092
(iv) Bank balances other than above	210	557	141
(v) Loans	-	2	23
(vi) Other Financial Assets	200	249	325
(B) Current Tax Assets (Net)	15	33	26
(C) Other Current Assets	187	281	137
<b>Total Current Assets</b>	<b>2,518</b>	<b>3,255</b>	<b>3,254</b>
<b>GRAND TOTAL – ASSETS</b>	<b>4,615</b>	<b>5,681</b>	<b>6,988</b>

# Consolidated Financial Performance

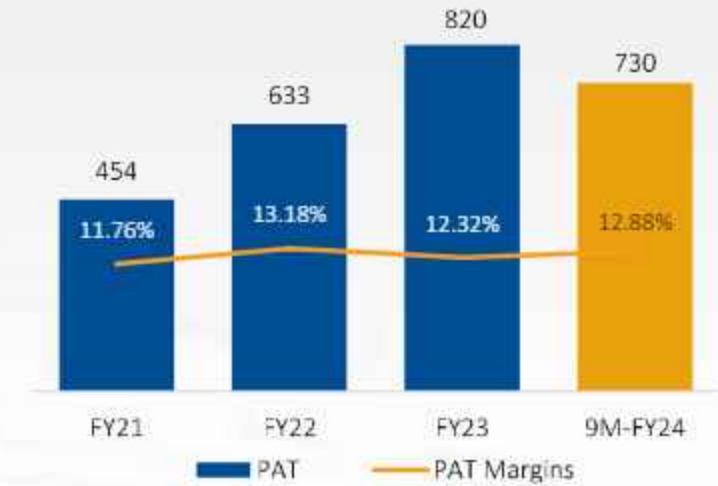
## REVENUES (INR MN)



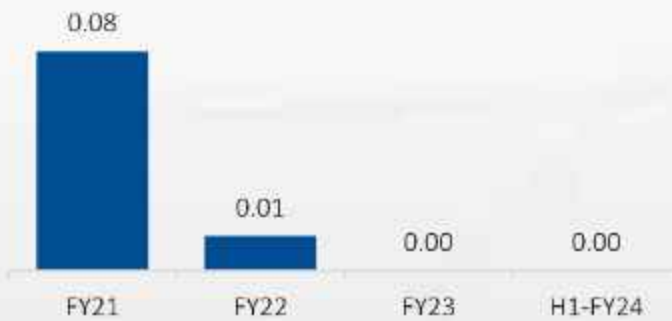
## OPERATING EBITDA (INR MN)



## PAT (INR MN)



## DEBT/ EQUITY (x)

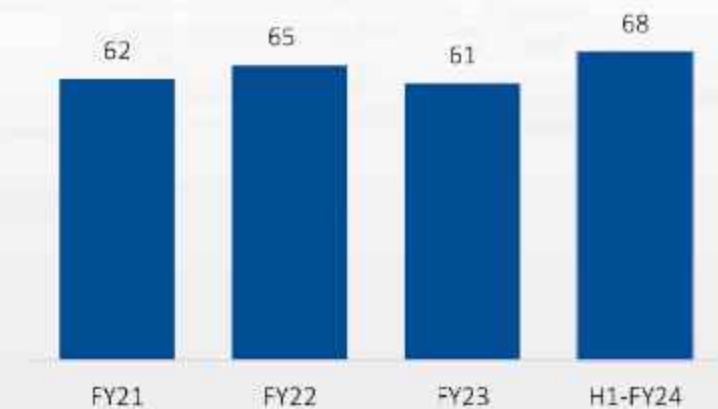


## ROE (%) AND ROCE (%)



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

## DSO DAYS



# Capital Market Data

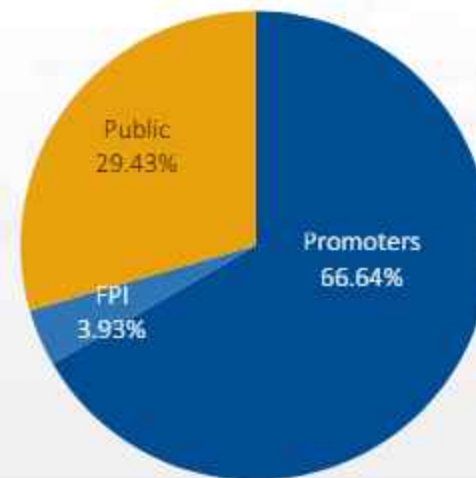
1 year share price movement (Up to 31<sup>st</sup> December 2023)



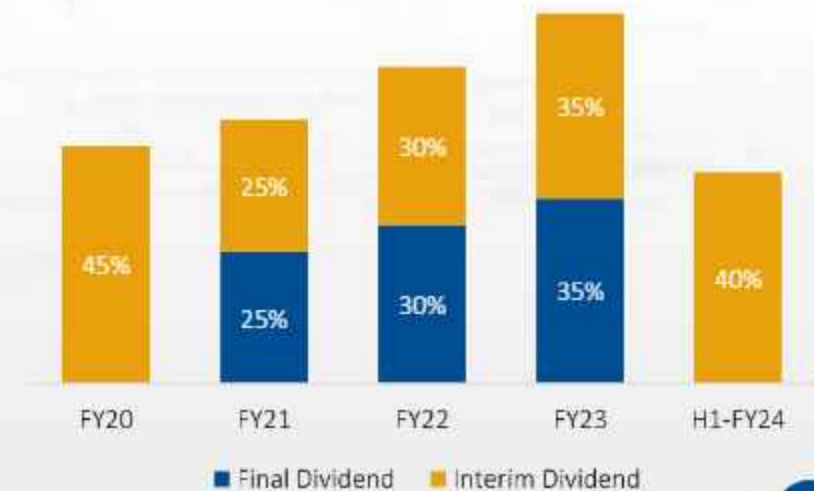
Price Data (as on 31<sup>st</sup> December, 2023)

Face value (INR)	1.00
Market Price (INR)	320.40
52 Week H/L (INR)	399.40/120.80
Market Cap (INR Mn)	33,863.08
Equity Shares Outstanding (Mn)	105.69
1 Year Avg. Trading Volume ('000)	553.06

Shareholding Pattern (As on 31st December 2023)



Dividend as a % of Face Value





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For further details please contact our Investor Relations Representatives:

VALOREM ADVISORS

Mr. Anuj Sonpal

Tel: +91-22-49039500

Email: [saksoft@valoremadvisors.com](mailto:saksoft@valoremadvisors.com)



SAKSOFT LIMITED

Ms. Swetaleen Tripathy

Tel: +91 9840024120

Email: [swetaleen.t@saksoft.com](mailto:swetaleen.t@saksoft.com)

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